

### MONTHLY FINANCIAL REPORT DECEMBER 2015



#### **INTRODUCTION**

I am pleased to present the monthly financial report for December 2015. This report addresses the three major funds of the City: General Fund, Highway Users Revenue Fund (HURF) or Streets Fund, and Wastewater Fund (this information is contained on pages 4-6). This report will also summarize the financial position of the City of Sedona for the first six months of the current fiscal year (FY) 2016 (July 1, 2015 through June 30, 2016) compared to the first six months of last fiscal year 2015 (FY15) and provides an estimate of how the year will end (See Attachments D, E, and F).

Here is a list of all the attached charts and schedules contained in the report:

Attachment A – Sales and Bed Tax Revenue (Page 7)

Attachment B – State Shared Revenues (Page 8)

Attachment C – Business Sales Subject to Transaction Privilege Tax (Page 9)

Attachment D – General Fund Revenue and Expenditure Detail (Page 10)

Attachment E – Wastewater Fund Revenue and Expense Detail (Page 11)

Attachment F – All Funds Fund Balance Summary (Page 12)

#### **DECEMBER SUMMARY**

#### General Fund Revenues

The December 2015 report continues to show an increase in economic activity for the City as compared to the first six months of FY15, and in turn, increased revenues. For the first six months of the fiscal year, sales tax *(not year including bed tax)* revenue is at \$6,808,107 which is \$599,052 above the first six months of FY15 or an increase of 10% year to date (YTD) and is also 10% above FY16 Budget. Bed tax revenue is at \$1,337,252 for the first six months of FY16, which exceeds the prior FY15 YTD bed tax revenues by 18% and is above FY16 budget by 22%.

Reported taxable sales for the year are up 8% above the first six months in FY15. The categories with the largest increases from the first six months of FY15 to the first six months of FY16 were Amusement & Other Services at 19% increase, Hotel/Motel at 14% increase and Restaurant and Bar, 13% increase (See Attachment C). These categories are heavily influenced by tourism activity.

However, the overall increases the City is realizing in sales tax activity is offset to some degree by the decrease in construction sales taxes of 11% or \$2.5 million from first six months of the prior fiscal year. Effective January 1, 2015, State legislative changes affected the taxation of maintenance, repair, replacement or alteration of existing property. Previously, the taxing authority was based on the location of the construction activity. Now, contractors are required to pay the retail tax at the point of sale where materials are purchased. This has likely had an impact on the taxable sales. In addition, it is our understanding that the new statute has caused confusion, and according to the State this has resulted in some of the taxes not being paid at all.

License and permit fees reflect an increase over December 2014 YTD of \$65,113. The increase was a result of increases in building permit revenues for both residential and commercial permits.

Miscellaneous revenues also increased \$66,231 in FY16 over the first six months of FY15. This was the result of accounting adjustments to correct accrual entries made in FY15.

### <u>General Fund – Expenditures</u>

The General Fund expenditures were \$385,531 or 6% higher than the first six months of FY15. With 50% of the budget year complete, the General Fund is at 45%, on target for the budget. (See Attachment D)

Information Technology expenditures are significantly lower than the prior year (\$181,319 or 27%) due to purchases in the prior year of replacement mobile data equipment for the police department, as well as other server and software upgrades in the prior year.

Community Development expenditures are higher than the prior year (\$120,124 or 26%) due to the purchase of a code enforcement vehicle in the current year and the additional assistant planner position included in the adopted budget.

Engineering Services expenditures are higher than the prior year (\$157,128 or 20%) due to increases in utility costs, facilities maintenance (including the installation of the City Hall parking structures) and the additional assistant engineer and associate engineer positions included in the adopted budget.

Debt Service expenditures are higher than the prior year (\$93,451 or 24%) due to issuance costs related to the debt refinancing resulting in a savings of \$1.1 million over the life of the bond issue.

The net other financing sources and uses represents the net of the \$8,030,000 of refunding bonds issued with the \$7,934,739 paid to the refunded bond escrow agent. (See Attachment F)

### Highway User Revenue Fund (HURF) - Revenue and Expenditures

The HURF revenues for FY16 YTD have exceeded FY15 YTD by \$25,795 or 6%. HURF revenues are the gas tax monies distributed by the State based on population and the amount of number of gallons of gas sold within Sedona, not the price of the gas. Therefore, when gas prices go down, more gallons of gas are typically sold, which can cause a higher collection of gas tax revenues. This is what has happened so far for FY16, and we are optimistic that gas prices will remain steady for the remainder of the fiscal year.

Expenditures are up by 4% from the prior YTD and are a result of timing of expenditures. For example, last month it was at 14% below FY15 YTD expenditures. Much of the activity in the Streets Fund is from paving and maintenance projects, so spending will not necessarily be consistent from month-to-month or year-to-year.

### Wastewater Fund - Revenue and Expenditures

The Wastewater Fund revenues exceeded FY15 YTD revenues by \$349,333 or 7% and is primarily due to the increase in sales tax activity. The sales tax revenues are divided between the General Fund (70% of collections) and the remaining 30% goes to subsidize the Wastewater Fund. Other revenues had an increase of \$92,798 over FY15 YTD due to writeoffs for sales tax audits.

The expenditures for the first six months of FY16 exceed FY15 by \$2,403,684 and are primarily related to the capital expenditures for the wastewater treatment plant capacity enhancement upgrades and drilling of an injection well. Overall, the Wastewater Fund is at 34% of the FY16 budget, primarily as a result of \$8.2 million that has been appropriated for capital projects but not completed to date. (See Attachment E)

If you have questions or would like additional information, please feel free to contact me.

