MEMORANDUM

To:Marc Orlando, Town ManagerFrom:John Troyer, Finance DirectorDate:June 14, 2021**RE:FY 2021 Financial Statements – Through May 2021 (11th Period)**

General Overview

The Town receives most of its property taxes (the largest revenue source) from December through February. The next largest General Fund revenue source is Business License revenues which the Town primarily receives in March through June. General Fund expenses, which are predominantly personnel related, are incurred more evenly throughout the fiscal year.

Property Tax bills -- the property tax bills were not mailed by Beaufort County until mid-January due to the unexpected delay in calculating the bills by the Beaufort County Auditor. Therefore, the payment deadline was extended from January 15, 2021 to March 31, 2021. As of May 31, the Town has received \$15,437,004 or 100% of the FY2021 budgeted property taxes. Town Council's strong reserve policies helped us deal with this temporary delay in receiving property tax funds, but we are now back on track.

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 2020 financial statements. However, Real Estate-related and Tourism-driven revenues have increased significantly in FY21, and as detailed below, are up a combined \$7,672,117 compared to last YTD. This month we have noticed significant increases in revenues against prior year revenues. Some of these increases will be temporary timing differences as payment deadlines in FY20 were extended to June 2020 due to the pandemic.

Real estate-related revenues, namely Real Estate Transfer Fees and Permits are 78% higher than last fiscal year. Individually, the Real Estate Transfer Fee amount of \$6,384,349 is up 100% from last YTD while Permit Revenues are 30% 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 | 3,193,704 | | | 1,480,013 | | | 4,673,717 | | | | | |
| FY 2021 | 6,384,349 | 3,190,645 | 100% | 1,922,982 | 442,969 | 30% | 8,307,331 | 3,633,614 | 78% | | | |

Tourism-driven revenue results which is comprised of ATAX/Beach and Hospitality taxes are on a combined basis 34% 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 relate to FY20.

| | Local ATAX/ B | Beach Preservation R | Fees | H | Hospitality Tax | | Total | | | | |
|---------|---------------|----------------------|----------|-----------|-----------------|----------|------------|-----------|----------|--|--|
| | Received | \$ Change | % Change | Received | \$ Change | % Change | Received | \$ Change | % Change | | |
| FY 2020 | 7,300,137 | | | 4,663,410 | | | 11,963,547 | | | | |
| FY 2021 | 10,460,840 | 3,160,703 | 43% | 5,541,210 | 877,800 | 19% | 16,002,050 | 4,038,503 | 34% | | |

General Fund Summary

Through May, the Town's General Fund revenues and transfers in total \$37,257,270 or 86% of budget, which compares to \$33,068,423 or 80% of budget for last year. This is an increase of \$4,188,847 compared to the prior year. The increase is primarily due to the timing of the payment of the business licenses and increased local accommodations taxes. Business licenses are \$2,699,288 higher than last year and local accommodations tax are \$1,053,568 higher than last year. Real and personal property taxes collections are back on track showing an increase of \$512,309 over last year. There is no reason to change our expectations for our budget projections for the full year. However, we will continue to closely monitor the timing, amount, and our projections for revenues.

With 92% of the year lapsed at the end of May, expenditures-to-date are \$35,546,154 or 81% of budget. At year-end, accruals are added to activity in June – that makes June have higher than normal expenditures. Current fiscal year expenditures are \$1,710,952 or 5% higher than last year. 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 change in the General Fund is presented as a surplus of \$1,711,116 compared to last year's deficit of (\$766,779) which is \$2,477,895 better than last year.

Debt Service Fund

Debt service payments are due at various times during the fiscal year. As of the end of May, \$15,710,266 or 75% 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 as planned.

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

| Coligny Area Improvements | \$ 5,240,146 |
|----------------------------------|------------------------|
| Stoney Area Land Purchase | \$ 1,459,296 |
| Fire Station #2 Replacement | \$ 2,620,836 |
| Shelter Cove Marina Purchase | \$ 878 <i>,</i> 875 |
| Town Hall Office Reconfiguration | \$ 284,634 |

Summary balances for the Capital Project Fund are as follows:

| | FY 2021 |
|----------------------------|----------------|
| | Actual |
| Revenues | 1,025,730 |
| Transfers In | 8,282,820 |
| Capital Outlays | (12,002,269) |
| Transfers Out | |
| Net Change in Fund Balance | \$ (2,693,719) |

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.

| | FY 2021 actual | FY 2020 actual | \$ variance | % variance | Variance Code |
|---------------------------|-------------------|-------------------|-----------------|---------------|------------------|
| State accommodations tax | \$ 6,072,520 | \$ 4,760,360 | \$ 1,312,160 | 28% | |
| Tax increment financing | 5,319,105 | 4,981,489 | 337,616 | 7% | В |
| Real estate transfer fees | 6,384,349 | 3,193,704 | 3,190,645 | 100% | А |
| Beach preservation fees | 6,973,893 | 4,866,758 | 2,107,135 | 43% | А |
| Hospitality tax | 5,541,210 | 4,663,410 | 877,800 | 19% | А |
| Road Usage Fees | 872,798 | 834,715 | 38,083 | 5% | D |
| Electric franchise fee | 2,374,404 | 2,285,472 | 88,932 | 4% | С |
| | \$ 33,538,279 | \$ 25,585,908 | \$ 7,952,371 | 31% | |

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 normally remitted to the Town mainly during the December through February time period. The payment deadline was extended from January 15 to March 31, 2021 this year. Expenditures are incurred throughout the fiscal year. The expenses this year to date include \$2,676,785 for Capital Outlays, \$252,534 for Debt Service, and \$2,093,566 for operations.

Fund Balances

As you will notice on page 6, the year-to-date net change in fund balances is an increase of \$6,217,062 for governmental funds and (\$157,221) for the Stormwater Utility Fund. These compare to last year's amounts of (\$15,821,983) for governmental funds and (\$216,258) 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 MAY 11th PERIOD)

