MEMORANDUM

To:Steve Riley, Town ManagerFrom:John Troyer, Finance DirectorDate:September 17, 2020**RE:FY 2021 Financial Statements – Through August 2020**

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 evenly throughout the fiscal year. Therefore, reporting a deficit is the norm during the first quarter which runs from July through September, and is expected.

COVID-19 disruption of normal economic activity really started to show in the second half of March. The collection of revenues related to taxes and fees reflecting the lower economic activity levels started to show in the April financial statements.

Real estate-related revenues, namely Real Estate Transfer Fees and Permits are 64% higher than last fiscal year. Individually, the Real Estate Transfer Fee amount of \$1,141,234 is up 75% from last YTD while Permit Revenues are 27% higher than last year. The Real Estate Transfer Fee and Permit revenues are apples to apples comparisons and are up that much this year.

		RETF			<u>Permits</u>			<u>Total</u>	
	Received	\$ Change	% Change	Received	\$ Change	% Change	Received	\$ Change	% Change
FY 2020	652,533			199,843			852,376		
FY 2021	1,141,234	488,701	75%	253,952	54,109	27%	1,395,186	542,810	64%

Tourism-driven revenue results which is comprised of ATAX/Beach and Hospitality taxes are on a combined basis 75% 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.

	Local ATAX/ B	Beach Preservation I	ees	ŀ	lospitality Tax			<u>Total</u>	
	Received	\$ Change	% Change	Received	\$ Change	% Change	Received	\$ Change	% Change
FY 2020	388,330			438,815			827,145		
FY 2021	972,618	584,288	150%	478,658	39,843	9%	1,451,276	624,131	75%

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 August, the Town's General Fund revenues and transfers in total \$2,788,458 or 7% of budget, which compares to \$2,121,065 or 5% of budget for last year. This is an increase of \$667,393 compared to the prior year. Approximately half of the increase is due to timing differences regarding inter-fund transfers. These will level out as the year progresses. Permits are up, but this is normal to see a seasonal and sometimes erratic pattern of collections this early in the fiscal year. 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.

The General Fund expenditures-to-date are \$5,811,278 or only 14% of budget. Current fiscal year expenditures are (\$534,003) or (8%) 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.

The fiscal year-to-date deficit in the General Fund is presented as a deficit of (\$3,022,820) compared to last year's deficit of (\$4,224,216) which is \$1,201,396 better than last year.

Debt Service Fund

Debt service payments are due at various times during the fiscal year. As of the end of August, \$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	\$ 1,092,263
Stoney Area Land Purchases	\$ 20,000
Bathroom Building Crossing Park	\$ 16,475
Fire Station #2 Replacement	\$ 11,280

Summary balances for the Capital Project Fund are as follows:

	FY 2021
	Actual
Revenues	137,928
Transfers In	1,293,896
Capital Outlays	(1,168,471)
Transfers Out	-
Net Change in Fund Balance	\$ 263,353

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	\$ -	\$ -	\$ -	-	
Local accommodations tax	324,206	129,443	194,763	150%	А
Tax increment financing	32,444	15,653	16,791	107%	В
Real estate transfer fees	1,141,234	652,533	488,701	75%	А
Beach preservation fees	648,412	258,887	389,525	150%	А
Hospitality tax	478,658	438,815	39,843	9%	А
Road Usage Fees	96,775	96,850	(75)	0%	D
Electric franchise fee	 283,257	288,444	(5,187)	-2%	C
	\$ 3,004,986	\$ 1,880,625	\$ 1,124,361	60%	

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 \$42,291 for Capital Outlays, \$- for Debt Service, and \$295,513 for operations.

Fund Balances

As you will notice on page 7, the year-to-date net change in fund balances is a seasonal decrease of (\$7,043,682) for governmental funds and (\$284,477) for the Stormwater Utility Fund. These results are expected.

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 AUGUST (2ND PERIOD)

	GENERAL	SPECIAL REVENUE	DEBT SERVICE	CAPITAL PROJECTS	TOTAL	STORMWATER
Revenues:						
Real and Personal Property Taxes	\$ 129,642 \$	32,444 \$	45,182 \$	- \$	207,268	\$
Business Licenses	352,610	-	-	-	352,610	-
Franchise Fees Permits	70,026 253,952	-	-	-	70,026 253,952	-
State Shared Funds	-	-			-	-
Public Safety					-	
Grant Revenue		11,677		73,237	84,914	
EMS Revenue	323,551	-			323,551	
	525,551	-	-	-		-
Fines & Fees	-	-	-	-	-	-
Beach Fees	64,705	-	-	-	64,705	-
Road Usage Fees		96,775	-	-	96,775	-
Accommodations Tax	-	324,206 478,658	-	-	324,206 478,658	-
Hospitality Tax Lease		478,038		450	478,038	
Impact Fees	-	-	-	60,613	60,613	-
Real Estate Transfer Fees	-	1,141,234	-	-	1,141,234	-
Beach Preservation Fees		648,412	-	-	648,412	-
Electric Franchise Fees	-	283,257	-	-	283,257	-
Stormwater Utility Fees		-	-	-	-	74,796
Miscellaneous Revenue	9,365	-	-	-	9,365	-
Disaster Fund Transfer In	5,505		103,632		103,632	
Investment Income	- 10,754	31,101	7,158	3,628	52,641	3,53:
Total Revenues	1,214,605	3,047,764	155,972	137,928	4,556,269	78,32
Total Nevel des	1,21,,000	5,617,761	100,072	107,920	1,550,205	, 0,021
xpenditures:						
General Government						
Town Council	27,954	-	-	-	27,954	-
Town Manager	121,516	-	-	-	121,516	-
	149,470	-	-	-	149,470	-
Administration						
Administration/Legal	864,155	11,412	4,575	-	880,142	859
Finance	303,297	-	-	-	303,297	-
	1,167,452	11,412	4,575	-	1,183,439	859
Community Services						
Community Development	493,348	-	-	-	493,348	-
Public Projects and Facilities	491,263		-	-	491,263	294,654
Dublis Cofety	984,611	-	-	-	984,611	294,654
Public Safety Sheriff/Shore Svcs	401,602				401,602	
			-	-		-
Fire & Rescue	2,041,109 2,442,711	11,616 11,616	-	-	2,052,725 2,454,327	
	2,442,711	11,010	-	-	2,454,527	-
Townwide	1,067,034	-			1,067,034	
Grants	1,007,034	158,051			158,051	-
Capital Outlay/Projects		27,528	-	1,168,471	1,195,999	42,291
Debt Service		-	4,432,020	1,100,171	4,432,020	
Total expenditures	5,811,278	208,607	4,436,595	1,168,471	11,624,951	337,804
Total expenditures	5,011,270	208,007	4,430,393	1,100,471	11,024,931	557,804
Revenues over (under) expenditures	(4,596,673)	2,839,157	(4,280,623)	(1,030,543)	(7,068,682)	(259,477
	(1)556)675)	2,000,107	(1)200)020)	(1)000,010)	(7)000)002)	(200)111
<mark>tther financing sources (uses):</mark> Transfers In: Accommodations Tax - Local	324,206	-	-		324,206	-
ther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State	324,206 224,490	-	-	-	324,206 224,490	-
<mark>)ther financing sources (uses):</mark> Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund	224,490	- - -	-	-	224,490	-
<u>tther financing sources (uses):</u> Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax	224,490 - 636,578	- - -	- - -	- 69,014	224,490 - 705,592	- - -
other financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer	224,490 - 636,578 -	- - - -	- - - - -	- 69,014 20,000	224,490 - 705,592 20,000	
Other financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation	224,490 - 636,578 - 249,709		- - - 3,392,975	- 69,014	224,490 - 705,592 20,000 3,717,683	
ther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise	224,490 - 636,578 -		- - - 3,392,975 - -	- 69,014 20,000	224,490 - 705,592 20,000	
Sther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases	224,490 		- - - 3,392,975 - - -	- 69,014 20,000 74,999 - -	224,490 - 705,592 20,000 3,717,683 83,270 -	
Dther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF	224,490 - 636,578 - 249,709 83,270		- - - 3,392,975 - - - - -	- 69,014 20,000 74,999 -	224,490 - 705,592 20,000 3,717,683 83,270	
Dther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service	224,490 		- - - 3,392,975 - - - - - - - - - - - -	- 69,014 20,000 74,999 - -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631	
Dther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF	224,490 		- - - 3,392,975 - - - - - - - - - - - - - -	- 69,014 20,000 74,999 - 900,031	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631	- - - - - - - - - - - - - -
2ther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	- - - - - - - - - - - - - -	- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - -	
2ther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater	224,490 - 636,578 - 249,709 83,270 - 30,600 - -		- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - - 25,000	
2ther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out:	224,490 - 636,578 - 249,709 83,270 - 30,600 - -		- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	- 69,014 20,000 74,999 - - 900,031 - - 229,852	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - - 25,000 229,852 -	
Dther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	- - - - - - - - - - - - - - - - - - -	- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - - 25,000 229,852	- - - - - - - - - - - - - - - - - - -
Dther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	-	- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - - 25,000 229,852 - - (1,548,853) -	- - - - - - - - - - - - - - - - - - -
Dther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	-	- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) -	- - - - - - - - - - - - - - - - - - -
Sther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	- - (3,392,975)	- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) - (3,392,975)	- - - - - - - - - - - - - - - - - - -
Sther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service Capital Projects	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	-	- - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) -	- - - - - - - - - - - - - - - - - - -
ther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	- - (3,392,975)	- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) - (3,392,975)	- - - - - - - - - - - - - - - - - - -
ther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service Capital Projects	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	- - (3,392,975)	- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) - (3,392,975)	- - - - - - - - - - - - - - - - - - -
Sther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service Capital Projects Hurricane Recovery Effort	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	- - (3,392,975)	- - - 3,392,975 - - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) - (3,392,975)	- - - - - - - - - - - - - - - - - - -
Pther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service Capital Projects Hurricane Recovery Effort Real Estate Transfer	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	- - (3,392,975)		69,014 20,000 74,999 - - 900,031 - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) - (3,392,975)	- - - - - - - - - - - - - - - - - - -
Pther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service Capital Projects Hurricane Recovery Effort Real Estate Transfer Bond Proceeds	224,490 - 636,578 - 249,709 83,270 - 30,600 - -	- - (3,392,975)	- - - - - - - - - - - - - - - - - - -	69,014 20,000 74,999 - - 900,031 - - 229,852 -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) - (3,392,975)	
Dether financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service Capital Projects Hurricane Recovery Effort Real Estate Transfer Bond Proceeds Deposit to Refunding Escrow Total other financing sources (uses)	224,490 	(3,392,975) (1,293,896) - - - - (6,235,724)	- - - - - - - - - - - - - - - - - - -	- 69,014 20,000 74,999 - - 900,031 - - 229,852 - - - - - - - - - - - - -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) - (3,392,975) (1,293,896) - - - 25,000	- - - - - - - - - - - - - - - - - - -
Dther financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service Capital Projects Hurricane Recovery Effort Real Estate Transfer Bond Proceeds Deposit to Refunding Escrow Total other financing sources (uses)	224,490 	(3,392,975) (1,293,896) - - - (6,235,724) (3,396,567)	- - - - - - - - - - - - - - - - - - -	- 69,014 20,000 74,999 - - - - 229,852 - - - - - - - - - - - - -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) - (3,392,975) (1,293,896) 	- - - - (25,000 (284,477
Dether financing sources (uses): Transfers In: Accommodations Tax - Local Accommodations Tax - State General Fund Hospitality Tax Real Estate Transfer Beach Preservation Electric Franchise Leases TIF Debt Service Capital Projects Stormwater Road Usage Fee Special Revenue Funds Transfers Out: General Beach Preservation Hospitality Tax Debt Service Capital Projects Hurricane Recovery Effort Real Estate Transfer Bond Proceeds Deposit to Refunding Escrow Total other financing sources (uses)	224,490 	(3,392,975) (1,293,896) - - - - (6,235,724)	- - - - - - - - - - - - - - - - - - -	- 69,014 20,000 74,999 - - 900,031 - - 229,852 - - - - - - - - - - - - -	224,490 - 705,592 20,000 3,717,683 83,270 - 930,631 - 25,000 229,852 - (1,548,853) - (3,392,975) (1,293,896) - - - 25,000	- - - - - - - - - - - - - - - - - - -

