

Monthly Financial Report

March 2018



CITY OF SEDONA

June 14, 2018

Monthly Financial Report

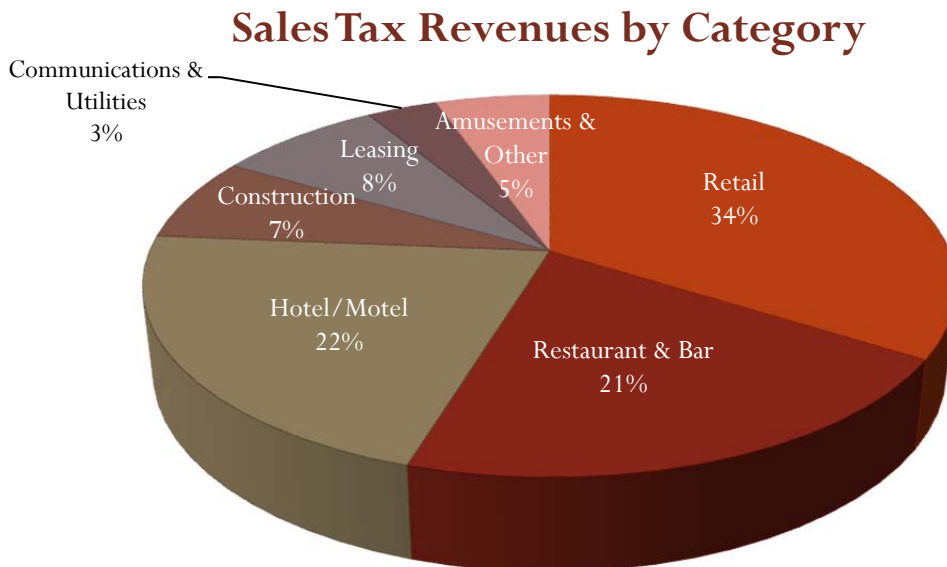
March 2018

Executive Summary

The City's largest revenue sources are sales and bed tax revenues. Year-to-date City sales taxes are 10% higher than the prior year and year-to-date **bed taxes are 20% higher** than the prior year. Excluding the impact of the additional half-cent sales tax for transportation projects effective March 1, 2018, **City sales taxes are 8% higher** than the prior year.

March YTD Increase (Decrease) Over Prior Year (General Fund Portion)	
City Sales Taxes	\$ 930,116
Bed Taxes	513,173
Total	\$ 1,443,289

The largest sales tax increases for the month were in the Retail (23%), Restaurant & Bar (29%), Hotel/Motel (26%), Communications & Utilities (48%), and Amusements & Other (34%) categories. Most of these categories are heavily impacted by tourism, and the additional half-cent sales tax is also a factor in the increases.



Revenues

In total, **General Fund revenues are up 12%** over last year, and Wastewater Fund revenues are down 6% from last year. Excluding the impacts of significant one-time capacity fees received in the prior year and significant one-time settlement revenues received in the current year, the **remaining Wastewater Fund revenues are up 1%** over last year. **Total City revenues are up 12% over last year and at 75% of budget.**

All individual revenue categories are **expected to be generally on target or exceed targets** by the end of the fiscal year, with the exception of Other Intergovernmental (65% under YTD target), which includes a \$300,000 contingency in case a significant grant opportunity arises. Grant revenues match grant expenditures. When grant expenditures are lower, the grant revenues are also lower. The effect is no net impact to the City's financial position.

Other revenue categories currently under targets are:

- Other Intergovernmental (65% under YTD target)
 - The Dry Creek Road project, which includes grant funding of approximately \$372,000, was postponed to FY2019. This has no effect on the City's financial position since the expenditures have not yet occurred.
 - A contingency of \$300,000 was included in case a significant grant opportunity arises. Grant revenues match grant expenditures. When grant expenditures are lower, the grant revenues are also lower. The effect is no net impact to the City's financial position.
- Licenses & Permits (6% under YTD target)
 - Building permit revenues are lower than anticipated. While building permit activity has been high, the revenues are lower due primarily to a decrease in the average permit valuations. Many of the permit fees are assessed based on the estimated valuation of the improvements. Year-to-date revenues are low and may not achieve the target by the end of the fiscal year.
- Development Impact Fees (28% under YTD target)
 - The activity of the development impact fees is based on development and permitting so revenues will not necessarily be consistent from month to month or year to year. As the City approaches build-out, these revenues are expected to decrease. Year-to-date revenues are low and may not achieve the target by the end of the fiscal year.
- Capacity Fees (22% under YTD target)
 - The activity of the capacity fees is based on development and permitting so revenues will not necessarily be consistent from month to month or year to year. As the City approaches build-out, these revenues are expected to decrease. Year-to-date revenues are low and may not achieve the target by the end of the fiscal year.

These decreases in anticipated revenues are offset by other increased or deferred expenditures and are not expected to impact the overall operations of the City.

Expenditures

In total, **General Fund expenditures are at 72% of budget** for the year-to-date, and **Wastewater Fund expenditures are 44% of budget** for the year-to-date, with 75% of the year completed so far. **Total City expenditures, excluding capital improvements and internal charges, are at 68% of the budget.**

Expenditures for each department are **expected to be on or under target** by the end of the fiscal year. City Manager's Office and General Services expenditures are high for nine months but are on track due to the nature of semiannual payments for community contracts.

Expenditures for capital improvements (20%) and streets rehabilitation and preservation (34%) are not incurred consistently throughout the year and, as of March 2018, are overall under targets for the fiscal year.

Report Format

The format for the City of Sedona Monthly Financial Report has been modified to provide both summarized financial information and additional historical information. The City's fiscal year (FY) is July 1 through June 30. This report for March 2018 is the ninth month of the current fiscal year, FY2018, and **represents 75% of the fiscal year**.

The report consists of the following sections:

- **Executive Summary** – This summary includes a narrative discussion of the most significant information in this report.
- **Table of Contents** – The table of contents includes hyperlinks to the sections and tables in this report. It also includes the status for the City's expenditures and revenues, highlighted as follows:
 - **Green** represents a status favorable, including expenditures on or under target and revenues on or exceeding target. Comments have been included regarding any significant favorable status, better than the target by more than 10%.
 - **Yellow** represents a cautionary status indicating that the particular category should be observed but is expected to be on target by the end of the fiscal year. Comments have been included regarding the cautionary status.
 - **Red** represents an unfavorable status indicating that particular category is not expected to be on target by more than 10% by the end of the fiscal year. Comments have been included regarding the unfavorable status.
- **Expenditures and Revenues** – Expenditure and revenue Information has been provided both by fund (including the two Community Facilities Districts managed by the City) and by department for non capital improvement expenditures (excluding internal charges) and by type for revenues. The information includes:
 - Year-to-date (YTD) expenditures and revenues for the current fiscal year and the four previous fiscal years
 - Total annual expenditures and revenues, excluding contingencies, for the four previous fiscal years and budget amounts for the current fiscal year
 - Comparison of YTD amounts to annual amounts, which is used to determine if current year YTD amounts are on target, and any applicable comments regarding the status compared to targets
 - Increases and decreases in YTD and annual amounts and color-coded explanations of significant increases and decreases
- **Sales & Bed Tax Revenues** – These revenues are the most significant funding sources for the City and historically have been susceptible to fluctuations in the economy. The information includes comparisons by taxing category and by month.

- **Fund Summaries** – The City’s two most significant funds, the General Fund and the Wastewater Enterprise Fund, are presented with detailed comparisons of YTD amounts to the budgets and prior fiscal year. A summary of all City funds, plus the two Community Facilities Districts, is also included. The schedules include encumbrances, which represents the balance of purchase orders not yet fulfilled.
- **Bonds And Capital Leases Outstanding** – A table of the City’s outstanding bonds and capital leases has been presented by fund with the remaining principal and interest payments for each. Bond payments are made on July 1 and January 1 in accordance with the bond debt repayment schedules. The capital lease payments are made annually when due.
- **Capital Projects Summary** – A table of the current fiscal year capital improvement projects has been presented with the total project amounts for projects spanning more than one fiscal year.
- **Investment Summaries** – A table of the investments held by the City has been presented with the average remaining duration of the portfolio, as well as the average yield of the portfolio compared to the policy benchmark. In addition, a table of the investment transactions has been presented including acquisitions, dispositions, investment earnings, and expenses.

Additional Detail

This report provides broad summary information and analysis of the City’s financial data. Additional detailed information is offered on the City’s website at www.sedonaaz.gov/transparency. It is a searchable, user-friendly site that citizens and other interested parties can use to access real time financial data.

For questions or additional information, contact:

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	Page	% YTD	Status	Comments
Portion of Fiscal Year Complete = 75.00%				
Total Expenditures by Fund				
General Fund	6	72%	Under Target for FY 2018	
<u>Special Revenue Funds:</u>				
Streets Fund	7	34%	Under Target for FY 2018	Expenditures do not occur consistently throughout the fiscal year.
Grants, Donations & Other Funds	7	28%	Under Target for FY 2018	Expenditures do not occur consistently throughout the fiscal year.
<u>Capital Projects Funds:</u>				
Development Impact Fees Funds	8	16%	Under Target for FY 2018	Capital improvement expenditures do not occur consistently throughout the fiscal year.
Capital Improvements Fund	8	30%	Under Target for FY 2018	Capital improvement expenditures do not occur consistently throughout the fiscal year.
Art in Public Places Fund	9	N/A	On Target for FY 2018	No projects planned for FY 2018.
Wastewater Enterprise Fund	10	44%	Under Target for FY 2018	Capital improvement expenditures do not occur consistently throughout the fiscal year.
Info. Tech. Internal Service Fund	11	61%	Under Target for FY 2018	
<u>Community Facilities Districts:</u>				
Sedona Summit II	12	N/A	On Target for FY 2018	No projects planned for FY 2018.
Fairfield	12	43%	Under Target for FY 2018	Capital improvement expenditures do not occur consistently throughout the fiscal year.
Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)				
Total Exp. (excl. Cap. Impr. & Internal Charges)	13	68%	Under Target for FY 2018	
City Council	14	63%	Under Target for FY 2018	
City Manager's Office	14	87%	On Target for FY 2018	While expenditures are high, they are on track due to the significant semiannual payments made in July and December.
Human Resources	15	58%	Under Target for FY 2018	
Financial Services	16	63%	Under Target for FY 2018	
Information Technology	17	63%	Under Target for FY 2018	
City Attorney's Office	18	58%	Under Target for FY 2018	
City Clerk's Office	18	65%	Under Target for FY 2018	
Parks & Recreation	19	59%	Under Target for FY 2018	
General Services	20	87%	On Target for FY 2018	While expenditures are high, they are on track due to the significant semiannual payments made in July and December.
Debt Service	20	75%	On Target for FY 2018	
Community Development	21	64%	Under Target for FY 2018	
Public Works	22	56%	Under Target for FY 2018	
Economic Development	23	65%	Under Target for FY 2018	
Police	23	71%	Under Target for FY 2018	
Municipal Court	24	70%	Under Target for FY 2018	
Wastewater Administration	24	50%	Under Target for FY 2018	
Wastewater Capital	25	68%	Under Target for FY 2018	
Wastewater Operations	25	54%	Under Target for FY 2018	
Total Revenues by Fund				
General Fund	26	76%	On Target for FY 2018	While revenues are low, franchise fees are received quarterly and in-lieu fees are typically received during the last quarter of the fiscal year. Revenues are expected to be on target by the end of the fiscal year.
<u>Special Revenue Funds:</u>				
Streets Fund	27	74%	On Target for FY 2018	
Grants, Donations & Other Funds	27	30%	Under Target for FY 2018	The FY 2018 budget includes \$300,000 of contingent grant revenues in case a significant grant opportunity arises.
Transportation Sales Tax Fund	28	∞	Exceeds Target for FY 2018	
<u>Capital Projects Funds:</u>				
Development Impact Fees Funds	28	78%	Exceeds Target for FY 2018	
Capital Improvements Fund	29	39%	Under Target for FY 2018	A capital project with significant grant funding was postponed.
Art in Public Places Fund	29	267%	Exceeds Target for FY 2018	
Wastewater Enterprise Fund	30	80%	Exceeds Target for FY 2018	
Info. Tech. Internal Service Fund	30	79%	Exceeds Target for FY 2018	
<u>Community Facilities Districts:</u>				
Sedona Summit II	31	61%	Under Target for FY 2018	While revenues are low, in-lieu fees are mostly received near the end of the fiscal year and are expected to be on target by the end of the fiscal year.
Fairfield	31	72%	Under Target for FY 2018	While revenues are low, in-lieu fees are mostly received near the end of the fiscal year and are expected to be on target by the end of the fiscal year.
Total Revenues by Type				
Total Revenues	32	75%	On Target for FY 2018	
City Sales Taxes	33	77%	On Target for FY 2018	
Bed Taxes	33	79%	Exceeds Target for FY 2018	
In-Lieu	34	20%	On Target for FY 2018	While revenues are low, in-lieu fees are mostly received near the end of the fiscal year and are expected to be on target by the end of the fiscal year.
Franchise Fees	34	81%	Exceeds Target for FY 2018	
State Sales Taxes	35	76%	On Target for FY 2018	
Urban Revenue Sharing	35	74%	On Target for FY 2018	
Vehicle License Taxes	36	77%	On Target for FY 2018	
Highway User	36	82%	Exceeds Target for FY 2018	
Other Intergovernmental	37	26%	Under Target for FY 2018	The FY 2018 budget includes \$300,000 of contingent grant revenues in case a significant grant opportunity arises. In addition, a capital project with significant grant funding was postponed.
Licenses & Permits	38	71%	Under Target for FY 2018	Building permit revenues are lower than anticipated due to lower average valuations of improvements and may not be on target by the end of the fiscal year.
Charges for Services	38	77%	On Target for FY 2018	
Fines & Forfeitures	39	100%	Exceeds Target for FY 2018	
Development Impact Fees	40	54%	Under Target for FY 2018	Revenues do not occur consistently throughout the fiscal year and may not be on target by the end of the fiscal year.
Capacity Fees	40	58%	Under Target for FY 2018	Revenues do not occur consistently throughout the fiscal year and may not be on target by the end of the fiscal year.
Other Miscellaneous	41	173%	Exceeds Target for FY 2018	
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Total Expenditures by Fund

Total General Fund Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 8,882,640	\$ 12,520,234	71%		
2015	\$ 10,908,035	\$ 14,282,455	76%	23%	14%
2016	\$ 11,131,941	\$ 14,907,362	75%	2%	4%
2017	\$ 12,393,437	\$ 16,799,273	74%	11%	13%
2018	\$ 14,621,920	\$ 20,302,444	72%	18%	21%

YTD and Annual Increase from FY 2014 to FY 2015:

- (1) Information Technology hardware and software expenditures increased approximately \$277,000 due largely to the replacement of mobile data equipment and software upgrades for the Police Department.
- (2) The Council increased the commitment to destination marketing, resulting in an increase of approximately \$860,000.
- (3) Salary and benefits increased approximately \$575,000. The increase in salaries was primarily due to budgeted cost-of-living adjustments of 1.5% and average merit increases of 2.5%. The most significant increases in benefits were an increase of 27% to the required contributions to the Public Safety Personnel Retirement System (PSPRS) and a 9% increase to health insurance premiums.

YTD and Annual Increase from FY 2016 to FY 2017:

- (1) For FY 2017, Council approved the transfer of all streets related expenditures other than rehabilitation and pavement preservation to the General Fund. This increase to the General Fund was approximately \$818,000.
- (2) The allocation to the destination marketing program increased approximately \$365,000 as a result of the higher bed tax revenue collections.
- (3) Salaries & Benefits increased approximately \$410,000. This was partly due to three new full-time positions and two part-time positions added in the budget process. In addition, salaries increased due to budgeted cost-of-living adjustments of 1.8% and average merit increases of 2.5%, as well as increases to benefits due to a 3% increase to the required contributions to the Public Safety Personnel Retirement System (PSPRS) and a 2% increase to health insurance premiums.

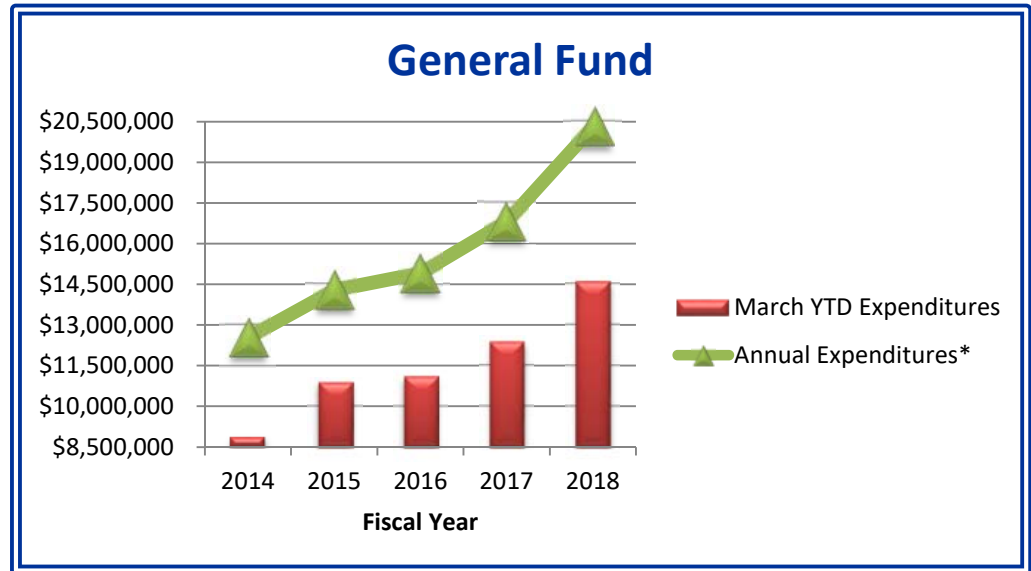
YTD Increase from FY 2017 to FY 2018:

- (1) The increase was partly due to payments related to the refunds of PSPRS contributions to employees that were deemed to be unconstitutional.
- (2) The allocation to tourism management and development increased approximately \$406,000 as a result of higher estimated bed tax revenue collections.
- (3) Accrued bond payments are approximately \$646,000 higher than the prior year.
- (4) Vacancy savings were experienced in the prior year, in addition to budgeted cost-of-living adjustments of 2.5% and average merit increases of 2.5%, as well as an increase of 30% to the required contributions to PSPRS and a 4% increase in health insurance premiums.
- (5) The increase is also partly due to additional lease payments of approximately \$190,000 for the assigned vehicle program for patrol officers.