| Base of Ferror Property Tases 5 1.2.4.1.0.0. 5 2.3.19.2.0. 5 2.3.19.2.0. 5 2.3.19.2.0. 5 3.2.0.4.2.0.0.0. 5 3.2.0.4.2.0.0.0.0.0.0.0.0.0.0.0.0.0.0.0.0 | | | GENERAL | | SPECIAL REVENUE | DEBT SERVICE | CAPITAL PROJECTS | TOTAL | STORMWATER |
|---|--------------------------------------|----|----------------|----|--------------------|-----------------|---------------------|-------------|----------------------|
| Business Learners L. (74.8/22 - - C. (74.8/22) Franchis (Fes 1.027.393 - - 1.027.393 Franchis (Fes 1.027.393 - - 1.027.393 Franchis (Fes 1.027.393 - 1.02.393 1.03.00 Gara (Horman Line) 1.027.393 - 1.02.395 1.03.00 Gara (Horman Line) 1.027.393 - 1.02.395 1.02.395 Gara (Horman Line) 1.02.595 - - 1.02.395 Gara (Horman Line) 1.02.595 - - 0.02.595 Boak (Horg (Horman Line) 1.02.598 - 0.02.598 Boak (Horg (Horman Line) 1.02.598 - 0.02.298 Boak (Horg (Horman Line) 1.02.598 0.02.298 0.02.298 0.02.298 Boak (Horg (Horman Line) 1.02.298 - 0.02.298 0.02.298 0.02.298 Boak (Horg (Horman Line) 1.02.598 3.02.592 1.02.5798 0.02.298 0.02.298 0.02.298 0.02.298 0.02.298 | | ć | 15 427 004 | ć | E 210 10E ¢ | E 294 220 ¢ | ć | 26 040 220 | ć |
| Franchis 105,023 . | | Ş | | Ş | - 5,319,105 | 5,284,230 \$ | - > | | \$ - |
| bate stands 6456,000 - - - 1.7,880 PRES Corrin Revenue - - RRX,202 - 1,202 Gorrin Revenue 1,002,794 - - 1,002,794 Gorrin Revenue 1,002,794 - - - Gorrin Revenue 1,002,794 - - - - Gorrin Revenue 1,002,794 - - - 2,025,995 All Stands - - - - 2,025,995 All Stands - - - 4,122 <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td>-</td> <td></td> <td>-</td> | | | | | - | - | - | | - |
| Data Stater Grant Revence 1.88 . | | | | | - | - | - | | - |
| Gam. Revenue - 1,905,203 - 1,52,205 - 1,102,205 Here A frees - - - - - 1,102,205 Beach Tess 20,555 - - - 20,555 Boad Wage Tess - 87,728 - - 9,534,70 Boad Wage Tess - - 64,502 64,502 64,502 Boad Wage Tess - - 64,502 64,502 64,502 Bead Tess - - 64,502 74,744,404 74,744,404 74,744,404 74,744,404 74,744,404 74,744,744 74,744,744 74,74 | | | | | - | - | 173,380 | | - |
| MS Revue 1.222/96 . . 1.222/96 Bean Frees 20.555 Bean Frees 3.252/96 Bean Frees 3.252/96 . <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td>-</td> <td></td> <td>-</td> | | | | | - | - | - | | - |
| Ins. & Kes Image Image <thimage< th=""> Image Image</thimage<> | | | | | 3,905,203 | - | 151,926 | | - |
| bash fres 200.556 . | | | 1,032,790 | | - | - | - | | - |
| bidd Urge Frein B22,78 - B22,78 Accommodation Tun B.464,674 5052,200 - 555,447 Heighting Tan - 5,512,200 - 555,447 Heighting Tan - - 42,225 542,200 Heighting Tan - - 42,225 542,200 Heighting Tan - - 543,433 - 553,433 Besch Tressort with the set of the set | | | 260 556 | | - | - | _ | | _ |
| Accommoditions Tax 3.486,947 CO22.20 - - 6.564,210 Lease - - - 5.561,210 - 5.561,210 Lease - - - - 6.322 6.323,120 Lease - 6.373,843 - 6.452,20 6.343,430 Lease - 6.373,843 - 6.537,3433 - 2.274,001 Lease - 2.274,001 - - 3.357,225 - 3.357,225 Desterence 3.48,305 - - - 3.43,26 - - 3.43,26 Desterence 3.33,250,305 27,292,885 8.889,428 3.027,210 7.87,64,91 - Town Concin 481,535 - - 1.307,513 - - 1.307,513 - Administration - - 2.23,164 - - 1.307,313 - - 1.307,314 - - 1.307,315 - - | | | - | | 872,798 | - | - | | - |
| Lese | - | | 3,486,947 | | | - | - | | - |
| Impact Nes . | Hospitality Tax | | - | | 5,541,210 | - | - | 5,541,210 | - |
| Read Flastration Frees - 6,384,349 - - 6,384,349 Beach Presenvation Frees 2,374,044 - - 2,374,044 Determinity Frees - - 384,336 Distater Fund Transfer In - - 384,336 Distater Fund Transfer In - - 384,336 Distater Fund Transfer In - - 335,7265 3,537,265 Distater Fund Transfer In - - 335,327,65 3,537,265 Distater Fund Transfer In - - - 481,535 Torm Council 491,535 - - - 6,823,16 Administration - - - - 1,907,91 Administration (seal 1,055,92 - - - 1,976,902 Community Strikes 5,613,005 6,344 20,125 - 3,713,738 Public Pojects and Facilities 7,872,934 - - - - - Community Strikes 2,744,914 - - - - - - - | | | - | | | - | | | - |
| bash Presentation Fees . 5/37.893 . . 6/37.893 Exellicit Franchise . | | | - | | | - | 646,502 | | - |
| Electric frameline Fees 1 2,374,044 - - 2,374,044 Mitocellances, Revenue 384,336 - - 384,336 Mitocellances, Revenue 32,250 8,537,265 - 335,7265 Investment Incone 32,250 8,539,626 1,027,720 78,726,541 Standard Fund Transferin - - 7,729,628 1,027,720 78,726,541 Standard Fund Transferin - - 6,839,628 1,027,720 78,726,542 Standard Fund Transferin - - 6,832,16 - - 6,832,16 - - 6,832,16 - - 1,739,731 - - 1,739,733 - - 1,739,733 - - 1,739,734 - - 1,749,532 - - 1,749,532 - - 1,749,534 - - 1,749,534 - - 1,749,734 - - 1,749,734 - - 1,749,734 - - 1,749,734 - | | | | | | - | | | |
| Stormweiter Uilly Feis - | | | | | | - | | | _ |
| Mucellences Rennue 384,336 . <td></td> <td></td> <td>-</td> <td></td> <td>-</td> <td></td> <td>-</td> <td>-</td> <td>4,981,751</td> | | | - | | - | | - | - | 4,981,751 |
| Disate frund Transfer In Investment Income . | | | 384,336 | | - | | - | 384,336 | - |
| Divertiment income 20,276 8,10 18,33 10,877 13,20,07 Total Revenues 31,300,550 27,292,585 8,839,626 1,002,709 78,745,491 Segnational 481,535 - - 642,216 - - 622,216 Town Manager 622,216 - - 622,116 - - 622,126 Administration 1,007,51 - - 1,007,51 - 1,007,51 Administration 1,007,51 - - 1,729,582 - - 1,729,582 Community Services 5,451,806 63,844 20,125 - 5,535,775 Community Services 1,53,005 20,613 - - 1,747,088 Public Polyste and Facilitas 4,703,840 - - 7,845,545 Sterifly Services - - - 1,623,516 Community Development 3,550,51 15,7319 - - 1,623,516 Steff(ly Song Service - | | | | | - | 3,537,265 | - | | - |
| Super-Bill Government All 1535 - - - 481.535 Town Manger 1.109.751 - - - 6.82.16 - - 6.82.16 - - 6.82.16 - - 6.82.16 - - 6.82.16 - - 6.82.16 - - 6.82.16 - 1.09.751 - - 1.109.751 - - 1.109.751 - - 1.109.751 - - 1.109.751 - - 1.109.751 - - 1.109.751 - - 1.109.751 - - 1.109.751 - - 1.109.751 - - 1.109.751 - | | | 20,276 | | 86,103 | | 10,697 | | 8,913 |
| General Government 481,535 . <td>Total Revenues</td> <td>_</td> <td>31,350,550</td> <td></td> <td>37,529,585</td> <td>8,839,626</td> <td>1,025,730</td> <td>78,745,491</td> <td>4,990,664</td> | Total Revenues | _ | 31,350,550 | | 37,529,585 | 8,839,626 | 1,025,730 | 78,745,491 | 4,990,664 |
| Town Council 481,535 · · 481,535 Town Manager 628,216 · · 628,216 Administration .1,09,751 · · 1,09,751 Administration/Ligal 3,655,824 63,844 20,125 · 3,739,793 Finance 1,725,982 · · · 1,725,982 Community Services · · · 3,173,708 Community Development 3,153,095 2,0613 · · 3,173,708 Public Forgics and Facilities 4,270,485 · · · 2,784,514 Sterify Stores Svs 2,784,914 · · · 2,784,514 Fine & Rescue 14,71,147 157,313 · · 1,74,14348 Grant 3,869,405 · · · 3,869,405 Grant · · 12,002,269 72,675,200 Debt Service · · · · 1,74,134,80 Grant </td <td>xpenditures:</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> | xpenditures: | | | | | | | | |
| Town Manager 628,216 . | | | | | | | | | |
| Administration 1.09,751 · | Town Council | | 481,535 | | - | - | - | 481,535 | - |
| Administration Administration/Ligad 355,824 63,844 20,125 - 3,739,733 Finance 1,739,982 - - - 1,739,983 Community Services 5,831,806 63,844 20,125 - 5,833,775 Community Development 3,153,095 20,613 - - 4,670,945 Public Projects and Facilities 7,282,340 20,813 - - 7,844,553 Public Sefety - - 1,741,149 17,73,19 - - 1,741,149 Townwide 3,869,495 - - - 3,869,495 - - 1,741,149 Townwide 3,859,495 - - - 1,741,149 - - 1,741,149 Total expenditures 3,556,154 1,941,176 1,2402,269 - 1,2002,269 2,762,700 Total expenditures 3,556,154 1,241,751 - - 1,417,513 Total expenditures 1,245,541 - 1,417,513 -< | Town Manager | | | | - | - | - | | - |
| Administration/Legal 3,655,824 63,844 20,125 - - 1,705,992 Finance 5,451,806 63,844 20,125 - 5,853,775 Community Development 3,153,095 20,013 - - 4,773,982 Public Forjects and Facilities 4,670,845 - - 4,773,983 Public Safety - - 7,843,934 Shertff/Shore Svcs 2,784,914 - - - 1,462,8366 Tormwide 3,869,495 - - - 1,462,8367 Grants - 4,406,296 - - 4,406,296 Captal Joursey/Projects 3,55,51 66,4943 - 1,702,263 12,702,263 Debt Service - 19,793,613 12,002,269 72,675,200 - Ither financing sources (uses) - 1,743,513 - - 1,417,513 Total expenditures 1,417,513 - - 1,417,513 - Total expenditures | | | 1,109,751 | | - | - | - | 1,109,751 | - |
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| Community Services J153,095 20,613 . . 3,173,708 Public Projects and Facilities 4,670,845 . | Thance | | | | 63.844 | 20.125 | | | 155,922 |
| Public Projects and Facilities 4.670.845 - - - 4.670.845 Public Safety 7.833,340 20,613 - - 7.844,553 Public Safety 17,256,111 157,219 - 14,625,516 Townwide 3.869,495 - - 3.869,495 Capital Outs/Projects 3.5051 664,943 - 12,002,269 12,702,263 Debt Service - - 19,793,637 - 19,793,637 - 19,793,637 Total expenditures 35,546,154 5,313,015 19,813,762 12,002,269 72,675,200 Revenues over (under) expenditures (4,195,604) 32,2216,570 (10,976,539) 6,070,291 Transfers in: - - 1,417,513 - - 1,417,513 General und - - 1,441,756 2,340,343 3,822,099 5,352,223 Beacth Preservation 1,248,544 - 3,957,5850 710,229 5,935,223 Electric Franchite 141,352 - <td>Community Services</td> <td></td> <td>-,,</td> <td></td> <td>,- · ·</td> <td>,</td> <td></td> <td>-,,</td> <td>,</td> | Community Services | | -,, | | ,- · · | , | | -,, | , |
| 7.823,940 20,613 - 7,844,553 Sheriff/Shore Sves 2,784,914 - - 2,784,914 Fire & Rescue 14,471,197 157,319 - - 14,628,516 Townwide 3,869,495 - - 17,785,111 157,319 - - 17,743,430 Townwide 3,869,495 - - - 3,869,495 - 4,406,296 - 4,406,296 - 4,406,296 - 4,406,296 - 4,406,296 - 4,406,296 - 4,406,296 - - 4,406,296 - - 4,406,296 - - 4,406,296 - - 4,406,296 - - 4,406,296 - - 4,406,296 - - 1,40,202,299 72,675,200 - - - 1,62,022,269 72,675,200 - - - 1,417,513 - - - 1,417,513 - - - 1,417,513 - - - | Community Development | | 3,153,095 | | 20,613 | - | - | 3,173,708 | - |
| Public Safety 2,784,914 - - 2,784,914 Fire & Rescue 14,471,197 157,319 - 14,625,516 Townwide 3,869,495 - - 3,869,495 Grants 3,001 664,943 - 12,002,269 12,002,269 Debt Service - 19,793,637 - 19,793,637 - Total expenditures 35,546,154 5,313,015 19,813,762 12,002,269 72,675,200 Revenues over (under) expenditures (4,195,604) 32,216,570 (10,976,539) 6,070,291 The financing sources (uses): - - 1,417,513 - - Transfers in: - - 1,417,513 - - 1,417,513 General Fund 1,245,544 - 1,417,5513 - - - - - General Fund 1,245,544 - 1,417,5513 - - - - - - - - - - - - | Public Projects and Facilities | | | | - | - | - | | 1,937,644 |
| Sheriff/Shore Svos 2,784,914 - - 2,784,914 Fire & Rescue 14,471,197 157,319 - - 14,622,516 Townwide 3,869,495 - - 3,869,495 Grants - 4,406,296 - - 4,406,296 Capital Outlay/Projects 35,051 66,4943 - 12,002,269 12,702,631 Debt Service - - 19,793,637 - 19,793,637 Total expenditures 35,546,154 5,313,015 19,813,762 12,002,269 72,675,200 Revenues over (under) expenditures (4,195,604) 32,216,570 (10,974,136) (10,976,539) 6,070,291 Accommodations Tax - State 1,417,513 - - 1,417,513 Rescues flund - 1,445,755 2,340,343 3,382,2099 Beach Preservation 1,248,544 3,375,850 710,282 3,382,2099 Beach Preservation 1,248,544 3,922,703 3,440,477 7,520,180 Lesses - | Public Safety | | 7,823,940 | | 20,613 | - | - | 7,844,553 | 1,937,644 |
| Fire & Rescue 14,471,197 157,319 - - 14,628,516 17,256,111 157,319 - - 17,413,480 Townwide 3,869,495 - - 3,869,495 Grants 35,051 664,943 - 12,002,269 12,002,269 Debt service - 19,793,637 - 19,793,637 - Total expenditures 35,546,154 5,313,015 19,813,762 12,002,269 72,675,200 Revenues over (under) expenditures (4,195,604) 32,216,570 (10,974,136) (10,976,539) 6,070,291 Pther financing sources (uses); Transfer - 1,417,513 - - 1,417,513 Real Estate Transfer 1,245,544 3,975,850 710,829 5,353,223 Ektric Franchise 416,352 - | - | | 2,784,914 | | - | - | - | 2,784,914 | - |