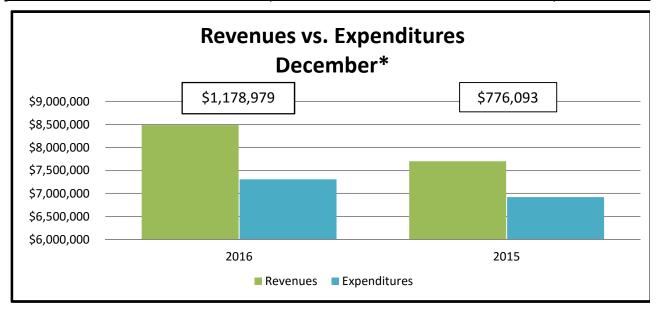
Cherie R. Wright, CPA, CGFM Director of Financial Services City of Sedona 102 Roadrunner Drive Sedona, AZ 86336 <a href="mailto:cwright@sedonaaz.gov">cwright@sedonaaz.gov</a> (928) 203-5193

| GENERAL FUND PERFORMANCE |                           |              |           |  |  |  |  |  |  |
|--------------------------|---------------------------|--------------|-----------|--|--|--|--|--|--|
| Revenues v               | Revenues vs. Expenditures |              |           |  |  |  |  |  |  |
|                          | FY 2016                   | FY 2016      |           |  |  |  |  |  |  |
|                          | Revenues                  | Expenditures | Variance  |  |  |  |  |  |  |
| JUL                      | 1,275,899                 | 1,955,743    | (679,844) |  |  |  |  |  |  |
| AUG                      | 1,428,838                 | 1,246,178    | 182,660   |  |  |  |  |  |  |
| SEP                      | 1,455,859                 | 974,993      | 480,866   |  |  |  |  |  |  |
| OCT                      | 1,343,234                 | 926,751      | 416,483   |  |  |  |  |  |  |
| NOV                      | 1,603,294                 | 963,708      | 639,586   |  |  |  |  |  |  |
| DEC                      | 1,380,657                 | 1,241,429    | 139,228   |  |  |  |  |  |  |
| JAN                      | -                         | -            | -         |  |  |  |  |  |  |
| FEB                      | -                         | -            | -         |  |  |  |  |  |  |
| MAR                      | -                         | -            | -         |  |  |  |  |  |  |
| APR                      | -                         | -            | -         |  |  |  |  |  |  |
| MAY                      | -                         | -            | -         |  |  |  |  |  |  |
| JUN                      | -                         | -            | -         |  |  |  |  |  |  |
| Totals                   | 8,487,781                 | 7,308,803    | 1,178,979 |  |  |  |  |  |  |
|                          |                           |              |           |  |  |  |  |  |  |
| Prior YTD                | 7,699,365                 | 6,923,272    | 776,093   |  |  |  |  |  |  |
| % Change                 | 10%                       | 6%           | 52%       |  |  |  |  |  |  |

The General Fund supports day-to-day City operations, including general City government, police services, public works, parks and recreation and outside service contracts. The General Fund's primary source of revenue is local sales taxes, bed taxes and state shared revenues. Together, these sources make up approximately 85% of the Fund's revenues. The remaining revenues come from permit & license fees, franchise taxes, fines, charges for service, interest and other miscellaneous sources. The local sales tax is split 70% 30% between the General Fund and the Wastewater Fund.

For more detailed information on revenues & expenditures see Attachment D.

|             |                   |                      |                          | •                     |                          |                         |
|-------------|-------------------|----------------------|--------------------------|-----------------------|--------------------------|-------------------------|
| Fiscal Year | Revenue<br>Budget | Revenues<br>December | % of Budget<br>Collected | Expenditure<br>Budget | Expenditures<br>December | % of Budget<br>Expended |
| 2016        | \$16,984,831      | \$8,487,781          | 50.0%                    | \$16,066,512          | \$7,308,803              | 45.5%                   |
| 2015        | \$15,143,892      | \$7,699,365          | 50.8%                    | \$14,829,308          | \$6,923,272              | 46.7%                   |

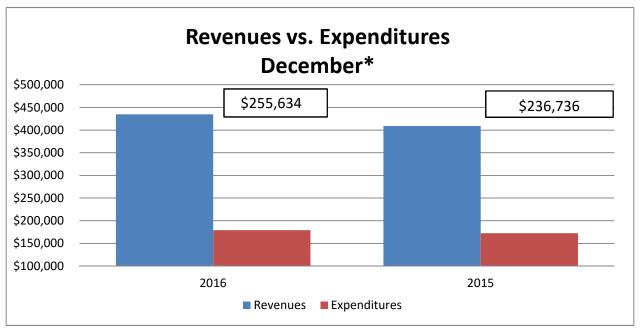


<sup>\*</sup> Transfers excluded from this presentation.

| STREETS    | STREETS FUND PERFORMANCE  |              |          |  |  |  |  |  |
|------------|---------------------------|--------------|----------|--|--|--|--|--|
| Revenues v | Revenues vs. Expenditures |              |          |  |  |  |  |  |
|            | FY 2016                   | FY 2016      |          |  |  |  |  |  |
|            | Revenues                  | Expenditures | Variance |  |  |  |  |  |
| JUL        | 75,010                    | 9,405        | 65,605   |  |  |  |  |  |
| AUG        | 74,419                    | 13,956       | 60,463   |  |  |  |  |  |
| SEP        | 73,160                    | 45,114       | 28,046   |  |  |  |  |  |
| OCT        | 71,949                    | 36,550       | 35,398   |  |  |  |  |  |
| NOV        | 69,119                    | 29,616       | 39,503   |  |  |  |  |  |
| DEC        | 71,244                    | 44,625       | 26,619   |  |  |  |  |  |
| JAN        | -                         | -            | -        |  |  |  |  |  |
| FEB        | -                         | -            | -        |  |  |  |  |  |
| MAR        | -                         | -            | -        |  |  |  |  |  |
| APR        | -                         | -            | -        |  |  |  |  |  |
| MAY        | -                         | -            | -        |  |  |  |  |  |
| JUN        | -                         | -            | -        |  |  |  |  |  |
| Totals     | 434,901                   | 179,267      | 255,634  |  |  |  |  |  |
|            |                           |              |          |  |  |  |  |  |
| Prior YTD  | 409,106                   | 172,370      | 236,736  |  |  |  |  |  |
|            |                           |              |          |  |  |  |  |  |
| % Change   | 6%                        | 4%           | 8%       |  |  |  |  |  |

