



Department of Finance  
*Quarterly Review*

*For the Period Ended September 30, 2019*

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*Town of Addison*



## *Table of Contents - Quarter Ended 09/30/19*

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Memorandum to the City Manager .....	1-2
Executive Dashboard .....	3-6
General Fund, Quarterly Statement of Revenues Compared to Budget .....	7
General Fund, Quarterly Statement of Expenditures Compared to Budget .....	8
Hotel Fund .....	9
Economic Development Fund.....	10
Airport Fund .....	11
Utility Fund.....	12
Stormwater Fund.....	13
Schedule of Sales Tax Collections and Related Analyses .....	14
Hotel Occupancy Tax Collection by Hotel Service Type.....	15



**To: Wes Pierson, City Manager**  
**From: Bill Hawley, Interim Finance Director**  
**Re: Fourth Quarter Financial Review**  
**Date: 10/30/2019**

This is the fourth quarter report for the 2018-2019 fiscal year. Revenues and expenditures reflect activity from October 1, 2018 through September 30, 2019 or one hundred percent of the fiscal year.

### GENERAL FUND

- Fiscal year to date revenue totaled \$40.1 million, which is 106.3 percent of the overall budget amount. Property tax revenues are at 102 percent of budget. Sales tax collections are 107.2 percent of the budget. Four quarters of mixed beverage taxes has been received from the state as of September 30, 2019. Municipal court fines are at 117.6 percent of budget.
  1. Electric franchise fees were 96.5 percent of budget as of September 30, 2019. Telecommunications access fees were 84.2 percent of budget, the result of both a change in consumer habits as people eliminate their land-lines and a change in legislation that limits the collection of telecommunications and cable franchise fees.
- Fiscal year-to-date expenditures and transfers totaled approximately \$40.1 million, which is 94.5 percent of budget. All departments were at or below their respective budgets for fiscal year 2019.

### HOTEL FUND

- Revenues through the fourth quarter totaled approximately \$7.2 million, 80.4 percent of the fiscal year 2019 budget. Hotel occupancy tax collections were 97.7 percent of budget thru twelve months of collections. Special Events revenues are lower than budgeted, but the fiscal year 2019 budget has not been amended to reflect the elimination of Tasty Bucks.
  2. Conference Centre revenues ended the fiscal year \$96 thousand below budget.
- Hotel Fund expenditures total \$6.8 million or 75.7 percent of budget. All departments were at or below their respective budgets for fiscal year 2019.

## AIRPORT FUND

- Operating revenue through the fourth quarter totaled approximately \$6.9 million or 127.6 percent of the fiscal year 2019 budget.
- Year-to-date operating expenses amounted to \$4.8 million, resulting in operating income of \$2.1 million.

## UTILITY FUND

- Operating revenue through the fourth quarter totaled \$11.8 million or 92.2 percent of the fiscal year 2019 budget. With a one-month lag in the collection of utility revenues, eleven months (91.7 percent) of the fiscal year has expired.
  3. Water sales are 84.5 percent of the fiscal year 2019 budget, the result of unusually wet weather this spring. Sewer charges are 84.7% of budget, also the result of unusually wet weather.
- Operating expenses through the fourth quarter totaled approximately \$11.8 million, or 97.6 percent of the fiscal year 2019 budget.
  4. Wastewater treatment expenses are unusually high due to increased costs from the Trinity River Authority wastewater treatment.
  5. Interest costs for Certificates of Obligation issued in the fall of 2018 were higher than projected in the fiscal year 2019 budget.

## STORMWATER FUND

- Operating revenue through the fourth quarter totaled \$2.2 million or 102.9 percent of the fiscal year 2019 budget. With a one-month lag in the collection of stormwater revenues, eleven months (91.7 percent) of the fiscal year has expired.
- Operating expenses through the fourth quarter totaled approximately \$1.6 million or 79.6 percent of the fiscal year 2019 budget. Four quarterly transfers have been made to the Addison Grove Escrow fund.