| Townwide 17,256,111 157,319 - - 17,413,430 Townwide 3,869,495 - - 3,869,495 - - 4,406,296 Capital Outlay/Projects 35,501 664,943 - 12,002,269 12,702,263 Debt Service - - 19,793,637 - 19,793,637 Total expenditures (4,195,604) 32,216,570 (10,974,136) (10,976,539) 6,070,291 Hher financing sources (uses): Transfers in: - - 1,417,513 - - 1,417,513 Corenal Fund - - 1,441,776 1,546,630 5,534,717 Real Estate Transfer in: - - - - 416,352 - - - 416,352 - < | | | | | 157.319 | - | - | | - |
| Grants 4.406,296 - - 4.405,296 Capital Outlay/Projects 35,051 664,943 - 12,002,269 12,702,263 Debt Service - 19,793,637 - 10,793,637 - 10,793,637 Total expenditures 35,546,154 5,313,015 19,813,762 12,002,269 72,675,200 Revenues over (under) expenditures (4,195,604) 32,216,570 (10,976,539) 6,070,291 Pther financing sources (uses): - - - 1,417,513 General Fund 2,546,311 - 1,441,756 2,546,630 5,53,717 Real Estate Transfer - 1,441,756 2,340,343 3,822,099 8each Preservation 1,248,544 - 3,975,850 710,829 5,935,223 Electric Franchise 416,352 - | | | | | | - | - | | - |
| Grants 4.406,296 - - 4.405,296 Capital Outlay/Projects 35,051 664,943 - 12,002,269 12,702,263 Debt Service - 19,793,637 - 12,002,269 72,675,200 Revenues over (under) expenditures (4,195,604) 32,216,570 (10,974,136) (10,976,539) 6,070,291 Pther financing sources (uses): - - - 14,417,513 - - - 14,417,513 General Fund - - - 1,417,513 - < | | | | | | | | | |
| Capital Outlay/Projects 35,051 664,943 - 12,002,269 12,702,263 Debt Service - - 19,793,637 - 19,793,637 - 19,793,637 Total expenditures (4,195,604) 32,216,570 (10,974,136) (10,976,539) 6,070,291 Revenues over (under) expenditures (4,195,604) 32,216,570 (10,974,136) (10,976,539) 6,070,291 Ither financing sources (uses): - - 1,417,513 - - 1,417,513 General Fund - 1,441,756 1,546,630 5,534,717 Real Estate Transfer - - 416,352 Leases - 1,448,756 2,340,343 3,822,099 88ch Preservation 12,428,544 - - - 416,352 - - - 416,352 - - - - 416,352 - - - - - - - - - - - - - - - - - | | | 3,869,495 | | - | - | - | | - |
| Debt Service 19,793,637 19,793,637 Total expenditures 35,546,154 5,313,015 19,813,762 12,002,269 72,675,200 Revenues over (under) expenditures (4,195,604) 32,216,570 (10,976,539) 6,070,291 Transfers In: Accommodations Tax-State 1,417,513 - - 1,417,513 General Fund - 1 1,417,76 1,546,630 5,534,717 Real Estate Transfer - 1 4,417,76 1,546,630 5,534,717 Real Estate Transfer - - - - - - Beach Preservation 1,248,544 - 3,975,850 710,829 5,935,223 Electric Franchise 11,530,00 - 3,926,703 3,440,477 7,520,180 - Trif 153,000 - 3,926,703 3,440,477 7,520,180 - Rod Usage Fee - - - - - - - - - - - - - <t< td=""><td></td><td></td><td>-</td><td></td><td></td><td>-</td><td>-</td><td></td><td>-</td></t<> | | | - | | | - | - | | - |
| Total expenditures 35,546,154 5,313,015 19,813,762 12,002,269 72,675,200 Revenues over (under) expenditures (4,195,604) 32,216,570 (10,974,136) (10,976,539) 6,070,291 Transfers in: Accommodations Tax - State 1,417,513 - - 1,417,513 Real Estate Transfers in: Accommodations Tax - State 1,417,513 - - - 1,417,513 Real Estate Transfer 2,546,311 - 1,441,776 1,546,630 5,334,717 Read Estate Transfer - - 1,441,776 1,546,630 5,334,717 Beach Preservation 1,248,544 - 1,441,776 1,546,630 5,334,717 Electric Franchise 416,352 - - - 416,352 Leases - - - - - - CIP-Sale of Land - - - - - - - - - - - - - - Capital Projects - </td <td></td> <td></td> <td>55,051</td> <td></td> <td>004,945</td> <td>10 702 627</td> <td>12,002,209</td> <td></td> <td>2,676,785 252,534</td> | | | 55,051 | | 004,945 | 10 702 627 | 12,002,209 | | 2,676,785 252,534 |
| Revenues over (under) expenditures (4,195,604) 32,216,570 (10,974,136) (10,976,539) 6,070,291 Transfers In: Accommodations Tax - State 1,417,513 - - 1,417,513 General Fund - - - - - Hospitality Tax 2,546,311 1,441,776 1,546,630 5,334,717 Real Estate Transfer - - - - - Beach Preservation 1,248,544 - 3,975,850 710,829 5,935,223 Leases - - - - - - 416,552 Leases - - - - - 416,552 Leases - - - - - - TIF 153,000 - 3,926,703 3,440,477 7,520,180 Debt Service - - - - - - General - - - - - - - | | | 35 546 154 | | 5 313 015 | | 12 002 269 | | 5,022,885 |
| Wher financing sources (uses): Transfers In: Accommodations Tax - State 1,417,513 General Fund - Hospitality Tax 2,546,311 2,546,311 - 1,441,776 1,546,630 5,534,717 Real Estate Transfer - - 1,441,776 1,248,544 - 2,48,544 - 2,185,522 - Electric Franchise 416,352 Leases - CIP-Sale of Land - - - 1,520,000 - - - Capital Projects - - - Special Revenue Funds - - - General - General - General - - - General - - - General - General - Ge | iotal experiateres | | 55,540,154 | | 5,515,015 | 15,015,702 | 12,002,205 | 72,073,200 | 5,022,000 |
| Transfers In: 1,417,513 - - 1,417,513 General Fund - - - - - Hospitality Tax 2,546,311 - 1,441,776 1,546,630 5,534,717 Real Estate Transfer - 1,441,776 1,546,630 5,534,717 Real Estate Transfer - 1,441,756 2,340,343 3,822,099 Beach Preservation 1,248,544 - 3,975,850 710,829 5,935,223 Lease - - - 416,352 - - 416,352 Lease - | Revenues over (under) expenditures | | (4,195,604) | | 32,216,570 | (10,974,136) | (10,976,539) | 6,070,291 | (32,221 |
| Accommodations Tax - State 1,417,513 - - 1,417,513 General Fund - - - - - Hospitality Tax 2,546,311 - 1,441,776 1,546,630 5,533,717 Real Estate Transfer - - 1,441,776 1,546,630 5,533,717 Beach Preservation 1,248,544 - 3,975,850 710,829 5,935,223 Electric Franchise 416,352 - - - 416,352 Leases - - - - - - CIP-Sale of Land - | | | | | | | | | |
| General Fund - <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<> | | | | | | | | | |
| Hospitality Tax 2,546,311 - 1,441,776 1,546,630 5,534,717 Real Estate Transfer - - 1,481,756 2,340,343 3,822,099 Beach Preservation 1,248,544 - 3,975,850 710,829 5,935,223 Electric Franchise 416,352 - - 416,352 Leases - - - - CIP-Sale of Land - - - - TIF 153,000 - 3,926,703 3,440,477 7,520,180 Debt Service - - - - - - Capital Projects - - - - - - Stormwater 125,000 - - - - - - Special Revenue Funds - | | | | | - | - | - | | - |
| Real Estate Transfer - 1,481,756 2,340,343 3,822,099 Beach Preservation 1,248,544 - 3,975,850 710,829 5,935,223 Electric Franchise 416,352 - - 416,352 Leases - - - - - CIP-Sale of Land - - - - - - Debt Service -< | | | | | - | | | | - |
| Electric Franchise 416,352 - - 416,352 Leases - - - - CIP-Sale of Land - - - - TIF 153,000 - 3,926,703 3,440,477 7,520,180 Debt Service - - - - - Capital Projects - - - - - Stormwater 125,000 - - 125,000 - - - 125,000 - - 125,000 - - - 125,000 - - - 125,000 - - - 125,000 - | | | | | - | | | | - |
| Leases - <td>Beach Preservation</td> <td></td> <td>1,248,544</td> <td></td> <td>-</td> <td>3,975,850</td> <td>710,829</td> <td>5,935,223</td> <td>-</td> | Beach Preservation | | 1,248,544 | | - | 3,975,850 | 710,829 | 5,935,223 | - |
| CIP-Sale of Land - | | | 416,352 | | - | | | | - |
| TIF 153,000 - 3,926,703 3,440,477 7,520,180 Debt Service - - - - - Capital Projects - - - - - Stormwater 125,000 - - 125,000 Road Usage Fee - - 244,541 244,541 Special Revenue Funds - - - - General - - - - - General - - - - - - Beach Preservation - | | | - | | - | | | | - |
| Debt Service - <t< td=""><td></td><td></td><td></td><td></td><td>-</td><td></td><td></td><td></td><td>-</td></t<> | | | | | - | | | | - |
| Stormwater 125,000 - - - 125,000 Road Usage Fee - - 244,541 244,541 Special Revenue Funds - - 244,541 244,541 Special Revenue Funds - - - - Transfers Out: - - - - General - (5,781,720) - - - Beach Preservation - - - - - Hospitality Tax - </td <td></td> <td></td> <td>-</td> <td></td> <td>-</td> <td>-</td> <td>-</td> <td></td> <td>-</td> | | | - | | - | - | - | | - |
| Road Usage Fee - - 244,541 244,541 Special Revenue Funds - - - - - Transfers Out: - - - - - - General - (5,781,720) - - - - - Beach Preservation - | Capital Projects | | - | | - | - | - | - | - |
| Special Revenue Funds - | | | 125,000 | | - | - | - | | - |
| Transfers Out: General - (5,781,720) - - (5,781,720) Beach Preservation -< | 0 | | - | | - | - | 244,541 | | - |
| General - (5,781,720) - - (5,781,720) Beach Preservation - - - - - - Hospitality Tax - - - - - - Debt Service (10,826,085) - (10,826,085) - (10,826,085) Capital Projects (8,828,2819) - (8,282,819) - (8,282,819) Hurricane Recovery Effort - - - - - Real Estate Transfer - - - - - Bond Proceeds - - 12,115,000 - 12,115,000 Deposit to Refunding Escrow - - (12,093,230) - (12,093,230) Total other financing sources (uses) 5,906,720 (24,890,624) 10,847,855 8,282,820 146,771 Net change in fund balance 1,711,116 7,325,946 (126,281) (2,693,719) 6,217,062 | | | - | | - | - | - | - | - |
| Beach Preservation - | | | - | | (5,781,720) | - | - | (5,781,720) | (125,000 |
| Debt Service - (10,826,085) - - (10,826,085) Capital Projects - (8,282,819) - (8,282,819) Hurricane Recovery Effort - - - (8,282,819) Real Estate Transfer - - - - Bond Proceeds - 12,115,000 - 12,115,000 Deposit to Refunding Escrow - - (12,093,230) - (12,093,230) Total other financing sources (uses) 5,906,720 (24,890,624) 10,847,855 8,282,820 146,771 | Beach Preservation | | - | | | - | - | - | - |
| Capital Projects - (8,282,819) - - (8,282,819) Hurricane Recovery Effort - - - - - Real Estate Transfer - - - - - Bond Proceeds - - 12,115,000 - 12,115,000 Deposit to Refunding Escrow - - (12,093,230) - (12,093,230) Total other financing sources (uses) 5,906,720 (24,890,624) 10,847,855 8,282,820 146,771 Net change in fund balance 1,711,116 7,325,946 (126,281) (2,693,719) 6,217,062 | | | - | | | - | - | | - |
| Hurricane Recovery Effort - - - - - Real Estate Transfer - - - - - Bond Proceeds - - 12,115,000 - 12,115,000 Deposit to Refunding Escrow - - (12,093,230) - (12,093,230) Total other financing sources (uses) 5,906,720 (24,890,624) 10,847,855 8,282,820 146,771 Net change in fund balance 1,711,116 7,325,946 (126,281) (2,693,719) 6,217,062 | | | - | | | - | - | | - |
| Real Estate Transfer - - - - - Bond Proceeds - 12,115,000 - 12,115,000 Deposit to Refunding Escrow - (12,093,230) - (12,093,230) Total other financing sources (uses) 5,906,720 (24,890,624) 10,847,855 8,282,820 146,771 Net change in fund balance 1,711,116 7,325,946 (126,281) (2,693,719) 6,217,062 | | | - | | (8,282,819) | - | - | | - |
| Bond Proceeds - - 12,115,000 - 12,115,000 Deposit to Refunding Escrow - (12,093,230) - (12,093,230) Total other financing sources (uses) 5,906,720 (24,890,624) 10,847,855 8,282,820 146,771 Net change in fund balance 1,711,116 7,325,946 (126,281) (2,693,719) 6,217,062 | | | - | | - | - | - | | - |
| Deposit to Refunding Escrow - - (12,093,230) - (12,093,230) Total other financing sources (uses) 5,906,720 (24,890,624) 10,847,855 8,282,820 146,771 Net change in fund balance 1,711,116 7,325,946 (126,281) (2,693,719) 6,217,062 | | | - | | - | - | - | | - |
| Total other financing sources (uses) 5,906,720 (24,890,624) 10,847,855 8,282,820 146,771 Net change in fund balance 1,711,116 7,325,946 (126,281) (2,693,719) 6,217,062 | | | - | | - | | - | | - |
| Net change in fund balance 1,711,116 7,325,946 (126,281) (2,693,719) 6,217,062 | | — | - E 000 700 | | - | | - | | - (425.000 |
| | Total other financing sources (uses) | | 3,906,720 | | (24,890,024) | 10,047,855 | 0,202,820 | 140,//1 | (125,000 |
| Fund balance - beginning 22,111,484 52,234,258 11,058,121 12,343,245 97,747,108 | Net change in fund balance | | 1,711,116 | | 7,325,946 | (126,281) | (2,693,719) | 6,217,062 | (157,221 |
| | Fund balance - beginning | | 22,111,484 | | 52,234,258 | 11,058,121 | 12,343,245 | 97,747,108 | 9,879,555 |
| | | | | | | | | | |
| Fund balance - ending \$ 23,822,600 \$ 59,560,204 \$ 10,931,840 \$ 9,649,526 \$ 103,964,170 \$ | Fund balance - ending | \$ | 23,822,600 | \$ | 59,560,204 \$ | 10,931,840 \$ | 9,649,526 \$ | 103,964,170 | \$ 9,722,334 |

