City of Benson
City Council Communication

Regular Meeting February 13, 2017

To: Mayor and Council Agenda Item # 4

From: Dustin DeSpain, Finance Director

Subject:

Review of City Finances with emphasis on December financial results, and the City's financial position as of December 31, 2016

Discussion:

Staff will present the attached power point slide shows to summarize the results of City operations and the City's financial position as of December 31, 2016.

We have included October and November 2016 Financials and Power point for your reference and pleasure.

Staff Recommendation:

Information only

CITY OF BENSON
INTEROFFICE MEMORANDUM

DATE: **February 13, 2017**

TO: **William Stephens, City Manager**

FROM: **Dustin DeSpain, Finance Director**

cc: **Benson City Council Members**

SUBJECT: **City Financial Results for the month of December, 2016**

Cash

- Our unrestricted **cash** balance this month is **$2.0M**. As a comparison, our unrestricted cash position in December of 2015 was **$1.3M**.

Citywide Results for All Funds

- **Revenues** from all sources were **$902K** for the month, compared with **$900K** for December 2015. Year to Date we show a decrease in our overall revenues of **$283K**. This is mainly attributed to some of the large grant funds we received in 2015.
- **Personnel** costs were **$340K.** Year to Date our personnel costs city wide have an increase of **$167K**.
- **Other operating expenditures** were **$347K** for the month. Year to Date we are showing an increase in our expenditures over last year by **$130K**.
- **Capital expenditures** year to date are **$99K,** a decrease from last year of **456K**
- The **City Wide Net Position** was **$89K** during the month. Year to Date we have a **$115K** net position compared to a net position of **$237K** in the prior year.

General Fund

- **General Fund revenues** were **$557K**, an increase of **$22K** compared to the prior December. Noteworthy increases and decreases YTD include the following:
  - City Sales Tax is up **246K**
  - Police Revenue is down **873**
  - State Sales Tax is down **$13K**
  - State Revenue Sharing is down **$8K**
- **Direct operating expenditures** were **$128K** for December**. Compared to** December 2015 expenditures are up **$40K.**
- **Personnel costs** were **$220K**, a decrease of **$14K** compared to December 2015. Year to Date, personnel costs are up **$121K**.
- The **General Fund Balance** was **$119K** during the month, an increase of **$294** compared to December 2015. Year to Date, the General Fund balance is **$214K**.

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Transit Fund

- The **Transit Fund** was **$678** during the month, and **$14K** YTD.
- The **Budgeted Contribution** from the General Fund for this fiscal year is **$58K.**

Streets Fund

- The **Streets Fund Balance** was **$32K** during the month, and is **$38K** year to date.
- **Gasoline Tax** or HURF monies are up **$243** compared to last year.

Enterprise Funds

- The **Natural Gas Fund** net position was **$7K** for the month.
- The **Water Fund** net position was **$12K** for the month.
- The **Wastewater Fund** net position was **$18K** for the month.
- The **Sanitation Fund** balance was **$2K** for the month.
- The **Airport Fund** balance was **$6K** for the month.
- The **Golf Course Fund** balance was **$13K** for the month.

Summary

The strategies implemented during the budget process are working for the City. We are seeing the City's cash balance rebound. We are seeing revenue from both the State and City improve, as consumers gain more confidence. The 1% sales tax increase has been very beneficial to the City and continues to meet expectations. Without the 1% Sales Tax we would have seen no increases in our Revenue. We are starting to see a slow-down in the amount of money we are putting in reserves. This is primarily caused by maintenance that has been delayed for some time. We are beginning to watch the hiring of new staff, as those costs have a direct effect on our ability to build up reserves. As we move forward into budget season we need to remember that in 2019 we will have a loss of revenue because of the .5% Sunset clause. This will mean in order to continually place money in reserves we will need to adjust or budget to meet the loss of revenue or find other valid and sustainable sources of Revenue. We are also facing new challenges, as the voters approved an minimum wage increase, which will have an effect on our budget moving forward. We will also need to be conscious of the voter approved adjustments to the Public Safety Retirement System. I anticipate large increase in the amount the City will have to contribute to this fund. We are working on our Enterprise Funds (Gas, Water, Wastewater, Sanitation, Airport and Golf Course) as we had significant loses in those Funds. The rate study is will be completed soon and the utility rates will need adjustment, in order for us to keep up with maintenance and aging utilities.

General Fund

December 2016 compared to December 2015

1/24/2017

Description	Month of December 2016	Month of December 2015	Month of December Difference	Fiscal Year To Date 2016	Fiscal Year To Date 2015	Fiscal Year To Date Difference
Revenues						
Property Tax	55,407	46,349	9,058	131,166	129,709	1,457
City Sales Tax	366,350	339,937	26,413	1,816,524	1,570,117	246,407
Bed Tax	5,494	5,530	(36)	24,801	31,662	(6,861)
State Sales Tax	35,435	39,507	(4,072)	214,330	227,759	(13,429)
Franchise Tax	10,450	11,413	(963)	89,290	60,977	28,313
Auto Lieu Tax	18,845	8,268	10,577	118,547	96,558	21,989
Business Licenses	1,100	1,025	75	4,475	7,441	(2,966)
State Revenue Sharing	49,866	51,220	(1,354)	299,197	307,321	(8,124)
Property Rentals	150	110	40	16,642	23,732	(7,090)
Community Development Fees	1,472	6,577	(5,106)	26,085	33,861	(7,776)
Police Revenue	8,439	19,841	(11,402)	44,077	44,950	(873)
Animal Control Revenue	883	3,414	(2,531)	8,939	16,734	(7,795)
Fire Revenue	0	0	0	42,238	7	42,231
Library Revenue	1,250	754	496	3,883	3,988	(106)
Parks Revenue	454	303	151	4,463	4,056	407
Miscellaneous	1,290	141	1,149	23,801	9,803	13,998
Total Revenues	**556,885**	**534,388**	**22,496**	**2,868,458**	**2,568,676**	**299,783**
Expenditures						
Administration	42,260	36,522	5,738	235,357	176,119	59,238
City Council	4,593	56	4,537	28,019	17,990	10,029
Building	10,252	8,728	1,524	73,085	59,937	13,148
Police	142,821	136,344	6,477	995,883	917,320	78,563
Fire	31,121	27,039	4,082	181,425	213,893	(32,468)
Magistrate	0	50	(50)	12,093	29,295	(17,202)
Library	13,673	9,551	4,122	105,694	103,937	1,757
Parks	20,995	16,164	4,831	128,889	105,253	23,636
Finance	20,096	12,648	7,448	116,192	105,924	10,268
Recreation	4,998	7,450	(2,452)	31,738	60,831	(29,093)
Community Enrichment	2,190	788	1,402	27,534	29,095	(1,561)
Tourism	8,366	7,649	717	68,864	70,790	(1,926)
City Attorney	28,881	9,136	19,745	107,089	95,818	11,271
City Clerk	10,560	8,242	2,318	61,636	62,086	(450)
Planning & Zoning	3,939	14,570	(10,631)	32,242	41,433	(9,191)
Public Works	3,878	27,832	(23,954)	37,131	44,985	(7,854)
Debt Service	88,962	92,611	(3,649)	411,473	413,135	(1,662)
Total Expenditures	**437,582**	**415,380**	**22,202**	**2,654,344**	**2,547,841**	**106,503**
Net Position	**119,303**	**119,008**	**294**	**214,114**	**20,835**	**193,279**

City of Benson Comparative Financial Summary - December 2016 to 2015

1/24/2017 — *50% of the fiscal year has elapsed*

Description	Month of December 2016	Month of December 2015	Month of December Difference	Fiscal Year to Date through December 2016	Fiscal Year to Date through December 2015	Fiscal Year to Date through December Difference	Percent of Budget Used	2016-17 Budget
Unrestricted Cash - All Funds	**1,932,179.76**							
Revenues from all Sources	901,815	900,081	1,733	4,786,984	5,069,951	**(282,967)**	**24%**	19,654,710
Expenditures from all Funds:								
Personnel	**340,121**	**364,284**	(24,163)	**2,435,483**	**2,268,788**	**166,695**	**45%**	**5,469,837**
Other Expenditures	**346,524**	**287,080**	59,444	**1,726,102**	**1,596,100**	**130,002**	**24%**	**7,066,873**
Bond/Debt Payments	**88,962**	**92,611**	(3,649)	**411,473**	**413,135**	**(1,662)**	**61%**	**669,355**
Capital Expenditures	**36,898**	**6,599**	30,299	**98,818**	**554,484**	**(455,666)**	**2%**	**6,448,645**
Total Expenditures	812,505	750,574	61,931	4,671,875	4,832,507	(160,631)	**24%**	19,654,710
Net Position	*89,310*	*149,507*	*(60,198)*	*115,108*	*237,444*	*(122,335)*		*0*
General Fund								
Revenues								
Revenues (see Gen. Fund Report for details)	**556,885**	**534,388**	**22,496**	**2,868,458**	**2,568,676**	**299,783**	**36%**	**7,959,659**
Expenditures								
Personnel	220,408	234,074	(13,666)	1,589,755	1,468,714	121,041	**45%**	3,518,088
Other Costs	128,213	88,695	39,518	653,116	665,992	(12,876)	**30%**	2,142,616
Contributions to Other Funds	0	0		0	0	0	**0%**	529,600
Contingency Reserves	0	0		0	0	0	**0%**	1,100,000
Debt Service	88,962	92,611	(3,649)	411,473	413,135	(1,662)	**61%**	669,355
Total Expenditures	**437,582**	**415,380**	**22,202**	**2,654,344**	**2,547,841**	**106,503**	**33%**	**7,959,659**
Fund Balance	**119,303**	**119,008**	**294**	**214,114**	**20,835**	**193,279**		**0**
Transit Fund								
Revenues								
Fares	615	449	166	2,574	3,335	(761)	**32%**	8,000
Grant Revenue	17,581	14,255	3,326	66,261	66,778	(517)	**25%**	266,915
Greyhound Revenue	0	230	(230)	0	1,793	(1,793)	**#DIV/0!**	0
Contribution From General Fund	0	0	0	0	0	0	**0%**	57,646
Total Revenues	**18,196**	**14,934**	**3,262**	**68,835**	**71,906**	**(1,278)**	**21%**	**332,561**
Expenditures								
Personnel	7,644	8,001	(357)	51,289	51,803	(514)	**42%**	122,861
Other Costs	11,230	10,082	1,148	31,251	50,550	(19,299)	**52%**	59,700
Capital Costs	0	0	0		0	0	**0%**	150,000
Total Expenditures	**18,874**	**18,083**	**791**	**82,540**	**102,353**	**(19,813)**	**25%**	**332,561**
Fund Balance	**(678)**	**(3,149)**	**2,471**	**(13,706)**	**(30,447)**	**18,534**		**0**

Description	Month of December 2016	Month of December 2015	Month of December Difference	Fiscal Year to Date through December 2016	Fiscal Year to Date through December 2015	Fiscal Year to Date through December Difference	Percent of Budget Used	2016-17 Budget
Capital Projects Fund								
Revenues								
Construction Sales Tax	840	12,601	(11,761)	16,325	56,090	(39,765)	**2%**	800,000
Grant Revenue	5,074	0	5,074	5,074	0	5,074	**0%**	1,378,345
Hanger Financing	0	0	0	0	0	0	**0%**	500,000
Series 2010 Bond Proceeds	0	0	0	0	0	0	**0%**	250,000
Total Revenues	**5,914**	**12,601**	**(6,687)**	**21,399**	**56,090**	**(34,691)**	**1%**	**2,928,345**
Expenditures								
Walmart Payment	0	0	0	0	0	0	**0%**	250,000
Wastewater Plant Software Upgrade	0	0	0	0	0	0	**0%**	80,000
302 Pump Replacement	0	0	0	0	0	0	**0%**	50,000
Street Signage Upgrades	0	0	0	0	0	0	**0%**	75,000
Survey Of 4th Street	0	0	0	0	0	0	**0%**	15,000
Complete Street Study	0	0	0	0	0	0	**0%**	20,000
K9 Memorial	0	0	0	0	0	0	**0%**	6,000
Skate Park Improvements	0	0	0	0	0	0	**0%**	30,000
Pool Improvement Canopy	0	0	0	0	0	0	**0%**	33,172
Union Street Park Canopy	0	0	0	0	0	0	**0%**	33,173
Slum & Blight Abatement	0	0	0	0	0	0	**0%**	25,000
UAS Infrastructure Development	0	0	0	0	0	0	**0%**	50,000
City Hall Improvments	0	0	0	0	0	0	**0%**	20,000
Library Carpet	0	0	0	0	0	0	**0%**	11,000
Other Projects	0	0	0	0	0	0	**0%**	2,230,000
Total Expenditures	**0**	**0**	**0**	**0**	**0**	**0**	**0%**	**2,928,345**
Fund Balance	**5,914**	**12,601**	**(6,687)**	**21,399**	**56,090**	**(34,691)**		**0**
Streets Fund								
Revenues								
Gasoline Tax	29,062	28,150	912	180,572	179,237	1,335	**42%**	433,383
Lottery	0	0	0	0	0	0	**0%**	0
Series 2010 Bond	0	0	0	0	0	0	**0%**	0
Total Revenues	**29,062**	**28,150**	**912**	**180,572**	**179,237**	**1,335**	**42%**	**433,383**
Expenditures								
Personnel	13,894	10,691	3,203	99,325	67,764	31,561	**41%**	244,682
Other Costs	16,388	14,868	1,520	89,072	88,076	996	**47%**	188,701
Pavement Project	30,533	0	30,533	30,533	0	30,533	**0%**	0
Total Expenditures	**60,814**	**25,559**	**35,255**	**218,930**	**155,840**	**63,090**	**51%**	**433,383**
Fund Balance	**(31,753)**	**2,591**	**(34,344)**	**(38,358)**	**23,397**	**(61,755)**		**0**
Impact Fee Fund								
Revenues								
Total Revenues	**0**	**0**	0	**0**	**0**	0	**#DIV/0!**	**0**
Total Expenditures	**0**	**0**	0	**0**	**0**	0	**#DIV/0!**	**0**
Fund Balance	**0**	**0**	**0**	**0**	**0**	**0**		**0**

Description	Month of December 2016	Month of December 2015	Month of December Difference	Fiscal Year to Date through December 2016	Fiscal Year to Date through December 2015	Fiscal Year to Date through December Difference	Percent of Budget Used	2016-17 Budget
Grants Fund								
Total Revenues	**2,985**	**0**	2,985	**9,724**	**621,045**	(611,321)	**0%**	**3,013,000**
Total Expenditures	**200**	**6,599**	(6,399)	**5,333**	**525,835**	(520,502)	**0%**	**3,013,000**
Fund Balance	**2,785**	**(6,599)**	**9,384**	**4,391**	**95,210**	**(90,819)**		**0**
Fire Pension Fund								
Revenues								
Contribution from State Fund	0	0	0	5,346	5,125	221	**89%**	6,000
Contribution from Fire, Inc.	0	0	0	1,352	818	534	**113%**	1,200
Contribution from General Fund	0	0	0	0	0	0	**0%**	23,800
Interest Income	191	0	191	553	0	553	**11%**	5,000
Total Revenues	**191**	**0**	**191**	**7,250**	**5,943**	**1,307**	**20%**	**36,000**
Expenditures								
Pension Payments	2,600	2,800	(200)	17,000	15,800	1,200	**47%**	36,000
Total Expenditures	**2,600**	**2,800**	**(200)**	**17,000**	**15,800**	**1,200**	**47%**	**36,000**
Fund Balance	**(2,409)**	**(2,800)**	**391**	**(9,750)**	**(9,857)**	**107**		**0**
Enterprise Funds								
Natural Gas Fund								
Revenues								
Gas Revenues	78,934	102,081	(23,147)	262,668	312,094	(49,426)	**24%**	1,102,000
Series 2010 Bond Proceeds	0	0	0	0	0	0	**0%**	75,000
Total Revenues	**78,934**	**102,081**	**(23,147)**	**262,668**	**312,094**	**(49,426)**	**22%**	**1,177,000**
Expenditures								
Personnel	19,967	19,742	225	129,064	142,106	(13,042)	**35%**	367,787
Gas Purchased	28,244	31,157	(2,913)	76,520	54,196	22,324	**19%**	400,000
Other	17,407	17,160	247	87,332	47,429	39,903	**31%**	279,213
Capital Projects	6,165	0	6,165	26,636	0	26,636	**20%**	130,000
Total Expenditures	**71,783**	**68,059**	**3,724**	**319,552**	**243,731**	**75,821**	**27%**	**1,177,000**
Net Position	**7,151**	**34,022**	**(26,871)**	**(56,884)**	**68,363**	**(125,247)**		**0**
Water Fund								
Revenues								
Revenues	48,057	49,286	(1,229)	349,651	342,480	7,171	**43%**	822,250
Series 2010 Bond Proceeds	0	0	0	0	0	0	**0%**	50,000
Total Revenues	**48,057**	**49,286**	**(1,229)**	**349,651**	**342,480**	**7,171**	**40%**	**872,250**
Expenditures								
Personnel	29,475	30,740	(1,265)	220,333	190,990	29,343	**61%**	363,954
Other	30,669	18,493	12,176	102,749	103,104	(355)	**24%**	428,296
Capital Projects	0	0	0	3,833	0	3,833	**5%**	80,000
Total Expenditures	**60,143**	**49,233**	**10,910**	**326,915**	**294,094**	**32,821**	**37%**	**872,250**
Net Position	**(12,086)**	**53**	**(12,139)**	**22,736**	**48,386**	**(25,650)**		**0**