The Streets Fund, also known as the Highway Users Revenue Funds (HURF) Fund, is primarily funded through the State shared HURF, otherwise known as the gas tax. Monthly collections for HURF are shown on Attachment B. These dollars are restricted to use of streets/right-of-way maintenance and improvements. Because this state shared revenue source has been insufficient to fund the necessary maintenance needs of the City, General Funds have subsidized the expenditures in this fund for several years. This subsidy is budgeted at \$506,500 for FY 2016.

| Fiscal Year | Revenue<br>Budget | Revenues<br>December | % of Budget<br>Collected | Expenditure<br>Budget | Expenditures<br>December | % of Budget<br>Expended |
|-------------|-------------------|----------------------|--------------------------|-----------------------|--------------------------|-------------------------|
| riscal Teal | Buuget            | December             | Collected                | Duaget                | December                 | Experided               |
| 2016        | \$782,238         | \$434,901            | 55.6%                    | \$1,404,689           | \$179,267                | 12.8%                   |
| 2015        | \$765,140         | \$409,106            | 53.5%                    | \$1,275,140           | \$172,370                | 13.5%                   |



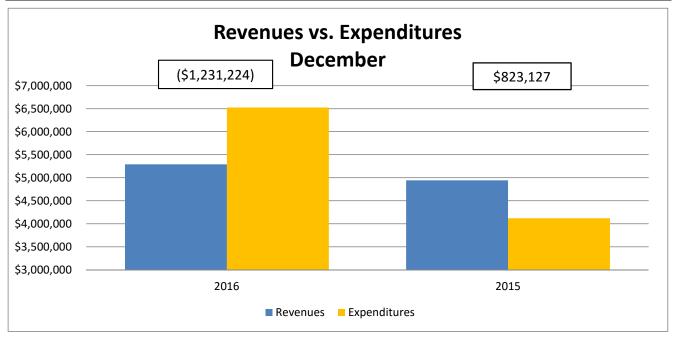
<sup>\*</sup> Transfers excluded from this presentation.

| WASTEWATER FUND PERFORMANCE |           |              |             |  |  |  |  |  |  |
|-----------------------------|-----------|--------------|-------------|--|--|--|--|--|--|
| Revenues vs. Expenditures   |           |              |             |  |  |  |  |  |  |
| FY 2016 FY 2016             |           |              |             |  |  |  |  |  |  |
|                             | Revenues  | Expenditures | Variance    |  |  |  |  |  |  |
| JUL                         | 803,157   | 658,229      | 144,927     |  |  |  |  |  |  |
| AUG                         | 899,886   | 1,079,825    | (179,939)   |  |  |  |  |  |  |
| SEP                         | 819,829   | 1,286,494    | (466,665)   |  |  |  |  |  |  |
| OCT                         | 838,319   | 1,157,065    | (318,746)   |  |  |  |  |  |  |
| NOV                         | 952,296   | 991,926      | (39,630)    |  |  |  |  |  |  |
| DEC                         | 980,154   | 1,351,325    | (371,171)   |  |  |  |  |  |  |
| JAN                         | -         | -            | -           |  |  |  |  |  |  |
| FEB                         | -         | -            | -           |  |  |  |  |  |  |
| MAR                         | -         | -            | -           |  |  |  |  |  |  |
| APR                         | -         | -            | -           |  |  |  |  |  |  |
| MAY                         | -         | -            | -           |  |  |  |  |  |  |
| JUN                         | -         | -            | -           |  |  |  |  |  |  |
| Totals                      | 5,293,640 | 6,524,864    | (1,231,224) |  |  |  |  |  |  |
| Prior YTD                   | 4,944,307 | 4,121,180    | 823,127     |  |  |  |  |  |  |
| % Change                    | 7%        | 58%          | -250%       |  |  |  |  |  |  |

The City's Wastewater Fund accounts for the revenue collected for and expenses incurred to operate the City's wastewater or sewer utility. The Wastewater Fund is an enterprise fund and is accounted for as a proprietary fund type in which external users are charged fees for sewer service. In addition to monthly wastewater user fees and one-time capacity fees, the fund is supported by a portion of the City sales tax revenue. In FY 2013-14, 35% of the City's sales tax was allocated to the Wastewater Fund. In FY 2014-15, the sales tax allocation was reduced to 30% of the City's sales tax and remains at this level for FY 2015-16.

For more detailed information on revenues & expenditures see Attachment F.

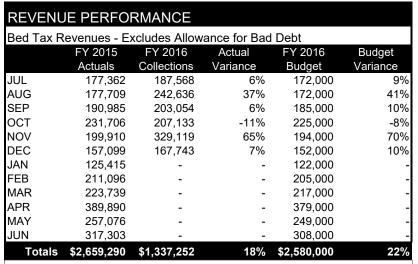
| Fiscal Year | Revenue<br>Budget | Revenues<br>December | % of Budget<br>Collected | Expenditure<br>Budget | Expenditures<br>December | % of Budget<br>Expended |
|-------------|-------------------|----------------------|--------------------------|-----------------------|--------------------------|-------------------------|
| 2016        | \$10,583,350      | \$5,293,640          | 50.0%                    | \$17,459,272          | \$6,524,864              | 37.4%                   |
| 2015        | \$10,061,916      | \$4,944,307          | 49.1%                    | \$13,485,640          | \$4,121,180              | 30.6%                   |