Budget versus Actual Report General Fund

TOWN OF HILTON HEAD ISLAND GENERAL FUND-UNAUDITED ACTUAL VERSUS BUDGET & VERSUS PRIOR YEAR FISCAL YEAR 2021 - THROUGH MAY 11th PERIOD) BEDRENT OF YEAR JARGED 93%

| ÷ | 4 | | | |
|---|---|--|--|--|
| | | | | |

| | | FY 20 | | | FY 2020 | FY 2021 vs FY | |
|--|---------------|------------|-------------|-------------|---------------|---------------|----------|
| | BUDGET | Y-T-D | \$ VARIANCE | % OF BUDGET | Y-T-D | \$ VARIANCE % | VARIANCE |
| venues and Transfers In: | | | | | | | |
| Real and Personal Property Taxes | \$ 15,386,182 | | | 100% | \$ 14,924,695 | | 3% |
| Business Licenses | 9,995,367 | 6,734,302 | (3,261,065) | 67% | 4,035,014 | 2,699,288 | 67% |
| Franchise Fees - Cable | 929,200 | 772,715 | (156,485) | 83% | 803,400 | (30,685) | -4% |
| Franchise Fees - Beach | 35,350 | 37,108 | 1,758 | 105% | 41,754 | (4,646) | -11% |
| Permits | 1,522,575 | 1,922,982 | 400,407 | 126% | 1,480,013 | 442,969 | 30% |
| State Shared Funds | 840,000 | 659,698 | (180,302) | 79% | 659,698 | - | 0% |
| Public Safety | 55,000 | 1,830 | (53,170) | 3% | 3,709 | (1,879) | -51% |
| EMS | 1,507,500 | 1,632,796 | 125,296 | 108% | 1,380,251 | 252,545 | 18% |
| Fines and Fees | - | - | - | 0% | - | - | - |
| Beach Fees | 252,500 | 260,556 | 8,056 | 103% | 222,320 | 38,236 | 17% |
| Accommodations Tax - Local | 3,690,430 | 3,486,947 | (203,483) | 94% | 2,433,379 | 1,053,568 | 43% |
| Miscellaneous Revenue | 437,287 | 384,336 | (52,951) | 88% | 627,771 | (243,435) | -39% |
| Investment Income | 300,000 | 20,276 | (279,724) | 7% | 261,059 | (240,783) | -92% |
| Subtotal | 34,951,391 | 31,350,550 | (3,600,841) | 90% | 26,873,063 | 4,477,487 | 17% |
| Transfers In/Out: | | | () | | | | |
| Accommodations Tax - State | 1,792,750 | 1,417,513 | (375,237) | 79% | 1,535,595 | (118,082) | -8% |
| Hospitality Tax | 3,819,466 | 2,546,311 | (1,273,155) | 67% | 3,049,970 | (503,659) | -17% |
| Beach Preservation Fees | 1,498,253 | 1,248,544 | (249,709) | 83% | 1,247,712 | 832 | 0% |
| TIFTax | 183,600 | 153,000 | (30,600) | 83% | 165,000 | (12,000) | -7% |
| Stormwater Utility | 150,000 | 125,000 | (25,000) | 83% | 114,583 | 10,417 | 9% |
| 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 | 416,352 | (433,270) | 49% | 82,500 | 333,852 | 405% |
| Sunday Liquor Permits | - | - | - | 0% | - | - | - |
| Hurricane Recovery Effort | - | - | - | 0% | - | - | - |
| Home Grant | - | - | - | 0% | - | - | - |
| Total revenues | 43,245,082 | 37,257,270 | (5,987,812) | 86% | 33,068,423 | 4,188,847 | 13% |
| | | | | | | | |
| penditures: | | | | | | | |
| Town Council | | | | | | | |
| Personnel | 172,962 | 121,284 | (51,678) | 70% | 131,011 | (9,727) | -7% |
| Operating | 490,724 | 360,251 | (130,473) | 73% | 187,583 | 172,668 | 92% |
| | 663,686 | 481,535 | (182,151) | 73% | 318,594 | 162,941 | 51% |
| Town Manager | | | | | | | |
| Personnel | 847,885 | 617,042 | (230,843) | 73% | 719,118 | (102,076) | -14% |
| Operating | 23,948 | 11,174 | (12,774) | 47% | 16,927 | (5,753) | -34% |
| | 871,833 | 628,216 | (243,617) | 72% | 736,045 | (107,829) | -15% |
| Administration/Legal | | | | | | | |
| Personnel | 2,610,546 | 2,238,954 | (371,592) | 86% | 2,147,424 | 91,530 | 4% |
| Operating | 2,047,630 | 1,416,870 | (630,760) | 69% | 1,409,348 | 7,522 | 1% |
| Capital | 158,218 | 35,051 | (123,167) | 22% | 64,579 | (29,528) | -46% |
| | 4,816,394 | 3,690,875 | (1,125,519) | 77% | 3,621,351 | 69,524 | 2% |
| Finance | | | | | | | |
| Personnel | 1,839,234 | 1,568,244 | (270,990) | 85% | 1,587,970 | (19,726) | -1% |
| Operating | 227,391 | 227,738 | 347 | 100% | 138,571 | 89,167 | 64% |
| | 2,066,625 | 1,795,982 | (270,643) | 87% | 1,726,541 | 69,441 | 4% |
| Community Development | | | | | | | |
| Personnel | 3,447,716 | 3,038,542 | (409,174) | 88% | 2,894,256 | 144,286 | 5% |
| Operating | 318,144 | 114,553 | (203,591) | 36% | 73,697 | 40,856 | 55% |
| Capital | - | - | - | 0% | - | - | - |
| | 3,765,860 | 3,153,095 | (612,765) | 84% | 2,967,953 | 185,142 | 6% |
| | | | | | | | |
| Public Projects and Facilities | | | | | | | |
| Personnel | 2,096,614 | 1,679,454 | (417,160) | 80% | 1,689,470 | (10,016) | -1% |
| Operating | 4,014,805 | 2,991,391 | (1,023,414) | 75% | 2,594,789 | 396,602 | 15% |
| Capital | - | - | - | 0% | - | - | - |
| | 6,111,419 | 4,670,845 | (1,440,574) | 76% | 4,284,259 | 386,586 | 9% |
| | | | | | | | |
| Sheriff/Beach Services | 3,797,172 | 2,784,914 | (1,012,258) | 73% | 3,401,443 | (616,529) | -18% |
| Fine Denser | | | | | | | |
| Fire Rescue | | | | | | | - |
| Personnel | 14,275,003 | 13,360,149 | (914,854) | 94% | 12,137,104 | 1,223,045 | 10% |
| Operating | 1,796,410 | 1,111,048 | (685,362) | 62% | 1,094,396 | 16,652 | 2% |
| Capital | - | - | - | 0% | - | - | - |
| | 16,071,413 | 14,471,197 | (1,600,216) | 90% | 13,231,500 | 1,239,697 | 9% |
| | | | | | | | _ |
| Townwide | 5,847,920 | 3,869,495 | (1,978,425) | 66% | 3,547,516 | 321,979 | 9% |
| | | | 10 | | | | |
| Total expenditures | 44,012,322 | 35,546,154 | (8,466,168) | 81% | 33,835,202 | 1,710,952 | 5% |
| | | | | | | | |
| Net Result-Revenues Over/(Under) Expenditures | (767,240) | 1,711,116 | 2,478,356 | | (766,779) | 2,477,895 | |