Annual Increase from FY 2017 to FY 2018:

- (1) The FY 2018 budget includes the addition of one full-time position and six part-time positions.
- (2) In addition, salaries increased due to budgeted cost-of-living adjustments of 2.5% and average merit increases of 2.5%, as well as increases to benefits due to a 30% increase to the required contributions to PSPRS and a 4% increase to health insurance premiums.
- (3) A one-time placeholder was added to the FY 2018 budget relating to the results of a lawsuit, in which the courts found the increase in the employee share of the PSPRS contribution to be unconstitutional. The City is responsible for refunding the amounts to employees, plus interest.
- (4) Bond payments will be approximately \$753,000 higher in FY 2018 compared to FY 2017.
- (5) Capital lease payments will be approximately \$73,000 higher in FY 2018 compared to FY 2017 for the assigned vehicle program for patrol officers.
- (6) A placeholder of \$100,000 was included in the FY 2018 budget to cover costs of the paid parking program.
- (7) The FY 2018 budget includes approximately \$136,000 additional for continued updates to the Land Development Code.
- (8) Certain costs were previously coded directly to the Wastewater Enterprise Fund in FY 2017 that will be allocated through the internal charges in FY 2018.

* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies. For the prior years, the Annual Expenditures represent total actual expenditures.



Total Expenditures by Fund

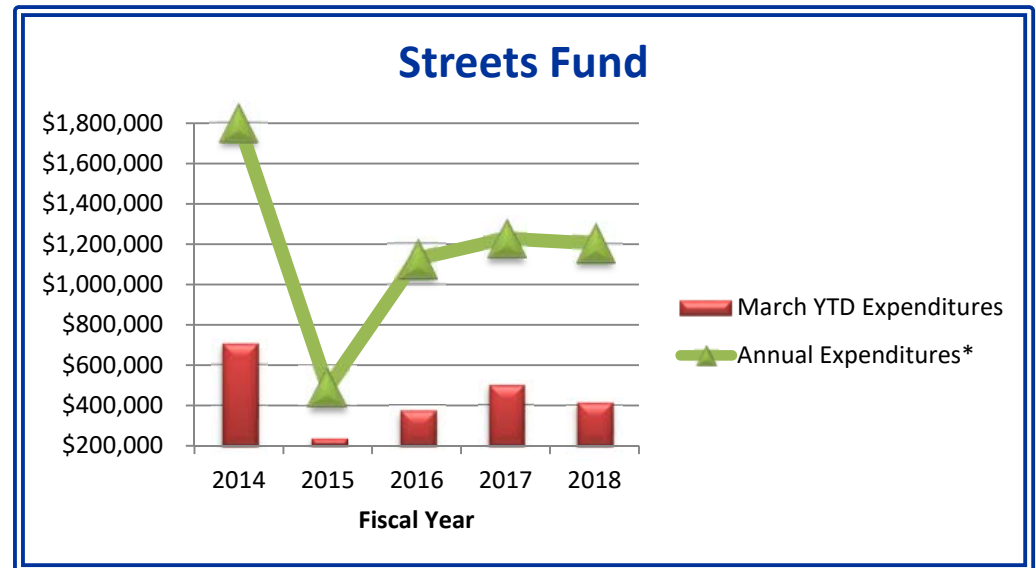
Total Streets Fund Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 708,187	\$ 1,799,340	39%		
2015	\$ 237,987	\$ 488,072	49%	-66%	-73%
2016	\$ 376,110	\$ 1,126,227	33%	58%	131%
2017	\$ 499,774	\$ 1,226,595	41%	33%	9%
2018	\$ 415,168	\$ 1,203,490	34%	-17%	-2%

Increases/Decreases: 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.

For FY 2017, the Council approved the transfer of all streets related expenditures other than rehabilitation and pavement preservation to the General Fund and increased the annual maintenance expectations to approximately 4.5 to 5.0 miles per year.

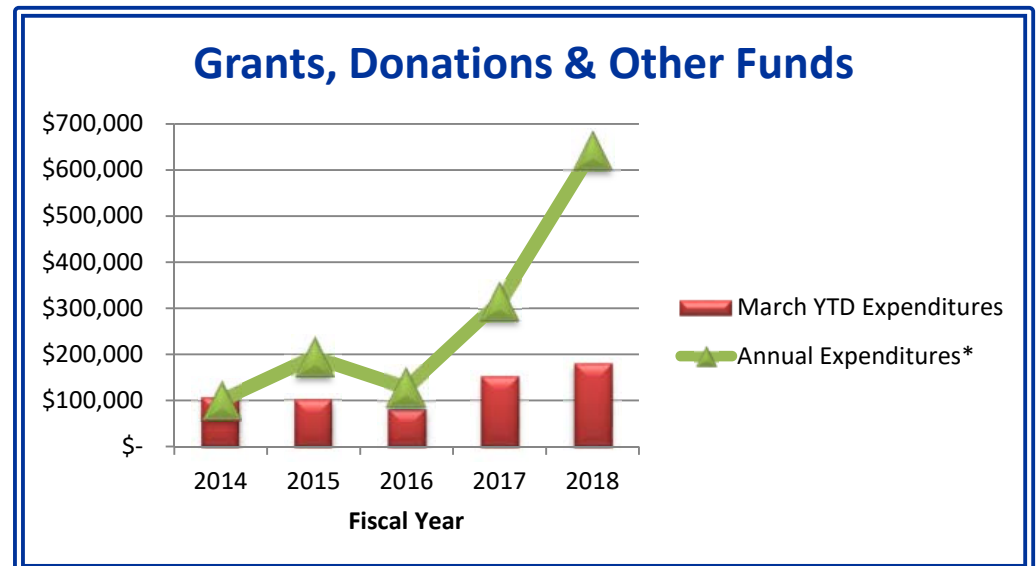


Total Grants, Donations & Other Exp.

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 109,239	\$ 99,837	109%		
2015	\$ 102,346	\$ 193,488	53%	-6%	94%
2016	\$ 84,208	\$ 127,230	66%	-18%	-34%
2017	\$ 152,112	\$ 314,560	48%	81%	147%
2018	\$ 180,182	\$ 641,350	28%	18%	104%

Increases/Decreases: The activity of the Grants & Donations Funds is based on the funding awarded and received during the year so spending will not necessarily be consistent from month to month or year to year.



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Total Expenditures by Fund

Total Develop. Impact Fees Exp.

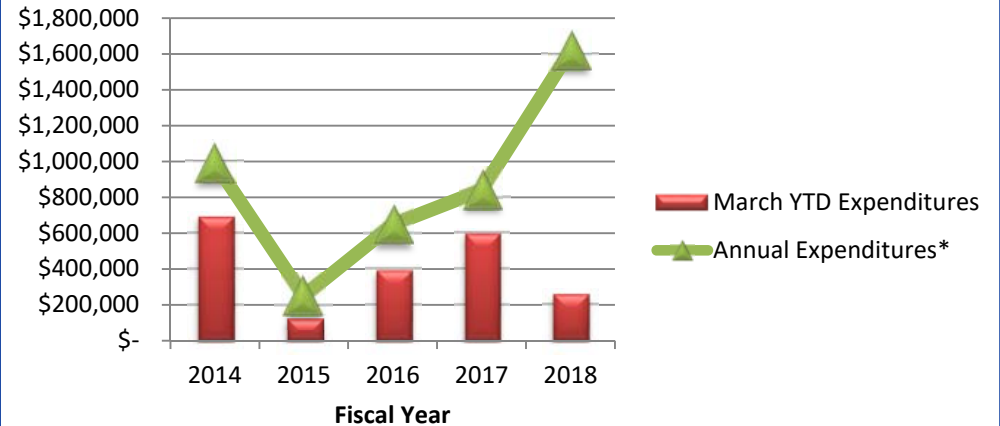
Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 692,676	\$ 988,600	70%		
2015	\$ 131,255	\$ 247,614	53%	-81%	-75%
2016	\$ 393,272	\$ 647,006	61%	200%	161%
2017	\$ 598,250	\$ 839,927	71%	52%	30%
2018	\$ 258,935	\$ 1,620,092	16%	-57%	93%

Increases/Decreases: The activity of the Development Impact Fees Funds is based on the timing of budgeted capital improvement projects so spending will not necessarily be consistent from month to month or year to year.

For FY 2018, budgeted expenditures includes \$1.25 million specifically designated for the acquisition of park/open space land. If Council does not decide to purchase property in FY 2018, it will be re-appropriated in future fiscal years.

Development Impact Fees Funds



Total Capital Improvements Fund Exp.

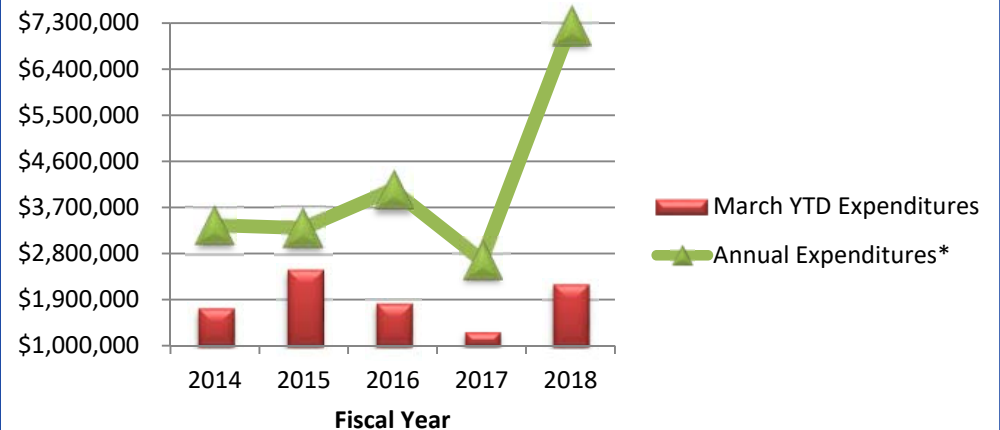
Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 1,732,225	\$ 3,348,961	52%		
2015	\$ 2,480,543	\$ 3,293,016	75%	43%	-2%
2016	\$ 1,833,368	\$ 4,045,969	45%	-26%	23%
2017	\$ 1,264,981	\$ 2,677,559	47%	-31%	-34%
2018	\$ 2,204,115	\$ 7,246,393	30%	74%	171%

Increases/Decreases: The activity of the Capital Improvements Fund is based on the timing of budgeted capital improvement projects so spending will not necessarily be consistent from month to month or year to year.

For FY 2018, budgeted expenditures include approximately \$3.7 million for storm drainage projects and approximately \$2.4 million for streets and transportation projects.

Capital Improvements Fund



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Total Expenditures by Fund

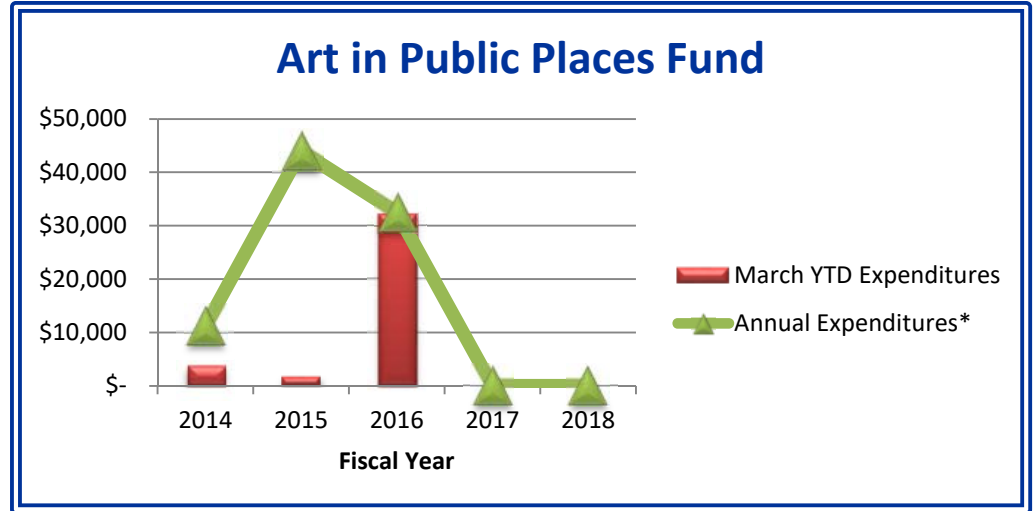
Total Art in Public Places Fund Exp.

On Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 3,930	\$ 11,255	35%		
2015	\$ 1,665	\$ 43,975	4%	-58%	291%
2016	\$ 32,500	\$ 32,500	100%	1851%	-26%
2017	-	-	N/A	-100%	-100%
2018	-	-	N/A	N/A	N/A

Increases/Decreases: The activity of the Art in Public Places Fund is based on the timing of budgeted arts projects so spending will not necessarily be consistent from month to month or year to year.

For FY 2018, no arts projects are planned to allow the balance in the Art in Public Places Fund to accumulate for additional projects in future fiscal years.



* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies. For the prior years, the Annual Expenditures represent total actual expenditures.

Total Expenditures by Fund

Total Wastewater Enterprise Fund Exp.

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 3,918,187	\$ 9,927,837	39%		
2015	\$ 6,569,265	\$ 11,055,429	59%	68%	11%
2016	\$ 10,206,436	\$ 14,367,467	71%	55%	30%
2017	\$ 7,993,617	\$ 10,625,910	75%	-22%	-26%
2018	\$ 6,408,261	\$ 14,549,091	44%	-20%	37%

YTD Increase from FY 2014 to FY 2015:

Starting FY 2015, debt service costs were accrued monthly. Previously, debt service costs were recorded on a cash basis semiannually in December and June.

Annual Increase from FY 2014 to FY 2015:

Capital improvement expenditures increased by approximately \$1.2 million due to the wastewater treatment plant capacity enhancement upgrades and drilling of injection wells performed in FY 2015.

YTD and Annual Increase from FY 2015 to FY 2016:

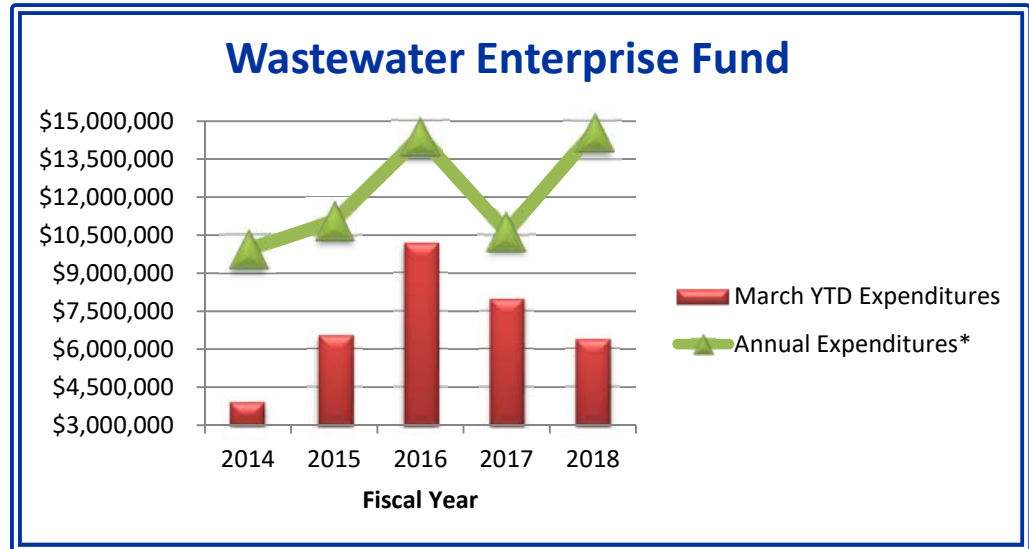
The increase is primarily due to expenditures incurred for the plant upgrade and injection well drilling.

YTD and Annual Decrease from FY 2016 to FY 2017:

The decrease is primarily due to expenditures incurred for the plant upgrade and injection well drilling in the prior year.

YTD Decrease from FY 2017 to FY 2018:

- (1) The decrease is largely due to the expenditures incurred for the injection well drilling in the prior year.
 - (2) The debt service costs are approximately \$551,000 lower and are based on the monthly accruals of scheduled bond principal and interest payments.
- Annual Increase from FY 2017 to FY 2018:**
- (1) Budgeted capital improvement expenditures increased by approximately \$3 million, including construction of injection wells 3 & 4, improvements to lift stations, and replacement of bar screens and tertiary filters.
 - (2) The increase is partly a result of a generator replacement and rental.
 - (3) The FY 2018 budget includes the addition of a plant operator position.
 - (4) The FY 2018 budget also includes rebuilding and replacing of pumps and the replacement of pump station roofs.
 - (5) Injection well maintenance was added for the new injection wells coming on line.
 - (6) The budgeted offset for vacancy savings was reduced by \$50,000, which results in an increase to the overall budget.
 - (7) Indirect cost allocations were implemented for FY 2018. Compared to the direct allocations previously used, the use of the "cost drivers" to determine cost allocations is generally considered to be a better representation of the service levels provided. The increase in the allocations is budgeted at approximately \$235,000.



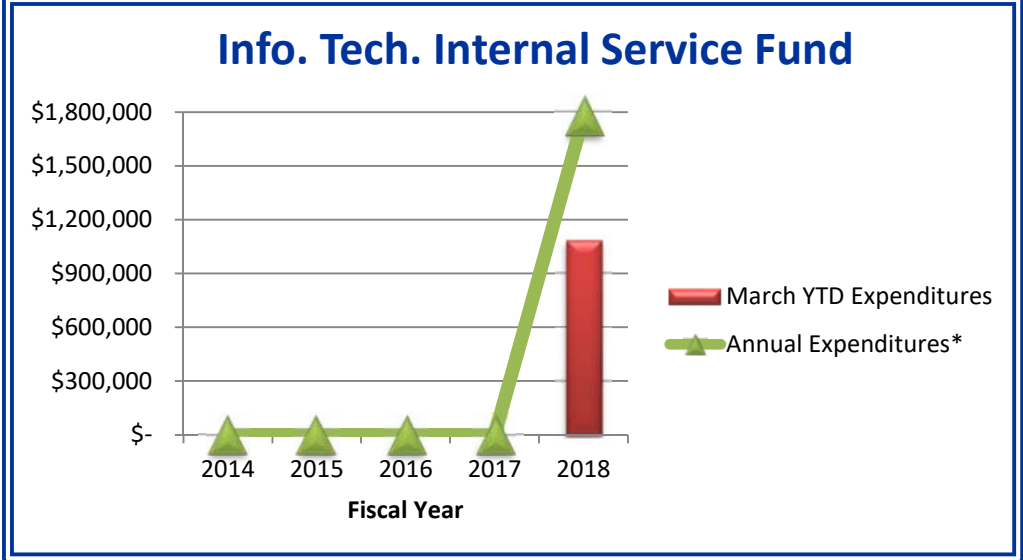
* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies. For the prior years, the Annual Expenditures represent total actual expenditures.

Total Expenditures by Fund

Total Info. Tech. Internal Svc. Fund Exp. Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ -	\$ -	N/A		
2015	\$ -	\$ -	N/A	N/A	N/A
2016	\$ -	\$ -	N/A	N/A	N/A
2017	\$ -	\$ -	N/A	N/A	N/A
2018	\$ 1,086,195	\$ 1,777,935	61%	∞	∞

The Information Technology Internal Service Fund was initiated in FY 2018.



* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies. For the prior years, the Annual Expenditures represent total actual expenditures.

Total Expenditures by Fund

Total CFD - Sedona Summit II Exp.

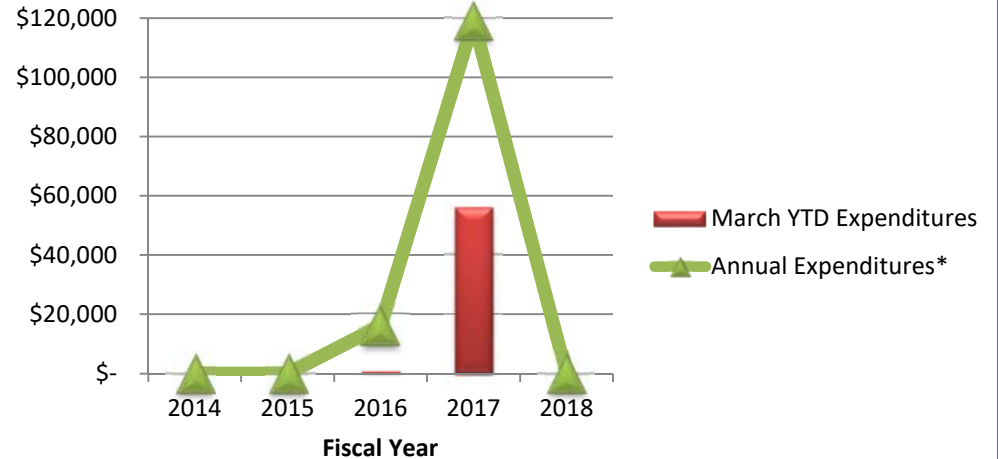
On Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ -	\$ -	N/A		
2015	\$ -	\$ -	N/A	N/A	N/A
2016	\$ 827	\$ 16,064	5%	∞	∞
2017	\$ 56,162	\$ 119,131	47%	6690%	642%
2018	\$ -	\$ -	N/A	-100%	-100%

Increases/Decreases: The activity of the Sedona Summit II Community Facilities District is based on the timing of budgeted capital improvement projects so spending will not necessarily be consistent from month to month or year to year.

For FY 2018, no projects are planned to allow the balance in the Sedona Summit II CFD to accumulate for additional projects in future fiscal years.

CFD - Sedona Summit II



Total CFD - Fairfield Expenditures

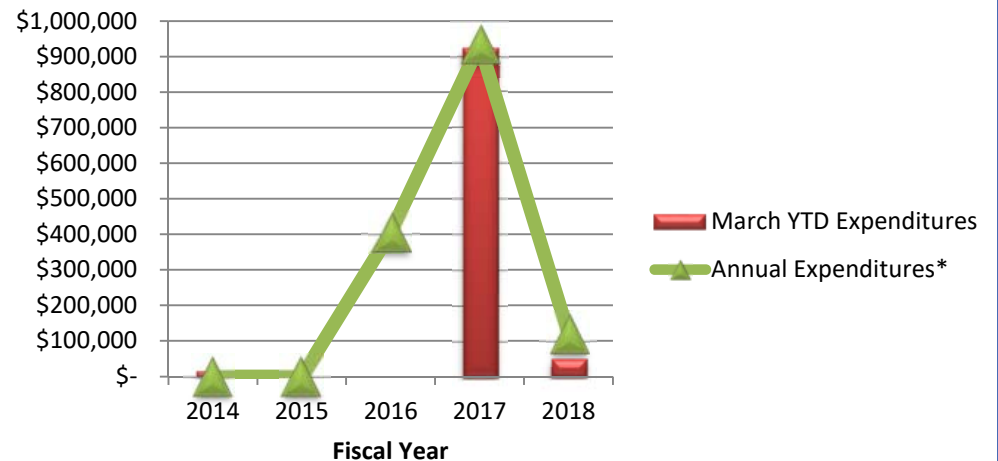
Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 16,055	\$ -	∞		
2015	\$ -	\$ -	N/A	-100%	N/A
2016	\$ -	\$ 404,998	0%	N/A	∞
2017	\$ 927,580	\$ 934,239	99%	∞	131%
2018	\$ 51,796	\$ 120,175	43%	-94%	-87%

Increases/Decreases: The activity of the Fairfield Community Facilities District is based on the timing of budgeted capital improvement projects so spending will not necessarily be consistent from month to month or year to year.

For FY 2018, planned capital improvement projects include improvements at the Brewer Road property.

CFD - Fairfield



* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies. For the prior years, the Annual Expenditures represent total actual expenditures.

Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Total Exp. (excl. Cap. Impr. & Internal Charges) Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 12,692,194	\$ 23,311,236	54%		
2015	\$ 17,394,356	\$ 23,818,402	73%	37%	2%
2016	\$ 17,948,194	\$ 25,131,836	71%	3%	6%
2017	\$ 19,192,414	\$ 26,917,407	71%	7%	7%
2018	\$ 21,067,730	\$ 30,934,105	68%	10%	15%

YTD Increase from FY 2014 to FY 2015:

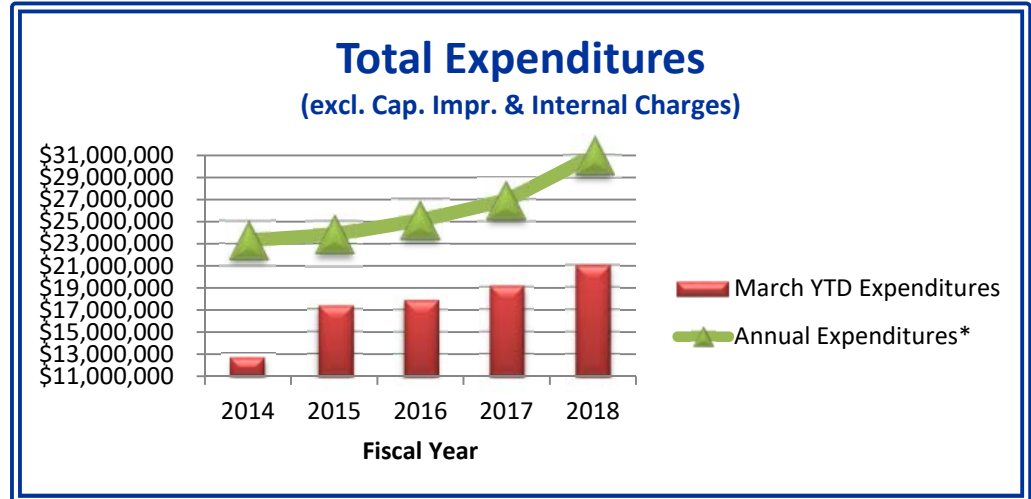
- (1) Starting FY 2015, debt service costs were accrued monthly. Previously, debt service costs were recorded on a cash basis semiannually in December and June. This results in an increase of expenditures recorded to date of approximately \$3.4 million.
- (2) Year-to-date salaries and benefits increased by approximately \$570,000 as a result of the following:
 - (a) Salaries were increased due to budgeted cost-of-living adjustments of 1.5% and average merit increases of 2.5%.
 - (b) The most significant increases in benefits were an increase of 27% to the required contribution to the Public Safety Personnel Retirement System (PSPRS) and a 9% increase to health insurance premiums.
 - (c) The Community Service Aides (CSAs) program was enhanced, and the hours for the part-time CSAs were increased.
 - (d) A part-time Administrative Assistant position in the Parks & Recreation Department was increased to full-time.
 - (e) Vacancy savings offset a portion of the increases.
- (3) The Council increased its commitment to tourism management and development. This results in an increase of expenditures recorded to date of approximately \$723,000.
- (4) Increases in hardware and software upgrades and increases in annual software maintenance contracts resulted in a year-to-date increase of approximately \$251,000.

YTD Increase from FY 2017 to FY 2018:

- (1) Year-to-date salaries and benefits increased by approximately \$1.1 million as a result of the following:
 - (a) Salaries were increased due to budgeted cost-of-living adjustments of 2.5% and average merit increases of 2.5%.
 - (b) The most significant increases in benefits were a 4% increase to health insurance premiums and increase to the PSPRS required contribution rate of approximately 30%.
 - (c) The increase was partly due to payments related to the refunds of PSPRS contributions to employees that were deemed to be unconstitutional of approximately \$209,000.
 - (d) The Traffic Control Services program was added in FY 2018.
 - (e) An Administrative Assistant position was added to the Parks & Recreation Department.
 - (f) Vacancy savings in the prior fiscal year was significantly higher than in FY 2018.
- (2) The allocation to tourism management and development increased approximately \$406,000 as a result of higher estimated bed tax revenue collections.
- (3) Additional lease payments for the completion of the assigned vehicle program for patrol officers were approximately \$190,000.
- (4) The generator replacement and rental for the wastewater treatment plant was approximately \$227,000.

Annual Increase from FY 2017 to FY 2018:

- (1) Budgeted salaries and benefits increased by approximately \$1.9 million as a result of the following:
 - (a) The FY 2018 budget includes the addition of two full-time positions, six part-time positions, and one temporary position. Also two positions were reclassified, and two positions were increased from part-time to full-time.
 - (b) Salaries increased due to budgeted cost-of-living adjustments of 2.5% and average merit increases of 2.5%.
 - (c) The most significant increases in benefits were due to a 30% increase to the required contributions to PSPRS and a 4% increase to health insurance premiums.
 - (d) A one-time placeholder of \$250,000 was added to the FY 2018 budget relating to the results of a lawsuit, in which the courts found the increase in the employee share of the PSPRS contribution to be unconstitutional. The City is responsible for refunding the amounts to employees, plus interest.
 - (e) The balance of market study adjustments of approximately \$429,000 was carried over from the prior year.
 - (f) Significant vacancy savings was experienced in the prior fiscal year.
- (2) Capital lease payments will be approximately \$73,000 higher in FY 2018 compared to FY 2017 for the assigned vehicle program for patrol officers.
- (3) A placeholder of \$100,000 was included in the FY 2018 budget to cover costs of the paid parking program.
- (4) The FY 2018 budget includes approximately \$136,000 additional for continued updates to the Land Development Code.
- (5) Increases in software and hardware upgrades and increases in annual software maintenance contracts resulted in an increase of approximately \$179,000.
- (6) The Wastewater Operations budget increased approximately \$741,000 for rebuilding and replacing of pumps and the replacement of pump station roofs; injection well maintenance for the new injection wells coming on line; increased costs for utilities, irrigation maintenance, operations maintenance, and electrical support; and SCADA support, WIMS training, trunk line cleaning and inspection, and a remodel of the operations building office space.
- (7) Approximately \$98,000 was transferred from contingency to cover the costs of the City Hall flood.



* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies and capital improvements. For the prior years, the Annual Expenditures represent total actual expenditures.

Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

City Council Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 37,629	\$ 53,561	70%		
2015	\$ 47,915	\$ 66,995	72%	27%	25%
2016	\$ 43,183	\$ 63,123	68%	-10%	-6%
2017	\$ 43,795	\$ 60,524	72%	1%	-4%
2018	\$ 48,978	\$ 77,775	63%	12%	29%

YTD and Annual Increase from FY 2014 to FY 2015:

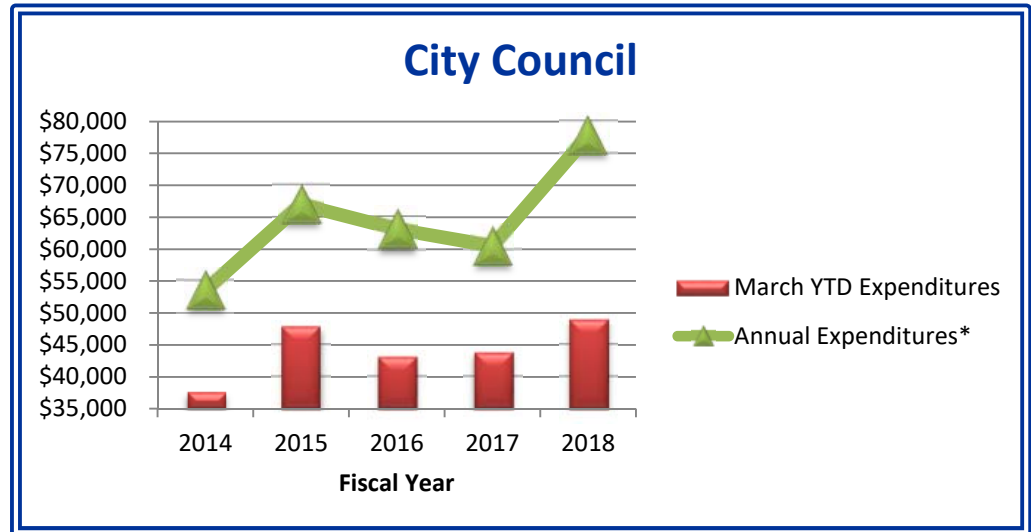
- (1) Moved Travel & Training costs to departments from General Services in FY 2015.
- (2) Increase in meals costs for City Manager interviews.
- (3) Replacement of office furniture.

YTD Increase from FY 2017 to FY 2018:

The increase is partly due to an increase in Travel & Training costs.

Annual Increase from FY 2017 to FY 2018:

FY 2018 includes additional budget capacity for Travel & Training and Special Programs.



City Manager's Office Expenditures

On Target for FY 2018

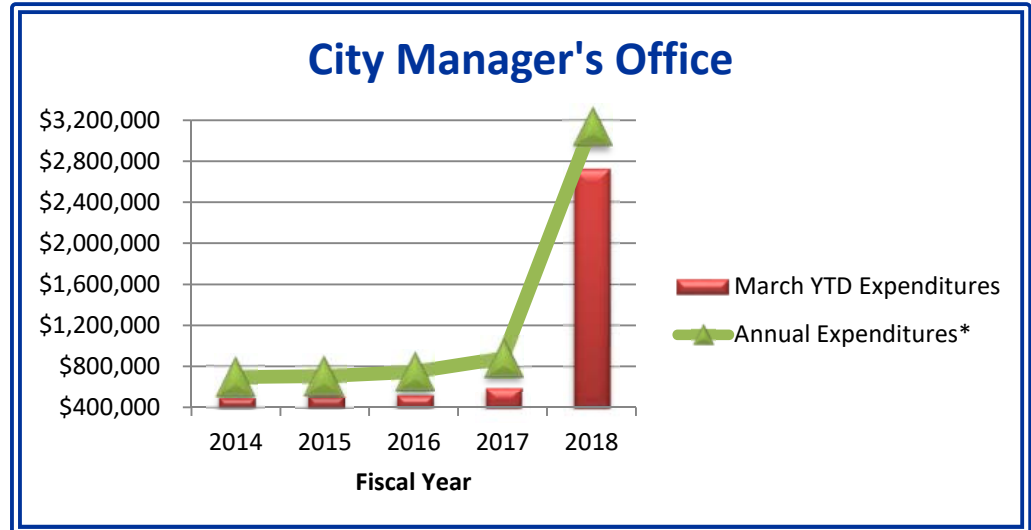
FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 500,339	\$ 696,483	72%		
2015	\$ 517,097	\$ 704,983	73%	3%	1%
2016	\$ 525,866	\$ 745,235	71%	2%	6%
2017	\$ 598,322	\$ 878,130	68%	14%	18%
2018	\$ 2,730,729	\$ 3,137,218	87%	356%	257%

Annual Increase from FY 2016 to FY 2017:

The Economic Development program totaling approximately \$165,000 was initiated.

YTD and Annual Increase from FY 2017 to FY 2018:

The Tourism Management & Development costs were moved from General Services to the City Manager's Office budget, and the Economic Development program was moved to a separate



On Target for FY 2018: The percentage of annual expenditures is high for nine months of the fiscal year (87% actual compared to nine-month budget of 75%). Approximately 69% of the budget represents costs for the Tourism & Development program, and those costs are paid semiannually. One half of these contracts are paid in July and one half in December. Based on the timing and size of these payments, the City Manager's Office expenditures are on track for FY 2018.

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Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Human Resources Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 140,016	\$ 178,106	79%		
2015	\$ 131,424	\$ 191,432	69%	-6%	7%
2016	\$ 140,714	\$ 217,866	65%	7%	14%
2017	\$ 178,866	\$ 255,942	70%	27%	17%
2018	\$ 184,497	\$ 316,775	58%	3%	24%

Annual Increase from FY 2015 to FY 2016:

- (1) Increase in recruitment expenditures of \$6,500.
- (2) Salaries were increased due to budgeted cost-of-living adjustments of 1.3% and average merit increases of 2.5%. The most significant increase in benefits was a 7% increase to health insurance premiums.

YTD Increase from FY 2016 to FY 2017:

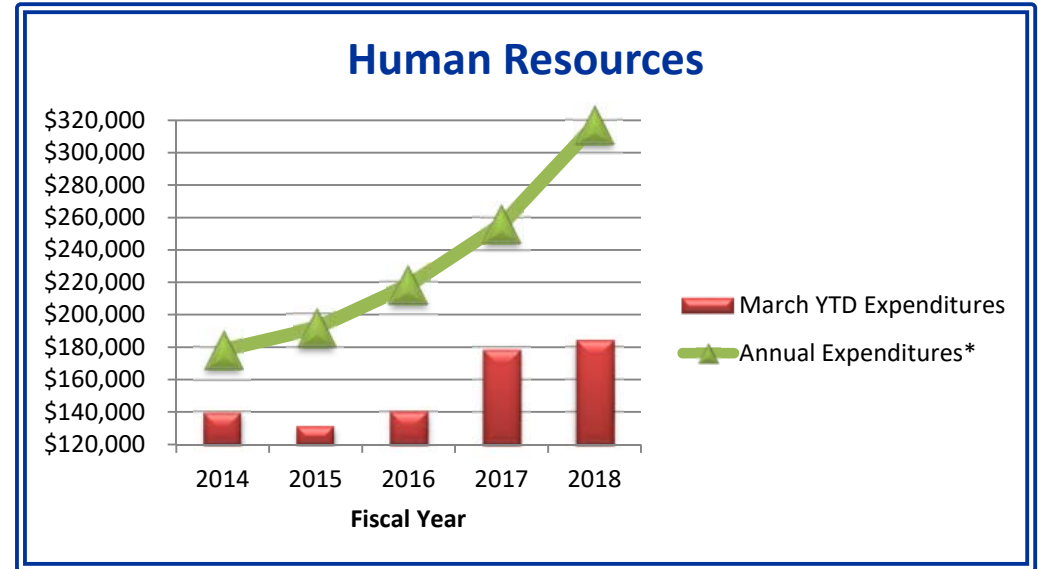
- (1) The increase is primarily due to increases in recruitment and relocations costs.
- (2) Prior to FY 2017, salary allocations to the Wastewater Enterprise Fund were coded to the Wastewater Administration Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund.