Budget versus Actual Report General Fund

TOWN OF HILTON HEAD ISLAND GENERAL FUND-UNAUDITED

ACTUAL VERSUS BUDGET & VERSUS PRIOR YEAR

FISCAL YEAR 2021 - THROUGH AUGUST (2ND PERIOD) PERCENT OF YEAR LAPSED 17%

PERCENT OF YEAR LAPSED 17%									
	BUDGET	FY 2 Y-T-D	\$ VARIANCE	% OF BUDGET		<u>FY 2020</u> Y-T-D	<u>FY 2021 vs</u> \$ VARIANCE		
Revenues and Transfers In:	BODGLI	0-1-1	Ş VARIANCE	% OF BODGET		שיוייו	Ş VARIANCE	76 VARIANCE	
Real and Personal Property Taxes	\$ 15,386,182	\$ 129,642	\$ (15,256,540)	1%	\$	78,876	\$ 50,766	64%	CL
Business Licenses	9,995,367	352,610	(9,642,757)	4%	•	137,080	215,530	157%	A
Franchise Fees - Cable	929,200	70,026	(859,174)	8%		-	70,026		
Franchise Fees - Beach	35,350	-	(35,350)	0%		-	-	-	
Permits	1,522,575	253,952	(1,268,623)	17%		199,843	54,109	27%	CL
State Shared Funds	840,000	-	(840,000)	0%		-	-	-	
Public Safety	55,000	-	(55,000)	0%		378	(378)	-100%	
EMS	1,507,500	323,551	(1,183,949)	21%		345,143	(21,592)	-6%	
Fines and Fees	-	-	-	0%		-	-	-	
Beach Fees	252,500	64,705	(187,795)	26%		70,507	(5,802)	-8%	
Miscellaneous Revenue	437,287	9,365	(427,922)	2%		6,380	2,985	47%	в
Investment Income	300,000	10,754	(289,246)	4%		74,579	(63,825)	-86%	С
Subtotal	31,260,961	1,214,605	(30,046,356)	4%		912,786	301,819	33%	
Transfers In/Out:									
Accommodations Tax - Local	3,690,430	324,206	(3,366,224)	9%		129,444	194,762	150%	D
Accommodations Tax - State	1,792,750	224,490	(1,568,260)	13%		231,605	(7,115)		
Hospitality Tax	3,819,466	636,578	(3,182,888)	17%		554,540	82,038	15%	
Beach Preservation Fees	1,498,253	249,709	(1,248,544)	17%		226,857	22,852	10%	
TIF Tax	183,600	30,600	(153,000)	17%		30,000	600	2%	
Stormwater Utility	150,000	25,000	(125,000)	17%		20,833	4,167	20%	
Capital Projects: Property Tax + Sale of Equipment	-	-	-	0%		-	-	-	
Road Usage Fee	-	-	-	0%		-	-	-	
CIP-GO Bond	-	-	-	0%		-	-	-	
ECD Incentive Fund	-	-	-	0%		-	-	-	
Electric Franchise Fees	499,622	83,270	(416,352)	17%		15,000	68,270	455%	
Sunday Liquor Permits	-	-	-	0%		-	-	-	
Hurricane Recovery Effort	-	-	-	0%		-	-	-	
Home Grant	-	-	-	0%	_	-	-	-	
Total revenues	42,895,082	2,788,458	(40,106,624)	7%	-	2,121,065	667,393	31%	
Funeralitures									
Expenditures:									
Town Council Personnel	172,962	11,835	(161,127)	7%		13,025	(1,190)	-9%	
Operating	370,639	16,119	(354,520)	4%		15,025	4,136	35%	
Operating	543,601	27,954	(515,647)	5%		25,008	2,946	12%	
Town Manager	545,001	27,554	(515,047)	578		23,008	2,940	1270	
Personnel	847,885	120,396	(727,489)	14%		127,205	(6,809)	-5%	
Operating	23,948	1,120	(22,828)	5%		5,673	(4,553)		
Operating	871,833	121,516	(750,317)	14%		132,878	(11,362)		
Administration/Legal	0/1,055	121,510	(750,517)	1470		152,070	(11,502)	-570	
Personnel	2,610,546	360,410	(2,250,136)	14%		386,831	(26,421)	-7%	
Operating	1,953,309	503,745	(1,449,564)	26%		374,089	129,656	35%	Е
Capital	158,218	-	(158,218)	0%		-	-	-	-
	4,722,073	864,155	(3,857,918)	18%		760,920	103,235	14%	
Finance	, ,	,	(-/ //				,		
Personnel	1,839,234	257,381	(1,581,853)	14%		284,807	(27,426)	-10%	
Operating	212,891	45,916	(166,975)	22%		27,077	18,839	70%	
	2,052,125	303,297	(1,748,828)	15%		311,884	(8,587)	-3%	
Community Development									
Personnel	3,447,716	486,748	(2,960,968)	14%		474,452	12,296	3%	
Operating	153,831	6,600	(147,231)	4%		6,055	545	9%	
Capital	-	-	-	0%		-	-	-	
	3,601,547	493,348	(3,108,199)	14%		480,507	12,841	3%	
Public Projects and Facilities									
Personnel	2,096,614	281,200	(1,815,414)	13%		288,401	(7,201)	-2%	
Operating	3,814,690	210,063	(3,604,627)	6%		398,502	(188,439)	-47%	
Capital	-	-	-	0%		-	-	-	
	5,911,304	491,263	(5,420,041)	8%		686,903	(195,640)	-28%	
Sheriff/Beach Services	3,927,634	401,602	(3,526,032)	10%		622,979	(221,377)	-36%	F
Fire Rescue									
Personnel	14,275,003	1,942,664	(12,332,339)	14%		1,966,437	(23,773)		
Operating	1,622,374	98,445	(1,523,929)	6%		106,503	(8,058)	-8%	
Capital	-	-	-	0%		-	-	-	
	15,897,377	2,041,109	(13,856,268)	13%		2,072,940	(31,831)	-2%	
T	F 000 05 -	4 007 00 -	14 010 055			4 954 965	1404.000		
Townwide	5,080,954	1,067,034	(4,013,920)	21%		1,251,262	(184,228)	-15%	
Total expertitures	43 000 440	F 044 370	100 707 470	4 40/		6 245 204	1534 000	001	
Total expenditures	42,608,448	5,811,278	(36,797,170)	14%		6,345,281	(534,003)	-8%	
Net Result-Revenues Over/(Under) Expenditures	286,634	(3,022,820)	(3,309,454)			(4,224,216)	1,201,396		
		(-,,)	(-,- \$5, 104)			,, ,	_,,000	=	

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 The amount of Miscellaneous Revenue fluctuates from year to year and within each year.
- C The Town continues to optimize its investing with SC's Local Govt Investment Pool (LGIP) Program; however, the interest rate has decreased from 2.28% at 8/31/2019 to 0.34% at 8/31/2020.
- D Local Accommodations Taxes have increased due to collections from VRBO/HomeAway and collection efforts.
- E Administration Operating expenses have increased due to the payment of software maintenance contracts.
- F 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