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 and the extension of the due date from April to June 2020.
- 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 1.00% at 5/31/2020 to 0.11% at 5/31/2021.
- 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

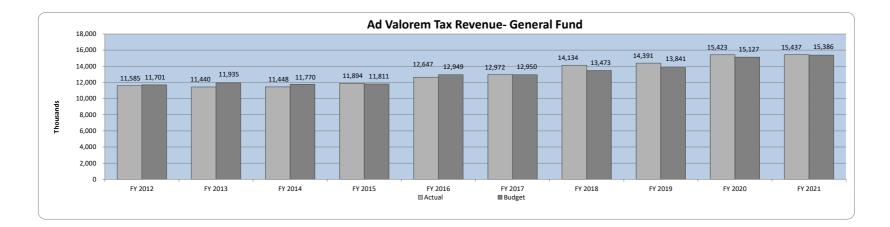
TOWN OF HILTON HEAD ISLAND STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES SPECIAL REVENUE GOVERNMENTAL FUNDS-UNAUDITED FISCAL YEAR 2021 - THROUGH MAY 11th PERIOD)

| | 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: | Financing | ree | IdX | Transfer Fee | IdX | ree | Funas | Funds |
| | \$ 5,319,105 | \$ - 9 | \$ | \$- | \$ - | \$- | \$- | \$ 5,319,105 |
| Road Usage Fees | - 3,313,103 | 872,798 | - | ÷ - | ÷ _ | ÷ - | - - | 872,798 |
| Accommodations Tax-State | | - | 6,072,520 | | | | | 6,072,520 |
| Hospitality Tax | _ | _ | 0,072,520 | _ | 5,541,210 | _ | _ | 5,541,210 |
| Real Estate Transfer Fees | - | - | - | - 6,384,349 | 5,541,210 | - | - | |
| | - | - | - | 0,364,349 | - | - 072 002 | - | 6,384,349 |
| Beach Preservation Fees | - | - | - | - | - | 6,973,893 | - | 6,973,893 |
| Electric Franchise Fees | - | - | - | - | - | | 2,374,404 | 2,374,404 |
| Grant Revenue | - | - | - | - | - | - | 3,905,203 | 3,905,203 |
| Investment Income | 9,634 | 2,176 | 5,843 | 14,529 | 15,822 | 21,363 | 16,736 | 86,103 |
| Total Revenues | 5,328,739 | 874,974 | 6,078,363 | 6,398,878 | 5,557,032 | 6,995,256 | 6,296,343 | 37,529,585 |
| xpenditures: | | | | | | | | |
| General Government | | | | | | | | |
| Town Council | - | - | - | - | - | - | - | - |
| Town Manager | - | - | - | - | - | - | - | - |
| | - | - | - | - | - | - | - | - |
| Administration | | | | | | | | |
| Administration/Legal | - | - | - | 63,844 | - | - | - | 63,844 |
| Finance | - | - | - | - | - | - | - | - |
| | - | - | - | 63,844 | - | - | - | 63,844 |
| Community Services | | | | | | | | |
| Community Development | - | - | - | - | - | - | 20,613 | 20,613 |
| Public Projects and Facilities | - | - | - | - | - | - | - | - |
| | - | - | - | - | - | - | 20,613 | 20,613 |
| Public Safety | | | | | | | | |
| Sheriff/Shore Svcs | - | - | - | - | - | - | - | - |
| Fire & Rescue | - | - | - | - | - | - | 157,319 | 157,319 |
| | - | - | - | - | - | - | 157,319 | 157,319 |
| Grants | - | - | 3,252,115 | - | 281,375 | 24,075 | 848,731 | 4,406,296 |
| Capital Outlay/Projects | - | - | - | - | - | - | 664,943 | 664,943 |
| Total expenditures | - | - | 3,252,115 | 63,844 | 281,375 | 24,075 | 1,691,606 | 5,313,015 |
| Excess (deficiency) of revenues | | | | | | | | |
| over (under) expenditures | 5,328,739 | 874,974 | 2,826,248 | 6,335,034 | 5,275,657 | 6,971,181 | 4,604,737 | 32,216,570 |
| Other financing sources (uses): | | | | | | | | |
| Transfers Out: | | | | | | | | |
| General Fund | (153,000) | - | (1,417,513) | - | (2,546,311) | (1,248,544) | (416,352) | (5,781,720 |
| Accommodations Tax - State | - | - | - | - | - | - | - | - |
| Hospitality Tax | - | - | - | - | - | - | - | - |
| Real Estate Transfer | - | - | - | - | - | - | - | - |
| Beach Preservation | - | - | - | - | - | - | - | - |
| Electric Franchise | - | - | - | - | - | - | - | - |
| TIF | - | - | - | - | - | - | - | - |
| Stormwater Utility | - | - | - | - | - | - | _ | - |
| Debt Service Fund | - (3,926,703) | - | - | - (1,481,757) | - (1,441,775) | - (3,975,850) | - | - (10,826,085 |
| | | (344 544) | - | | | | - | |
| Capital Projects Fund | (3,440,476) | (244,541) | - | (2,340,343) | (1,546,630) | (710,829) | - | (8,282,819 |
| Hurricane Effort | - | - | - | - | - | - | - | - |
| Transfers In: | | | | | | | | |
| General Fund | - | - | - | - | - | - | - | - |
| Debt Service Fund | - | - | - | - | - | - | - | - |
| Capital Projects Fund | - | - | - | - | - | - | - | - |
| - Total other financing sources (uses) | (7,520,179) | (244,541) | (1,417,513) | (3,822,100) | (5,534,716) | (5,935,223) | (416,352) | (24,890,624 |
| Net change in fund balance | (2,191,440) | 630,433 | 1,408,735 | 2,512,934 | (259,059) | 1,035,958 | 4,188,385 | 7,325,946 |
| Fund balance - beginning | 6,124,905 | 2,804,806 | 3,443,421 | 7,746,460 | 9,736,993 | 13,438,709 | 8,938,964 | 52,234,258 |
| - | - | | - | | | | | |

Revenue Analysis General Fund

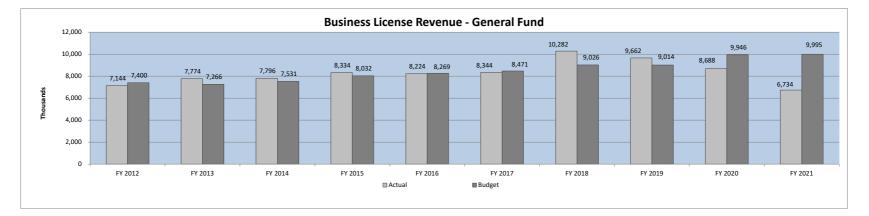
Ad Valorem Tax Revenue - General Fund Revenues by Month/Fiscal Year

| 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 | 40 497 | 70 202 | 157 450 | 1 0 2 0 | CF 001 | 1 0 47 420 | 1 015 357 | 0 174 504 | 801 020 | 407 020 | 0 204 242 | 96.966 | C0 042 | 202.220 | 427 120 | 11 004 202 |
| 2015 | 38,766 0% | 40,487 0% | 78,203 | 157,456 | 1,930 0% | 65,991 1% | 1,847,436 16% | 1,915,357 | 8,174,584 69% | 801,920 7% | 407,838 3% | 9,384,342 79% | 86,866 1% | 68,042 1% | 282,220 | 437,128 | 11,894,283 100% |
| | 0% | 0% | 1% | 1% | 0% | 1% | 10% | 16% | 69% | 1% | 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% | 44,500 0% | 133,003 | 242,034 | 1,033,037 8% | 0% | 10% | 41% | 41% | 252,100 | 84% | 1% | 233,175 | 225,005 | 5% | 100% |
| | 0/0 | 0/0 | 070 | 1/0 | 270 | 0,0 | 070 | 10/0 | 41/0 | 41/0 | 270 | 04/0 | 170 | 270 | 270 | 5/0 | 100/0 |
| 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 |
| | 0% | 0% | 1% | 2% | 1% | 10% | 0% | 10% | 41% | 41% | 0% | 82% | 2% | 2% | 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 | 134,157 | 263,799 | 78,169 | 71,690 | 1,220,574 | 1,370,433 | 2,394,688 | 5,006,290 | 5,803,142 | 13,204,120 | 535,164 | 63,488 | - | 598,652 | 15,437,004 |
| | 0% | 1% | 1% | 2% | 1% | 0% | 8% | 9% | 16% | 32% | 38% | 86% | 3% | 0% | 0% | 4% | 100% |



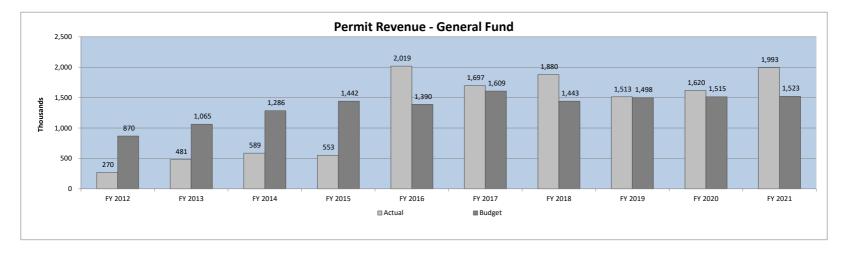
Business License Revenue - General Fund Revenues by Month/Fiscal Year

| 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% |
| | | | | | | | | | | | | | | | | | |
| 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 | 37,400 0% | 2% | 1% | 29,973 | 1% | 2% | 4% | 515,711 6% | 11% | 22% | 7% | 1,407,134 | 4,210,929 | 0,238,088 75% | 100% |
| | 170 | 170 | 070 | 270 | 1/0 | 070 | 170 | 270 | 470 | 070 | 11/0 | 22/0 | 770 | 1070 | 51/0 | 75/0 | 100% |
| 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% |
| | | | | | | | | | | | | | | | | | |
| 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% | 70,285 1% | 28,084 | 2% | 22,085 | 18,401 | 50,975 1% | 97,439 1% | 8% | 750,250 9% | 800,785 9% | 2,240,458 26% | 8% | 841,272 10% | 4,055,455 54% | 0,185,408 71% | 8,888,489 100% |
| | 1% | 1% | 0% | 2% | 0% | 0% | 1% | 1% | 0% | 9% | 9% | 20% | 6% | 10% | 54% | /1% | 100% |
| 2021 | 24,115 | 328,495 | 1,155,774 | 1,508,384 | 28,558 | 19,766 | 20,679 | 69,003 | 794,863 | 672,581 | 1,142,632 | 2,610,076 | 1,682,248 | 864,591 | | 2,546,839 | 6,734,302 |
| -921 | 0% | 520,455 | 1,133,774 | 22% | 20,550 | 0% | 20,075 | 1% | 12% | 10% | 1,142,032 | | 25% | 13% | 0% | 38% | 100% |
| | 0/0 | 5,0 | 1770 | | 0,0 | 0,0 | 0,0 | 2/0 | 22/0 | 20/0 | 1770 | 0070 | 20/0 | 10/0 | 070 | 00/0 | 100/0 |