## Executive Dashboard - 4th Quarter, 2019 Fiscal Year

### Financial Indicators

Positive variance compared to historical trends

Positive

Negative variance of 3%-5% and more than \$50,000 compared to historical trends

Warning

Negative variance of >5% and more than \$50,000 compared to historical trends

Negative

Key Revenue Sources	FY2019 Budget	Actual through 09/30/19	% Annual Budget
Ad Valorem Taxes - General Fund	\$ 16,950,736	\$ 17,255,718	101.80%
Non-Property Taxes - General Fund	15,205,000	16,168,138	106.33%
Hotel Tax	5,530,000	5,465,294	98.83%
Franchise Fees - General Fund	2,575,000	2,468,993	95.88%
Service/Permitting/License Fees - General Fund	2,442,570	3,044,398	124.64%
Rental Income - All Funds	5,013,255	6,107,062	121.82%
Fines and Penalties - All Funds	395,000	483,955	122.52%
Special Event Revenue - Hotel Fund	2,647,700	1,043,162	39.40%
Fuel Flowage Fees - Airport Fund	917,400	1,019,452	111.12%
Water and Sewer Charges - Utility Fund	12,584,297	10,645,507	84.59%

(1)

(3)

Key Expenditures	FY2019 Budget	Actual through 09/30/19	% Annual Budget
General Fund	\$ 42,446,493	\$ 40,123,685	94.53%
Hotel Fund	8,957,261	6,780,992	75.70%
Economic Development	1,860,868	1,548,938	83.24%
Airport Operations	5,576,572	4,786,020	85.82%
Utility Operations	12,035,512	11,749,956	97.63%

## Executive Dashboard - 4th Quarter, 2019 Fiscal Year

### Financial & Staffing Indicators

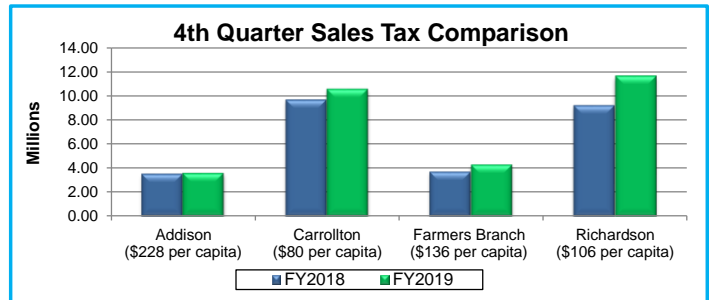
#### Personnel Information:

New Hires - Benefitted Positions				
Department	07/2019-09/2019			FY2019
	Part-Time Positions	Full-time positions	Total, 4th Qtr	YTD
City Manager	0	0	0	3
Conference Centre	0	1	1	1
Development Services	0	0	0	3
Finance	0	4	4	5
Fire	0	0	0	3
General Services	0	0	0	1
Human Resources	0	0	0	1
Public Works	0	0	0	6
Municipal Court	0	1	1	1
Parks	0	1	1	6
Police	0	2	2	8
Recreation	1	0	1	3
Streets	0	0	0	2
<b>Grand Total</b>	<b>1</b>	<b>9</b>	<b>10</b>	<b>43</b>

Separations - Benefitted Positions				
Department	07/2019-09/2019			FY2019
	Part-Time Positions	Full-time positions	Total, 4th Qtr	YTD
City Manager	0	0	0	2
Conference Centre	0	2	2	3
Development Services	0	0	0	2
Finance	0	1	1	5
Fire	0	2	2	5
Human Resources	0	0	0	1
Public Works	0	0	0	1
Municipal Court	0	0	0	1
Parks	0	1	1	4
Police	0	1	1	9
Recreation	1	0	1	2
Streets	0	1	1	1
<b>Grand Total</b>	<b>1</b>	<b>8</b>	<b>9</b>	<b>36</b>

#### Economic Development Incentives:

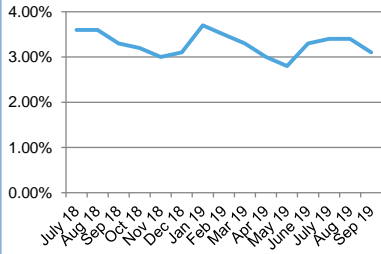
Executed Agreements	Amount Paid FY19	Total Incentives Committed
3	\$357,309	\$505,334



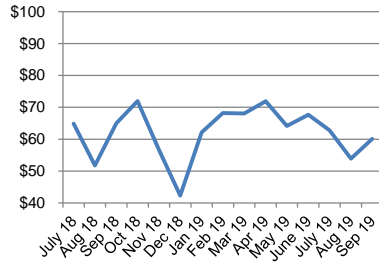
# Executive Dashboard - 4th Quarter, 2019 Fiscal Year

## Economic Indicators

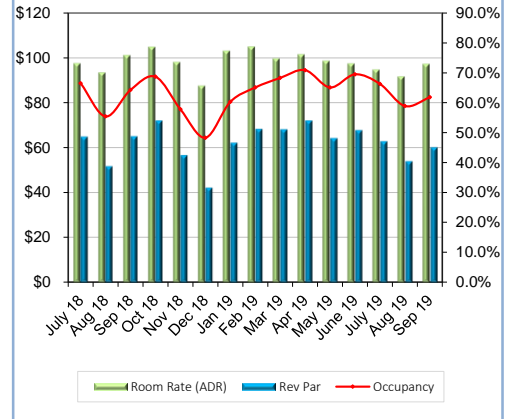
**DFW Unemployment Rate Last 12 months**