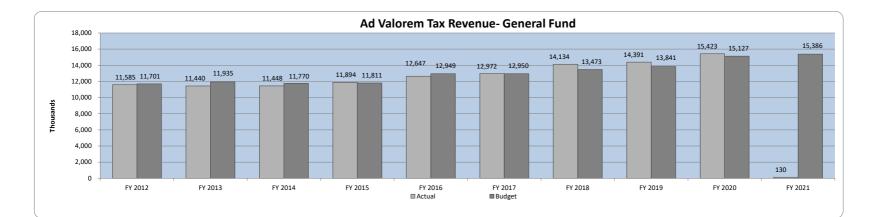
TOWN OF HILTON HEAD ISLAND STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES SPECIAL REVENUE GOVERNMENTAL FUNDS-UNAUDITED FISCAL YEAR 2021 - THROUGH AUGUST (2ND PERIOD)

	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
Revenues:								
Real and Personal Property Taxes	32,444	\$ - 3	\$-	\$-	\$-	\$-	\$-	\$ 32,444
Road Usage Fees	-	96,775	-	-	-	-	-	96,775
Accommodations Tax-Local	-	-	324,206	-	-	-	-	324,206
Accommodations Tax-State	-	-	-	-	-	-	-	-
Hospitality Tax	-	-	-	-	478,658	-	-	478,658
Real Estate Transfer Fees	-	-	-	1,141,234	-	-	-	1,141,234
Beach Preservation Fees	-	-	-	-	-	648,412	-	648,412
Electric Franchise Fees	-	-	-	-	-		283,257	283,257
Grant Revenue	-	-	-	-	-	-	11,677	11,677
Investment Income	4,131	1,681	1,866	5,137	5,384	7,169	5,733	31,101
Total Revenues	36,575	98,456	326,072	1,146,371	484,042	655,581	300,667	3,047,764
Expenditures:								
General Government								
Town Council	-	-	-	-	-	-	-	-
Town Manager	-	-	-	-	-	-	-	-
_	-	-	-	-	-	-	-	-
Administration								
Administration/Legal	-	-	-	11,412	-	-	-	11,412
Finance	_	_	-		-	-	-	
	-	-	-	11,412	-	-	-	11,412
Community Services				11,412				11,412
Community Development	_	_	-	_	_	_		_
Public Projects and Facilities	_	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-
Dublin Coloria	-	-	-	-	-	-	-	-
Public Safety								
Sheriff/Shore Svcs	-	-	-	-	-	-	-	-
Fire & Rescue	-	-	-	-	-	-	11,616	11,616
	-	-	-	-	-	-	11,616	11,616
Grants	-	-	150,742	-	-	6,975	334	158,051
Capital Outlay/Projects	-	-	-	-	-	-	27,528	27,528
Total expenditures	-	-	150,742	11,412	-	6,975	39,478	208,607
Excess (deficiency) of revenues								
over (under) expenditures	36,575	98,456	175,330	1,134,959	484,042	648,606	261,189	2,839,157
Other financing sources (uses):								
Transfers Out:								
General Fund	(30,600)		(548,696)		(636,578)	(249,709)	(83,270)	(1,548,853)
Accommodations Tax - Local	(30,000)		(348,050)		(030,370)	(243,703)	(03,270)	(1,540,055)
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	(900,031)	(229,852)	-	(20,000)	(69,014)	(74,999)	-	(1,293,896)
Hurricane Effort	-	-	-	-	-	-	-	-
Transfers In:								
General Fund	-	-	-	-	-	-	-	-
Debt Service Fund	-	-	-	-	-	-	-	-
Capital Projects Fund	-	-	-	-	-	-	-	-
Total other financing sources (uses)	(930,631)	(229,852)	(548,696)	(20,000)	(705,592)	(3,717,683)	(83,270)	(6,235,724)
Net change in fund balance	(894,056)	(131,396)	(373,366)	1,114,959	(221,550)	(3,069,077)	177,919	(3,396,567)
Fund balance - beginning	6,124,905	2,804,806	3,516,952	7,746,460	9,736,993	13,438,709	8,938,964	52,307,789
Fund balance - ending		\$ 2,673,410	\$ 3,143,586	\$ 8,861,419	\$ 9,515,443	\$ 10,369,632	\$ 9,116,883	\$ 48,911,222

Revenue Analysis General Fund

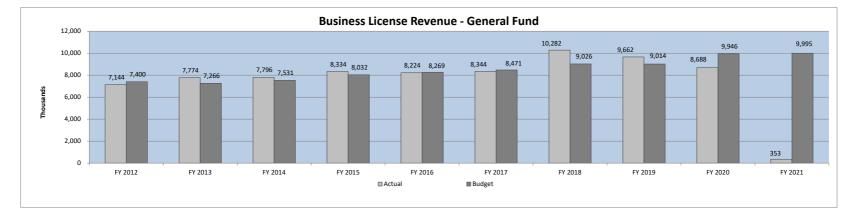
Ad Valorem Tax Revenue - General Fund Revenues by Month/Fiscal Year

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	30,088	40,766	70,854	1,884	192,760	2,352,625	2,547,269	8,144,646	161,609	103,902	8,410,157	28,544	243,490	284,756	556,790	11,585,070
	0%	0%	0%	1%	0%	2%	20%	22%	70%	1%	1%	73%	0%	2%	2%	5%	100%
2013	-	26,703	134,190	160,893	1,884	262,845	2,371,616	2,636,345	7,713,999	159,541	167,078	8,040,618	181,678	196,830	223,929	602,437	11,440,293
	0%	0%	1%	1%	0%	2%	21%	23%	67%	1%	1%	70%	2%	2%	2%	5%	100%
2014	46,769	52,495	68,068	167,332	1,928	275,948	2,526,723	2,804,599	7,352,542	410,179	117,378	7,880,099	165,921	97,846	331,756	595,523	11,447,553
	0%	0%	1%	1%	0%	2%	22%	24%	64%	4%	1%	69%	1%	1%	3%	5%	100%
2015	20 700	40 407	70 202	453 454	4 0 2 0	65 004	4 9 47 496	4 045 353	0 474 504	001 000	407 020		00.000	60.042	202.220	427 420	44 004 000
2015	38,766	40,487	78,203	157,456	1,930	65,991	1,847,436	1,915,357	8,174,584	801,920	407,838	9,384,342	86,866	68,042	282,220	437,128	11,894,283
	0%	0%	1%	1%	0%	1%	16%	16%	69%	7%	3%	79%	1%	1%	2%	4%	100%
2016	54,378	56,645	44,580	155,603	242,654	1,035,837		1,278,491	5,130,332	5,204,417	292,106	10,626,855	63,352	293,179	229,685	586,216	12,647,165
2010	0%	0%	44,580	155,003	242,034	1,035,837 8%	- 0%	1,278,491	41%	41%	292,100	84%	03,352 1%	293,179	229,085	580,210	12,047,103
	076	078	078	170	270	876	078	10%	41/6	41/6	270	0476	1/0	270	270	576	100%
2017	-	45,492	151,125	196,617	96,211	1,256,627	124	1,352,962	5,313,733	5,282,564	(4,529)	10,591,768	257,292	232,513	340,437	830,242	12,971,589
2017	0%		191,129	2%	1%	1,230,027	0%	1,052,502	41%	41%	(4,323)	82%	237,232	232,513	3%	6%	100%
		• • •	_/-				• • •			,-				_/-	• • •		
2018	-	50,808	137,351	188,159	72,190	234,127	1,457,685	1,764,002	6,249,336	4,588,002	598,029	11,435,367	170,567	300,738	275,043	746,348	14,133,876
	0%	0%	1%	1%	1%	2%	10%	12%	44%	32%	4%	81%	1%	2%	2%	5%	100%
2019	-	91,400	156,556	247,956	97,341	300,315	1,050,641	1,448,297	6,248,987	5,499,525	239,152	11,987,664	170,573	94,529	441,677	706,779	14,390,696
	0%	1%	1%	2%	1%	2%	7%	10%	43%	38%	2%	83%	1%	1%	3%	5%	100%
2020	-	78,876	117,043	195,919	77,560	219,771	1,076,800	1,374,131	6,888,648	6,055,546	206,862	13,151,056	120,680	82,909	498,528	702,117	15,423,223
	0%	1%	1%	1%	1%	1%	7%	9%	45%	39%	1%	85%	1%	1%	3%	5%	100%
2021	-	129,642	-	129,642	-	-	-	-	-	-	-	-	-	-	-	-	129,642
	0%	100%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%



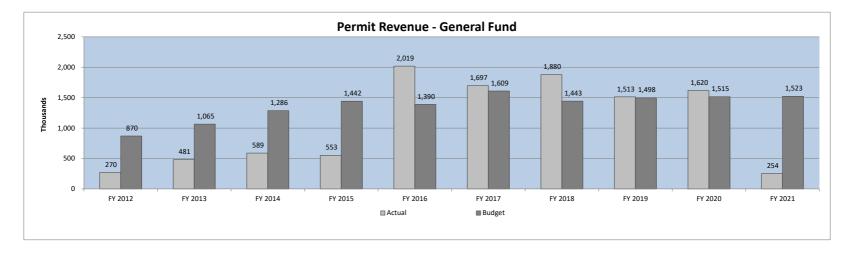
Business License Revenue - General Fund Revenues by Month/Fiscal Year