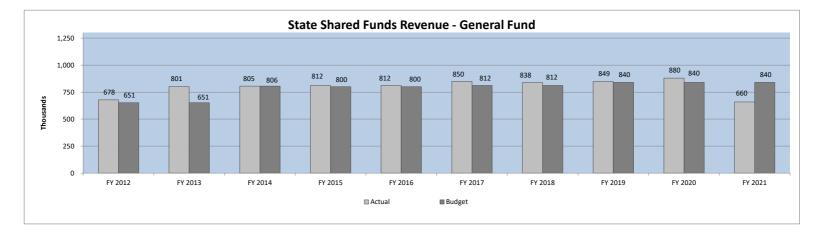
Permit Revenue - General Fund Revenues by Month/Fiscal Year

| 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 | 7% | 55,858 7% | 54,550 7% | 204,100 | 108,540 | 6% | 9% | 23% | 9% | 120,791 9% | 100,000 | 400,202 | 93,209 7% | 173,872 | 89,899 7% | 26% | 1,371,324 |
| | 770 | 770 | ,,,, | -1/0 | 070 | 0/0 | 570 | 23/0 | 570 | 570 | 12/0 | 50% | ,,,, | 13/0 | ,,,, | 20/0 | 100,0 |
| 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 |
| | 5% | 7% | 12% | 24% | 10% | 6% | 9% | 25% | 10% | 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 9% | 108,292 | 344,576 20% | 105,919 | 203,734 | 184,066 | 493,719 29% | 160,748 9% | 160,575 9% | 139,856 | 461,179 27% | 141,799 | 110,359 7% | 145,807 | 397,965 23% | 1,697,439 100% |
| | 5% | 9% | 6% | 20% | 6% | 12% | 11% | 29% | 9% | 9% | 8% | 21% | 8% | / 70 | 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 |
| 2010 | 6% | 8% | 4% | 18% | 17% | 105,040 | 11% | 38% | 9% | 8% | 7% | · · | 7% | 7% | 7% | 21% | 100% |
| | | | | | | | | | | | | | | | | | |
| 2019 | 96,100 | 155,990 | 157,720 | 409,810 | 159,615 | 123,830 | 97,878 | 381,323 | 137,075 | 130,264 | 164,498 | 431,837 | 105,075 | 93,622 | 91,486 | 290,183 | 1,513,153 |
| | 6% | 10% | 10% | 27% | 11% | 8% | 6% | 25% | 9% | 9% | 11% | 29% | 7% | 6% | 6% | 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 |
| | 6% | 7% | 7% | 19% | 10% | 7% | 18% | 36% | 9% | 8% | 8% | 26% | 6% | 4% | 9% | 19% | 100% |
| 2024 | 120.000 | 124.054 | 402.072 | 257.024 | 455 607 | 112 702 | 102.402 | 450.000 | 246.006 | 454 700 | 214 465 | 742.400 | 222.001 | 227 220 | | 474 020 | 1 003 003 |
| 2021 | 128,998 | 124,954 | 103,872 | 357,824 | 155,687 | 112,763 6% | 182,480 | 450,930 | 346,996 | 151,728 | 214,465 | 713,189 | 233,801 | 237,238 | 00/ | 471,039 | 1,992,982 |
| ļ | 6% | 6% | 5% | 18% | 8% | b% | 9% | 23% | 17% | 8% | 11% | 36% | 12% | 12% | 0% | 24% | 100% |



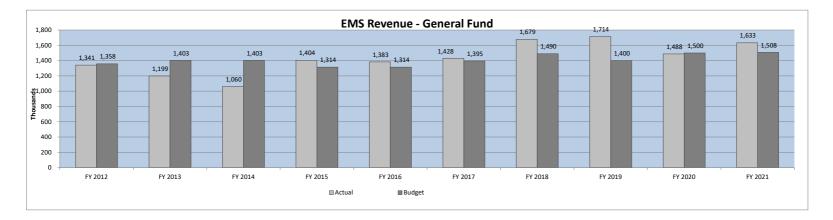
State Shared Revenue - General Fund Revenues by Month/Fiscal Year

| 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 | | | | _ | 171,850 | | | 171,850 | 284,773 | | | 284.773 | 171,849 | - | 176,555 | 348,404 | 805,027 |
| 2014 | - | - | - | - 0% | | - | - | | , | - | - | - / - | , | | | | |
| | 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 |
| | 0% | 0% | 0% | 0% | 33% | 0% | 0% | 33% | 22% | 0% | 0% | 22% | 22% | 0% | 23% | 45% | 100% |
| | 0,0 | 0/0 | 070 | 0/0 | 3370 | 070 | 070 | 3370 | 22/0 | 0/0 | 070 | 22/0 | 22/0 | 0/0 | 2370 | 43/0 | 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% |
| | | | | | 240.000 | | | | 240.000 | | | | 242.000 | | 220.464 | | |
| 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 | | | | | 219,899 | | | 219,899 | 219,900 | | | 219,900 | 219,899 | | | 219,899 | 659,698 |
| 2021 | - 0% | - 0% | - 0% | - 0% | 219,899 | - 0% | - 0% | 219,899 33% | 219,900 | - 0% | - 0% | 219,900 | 219,899 | - 0% | 0% | 219,899 | |
| | 0% | 0% | 0% | 0% | 33% | 0% | 0% | 33% | 33% | 0% | U% | 33% | 33% | 0% | 0% | 33% | 100% |



EMS Revenue - General Fund Revenues by Month/Fiscal Year

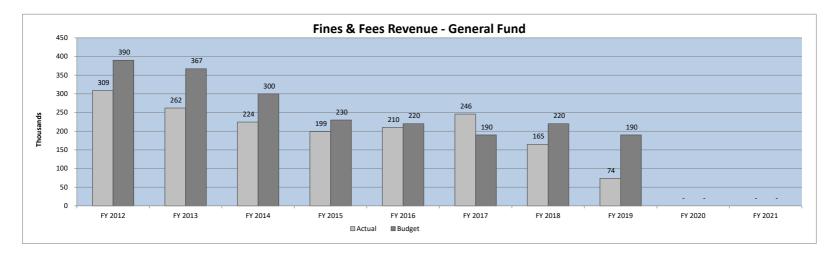
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|---------|---------|-----------|-----------|---------|--------------|----------|-----------|---------------|----------------|----------|-----------|----------|---------|---------------|-----------|-----------|
| 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 | 110,511 11% | 129,441 | 348,708 | 138,482 | 110,034 | -34% | -10% | 1,055,518 |
| | 1270 | 1570 | 20/0 | 4770 | 10/0 | 10/0 | 11/0 | 50% | 10/0 | 11/0 | 12/0 | 3376 | 1370 | 10/0 | -3470 | -10% | 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 |
| 2018 | 14% | 105,054 | 44,007 | 442,313 | 8% | 55,011 6% | 140,290 | 22% | 104,158 6% | 108,123 | 8% | 24% | 8% | 191,899 | 141,739 8% | 405,335 | 1,078,300 |
| | 1470 | 1070 | 570 | 20/0 | 0/0 | 0/0 | 0,0 | 22,0 | 0/0 | 10/0 | 0/0 | 24/0 | 0/0 | 11/0 | 070 | 20/0 | 100% |
| 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 | 193,145 | 516,696 | 107,825 | 135,283 | 145,007 | 388,115 | 115,734 | 94,393 | 201,745 | 411,872 | 173,595 | 142,518 | | 316,113 | 1,632,796 |
| | 12% | 8% | 12% | 32% | 7% | 8% | 9% | 24% | 7% | 6% | 12% | 25% | 11% | 9% | 0% | 19% | 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

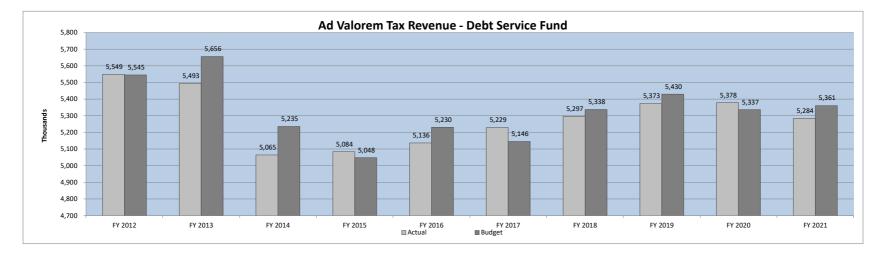
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|--------|--------|-----------|-----------|---------|----------|----------|-----------|---------|----------|--------|-----------|--------|--------|--------|-----------|---------|
| 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% | 100% |
| 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% | 100% |
| 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

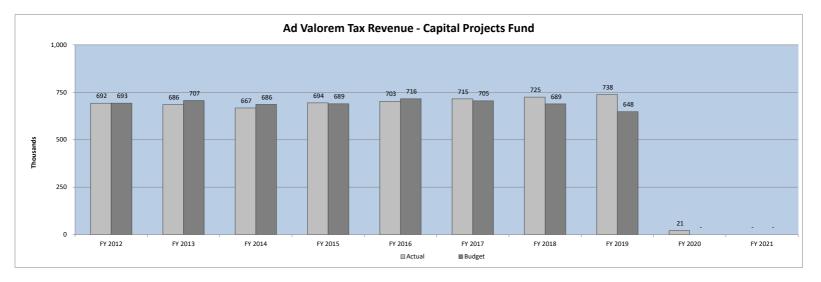
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|--------------------|--------------|--------------|-----------|-----------|-----------|---------------|---------------|---------------|-----------|-----------|-----------|------------------|--------------|--------------|---------|-----------|-------------------|
| 2012 | - | 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 | 4 344 377 | 2 252 452 | 101 110 | 54 200 | 2 405 406 | 72.776 | 42.465 | 146.020 | 262.464 | 5 064 075 |
| 2014 | 19,946 0% | 23,588 0% | 28,897 | 72,431 | 857 0% | 124,303 2% | 1,119,117 | 1,244,277 | 3,252,452 | 181,448 | 51,206 | 3,485,106 69% | , - | 43,465 1% | 146,920 | 263,161 | 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 |
| 1015 | 0% | 0% | 1% | 1% | 0% | 1% | 16% | 16% | 69% | 7% | 3% | 79% | 1% | 1% | 2% | 4% | 100% |
| | 0,0 | 0,0 | 1/0 | -/- | 0,0 | 2/0 | 10/0 | 20/0 | 0070 | ., | 5,0 | 10/0 | 2/0 | 2/0 | 270 | .,. | |
| 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% |
| | | ~~ ~~~ | 55 005 | | 26.400 | 405 400 | 202.042 | | | 0.000 754 | 07.005 | | <i>c</i> | | 161.073 | | |
| 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 | 5,372,835 |
| | 0% | 1% | 1% | 2% | 1% | 2% | 7% | 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 |
| 2020 | 0% | 25,500 | 42,774 | 1% | 20,150 | 1% | 575,585 7% | 401,570 9% | 45% | 39% | 1% | 4,502,158 85% | 41,510 1% | 1% | 3% | 4% | 100% |
| | 078 | 170 | 170 | 176 | 170 | 170 | 776 | 578 | 4378 | 3370 | 170 | 8378 | 1/0 | 1/0 | 370 | 478 | 100% |
| 2021 | - | 45,182 | 43,146 | 88,328 | 27.237 | 22,600 | 417,834 | 467.671 | 820,093 | 1,715,899 | 1,988,268 | 4,524,260 | 182,193 | 21.778 | | 203,971 | 5,284,230 |
| 1 1 | 0% | 1% | 1% | 2% | 1% | 0% | 8% | 9% | 16% | 32% | 38% | 86% | 3% | 0% | 0% | 4% | 100% |
| | 270 | 270 | 1/0 | 1,0 | 2/0 | 270 | 570 | 570 | 20/0 | 22/0 | 20/0 | 20/0 | 570 | 270 | 0,0 | .,, | / |