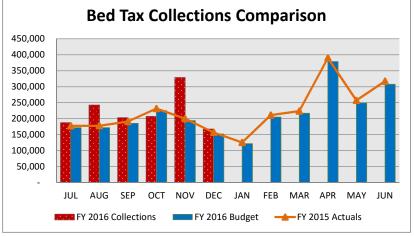


# ATTACHMENT A CITY OF SEDONA SALES AND BED TAX REVENUE

| REVENUE     | REVENUE PERFORMANCE |                |              |               |          |  |  |  |  |  |
|-------------|---------------------|----------------|--------------|---------------|----------|--|--|--|--|--|
| Sales Tax - | Excludes Bed        | Tax, Audit Rev | enue and All | owance for Ba | d Debt   |  |  |  |  |  |
|             | FY 2015             | FY 2016        | Actual       | FY 2016       | Budget   |  |  |  |  |  |
|             | Actuals             | Collections    | Variance     | Budget        | Variance |  |  |  |  |  |
| JUL         | 956,280             | 983,225        | 3%           | 955,000       | 3%       |  |  |  |  |  |
| AUG         | 984,303             | 1,237,638      | 26%          | 983,000       | 26%      |  |  |  |  |  |
| SEP         | 1,121,548           | 1,036,059      | -8%          | 1,120,000     | -7%      |  |  |  |  |  |
| OCT         | 1,040,280           | 1,099,691      | 6%           | 1,039,000     | 6%       |  |  |  |  |  |
| NOV         | 1,130,339           | 1,417,869      | 25%          | 1,129,000     | 26%      |  |  |  |  |  |
| DEC         | 976,305             | 1,033,624      | 6%           | 975,000       | 6%       |  |  |  |  |  |
| JAN         | 883,697             | -              | -            | 883,000       | -        |  |  |  |  |  |
| FEB         | 1,035,737           | -              | -            | 1,035,000     | -        |  |  |  |  |  |
| MAR         | 1,214,264           | -              | -            | 1,213,000     | -        |  |  |  |  |  |
| APR         | 1,580,081           | -              | -            | 1,580,000     | -        |  |  |  |  |  |
| MAY         | 1,234,180           | -              | -            | 1,233,000     | -        |  |  |  |  |  |
| JUN         | 1,332,939           | -              | -            | 1,332,000     | -        |  |  |  |  |  |
| Totals      | \$13,489,953        | \$6,808,107    | 10%          | \$13,477,000  | 10%      |  |  |  |  |  |

|           | Sales Tax Collections Comparison |          |          |     |     |          |        |          |       |         |      |     |
|-----------|----------------------------------|----------|----------|-----|-----|----------|--------|----------|-------|---------|------|-----|
| 1,800,000 |                                  |          |          |     |     |          |        |          |       |         |      |     |
| 1,600,000 |                                  |          |          |     |     |          |        |          |       | A       |      |     |
| 1,400,000 |                                  |          |          |     | -   |          |        |          |       |         |      |     |
| 1,200,000 |                                  |          |          |     | -   |          |        |          | 1     |         |      |     |
| 1,000,000 |                                  |          |          |     |     |          |        | 1        |       |         |      |     |
| 800,000   |                                  |          |          |     |     |          |        |          | +     |         |      |     |
| 600,000   |                                  |          |          |     |     |          | +      |          | +     | -       | -    |     |
| 400,000   |                                  |          | 2        |     |     |          | -      |          |       |         |      |     |
| 200,000   |                                  |          |          |     |     |          |        |          |       |         |      |     |
| _         | JUL                              | AUG      | SEP      | ОСТ | NOV | DEC      | JAN    | FEB      | MAR   | APR     | MAY  | JUN |
|           | F                                | Y 2016 ( | Collecti | ons | F\  | / 2016 E | Budget | <b>→</b> | FY 20 | 15 Actu | ials |     |





### ATTACHMENT B CITY OF SEDONA STATE SHARED REVENUE

| REVENUE PERFORMANCE |                 |             |          |          |  |  |  |  |  |  |
|---------------------|-----------------|-------------|----------|----------|--|--|--|--|--|--|
| State Sales         | State Sales Tax |             |          |          |  |  |  |  |  |  |
|                     | FY 2015         | FY 2016     |          | %        |  |  |  |  |  |  |
|                     | Actuals         | Collections | Variance | Variance |  |  |  |  |  |  |
| JUL                 | 71,673          | 75,535      | 3,862    | 5%       |  |  |  |  |  |  |
| AUG                 | 70,838          | 75,637      | 4,799    | 7%       |  |  |  |  |  |  |
| SEP                 | 71,857          | 74,332      | 2,475    | 3%       |  |  |  |  |  |  |
| OCT                 | 71,885          | 76,035      | 4,150    | 6%       |  |  |  |  |  |  |
| NOV                 | 71,353          | 77,628      | 6,275    | 9%       |  |  |  |  |  |  |
| DEC                 | 76,195          | 78,207      | 2,012    | 3%       |  |  |  |  |  |  |
| JAN                 | 89,474          | -           | -        | -        |  |  |  |  |  |  |
| FEB                 | 72,008          | -           | -        | -        |  |  |  |  |  |  |
| MAR                 | 78,065          | -           | -        | -        |  |  |  |  |  |  |
| APR                 | 85,923          | -           | -        | -        |  |  |  |  |  |  |
| MAY                 | 77,600          | -           | -        | -        |  |  |  |  |  |  |
| JUN                 | 79,850          | -           | -        | -        |  |  |  |  |  |  |
| Totals              | \$916,721       | \$457,375   | \$23,574 | 5%       |  |  |  |  |  |  |

| REVEN      | REVENUE PERFORMANCE                      |             |           |          |  |  |  |  |  |  |
|------------|--|-------------|-----------|----------|--|--|--|--|--|--|
| State Inco | State Income Tax (Urban Revenue Sharing) |             |           |          |  |  |  |  |  |  |
|            | FY 2015                                  | FY 2016     |           | %        |  |  |  |  |  |  |
|            | Actuals                                  | Collections | Variance  | Variance |  |  |  |  |  |  |
| JUL        | 101,193                                  | 100,644     | (549)     | -1%      |  |  |  |  |  |  |
| AUG        | 101,193                                  | 100,644     | (549)     | -1%      |  |  |  |  |  |  |
| SEP        | 101,193                                  | 100,644     | (549)     | -1%      |  |  |  |  |  |  |
| OCT        | 101,193                                  | 100,644     | (549)     | -1%      |  |  |  |  |  |  |
| NOV        | 101,192                                  | 100,644     | (548)     | -1%      |  |  |  |  |  |  |
| DEC        | 101,193                                  | 100,644     | (549)     | -1%      |  |  |  |  |  |  |
| JAN        | 101,193                                  | -           | -         | -        |  |  |  |  |  |  |
| FEB        | 101,193                                  | -           | -         | -        |  |  |  |  |  |  |
| MAR        | 101,193                                  | -           | -         | -        |  |  |  |  |  |  |
| APR        | 101,193                                  | -           | -         | -        |  |  |  |  |  |  |
| MAY        | 101,193                                  | -           | -         | -        |  |  |  |  |  |  |
| JUN        | 101,193                                  | -           | -         | -        |  |  |  |  |  |  |
| Totals     | \$1,214,315                              | \$603,866   | (\$3,291) | -1%      |  |  |  |  |  |  |