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	49,981	77,084	36,720	163,785	14,200	139,677	24,945	178,822	291,257	264,084	591,324	1,146,665	305,333	1,636,696	3,713,025	5,655,054	7,144,326
	1%	1%	1%	2%	0%	2%	0%	3%	4%	4%	8%	16%	4%	23%	52%	79%	100%
2013	78,288	29,361	138,716	246,365	41,936	21,699	26,048	89,683	392,392	324,658	622,533	1,339,583	563,869	1,713,174	3,821,464	6,098,507	7,774,138
	1%	0%	2%	3%	1%	0%	0%	1%	5%	4%	8%	17%	7%	22%	49%	78%	100%
													177 500				
2014	24,453	29,154	31,656	85,263	34,931	34,452	30,588	99,971	337,677	434,118	709,908	1,481,703	477,588	1,404,224	4,247,160	6,128,972	7,795,909
	0%	0%	0%	1%	0%	0%	0%	1%	4%	6%	9%	19%	6%	18%	54%	79%	100%
2015	79,439	46,277	37,406	163.122	54,303	29,975	51,227	135,505	357,876	519,711	919,577	1,797,164	560,605	1,467,154	4,210,929	6,238,688	8,334,479
2015	1%	40,277	0%	2%	1%	25,575	1%	2%	4%	6%	11%	22%	7%	1,407,134	4,210,525 51%	75%	100%
	170	170	070	2/0	1/0	0/0	1/0	2/0	470	0/0	11/0	22/0	,,,,	10/0	51/0	75/0	100/0
2016	27,568	80,864	36,572	145,004	29,088	27,176	38,215	94,479	548,654	602,120	624,890	1,775,664	687,639	1,448,058	4,073,467	6,209,164	8,224,311
	0%	1%	0%	2%	0%	0%	0%	1%	7%	7%	. 8%	22%	8%	18%	50%	75%	100%
2017	64,509	86,648	59,972	211,129	86,132	28,244	29,660	144,036	520,807	583,336	663,953	1,768,096	650,430	1,419,353	4,150,907	6,220,690	8,343,951
	1%	1%	1%	3%	1%	0%	0%	2%	6%	7%	8%	21%	8%	17%	50%	75%	100%
2018	67,290	30,256	20,838	118,384	28,558	18,345	30,319	77,222	651,902	620,383	876,833	2,149,118	820,658	1,802,887	5,314,075	7,937,620	10,282,344
	1%	0%	0%	1%	0%	0%	0%	1%	6%	6%	9%	21%	8%	18%	52%	77%	100%
					40.774					700.004							
2019	120,174	97,474	21,523	239,171	18,774	32,052	35,040	85,866	462,293	709,984	1,049,815	2,222,092	1,940,418	884,638	4,289,447	7,114,503	9,661,632
	1%	1%	0%	2%	0%	0%	0%	1%	5%	7%	11%	23%	20%	9%	44%	74%	100%
2020	66,795	70,285	28,064	165,144	22,083	18,401	56,975	97,459	677,419	756,256	806,783	2,240,458	690,681	841,272	4,653,455	6,185,408	8,688,469
2020	1%	1%	28,004	2%	22,083	18,401	1%	1%	8%	730,230 9%	800,783 9%	2,240,438	8%	10%	4,033,433	0,185,408 71%	100%
	170	170	0%	270	0%	0%	1%	1%	070	9%	9%	20%	070	10%	54%	/1%	100%
2021	24,115	328,495		352,610				_				_				_	352,610
2021	7%	93%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%
	770	5570	0/0	100/0	070	070	070	0/0	070	0/0	0/0	0/0	0/0	0/0	0/0	0/0	100/0



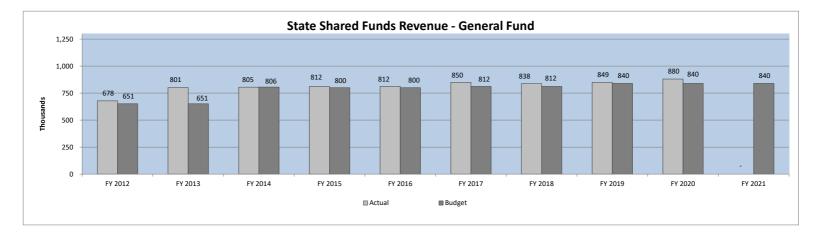
Permit Revenue - General Fund Revenues by Month/Fiscal Year

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	71,670	90,029	87,044	248,743	80,248	88,254	79,794	248,296	68,949	71,770	91,818	232,537	59,871	75,966	81,426	217,263	946,839
	8%	10%	9%	26%	8%	9%	8%	26%	7%	8%	10%	25%	6%	8%	9%	23%	100%
2013	53,762	61,982	80,835	196,579	93,771	190,034	154,528	438,333	100,033	79,519	105,922	285,474	160,723	139,171	147,885	447,779	1,368,165
	4%	5%	6%	14%	7%	14%	11%	32%	7%	6%	8%	21%	12%	10%	11%	33%	100%
2014	89,686	99,858	94,556	284,100	108,540	86,657	126,785	321,982	118,811	120.791	166,600	406,202	95,269	173,872	89,899	359,040	1,371,324
2014	89,080 7%	99,858 7%	94,550 7%	284,100	108,540 8%	80,057 6%	120,785 9%	23%	118,811 9%	120,791 9%	100,000	406,202	95,269 7%	173,872	89,899 7%	359,040 26%	1,371,324
	/ /0	170	170	21/0	070	0%	570	23%	570	9%	1270	50%	/ /0	15%	/ /0	20%	100%
2015	64,487	98,823	162,089	325,399	139.853	79,470	125,358	344,681	130,328	97,689	112,305	340,322	105,162	100,893	149,288	355,343	1,365,745
-010	5%	7%	12%	24%	10%	6%	9%	25%	100,020	7%	8%	25%	8%	7%	11%	26%	100%
															-		
2016	100,767	319,063	101,951	521,781	113,000	243,173	96,279	452,452	123,260	129,013	304,442	556,715	112,799	106,680	268,241	487,720	2,018,668
	5%	16%	5%	26%	6%	12%	5%	22%	6%	6%	15%	28%	6%	5%	13%	24%	100%
2017	84,579	151,705	108,292	344,576	105,919	203,734	184,066	493,719	160,748	160,575	139,856	461,179	141,799	110,359	145,807	397,965	1,697,439
	5%	9%	6%	20%	6%	12%	11%	29%	9%	9%	8%	27%	8%	7%	9%	23%	100%
2018	114,217	150,687	75,196	340,100	316,243	185,048	208,245	709,536	161,773	147,768	124,883	434,424	133,612	125,350	137,208	396,170	1,880,230
	6%	8%	4%	18%	17%	10%	11%	38%	9%	8%	7%	23%	7%	7%	7%	21%	100%
2010	06 100	155.990	157 700	400.010	150 615	122.020	07.070	201 222	127.075	120.204	164 400	424 027	105 075	02 622	01 400	200 102	4 542 452
2019	96,100 6%	155,990	157,720 10%	409,810 27%	159,615 11%	123,830 8%	97,878 6%	381,323 25%	137,075 9%	130,264 9%	164,498	431,837	105,075 7%	93,622	91,486 6%	290,183	1,513,153 <i>100%</i>
	0%	10%	10%	2170	11%	870	0%	25%	9%	9%	11%	29%	/ 70	6%	0%	19%	100%
2020	93,827	106,015	110,305	310,147	165,951	114,083	296,031	576,065	151,832	136,774	134,678	423,284	98,245	72,272	139,626	310,143	1,619,639
2020	6%	7%	7%	19%	103,551	7%	18%	36%	9%	8%	8%	26%	6%	4%	9%	19%	100%
	070	, 70	770	1370	10/0	, 70	10/0	30/6	570	070	570	20/0	070		570	1370	100%
2021	128,998	124,954		253,952				-				-				-	253,952
-	51%	49%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%
								÷/-				÷,-					



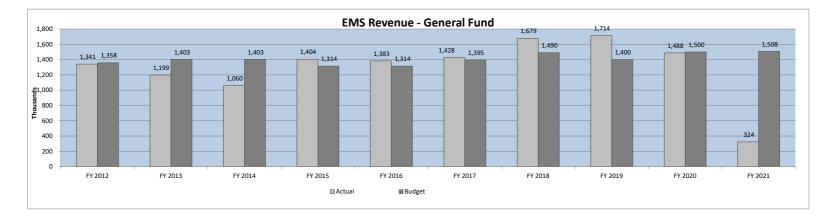
State Shared Revenue - General Fund Revenues by Month/Fiscal Year

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	-	-	-	168,419	-	-	168,419	168,420	-	-	168,420	168,419	-	173,112	341,531	678,370
	0%	0%	0%	0%	25%	0%	0%	25%	25%	0%	0%	25%	25%	0%	26%	50%	100%
2013	-	-	-	-	284,858	-	-	284,858	171,862	-	-	171,862	171,850	-	172,089	343,939	800,659
	0%	0%	0%	0%	36%	0%	0%	36%	21%	0%	0%	21%	21%	0%	21%	43%	100%
2014					171.050			171 050	284,773			284.773	171 040		176 555	348,404	805 027
2014	-	-	-	-	171,850	-	-	171,850	,	-	-	- , -	171,849	-	176,555		805,027
	0%	0%	0%	0%	21%	0%	0%	21%	35%	0%	0%	35%	21%	0%	22%	43%	100%
2015	-	_	-	-	270,657	-	-	270,657	176,555	_	-	176,555	176,555	-	188,318	364,873	812,085
2015	0%	0%	0%	0%	33%	0%	0%	33%	22%	0%	0%	22%	22%	0%	23%	45%	100%
	070	0/0	070	0/0	5570	0,0	070	3370	22/0	0/0	070	22/0	22/0	0/0	2370	4376	100/0
2016	-	-	-	-	235,369	-	-	235,369	188,318	-	-	188,318	188,317	-	200,318	388,635	812,322
	0%	0%	0%	0%	29%	0%	0%	29%	23%	0%	0%	23%	23%	0%	25%	48%	100%
2017	-	-	-	-	239,980	-	-	239,980	200,080	-	-	200,080	200,081	274	209,491	409,846	849,906
	0%	0%	0%	0%	28%	0%	0%	28%	24%	0%	0%	24%	24%	0%	25%	48%	100%
2018	-	-	-	-	209,491	-	-	209,491	209,490	-	-	209,490	209,491	361	209,490	419,342	838,323
	0%	0%	0%	0%	25%	0%	0%	25%	25%	0%	0%	25%	25%	0%	25%	50%	100%
2019	-	-	-	-	209,491	-	-	209,491	209,436	-	-	209,436	209,437	-	220,378	429,815	848,742
	0%	0%	0%	0%	25%	0%	0%	25%	25%	0%	0%	25%	25%	0%	26%	51%	100%
2020	-	-	-	-	219,899	-	-	219,899	219,900	-	-	219,900	219,899	-	220,161	440,060	879,859
	0%	0%	0%	0%	25%	0%	0%	25%	25%	0%	0%	25%	25%	0%	25%	50%	100%
2021	-	-	00/	-	00/	00/	00/	-	00/	00/	00/	-	00/	001	00/	-	-
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%