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

Revenues by Month/Fiscal Year

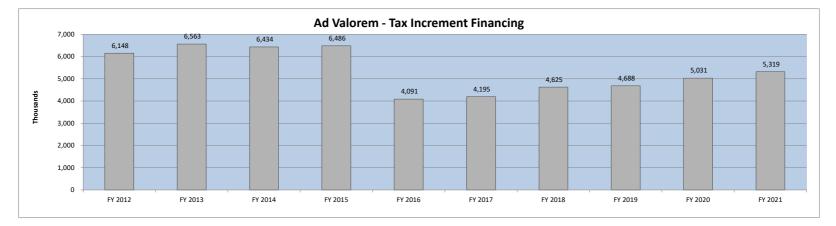
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|-------|--------|-----------|-----------|---------|----------|--------------|-----------|---------|----------|--------|-----------|-------------|--------|--------|-----------|---------|
| 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 |
| | 0% | 0% | 1% | 1% | 0% | 2% | 22% | 25% | 64% | 4% | 1% | 69% | 1% | 1% | 3% | 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 |
| -010 | 0% | 0% | 1% | 1% | 0% | 1% | 16% | 16% | 69% | 7% | 3% | 79% | 1% | 1% | 2% | 4% | 100% |
| | 0/0 | 0/0 | 170 | 1/0 | 070 | 1/0 | 10/0 | 10/0 | 0570 | 770 | 570 | 15/0 | 170 | 170 | 270 | 470 | 100/0 |
| 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 |
| 2015 | - 0% | 4,582 | 1% | 2% | 4,552 | 2% | 53,835 7% | 10% | 44% | 38% | 2% | 84% | 8,439 1% | 4,085 | 22,043 | 5% | 100% |
| | 070 | 170 | 170 | 270 | 170 | 270 | 770 | 10% | 4470 | 50% | 270 | 0470 | 170 | 170 | 370 | 576 | 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% | 8% | 44% | 9% | 0% | 0% | -, 9% | 0% | 0% | 0% | 0% | 100% |
| | | | | | | | | | • / • | | | | | • • • | •,- | | |
| 2021 | - | - | - | - | - | - | - | - | - | | - | - | - | | | - | - |
| | 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

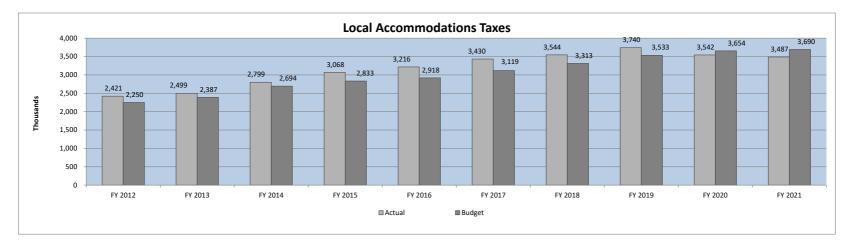
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|--------------------|----------|--------|-----------|-----------|---------|--------------|-----------|----------------|------------------|-----------|-----------|------------------|---------|--------|----------|-----------|-----------|
| 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 |
| 2014 | - 0% | - 0% | 25,471 | 25,471 | - 0% | 97,085 2% | 12% | 842,144 13% | 4,902,187 76% | 225,080 | 1% | 5,195,359 81% | 2% | 40,548 | 3% | 572,594 | 0,433,508 |
| | 078 | 078 | 078 | 078 | 076 | 270 | 12/0 | 1378 | 7078 | 370 | 170 | 81/6 | 270 | 170 | 370 | 078 | 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 |
| 2010 | 0% | 0% | 23,885 | 23,005 | 0% | 0% | 2% | 3% | 49% | 43% | 1% | 93% | 2% | 1% | 1% | 4% | 4,024,500 |
| | 0/0 | 0/0 | 1/0 | 170 | 070 | 070 | 270 | 3,0 | 4570 | 4370 | 1/0 | 55/6 | 270 | 170 | 1/0 | 470 | 100/0 |
| 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 | 5,208 | (1,283) | 17,002 | 846,079 | 2,276,351 | 1,909,233 | 5,031,663 | 203,081 | 20,529 | 00/ | 223,610 | 5,319,105 |
| | 0% | 1% | 0% | 1% | 0% | 0% | 0% | 0% | 16% | 43% | 36% | 95% | 4% | 0% | 0% | 4% | 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.

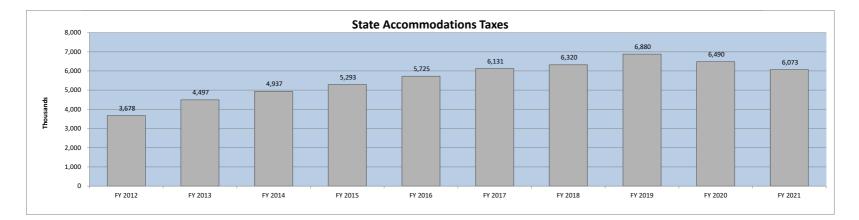
Local ATAX Revenue Revenues by Month/Fiscal Year

| 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 |
| 2014 | (101) 0% | 2% | 49,233 | 4% | 1,038,038 | 43,037 | 21,517 1% | 1,102,992 39% | 8% | 17,580 | 30,003 1% | 209,007 | 255,515 9% | 38,709 1% | 37% | 47% | 2,798,783 |
| | 0% | 270 | 270 | 4/0 | 5776 | 270 | 170 | 35% | 870 | 170 | 170 | 10% | 970 | 170 | 5770 | 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 |
| 2018 | 0% | 2% | 50,525 1% | 4% | 36% | 2% | 23,190 | 1,558,545 | 529,491 9% | 17,587 0% | 22,400 | 309,284 10% | 11% | 2% | 1,250,418 35% | 48% | 3,343,910 100% |
| | 070 | 270 | 170 | 470 | 50% | 270 | 170 | 50/0 | 570 | 070 | 170 | 10/0 | 11/0 | 270 | 5570 | 40/0 | 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 | 172,710 | 63,485 | 1,654,252 | 487,871 | 50,275 | 61,363 | 599,509 | 496,545 | 196,181 | | 692,726 | 3,486,947 |
| | 0% | 9% | 6% | 15% | 41% | 5% | 2% | 47% | 14% | 1% | 2% | 17% | 14% | 6% | 0% | 20% | 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 |
|--------------------|------|---------|-----------|-----------|------------------|----------|----------|------------------|------------------|----------|-------|------------------|----------------|------|------------------|------------------|--------------------------|
| 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 |
| | 0% | 0% | 0% | 0% | 46% | 0% | 0% | 46% | 13% | 0% | 0% | 13% | 6% | 0% | 35% | 41% | 100% |
| | | | | | | | | | | | • / • | | | | | | |
| 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 | | | | | 2 702 050 | | | 2 702 050 | 747.070 | | | | 447.052 | | 2 4 74 02 4 | 2 500 475 | C 424 442 |
| 2017 | - 0% | - 0% | - | - | 2,793,958 46% | - 0% | - | 2,793,958 46% | 747,978 12% | - | - 0% | 747,978 | 417,652 7% | - 0% | 2,171,824 35% | 2,589,476 42% | 6,131,412 100% |
| | 0% | 0% | 0% | 0% | 40% | 0% | 0% | 40% | 12% | 0% | 0% | 12% | 1% | 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 |
| | 0% | 0% | 0% | 0% | 44% | 0% | 0% | 44% | 14% | 0% | 0% | 14% | 6% | 0% | 36% | 42% | 100% |
| | | | | | | | | | | | | | | | | | |
| 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 | | | | | 3,655,462 | | - | 3,655,462 | 1,598,915 | | | 1,598,915 | 818,143 | | | 818,143 | 6 072 520 |
| 2021 | - 0% | - 0% | - 0% | - 0% | 3,055,462 60% | - 0% | - 0% | | 1,598,915 26% | - 0% | - 0% | 1,598,915 26% | 818,143 13% | - 0% | 0% | 818,143 13% | 6,072,520 <i>100%</i> |
| | 076 | 078 | 078 | 0/8 | 00% | 076 | 076 | 00% | 2070 | 076 | 076 | 20/8 | 1370 | 078 | 078 | 13/6 | 100% |