**Hotel Revenue Per Available Room**



**Addison Hotel Statistics**



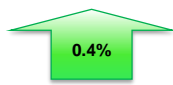
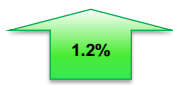
**Occupancy Indicators:**

Office Occupancy = 82.0%

Retail Occupancy = 94.2%

Hotel Occupancy = 62.3%

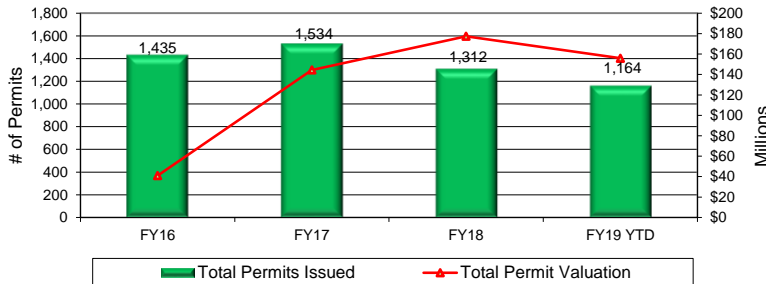
RevPar = \$58.93



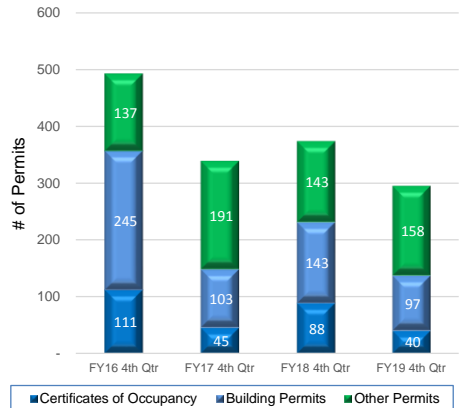
Source: CoStar (compares to prior year)

Source: STR Report (compares to prior year)

**Total Permits Issued and Valuation**



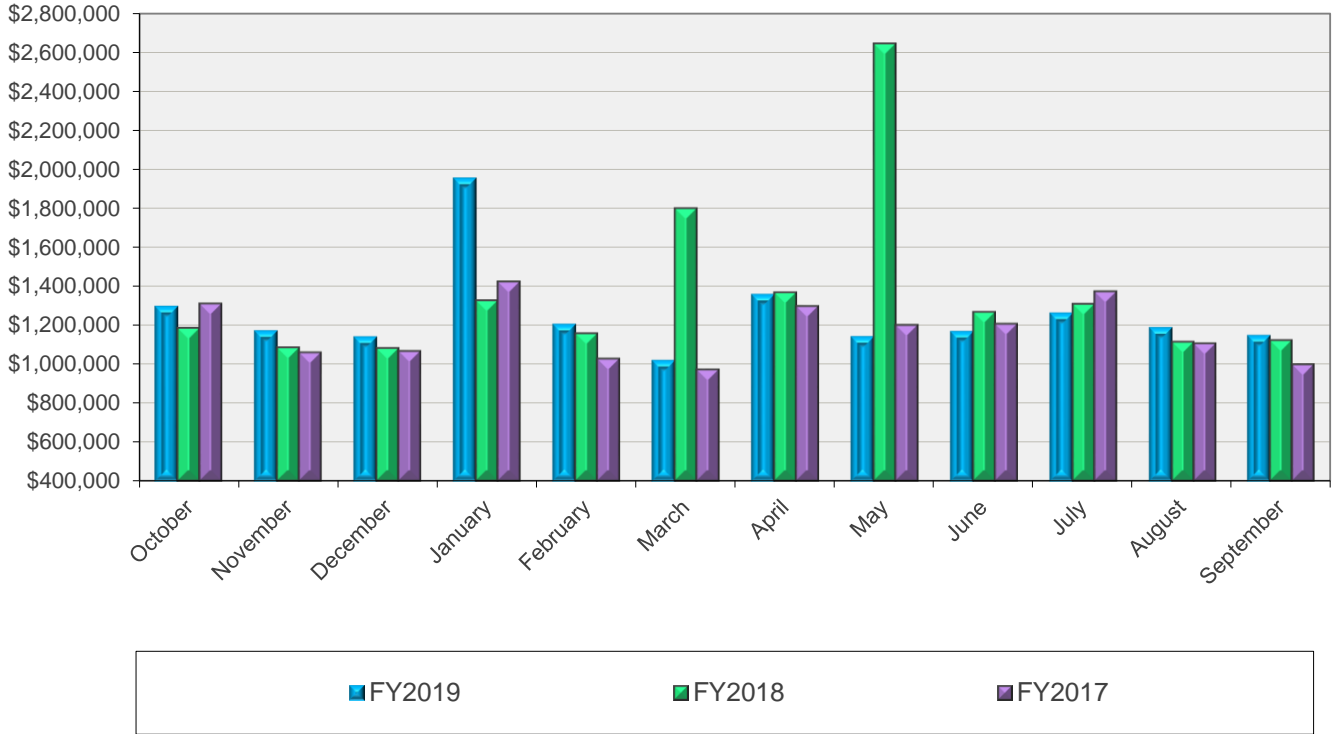
**Quarterly Permit Activity, Year over Year**