Annual Increase from FY 2016 to FY 2017:

- (1) The increase is partly due to increases in recruitment and relocations costs.
- (2) Special programs costs are higher due an increase in costs for the volunteer appreciation event.
- (3) Prior to FY 2017, salary allocations to the Wastewater Enterprise Fund were coded to the Wastewater Administration Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund.

Annual Increase from FY 2017 to FY 2018:

- (1) FY 2018 includes budget capacity to cover unemployment benefits and recruitment/relocation costs.
- (2) City-wide Travel & Training costs were moved from General Services to the Human Resources Department budget.



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Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Financial Services Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 304,753	\$ 448,475	68%		
2015	\$ 297,630	\$ 416,550	71%	-2%	-7%
2016	\$ 311,820	\$ 450,225	69%	5%	8%
2017	\$ 612,009	\$ 859,666	71%	96%	91%
2018	\$ 708,816	\$ 1,130,005	63%	16%	31%

YTD Increase from FY 2016 to FY 2017:

Prior to FY 2017, salary and other cost allocations to the Wastewater Enterprise Fund were coded to the Wastewater Administration Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund. The Utility Billing function in Financial Services is a significant part of these allocations.

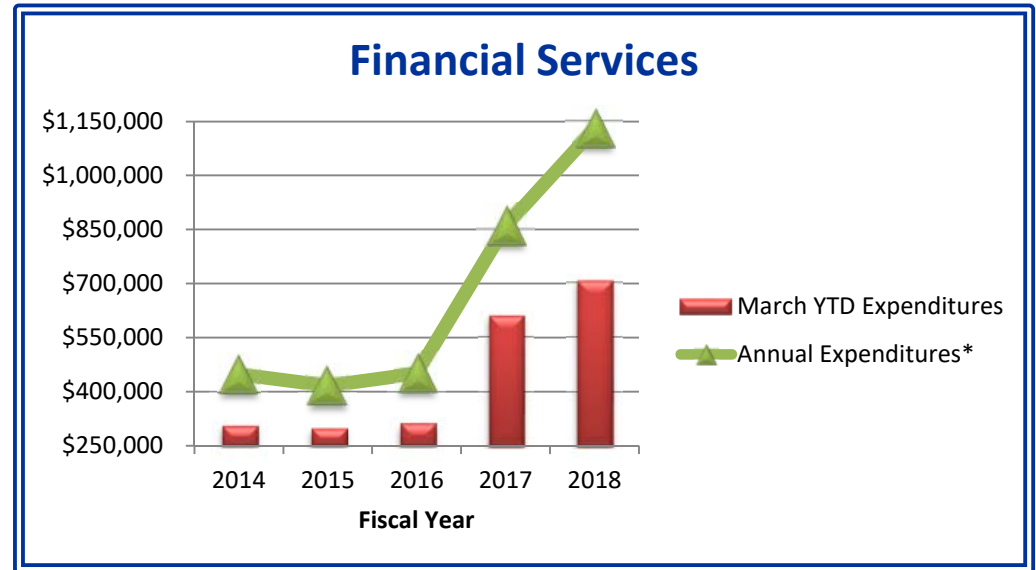
Annual Increase from FY 2016 to FY 2017:

(1) Prior to FY 2017, salary and other cost allocations to the Wastewater Enterprise Fund were coded to the Wastewater Administration Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund. The Utility Billing function in Financial Services is a significant part of these allocations.

(2) Salaries were increased due to budgeted cost-of-living adjustments of 1.8% and average merit increases of 2.5%. The most significant increase in benefits was a 2% increase to health insurance premiums.

YTD and Annual Increase from FY 2017 to FY 2018:

- (1) Service charges were moved from General Services to the Financial Services Department and increased to account for service charges applicable to the new paid parking program.
- (2) Septic reimbursements were moved from Wastewater Operations to the Financial Services Department.
- (3) Budget amounts were added in FY 2018 to accommodate the implementation of remittance processing for utility bills and hiring of a collection agency.
- (4) Vacancy savings were experienced in FY 2017, and the FY 2018 budget amount accounts for full staffing.



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Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Information Technology Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 571,379	\$ 713,547	80%		
2015	\$ 870,139	\$ 1,058,766	82%	52%	48%
2016	\$ 685,519	\$ 853,746	80%	-21%	-19%
2017	\$ 842,661	\$ 1,083,123	78%	23%	27%
2018	\$ 866,845	\$ 1,372,835	63%	3%	27%

YTD Increase from FY 2014 to FY 2015:

The increase is mostly due to the hardware and software upgrades and increases in annual software maintenance contracts..

Annual Increase from FY 2014 to FY 2015:

- (1) Hardware and software expenditures increased due largely to the replacement of mobile data equipment and software upgrades for the Police Department.
- (2) The increase is also partly due to increases in annual software maintenance contracts.
- (3) Salaries were increased due to budgeted cost-of-living adjustments of 1.5% and average merit increases of 2.5%. The most significant increase in benefits was a 9% increase to health insurance premiums.
- (4) Internet service costs increased due to an improvement to connectivity.

YTD and Annual Decrease from FY 2015 to FY 2016:

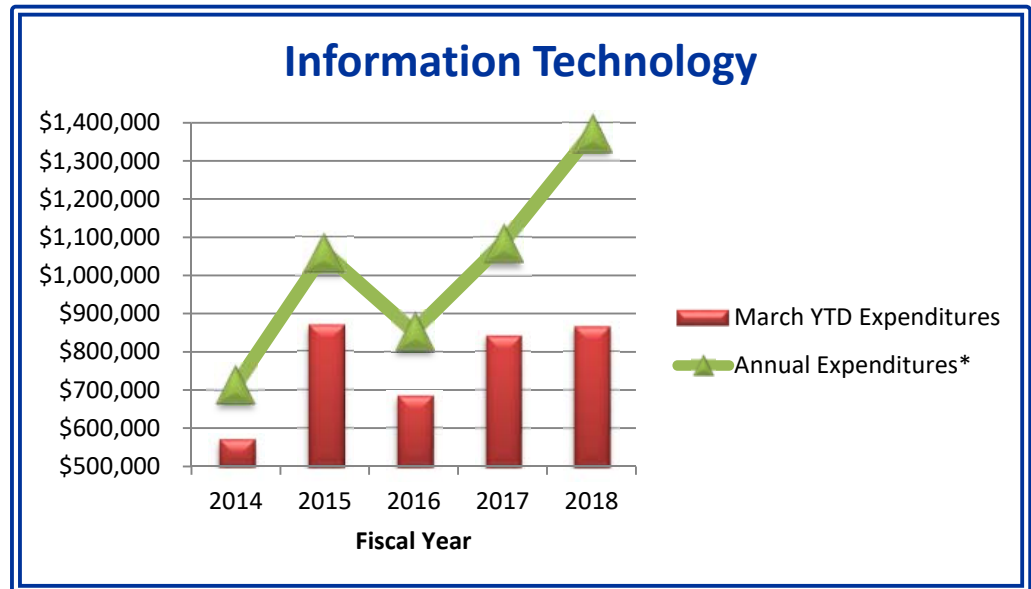
The decrease is primarily due to the hardware and software upgrades performed in FY 2015.

YTD and Annual Increase from FY 2016 to FY 2017:

- (1) The increase is partly due to the replacement and upgrade of the storage area network and upgrade of a digital evidence logger recorder.
- (2) Prior to FY 2017, salary and other cost allocations to the Wastewater Enterprise Fund were coded to the Wastewater Administration Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund.
- (3) A part-time Support/Help Desk Technician position was added.
- (4) Communications costs previously recorded in the General Services Department were transferred to Information Technology.

Annual Increase from FY 2017 to FY 2018:

- (1) Vacancy savings were experienced in FY 2017, and the FY 2018 budget amount accounts for full staffing.
- (2) Budgeted software and hardware purchases include migration to Microsoft Office 365, budget automation software, and various Wastewater operational needs.
- (3) Network connectivity for the Sinagua Building and fiber optic connection for the Wastewater Treatment Plant were included in the FY 2018 budget.
- (4) Budgets for copier leases were moved from General Services and Wastewater Administration to the Information Technology Department.
- (5) Phone and alarm system services were moved from Wastewater Administration to the Information Technology Department.
- (6) Budgeted expenditures for hardware and software maintenance contracts were increased in FY 2018.



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Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

City Attorney's Office Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 338,893	\$ 458,932	74%		
2015	\$ 351,232	\$ 490,736	72%	4%	7%
2016	\$ 358,414	\$ 496,564	72%	2%	1%
2017	\$ 338,073	\$ 548,304	62%	-6%	10%
2018	\$ 399,735	\$ 683,600	58%	18%	25%

Annual Increase from FY 2016 to FY 2017:

(1) Prior to FY 2017, salary and other cost allocations to the Wastewater Enterprise Fund were coded to the Wastewater Administration Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund.

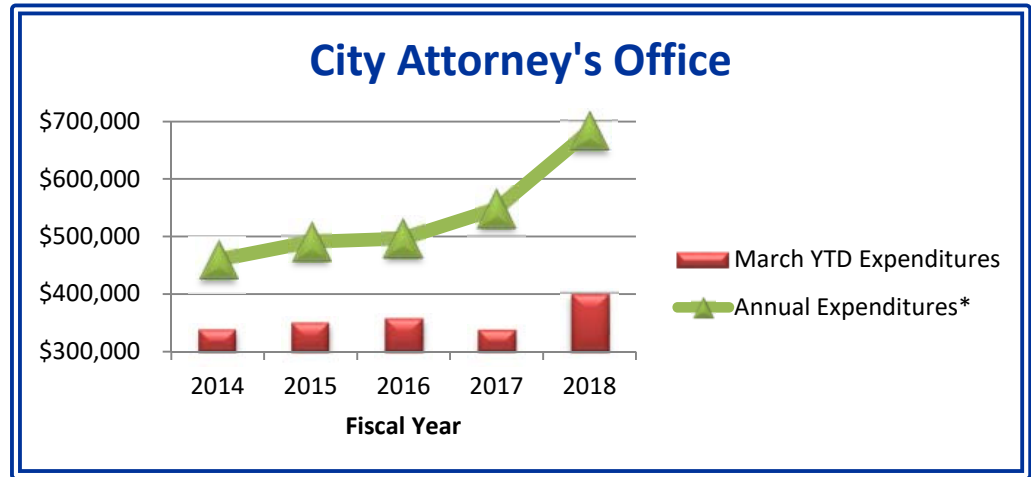
(2) Budgeted amounts for payment of legal claims was transferred from the General Services Department.

YTD Increase from FY 2017 to FY 2018:

The increase is primarily due to costs associated with claims for sewage cleanup and vacancy savings incurred in the prior year.

Annual Increase from FY 2017 to FY 2018:

(1) Vacancy savings were experienced in FY 2017, and the FY 2018 budget amount accounts for full staffing.



City Clerk's Office Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 173,278	\$ 226,818	76%		
2015	\$ 183,313	\$ 243,829	75%	6%	7%
2016	\$ 154,418	\$ 219,942	70%	-16%	-10%
2017	\$ 191,229	\$ 265,657	72%	24%	21%
2018	\$ 170,717	\$ 261,572	65%	-11%	-2%

YTD Increase from FY 2014 to FY 2015:

The increase was primarily due to elections costs incurred in FY 2015.

YTD and Annual Decrease from FY 2015 to FY 2016:

FY 2015 was an election year.

YTD Increase from FY 2016 to FY 2017:

(1) FY 2017 was an election year. Costs included the biennial election and the renewals of two franchise agreements.

(2) Prior to FY 2017, salary and other cost allocations to the Wastewater Enterprise Fund were coded to the Wastewater Administration Department. Starting in FY 2017, these are coded to each individual department with the Wastewater Enterprise Fund.

Annual Increase from FY 2016 to FY 2017:

(1) FY 2017 was an election year. Costs included the biennial election and the renewals of two franchise agreements.

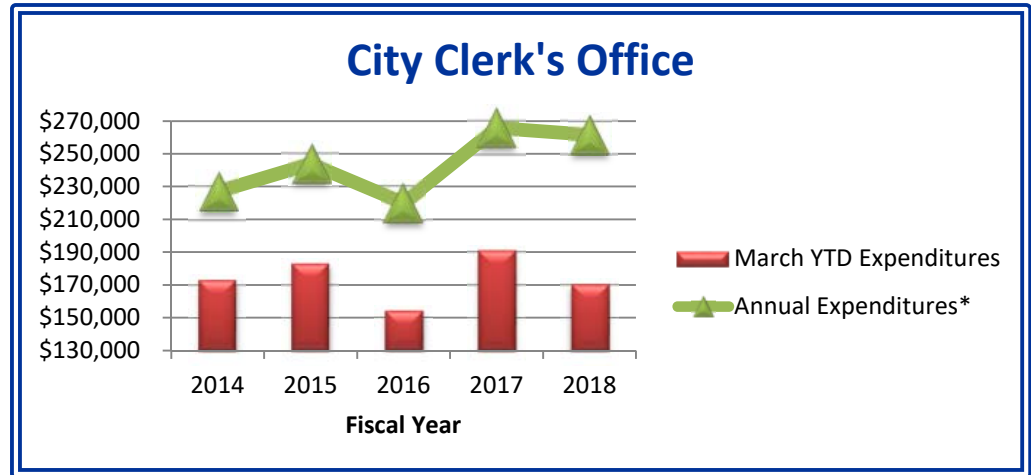
(2) Costs related to the City's electronics recycling event increased due to an increase in participation.

(3) Prior to FY 2017, salary allocations to the Wastewater Enterprise Fund were coded to the Wastewater Administration Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund.

(4) Salaries were increased due to budgeted cost-of-living adjustments of 1.8% and average merit increases of 2.5%. The most significant increase in benefits was a 2% increase to health insurance premiums.

YTD Decrease from FY 2017 to FY 2018:

FY 2017 was an election year.



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Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Parks & Recreation Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 240,808	\$ 378,165	64%		
2015	\$ 356,530	\$ 506,788	70%	48%	34%
2016	\$ 372,178	\$ 493,305	75%	4%	-3%
2017	\$ 403,056	\$ 608,478	66%	8%	23%
2018	\$ 432,038	\$ 733,974	59%	7%	21%

YTD and Annual Increase from FY 2014 to FY 2015:

- (1) A part-time Administrative Assistant position was increased to full-time.
- (2) Salaries were increased due to budgeted cost-of-living adjustments of 1.5% and average merit increases of 2.5%. The most significant increase in benefits was a 9% increase to health insurance premiums.
- (3) An increase of \$62,500 was added to special events.
- (4) A viewing deck was constructed at the Wetlands Park.

Annual Increase from FY 2016 to FY 2017:

- (1) Salaries were increased due to budgeted cost-of-living adjustments of 1.8% and average merit increases of 2.5%. The most significant increase in benefits was a 2% increase to health insurance premiums.
- (2) Special events were increased approximately \$33,000 for additional events and enhancements of existing events.
- (3) Grant funding for the Wetlands Viewing Piers and the Sunset Park Tot Lot was included.

Annual Increase from FY 2017 to FY 2018:

- (1) An Administrative Assistant position was added.
- (2) Wages for temporary positions were increased due to legislative changes to minimum wage and required sick leave.



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Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

General Services Expenditures

On Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 2,175,485	\$ 3,082,440	71%		
2015	\$ 3,304,489	\$ 3,889,467	85%	52%	26%
2016	\$ 3,417,709	\$ 4,071,785	84%	3%	5%
2017	\$ 3,535,493	\$ 4,209,363	84%	3%	3%
2018	\$ 1,634,293	\$ 1,878,834	87%	-54%	-55%

YTD Increase from FY 2014 to FY 2015:

- (1) Starting FY 2015, debt service costs were accrued monthly. Previously, debt service costs were recorded on a cash basis semiannually in December and June.
- (2) The Council increased its commitment to tourism management and development.
- (3) Other differences were a result of timing of property and liability insurance premiums.

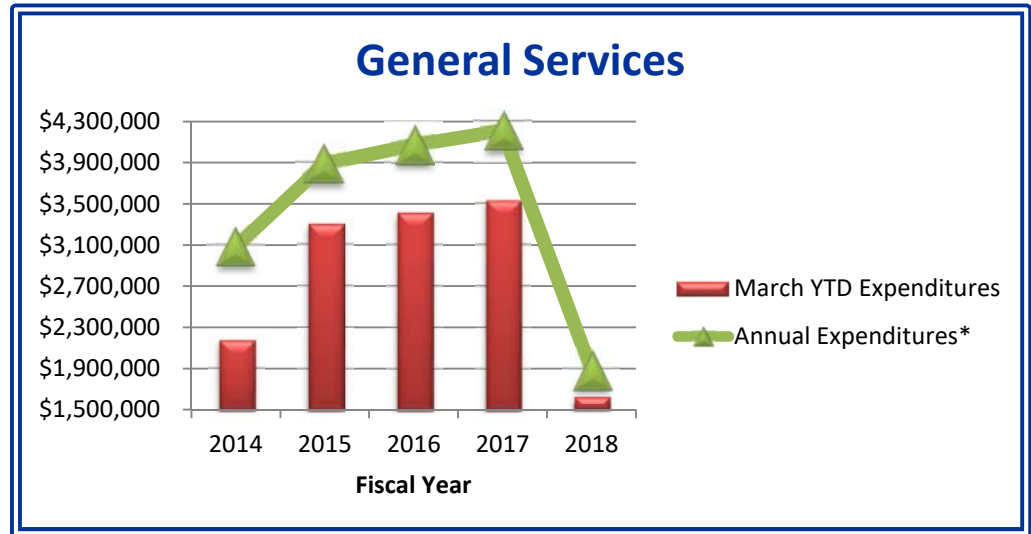
Annual Increase from FY 2014 to FY 2015:

The Council increased the commitment to tourism management and development, resulting in an increase of approximately \$860,000.

YTD and Annual Decrease from FY 2017 to FY 2018:

- (1) The debt service costs were moved to a separate departmental code in the general ledger.
- (2) Tourism Management & Development costs were moved to the City Manager's Office budget.

On Target for FY 2018: The percentage of annual expenditures is high for nine months of the fiscal year (87% actual compared to nine-month budget of 75%). Approximately 48% of the budget represents costs for community service contracts, and those costs are paid semiannually. One half of these contracts are generally paid in either July or August and the other half in December or January. Based on the timing and size of these payments, the General Services Department expenditures are on track for FY 2018.