Real Estate Transfer Fee Revenue Revenues by Month/Fiscal Year

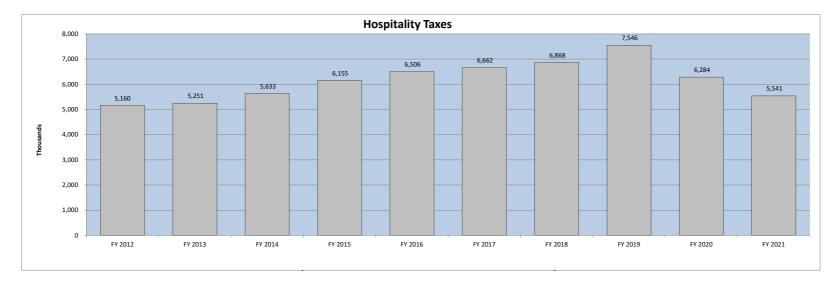
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|----------|---------|-----------|-----------|---------|---------------|---------------|-----------|-----------|----------|---------|-----------|---------|---------|---------|-----------|-----------|
| 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 5 60 | 200.024 | 212 701 | COF 475 | 201 251 | 202 247 | 150 674 | 635 343 | 4 40 70 4 | 122.015 | 102.000 | 454 707 | 242 740 | 242.052 | 226 007 | 602 6F7 | 2 460 004 |
| 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 |
| 1015 | 9% | 8% | 7% | 24% | 10% | 6% | 11% | 26% | 6% | 4% | 9% | 20% | 8% | 10% | 11% | 30% | 100% |
| | 570 | 0,0 | ,,,, | | 10/0 | 0,0 | 11/0 | 20/0 | 0,0 | 170 | 570 | -0/3 | 0,0 | 20/0 | | | 200/0 |
| 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% |
| 2010 | 206.001 | 242.002 | 206 246 | 016 100 | 220 404 | 262.222 | 200 505 | | 240.200 | 175 100 | 247.464 | 740.000 | 226.020 | 275 005 | 277.000 | 070.014 | 2 200 407 |
| 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 |
| 2020 | 10% | 8% | 230,033 | 27% | 10% | 232,240 7% | 301,810 8% | 25% | 9% | 5% | 255,558 | 22% | 8% | 7% | 10% | 26% | 100% |
| | 1076 | 070 | 070 | 21/0 | 1076 | 770 | 070 | 23/8 | 570 | 578 | 070 | 22/0 | 070 | 770 | 1076 | 20% | 100% |
| 2021 | 507,895 | 633,339 | 590,226 | 1,731,460 | 704,857 | 555,031 | 668,553 | 1,928,441 | 426,367 | 393,801 | 618,372 | 1,438,540 | 646,491 | 639,417 | | 1,285,908 | 6,384,349 |
| - | 8% | 10% | 9% | 27% | 11% | 9% | 10% | 30% | 7% | 6% | 10% | 23% | 10% | 10% | 0% | 20% | 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 4% | 471,405 | 23% | 185,659 3% | 2% | 1,576,701 28% | 13% | 2% | 152,645 | 950,208 17% | 13% | 211,502 4% | 1,005,545 30% | 2,029,038 47% | 5,655,450 |
| | 0% | 4% | 4% | 070 | 2370 | 570 | Z 70 | 20% | 15% | 270 | ∠70 | 17% | 15% | 470 | 50% | 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% |
| | 0,0 | 170 | .,,, | 0,0 | 22/0 | 570 | 2/0 | 20/0 | 10/0 | 270 | 270 | 1770 | 10/0 | .,. | 5070 | | 20070 |
| 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 |
| 2019 | (9,511) 0% | 519,850 7% | 511,840 4% | 822,559 11% | 1,442,824 | 508,557 4% | 2% | 1,955,991 26% | 940,109 12% | 2% | 2% | 1,284,789 | 1,004,704 | 521,475 4% | 2,170,401 29% | 5,502,658 46% | 1,543,777 |
| | 0% | / 70 | 4% | 1176 | 19% | 4% | Z 70 | 20% | 1270 | 270 | ∠70 | 17% | 15% | 470 | 29% | 40% | 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 |
| 2020 | 0% | 7% | 5% | 12% | 24% | 5% | 3% | 33% | 16% | 3% | 2% | 21% | 5% | 3% | 26% | 34% | 100% |
| | 0,0 | 770 | 570 | 12/0 | 2470 | 570 | 570 | 33/0 | 10/0 | 570 | 270 | 21/0 | 570 | 570 | 2070 | 34/6 | 100% |
| 2021 | (1,066) | 479,724 | 302,201 | 780,859 | 1,465,205 | 353,444 | 176,301 | 1,994,950 | 1,005,209 | 153,767 | 169,022 | 1,327,998 | 1,046,038 | 391,365 | | 1,437,403 | 5,541,210 |
| | 0% | 9% | 5% | 14% | 26% | 6% | 3% | 36% | 18% | 3% | 3% | 24% | 19% | 7% | 0% | 26% | 100% |



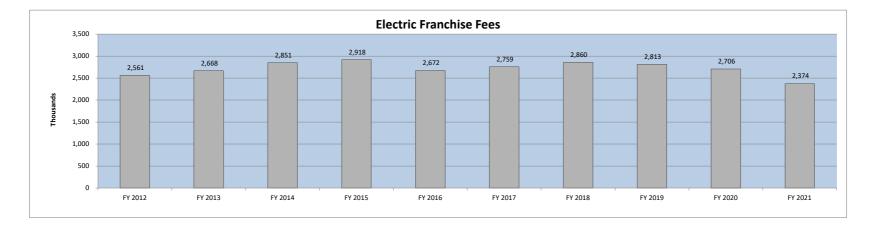
Beach Preservation Fee Revenue Revenues by Month/Fiscal Year

| 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 | (221) | 114 201 | 00 505 | 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 | 5 507 565 |
| 2014 | (321) | 114,381 | 98,505 | | | , | | | , | , | | | | , | | | 5,597,565 |
| | 0% | 2% | 2% | 4% | 37% | 2% | 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 |
| | 0% | 2% | 3% | 5% | 38% | 1% | 1% | 40% | 9% | 0% | 0% | 10% | 9% | 2% | 35% | 46% | 100% |
| | 070 | 270 | 570 | 576 | 50/0 | 170 | 1/0 | 40/0 | 570 | 070 | 070 | 10/0 | 570 | 270 | 5570 | 40/0 | 100/0 |
| 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 | 0% | 238,803 | 3% | 438,222 | 2,035,858 | 154,033 2% | 2% | 2,525,501 | 10% | 87,032 1% | | 12% | 473,733 | 2% | 2,210,472 | 2,839,838 | 100% |
| | 0% | 4% | 3% | 0% | 58% | ∠% | ۷% | 41% | 10% | 1% | 1% | 12% | 1 % | ∠% | 51% | 40% | 100% |
| 2021 | (344) | 648,756 | 432,509 | 1,080,921 | 2,836,113 | 345,421 | 127,533 | 3,309,067 | 975,178 | 100,550 | 122,725 | 1,198,453 | 993,091 | 392,361 | | 1,385,452 | 6,973,893 |
| | 0% | 9% | 6% | 15% | 41% | 5% | 2% | 47% | 14% | 100,000 | 2% | 17% | 14% | 6% | 0% | 20% | 100% |
| | 070 | 570 | 070 | 13/0 | 41/0 | 570 | 270 | 4770 | 1470 | 170 | 270 | 1770 | 1470 | 070 | 070 | 20/0 | 100% |



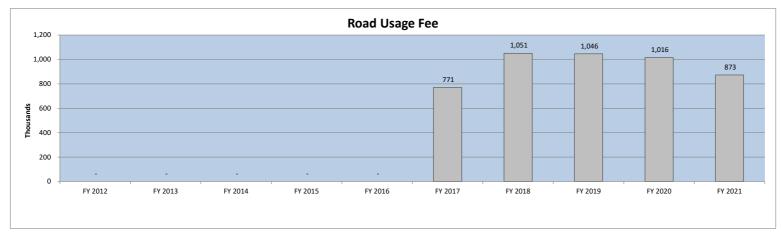
Electric Franchise Fee Revenue Revenues by Month/Fiscal Year

| 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 | 276 806 | 294,926 | 274,448 | 846.180 | 211.839 | 183,669 | 194.716 | 500 224 | 230,745 | 296,174 | 226 560 | 753.479 | 215,220 | 203,769 | 242,046 | 661.025 | 2,850,918 |
| 2014 | 276,806 10% | 294,920 | 274,448 | 30% | 211,859 7% | 185,009 | 194,710 | 590,224 21% | 230,743 | 296,174 | 226,560 8% | 755,479 26% | 215,220 8% | 205,769 | 242,040 | 661,035 23% | 2,850,918 |
| | 10% | 10% | 10% | 50% | 7 70 | 0% | 770 | 21% | 070 | 10% | 070 | 20% | 070 | 7 70 | 070 | 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% |
| 2010 | | 206 474 | 202.024 | 500 405 | 200.004 | 242 240 | 207 474 | 720 702 | 477.040 | 206.050 | 272.016 | 705 000 | 402.020 | 206 205 | 446 224 | 000 555 | 2 050 020 |
| 2018 | - 0% | 286,171 | 302,024 | 588,195 | 280,004 | 242,318 8% | 207,471 | 729,793 | 177,218 6% | 286,059 | 272,016 | 735,293 | 183,936 | 206,385 7% | 416,234 | 806,555 | 2,859,836 <i>100%</i> |
| | 0% | 10% | 11% | 21% | 10% | 8% | 7% | 26% | 6% | 10% | 10% | 26% | 6% | 1% | 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 |
| 2015 | 0% | 10% | 11% | 21% | 10% | 8% | 6% | 25% | 8% | 8% | 9% | 25% | 6% | 7% | 405,155 17% | 30% | 100% |
| | 0,0 | 20/0 | 11/0 | -1/0 | 20/0 | 0,0 | 0,0 | _0/0 | 0,0 | 0,0 | 570 | _0/0 | 0,0 | 770 | 1,70 | | |
| 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 |
| | 0% | 11% | 11% | 22% | 10% | 9% | 7% | 26% | 6% | 8% | 8% | 22% | 8% | 7% | 16% | 30% | 100% |
| | | | | | | | | | | | | | | | | | |
| 2021 | - | 283,256 | 313,306 | 596,562 | 292,719 | 221,868 | 200,865 | 715,452 | 162,356 | 239,436 | 240,349 | 642,141 | 212,751 | 207,498 | | 420,249 | 2,374,404 |
| | 0% | 12% | 13% | 25% | 12% | 9% | 8% | 30% | 7% | 10% | 10% | 27% | 9% | 9% | 0% | 18% | 100% |



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 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 1 - [| - |
| | 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% | 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% |
| 2010 | | 00 207 | 04 620 | 474.045 | 02 102 | 00.042 | 76 552 | 240 507 | 70.045 | 04.042 | 102 170 | 257.650 | 00 550 | 00.005 | 102 272 | 260 724 | 1 050 034 |
| 2018 | - 0% | 80,207 8% | 94,638 9% | 174,845 17% | 82,102 8% | 90,943 9% | 76,552 7% | 249,597 24% | 70,645 7% | 84,843 8% | 102,170 10% | 257,658 25% | 89,556 9% | 86,895 8% | 192,273 18% | 368,724 35% | 1,050,824 <i>100%</i> |
| | 0% | 070 | 370 | 1776 | 070 | 3% | 1 70 | 24% | 1 /0 | 070 | 10% | 23% | 970 | 070 | 10% | 55% | 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% | | 9% | 8% | 24% | 7% | 10% | 8% | 24% | 9% | 9% | 16% | | 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 | 91,897 | 74,580 | 252,218 | 67,711 | 95,128 | 83,251 | 246,090 | 105,889 | 88,151 | | 194,040 | 872,798 |
| ļ | 0% | 11% | 10% | 21% | 10% | 11% | 9% | 29% | 8% | 11% | 10% | 28% | 12% | 10% | 0% | 22% | 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 |
| | 0% | 0% | 1% | 1% | 0% | 0% | 20% | 21% | 69% | 1% | 2% | 72% | 0% | 0% | 6% | 6% | 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 | - | 74,796 | 21,179 | 95,975 | 12,246 | 7,528 | 411 | 20,185 | 1,125,627 | 1,389,160 | 2,124,901 | 4,639,688 | 202,620 | 23,283 | | 225,903 | 4,981,751 |
| | 0% | 2% | 0% | 2% | 0% | 0% | 0% | 0% | 23% | 28% | 43% | 93% | 4% | 0% | 0% | 5% | 100% |