Sales Tax Information

### Monthly Sales Tax Collections



Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**TOWN OF ADDISON**  
 GENERAL FUND  
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2017-18 ACTUAL PRIOR YEAR	FY 2018-19 REVISED BUDGET	FY 2018-19 ACTUAL 4TH QTR	FY 2018-19 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Ad Valorem taxes:					
Current taxes	\$ 15,904,272	\$ 16,965,736	\$ (19,013)	\$ 17,311,698	102.0%
Delinquent taxes	(73,767)	(45,000)	3,343	(96,218)	213.8%
Penalty & interest	44,338	30,000	6,188	40,238	134.1%
Non-property taxes:					
Sales tax	16,449,993	14,005,000	3,588,977	15,017,081	107.2%
Alcoholic beverage tax	1,146,633	1,200,000	285,487	1,151,057	95.9%
Franchise / right-of-way use fees:					
Electric franchise	1,568,812	1,600,000	340,191	1,544,669	96.5% (1)
Gas franchise	229,319	200,000	-	253,426	126.7%
Telecommunication access fees	468,770	475,000	96,223	400,099	84.2% (1)
Cable franchise	288,094	300,000	67,030	270,799	90.3%
Street rental fees	11,844	-	-	-	0.0%
Licenses and permits:					
Business licenses and permits	117,157	194,900	126,725	222,420	114.1%
Building and construction permits	1,286,878	603,900	241,231	1,161,087	192.3%
Service fees:					
General government	31	100	-	-	0.0%
Public safety	974,914	870,000	211,037	860,710	98.9%
Urban development	890	2,850	490	2,180	76.5%
Streets and sanitation	414,493	371,000	105,586	384,169	103.5%
Recreation	70,715	71,300	17,796	64,452	90.4%
Interfund	530,520	328,520	87,345	349,380	106.3%
Court fines	334,467	320,000	90,413	376,362	117.6%
Interest earnings	333,192	100,000	138,520	643,083	643.1%
Rental income	8,120	6,600	550	6,780	102.7%
Other	193,845	158,000	85,368	185,852	117.6%
<b>Total Revenues</b>	<b>40,303,530</b>	<b>37,757,906</b>	<b>5,473,487</b>	<b>40,149,324</b>	<b>106.3%</b>

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**TOWN OF ADDISON**  
 GENERAL FUND  
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2017-18 ACTUAL PRIOR YEAR	FY 2018-19 REVISED BUDGET	FY 2018-19 ACTUAL 4TH QTR	FY 2018-19 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Expenditures:</b>					
General Government:					
City secretary	180,167	180,089	56,624	173,173	96.2%
City manager	1,098,973	1,148,976	357,323	1,182,714	102.9%
Finance	1,832,385	2,125,814	464,963	2,025,571	95.3%
General services	637,461	742,211	227,240	709,740	95.6%
Municipal court	623,809	737,885	173,780	640,728	86.8%
Human resources	629,992	696,206	166,431	632,179	90.8%
Information technology	1,865,571	2,100,593	577,784	1,990,604	94.8%
Combined services	1,186,403	1,360,626	237,628	1,131,125	83.1%
Council projects	312,580	341,507	48,975	327,325	95.8%
Public safety:					
Police	8,726,035	9,509,734	2,634,650	9,235,890	97.1%
Emergency communications	1,375,968	1,383,152	24,704	1,365,005	98.7%
Fire	7,713,285	7,851,079	2,244,025	7,819,204	99.6%
Development services	1,374,246	1,611,844	408,915	1,341,451	83.2%
Streets	1,895,171	2,204,253	678,912	1,597,712	72.5%
Parks and Recreation:					
Parks	3,381,066	4,117,652	1,637,184	3,886,241	94.4%
Recreation	1,673,500	1,863,368	515,570	1,593,519	85.5%
Other financing uses:					
Transfers to other funds	1,202,000	4,471,504	1,117,876	4,471,504	100.0%
<b>Total Expenditures</b>	<b>35,708,612</b>	<b>42,446,493</b>	<b>11,572,584</b>	<b>40,123,685</b>	<b>94.5%</b>
Net Change in Fund Balance	4,594,918	(4,688,587)	(6,099,097)	25,639	
<b>Fund Balance at Beginning of Year</b>	<b>16,368,038</b>	<b>20,962,956</b>		<b>20,962,956</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 20,962,956</b>	<b>\$ 16,274,369</b>		<b>\$ 20,988,595</b>	