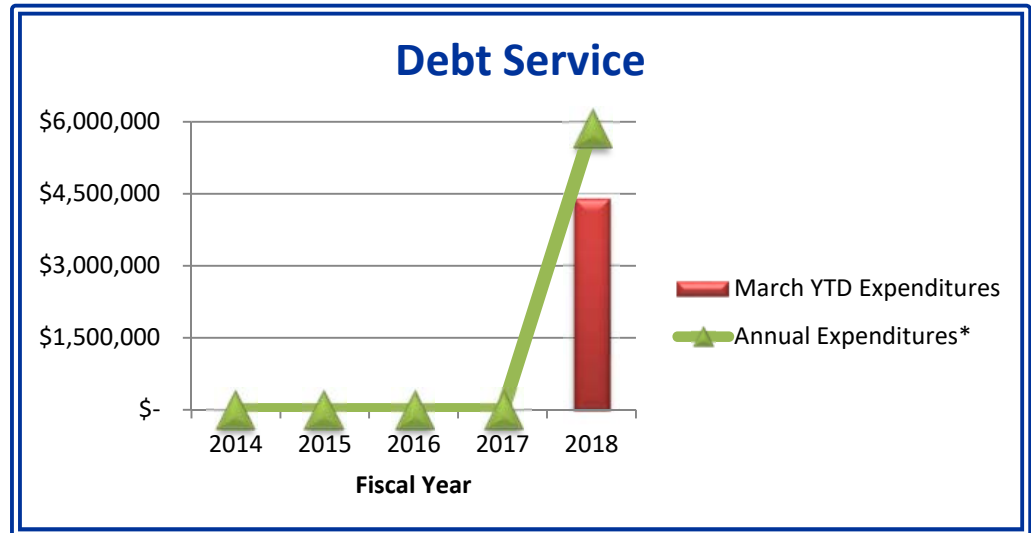


Debt Service Expenditures

On Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ -	\$ -	N/A		
2015	\$ -	\$ -	N/A	N/A	N/A
2016	\$ -	\$ -	N/A	N/A	N/A
2017	\$ -	\$ -	N/A	N/A	N/A
2018	\$ 4,392,852	\$ 5,853,529	75%	∞	∞

Debt Service costs were moved to a separate departmental code in the general ledger starting in FY 2018.



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Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Community Development Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 671,809	\$ 931,021	72%		
2015	\$ 732,855	\$ 1,054,199	70%	9%	13%
2016	\$ 857,769	\$ 1,201,326	71%	17%	14%
2017	\$ 1,011,262	\$ 1,576,171	64%	18%	31%
2018	\$ 1,089,678	\$ 1,707,950	64%	8%	8%

Annual Increase from FY 2014 to FY 2015:

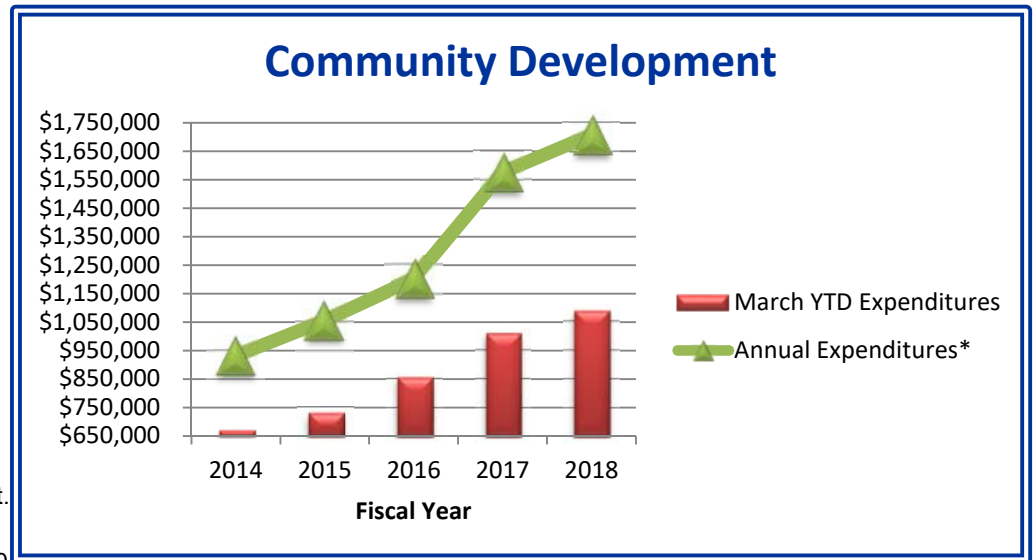
Salaries were increased due to budgeted cost-of-living adjustments of 1.5% and average merit increases of 2.5%. The most significant increase in benefits was a 9% increase to health insurance premiums.

YTD and Annual Increase from FY 2015 to FY 2016:

- (1) A part-time Administrative Assistant was transferred from the Public Works Department.
- (2) A Senior Planner position was added.
- (3) A replacement vehicle for Code Enforcement was purchased for approximately \$24,000.
- (4) CDBG administration costs of approximately \$22,000 were incurred in FY 2016.

YTD and Annual Increase from FY 2016 to FY 2017:

- (1) A significant portion of the increase is due to Community Development Block Grant (CDBG) expenditures. The City has typically received CDBG awards every three years.
- (2) The increase is also related to the update of the Land Development Code, amendments to the Community Plan, and development of a wireless master plan.
- (3) A new file storage system was purchased for approximately \$22,000.
- (4) Historic Preservation Grants were included for \$20,000.
- (5) Salaries were increased due to budgeted cost-of-living adjustments of 1.8% and average merit increases of 2.5%. The most significant increase in benefits was a 2% increase to



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Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Public Works Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 2,049,855	\$ 3,642,185	56%		
2015	\$ 1,488,649	\$ 2,278,004	65%	-27%	-37%
2016	\$ 1,820,891	\$ 3,214,005	57%	22%	41%
2017	\$ 2,726,544	\$ 4,397,351	62%	50%	37%
2018	\$ 2,794,906	\$ 5,009,873	56%	3%	14%

YTD Decrease from FY 2014 to FY 2015:

- (1) Due to the nature and timing of streets projects, expenditures are not always consistent from year to year. Expenditures for road rehabilitation, drainage maintenance, and pavement preservation were approximately \$471,000 less in FY 2015 than in FY 2014.
- (2) The decrease was partly due to timing differences in facilities and parts maintenance costs.
- (3) The decrease was also partially due to vacancy savings in FY 2015.

Annual Decrease from FY 2014 to FY 2015:

- (1) Due to the nature and timing of streets projects, expenditures are not always consistent from year to year. Expenditures for road rehabilitation, drainage maintenance, and pavement preservation were approximately \$1.2 million less in FY 2015 than in FY 2014.
- (2) Utility costs decreased by approximately \$50,000.

YTD and Annual Increase from FY 2015 to FY 2016:

- (1) The increase was partly due to increased expenditures for road rehabilitation and maintenance.
- (2) An Assistant Engineer position and an Associate Engineer position were added in FY 2016.
- (3) The increase was partly due to increases in utility costs.
- (4) Improvements were made to the Teen Center and roof installations were made for the City Hall parking structure.

YTD Increase from FY 2016 to FY 2017:

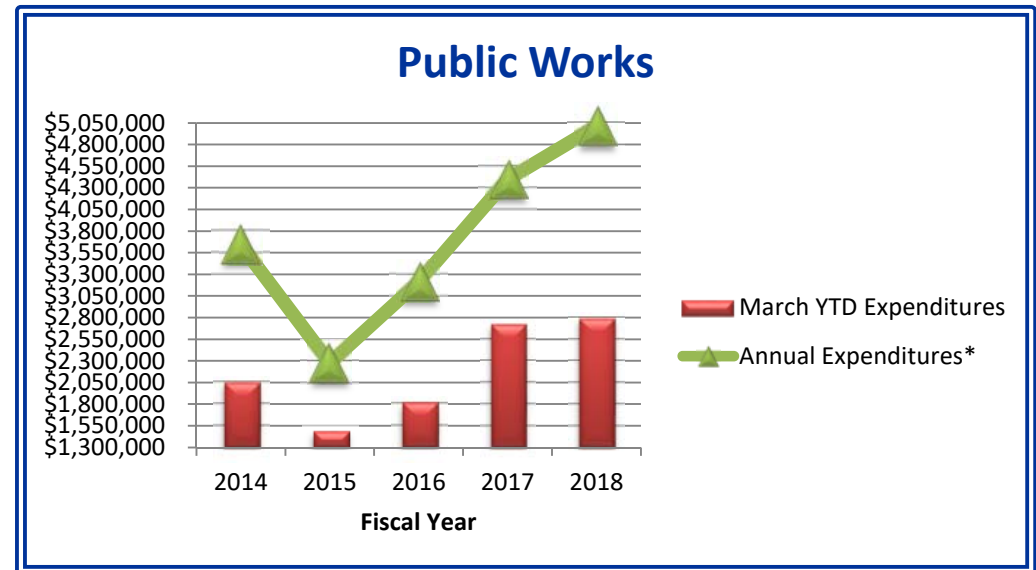
- (1) The increase was primarily due to increased expenditures for road rehabilitation and maintenance.
- (2) Prior to FY 2017, salary and other cost allocations for Capital Projects Management to the Wastewater Enterprise Fund were coded to the Wastewater Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund.

Annual Increase from FY 2016 to FY 2017:

- (1) The increase was primarily due to increased expenditures for road rehabilitation and maintenance.
- (2) Prior to FY 2017, salary and other cost allocations for Capital Projects Management to the Wastewater Enterprise Fund were coded to the Wastewater Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund.
- (3) Salaries and benefits increased due to the implementation of a traffic control services program, vacancy savings in the prior year, and budgeted cost-of-living adjustments of 1.8% and average merit increases of 2.5%.

Annual Increase from FY 2017 to FY 2018:

- (1) The increase was partly due to the budgeted purchase of a hot box for the Streets program .
- (2) Salaries and benefits included budgeted cost-of-living adjustments of 2.5% and average merit increases of 2.5%.
- (3) The Traffic Control Services program was added in FY 2018.
- (4) Shared trails maintenance costs with the US Forest Service were not incurred in the prior year.
- (5) In addition, there were timing differences and increases to streets maintenance and transfer of parks grounds maintenance costs.



* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies and capital improvements. For the prior years, the Annual Expenditures represent total actual expenditures.

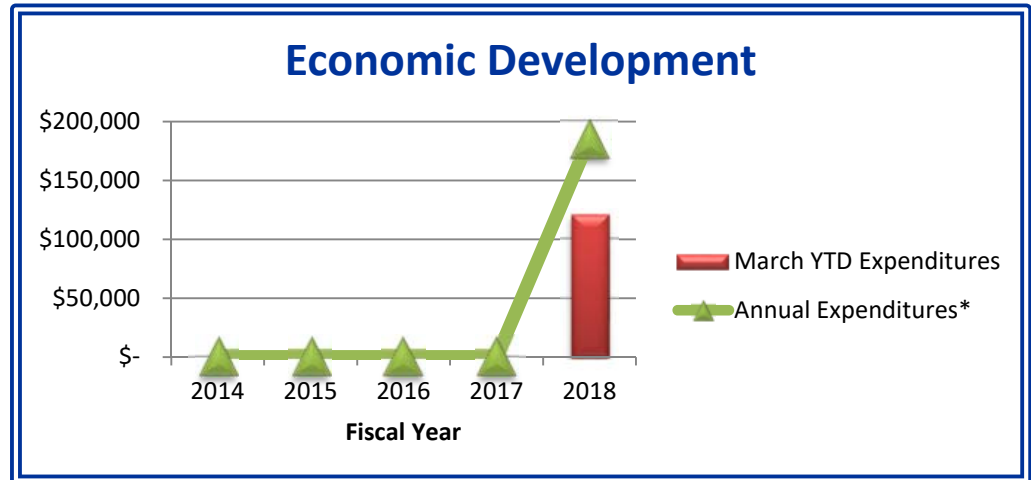
Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Economic Development Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ -	\$ -	N/A		
2015	\$ -	\$ -	N/A	N/A	N/A
2016	\$ -	\$ -	N/A	N/A	N/A
2017	\$ -	\$ -	N/A	N/A	N/A
2018	\$ 121,082	\$ 184,970	65%	∞	∞

The Economic Development program was moved to its own department in FY 2018.



Police Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 2,303,669	\$ 3,338,557	69%		
2015	\$ 2,768,363	\$ 3,770,582	73%	20%	13%
2016	\$ 2,683,112	\$ 3,826,416	70%	-3%	1%
2017	\$ 2,925,672	\$ 4,080,748	72%	9%	7%
2018	\$ 3,403,647	\$ 4,801,199	71%	16%	18%

YTD and Annual Increase from FY 2014 to FY 2015:

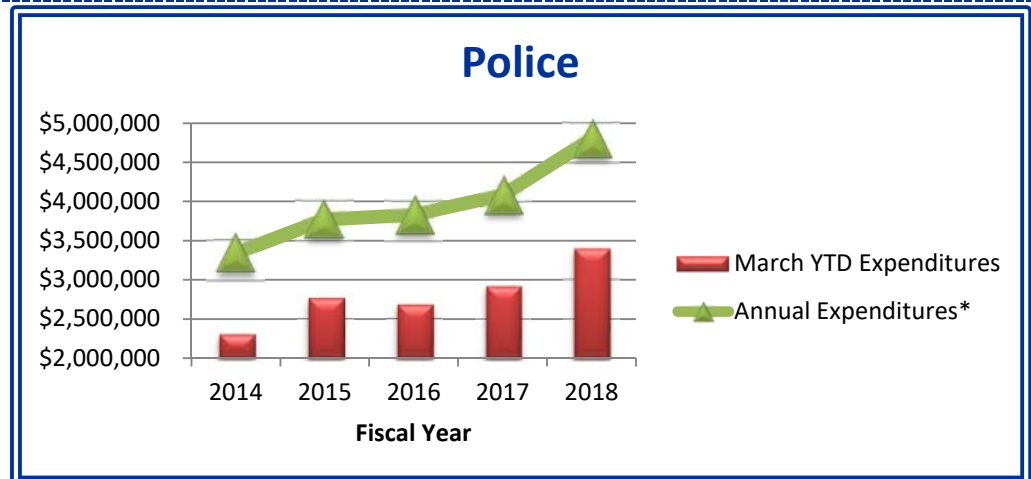
- (1) Salaries were increased due to budgeted cost-of-living adjustments of 1.5% and average merit increases of 2.5%. The most significant increases in benefits were an increase of 27% to the required contributions to the Public Safety Personnel Retirement System (PSPRS) and a 9% increase to health insurance premiums.
- (2) The Community Service Aides (CSAs) program was enhanced, and the hours for the part-time CSAs were increased.

YTD Increase from FY 2017 to FY 2018:

- (1) Vacancy savings were experienced in FY 2017.
- (2) The PSPRS required contribution rate increased approximately 30%.
- (3) The increase is also partly due to additional lease payments for the completion of the assigned vehicle program for patrol officers.

Annual Increase from FY 2017 to FY 2018:

- (1) Vacancy savings were experienced in FY 2017, and the FY 2018 budget amount accounts for full staffing.
- (2) The PSPRS required contribution rate increased approximately 30%.
- (3) The purchase and training of a new K-9 was budgeted in FY 2018.
- (4) The FY 2018 budget includes additional lease payments for the completion of the assigned vehicle program for patrol officers.
- (5) The FY 2018 budget also includes additional capacity for vehicle fuel costs.



* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies and capital improvements. For the prior years, the Annual Expenditures represent total actual expenditures.

Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Municipal Court Expenditures

Under Target for FY 2018

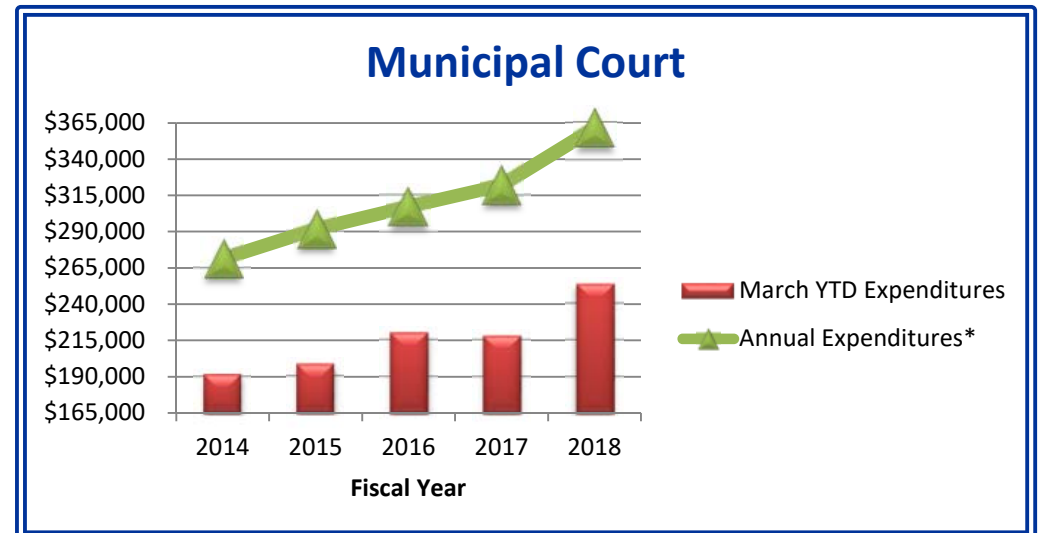
FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 192,149	\$ 271,121	71%		
2015	\$ 198,733	\$ 291,684	68%	3%	8%
2016	\$ 220,668	\$ 307,281	72%	11%	5%
2017	\$ 218,470	\$ 322,022	68%	-1%	5%
2018	\$ 254,066	\$ 361,370	70%	16%	12%

YTD Increase from FY 2015 to FY 2016:

The increase was primarily due to vacancy savings experienced in FY 2015.

YTD and Annual Increase from FY 2017 to FY 2018:

- (1) Vacancy savings were experienced in FY 2017, and the FY 2018 budget amount accounts for full staffing.
- (2) The FY 2018 budget includes additional capacity for court appointed attorney costs.



Wastewater Administration Expenditures

Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 1,483,032	\$ 6,723,060	22%		
2015	\$ 4,708,816	\$ 6,394,431	74%	218%	-5%
2016	\$ 4,867,228	\$ 6,503,494	75%	3%	2%
2017	\$ 4,098,190	\$ 5,465,854	75%	-16%	-16%
2018	\$ 154,347	\$ 308,269	50%	-96%	-94%

YTD Increase from FY 2014 to FY 2015:

Starting FY 2015, debt service costs are accrued monthly. Previously, debt service costs were recorded on a cash basis semiannually in December and June.

YTD and Annual Decrease from FY 2016 to FY 2017:

- (1) Prior to FY 2017, salary and other cost allocations to the Wastewater Enterprise Fund were coded to the Wastewater Administration Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund.
- (2) Debt service costs are approximately \$261,000 lower.

YTD and Annual Decrease from FY 2017 to FY 2018:

The debt service costs were moved to a separate departmental code in the general ledger.



* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies and capital improvements. For the prior years, the Annual Expenditures represent total actual expenditures.

Total Non-Capital Improvement Expenditures by Department (excluding Internal Charges)

Wastewater Capital Projects Mgmt Exp. Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 79,658	\$ 104,228	76%		
2015	\$ 95,649	\$ 131,783	73%	20%	26%
2016	\$ 85,701	\$ 176,040	49%	-10%	34%
2017	\$ 51,732	\$ 64,796	80%	-40%	-63%
2018	\$ 40,870	\$ 60,540	68%	-21%	-7%

YTD and Annual Increase from FY 2014 to FY 2015:

Salaries were increased due to budgeted cost-of-living adjustments of 1.5% and average merit increases of 2.5%. The most significant increase in benefits was a 9% increase to health insurance premiums.