Description	Month of December 2016	Month of December 2015	Month of December Difference	Fiscal Year to Date through December 2016	Fiscal Year to Date through December 2015	Fiscal Year to Date through December Difference	Percent of Budget Used	2016-17 Budget
Wastewater Fund								
Revenues								
Revenues	58,212	57,434	778	355,534	344,818	10,716	**44%**	805,000
Whetstone Fees	0	0	0	0	0	0	**#DIV/0!**	0
Series 2010 Bond	0	0	0	0	0	0		280,000
Total Revenues	**58,212**	**57,434**	**778**	**355,534**	**344,818**	**10,716**	**33%**	**1,085,000**
Expenditures								
Personnel	19,443	23,902	(4,459)	118,922	135,993	(17,071)	**37%**	325,496
Other	20,451	22,826	(2,375)	198,378	111,681	86,697	**30%**	669,504
Capital Projects	0	0	0	3,833	0	3,833	**4%**	90,000
Whetstone Fees	0	0	0		0	0	**#DIV/0!**	0
Total Expenditures	**39,893**	**46,728**	**(6,835)**	**317,300**	**247,674**	**73,460**	**29%**	**1,085,000**
Net Position	**18,318**	**10,706**	**7,612**	**38,233**	**97,144**	**(62,744)**		**0**
Sanitation Fund								
Total Revenues	**50,569**	**49,968**	601	**368,438**	**296,313**	72,125	**54%**	**680,000**
Expenditures								
Personnel	269	1,952	(1,683)	10,991	12,323	(1,332)	**53%**	**20,721**
Other	48,715	45,889	2,826	239,481	231,407	8,074	**36%**	**659,279**
Total Expenditures	**48,985**	**47,841**	1,144	**250,472**	**243,730**	6,742	**37%**	**680,000**
Net Position	**1,585**	**2,127**	**(542)**	**117,965**	**52,583**	**65,382**		**0**
Airport Fund								
Revenues								
Business Revenue	512	290	222	6,361	550	5,811	**42%**	15,000
Insurance Recoveries	0	0			0	0		0
Contribution from General Fund	0	0	0	0	0	0	**0%**	135,800
Total Revenues	**512**	**290**	**222**	**6,361**	**550**	**5,811**	**4%**	**150,800**
Total Expenditures	**6,574**	**14,122**	**(7,548)**	**28,716**	**43,316**	**(14,600)**	**19%**	**150,800**
Net Position	**(6,063)**	**(13,832)**	**7,769**	**(22,355)**	**(42,766)**	**20,411**		**0**

Description	Month of December 2016	Month of December 2015	Month of December Difference	Fiscal Year to Date through December 2016	Fiscal Year to Date through December 2015	Fiscal Year to Date through December Difference	Percent of Budget Used	2016-17 Budget
San Pedro Golf Course								
Revenues								
Golf Operations	32,239	30,846	1,393	167,805	162,331	5,474	**32%**	523,480
Food & Beverage	20,058	20,103	(45)	120,291	108,468	11,823	**41%**	291,300
Contribution from General Fund	0	0	0	0	0	0	**0%**	171,932
AGS Donations	0	0	0	0	0	0		0
Total Revenues	**52,297**	**50,949**	**1,348**	**288,096**	**270,799**	**17,297**	**29%**	**986,712**
Expenditures								
Golf Operations								
Personnel	10,985	11,986	(1,001)	80,000	68,881	11,119	**48%**	166,885
Other Costs	9,199	7,157	2,042	39,193	41,213	(2,020)	**33%**	119,972
Total Golf Operations	**20,184**	**19,143**	**1,041**	**119,193**	**110,094**	**9,099**	**42%**	**286,857**
Maintenance								
Personnel	9,307	11,090	(1,783)	65,705	62,636	3,069	**35%**	187,660
Other Costs	19,265	4,857	14,408	105,696	85,419	20,277	**57%**	184,642
Total Maintenance	**28,572**	**15,947**	**12,625**	**171,401**	**148,055**	**23,346**	**46%**	**372,302**
Food & Beverage								
Personnel	8,729	12,106	(3,377)	70,098	67,578	2,520	**46%**	151,703
Other Costs	7,569	8,974	(1,405)	57,599	57,917	(318)	**49%**	118,550
Total Food & Beverage	**16,298**	**21,080**	**(4,782)**	**127,697**	**125,495**	**2,202**	**47%**	**270,253**
Capital Projects	0	0	0	28,649	28,649	0	**50%**	57,300
Total Expenditures	**65,055**	**56,170**	**8,885**	**446,940**	**412,293**	**34,647**	**45%**	**986,712**
Net Position	**(12,758)**	**(5,221)**	**(7,537)**	**(158,844)**	**(141,494)**	**(17,350)**		**0**
Totals for all Enterprise Funds								
Total Revenues	**288,581**	**310,008**	**(21,427)**	**1,630,746**	**1,567,054**	**63,692**	**33%**	**4,951,762**
Expenditures								
Personnel	**98,176**	**111,518**	**(11,660)**	**695,113**	**680,507**	**14,606**	**44%**	**1,584,206**
Other	**188,094**	**170,635**	**15,776**	**935,663**	**775,682**	**159,981**	**31%**	**3,010,256**
Capital Projects	**6,165**	**0**	**6,165**	**62,952**	**28,649**	**30,470**	**18%**	**357,300**
Total Expenditures	**292,434**	**282,153**	**10,281**	**1,689,895**	**1,484,838**	**208,891**	**34%**	**4,951,762**
Net Position	**(3,853)**	**27,855**	**(31,708)**	**(59,149)**	**82,216**	**(145,199)**		**0**

Benson
Arizona
Founded in 1880
Gateway to the San Pedro Valley

FINANCIAL HIGHLIGHTS DECEMBER 2016

Citywide Financial Highlights

Cash

- Unrestricted Cash sits at $2M
- Bond Proceeds are $1.07M

Fund Balances

- Revenues did exceed our Expenditures by $89K for the month
- $115K for the Fiscal Year
- $237K was fund balance for 2015 YTD

Citywide Financial Results

Revenues

- Monthly Revenues: $902K
- Fiscal Year: $4.8M
  - $282K decrease from YTD through December 2015

Personnel

- Monthly Personnel: $340K
  - A decrease of $24K compared to December 2015

Other Costs

- Other Expenditures were $347K for the month
  - An increase of $59K compared to December 2015

General Fund

Revenues

- Monthly Revenues:$557K
- Fiscal Year: $2.9M
- An increase $300K from 2015

Expenditures

- Monthly Personnel: $220K
  - A decrease of $14K from December 2015
  - Other Expenses: $128K
  - An increase of $40K from December 2015

Fund Balance

- Revenues did exceed Expenditures by $119K for the month
- $214K YTD Fund Balance an increase from Fiscal YTD through December 2015 (21K) of $193K