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**TOWN OF ADDISON**  
 HOTEL FUND  
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2017-18 ACTUAL PRIOR YEAR	FY 2018-19 REVISED BUDGET	FY 2018-19 ACTUAL 4TH QTR	FY 2018-19 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Hotel/Motel occupancy taxes	\$ 5,552,084	\$ 5,530,000	\$ 1,374,988	\$ 5,401,691	97.7%
Proceeds from special events	1,570,391	2,647,700	533,400	1,043,162	39.4%
Conference centre rental	629,278	620,000	125,167	523,710	84.5% (2)
Theatre centre rental	77,992	80,000	28,437	88,460	110.6%
Interest and miscellaneous	555,313	29,880	32,791	108,265	362.3%
<b>Total Revenues</b>	<b>8,385,058</b>	<b>8,907,580</b>	<b>2,094,783</b>	<b>7,165,288</b>	<b>80.4%</b>
<b>Expenditures:</b>					
Addison theatre centre	352,605	408,332	88,687	290,457	71.1%
Conference centre	1,027,977	1,100,052	254,215	933,014	84.8%
General hotel operations	150,178	161,470	38,423	141,706	87.8%
Marketing	922,818	1,083,888	327,507	949,693	87.6%
Performing arts	500,126	445,000	-	437,900	98.4%
Special events	2,889,450	4,060,994	1,349,069	2,455,540	60.5%
Special events operations	937,755	982,525	275,611	857,682	87.3%
Other financing uses:					
Transfer to Debt service fund	710,800	-	-	-	0.0%
Transfer to Economic development fund	610,000	715,000	178,750	715,000	100.0%
<b>Total Expenditures</b>	<b>8,101,709</b>	<b>8,957,261</b>	<b>2,512,262</b>	<b>6,780,992</b>	<b>75.7%</b>
Net Change in Fund Balance	283,349	(49,681)	(417,479)	384,296	
<b>Fund Balance at Beginning of Year</b>	<b>3,839,188</b>	<b>4,122,537</b>		<b>4,122,537</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 4,122,537</b>	<b>\$ 4,072,856</b>		<b>\$ 4,506,833</b>	

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**TOWN OF ADDISON**  
**ECONOMIC DEVELOPMENT FUND**  
**FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2017-18 ACTUAL PRIOR YEAR	FY 2018-19 REVISED BUDGET	FY 2018-19 ACTUAL 4TH QTR	FY 2018-19 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Revenues:</b>					
Ad Valorem taxes:	\$ 1,024,998	\$ 1,080,834	\$ (612)	\$ 1,114,158	103.1%
Business license fee	58,304	60,500	915	53,295	88.1%
Interest income and other	23,162	7,000	14,421	59,147	845.0%
Transfers from General/Hotel Fund	610,000	715,000	178,750	715,000	100.0%
<b>Total Revenues</b>	<b>1,716,464</b>	<b>1,863,334</b>	<b>193,474</b>	<b>1,941,600</b>	<b>104.2%</b>
<b>Expenditures:</b>					
Personnel services	412,407	463,125	131,170	451,119	97.4%
Supplies	16,200	23,604	4,120	17,769	75.3%
Maintenance	16,980	22,866	6,193	17,721	77.5%
Contractual services	1,011,926	1,329,252	385,205	1,040,308	78.3%
Capital replacement/lease	17,688	22,021	5,505	22,021	100.0%
Other financing uses:					
Transfers to other funds	100,000	-	-	-	0.0%
<b>Total Expenditures</b>	<b>1,575,201</b>	<b>1,860,868</b>	<b>532,193</b>	<b>1,548,938</b>	<b>83.2%</b>
Net Change in Fund Balance	141,263	2,466	(338,719)	392,662	
<b>Fund Balance at Beginning of Year</b>	<b>1,295,762</b>	<b>1,437,025</b>		<b>1,437,025</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 1,437,025</b>	<b>\$ 1,439,491</b>		<b>\$ 1,829,687</b>	