EMS Revenue - General Fund Revenues by Month/Fiscal Year

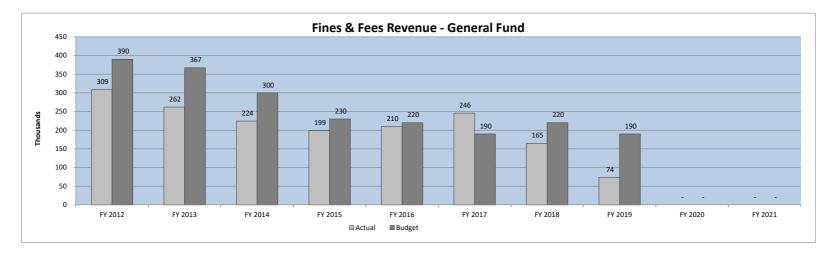
Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	139,667	112,393	152,366	404,426	115,675	92,479	67,460	275,614	126,932	118,145	57,136	302,213	147,555	129,493	81,486	358,534	1,340,787
	10%	8%	11%	30%	9%	7%	5%	21%	9%	9%	4%	23%	11%	10%	6%	27%	100%
2013	106,231	151,772	126,620	384,623	130,091	118,591	(9,389)	239,293	67,034	186,703	173,705	427,442	131,131	138,721	(122,342)	147,510	1,198,868
	9%	13%	11%	32%	11%	10%	-1%	20%	6%	16%	14%	36%	11%	12%	-10%	12%	100%
2014	131,108	154,512	212,357	497,977	101,666	102,896	117,678	322,240	102,756	116,511	129,441	348,708	138,482	110,654	(358,143)	(109,007)	1,059,918
2014	131,108	154,512	212,337	457,577	101,000	102,890	117,078	322,240	102,730	110,311 11%	129,441	348,708	138,482	110,034	-34%	-10%	1,055,518
	12/0	1370	2070	4770	1070	10/0	11/0	50%	10/0	11/0	12/0	5570	1370	10/0	-3470	-1076	100%
2015	139,480	111,016	153,870	404,366	103,719	105,108	140,616	349,443	140,547	123,631	143,645	407,823	147,740	111,812	(17,402)	242,150	1,403,782
	10%	8%	11%	29%	7%	7%	10%	25%	10%	9%	10%	29%	11%	8%	-1%	17%	100%
2016	145,913	131,219	149,176	426,308	139,828	87,393	148,402	375,623	112,393	131,696	172,762	416,851	69,518	232,641	(137,445)	164,714	1,383,496
	11%	9%	11%	31%	10%	6%	11%	27%	8%	10%	12%	30%	5%	17%	-10%	12%	100%
2017	233,539	147,126	154,104	534,769	27,675	204,987	131,154	363,816	124,606	190,909	(45,560)	269,955	(11,399)	216,007	55,243	259,851	1,428,391
	16%	10%	11%	37%	2%	14%	9%	25%	9%	13%	-3%	19%	-1%	15%	4%	18%	100%
2018	227,954	169,694	44,667	442,315	127,532	99,611	140,296	367,439	104,158	168,123	127,172	399,453	135,701	191,899	141,759	469,359	1,678,566
2010	14%	105,054	3%	26%	8%	6%	8%	22%	6%	100,123	8%	24%	8%	151,855	8%	28%	100%
	100	10/0	570	20/0	0,0	0,0	0,0	/	0/0	10/0	0,0		0,0	11/0	0,0	20/0	20070
2019	156,264	141,829	113,277	411,370	118,673	109,743	110,944	339,360	121,778	146,152	177,402	445,332	114,590	236,870	166,499	517,959	1,714,021
	9%	8%	7%	24%	7%	6%	6%	20%	7%	9%	10%	26%	7%	14%	10%	30%	100%
2020	99,463	245,680	73,682	418,825	176,650	22,233	151,460	350,343	176,688	134,383	164,251	475,322	52,089	83,672	107,572	243,333	1,487,823
	7%	17%	5%	28%	12%	1%	10%	24%	12%	9%	11%	32%	4%	6%	7%	16%	100%
2021	191,893	131,658		323,551				-				-				-	323,551
	59%	41%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	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

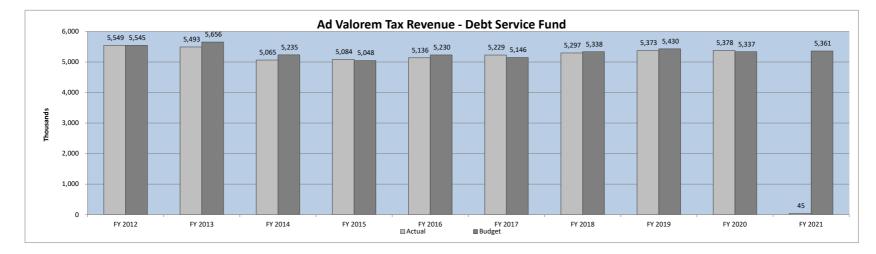
Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	26,127	21,110	26,871	74,108	23,055	22,082	33,296	78,433	20,900	29,050	32,463	82,413	25,408	24,821	23,525	73,754	308,708
	8%	7%	9%	24%	7%	7%	11%	25%	7%	9%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



Revenue Analysis Debt Service Fund

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

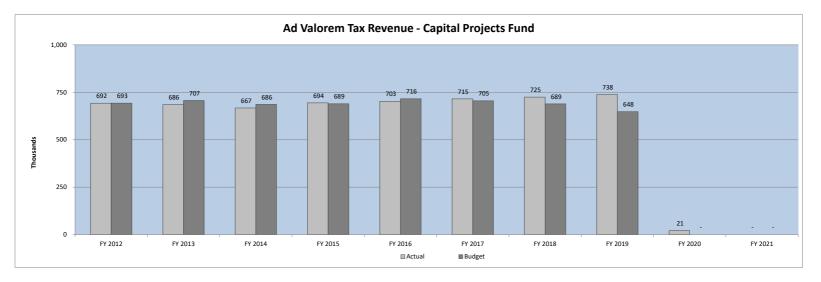
2012					October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
	-	12,613	18,462	31,075	901	95,634	1,124,306	1,220,841	3,894,155	76,875	49,170	4,020,200	14,113	119,383	143,029	276,525	5,548,641
	0%	0%	0%	1%	0%	2%	20%	22%	70%	1%	1%	72%	0%	2%	3%	5%	100%
2013	-	12,753	60,683	73,436	901	125,422	1,133,694	1,260,017	3,687,079	76,280	79,467	3,842,826	86,850	94,022	136,001	316,873	5,493,152
	0%	0%	1%	1%	0%	2%	21%	23%	67%	1%	1%	70%	2%	2%	2%	6%	100%
2014	10.046	22 500	20.007	72 424	057	424 202	4 4 4 0 4 4 7	4 3 4 4 3 7 7	2 252 452	404 440	54 200	2 405 405	72 776	42.465	146.000	262.464	
2014	19,946	23,588	28,897	72,431	857	124,303 2%	1,119,117	1,244,277	3,252,452	181,448 4%	51,206	3,485,106	72,776 1%	43,465	146,920 3%	263,161 5%	5,064,975 100%
	0%	0%	1%	1%	0%	Ζ%	22%	25%	64%	4%	1%	69%	1%	1%	3%	5%	100%
2015	16,925	17,910	32,824	67,659	854	27,777	791,943	820,574	3,492,584	342,628	173,279	4,008,491	37,611	27,770	122,088	187,469	5,084,193
	0%	0%	1%	1%	0%	1%	16%	16%	69%	7%	3%	79%	1%	1%	2%	4%	100%
	0,0	0,0	270	-/-	0,0	2/0	10/0	20/0	0070	,,,,	570		2/0	2/0	2/0	.,.	20070
2016	23,184	24,069	18,521	65,774	100,211	439,482	-	539,693	2,071,548	2,102,279	114,927	4,288,754	26,318	120,558	95,146	242,022	5,136,243
	0%	0%	0%	1%	2%	9%	0%	11%	40%	41%	2%	83%	1%	2%	2%	5%	100%
2017	-	18,223	61,654	79,877	34,796	505,466	50	540,312	2,146,469	2,132,522	(3,095)	4,275,896	102,195	93,676	137,265	333,136	5,229,221
	0%	0%	1%	2%	1%	10%	0%	10%	41%	41%	0%	82%	2%	2%	3%	6%	100%
2018	-	20,452	51,639	72,091	29,164	89,883	543,277	662,324	2,343,251	1,719,187	222,579	4,285,017	62,503	112,442	102,646	277,591	5,297,023
	0%	0%	1%	1%	1%	2%	10%	13%	44%	32%	4%	81%	1%	2%	2%	5%	100%
2019		33.492	55,085	88.577	36.489	105.100	392,042	533.631	2,341,624	2,060,751	87,825	4.490.200	61.438	34,117	164,872	260,427	F 272 825
2019	- 0%	33,492 1%	55,085 1%	88,577 2%	36,489 1%	2%	392,042 7%	533,631 10%	2,341,624 44%	2,060,751 38%	87,825 2%	4,490,200 84%	61,438 1%	34,117 1%	164,872 3%	260,427	5,372,835 <i>100%</i>
	0%	1%	1%	2%	1%	Ζ%	1%	10%	44%	38%	2%	84%	1%	1%	3%	5%	100%
2020	-	29,560	42,774	72,334	28,150	78,443	375,383	481,976	2,400,869	2,109,911	71,418	4,582,198	41,316	28,894	171,754	241,964	5,378,472
	0%	1%	1%	1%	1%	1%	7%	9%	45%	39%	1%	85%	1%	1%	3%	4%	100%
	0/0	1/0	170	1/0	1/0	1/0	,,,,	570	4370	3570	1/0	03/1	1/0	1/0	570	470	100/0
2021	-	45,182		45,182				-				-				-	45,182
	0%	100%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%