Enterprise Funds

Gas

- Monthly Revenues: $79K YTD Revenues: $263K
- Fund Balance YTD: $57K

Water

- Monthly Revenues: $48K YTD Revenues: $350K
- Fund Balance YTD: $23K

Wastewater

- Monthly Revenues: $58K YTD Revenues: $356K
- Fund Balance YTD: $38K

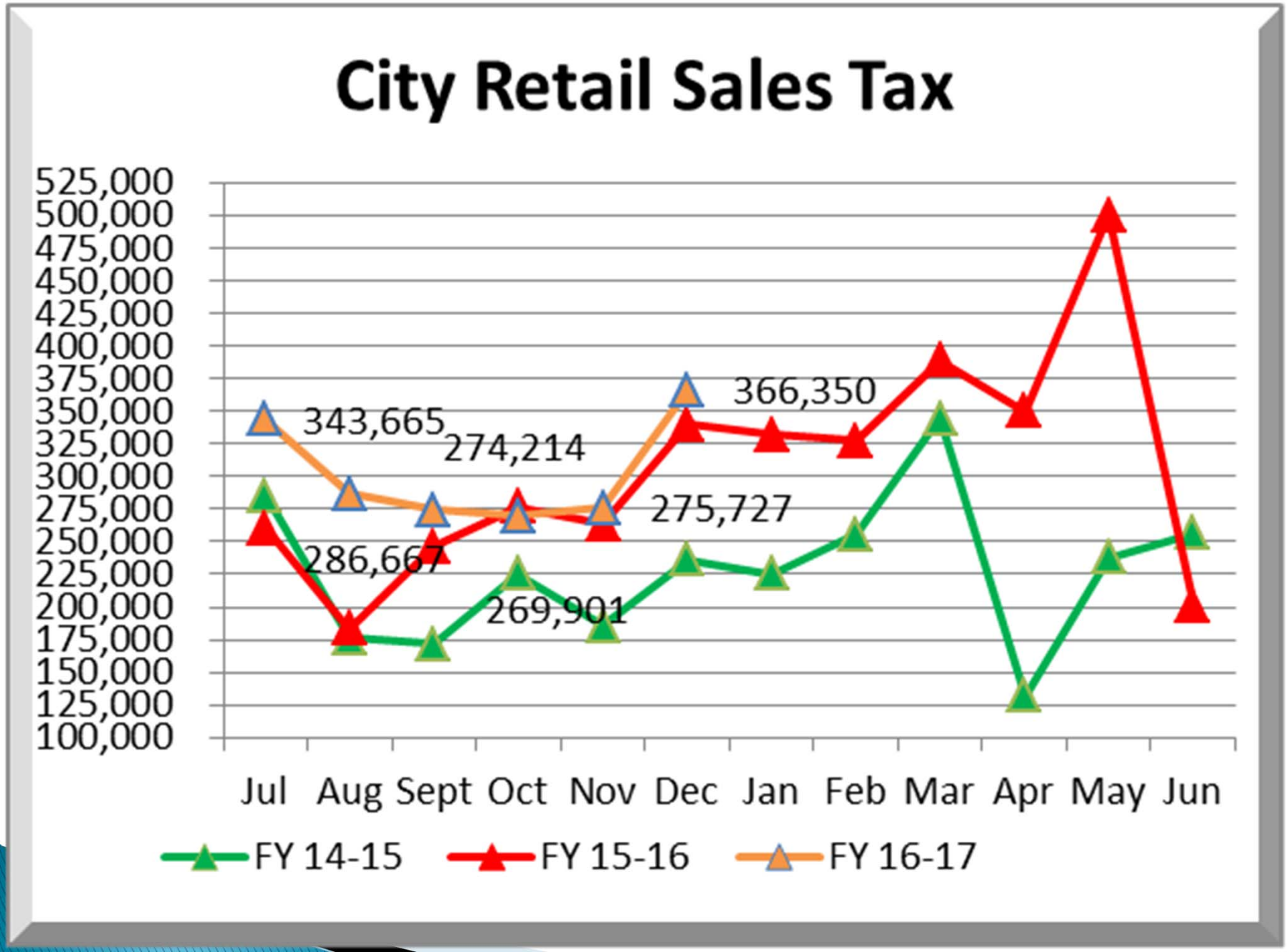
Sanitation

- Monthly Revenues: $51K YTD Revenues: $368K
- Fund Balance YTD: $118K

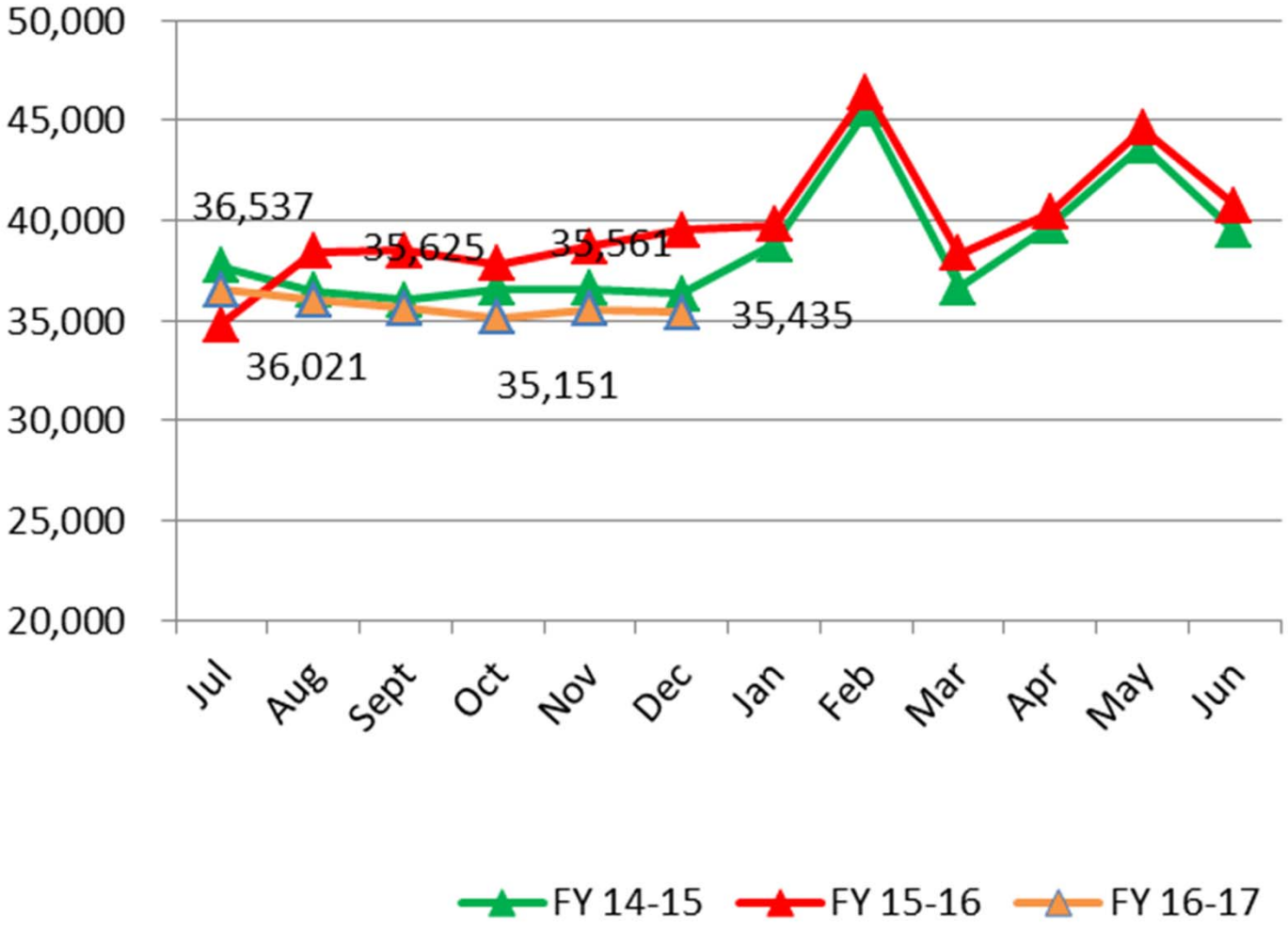
Golf Course

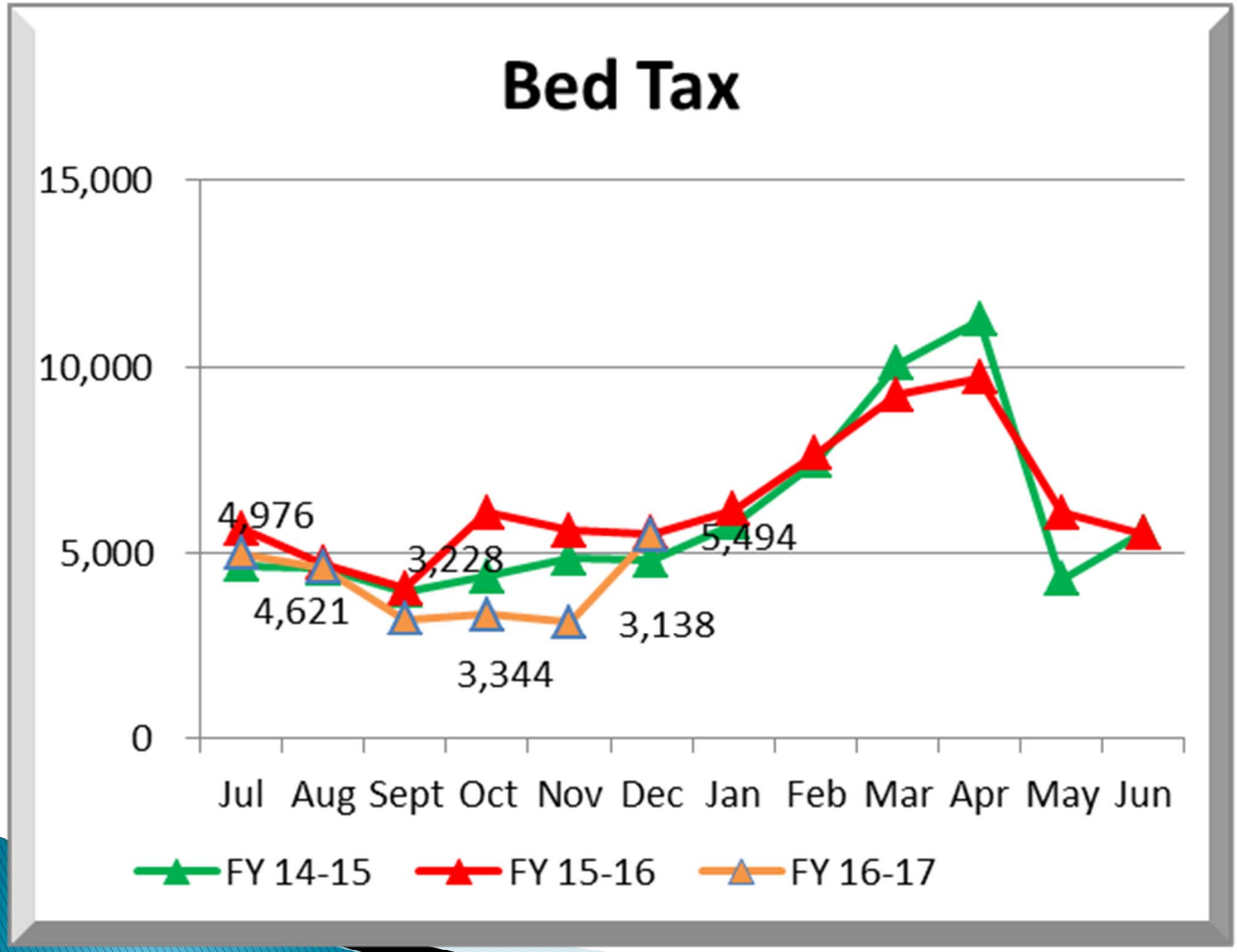
- Operations Fund Balance $17K for December, $151K YTD
  - 2015-$4K December & $96K YTD
- Food & Bev Fund Balance $4K for December, $7K YTD
  - 2015-$1K December, $17K YTD

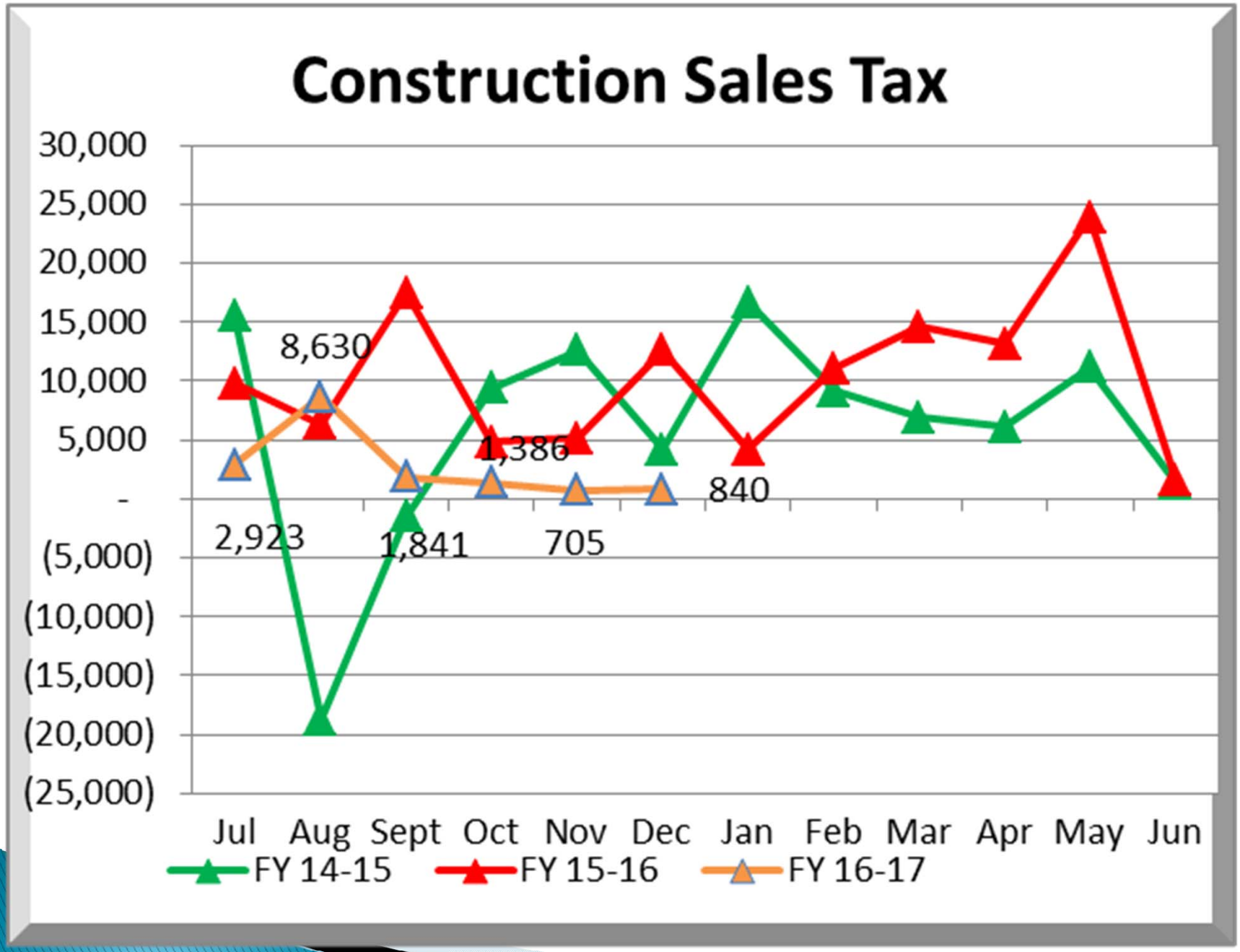
Sales Tax Analysis

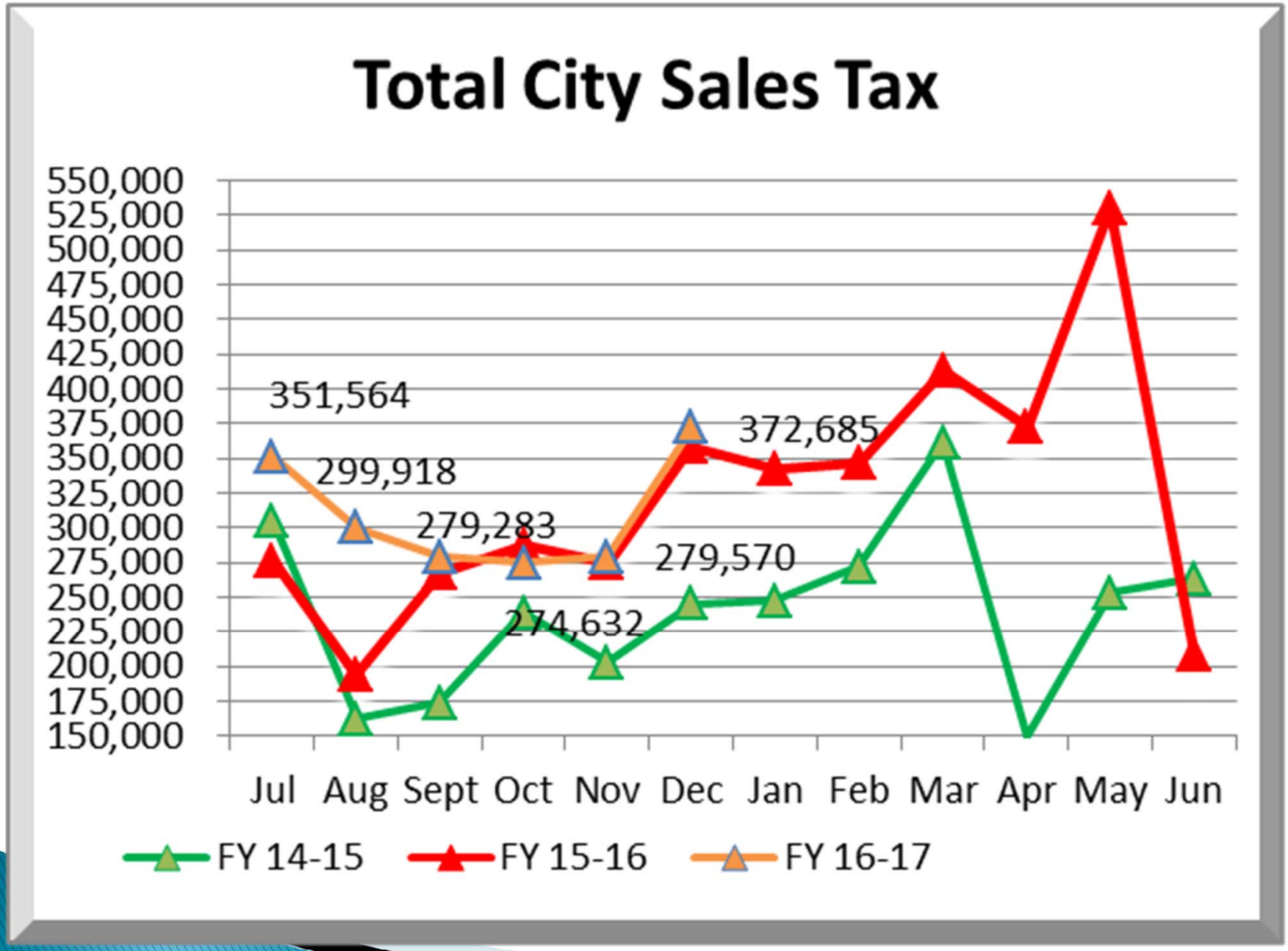

City Retail Sales Tax
525,000
500,000
475,000
450,000
425,000
400,000
375,000
350,000
325,000
300,000
275,000
250,000
225,000
200,000
175,000
150,000
125,000
100,000
343,665
274,214
366,350
275,727
286,667
269,901
Jul
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
FY 14-15
FY 15-16
FY 16-17

State Retail Sales Tax Collections




Bed Tax
15,000
10,000
5,000
0
4,976
4,621
3,228
3,344
3,138
5,494
Jul
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
FY 14-15
FY 15-16
FY 16-17


Construction Sales Tax
30,000
25,000
20,000
15,000
10,000
5,000
-
(5,000)
(10,000)
(15,000)
(20,000)
(25,000)
8,630
1,386
840
2,923
1,841
705
Jul
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
FY 14-15
FY 15-16
FY 16-17


Total City Sales Tax
550,000
525,000
500,000
475,000
450,000
425,000
400,000
375,000
350,000
325,000
300,000
275,000
250,000
225,000
200,000
175,000
150,000
351,564
299,918
279,283
274,632
279,570
372,685
Jul
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
FY 14-15
FY 15-16
FY 16-17

CITY OF BENSON
INTEROFFICE MEMORANDUM

DATE: **February 13, 2017**

TO: **William Stephens, City Manager**

FROM: **Dustin DeSpain, Finance Director**

cc: **Benson City Council Members**

SUBJECT: **City Financial Results for the month of November, 2016**

Cash

- Our unrestricted **cash** balance this month is **$2.1M**. As a comparison, our unrestricted cash position in November of 2015 was **$1.4M**.

Citywide Results for All Funds

- **Revenues** from all sources were **$887K** for the month, compared with **$816K** for November 2015. Year to Date we show a decrease in our overall revenues of **$284K**. This is mainly attributed to some of the large grant funds we received in 2015.
- **Personnel** costs were **$340K.** Year to Date our personnel costs city wide have an increase of **$124K**.
- **Other operating expenditures** were **$288K** for the month. Year to Date we are showing an increase in our expenditures over last year by **$142K**.
- **Capital expenditures** year to date are **$58K,** a decrease from last year of **490K**
- The **City Wide Net Position** was **$242K** during the month. Year to Date we have a **$25K** net position compared to a net position of **$93K** in the prior year.

General Fund

- **General Fund revenues** were **$513K**, an increase of **$30K** compared to the prior November. Noteworthy increases and decreases YTD include the following:
  - City Sales Tax is up **220K**
  - Police Revenue is up **11K**
  - State Sales Tax is down **$9K**
  - State Revenue Sharing is down **$7K**
- **Direct operating expenditures** were **$97K** for November. **Compared to** November 2015 expenditures are down **$42K.**
- **Personnel costs** were **$220K**, a decrease of **$14K** compared to November 2015. Year to Date, personnel costs are up **$63K**.
- The **General Fund Balance** was **$196K** during the month, an increase of **$86K** compared to November 2015. Year to Date, the General Fund balance is **$94K**.

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Transit Fund

- The **Transit Fund** was **$4K** during the month, and **$13K** YTD.
- The **Budgeted Contribution** from the General Fund for this fiscal year is **$58K.**

Streets Fund

- The **Streets Fund Balance** was **$4K** during the month, and is **$7K** year to date.
- **Gasoline Tax** or HURF monies are up **$423** compared to last year.

Enterprise Funds

- The **Natural Gas Fund** net position was **$5K** for the month.
- The **Water Fund** net position was **$7K** for the month.
- The **Wastewater Fund** net position was **$14K** for the month.
- The **Sanitation Fund** balance was **$59K** for the month.
- The **Airport Fund** balance was **$4K** for the month.
- The **Golf Course Fund** balance was **$22K** for the month.

Summary

The strategies implemented during the budget process are working for the City. We are seeing the City's cash balance rebound. We are seeing revenue from both the State and City improve, as consumers gain more confidence. The 1% sales tax increase has been very beneficial to the City and continues to meet expectations. Without the 1% Sales Tax we would have seen no increases in our Revenue. We are starting to see a slow-down in the amount of money we are putting in reserves. This is primarily caused by maintenance that has been delayed for some time. We are beginning to watch the hiring of new staff, as those costs have a direct effect on our ability to build up reserves. As we move forward into budget season we need to remember that in 2019 we will have a loss of revenue because of the .5% Sunset clause. This will mean in order to continually place money in reserves we will need to adjust or budget to meet the loss of revenue or find other valid and sustainable sources of Revenue. We are also facing new challenges, as the voters approved an minimum wage increase, which will have an effect on our budget moving forward. We will also need to be conscious of the voter approved adjustments to the Public Safety Retirement System. I anticipate large increase in the amount the City will have to contribute to this fund. We are working on our Enterprise Funds (Gas, Water, Wastewater, Sanitation, Airport and Golf Course) as we had significant loses in those Funds. The rate study is will be completed soon and the utility rates will need adjustment, in order for us to keep up with maintenance and aging utilities.