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

**AIRPORT FUND**  
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2017-18 ACTUAL PRIOR YEAR	FY 2018-19 REVISED BUDGET	FY 2018-19 ACTUAL 4TH QTR	FY 2018-19 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating Revenues:</b>					
Operating grants	\$ 50,000	\$ 50,000	\$ -	\$ -	0.0%
Service fees	127,023	145,391	24,703	103,306	71.1%
Fuel flowage fees	975,818	917,400	256,281	1,019,452	111.1%
Rental income	4,473,583	4,306,655	2,136,747	5,488,112	127.4%
Interest income and other	719,627	24,500	104,869	334,809	1366.6%
<b>Total Operating Revenues:</b>	<b>6,346,051</b>	<b>5,443,946</b>	<b>2,522,600</b>	<b>6,945,679</b>	<b>127.6%</b>
<b>Operating Expenses:</b>					
Town - Personnel services	378,066	446,673	97,254	319,907	71.6%
Town - Supplies	11,795	40,000	24,887	32,394	81.0%
Town - Maintenance	36,482	53,000	23,042	58,212	109.8%
Town - Contractual services	194,042	249,308	28,103	184,313	73.9%
Town - Capital Replacement/Lease	26,823	222,292	52,780	222,292	100.0%
Town - Debt service	588,112	902,466	204,715	748,948	83.0%
Town - Capital Outlay	279,034	-	-	-	0.0%
Operator - Operations and maintenance	2,793,948	3,255,453	731,885	2,761,617	84.8%
Operator - Service contract	452,169	407,380	185,621	458,337	112.5%
<b>Total Operating Expenses:</b>	<b>4,760,471</b>	<b>5,576,572</b>	<b>1,348,287</b>	<b>4,786,020</b>	<b>85.8%</b>
Net Change in Fund Balance	1,585,580	(132,626)	1,174,313	2,159,659	
<b>Fund Balance at Beginning of Year</b>	<b>5,037,537</b>	<b>6,623,117</b>		<b>6,623,117</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 6,623,117</b>	<b>\$ 6,490,491</b>		<b>\$ 8,782,776</b>	

Positive variance compared to historical trends

Negative variance of 3%-5% and more than \$50,000 compared to historical trends

Negative variance of >5% and more than \$50,000 compared to historical trends

Positive
Warning
Negative

**UTILITY FUND**  
**FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET**  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2017-18 ACTUAL PRIOR YEAR	FY 2018-19 REVISED BUDGET	FY 2018-19 ACTUAL 4TH QTR	FY 2018-19 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating revenues:</b>					
Water sales	\$ 6,997,055	\$ 6,998,344	\$ 2,254,177	\$ 5,913,375	84.5% (3)
Sewer charges	5,073,338	5,585,953	1,416,068	4,732,132	84.7% (3)
Tap fees	18,496	25,275	2,000	7,050	27.9%
Penalties	89,342	75,000	30,561	107,593	143.5%
Interest income and other	225,792	79,600	502,312	651,282	818.2%
<b>Total Operating Revenues:</b>	<b>12,404,023</b>	<b>12,764,172</b>	<b>4,205,118</b>	<b>11,764,432</b>	<b>92.2%</b>
<b>Operating expenses:</b>					
Personnel services	1,578,303	2,057,126	491,084	1,696,403	82.5%
Supplies	147,849	202,040	53,616	169,159	83.7%
Maintenance	358,293	487,177	105,302	315,130	64.7%
Contractual services					
Water purchases	3,871,343	3,519,797	1,231,081	3,467,867	98.5%
Wastewater treatment	3,341,843	2,978,229	1,093,317	3,635,316	122.1% (4)
Other services	1,163,952	1,247,802	314,752	855,819	68.6%
Capital Replacement/Lease	54,394	340,657	85,164	340,657	100.0%
Debt service	982,597	1,056,684	367,506	1,133,162	107.2% (5)
Capital outlay	255,351	146,000	74,949	74,949	51.3%
Other financing uses:					
Transfers to other funds	500,000	-	-	61,494	0.0%
<b>Total Operating Expenses:</b>	<b>12,253,925</b>	<b>12,035,512</b>	<b>3,816,771</b>	<b>11,749,956</b>	<b>97.6%</b>
Net Change in Fund Balance	150,098	728,660	388,347	14,476	
<b>Fund Balance at Beginning of Year</b>	<b>12,061,540</b>	<b>12,211,638</b>		<b>12,211,638</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 12,211,638</b>	<b>\$ 12,940,298</b>		<b>\$ 12,226,114</b>	