| REVENUE       | REVENUE PERFORMANCE                         |             |          |          |  |  |  |  |  |  |
|---------------|---|-------------|----------|----------|--|--|--|--|--|--|
| Vehicle Licer | Vehicle License (Coconino & Yavapai County) |             |          |          |  |  |  |  |  |  |
|               | FY 2015                                     | FY 2016     |          | %        |  |  |  |  |  |  |
|               | Actuals                                     | Collections | Variance | Variance |  |  |  |  |  |  |
| JUL           | 48,060                                      | 49,933      | 1,873    | 4%       |  |  |  |  |  |  |
| AUG           | 44,256                                      | 46,946      | 2,690    | 6%       |  |  |  |  |  |  |
| SEP           | 43,730                                      | 47,710      | 3,980    | 9%       |  |  |  |  |  |  |
| OCT           | 46,705                                      | 47,219      | 514      | 1%       |  |  |  |  |  |  |
| NOV           | 36,098                                      | 43,945      | 7,847    | 22%      |  |  |  |  |  |  |
| DEC           | 43,208                                      | 45,896      | 2,688    | 6%       |  |  |  |  |  |  |
| JAN           | 41,076                                      | -           | -        | -        |  |  |  |  |  |  |
| FEB           | 41,036                                      | -           | -        | -        |  |  |  |  |  |  |
| MAR           | 48,048                                      | -           | -        | -        |  |  |  |  |  |  |
| APR           | 47,795                                      | -           | -        | -        |  |  |  |  |  |  |
| MAY           | 43,183                                      | -           | -        | -        |  |  |  |  |  |  |
| JUN           | 51,209                                      | -           | -        | -        |  |  |  |  |  |  |
| Totals        | \$534,404                                   | \$281,649   | \$19,592 | 7%       |  |  |  |  |  |  |

| REVENUE PERFORMANCE |                                    |             |          |          |  |  |  |  |  |
|---------------------|------------------------------------|-------------|----------|----------|--|--|--|--|--|
| Highway Us          | Highway Users Revenue Funds (HURF) |             |          |          |  |  |  |  |  |
|                     | FY 2015                            | FY 2016     |          | %        |  |  |  |  |  |
|                     | Actuals                            | Collections | Variance | Variance |  |  |  |  |  |
| JUL                 | 72,881                             | 75,010      | 2,129    | 3%       |  |  |  |  |  |
| AUG                 | 70,661                             | 74,419      | 3,758    | 5%       |  |  |  |  |  |
| SEP                 | 69,236                             | 73,160      | 3,924    | 6%       |  |  |  |  |  |
| OCT                 | 65,720                             | 71,949      | 6,229    | 9%       |  |  |  |  |  |
| NOV                 | 65,382                             | 69,119      | 3,737    | 6%       |  |  |  |  |  |
| DEC                 | 65,226                             | 69,951      | 4,725    | 7%       |  |  |  |  |  |
| JAN                 | 68,965                             | -           | -        | -        |  |  |  |  |  |
| FEB                 | 65,113                             | -           | -        | -        |  |  |  |  |  |
| MAR                 | 72,451                             | -           | -        | -        |  |  |  |  |  |
| APR                 | 82,714                             | -           | -        | -        |  |  |  |  |  |
| MAY                 | 76,990                             | -           | -        | -        |  |  |  |  |  |
| JUN                 | 82,024                             | -           | -        | -        |  |  |  |  |  |
| Totals              | \$857,363                          | \$433,608   | \$24,502 | 6%       |  |  |  |  |  |