Revenue Analysis Capital Projects Fund Ad Valorem Tax Revenue - Capital Projects Fund

Revenues by Month/Fiscal Year

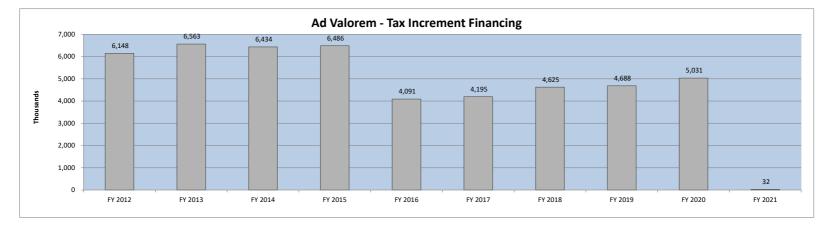
Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	1,574	2,304	3,878	112	11,935	140,304	152,351	485,952	9,593	6,136	501,681	1,761	14,898	17,849	34,508	692,418
	0%	0%	0%	1%	0%	2%	20%	22%	70%	1%	1%	72%	0%	2%	3%	5%	100%
2013	-	1,591	7,573	9,164	112	15,652	141,476	157,240	460,118	9,519	9,917	479,554	10,838	11,734	16,971	39,543	685,501
	0%	0%	1%	1%	0%	2%	21%	23%	67%	1%	1%	70%	2%	2%	2%	6%	100%
2014	2,594	3,071	3,682	9,347	113	16,135	147,373	163,621	429,065	23,937	6,755	459,757	9,594	5,710	19,341	34,645	667,370
2014	2,594	5,071 0%	5,682 1%	9,547 1%	0%	2%	22%	25%	429,065 64%	25,957	0,755 1%	459,757 69%	9,594	5,710	19,541	5%	100%
	0%	0%	170	170	0%	270	2270	23%	04%	4%	170	09%	170	170	5%	5%	100%
2015	2,233	2,362	4,323	8,918	112	3,660	107,853	111,625	477.836	46,877	23,649	548,362	5,067	3,786	16,480	25,333	694,238
	0%	0%	1%	1%		1%	16%	16%	69%	7%	3%	79%	1%	1%	2%	4%	100%
		•/-	_/-		•						÷					.,-	
2016	3,172	3,295	2,539	9,006	13,677	60,120	-	73,797	283,404	287,608	15,723	586,735	3,601	16,493	13,017	33,111	702,649
	0%	0%	0%	1%	2%	9%	0%	11%	40%	41%	2%	84%	1%	2%	2%	5%	100%
2017	-	2,493	8,435	10,928	4,760	69,152	7	73,919	293,653	291,746	(423)	584,976	13,981	12,815	18,779	45,575	715,398
	0%	0%	1%	2%	1%	10%	0%	10%	41%	41%	0%	82%	2%	2%	3%	6%	100%
2018	-	2,798	7,065	9,863	3,996	12,297	74,325	90,618	320,575	235,198	30,451	586,224	8,550	15,383	14,043	37,976	724,681
	0%	0%	1%	1%	1%	2%	10%	13%	44%	32%	4%	81%	1%	2%	2%	5%	100%
2019	-	4,582	7,536	12,118	4,992	14,423	53,839	73,254	321.620	283,051	12,062	616,733	8.439	4,685	22,645	35,769	737,874
2019	- 0%	4,582	1%	2%	4,992	2%	55,859 7%	10%	521,620 44%	285,051 38%	12,082	84%	8,439 1%	4,085	22,645	5%	100%
	078	170	170	278	1/0	2.70	776	10%	4470	3070	270	04/0	176	170	370	578	100%
2020	_	4,060	5,875	9,935	3,866	3,629	1,788	9,283	1,900	-	-	1,900	_	-		_	21,118
	0%	19%	28%	47%	18%	17%	2,700	44%	9%	0%	0%	9%	0%	0%	0%	0%	100%
	0/0	1570	2070	4770	10/0	1770	0,0		570	070	070	570	070	070	0/0	0,0	100,0
2021	-	-		-				-				-				-	-
1	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%



Revenue Analysis Other Governmental Funds

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

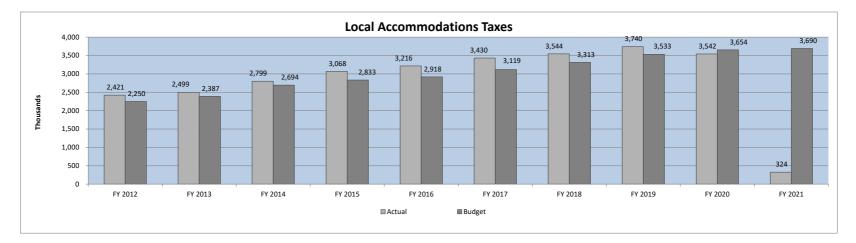
Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	-	134,930	134,930	-	30,657	656,024	686,681	5,094,739	67,339	(241,460)	4,920,618	86,114	-	320,147	406,261	6,148,490
	0%	0%	2%	2%	0%	0%	11%	11%	83%	1%	-4%	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
2010	(10,052) 0%	1%	2%	2%	2%	,	74%	78%	0%	16%	3%	19%	25,748	1%	0%	2%	100%
	070	170	270	270	270	270	7470	70%	070	10/0	570	1576	170	170	070	270	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%	,	-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		32,444				-				-				-	32,444
	0%	100%	0%	100%	0%	0%	0%	0%	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.

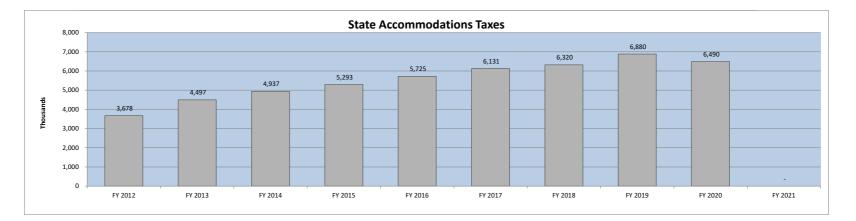
Local ATAX Revenue Revenues by Month/Fiscal Year

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	(101)	57 404	40.252	100 202	1 020 020	42 627	21 217	1 102 002	222.202	17 200	20.005	269.667	252 245	20 700	1 007 757	1 210 044	2 700 702
2014	(161) 0%	57,191 2%	49,253 2%	106,283 4%	1,038,038 37%	43,637 2%	21,317 1%	1,102,992 39%	222,282 8%	17,380 1%	30,005 1%	209,007	253,315 9%	38,769 1%	1,027,757 37%	1,319,841 47%	2,798,783 100%
	0%	۷7۵	۷70 ک	4%	37%	Ζ70	170	39%	8%	170	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
2015	(014)	2%	3%	5%	38%	43,003 1%	10,112	40%	9%	0%	14,070 0%	10%	9%	2%	35%	46%	100%
	0,0	2/0	570	0,0	00/0	2/0	270		570	0,0	0,0		570	2/0	0070	10/0	
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
2020	0%	4%	3%	219,111 6%	1,529,949 38%	2%	2%	1,402,581 41%	10%	43,513	40,184	429,604	230,807	2%	1,108,230 31%	40%	3,541,615
	0%	4%	3%	0%	3070	∠70	۷70 ک	41%	10%	170	1%	12%	/ 70	∠70	51%	40%	100%
2021	(172)	324,378		324,206				-				-				_	324,206
	0%	100%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%
L	070	100/0	070	100/0	070	070	070	0/0	070	070	070	070	070	070	070	0/0	100/0