Positive variance compared to historical trends  
 Negative variance of 3%-5% and more than \$50,000 compared to historical trends  
 Negative variance of >5% and more than \$50,000 compared to historical trends

Positive  
 Warning  
 Negative

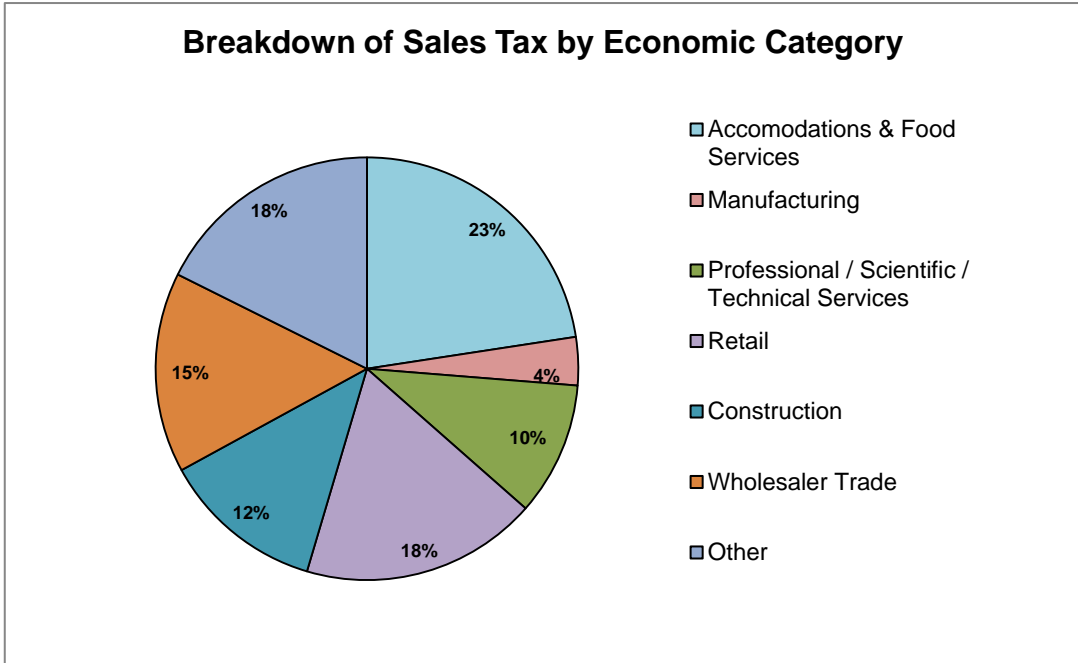
**STORMWATER UTILITY FUND**  
 FY2019 QUARTERLY STATEMENT OF REVENUES AND EXPENDITURES COMPARED TO BUDGET  
*With Comparative Information from Prior Fiscal Year*

CATEGORY	FY 2017-18 ACTUAL PRIOR YEAR	FY 2018-19 REVISED BUDGET	FY 2018-19 ACTUAL 4TH QTR	FY 2018-19 ACTUAL YTD	ACTUAL YTD as % of Budget
<b>Operating revenues:</b>					
Drainage Fees	\$ 2,137,942	\$ 2,134,800	\$ 556,107	\$ 2,068,344	96.9%
Interest income and other	203,768	30,000	38,912	159,182	530.6%
<b>Total Operating Revenues:</b>	<b>2,341,710</b>	<b>2,164,800</b>	<b>595,019</b>	<b>2,227,526</b>	<b>102.9%</b>
<b>Operating expenses</b>					
Personnel services	157,845	312,464	82,898	272,726	87.3%
Supplies	8,084	41,597	1,902	15,392	37.0%
Maintenance	84,131	216,200	27,545	76,850	35.5%
Contractual services	189,334	351,083	63,062	173,228	49.3%
Debt service	522,210	546,108	126,458	546,916	100.1%
Capital outlay	13,760	50,000	5,340	21,035	42.1%
Other financing uses:					
Transfers to other funds	-	500,000	125,000	500,000	100.0%
<b>Total Operating Expenses:</b>	<b>975,364</b>	<b>2,017,452</b>	<b>432,205</b>	<b>1,606,147</b>	<b>79.6%</b>
Net Change in Fund Balance	1,366,346	147,348	162,814	621,379	
<b>Fund Balance at Beginning of Year</b>	<b>4,050,787</b>	<b>5,417,133</b>		<b>5,417,133</b>	
<b>Fund Balance at End of Year</b>	<b>\$ 5,417,133</b>	<b>\$ 5,564,481</b>		<b>\$ 6,038,512</b>	