General Fund

November 2016 compared to November 2015

1/23/2017

Description	Month of October 2016	Month of October 2015	Month of October Difference	Fiscal Year To Date 2016	Fiscal Year To Date 2015	Fiscal Year To Date Difference
Revenues						
Property Tax	63,414	72,569	(9,155)	75,759	83,360	(7,601)
City Sales Tax	275,727	263,837	11,890	1,450,174	1,230,180	219,994
Bed Tax	3,138	5,609	(2,471)	19,306	26,132	(6,826)
State Sales Tax	35,561	38,696	(3,135)	178,895	188,252	(9,357)
Franchise Tax	17,332	18,122	(790)	78,841	49,564	29,277
Auto Lieu Tax	19,107	17,798	1,309	99,701	88,290	11,411
Business Licenses	600	716	(116)	3,375	6,416	(3,041)
State Revenue Sharing	49,866	51,220	(1,354)	249,331	256,101	(6,770)
Property Rentals	170	490	(320)	16,492	23,622	(7,130)
Community Development Fees	5,532	3,007	2,525	24,614	27,284	(2,670)
Police Revenue	0	8,167	(8,167)	35,638	25,109	10,528
Animal Control Revenue	1,116	1,741	(625)	8,056	13,320	(5,264)
Fire Revenue	35,983	0	35,983	42,238	7	42,231
Library Revenue	749	78	671	2,633	3,235	(602)
Parks Revenue	264	388	(124)	4,010	3,753	257
Miscellaneous	4,103	55	4,048	22,511	9,662	12,849
Total Revenues	**512,661**	**482,493**	**30,168**	**2,311,573**	**2,034,288**	**277,286**
Expenditures						
Administration	18,427	35,021	(16,594)	193,097	139,597	53,500
City Council	2,482	1,805	677	24,257	17,934	6,323
Building	14,591	10,072	4,519	62,833	51,209	11,624
Police	150,193	173,472	(23,279)	853,062	780,976	72,086
Fire	23,598	27,486	(3,888)	150,304	186,854	(36,550)
Magistrate	2,829	11,249	(8,420)	12,093	29,245	(17,152)
Library	14,902	22,685	(7,783)	92,021	94,387	(2,366)
Parks	22,374	17,818	4,556	107,895	89,089	18,806
Finance	16,058	12,963	3,095	96,096	93,275	2,821
Recreation	2,064	7,253	(5,189)	26,739	53,381	(26,642)
Community Enrichment	1,684	1,868	(184)	25,344	28,307	(2,963)
Tourism	10,736	10,863	(127)	60,498	63,112	(2,614)
City Attorney	15,120	21,185	(6,066)	78,209	86,681	(8,472)
City Clerk	9,132	9,962	(830)	51,046	53,844	(2,798)
Planning & Zoning	5,174	5,504	(330)	28,303	26,863	1,440
Public Works	7,553	3,280	4,273	33,254	17,152	16,102
Debt Service	0	0	0	322,511	315,524	6,987
Total Expenditures	**316,916**	**372,486**	**(55,570)**	**2,217,563**	**2,127,430**	**90,133**
Net Position	**195,744**	**110,007**	**85,738**	**94,011**	**(93,142)**	**187,153**

City of Benson Comparative Financial Summary - November 2016 to 2015

1/23/2017

42% of the fiscal year has elapsed

Unrestricted Cash - All Funds	2,052,624.46							
	Month of November			Fiscal Year to Date through November			Percent of	2016-17
Description	2016	2015	Difference	2016	2015	Difference	Budget Used	Budget
Revenues from all Sources	**886,861**	**815,710**	**71,151**	**3,885,169**	**4,169,642**	(284,473)	20%	**19,654,710**
Expenditures from all Funds:								
Personnel	340,121	364,284	**(24,163)**	2,036,658	1,912,412	124,246	37%	5,469,837
Other Expenditures	288,449	322,929	**(34,480)**	1,442,915	1,301,081	141,834	20%	7,066,873
Bond/Debt Payments	0	0	**0**	322,511	315,524	6,987	48%	669,355
Capital Expenditures	16,345	9,031	**7,314**	58,087	547,885	(489,798)	1%	6,448,645
Total Expenditures	**644,915**	**696,244**	**(51,329)**	**3,860,171**	**4,076,902**	**(216,731)**	20%	**19,654,710**
Net Position	***241,945***	***119,466***	***122,480***	***24,998***	***92,740***	***(67,741)***		***0***
General Fund								
Revenues								
Revenues (see Gen. Fund Report for details)	512,661	482,493	30,168	2,311,573	2,034,288	277,286	29%	7,959,659
Expenditures								
Personnel	220,408	234,074	(13,666)	1,308,083	1,245,501	62,582	37%	3,518,088
Other Costs	96,509	138,411	(41,902)	586,968	566,404	20,564	27%	2,142,616
Contributions to Other Funds	0	0		0	0	0	0%	529,600
Contingency Reserves	0	0		0	0	0	0%	1,100,000
Debt Service	0	0	0	322,511	315,524	6,987	48%	669,355
Total Expenditures	**316,916**	**372,485**	**(55,569)**	**2,217,563**	**2,127,429**	**90,134**	28%	**7,959,659**
Fund Balance	**195,744**	**110,008**	**85,737**	**94,011**	**(93,141)**	**187,152**		**0**
Transit Fund								
Revenues								
Fares	323	472	(149)	1,959	2,886	(927)	24%	8,000
Grant Revenue	7,858	16,430	(8,572)	48,680	52,523	(3,843)	18%	266,915
Greyhound Revenue	0	227	(227)	0	1,336	(1,336)	#DIV/0!	0
Contribution From General Fund	0	0	0	0	0	0	0%	57,646
Total Revenues	**8,181**	**17,129**	**(8,948)**	**50,638**	**56,745**	**(4,771)**	15%	**332,561**
Expenditures								
Personnel	7,644	8,001	(357)	43,906	43,916	(10)	36%	122,861
Other Costs	4,333	13,817	(9,484)	19,760	40,354	(20,594)	33%	59,700
Capital Costs	0	0	0		0	0	0%	150,000
Total Expenditures	**11,977**	**21,818**	**(9,841)**	**63,666**	**84,270**	**(20,604)**	19%	**332,561**
Fund Balance	**(3,797)**	**(4,689)**	**892**	**(13,027)**	**(27,525)**	**15,834**		**0**

Description	Month of November 2016	Month of November 2015	Month of November Difference	Fiscal Year to Date through November 2016	Fiscal Year to Date through November 2015	Fiscal Year to Date through November Difference	Percent of Budget Used	2016-17 Budget
Capital Projects Fund								
Revenues								
Construction Sales Tax	705	5,123	(4,418)	15,485	43,489	(28,004)	2%	800,000
Grant Revenue	0	0	0	0	0	0	0%	1,378,345
Hanger Financing	0	0	0	0	0	0	0%	500,000
Series 2010 Bond Proceeds	0	0	0	0	0	0	0%	250,000
Total Revenues	**705**	**5,123**	**(4,418)**	**15,485**	**43,489**	**(28,004)**	**1%**	**2,928,345**
Expenditures								
Walmart Payment	0	0	0	0	0	0	0%	250,000
Wastewater Plant Software Upgrade	0	0	0	0	0	0	0%	80,000
302 Pump Replacement	0	0	0	0	0	0	0%	50,000
Street Signage Upgrades	0	0	0	0	0	0	0%	75,000
Survey Of 4th Street	0	0	0	0	0	0	0%	15,000
Complete Street Study	0	0	0	0	0	0	0%	20,000
K9 Memorial	0	0	0	0	0	0	0%	6,000
Skate Park Improvements	0	0	0	0	0	0	0%	30,000
Pool Improvement Canopy	0	0	0	0	0	0	0%	33,172
Union Street Park Canopy	0	0	0	0	0	0	0%	33,173
Slum & Blight Abatement	0	0	0	0	0	0	0%	25,000
UAS Infrastructure Development	0	0	0	0	0	0	0%	50,000
City Hall Improvments	0	0	0	0	0	0	0%	20,000
Library Carpet	0	0	0	0	0	0	0%	11,000
Other Projects	0	0	0	0	0	0	0%	2,230,000
Total Expenditures	**0**	**0**	**0**	**0**	**0**	**0**	0%	**2,928,345**
Fund Balance	**705**	**5,123**	**(4,418)**	**15,485**	**43,489**	**(28,004)**		**0**
Streets Fund								
Revenues								
Gasoline Tax	31,020	29,000	2,020	151,510	151,087	423	35%	433,383
Lottery	0	0	0	0	0	0	0%	0
Series 2010 Bond	0	0	0	0	0	0	0%	0
Total Revenues	**31,020**	**29,000**	**2,020**	**151,510**	**151,087**	**423**	**35%**	**433,383**
Expenditures								
Personnel	13,894	10,691	3,203	85,823	58,307	27,516	35%	244,682
Other Costs	13,507	15,040	(1,533)	72,293	71,974	319	38%	188,701
Pavement Project	0	0	0		0	0	0%	0
Total Expenditures	**27,401**	**25,731**	**1,670**	**158,115**	**130,281**	**27,834**	**36%**	**433,383**
Fund Balance	**3,619**	**3,269**	**350**	**(6,605)**	**20,806**	**(27,411)**		**0**
Impact Fee Fund								
Revenues								
Total Revenues	**0**	**0**	0	**0**	**0**	0	**#DIV/0!**	**0**
Total Expenditures	**0**	**0**	0	**0**	**0**	0	**#DIV/0!**	**0**
Fund Balance	**0**	**0**	**0**	**0**	**0**	**0**		**0**

Description	Month of November 2016	Month of November 2015	Month of November Difference	Fiscal Year to Date through November 2016	Fiscal Year to Date through November 2015	Fiscal Year to Date through November Difference	Percent of Budget Used	2016-17 Budget
Grants Fund								
Total Revenues	**3,186**	**163**	3,023	**6,738**	**621,045**	(614,307)	**0%**	**3,013,000**
Total Expenditures	**3,953**	**9,031**	(5,078)	**5,133**	**519,236**	(514,103)	**0%**	**3,013,000**
Fund Balance	**(766)**	**(8,868)**	**8,102**	**1,605**	**101,809**	**(100,204)**		**0**
Fire Pension Fund								
Revenues								
Contribution from State Fund	0	0	0	5,346	5,125	221	**89%**	6,000
Contribution from Fire, Inc.	0	199	(199)	1,352	818	534	**113%**	1,200
Contribution from General Fund	0	0	0	0	0	0	**0%**	23,800
Interest Income	0	0	0	361	0	361	**7%**	5,000
Total Revenues	**0**	**199**	**(199)**	**7,059**	**5,943**	**1,116**	**20%**	**36,000**
Expenditures								
Pension Payments	2,800	2,800	0	14,400	13,000	1,400	**40%**	36,000
Total Expenditures	**2,800**	**2,800**	**0**	**14,400**	**13,000**	**1,400**	**40%**	**36,000**
Fund Balance	**(2,800)**	**(2,601)**	**(199)**	**(7,341)**	**(7,057)**	**(284)**		**0**
Enterprise Funds								
Natural Gas Fund								
Revenues								
Gas Revenues	43,977	58,766	(14,789)	183,733	210,013	(26,280)	**17%**	1,102,000
Series 2010 Bond Proceeds	0	0	0	0	0	0	**0%**	75,000
Total Revenues	**43,977**	**58,766**	**(14,789)**	**183,733**	**210,013**	**(26,280)**	**16%**	**1,177,000**
Expenditures								
Personnel	19,967	19,742	225	111,797	103,366	8,431	**30%**	367,787
Gas Purchased	16,526	0	16,526	48,276	23,039	25,237	**12%**	400,000
Other	10,047	16,264	(6,217)	71,058	49,266	21,792	**25%**	279,213
Capital Projects	2,843	0	2,843	16,638	0	16,638	**13%**	130,000
Total Expenditures	**49,384**	**36,006**	**13,378**	**247,768**	**175,671**	**72,097**	**21%**	**1,177,000**
Net Position	**(5,406)**	**22,760**	**(28,166)**	**(64,035)**	**34,342**	**(98,377)**		**0**
Water Fund								
Revenues								
Revenues	50,615	49,604	1,011	301,593	293,194	8,399	**37%**	822,250
Series 2010 Bond Proceeds	0	0	0	0	0	0	**0%**	50,000
Total Revenues	**50,615**	**49,604**	**1,011**	**301,593**	**293,194**	**8,399**	**35%**	**872,250**
Expenditures								
Personnel	29,475	30,740	(1,265)	187,764	164,676	23,088	**52%**	363,954
Other	14,156	13,751	405	75,174	80,185	(5,011)	**18%**	428,296
Capital Projects	0	0	0	3,833	0	3,833	**5%**	80,000
Total Expenditures	**43,631**	**44,491**	**(860)**	**266,771**	**244,861**	**21,910**	**31%**	**872,250**
Net Position	**6,984**	**5,113**	**1,871**	**34,822**	**48,333**	**(13,511)**		**0**

Description	Month of November 2016	Month of November 2015	Month of November Difference	Fiscal Year to Date through November 2016	Fiscal Year to Date through November 2015	Fiscal Year to Date through November Difference	Percent of Budget Used	2016-17 Budget
Wastewater Fund								
Revenues								
Revenues	58,625	56,916	1,709	297,322	287,383	9,939	37%	805,000
Whetstone Fees	0	0	0	0	0	0	#DIV/0!	0
Series 2010 Bond	0	0	0	0	0	0		280,000
Total Revenues	**58,625**	**56,916**	**1,709**	**297,322**	**287,383**	**9,939**	**27%**	**1,085,000**
Expenditures								
Personnel	19,443	23,902	(4,459)	103,603	116,546	(12,943)	32%	325,496
Other	24,768	22,573	2,195	173,804	84,400	89,404	26%	669,504
Capital Projects	0	0	0	3,833	0	3,833	4%	90,000
Whetstone Fees	0	0	0		0	0	#DIV/0!	0
Total Expenditures	**44,211**	**46,475**	**(2,264)**	**277,407**	**200,946**	**80,294**	**26%**	**1,085,000**
Net Position	**14,414**	**10,441**	**3,973**	**19,915**	**86,437**	**(70,356)**		**0**
Sanitation Fund								
Total Revenues	**108,542**	**49,401**	59,141	**317,868**	**246,345**	71,523	**47%**	**680,000**
Expenditures								
Personnel	269	1,952	(1,683)	9,195	10,654	(1,459)	44%	20,721
Other	49,053	45,799	3,254	192,292	185,236	7,056	29%	659,279
Total Expenditures	**49,322**	**47,751**	1,571	**201,487**	**195,890**	5,597	30%	**680,000**
Net Position	**59,219**	**1,650**	**57,569**	**116,381**	**50,455**	**65,926**		**0**
Airport Fund								
Revenues								
Business Revenue	297	50	247	5,849	260	5,589	39%	15,000
Insurance Recoveries	0	0			0	0		0
Contribution from General Fund	0	0	0	0	0	0	0%	135,800
Total Revenues	**297**	**50**	**247**	**5,849**	**260**	**5,589**	**4%**	**150,800**
Total Expenditures	**4,024**	**9,475**	**(5,451)**	**22,141**	**29,194**	**(7,053)**	**15%**	**150,800**
Net Position	**(3,727)**	**(9,425)**	**5,698**	**(16,292)**	**(28,934)**	**12,642**		**0**

Description	Month of November 2016	Month of November 2015	Month of November Difference	Fiscal Year to Date through November 2016	Fiscal Year to Date through November 2015	Fiscal Year to Date through November Difference	Percent of Budget Used	2016-17 Budget
San Pedro Golf Course								
Revenues								
Golf Operations	48,318	45,657	2,661	135,566	131,485	4,081	26%	523,480
Food & Beverage	20,735	21,209	(474)	100,233	88,365	11,868	34%	291,300
Contribution from General Fund	0	0	0	0	0	0	0%	171,932
AGS Donations	0	0	0	0	0	0		0
Total Revenues	**69,053**	**66,866**	**2,187**	**235,799**	**219,850**	**15,949**	**24%**	**986,712**
Expenditures								
Golf Operations								
Personnel	10,985	11,986	(1,001)	68,132	57,783	10,349	41%	166,885
Other Costs	9,810	11,301	(1,491)	30,877	33,168	(2,291)	26%	119,972
Total Golf Operations	**20,796**	**23,287**	**(2,491)**	**99,009**	**90,951**	**8,058**	**35%**	**286,857**
Maintenance								
Personnel	9,307	11,090	(1,783)	57,920	52,778	5,142	31%	187,660
Other Costs	24,376	20,113	4,263	84,908	79,331	5,577	46%	184,642
Total Maintenance	**33,683**	**31,203**	**2,480**	**142,828**	**132,109**	**10,719**	**38%**	**372,302**
Food & Beverage								
Personnel	8,729	12,106	(3,377)	60,433	58,885	1,548	40%	151,703
Other Costs	18,539	13,585	4,954	50,965	45,530	5,435	43%	118,550
Total Food & Beverage	**27,268**	**25,691**	**1,577**	**111,399**	**104,415**	**6,984**	**41%**	**270,253**
Capital Projects	9,550	0	9,550	28,649	28,649	0	50%	57,300
Total Expenditures	**91,296**	**80,181**	**11,115**	**381,885**	**356,124**	**25,761**	**39%**	**986,712**
Net Position	**(22,243)**	**(13,315)**	**(8,928)**	**(146,086)**	**(136,274)**	**(9,812)**		**0**
Totals for all Enterprise Funds								
Total Revenues	**331,108**	**281,603**	**49,505**	**1,342,165**	**1,257,045**	**85,120**	**27%**	**4,951,762**
Expenditures								
Personnel	98,176	111,518	(11,660)	598,846	564,688	34,158	38%	1,584,206
Other	171,300	152,861	16,756	749,494	609,349	140,145	25%	3,010,256
Capital Projects	12,393	0	12,393	52,954	28,649	20,471	15%	357,300
Total Expenditures	281,868	264,379	17,489	1,397,460	1,202,686	198,608	28%	4,951,762
Net Position	**49,240**	**17,224**	32,016	**(55,296)**	**54,359**	**(113,488)**		**0**