State ATAX Revenue Revenues by Month/Fiscal Year

Fiscal Year	July	August S	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	-	-	-	1,727,579	-	-	1,727,579	465,848	-	-	465,848	217,109	-	1,267,859	1,484,968	3,678,395
	0%	0%	0%	0%	47%	0%	0%	47%	13%	0%	0%	13%	6%	0%	34%	40%	100%
2013	-	-	-	-	1,748,948	-	-	1,748,948	662,990	-	-	662,990	561,109	-	1,523,646	2,084,755	4,496,693
	0%	0%	0%	0%	39%	0%	0%	39%	15%	0%	0%	15%	12%	0%	34%	46%	100%
2014				-	2,286,725	-	-	2,286,725	634,879		-	634,879	307,969	-	1,707,034	2,015,003	4,936,607
2014	0%	0%	0%	0%	46%	0%	0%	46%	13%	0%	0%	13%	507,505 6%	0%	35%	41%	100%
	070	0/0	0/0	0,0	4070	0/0	0/0	40/0	13/0	0,0	070	13/0	070	070	5570	41/0	100/0
2015	-		-	-	2,480,925		-	2,480,925	717,888	-	-	717,888	288,354	-	1,806,288	2,094,642	5,293,455
	0%	0%	0%	0%	47%	0%	0%	47%	14%	0%	0%	14%	5%	0%	34%	40%	100%
2016	-	-	-	-	2,588,597	-	-	2,588,597	846,937	-	-	846,937	354,505	-	1,934,945	2,289,450	5,724,984
	0%	0%	0%	0%	45%	0%	0%	45%	15%	0%	0%	15%	6%	0%	34%	40%	100%
2017	-	-	-	-	2,793,958	-	-	2,793,958	747,978	-	-	747,978	417,652	-	2,171,824	2,589,476	6,131,412
	0%	0%	0%	0%	46%	0%	0%	46%	12%	0%	0%	12%	7%	0%	35%	42%	100%
2018	_	_	_	-	2,809,551	_	-	2,809,551	858,253	_	-	858,253	397,776		2,254,419	2,652,195	6,319,999
2010	0%	0%	0%	0%	44%	0%	0%	44%	14%	0%	0%	14%	6%	0%	36%	42%	100%
	070	0/0	0/0	0,0	470	0/0	0/0		1470	0,0	070	14/0	070	070	5070	42/0	100/0
2019	-	-	-	-	3,034,478	-	-	3,034,478	855,629	-	-	855,629	472,626	-	2,517,294	2,989,920	6,880,027
	0%	0%	0%	0%	44%	0%	0%	44%	12%	0%	0%	12%	7%	0%	37%	43%	100%
2020	-	-	-	-	3,223,818	-	-	3,223,818	815,760	134,656	-	950,416	586,126	-	1,730,047	2,316,173	6,490,407
	0%	0%	0%	0%	50%	0%	0%	50%	13%	2%	0%	15%	9%	0%	27%	36%	100%
2021	-	-	00/	-	00/	00/	00/	-	00/	00/	00/	-	00/	00/	00/	-	-
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%



Real Estate Transfer Fee Revenue Revenues by Month/Fiscal Year

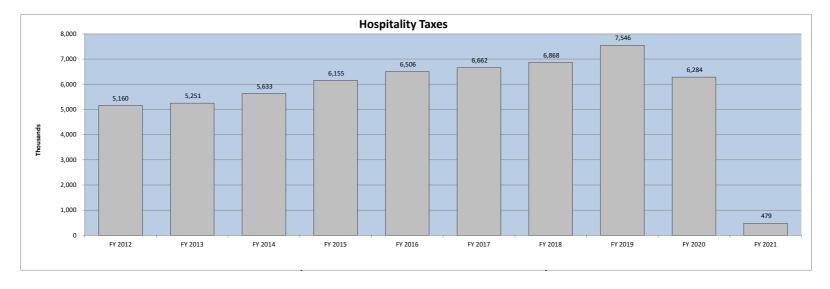
Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	139,450	159,226	150,358	449,034	159,205	138,744	162,077	460,026	136,677	108,630	182,752	428,059	188,721	211,887	167,732	568,340	1,905,459
	7%	8%	8%	24%	8%	7%	9%	24%	7%	6%	10%	22%	10%	11%	9%	30%	100%
2013	172,658	159,179	177,345	509,182	211,885	183,982	183,700	579,567	134,456	179,334	143,641	457,431	221,937	252,528	234,462	708,927	2,255,107
	8%	7%	8%	23%	9%	8%	8%	26%	6%	8%	6%	20%	10%	11%	10%	31%	100%
2014	220,560	260,824	213,791	695,175	281,351	203,317	150,674	635,342	149,784	122,915	182,008	454,707	243,718	213,052	226,887	683,657	2,468,881
	9%	11%	9%	28%	11%	8%	6%	26%	6%	5%	7%	18%	10%	9%	9%	28%	100%
2015	221,317	199,496	188,301	609,114	253,080	150,389	268,055	671,524	160,395	114,066	229,625	504,086	215,245	263,128	271,835	750,208	2,534,932
2015	221,517 9%	199,490	188,501 7%	24%	233,080	130,389	208,033	26%	100,393 6%	4%	229,025 9%	20%	215,245	10%	271,855	30%	2,534,932
	9%	070	7.76	24%	10%	0%	1170	20%	0%	470	9%	20%	070	10%	1170	50%	100%
2016	234,595	279,002	202,973	716,570	216,847	167.854	261,485	646,186	229,220	198,334	244,795	672,349	251,805	249,871	350,366	852,042	2,887,147
	8%	10%	7%	25%	8%	6%	9%	22%	8%	7%	8%	23%	9%	9%	12%	30%	100%
			.,-				• / •			.,.	•/-						
2017	211,072	245,654	244,422	701,148	174,911	178,434	226,500	579,845	199,693	169,245	219,557	588,495	285,421	351,313	274,090	910,824	2,780,312
	8%	9%	9%	25%	6%	6%	8%	21%	7%	6%	8%	21%	10%	13%	10%	33%	100%
2018	264,872	340,779	262,410	868,061	335,365	223,959	264,198	823,522	265,998	199,667	255,934	721,599	324,009	352,736	373,562	1,050,307	3,463,489
	8%	10%	8%	25%	10%	6%	8%	24%	8%	6%	7%	21%	9%	10%	11%	30%	100%
2019	296,001	313,882	206,316	816,199	320,404	263,233	289,595	873,232	218,269	175,129	317,464	710,862	326,829	375,085	277,900	979,814	3,380,107
	9%	9%	6%	24%	9%	8%	9%	26%	6%	5%	9%	21%	10%	11%	8%	29%	100%
2020	351,658	300,875	296,053	948,586	339,361	252,246	301,810	893,417	310,098	191,741	295,598	797,437	297,260	257,004	359,261	913,525	3,552,965
	10%	8%	8%	27%	10%	7%	8%	25%	9%	5%	8%	22%	8%	7%	10%	26%	100%
2021	507,895	633,339		1,141,234				-	0.57	0-1	C	-	0.51	0-1		-	1,141,234
	45%	55%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%



Hospitality Tax Revenue

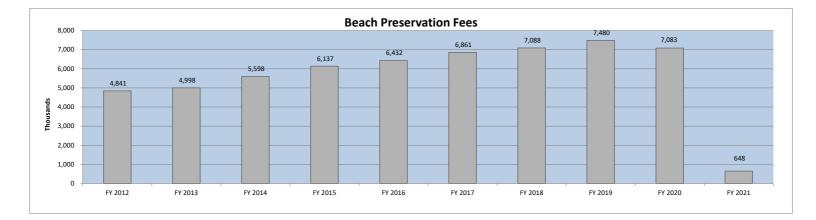
Revenues by Month/Fiscal Year

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
2014	- 0%	250,551	220,872	471,405	23%	185,659 3%	2%	1,576,701	13%	2%	152,645	950,208 17%	13%	4%	1,005,343 30%	2,829,038	5,655,450
	070	470	470	070	2370	570	270	20/0	1370	270	270	1770	1370	470	5070	4770	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
2010	0%	550,504	4%	9%	20%	4%	3%	27%	13%	3%	2%	1,213,010	14%	555,555	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	(1.000)	470 72 4		470 650													470.000
2021	(1,066) 0%	479,724 100%	0%	478,658 100%	0%	0%	0%	-	0%	0%	0%	- 0%	0%	0%	0%	-	478,658 <i>100%</i>
<u> </u>	0%	100%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%



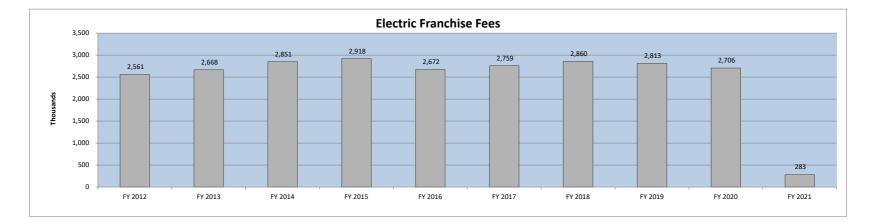
Beach Preservation Fee Revenue Revenues by Month/Fiscal Year