Annual Increase from FY 2015 to FY 2016:

(1) Salaries were increased due to budgeted cost-of-living adjustments of 1.3% and average merit increases of 2.5%. The most significant increase in benefits was a 7% increase to health insurance premiums.

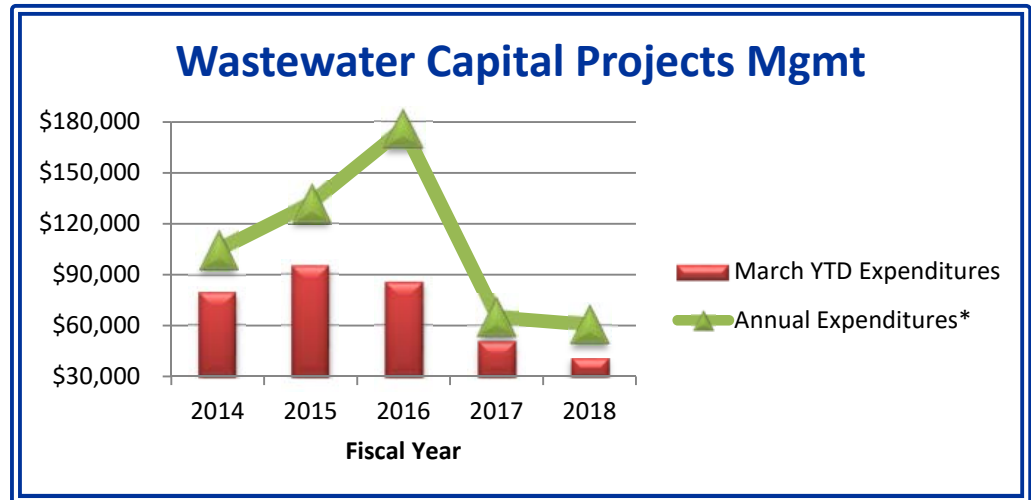
(2) A master plan was started during FY 2016 for the wastewater collection system.

YTD and Annual Decrease from FY 2016 to FY 2017:

Prior to FY 2017, salary allocations for Capital Projects Management to the Wastewater Enterprise Fund were coded to the Wastewater Department. Starting in FY 2017, these are coded to each individual department within the Wastewater Enterprise Fund.

YTD Decrease from FY 2017 to FY 2018:

The decrease is primarily due to vacancy savings in FY 2018.



Wastewater Operations Expenditures Under Target for FY 2018

FY	March YTD Expenditures	Annual Expenditures*	% of Annual Exp.	% Increase - March YTD	% Increase - Annual
2014	\$ 1,429,439	\$ 2,064,537	69%		
2015	\$ 1,341,523	\$ 2,328,173	58%	-6%	13%
2016	\$ 1,403,006	\$ 2,291,483	61%	5%	-2%
2017	\$ 1,417,039	\$ 2,241,279	63%	1%	-2%
2018	\$ 1,639,633	\$ 3,053,817	54%	16%	36%

Annual Increase from FY 2014 to FY 2015:

(1) Bad debt expense was increased by approximately \$65,000.

(2) Lift station upgrades and drawings were performed for approximately \$159,000.

YTD Increase from FY 2017 to FY 2018:

The increase is largely a result of a generator replacement and rental.

Annual Increase from FY 2017 to FY 2018:

(1) The increase is partly a result of a generator replacement and rental.

(2) The FY 2018 budget includes the addition of a plant operator position.

(3) The FY 2018 budget also includes rebuilding and replacing of pumps and the replacement of pump station roofs.

(4) Injection well maintenance was added for the new injection wells coming on line.

(5) The FY 2018 budget also includes increased costs for utilities, irrigation maintenance, operations maintenance, and electrical support.



* For the current year, Annual Expenditures represents total budgeted expenditures, excluding contingencies and capital improvements. For the prior years, the Annual Expenditures represent total actual expenditures.

Total Revenues by Fund

Total General Fund Revenues

On Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 10,216,094	\$ 15,535,678	66%		
2015	\$ 11,987,029	\$ 17,191,008	70%	17%	11%
2016	\$ 13,114,271	\$ 18,612,738	70%	9%	8%
2017	\$ 17,565,389	\$ 25,135,539	70%	34%	35%
2018	\$ 19,602,222	\$ 25,924,160	76%	12%	3%

YTD Increase from FY 2014 to FY 2015:

- (1) Bed tax revenues increased 24%, mostly due to the increase in the tax rate from 3% to 3.5% effective January 1, 2014.
- (2) City sales taxes increased 11%, largely due to the reduction in the Wastewater Fund subsidy from 35% in FY 2014 to 30% in FY 2015.

Annual Increase from FY 2014 to FY 2015:

- (1) City sales taxes increased 18%. Of this amount, approximately 8% is due to the reduction in the Wastewater Fund subsidy from 35% in FY 2014 to 30% in FY 2015. The remaining increase is largely due to the effects of the implementation of the destination marketing program.

- (2) Bed tax revenues increased 27%. A portion of the increase was the result of the increase in the tax rate from 3% to 3.5% effective January 1, 2014. Adjusting for the increase in the tax rate, bed tax revenues were up 17% over FY 2014. The remaining increase is largely due to the effects of the implementation of the destination marketing program.

YTD Increase from FY 2016 to FY 2017:

- (1) An accounting change was made in the recording of City sales taxes in FY 2017. Previously, the portion of City sales tax designated for the Wastewater Fund subsidy was recorded as revenue in the Wastewater Fund. For FY 2017, the entire City sales tax collections are recorded in the General Fund, and the subsidy to the Wastewater Fund is recorded as a transfer. In addition, the subsidy was reduced from 30% to 25%.

- (2) Bed tax revenues increased 26%, and City sales tax revenues increased 8%.

Annual Increase from FY 2016 to FY 2017:

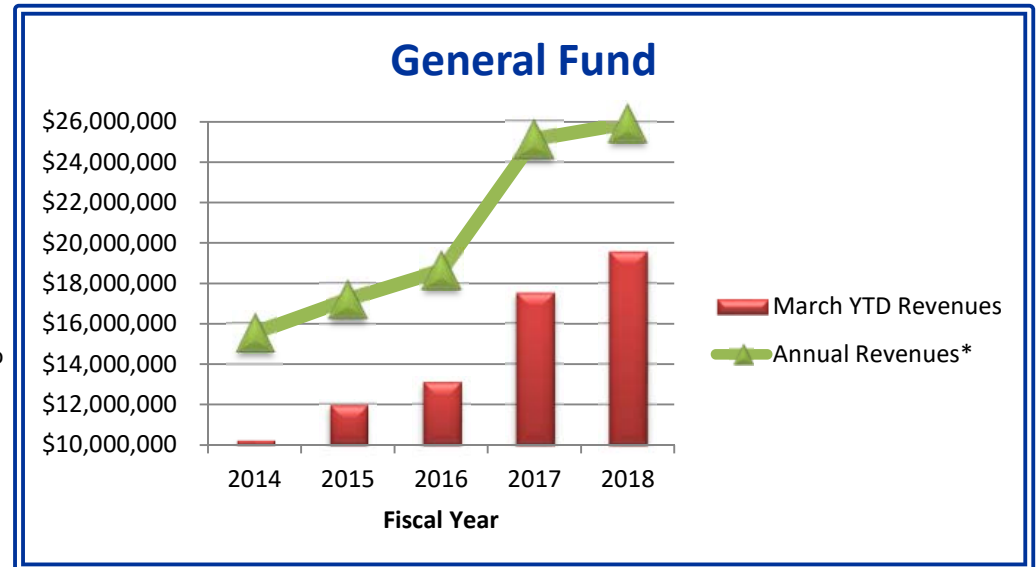
- (1) An accounting change was made in the recording of City sales taxes in FY 2017. Previously, the portion of City sales tax designated for the Wastewater Fund subsidy was recorded as revenue in the Wastewater Fund. For FY 2017, the entire City sales tax collections are recorded in the General Fund, and the subsidy to the Wastewater Fund is recorded as a transfer. In addition, the subsidy was reduced from 30% to 25%.

- (2) Bed tax revenues increased 27%, and City sales tax revenues increased 9%.

YTD Increase from FY 2017 to FY 2018:

- (1) City sales taxes increased 8% and bed tax revenues increased 20%. The increases are partly due to increases in tourism categories, as well as increases due to the change in legislation regarding short-term rentals effective January 1, 2017.

- (2) In addition, the paid parking program was initiated the end of June 2017. Charges for services include additional revenues related to the program of approximately \$401,000.



* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Fund

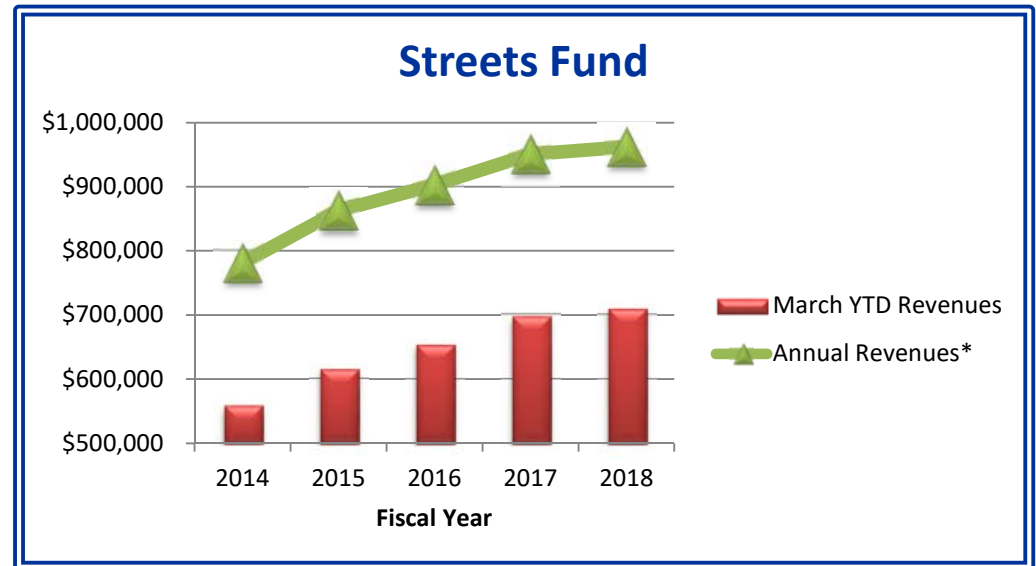
Total Streets Fund Revenues

On Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 559,313	\$ 780,913	72%		
2015	\$ 615,635	\$ 862,099	71%	10%	10%
2016	\$ 653,985	\$ 902,994	72%	6%	5%
2017	\$ 698,041	\$ 950,751	73%	7%	5%
2018	\$ 710,088	\$ 961,900	74%	2%	1%

Annual Increase from FY 2014 to FY 2015:

The revenues of the Streets Fund are primarily Highway User Revenue Fund (HURF) monies. HURF revenues are the gas tax monies distributed by the State based on population and the gallons of gas sold within Sedona. The HURF distributions received increased approximately \$76,000.



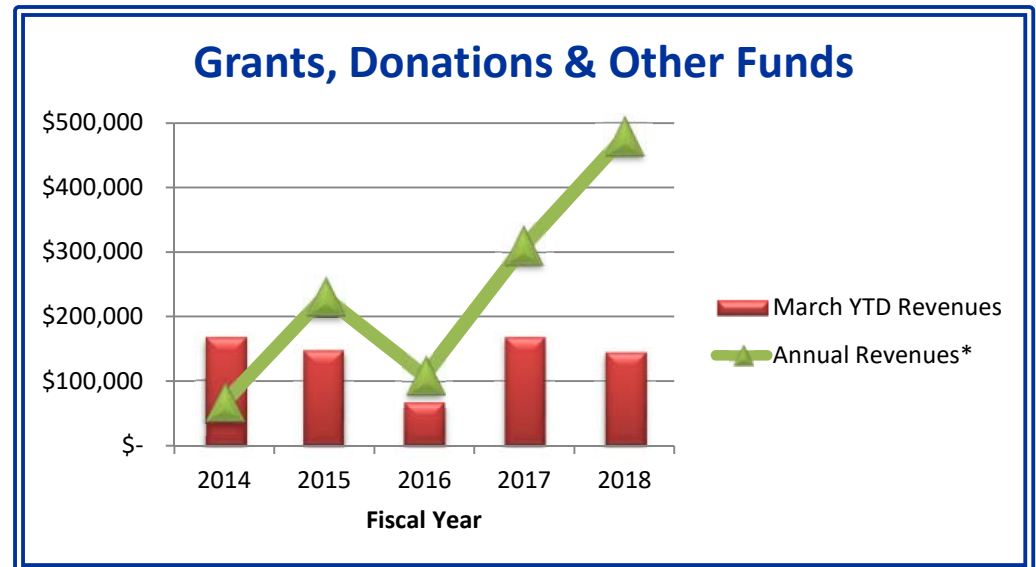
Total Grants, Donations & Other Rev.

Under Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 168,221	\$ 66,852	252%		
2015	\$ 147,631	\$ 230,824	64%	-12%	245%
2016	\$ 68,291	\$ 108,649	63%	-54%	-53%
2017	\$ 168,221	\$ 309,408	54%	146%	185%
2018	\$ 144,633	\$ 479,060	30%	-14%	55%

Increases/Decreases: The activity of the Grants & Donations Funds is based on the funding awarded and received during the year so revenues will not necessarily be consistent from month to month or year to year.

Under Target for FY 2018: The FY 2018 budget includes \$300,000 of contingent grant revenues in case a significant grant opportunity arises.



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Total Revenues by Fund

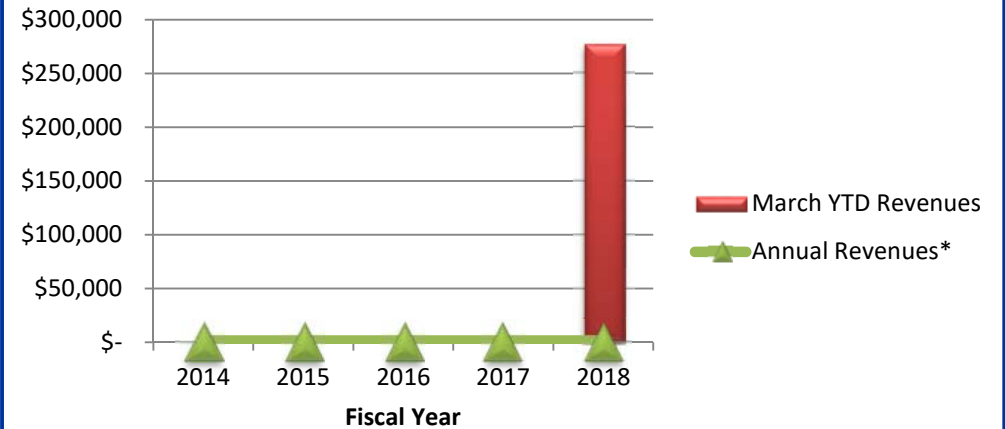
Total Transportation Sales Tax Rev.

Exceeds Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ -	\$ -	N/A		
2015	\$ -	\$ -	N/A	N/A	N/A
2016	\$ -	\$ -	N/A	N/A	N/A
2017	\$ -	\$ -	N/A	N/A	N/A
2018	\$ 277,435	\$ -	∞	∞	N/A

The Transportation Sales Tax Fund was initiated in FY 2018.

Transportation Sales Tax Fund



Total Develop. Impact Fees Revenues

Exceeds Target for FY 2018

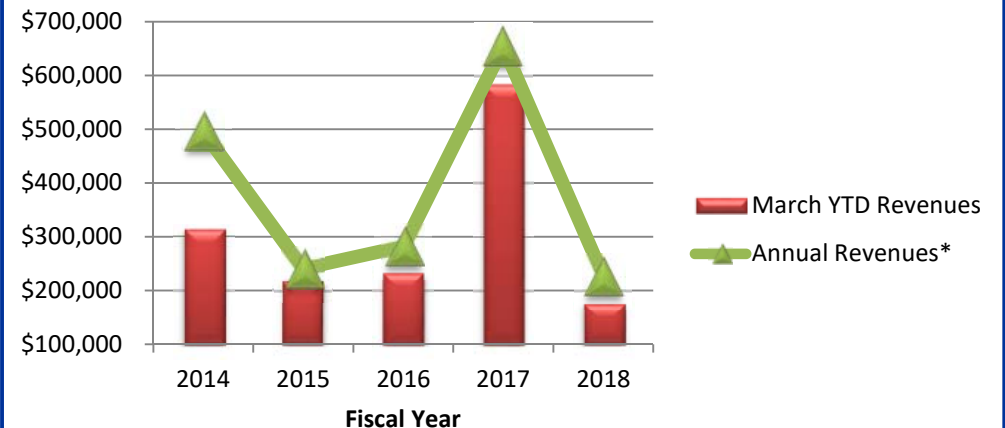
FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 313,647	\$ 495,662	63%		
2015	\$ 219,908	\$ 240,561	91%	-30%	-51%
2016	\$ 234,723	\$ 281,497	83%	7%	17%
2017	\$ 583,269	\$ 654,256	89%	148%	132%
2018	\$ 176,836	\$ 225,490	78%	-70%	-66%

YTD and Annual Increase from FY 2016 to FY 2017:

The increase was primarily due to fees assessed with the permitting of the new Marriott facility and the new CVS.

Other Increases/Decreases: The activity of the Development Impact Fees Funds is based on development and permitting so revenues will not necessarily be consistent from month to month or year to year. As the City approaches build-out, these revenues are expected to decrease.