Benson
Arizona
Founded in 1880
Gateway to the San Pedro Valley

FINANCIAL HIGHLIGHTS
NOVEMBER 2016

Citywide Financial Highlights

Cash

- Unrestricted Cash sits at $2.1M
- Bond Proceeds are $1.07M

Fund Balances

- Revenues did exceed our Expenditures by $242K for the month
- $25K for the Fiscal Year
- $93K was fund balance for 2015 YTD

Citywide Financial Results

Revenues

- Monthly Revenues: $887K
- Fiscal Year: $3.9M
  - $284K decrease from YTD through November 2015

Personnel

- Monthly Personnel: $340K
  - A decrease of $24K compared to November 2015

Other Costs

- Other Expenditures were $288K for the month
  - A decrease of $34K compared to November 2015

General Fund

Revenues

- Monthly Revenues:$513K
- Fiscal Year: $2.3M
- An increase $277K from 2015

Expenditures

- Monthly Personnel: $220K
  - A decrease of $14K from November 2015
- Other Expenses: $97K
  - A decrease of $42K from November 2015

Fund Balance

- Revenues did exceed Expenditures by $196K for the month
- $94K YTD Fund Balance an increase from Fiscal YTD through November 2015 (93K) of $187K

Enterprise Funds

Gas

- Monthly Revenues: $44K YTD Revenues: $184K
- Fund Balance YTD: $64K

Water

- Monthly Revenues: $51K YTD Revenues: $302K
- Fund Balance YTD: $35K

Wastewater

- Monthly Revenues: $59K YTD Revenues: $297K
- Fund Balance YTD: $20K

Sanitation

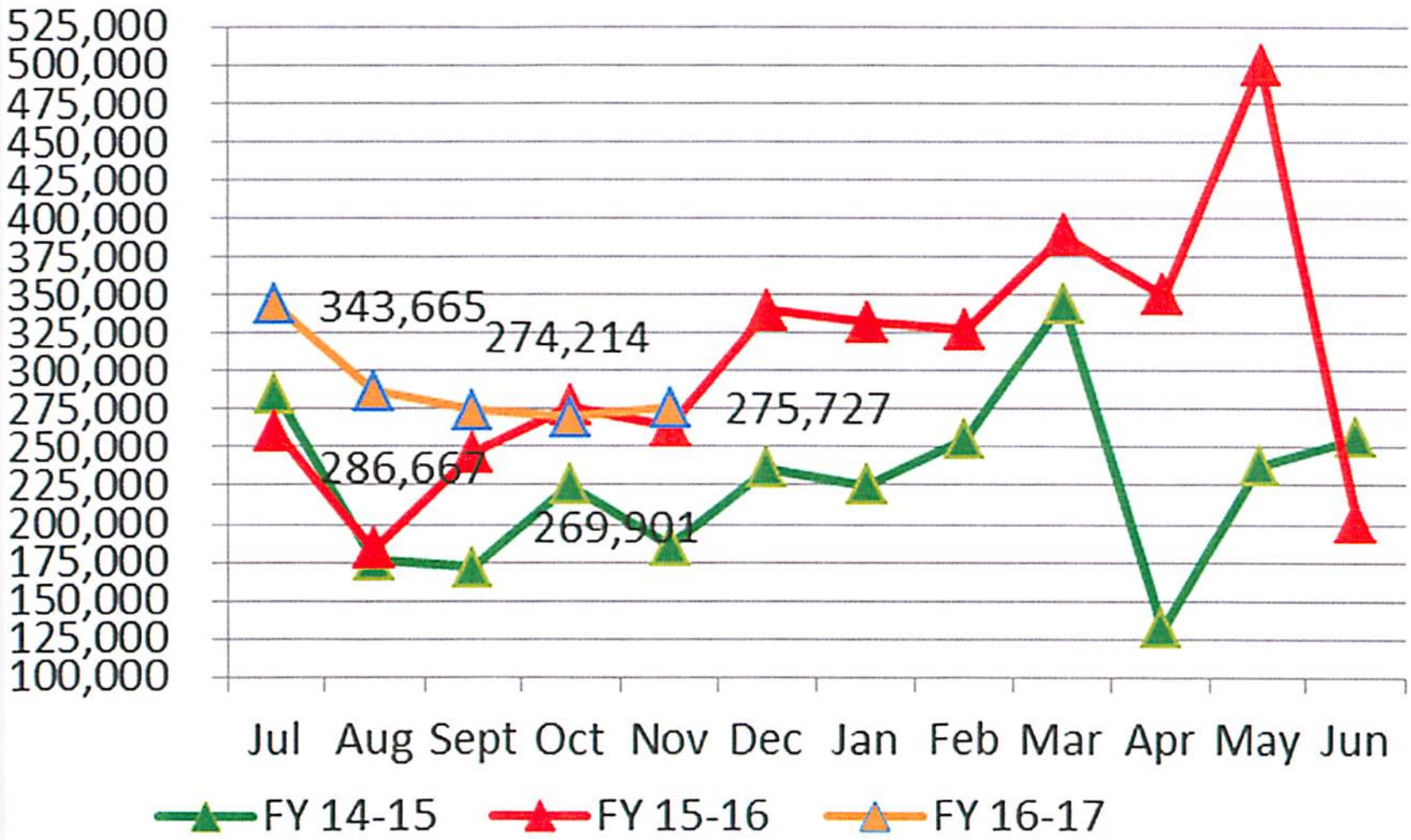
- Monthly Revenues: $109K YTD Revenues: $318K
- Fund Balance YTD: $116K

Golf Course

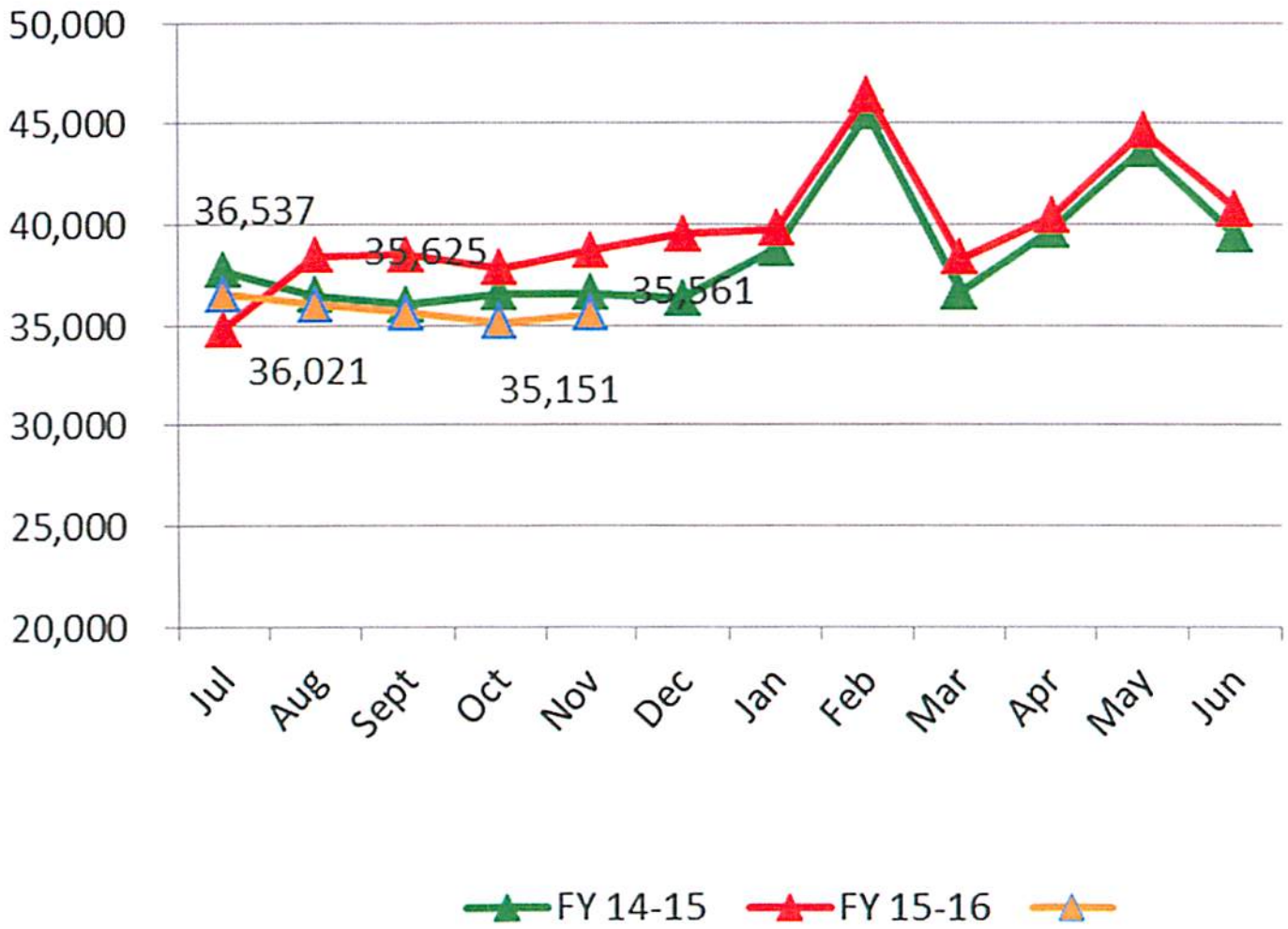
- Operations Fund Balance $16K for November, $135K YTD
  - 2015–$9K November & $120K YTD
- Food & Bev Fund Balance $7K for November, $11K YTD
  - 2015–$4K November, $16K YTD