#### ATTACHMENT C CITY OF SEDONA

### SALES SUBJECT TO TRANSACTION PRIVILEGE TAX (TPT) BY BUSINESS CLASSES FOR SALES REPORTED IN MONTH

| Month                      | Amusement & Other Services | Leasing    | Construction | Hotel/Motel | Restaurant & Bar | Retail      | Utilities  | Total            |
|----------------------------|----------------------------|------------|--------------|-------------|------------------|-------------|------------|------------------|
| July 2014                  | 2,210,021                  | 1,950,827  | 3,944,905    | 5,019,463   | 5,034,379        | 10,864,018  | 2,642,321  | \$<br>31,665,934 |
| August 2014                | 2,470,422                  | 2,648,983  | 3,151,827    | 5,052,307   | 5,749,897        | 12,932,908  | 2,626,168  | \$<br>34,632,512 |
| September 2014             | 2,160,380                  | 2,140,785  | 3,513,113    | 6,466,360   | 7,839,946        | 14,999,874  | 2,294,144  | \$<br>39,414,602 |
| October 2014               | 2,000,364                  | 2,337,163  | 3,187,393    | 6,578,417   | 5,575,610        | 13,267,073  | 2,021,064  | \$<br>34,967,084 |
| November 2014              | 2,305,514                  | 2,604,033  | 5,457,055    | 5,892,950   | 6,749,415        | 13,831,171  | 1,736,470  | \$<br>38,576,608 |
| December 2014              | 1,666,652                  | 2,850,410  | 3,208,934    | 4,437,360   | 4,803,191        | 14,493,440  | 1,834,789  | \$<br>33,294,776 |
| January 2015               | 1,314,503                  | 1,973,068  | 3,316,421    | 3,577,065   | 4,736,464        | 14,769,868  | 2,030,722  | \$<br>31,718,111 |
| February 2015              | 2,319,838                  | 2,618,841  | 2,942,603    | 6,095,900   | 5,967,706        | 12,900,376  | 1,893,245  | \$<br>34,738,509 |
| March 2015                 | 2,846,165                  | 2,521,534  | 2,650,929    | 6,339,836   | 7,060,056        | 14,681,880  | 1,750,164  | \$<br>37,850,564 |
| April 2015                 | 4,224,497                  | 3,465,432  | 3,759,126    | 11,126,095  | 9,236,190        | 21,400,665  | 1,726,472  | \$<br>54,938,477 |
| May 2015                   | 2,808,853                  | 2,081,926  | 2,696,159    | 7,287,778   | 7,688,946        | 13,590,084  | 1,878,483  | \$<br>38,032,229 |
| June 2015                  | 2,706,787                  | 3,213,164  | 3,204,858    | 9,029,239   | 9,374,652        | 17,755,775  | 2,207,887  | \$<br>47,492,362 |
| Total FY 2015              | 29,033,996                 | 30,406,166 | 41,033,323   | 76,902,770  | 79,816,452       | 175,487,132 | 24,641,929 | 457,321,768      |
| July 2015                  | 3,464,091                  | 2,513,375  | 2,870,026    | 5,332,397   | 5,670,356        | 11,928,287  | 2,620,352  | \$<br>34,398,884 |
| August 2015                | 2,318,475                  | 2,995,016  | 3,475,695    | 6,909,052   | 7,906,908        | 15,537,812  | 2,554,615  | \$<br>41,697,573 |
| September 2015             | 2,217,822                  | 2,610,781  | 2,867,487    | 5,789,190   | 5,346,404        | 13,842,353  | 2,438,401  | \$<br>35,112,438 |
| October 2015               | 3,000,943                  | 2,455,517  | 3,437,184    | 5,889,875   | 6,678,037        | 13,532,541  | 2,145,251  | \$<br>37,139,348 |
| November 2015              | 3,114,299                  | 3,161,220  | 4,755,089    | 9,391,449   | 8,965,223        | 17,748,776  | 1,722,360  | \$<br>48,858,416 |
| December 2015              | 1,130,618                  | 1,920,604  | 2,545,618    | 4,776,891   | 5,699,113        | 14,162,506  | 2,010,482  | \$<br>32,245,832 |
| January 2016               | -                          | -          | -            | -           | -                | -           | -          | \$<br>-          |
| February 2016              | -                          | -          | -            | -           | -                | -           | -          | \$<br>-          |
| March 2016                 | -                          | -          | -            | -           | -                | -           | _          | \$<br>_          |
| April 2016                 | -                          | -          | -            | -           | -                | -           | _          | \$<br>-          |
| May 2016                   | -                          | -          | -            |             | -                | -           | -          | \$<br>-          |
| June 2016                  | -                          | -          | -            | _           | -                | -           | -          | \$<br>-          |
| Total Year-To-Date FY 2016 | 15,246,248                 | 15,656,513 | 19,951,099   | 38,088,854  | 40,266,041       | 86,752,275  | 13,491,461 | 229,452,491      |
| Change from prior YTD      | 19%                        | 8%         | -11%         | 14%         | 13%              | 8%          | 3%         | 8%               |
| Difference in YTD Sales    | 2,432,895                  | 1,124,312  | (2,512,128)  | 4,641,997   | 4,513,603        | 6,363,791   | 336,505    | 16,900,975       |

| December 2014 vs. December 2015  | (536,034) | (929,806) | (663,316) | 339,531 | 895,922 | (330,934) | 175,693 | (1,048,944) |
|----------------------------------|-----------|-----------|-----------|---------|---------|-----------|---------|-------------|
| Change from December to December | -32%      | -33%      | -21%      | 8%      | 19%     | -2%       | 10%     | -3%         |

<sup>\*</sup>Sales are recognized in the month the tax revenue is reported to the City, although historically somewhere from 20% to 40% of sales and tax revenues may be attributable to prior periods.

Tax revenue and sales are not always reported by the taxpayer in the same month the revenue is collected by the City. As a result, revenue and reported TPT Sales may not reflect the same trends.