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	-	-	142,519	142,519	1,841,404	51,817	19,994	1,913,215	415,258	30,533	40,206	485,997	436,879	83,910	1,778,875	2,299,664	4,841,395
	0%	0%	3%	3%	38%	1%	0%	40%	9%	1%	1%	10%	9%	2%	37%	48%	100%
2013	(181)	128,096	52,091	180,006	1,937,409	82,534	42,880	2,062,823	367,737	35,193	36,733	439,663	474,164	110,304	1,731,172	2,315,640	4,998,132
	0%	3%	1%	4%	39%	2%	1%	41%	7%	1%	1%	9%	9%	2%	35%	46%	100%
2014	(321)	114,381	98,505	212,565	2,076,077	87,274	42,634	2,205,985	444,563	34,761	60,009	539,333	506,631	77,538	2,055,513	2,639,682	5,597,565
2014	(521)	2%	98,505 2%	212,565	2,076,077	2%	42,034	2,205,985 39%	444,505 8%	54,761 1%	1%	559,555 10%	500,031 9%	17,558	2,055,515	2,039,082	5,597,585 100%
	0%	۷%	۷%	4%	37%	Ζ%	1%	39%	8%	1%	1%	10%	9%	1%	37%	47%	100%
2015	(1,229)	133,020	177,134	308,925	2,318,006	91,207	36,223	2.445.436	523,502	29,746	29,738	582,986	542.110	100.271	2,156,951	2.799.332	6,136,679
	(1)223)	2%	3%	5%	38%	1%	1%	40%	9%	23,710	0%	10%	9%	2%	35%	46%	100%
	0,0	2/0	5,0	2,0	00/0	2/0	2/0		570	0,0	0,0		570	270	00/0		
2016	(1,630)	134,604	112,309	245,283	2,458,309	114,632	47,395	2,620,336	541,885	28,645	53,661	624,191	643,018	121,604	2,177,268	2,941,890	6,431,700
	0%	2%	2%	4%	38%	2%	1%	41%	8%	0%	1%	10%	10%	2%	34%	46%	100%
2017	(6)	209,371	150,800	360,165	2,075,794	533,645	44,832	2,654,271	494,699	48,112	56,991	599,802	687,914	128,623	2,429,983	3,246,520	6,860,758
	0%	3%	2%	5%	30%	8%	1%	39%	7%	1%	1%	9%	10%	2%	35%	47%	100%
2018	241	162,135	101,045	263,421	2,549,276	121,035	46,379	2,716,690	658,983	34,774	44,811	738,568	747,540	120,764	2,500,837	3,369,141	7,087,820
	0%	2%	1%	4%	36%	2%	1%	38%	9%	0%	1%	10%	11%	2%	35%	48%	100%
2019	70	221,325	139,080	360,475	2,562,348	104,599	51,408	2,718,355	673,384	53,947	49,916	777,247	749,954	105,688	2,768,423	3,624,065	7,480,142
	0%	3%	2%	5%	34%	1%	1%	36%	9%	1%	1%	10%	10%	1%	37%	48%	100%
2020	24	258,863	179,335	438,222	2,659,898	154.633	111,430	2,925,961	691,810	87,032	80,367	859,209	473.735	169,631	2,216,472	2,859,838	7,083,230
2020	24	238,805		438,222 6%	2,059,898	- ,			10%	87,032 1%	80,587 1%		475,755 7%	2%	2,210,472	2,859,858 40%	
	0%	4%	3%	0%	38%	2%	2%	41%	10%	1%	1%	12%	1%	Ζ%	31%	40%	100%
2021	(344)	648,756		648,412				_				_				_	648,412
	(344) 0%	100%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%
	0%	100%	0%	100%	0%	0%	0%	0%	0%	0%	0%	U%	0%	0%	0%	0/0	100%



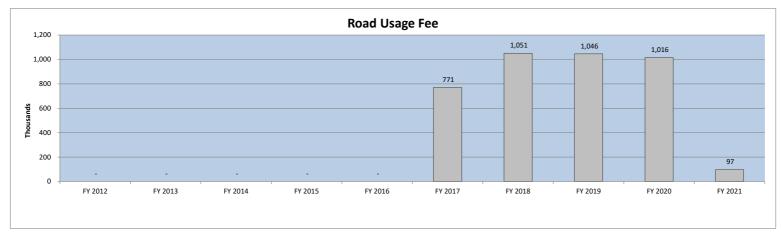
Electric Franchise Fee Revenue Revenues by Month/Fiscal Year

Fiscal Year	July	August	September	Quarter 1	October	November	December	Quarter 2	January	February	March	Quarter 3	April	May	June	Quarter 4	Total
2012	285,086	315,558	272,993	873,637	201,785	163,538	-	365,323	163,242	184,930	194,209	542,381	186,263	190,617	403,073	779,953	2,561,294
	11%	12%	11%	34%	8%	6%	0%	14%	6%	7%	8%	21%	7%	7%	16%	30%	100%
2013	267,900	296,782	253,419	818,101	209,120	191,263	179,717	580,100	213,986	213,665	220,684	648,335	213,437	179,862	228,570	621,869	2,668,405
	10%	11%	9%	31%	8%	7%	7%	22%	8%	8%	8%	24%	8%	7%	9%	23%	100%
2014	276 006	204.026	274 440	0.46 400	211.839	102 660	104 740	500 224	220 745	206 474	226 5 60	752 470	245 220	202 700	242.046	664.035	2 050 040
2014	276,806	294,926 10%	274,448 10%	846,180 30%	211,839 7%	183,669	194,716	590,224	230,745 8%	296,174	226,560 8%	753,479	215,220	203,769 7%	242,046	661,035 23%	2,850,918 100%
	10%	10%	10%	30%	170	6%	7%	21%	8%	10%	8%	26%	8%	170	8%	23%	100%
2015	295,086	309,064	291,986	896,136	220,360	193,729	213,329	627,418	228,430	264,365	262,821	755,616	211,358	196,172	231,640	639,170	2,918,340
	10%	11%	10%	31%	8%	7%	7%	21%	8%	9%	9%	26%	7%	7%	8%	22%	100%
						.,-	.,-							.,-	• • •		
2016	280,750	299,517	267,312	847,579	212,060	182,593	172,665	567,318	-	193,842	249,866	443,708	204,750	184,120	424,509	813,379	2,671,984
	11%	11%	10%	32%	8%	7%	6%	21%	0%	7%	9%	17%	8%	7%	16%	30%	100%
2017	-	300,541	333,053	633,594	289,538	219,568	165,837	674,943	168,934	207,031	209,820	585,785	179,145	216,348	468,876	864,369	2,758,691
	0%	11%	12%	23%	10%	8%	6%	24%	6%	8%	8%	21%	6%	8%	17%	31%	100%
2018	-	286,171	302,024	588,195	280,004	242,318	207,471	729,793	177,218	286,059	272,016	735,293	183,936	206,385	416,234	806,555	2,859,836
	0%	10%	11%	21%	10%	8%	7%	26%	6%	10%	10%	26%	6%	7%	15%	28%	100%
2019	-	284,487	300,539	585,026	287,235	225,289	176,572	689,096	217,205	231,783	247,294	696,282	179,820	197,124	465,155	842,099	2,812,503
	0%	10%	11%	21%	10%	8%	6%	25%	8%	8%	9%	25%	6%	7%	17%	30%	100%
2020	_	288,444	311,185	599,629	274,894	237,022	185,439	697,355	167,418	203,003	215,289	585.710	211,820	190,958	420,531	823,309	2,706,003
2020	0%	288,444	11%	22%	10%	237,022	185,439 7%	26%	107,418 6%	203,003	213,289 8%	22%	8%	190,958 7%	420,331	30%	2,700,003
	070	1170	11%	2270	10%	370	7 70	20%	076	070	370	2270	070	/ 70	10%	30%	100%
2021	-	283,256		283,256				-				-				_	283,256
	0%	100%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%
L	270	200/0	070	20070	570	576	570	0,0	570	570	570	3/0	270	270	570	270	20070



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																	
2014	- 0%	- 0%	-	- 0%	- 0%	- 0%	-	- 0%	- 0%	- 0%	-	- 0%	- 0%	- 0%	-	- 0%	- 0%
	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
2015	-	-	-	-	_	-	-		-	-	-		-	_	-	-	-
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 8%	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
2015	0%	8%	102,512	130,435	,	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		96,775				-				-				-	96,775
	0%	100%	0%	100%	0%	0%	0%	0%	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
2012	-	-	-	-	-	48,454	638,172	686,626	2,535,992	-	46,507	2,582,499	93,932	27,723	101,099	222,754	3,491,879
	0%	0%	0%	0%	0%	1%	18%	20%	73%	0%	1%	74%	3%	1%	3%	6%	100%
2013			26,892	26,892	-	15,678	720,714	736,392	2,467,893	40,437	77,488	2,585,818	11,532	15,464	198,835	225,831	3,574,933
2015	- 0%	- 0%	20,892	20,892	- 0%	13,078	20%	21%	2,407,893	40,437	2%	2,585,818	0%	13,404	198,833	6%	3,374,933
	070	070	170	170	070	070	2070	21/0	0570	170	270	12/0	070	070	070	0/0	100%
2014	-	-	10,201	10,201	-	20,547	711,021	731,568	2,385,610	169,137	33,979	2,588,726	35,865	25,432	172,508	233,805	3,564,300
	0%	0%	0%	0%	0%	1%	20%	21%	67%	5%	1%	73%	1%	1%	5%	7%	100%
2015	-	-	21,420	21,420	-	16,821	431,059	447,880	2,701,529	185,611	69,130	2,956,270	19,688	7,572	98,556	125,816	3,551,386
	0%	0%	1%	1%	0%	0%	12%	13%	76%	5%	2%	83%	1%	0%	3%	4%	100%
2016	(30,865)	39,140	-	8,275	36,028	267,950	-	303,978	2,843,322	267,273	69,598	3,180,193	16,958	22,578	19,418	58,954	3,551,400
	-1%	1%	0%	0%	1%	8%	0%	9%	80%	8%	2%	90%	0%	1%	1%	2%	100%
2017	-	20,819	193	21,012	45,892	6,779	233,754	286,425	-	2,236,860	788,955	3,025,815	189,339	12,164	48,250	249,753	3,583,005
	0%	1%	0%	1%	1%	0%	7%	8%	0%	62%	22%	84%	5%	0%	1%	7%	100%
2018	-	11,824	18,636	30,460	12,687	4,850	444,436	461,973	2,234,819	1,877,991	54,737	4,167,547	50,417	21,204	44,035	115,656	4,775,636
	0%	0%	0%	1%	0%	0%	9%	10%	47%	39%	1%	87%	1%	0%	1%	2%	100%
2019	-	18,968	32,519	51,487	22,142	3,859	356,960	382,961	2,170,577	2.003.012	144.665	4,318,254	43.223	16.888	82,988	143.099	4,895,801
	0%	0%	1%	1%	0%	0%	7%	8%	44%	41%	3%	88%	1%	0%	2%	3%	100%
2020	-	18,433	29,375	47,808	20,484	12,844	323,914	357,242	2,140,418	2,214,336	59,218	4,413,972	39,589	12,162	57,850	109,601	4,928,623
	0%	0%	1%	1%	0%	0%	7%	7%	43%	45%	1%	90%	1%	0%	1%	2%	100%
2021	- 0%	74,796	00/	74,796	00/	00/	00/	-	00/	00/	0%	-	00/	00/	00/	-	74,796
	0%	100%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%