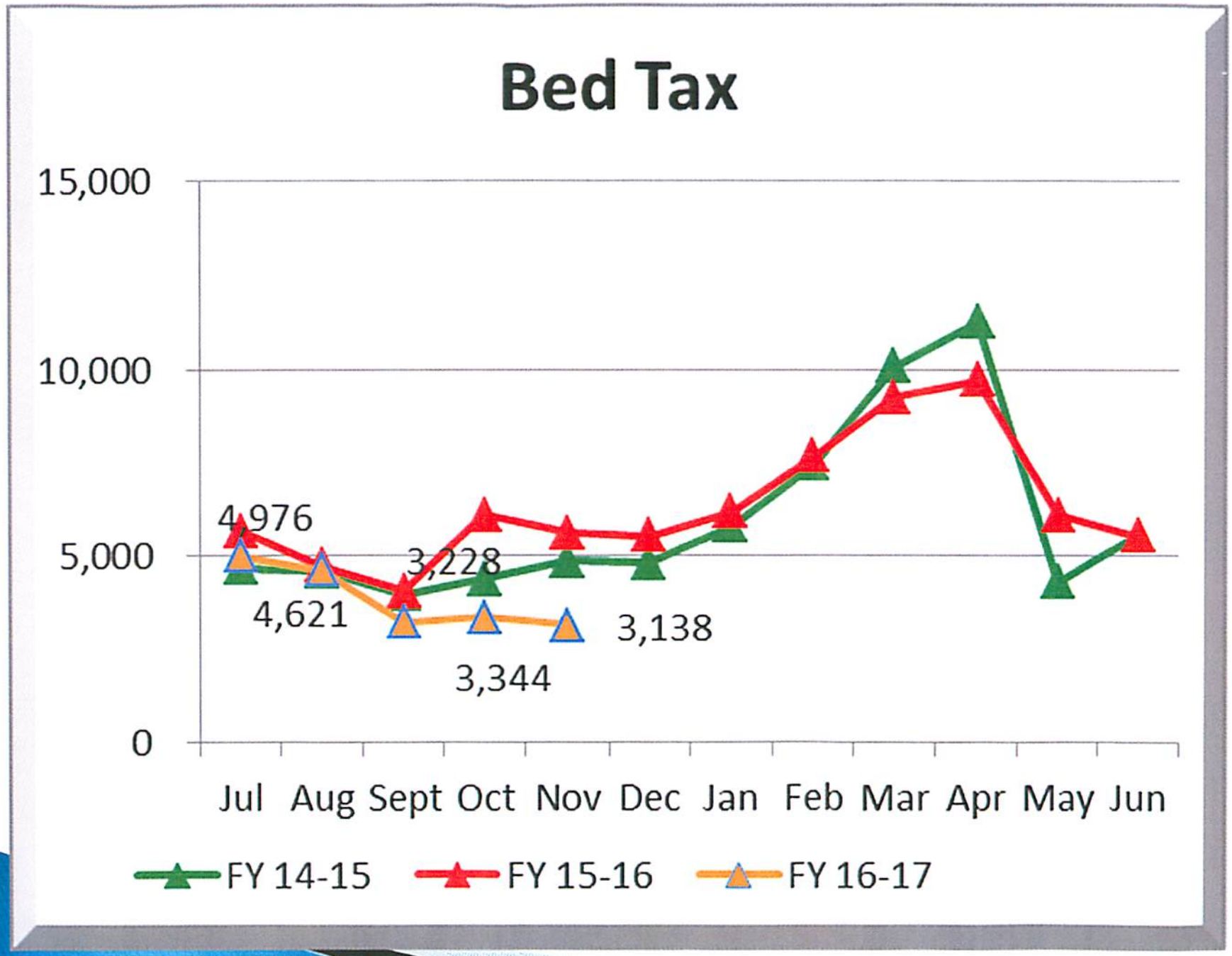
Sales Tax Analysis

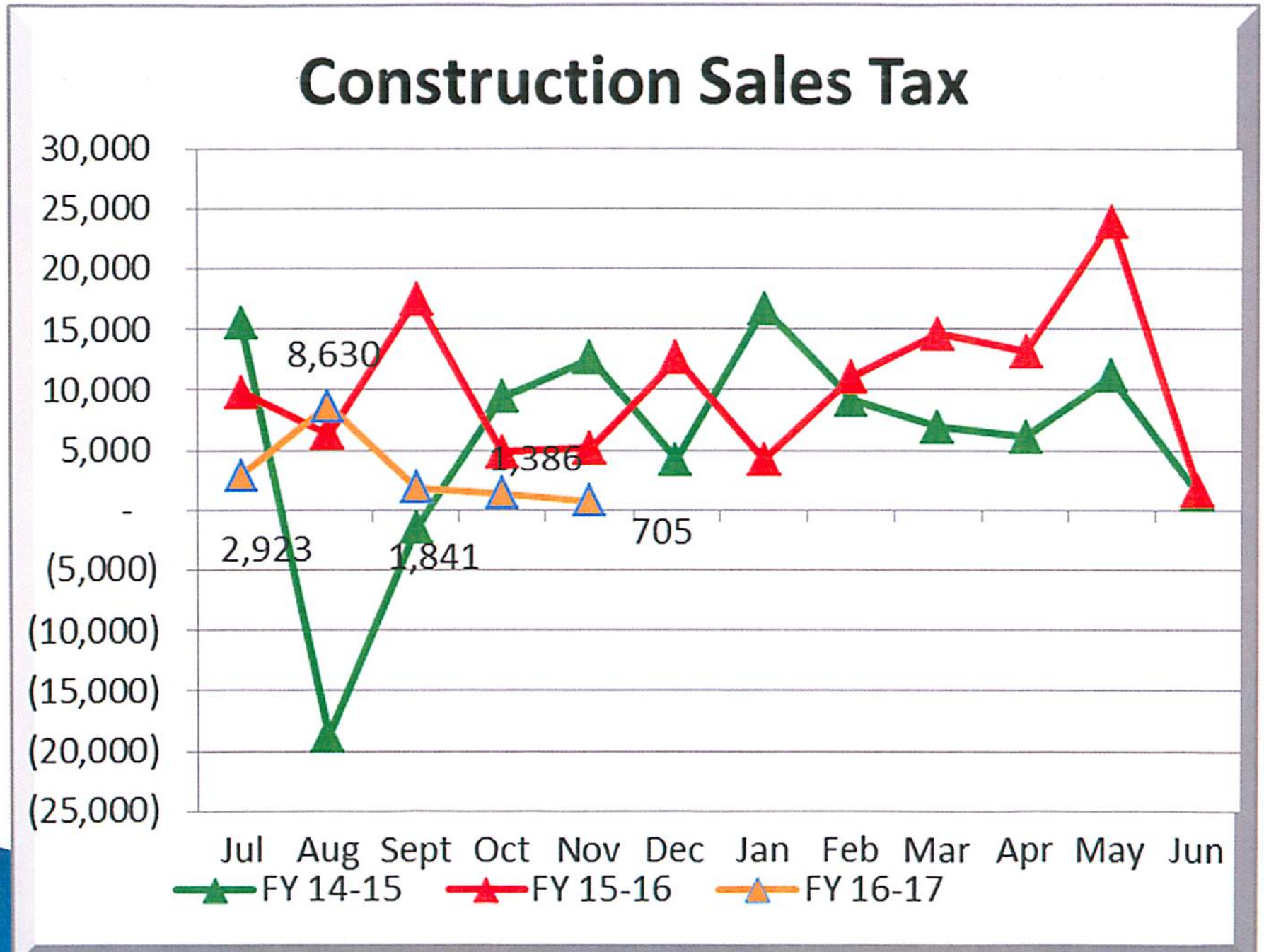
City Retail Sales Tax



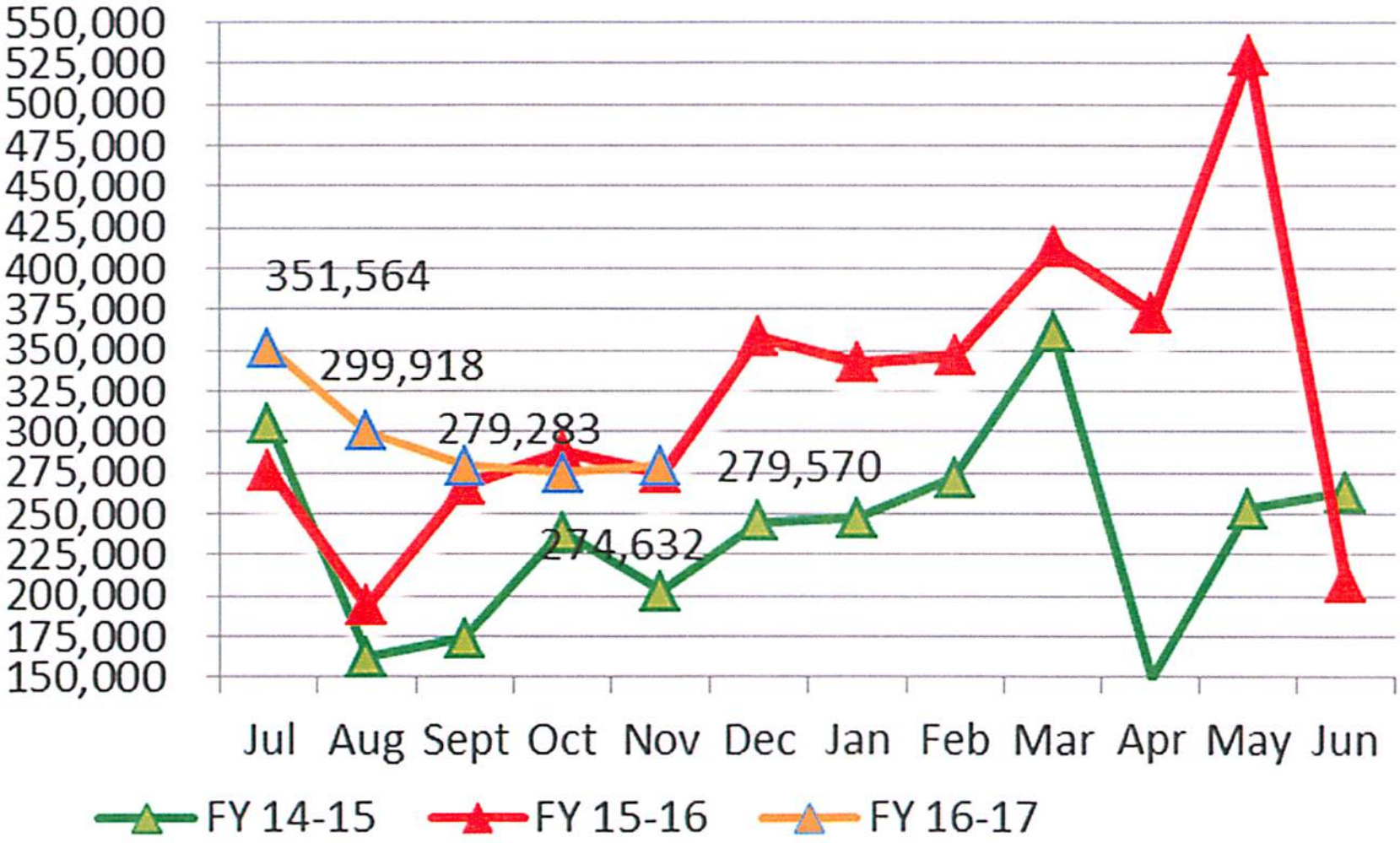
State Retail Sales Tax Collections




Bed Tax
15,000
10,000
5,000
0
4,976
4,621
3,228
3,344
3,138
Jul
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
FY 14-15
FY 15-16
FY 16-17


Construction Sales Tax
30,000
25,000
20,000
15,000
10,000
5,000
-
(5,000)
(10,000)
(15,000)
(20,000)
(25,000)
8,630
1,386
2,923
1,841
705
Jul
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
FY 14-15
FY 15-16
FY 16-17

Total City Sales Tax



CITY OF BENSON
INTEROFFICE MEMORANDUM

DATE: February 13, 2017

TO: William Stephens, City Manager

FROM: Dustin DeSpain, Finance Director

cc: Benson City Council Members

SUBJECT: City Financial Results for the month of October, 2016

Cash

- Our unrestricted **cash** balance this month is **$1.8M**. As a comparison, our unrestricted cash position in October of 2015 was **$1.3M**.

Citywide Results for All Funds

- **Revenues** from all sources were **$707K** for the month, compared with **$1.1M** for October 2015. Year to Date we show a decrease in our overall revenues of **$356K**. This is mainly attributed to some of the large grant funds we received in 2015.
- **Personnel** costs were **$340K.** Year to Date our personnel costs city wide have increased **$108K**.
- **Other operating expenditures** were **$369K** for the month. Year to Date we are showing an increase in our expenditures over last year by **$211K**.
- **Capital expenditures** year to date are **$46K,** a decrease from last year of **493K**
- The **City Wide Net Position** was **$24K** during the month. Year to Date we have a **$216K** net position compared to a net position of **$282K** in the prior year.

General Fund

- **General Fund revenues** were **$431K**, an increase of **$10K** compared to the prior October. Noteworthy increases and decreases YTD include the following:
  - City Sales Tax is up **$208K**
  - Police Revenue is up **19K**
  - State Sales Tax is down **$6K**
  - State Revenue Sharing is down **$5K**
- **Direct operating expenditures** were **$155K** for October. **Compared to** October 2015 expenditures are down **$99K.**
- **Personnel costs** were **$220K**, a decrease of **$1K** compared to October2015. Year to Date, personnel costs are up **$52K**.
- The **General Fund Balance** was **$56K** during the month, an increase of **$110K** compared to October 2015. Year to Date, the General Fund balance is **$101K.**

Transit Fund

- The **Transit Fund** was **$2K** during the month, and **$9K** YTD.
- The **Budgeted Contribution** from the General Fund for this fiscal year is **$58K.**

Streets Fund

- The **Streets Fund Balance** was **$10K** during the month, and is **$10K** year to date.
- **Gasoline Tax** or HURF monies are down **$2K** compared to last year.

Enterprise Funds

- The **Natural Gas Fund** net position was **$15K** for the month.
- The **Water Fund** net position was **$11K** for the month.
- The **Wastewater Fund** net position was **$8K** for the month.
- The **Sanitation Fund** balance was **$1K** for the month.
- The **Airport Fund** balance was **$2K** for the month.
- The **Golf Course Fund** balance was **$50K** for the month.

Summary

The strategies implemented during the budget process are working for the City. We are seeing the City's cash balance rebound. We are seeing revenue from both the State and City improve, as consumers gain more confidence. The 1% sales tax increase has been very beneficial to the City and continues to meet expectations. Without the 1% Sales Tax we would have seen no increases in our Revenue. We are starting to see a slow-down in the amount of money we are putting in reserves. This is primarily caused by maintenance that has been delayed for some time. We are beginning to watch the hiring of new staff, as those costs have a direct effect on our ability to build up reserves. As we move forward into budget season we need to remember that in 2019 we will have a loss of revenue because of the .5% Sunset clause. This will mean in order to continually place money in reserves we will need to adjust or budget to meet the loss of revenue or find other valid and sustainable sources of Revenue. We are also facing new challenges, as the voters approved an minimum wage increase, which will have an effect on our budget moving forward. We will also need to be conscious of the voter approved adjustments to the Public Safety Retirement System. I anticipate large increase in the amount the City will have to contribute to this fund. We are working on our Enterprise Funds (Gas, Water, Wastewater, Sanitation, Airport and Golf Course) as we had significant loses in those Funds. The rate study is will be completed soon and the utility rates will need adjustment, in order for us to keep up with maintenance and aging utilities.

General Fund

October 2016 compared to October 2015

12/6/2016

Description	Month of October 2016	Month of October 2015	Month of October Difference	Fiscal Year To Date 2016	Fiscal Year To Date 2015	Fiscal Year To Date Difference
Revenues						
Property Tax	1,255	2,578	(1,323)	12,345	10,791	1,554
City Sales Tax	269,901	276,503	(6,602)	1,174,447	966,344	208,103
Bed Tax	3,344	6,080	(2,736)	16,168	20,523	(4,355)
State Sales Tax	35,151	37,829	(2,678)	143,334	149,556	(6,222)
Franchise Tax	20,783	12,643	8,140	61,508	31,442	30,066
Auto Lieu Tax	18,948	20,243	(1,295)	80,595	70,492	10,103
Business Licenses	175	325	(150)	2,775	5,700	(2,925)
State Revenue Sharing	49,866	51,220	(1,354)	199,465	204,880	(5,415)
Property Rentals	800	503	297	16,322	23,131	(6,809)
Community Development Fees	3,726	2,509	1,217	19,082	24,277	(5,195)
Police Revenue	17,361	6,068	11,293	35,638	16,942	18,695
Animal Control Revenue	1,599	1,000	599	6,940	11,579	(4,639)
Fire Revenue	6,254	0	6,254	6,254	7	6,247
Library Revenue	588	899	(311)	1,884	3,157	(1,273)
Parks Revenue	675	672	3	3,746	3,365	381
Miscellaneous	470	1,529	(1,059)	18,408	9,607	8,801
Total Revenues	**430,897**	**420,601**	**10,296**	**1,798,912**	**1,551,794**	**247,118**
Expenditures						
Administration	36,019	24,785	11,234	174,670	104,576	70,094
City Council	4,452	3,521	931	20,944	16,129	4,815
Building	11,937	14,125	(2,188)	48,242	41,138	7,104
Police	177,564	225,867	(48,303)	702,869	607,504	95,365
Fire	28,223	56,903	(28,680)	126,706	159,368	(32,662)
Magistrate	2,315	4,498	(2,183)	9,264	17,996	(8,732)
Library	17,419	22,779	(5,360)	77,119	71,702	5,417
Parks	22,211	24,280	(2,069)	85,521	71,271	14,250
Finance	19,227	21,145	(1,918)	80,038	80,312	(274)
Recreation	4,311	10,669	(6,358)	24,676	46,128	(21,452)
Community Enrichment	2,017	2,039	(22)	23,660	26,440	(2,780)
Tourism	12,808	13,407	(599)	49,762	52,248	(2,486)
City Attorney	16,156	25,136	(8,980)	63,089	65,496	(2,407)
City Clerk	9,188	14,059	(4,871)	41,944	43,882	(1,938)
Planning & Zoning	4,998	7,517	(2,519)	23,129	21,359	1,770
Public Works	6,379	4,543	1,836	25,701	13,871	11,830
Debt Service	0	0	0	322,511	6,630	315,881
Total Expenditures	**375,223**	**475,273**	**(100,050)**	**1,899,846**	**1,446,050**	**453,796**
Net Position	**55,674**	**(54,672)**	**110,346**	**(100,934)**	**105,744**	**(206,678)**

City of Benson Comparative Financial Summary - October 2016 to 2015

12/6/2016

34% of the fiscal year has elapsed

Unrestricted Cash - All Funds	1,772,887.86							
	Month of October			Fiscal Year to Date through October			Percent of	2016-17
Description	2016	2015	Difference	2016	2015	Difference	Budget Used	Budget
Revenues from all Sources	**707,436**	**1,189,262**	**(481,826)**	**2,998,308**	**3,354,148**	(355,840)	15%	**19,654,710**
Expenditures from all Funds:								
Personnel	340,121	343,681	**(3,560)**	1,656,533	1,548,129	108,404	30%	5,469,837
Other Expenditures	369,492	484,307	**(114,815)**	1,189,836	978,151	211,685	17%	7,066,873
Bond/Debt Payments	0	0	**0**	322,511	6,630	315,881	48%	669,355
Capital Expenditures	21,791	440,362	**(422,404)**	45,575	538,854	(493,279)	1%	6,448,645
Total Expenditures	**731,404**	**1,268,350**	**(540,780)**	**3,214,455**	**3,071,764**	**142,691**	16%	**19,654,710**
Net Position	***(23,968)***	***(79,088)***	***58,953***	***(216,147)***	***282,384***	***(498,531)***		***0***
General Fund								
Revenues								
Revenues (see Gen. Fund Report for details)	430,897	420,601	10,296	1,798,912	1,551,794	247,118	23%	7,959,659
Expenditures								
Personnel	220,408	221,676	(1,268)	1,063,738	1,011,427	52,311	30%	3,518,088
Other Costs	154,815	253,597	(98,782)	513,597	427,993	85,604	24%	2,142,616
Contributions to Other Funds	0	0		0	0	0	0%	529,600
Contingency Reserves	0	0		0	0	0	0%	1,100,000
Debt Service	0	0	0	322,511	6,630	315,881	48%	669,355
Total Expenditures	**375,223**	**475,273**	**(100,050)**	**1,899,846**	**1,446,050**	**453,796**	24%	**7,959,659**
Fund Balance	**55,674**	**(54,672)**	**110,346**	**(100,934)**	**105,744**	**(206,678)**		**0**
Transit Fund								
Revenues								
Fares	342	693	(351)	1,636	2,414	(778)	20%	8,000
Grant Revenue	8,225	3,553	4,672	40,822	36,093	4,729	15%	266,915
Greyhound Revenue	0	195	(195)	0	1,336	(1,336)	#DIV/0!	0
Contribution From General Fund	0	0	0	0	0	0	0%	57,646
Total Revenues	**8,567**	**4,441**	**4,126**	**42,458**	**39,843**	**3,951**	13%	**332,561**
Expenditures								
Personnel	7,644	8,060	(416)	36,619	35,915	704	30%	122,861
Other Costs	2,906	9,662	(6,756)	15,069	26,537	(11,468)	25%	59,700
Capital Costs	0	0	0		0	0	0%	150,000
Total Expenditures	**10,550**	**17,722**	**(7,172)**	**51,688**	**62,452**	**(10,764)**	16%	**332,561**
Fund Balance	**(1,984)**	**(13,281)**	**11,297**	**(9,230)**	**(22,609)**	**14,715**		**0**