# ATTACHMENT D GENERAL FUND DETAILED EXPENDITURES AND REVENUES YEAR-TO-DATE THROUGH DECEMBER 2015

| General Fund                        | YTD Actual | rior YTD<br>Actual | Dif | fference  |    | 2016 Budget   | YTD<br>Actuals %<br>of Budget | E | Estimated Year<br>End Actuals | % of<br>Budget |
|-------------------------------------|------------|--------------------|-----|-----------|----|---------------|-------------------------------|---|-------------------------------|----------------|
| Revenues by Source                  |            |                    |     |           |    |               |                               |   |                               |                |
| City Sales Tax                      | 4,765,339  | 4,346,327          |     | 419,012   |    | 9,567,000     | 50%                           |   | 10,563,300                    | 110%           |
| Bed Tax                             | 1,337,252  | 1,134,771          |     | 202,481   |    | 2,580,000     | 52%                           |   | 3,079,800                     | 119%           |
| Franchise Fees                      | 406,818    | 393,631            |     | 13,187    |    | 772,000       | 53%                           |   | 804,000                       | 104%           |
| Vehicle License Fees                | 281,649    | 262,057            |     | 19,592    |    | 594,500       | 47%                           |   | 591,850                       | 100%           |
| State Sales Tax                     | 457,375    | 433,801            |     | 23,574    |    | 958,000       | 48%                           |   | 957,700                       | 100%           |
| State Income tax                    | 603,866    | 607,157            |     | (3,291)   |    | 1,207,731     | 50%                           |   | 1,207,731                     | 100%           |
| In-Lieu                             | -          | -                  |     | -         |    | 400,000       | 0%                            |   | 400,000                       | 100%           |
| Fines & Forfeitures                 | 74,777     | 92,355             |     | (17,578)  |    | 144,000       | 52%                           |   | 145,000                       | 101%           |
| License & Permits                   | 300,245    | 235,132            |     | 65,113    |    | 353,100       | 85%                           |   | 452,925                       | 128%           |
| Charges for Service                 | 50,378     | 49,060             |     | 1,318     |    | 65,650        | 77%                           |   | 100,710                       | 153%           |
| Interest                            | 39,209     | 40,432             |     | (1,223)   |    | 172,500       | 23%                           |   | 122,100                       | 71%            |
| Miscellaneous                       | 170,873    | 104,642            |     | 66,231    |    | 170,350       | 100%                          |   | 163,910                       | 96%            |
| Total General Fund Revenue          | 8,487,781  | \$<br>7,699,365    | \$  | 788,416   | ,  | \$ 16,984,831 | 50%                           | 9 | 18,589,026                    | 109%           |
| Expenditures by Department          | 00.005     | 00.004             |     | 0.004     |    | 77.540        | 000/                          |   | 74.500                        |                |
| City Council                        | 30,225     | 28,204             |     | 2,021     |    | 77,543        | 39%                           |   | 74,586                        | 96%            |
| City Manager                        | 331,160    | 317,691            |     | 13,469    |    | 854,638       | 39%                           |   | 746,523                       | 87%            |
| Human Resources                     | 95,916     | 82,250             |     | 13,666    |    | 209,213       | 46%                           |   | 217,713                       | 104%           |
| Financial Services                  | 224,632    | 188,827            |     | 35,805    |    | 460,954       | 49%                           |   | 474,345                       | 103%           |
| Information Technology              | 498,263    | 679,582            |     | (181,319) |    | 968,467       | 51%                           |   | 877,134                       | 91%            |
| Legal                               | 237,455    | 213,285            |     | 24,170    |    | 504,523       | 47%                           |   | 498,931                       | 99%            |
| City Clerk                          | 104,114    | 127,686            |     | (23,572)  |    | 218,770       | 48%                           |   | 226,632                       | 104%           |
| Parks & Recreation                  | 242,699    | 196,184            |     | 46,515    |    | 484,324       | 50%                           |   | 456,966                       | 94%            |
| General Services                    | 1,621,070  | 1,552,736          |     | 68,334    |    | 3,427,149     | 47%                           |   | 3,904,521                     | 114%           |
| Community Development               | 576,827    | 456,703            |     | 120,124   |    | 1,469,385     | 39%                           |   | 1,246,729                     | 85%            |
| Engineering Services (Public Works) | 957,806    | 800,678            |     | 157,128   |    | 2,345,922     | 41%                           |   | 2,222,218                     | 95%            |
| Police                              | 1,767,800  | 1,776,115          |     | (8,315)   |    | 3,946,488     | 45%                           |   | 3,734,021                     | 95%            |
| Municipal Court                     | 145,582    | 121,528            |     | 24,054    |    | 305,509       | 48%                           |   | 310,619                       | 102%           |
| Debt Service                        | 475,254    | 381,803            |     | 93,451    | L  | 803,057       | 59%                           | L | 843,417                       | 105%           |
| Total General Fund Expenditures     | 7,308,803  | \$<br>6,923,272    | \$  | 385,531   | _; | \$ 16,075,942 | 45%                           | 3 | 15,834,355                    | 98%            |
| Balance Before Interfund Transfers  | 1,178,979  | \$<br>776,093      | \$  | 402,886   | ,  | \$ 908,889    | 130%                          | 9 | 2,754,671                     | 303%           |

# ATTACHMENT E WASTEWATER FUND DETAILED EXPENDITURES AND REVENUES YEAR-TO-DATE THROUGH DECEMBER 2015

| Revenue                               | Δ  | Actual YTD  |    | Prior YTD<br>Actual |    | Difference  |  |
|---------------------------------------|----|-------------|----|---------------------|----|-------------|--|
| Service Fees                          | \$ | 2,828,744   | \$ | 2,745,594           | \$ | 83,150      |  |
| Sales Tax                             | \$ | 2,042,768   | \$ | 1,862,727           | \$ | 180,041     |  |
| Capacity Fees                         | \$ | 337,634     | \$ | 344,290             | \$ | (6,656)     |  |
| Other Revenue                         | \$ | 84,494      | \$ | (8,304)             | \$ | 92,798      |  |
| Total Fund Revenue                    | \$ | 5,293,640   | \$ | 4,944,307           | \$ | 349,333     |  |
| Expenses                              |    |             |    |                     |    |             |  |
| Administration                        |    |             |    |                     |    |             |  |
| Debt Service (Interest and Principal) | \$ | 2,708,913   | \$ | 2,611,267           | \$ | 97,646      |  |
| Wages and Benefits                    | \$ | 158,383     | \$ | 336,273             | \$ | (177,890)   |  |
| Purchased goods and services          | \$ | 386,262     | \$ | 161,252             | \$ | 225,010     |  |
| Total Administration                  | \$ | 3,253,557   | \$ | 3,108,792           | \$ | 144,765     |  |
| Wastewater Capital                    |    |             |    |                     |    |             |  |
| Wages and Benefits                    | \$ | 57,392      | \$ | 60,625              | \$ | (3,233)     |  |
| Capital                               | \$ | 2,333,091   | \$ | 134,631             | \$ | 2,198,460   |  |
| Total Capital                         | \$ | 2,390,484   | \$ | 195,256             | \$ | 2,195,228   |  |
| Wastewater Treatment Plant            |    |             |    |                     |    |             |  |
| Wages and Benefits                    | \$ | 322,227     | \$ | 321,082             | \$ | 1,145       |  |
| Purchased goods and services          | \$ | 179,602     | \$ | 107,644             | \$ | 71,958      |  |
| Maintenance                           | \$ | 155,206     | \$ | 166,125             | \$ | (10,919)    |  |
| Utilities                             | \$ | 223,789     | \$ | 222,281             | \$ | 1,508       |  |
| Total Operating                       | \$ | 880,823     | \$ | 817,132             | \$ | 63,691      |  |
| Total Wastewater Fund Expense         | \$ | 6,524,864   | \$ | 4,121,180           | \$ | 2,403,684   |  |
| Balance Before Interfund Transfers    | \$ | (1,231,224) | \$ | 823,127             | \$ | (2,054,351) |  |