**TOWN OF ADDISON**  
**Schedule of Sales Tax Collections**  
*For the quarter ending September 30, 2019*

	FY2019		% Change	FY2018	
	Monthly Collections		from	Monthly Collections	
			Prior Year		
October	\$	1,294,332	9.3%	\$	1,184,668
November		1,168,041	7.7%		1,084,154
December		1,137,218	5.2%		1,080,572
January		1,951,678	47.1%		1,326,683
February		1,202,189	3.9%		1,156,819
March		1,016,343	-43.5%		1,798,199
April		1,355,558	-0.8%		1,366,196
May		1,138,099	-56.9%		2,643,325
June		1,164,646	-8.0%		1,266,269
July		1,259,503	-3.7%		1,308,045
August		1,184,583	6.4%		1,113,326
September		1,144,891	2.1%		1,121,736
	<b>\$</b>	<b>15,017,081</b>		<b>\$</b>	<b>16,449,992</b>
 Budget:		13,700,000	109.6%		13,400,000



**TOWN OF ADDISON**  
**HOTEL OCCUPANCY TAX COLLECTION**  
Hotels By Service Type for the Quarter and Year-to-Date Ended September 30, 2019  
*With Comparative Information from Prior Fiscal Year*

	Rooms		July - Sept 2019		19 to 18	YTD FY 2019		19 to 18	
	Number	%	Amount	%	% Diff.	Amount	%	% Diff.	
<b>Full Service</b>									
Marriott Quorum	547	13%	\$ 234,686	18%	12%	\$ 903,631	17%	-7%	
Renaissance	528	13%	143,567	11%	0%	755,208	14%	-4%	
Crowne Plaza	428	10%	94,535	7%	-29%	433,815	8%	-23%	
	1,503	37%	472,788	37%	-3%	2,092,653	39%	-10%	
<b>Extended Stay</b>									
Budget Suites	344	8%	8,733	1%	40%	19,294	0%	33%	
Hawthorn Suites	70	2%	15,590	1%	4%	70,018	1%	-1%	
Marriott Residence Inn	150	4%	68,482	5%	13%	275,163	5%	22%	
Hyatt House	132	3%	42,804	3%	-17%	185,576	3%	-10%	
Homewood Suites	120	3%	55,269	4%	6%	216,502	4%	16%	
Home2Suites	132	3%	76,140	6%	11%	297,741	6%	6%	
Springhill Suites	159	4%	72,745	6%	25%	265,631	5%	0%	
	1,107	27%	339,764	26%	9%	1,329,924	25%	6%	
<b>Business Moderate</b>									
Marriott Courtyard Quorum	176	4%	84,739	7%	1%	355,250	7%	-3%	
LaQuinta Inn	152	4%	49,142	4%	-6%	201,834	4%	-6%	
Marriott Courtyard Midway	145	4%	53,448	4%	-2%	228,722	4%	-2%	
Radisson - Addison	101	2%	31,432	2%	-13%	141,025	3%	-9%	
Hilton Garden Inn	96	2%	49,709	4%	1%	201,514	4%	-3%	
Holiday Inn Express	97	2%	35,773	3%	100%	156,505	3%	100%	
Holiday Inn Beltway	102	2%	12,366	1%	100%	18,145	0%	-51%	
Best Western Plus	84	2%	26,580	2%	-5%	108,525	2%	-9%	
	953	23%	343,190	27%	3%	1,411,521	26%	3%	
<b>Economy</b>									
Motel 6	127	3%	34,415	3%	35%	117,298	2%	27%	
Hampton Inn	158	4%	54,840	4%	-4%	230,584	4%	-7%	
Red Roof Inn	105	3%	18,910	1%	-30%	100,300	2%	-9%	
Quality Suites North/Galleria	78	2%	24,215	2%	27%	95,826	2%	20%	
America's Best Value Inn	60	1%	5,033	0%	-36%	23,585	0%	-19%	
	528	13%	137,412	11%	1%	567,592	11%	1%	
<b>TOTAL</b>	<b>4,091</b>	<b>100%</b>	<b>1,293,153</b>	<b>100%</b>	<b>2%</b>	<b>5,401,691</b>	<b>100%</b>	<b>-2%</b>	