Description	Month of October 2016	Month of October 2015	Month of October Difference	Fiscal Year to Date through October 2016	Fiscal Year to Date through October 2015	Fiscal Year to Date through October Difference	Percent of Budget Used	2016-17 Budget
Capital Projects Fund								
Revenues								
Construction Sales Tax	1,386	4,827	(3,441)	14,780	38,366	(23,586)	2%	800,000
Grant Revenue	0	0	0	0	0	0	0%	1,378,345
Hanger Financing	0	0	0	0	0	0	0%	500,000
Series 2010 Bond Proceeds	0	0	0	0	0	0	0%	250,000
Total Revenues	**1,386**	**4,827**	**(3,441)**	**14,780**	**38,366**	**(23,586)**	**1%**	**2,928,345**
Expenditures								
Walmart Payment	0	0	0	0	0	0	0%	250,000
Wastewater Plant Software Upgrade	0	0	0	0	0	0	0%	80,000
302 Pump Replacement	0	0	0	0	0	0	0%	50,000
Street Signage Upgrades	0	0	0	0	0	0	0%	75,000
Survey Of 4th Street	0	0	0	0	0	0	0%	15,000
Complete Street Study	0	0	0	0	0	0	0%	20,000
K9 Memorial	0	0	0	0	0	0	0%	6,000
Skate Park Improvements	0	0	0	0	0	0	0%	30,000
Pool Improvement Canopy	0	0	0	0	0	0	0%	33,172
Union Street Park Canopy	0	0	0	0	0	0	0%	33,173
Slum & Blight Abatement	0	0	0	0	0	0	0%	25,000
UAS Infrastructure Development	0	0	0	0	0	0	0%	50,000
City Hall Improvments	0	0	0	0	0	0	0%	20,000
Library Carpet	0	0	0	0	0	0	0%	11,000
Other Projects	0	0	0	0	0	0	0%	2,230,000
Total Expenditures	**0**	**0**	**0**	**0**	**0**	**0**	**0%**	**2,928,345**
Fund Balance	**1,386**	**4,827**	**(3,441)**	**14,780**	**38,366**	**(23,586)**		**0**
Streets Fund								
Revenues								
Gasoline Tax	28,747	29,627	(880)	120,490	122,087	(1,597)	28%	433,383
Lottery	0	0	0	0	0	0	0%	0
Series 2010 Bond	0	0	0	0	0	0	0%	0
Total Revenues	**28,747**	**29,627**	**(880)**	**120,490**	**122,087**	**(1,597)**	**28%**	**433,383**
Expenditures								
Personnel	13,894	10,691	3,203	70,337	47,617	22,720	29%	244,682
Other Costs	25,172	25,216	(44)	60,377	56,933	3,444	32%	188,701
Pavement Project	0	0	0		0	0	0%	0
Total Expenditures	**39,066**	**35,907**	**3,159**	**130,714**	**104,550**	**26,164**	**30%**	**433,383**
Fund Balance	**(10,319)**	**(6,280)**	**(4,039)**	**(10,224)**	**17,537**	**(27,761)**		**0**
Impact Fee Fund								
Revenues								
Total Revenues	**0**	**0**	0	**0**	**0**	0	**#DIV/0!**	**0**
Total Expenditures	**0**	**0**	0	**0**	**0**	0	**#DIV/0!**	**0**
Fund Balance	**0**	**0**	**0**	**0**	**0**	**0**		**0**

Description	Month of October 2016	Month of October 2015	Month of October Difference	Fiscal Year to Date through October 2016	Fiscal Year to Date through October 2015	Fiscal Year to Date through October Difference	Percent of Budget Used	2016-17 Budget
Grants Fund								
Total Revenues	**0**	**473,991**	**(473,991)**	**3,552**	**620,882**	**(617,330)**	**0%**	**3,013,000**
Total Expenditures	**97**	**435,587**	**(435,490)**	**1,181**	**510,205**	**(509,024)**	**0%**	**3,013,000**
Fund Balance	**(97)**	**38,404**	**(38,501)**	**2,371**	**110,677**	**(108,306)**		**0**
Fire Pension Fund								
Revenues								
Contribution from State Fund	5,346	0	5,346	5,346	5,125	221	89%	6,000
Contribution from Fire, Inc.	914	266	648	1,352	619	733	113%	1,200
Contribution from General Fund	0	0	0	0	0	0	0%	23,800
Interest Income	0	0	0	361	0	361	7%	5,000
Total Revenues	**6,260**	**266**	**5,994**	**7,059**	**5,744**	**1,315**	**20%**	**36,000**
Expenditures								
Pension Payments	2,800	0	2,800	11,600	10,200	1,400	32%	36,000
Total Expenditures	**2,800**	**2,800**	**2,800**	**11,600**	**10,200**	**1,400**	**32%**	**36,000**
Fund Balance	**3,460**	**(2,534)**	**3,194**	**(4,541)**	**(4,456)**	**(85)**		**0**
Enterprise Funds								
Natural Gas Fund								
Revenues								
Gas Revenues	35,379	41,041	(5,662)	139,756	151,237	(11,481)	13%	1,102,000
Series 2010 Bond Proceeds	0	0	0	0	0	0	0%	75,000
Total Revenues	**35,379**	**41,041**	**(5,662)**	**139,756**	**151,237**	**(11,481)**	**12%**	**1,177,000**
Expenditures								
Personnel	19,967	18,563	1,404	91,123	83,624	7,499	25%	367,787
Gas Purchased	9,727	0	9,727	31,749	23,039	8,710	8%	400,000
Other	11,560	15,672	(4,112)	57,884	33,002	24,882	21%	279,213
Capital Projects	9,252	0	9,252	17,628	0	17,628	14%	130,000
Total Expenditures	**50,506**	**34,235**	**16,271**	**198,385**	**139,665**	**58,720**	**17%**	**1,177,000**
Net Position	**(15,127)**	**6,806**	**(21,933)**	**(58,629)**	**11,572**	**(70,201)**		**0**
Water Fund								
Revenues								
Revenues	51,018	60,721	(9,703)	250,979	243,590	7,389	31%	822,250
Series 2010 Bond Proceeds	0	0	0	0	0	0	0%	50,000
Total Revenues	**51,018**	**60,721**	**(9,703)**	**250,979**	**243,590**	**7,389**	**29%**	**872,250**
Expenditures								
Personnel	29,475	30,171	(696)	151,980	133,936	18,044	42%	363,954
Other	28,229	40,069	(11,840)	67,327	66,434	893	16%	428,296
Capital Projects	3,833	0	3,833	3,833	0	3,833	5%	80,000
Total Expenditures	**61,537**	**70,240**	**(8,703)**	**223,140**	**200,370**	**22,770**	**26%**	**872,250**
Net Position	**(10,519)**	**(9,519)**	**(1,000)**	**27,838**	**43,220**	**(15,382)**		**0**

Description	Month of October 2016	Month of October 2015	Month of October Difference	Fiscal Year to Date through October 2016	Fiscal Year to Date through October 2015	Fiscal Year to Date through October Difference	Percent of Budget Used	2016-17 Budget
Wastewater Fund								
Revenues								
Revenues	57,460	56,574	886	238,697	230,467	8,230	30%	805,000
Whetstone Fees	0	0	0	0	0	0	#DIV/0!	0
Series 2010 Bond	0	0	0	0	0	0		280,000
Total Revenues	**57,460**	**56,574**	**886**	**238,697**	**230,467**	**8,230**	**22%**	**1,085,000**
Expenditures								
Personnel	19,443	20,228	(785)	85,733	92,644	(6,911)	26%	325,496
Other	29,864	31,522	(1,658)	147,463	61,828	85,635	22%	669,504
Capital Projects	3,833	0	3,833	3,833	0	3,833	4%	90,000
Whetstone Fees	0	0	0		0	0	#DIV/0!	0
Total Expenditures	**49,307**	**51,750**	**1,390**	**233,196**	**154,472**	**82,557**	**21%**	**1,085,000**
Net Position	**8,153**	**4,824**	**(505)**	**5,501**	**75,995**	**(74,328)**		**0**
Sanitation Fund								
Total Revenues	**50,087**	**49,322**	765	**209,327**	**196,944**	12,383	31%	**680,000**
Expenditures								
Personnel	269	1,952	(1,683)	7,225	8,702	(1,477)	35%	**20,721**
Other	48,571	47,543	1,028	144,940	139,436	5,504	22%	**659,279**
Total Expenditures	**48,841**	**49,495**	(654)	**152,165**	**148,138**	4,027	22%	**680,000**
Net Position	**1,247**	**(173)**	**1,420**	**57,161**	**48,806**	**8,355**		**0**
Airport Fund								
Revenues								
Business Revenue	780	45	735	5,552	210	5,342	37%	15,000
Insurance Recoveries	0	0			0	0		0
Contribution from General Fund	0	0	0	0	0	0	0%	135,800
Total Revenues	**780**	**45**	**735**	**5,552**	**210**	**5,342**	**4%**	**150,800**
Total Expenditures	**2,628**	**3,053**	**(425)**	**18,117**	**19,719**	**(1,602)**	**12%**	**150,800**
Net Position	**(1,848)**	**(3,008)**	**1,160**	**(12,565)**	**(19,509)**	**6,944**		**0**

Description	Month of October 2016	Month of October 2015	Month of October Difference	Fiscal Year to Date through October 2016	Fiscal Year to Date through October 2015	Fiscal Year to Date through October Difference	Percent of Budget Used	2016-17 Budget
San Pedro Golf Course								
Revenues								
Golf Operations	17,959	22,234	(4,275)	87,249	85,828	1,421	17%	523,480
Food & Beverage	18,897	25,572	(6,675)	79,498	67,156	12,342	27%	291,300
Contribution from General Fund	0	0	0	0	0	0	0%	171,932
AGS Donations	0	0	0	0	0	0		0
Total Revenues	**36,855**	**47,806**	**(10,951)**	**166,747**	**152,984**	**13,763**	**17%**	**986,712**
Expenditures								
Golf Operations								
Personnel	10,985	10,683	302	54,462	45,797	8,665	33%	166,885
Other Costs	6,062	11,923	(5,861)	23,751	21,867	1,884	20%	119,972
Total Golf Operations	**17,048**	**22,606**	**(5,558)**	**78,213**	**67,664**	**10,549**	**27%**	**286,857**
Maintenance								
Personnel	9,307	11,631	(2,324)	47,405	41,688	5,717	25%	187,660
Other Costs	30,999	25,723	5,276	61,741	59,217	2,524	33%	184,642
Total Maintenance	**40,306**	**37,354**	**2,952**	**109,146**	**100,905**	**8,241**	**29%**	**372,302**
Food & Beverage								
Personnel	8,729	10,026	(1,297)	47,911	46,779	1,132	32%	151,703
Other Costs	16,158	17,527	(1,369)	36,220	31,946	4,274	31%	118,550
Total Food & Beverage	**24,887**	**27,553**	**(2,666)**	**84,131**	**78,725**	**5,406**	**31%**	**270,253**
Capital Projects	4,775	4,775	0	19,100	28,649	(9,549)	33%	57,300
Total Expenditures	**87,016**	**92,288**	**(5,272)**	**290,589**	**275,943**	**14,646**	**29%**	**986,712**
Net Position	**(50,161)**	**(44,482)**	**(5,679)**	**(123,842)**	**(122,959)**	**(883)**		**0**
3								
Total Revenues	**231,579**	**255,509**	**(23,930)**	**1,011,057**	**975,432**	**35,625**	**20%**	**4,951,762**
Expenditures								
Personnel	**98,176**	**103,254**	**(3,396)**	**485,839**	**453,170**	**32,669**	**31%**	**1,584,206**
Other	**183,798**	**193,032**	**(10,917)**	**589,192**	**456,488**	**132,704**	**20%**	**3,010,256**
Capital Projects	**21,694**	**4,775**	**13,086**	**44,394**	**28,649**	**11,912**	**12%**	**357,300**
Total Expenditures	**299,834**	**301,061**	**2,607**	**1,115,593**	**938,307**	**181,119**	**23%**	**4,951,762**
Net Position	**(68,255)**	**(45,552)**	**(26,536)**	**(104,536)**	**37,125**	**(145,494)**		**0**

Benson
Arizona
Founded in 1880
Gateway to the San Pedro Valley

FINANCIAL HIGHLIGHTS
OCTOBER 2016

Citywide Financial Highlights

Cash

- Unrestricted Cash sits at $1.8M
- Bond Proceeds are $1.07M

Fund Balances

- Revenues did not exceed our Expenditures by $24K for the month
- $216K for the Fiscal Year
- $282K was fund balance for 2015 YTD

Citywide Financial Results

Revenues

- Monthly Revenues: $707K
- Fiscal Year: $3.0M
  - $356K decrease from YTD through October 2015

Personnel

- Monthly Personnel: $340K
  - An increase of $4K compared to October 2015

Other Costs

- Other Expenditures were $369K for the month
  - A decrease of $115K compared to October 2015

General Fund

Revenues

- Monthly Revenues:$431K
- Fiscal Year: $1.8M
- An increase $247K from 2015

Expenditures

- Monthly Personnel: $220K
  - A decrease of $1K from October 2015
- Other Expenses: $155K
  - A decrease of $99K from October 2015

Fund Balance

- Revenues did exceed Expenditures by $56K for the month
- $101K YTD Fund Balance a decrease from Fiscal YTD through October 2015 (106K) of $207K

Enterprise Funds

Gas

- Monthly Revenues: $35K YTD Revenues: $140K
- Fund Balance YTD: $59K

Water

- Monthly Revenues: $51K YTD Revenues: $251K
- Fund Balance YTD: $28K

Wastewater

- Monthly Revenues: $57K YTD Revenues: $239K
- Fund Balance YTD: $6K

Sanitation

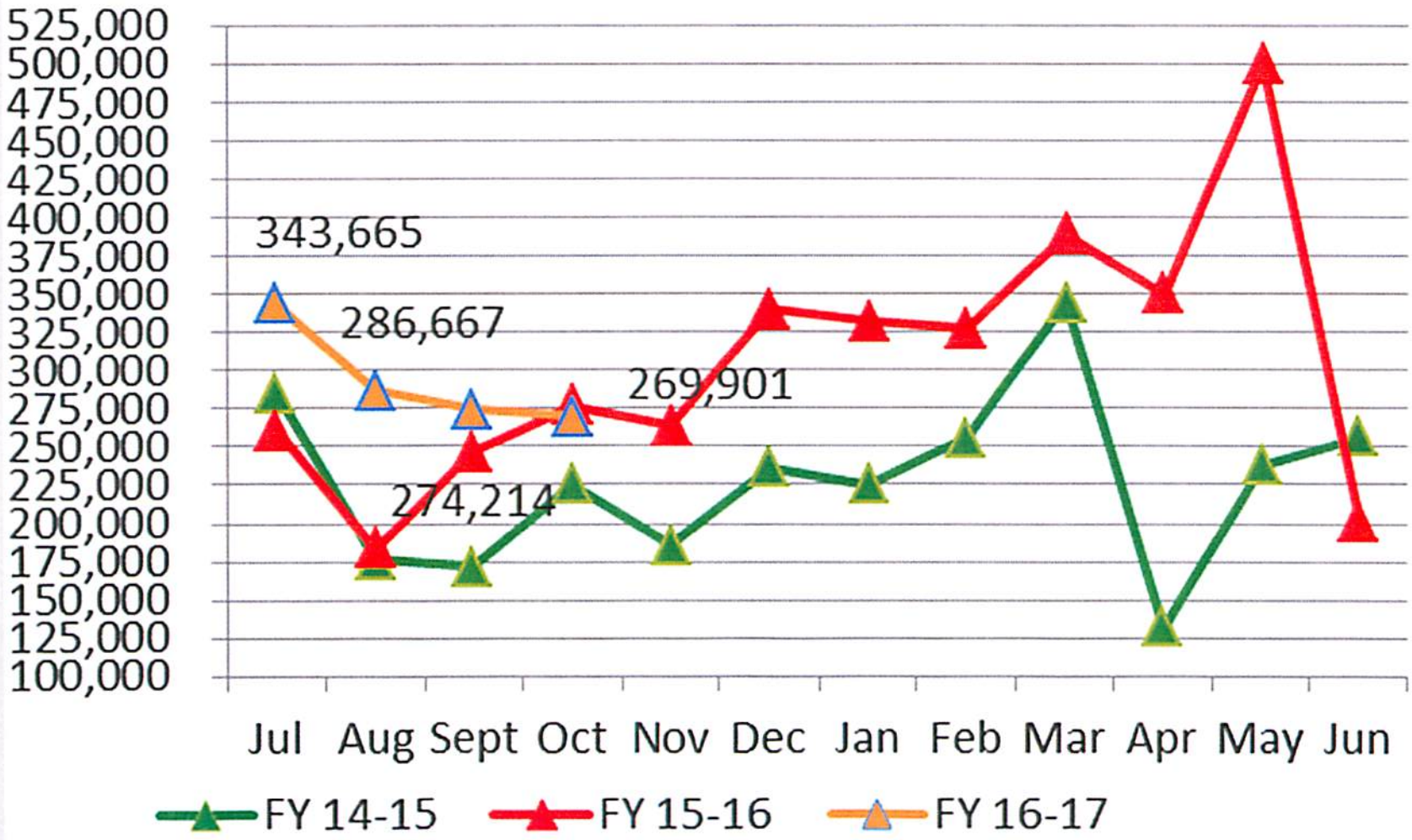
- Monthly Revenues: $50K YTD Revenues: $209K
- Fund Balance YTD: $57K