| 2  | 016 Budget  | Actuals YTD<br>% of Budget |
|----|-------------|----------------------------|
| \$ | 5,917,600   | 48%                        |
| \$ | 4,109,000   | 50%                        |
| \$ | 275,000     | 123%                       |
| \$ | 281,750     | 30%                        |
| \$ | 10,583,350  | 50%                        |
|    | F 440 005   | 500/                       |
| \$ | 5,413,325   | 50%                        |
| \$ | 687,556     | 23%                        |
| \$ | 470,698     | 82%                        |
| \$ | 6,571,579   | 50%                        |
| \$ | 136,427     | 42%                        |
| \$ | 8,162,118   | 29%                        |
| \$ | 8,298,545   | 29%                        |
|    |             |                            |
| \$ | 681,366     | 47%                        |
| \$ | 419,173     | 43%                        |
| \$ | 922,960     | 17%                        |
| \$ | 565,649     | 40%                        |
| \$ | 2,589,148   | 34%                        |
| \$ | 17,459,272  | 37%                        |
| \$ | (6,875,922) | 18%                        |

| YTD<br>idget |    | Estimated<br>Year End<br>Actuals | % of Budget |
|--------------|----|----------------------------------|-------------|
| 48%          | \$ | 5,641,100                        | 95%         |
| 50%          | \$ | 4,435,900                        | 108%        |
| 123%         | \$ | 475,000                          | 173%        |
| 30%          | \$ | 377,955                          | 134%        |
| 50%          | \$ | 10,929,955                       | 103%        |
|              |    |                                  |             |
| 50%          | \$ | 5,413,325                        | 100%        |
| 23%          | \$ | 812,373                          | 118%        |
| 82%          | \$ | 285,157                          | 61%         |
| 50%          | \$ | 6,510,855                        | 99%         |
| 42%          | \$ | 122,532                          | 90%         |
| 29%          | \$ | 4,120,000                        | 50%         |
| 29%          | \$ | 4,242,532                        | 51%         |
| 47%          | \$ | 665,986                          | 98%         |
| 43%          | \$ | 359,519                          | 86%         |
| 17%          | \$ | 751,730                          | 81%         |
| 40%          | \$ | 555,809                          | 98%         |
| 34%          | \$ | 2,333,044                        | 90%         |
|              |    |                                  |             |
| 37%          | \$ | 13,086,431                       | 75%         |
| 18%          | \$ | (2,156,476)                      | 31%         |

### ATTACHMENT F ALL FUNDS EXPENDITURE AND FUND BALANCE SUMMARY YEAR-TO-DATE THROUGH DECEMBER 2015

| Description                    | Budget           | YTD Actual<br>kpenditures | YTD<br>Actuals<br>% of<br>Budget |
|--------------------------------|------------------|---------------------------|----------------------------------|
| <u>General Fund</u>            | \$<br>16,075,942 | \$<br>7,055,553           | 44%                              |
| Streets Fund                   | \$<br>1,404,689  | \$<br>179,267             | 13%                              |
| <u>Grants Fund</u>             | \$<br>669,749    | \$<br>56,963              | 9%                               |
| Development Impact Fees Fund   | \$<br>3,094,170  | \$<br>288,938             | 9%                               |
| <u>Capital Fund</u>            | \$<br>4,531,893  | \$<br>912,408             | 20%                              |
| Art in Public Places Fund      | \$<br>32,500     | \$<br>32,500              | 100%                             |
| Wastewater Enterprise Fund     | \$<br>17,459,272 | \$<br>6,524,864           | 37%                              |
| Total Expenditures - All Funds | \$<br>43,268,215 | \$<br>15,050,492          | 35%                              |

| timated Year<br>End<br>xpenditures | % of<br>Budget |
|------------------------------------|----------------|
| \$<br>15,834,355                   | 98%            |
| \$<br>1,404,689                    | 100%           |
| \$<br>669,749                      | 100%           |
| \$<br>3,094,170                    | 100%           |
| \$<br>4,531,893                    | 100%           |
| \$<br>32,500                       | 100%           |
| \$<br>13,086,431                   | 75%            |
| \$<br>38,653,787                   | 89.3%          |

| Fund<br>Balance<br>07/01/2015 | Revenues<br>Over<br>Expenditures<br>YTD |             | Net Other<br>Financing<br>Sources<br>(Uses) |        | et Interfund<br>Fransfers | Fund<br>Balance<br>6/30/2016 |  |
|-------------------------------|---|-------------|---|--------|---------------------------|------------------------------|--|
| \$ 12,763,825                 | \$                                      | 1,178,979   | \$  | 95,261 | \$<br>(253,250)           | \$ 13,784,815                |  |
| \$ 374,027                    | \$                                      | 255,634     | \$  | -      | \$<br>253,250             | \$ 882,911                   |  |
| \$ 164,184                    | \$                                      | (52,351)    | \$  | -      | \$<br>(5)                 | \$ 111,828                   |  |
| \$ 3,048,818                  | \$                                      | (119,615)   | \$  | -      | \$<br>(2,725)             | \$ 2,926,478                 |  |
| \$ 8,077,063                  | \$                                      | (691,822)   | \$  | -      | \$<br>(8,260)             | \$ 7,376,982                 |  |
| \$ 55,427                     | \$                                      | (32,439)    | \$  | -      | \$<br>10,990              | \$ 33,978                    |  |
| \$ 16,948,553                 | \$                                      | (1,231,224) | \$  | -      | \$<br>-                   | \$ 15,717,329                |  |
| \$ 41,431,896                 | \$                                      | (692,837)   | \$  | 95,261 | \$<br>-                   | \$ 40,834,320                |  |