Golf Course

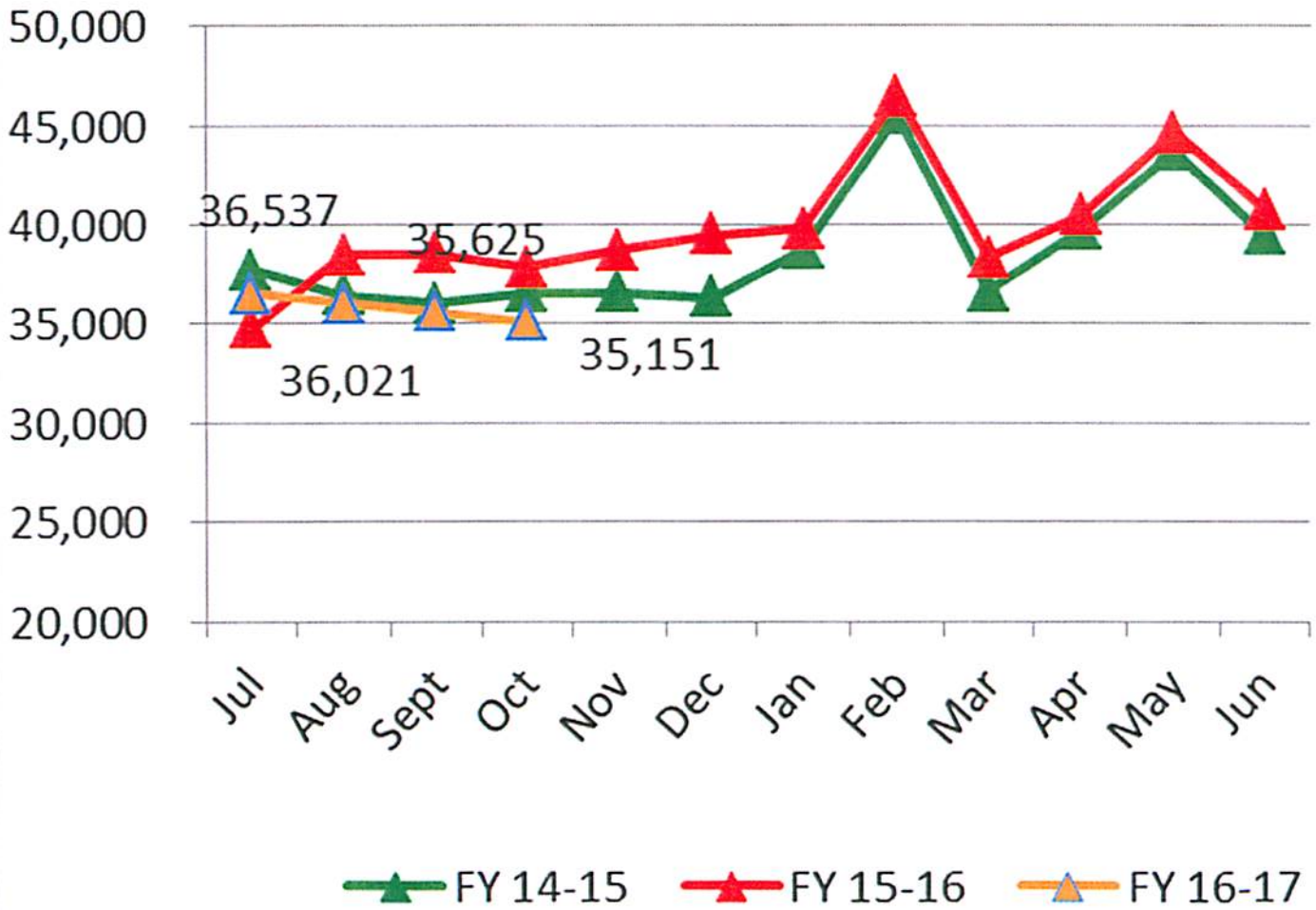
- Operations Fund Balance $44K for October, $119K YTD
  - 2015-$43K October & $111K YTD
- Food & Bev Fund Balance $6K for October, $5K YTD
  - 2015-$2K October, $11K YTD

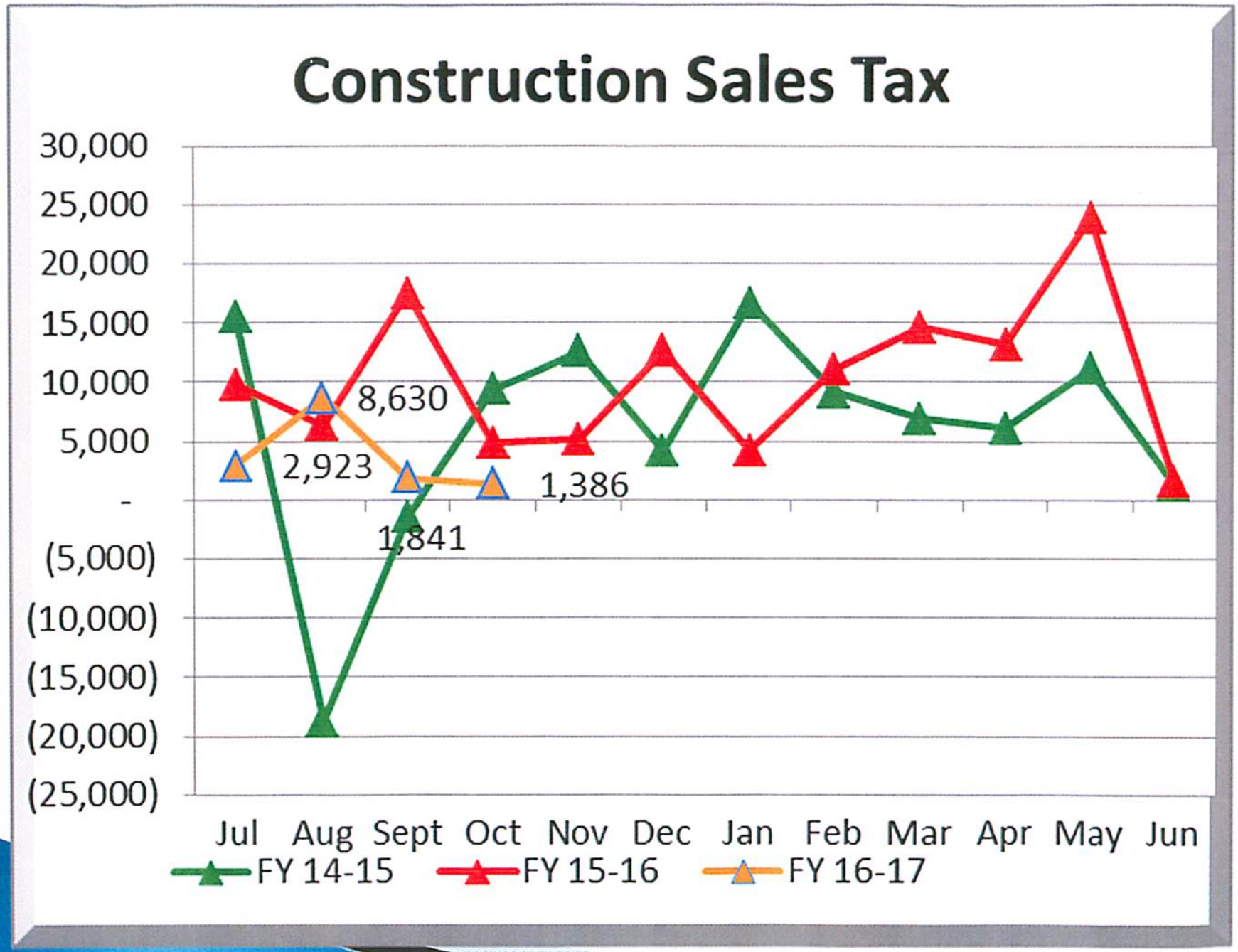
Sales Tax Analysis

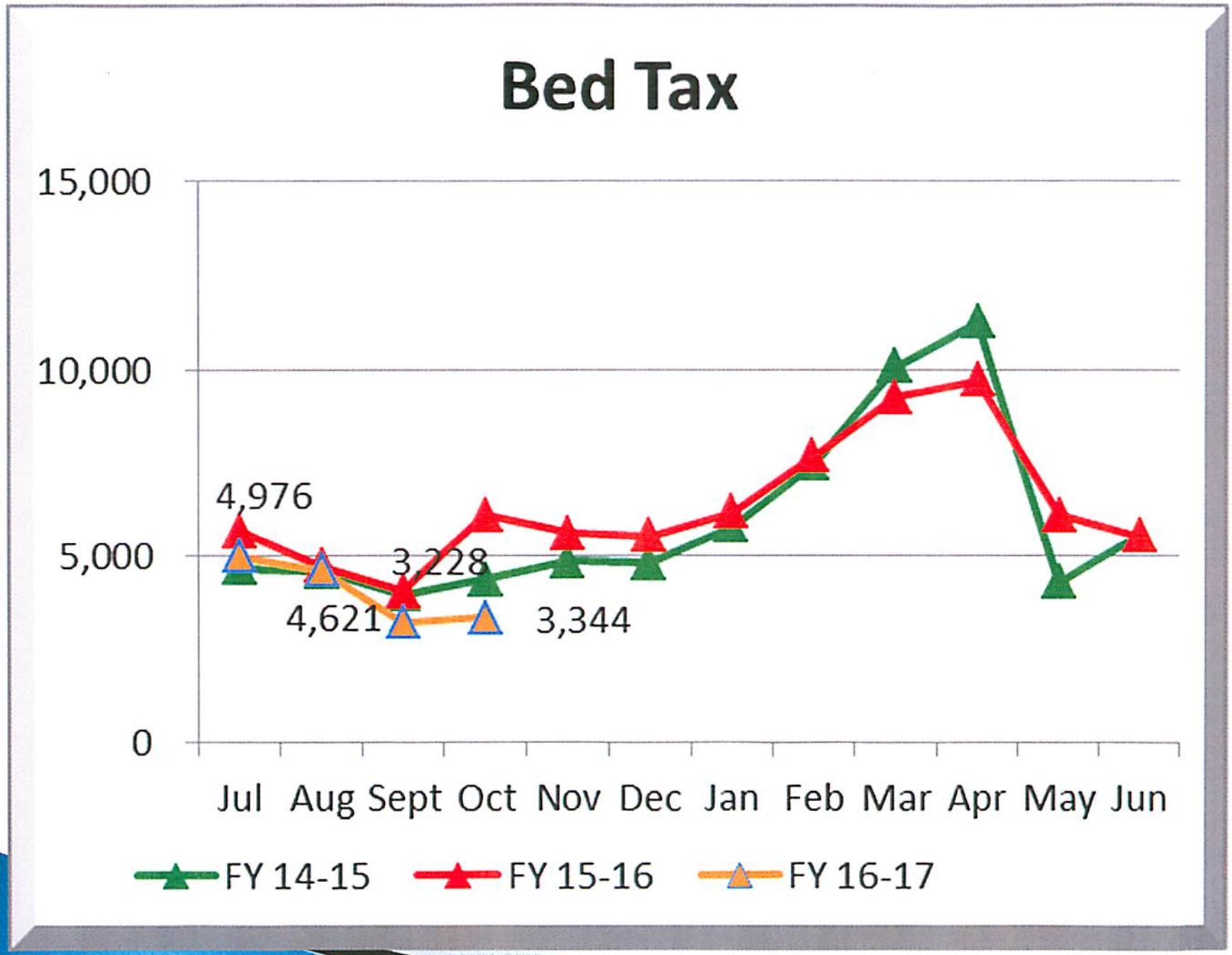
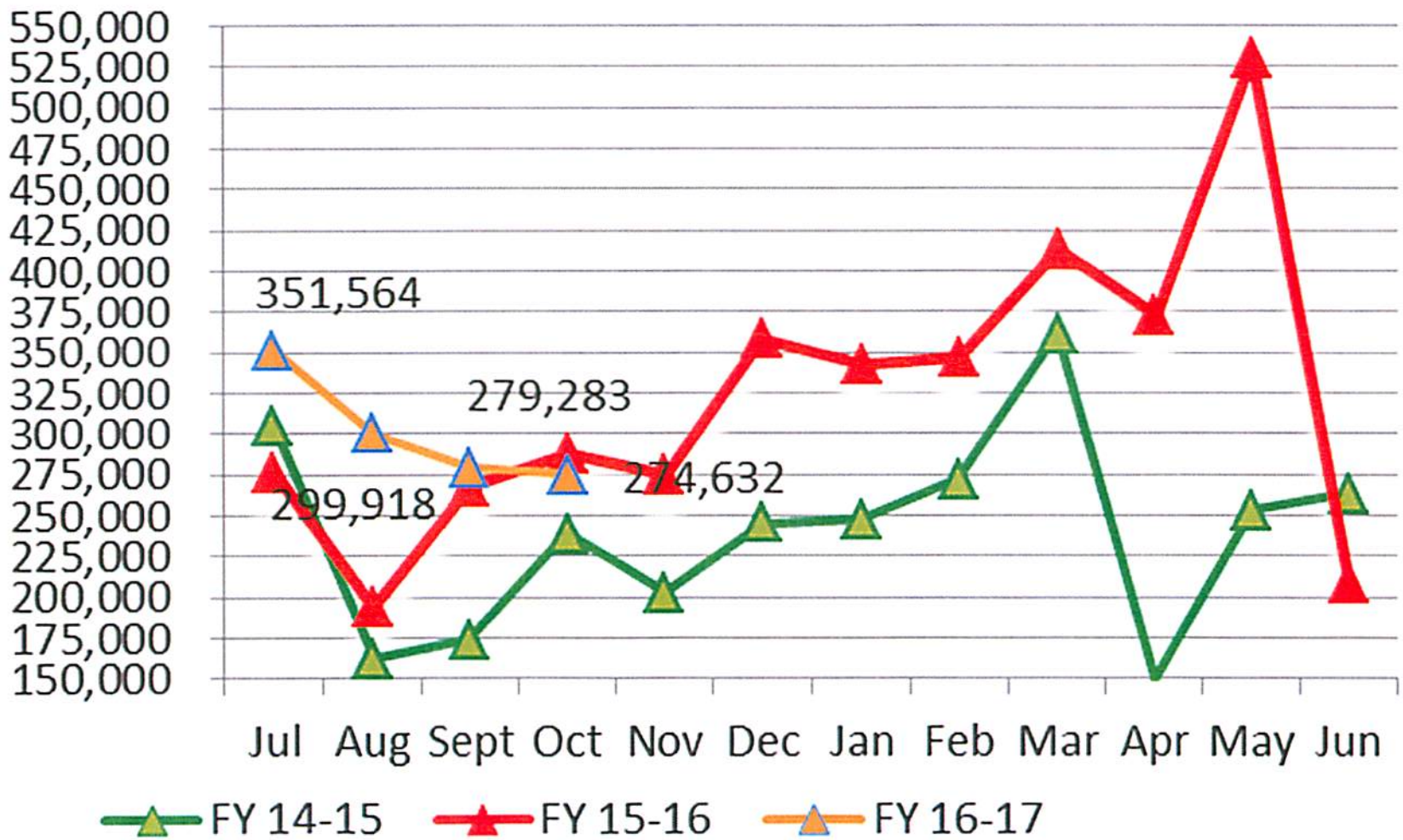
City Retail Sales Tax



State Retail Sales Tax Collections




Construction Sales Tax
30,000
25,000
20,000
15,000
10,000
5,000
-
(5,000)
(10,000)
(15,000)
(20,000)
(25,000)
8,630
2,923
1,386
1,841
Jul
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
FY 14-15
FY 15-16
FY 16-17


Bed Tax
15,000
10,000
5,000
0
4,976
4,621
3,228
3,344
Jul
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
FY 14-15
FY 15-16
FY 16-17

Total City Sales Tax