Development Impact Fees Funds



* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

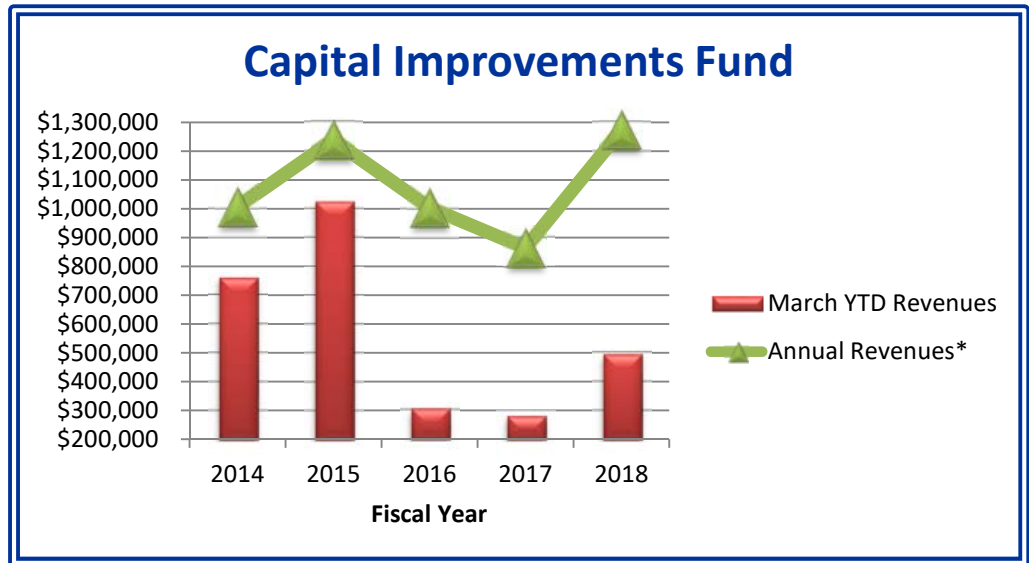
Total Revenues by Fund

Total Capital Improvements Fund Rev. Under Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 761,752	\$ 1,006,174	76%		
2015	\$ 1,027,117	\$ 1,238,120	83%	35%	23%
2016	\$ 306,457	\$ 1,003,733	31%	-70%	-19%
2017	\$ 283,226	\$ 863,346	33%	-8%	-14%
2018	\$ 496,750	\$ 1,271,857	39%	75%	47%

Increases/Decreases: The activity of the Capital Improvements Fund is based on the timing of budgeted capital improvement projects and the receipt of funding designated for those projects so revenues will not necessarily be consistent from month to month or year to year.

Under Target for FY 2018: Due to the delay of a project with significant grant funding, revenues are not expected to be on target for the year.



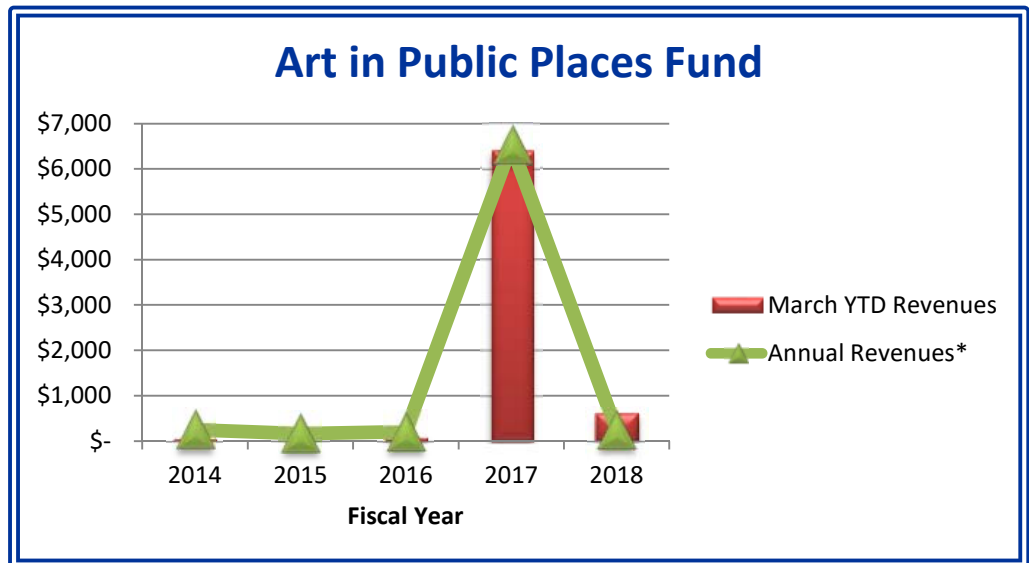
Total Art in Public Places Fund Rev. Exceeds Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 54	\$ 249	22%		
2015	\$ 31	\$ 161	19%	-43%	-35%
2016	\$ 89	\$ 204	44%	191%	27%
2017	\$ 6,429	\$ 6,528	98%	7117%	3106%
2018	\$ 614	\$ 230	267%	-90%	-96%

YTD and Annual Increase from FY 2016 to FY 2017:

The increase was primarily due to contributions in lieu of the City's public art requirement.

Other Increases/Decreases: The Art in Public Places Fund relies primarily on transfers from other funds. Minimal revenues are received, and for several years have only consisted of interest earnings, with the exception of FY 2017.



* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Fund

Total Wastewater Enterprise Fund Rev. Exceeds Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 7,501,591	\$ 10,512,709	71%		
2015	\$ 7,420,020	\$ 10,190,631	73%	-1%	-3%
2016	\$ 8,200,241	\$ 11,026,791	74%	11%	8%
2017	\$ 5,710,054	\$ 7,180,562	80%	-30%	-35%
2018	\$ 5,370,178	\$ 6,723,550	80%	-6%	-6%

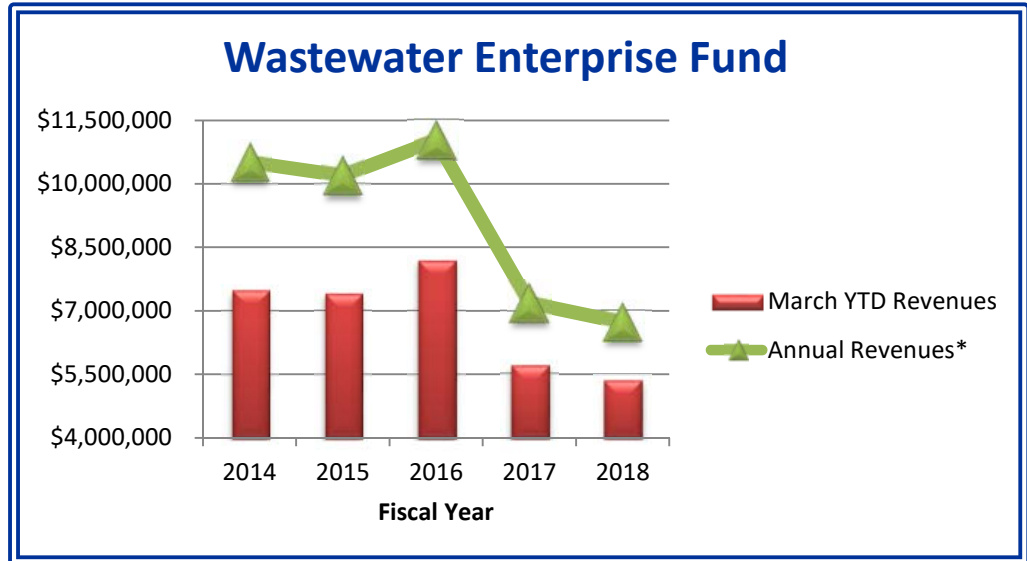
YTD Decrease from FY 2016 to FY 2017:

An accounting change was made in the recording of City sales taxes in FY 2017. Previously, the portion of City sales tax designated for the Wastewater Fund subsidy was recorded as revenue. For FY 2017, the entire City sales tax collections are recorded in the General Fund, and the subsidy to the Wastewater Fund is recorded as a transfer. In addition, the subsidy was reduced from 30% to 25%.

Annual Decrease from FY 2016 to FY 2017:

(1) An accounting change was made in the recording of City sales taxes in FY 2017. Previously, the portion of City sales tax designated for the Wastewater Fund subsidy was recorded as revenue. For FY 2017, the entire City sales tax collections are recorded in the General Fund, and the subsidy to the Wastewater Fund is recorded as a transfer. In addition, the subsidy was reduced from 30% to 25%.

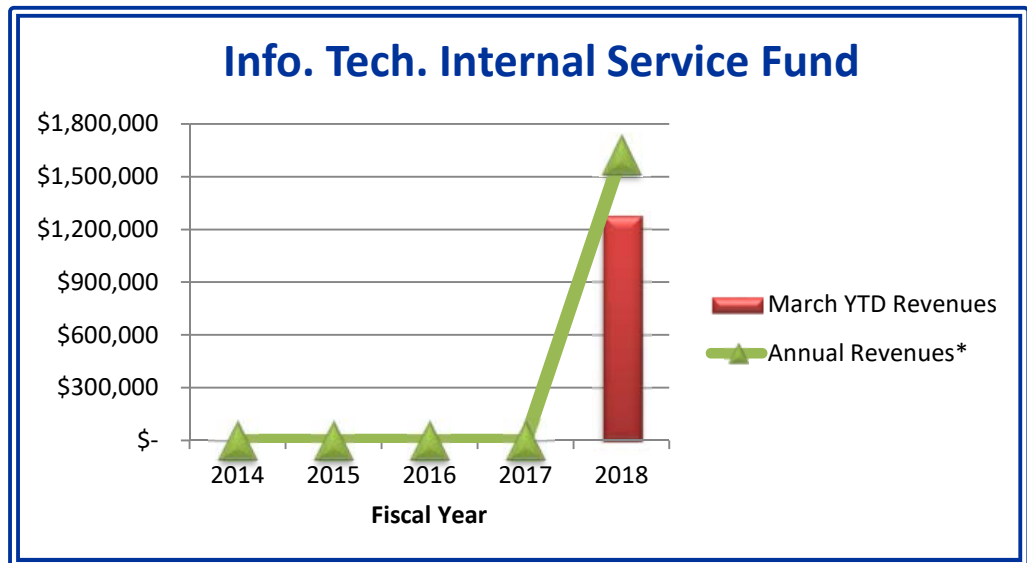
(2) In FY 2016, the City received approximately \$112,000 from APS as incentive payments for implementation of energy savings measures on projects.



Total Info. Tech. Internal Svc. Fund Rev. Exceeds Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ -	\$ -	N/A		
2015	\$ -	\$ -	N/A	N/A	N/A
2016	\$ -	\$ -	N/A	N/A	N/A
2017	\$ -	\$ -	N/A	N/A	N/A
2018	\$ 1,278,204	\$ 1,622,130	79%	∞	∞

The Information Technology Internal Service Fund was initiated in FY 2018.



* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Fund

Total CFD - Sedona Summit II Revenues Under Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 93	\$ 160,904	<1%		
2015	\$ 38,346	\$ 54,429	70%	41123%	-66%
2016	\$ 24,456	\$ 52,969	46%	-36%	-3%
2017	\$ 37,879	\$ 49,312	77%	55%	-7%
2018	\$ 37,996	\$ 62,600	61%	<1%	27%

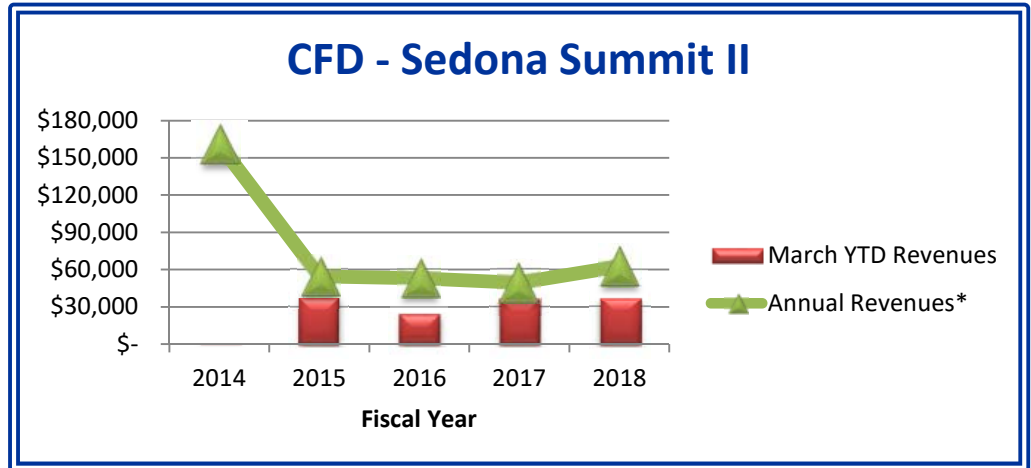
Annual Decrease from FY 2014 to FY 2015:

The FY 2014 revenues include amounts resulting from an audit.

Annual Increase from FY 2017 to FY 2018:

The FY 2018 budget was based on preliminary estimates. FY 2017 revenues were expected to be higher at the time projections were developed, and the FY 2018 projection may also be slightly high.

Under Target for FY 2018: The CFD in lieu fees are received quarterly, with the largest payments typically in the second and third quarters of the fiscal year. Due to the effect of the timing of these revenues, year-to-date revenues are low but on target for this point in the fiscal year.



Total CFD - Fairfield Revenues Under Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 179	\$ 95,839	<1%		
2015	\$ 255	\$ 121,137	<1%	42%	26%
2016	\$ 90,394	\$ 123,983	73%	35367%	2%
2017	\$ 61,941	\$ 153,156	40%	-31%	24%
2018	\$ 90,733	\$ 125,550	72%	46%	-18%

Annual Increase from FY 2014 to FY 2015:

The CFD in lieu fees increased approximately \$26,000, and calculations are based on the amounts paid by the timeshare owners.

YTD Increase from FY 2015 to FY 2016:

The increase is due to the timing of in lieu fee payments.

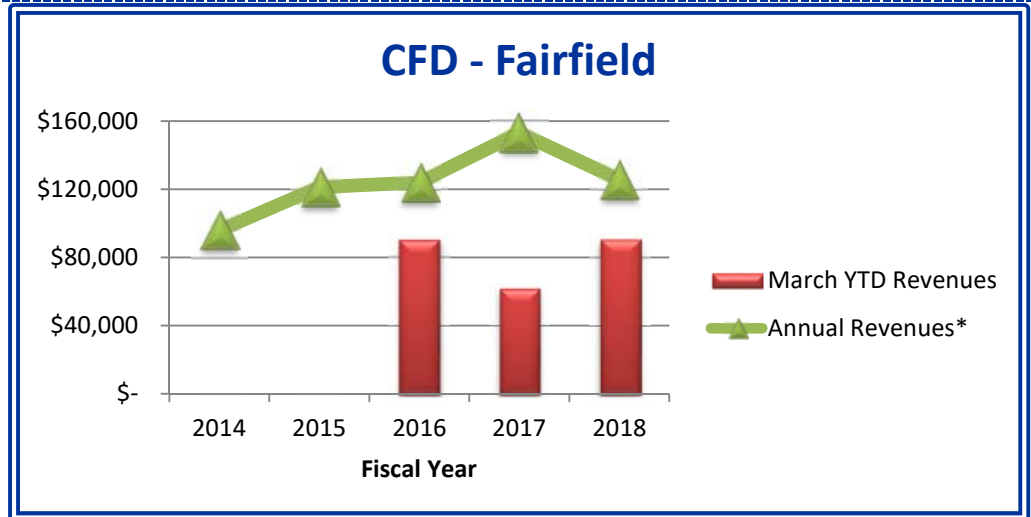
Annual Increase from FY 2016 to FY 2017:

The increase is partly due to the timing of in lieu fee payments. Approximately \$30,000 of FY 2016 revenue was recognized in FY 2017 due to the lateness of receipt.**

Annual Decrease from FY 2017 to FY 2018:

The decrease is partly due to the timing of in lieu fees for the Community Facilities Districts. Approximately \$30,000 of FY 2016 revenue was recognized in FY 2017 due to the lateness of receipt.**

Under Target for FY 2018: The CFD in lieu fees are received quarterly, with the largest payments typically in the second and third quarters of the fiscal year. Due to the effect of the timing of these revenues, year-to-date revenues are low but expected to be on target by the end of the fiscal year.



**Revenues are recognized when they are measurable and available. The period of availability is defined as 60 days. These revenues were received after the period of availability.

* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Type

Total Revenues

On Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 19,416,923	\$ 28,654,980	68%		
2015	\$ 21,455,971	\$ 30,128,970	71%	11%	5%
2016	\$ 22,692,908	\$ 32,113,557	71%	6%	7%
2017	\$ 25,114,448	\$ 35,302,858	71%	11%	10%
2018	\$ 28,185,689	\$ 37,396,527	75%	12%	6%

YTD Increase from FY 2014 to FY 2015:

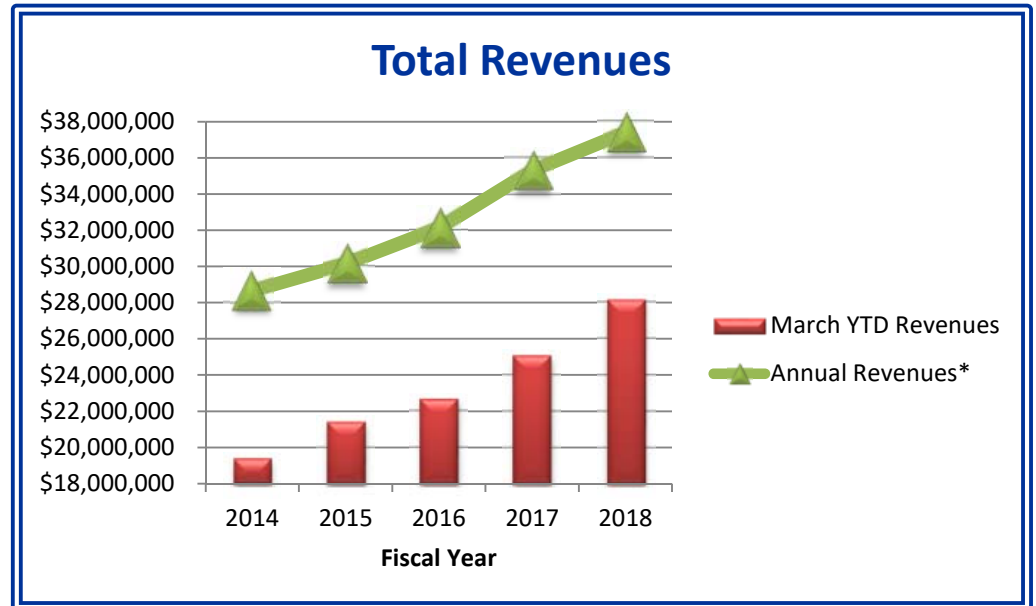
The most significant increases were in the categories of sales tax, bed tax, and other intergovernmental revenues.

YTD and Annual Increase from FY 2016 to FY 2017:

The most significant increases were in the categories of sales tax, bed tax, development impact fees, and capacity fees.

YTD Increase from FY 2017 to FY 2018:

The most significant increases were in the categories of sales tax, bed tax, charges for services, and other miscellaneous revenues.



* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Type

City Sales Tax Revenues

On Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 8,729,411	\$ 12,593,025	69%		
2015	\$ 9,660,168	\$ 13,613,056	71%	11%	8%
2016	\$ 10,706,052	\$ 14,999,612	71%	11%	10%
2017	\$ 11,561,664	\$ 16,268,459	71%	8%	8%
2018	\$ 12,769,215	\$ 16,673,800	77%	10%	2%

YTD Increase from FY 2014 to FY 2015:

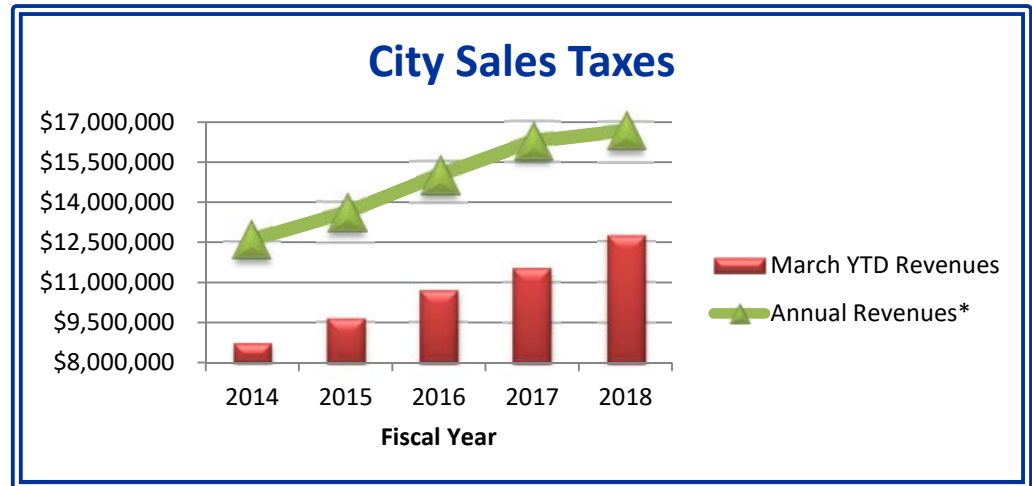
The increase was mostly attributable to increases in tourism-related categories.

YTD and Annual Increase from FY 2015 to FY 2016:

The increase was mostly attributable to increases in the Restaurant & Bar, Hotel/Motel and Retail categories. These are largely impacted by the level of tourism activity.

YTD Increase from FY 2017 to FY 2018:

The increase was partly due to the increase in the sales tax rate for transportation projects.



See [City Sales Tax Revenues by Category](#) and [City Sales Taxes by Month](#) for more information.

Bed Tax Revenues

Exceeds Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 1,362,717	\$ 2,097,290	65%		
2015	\$ 1,695,022	\$ 2,659,290	64%	24%	27%
2016	\$ 2,077,972	\$ 3,010,334	69%	23%	13%
2017	\$ 2,614,435	\$ 3,811,727	69%	26%	27%
2018	\$ 3,127,608	\$ 3,977,200	79%	20%	4%

YTD and Annual Increase from FY 2014 to FY 2015:

A portion of the increase was the result of a tax rate increase from 3% to 3.5% effective January 1, 2014. Adjusting for the increase in the tax rate, bed tax revenues were up 17% over FY 2014. The remaining increase is largely due to the effects of the implementation of the destination marketing program.

YTD and Annual Increase from FY 2015 to FY 2016:

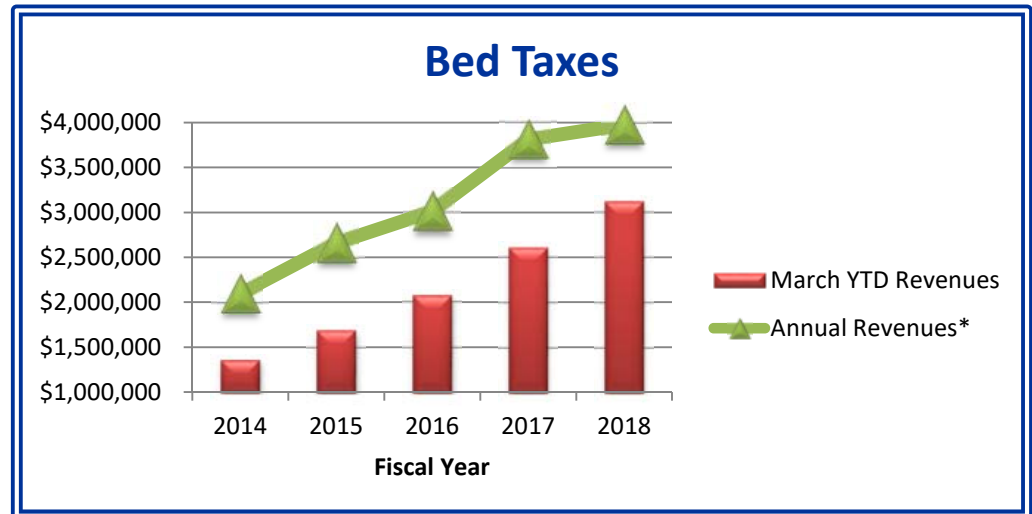
The continued increase in the bed tax revenues was largely due to the effects of the implementation of the destination marketing program.

YTD and Annual Increase from FY 2016 to FY 2017:

- (1) A portion of the increase represents an increase in late payments (collection of taxes for prior taxing periods) and payments made on time in FY 2017 that were made late in FY 2016.
- (2) A portion of the increase is a result of the change in legislation regarding short-term residential rentals effective January 1, 2017.
- (3) The increase is also a result of the effects of the implementation of the destination marketing program.

YTD Increase from FY 2017 to FY 2018:

A portion of the increase represents an increase is a result of the change in legislation regarding short-term residential rentals.



See [Bed Taxes by Month](#) for more information.

* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Type

In Lieu Revenues

			On Target for FY 2018		
FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 39,423	\$ 1,160,221	3%		
2015	\$ 38,313	\$ 613,430	6%	-3%	-47%
2016	\$ 112,508	\$ 621,391	18%	194%	1%
2017	\$ 123,239	\$ 686,301	18%	10%	10%
2018	\$ 126,266	\$ 627,600	20%	2%	-9%

Annual Decrease from FY 2014 to FY 2015:

The FY 2014 revenues include amounts resulting from an audit.

YTD Increase from FY 2015 to FY 2016:

The increase is due to the timing of in lieu fees for the Community Facilities Districts.

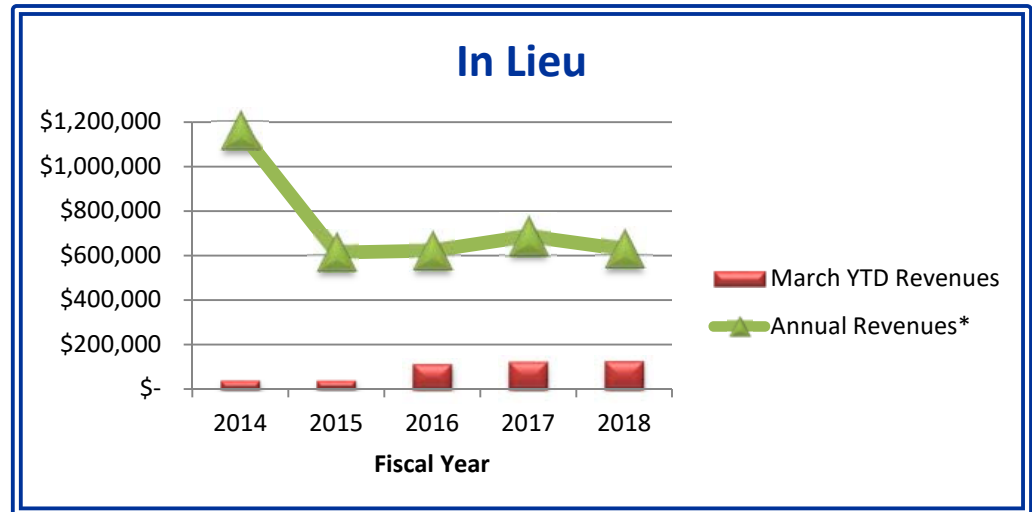
YTD and Annual Increase from FY 2016 to FY 2017:

(1) The increase is partly due to the timing of in lieu fees for the Community Facilities Districts. Approximately \$20,000 of FY 2016 revenue was recognized in FY 2017 due to the lateness of receipt.**

(2) The increase is also due to the receipt of one-time Arts and Affordable Housing in-lieu revenues received in FY 2017.

On Target for FY 2018: The in lieu fees are received quarterly, with the largest payments typically in the second and third quarters of the fiscal year. Due to the effect of the timing of these revenues, year-to-date revenues are low but on target for this point in the fiscal year.

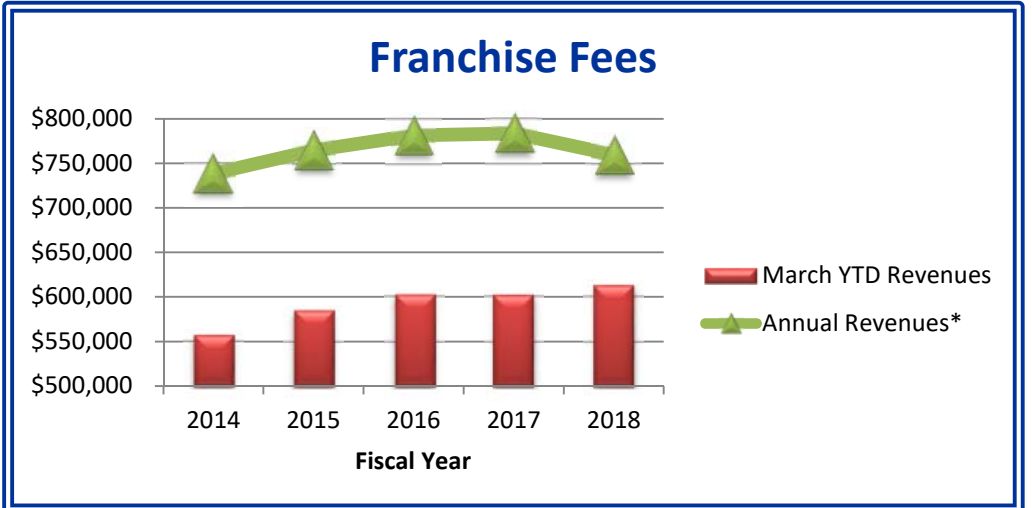
**Revenues are recognized when they are measurable and available. The period of availability is defined as 60 days. These revenues were received after the period of availability.



Franchise Fee Revenues

			Exceeds Target for FY 2018		
FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 557,228	\$ 738,631	75%		
2015	\$ 585,066	\$ 764,473	77%	5%	3%
2016	\$ 602,901	\$ 781,223	77%	3%	2%
2017	\$ 602,595	\$ 783,413	77%	<-1%	<-1%
2018	\$ 613,367	\$ 759,400	81%	2%	-3%

On Target for FY 2018: The franchise fees are received quarterly. Due to the effect of the timing of these revenues, year-to-date revenues are low but on target for this point in the fiscal year.



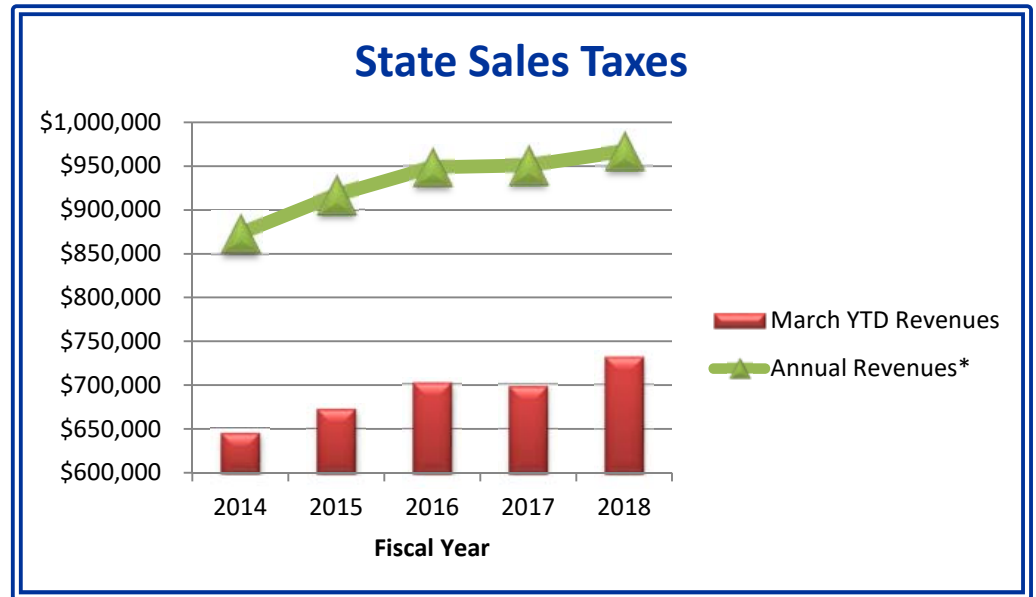
* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Type

State Sales Tax Revenues

On Target for FY 2018

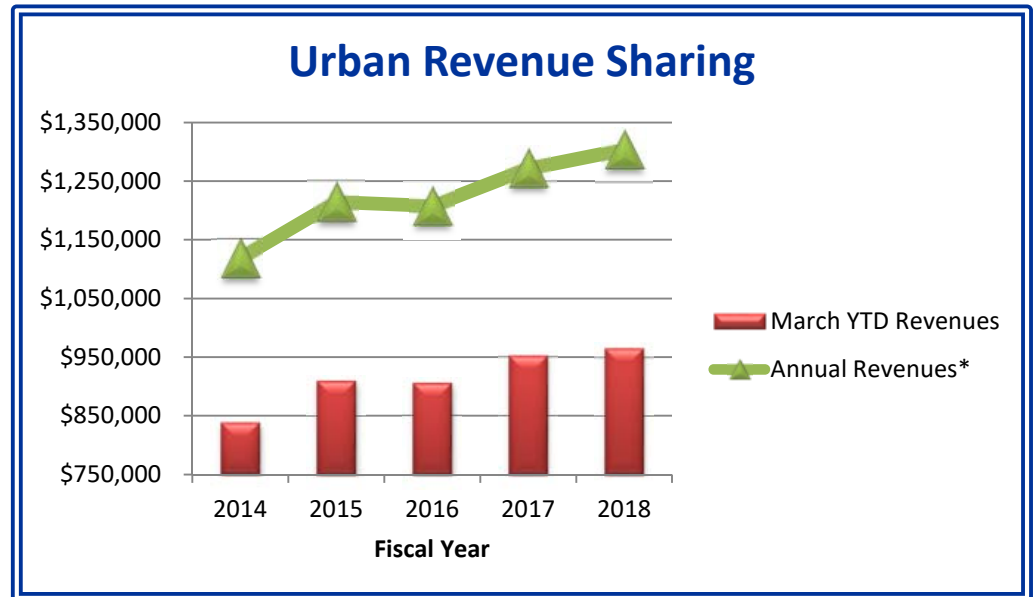
FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 645,402	\$ 873,126	74%		
2015	\$ 673,348	\$ 916,721	73%	4%	5%
2016	\$ 703,272	\$ 948,696	74%	4%	3%
2017	\$ 699,306	\$ 950,879	74%	-1%	<1%
2018	\$ 732,764	\$ 966,900	76%	5%	2%



Urban Revenue Sharing Revenues

On Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 838,401	\$ 1,118,082	75%		
2015	\$ 910,736	\$ 1,214,315	75%	9%	9%
2016	\$ 905,798	\$ 1,207,731	75%	-1%	-1%
2017	\$ 953,173	\$ 1,270,897	75%	5%	5%
2018	\$ 965,826	\$ 1,303,500	74%	1%	3%



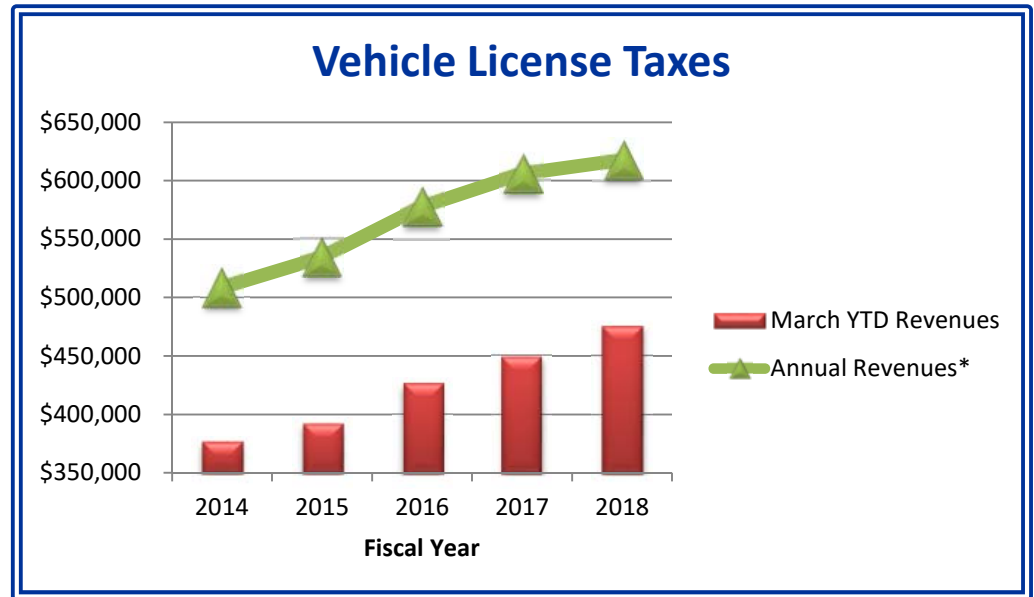
* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Type

Vehicle License Tax Revenues

On Target for FY 2018

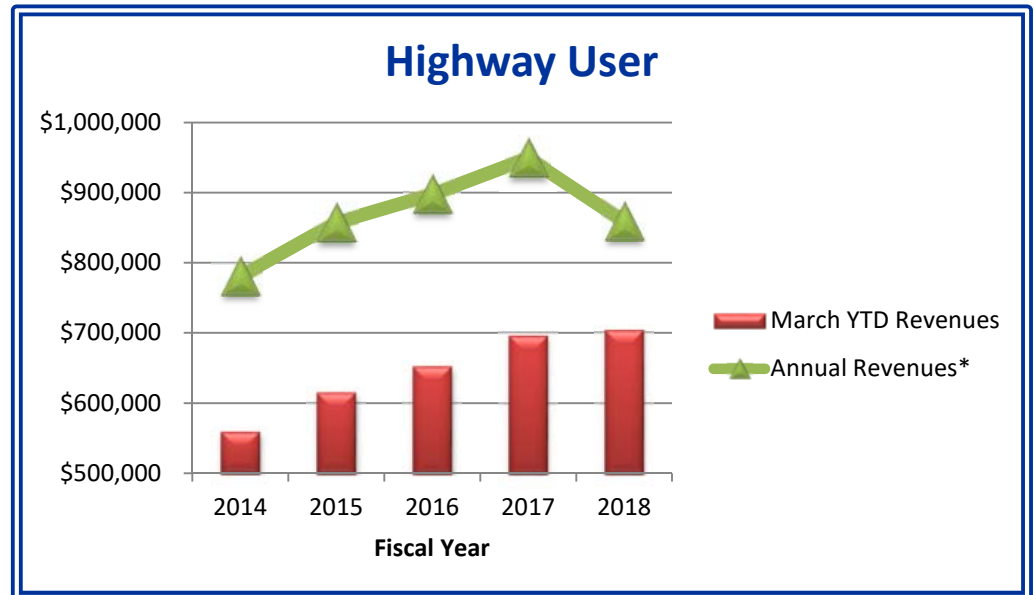
FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 377,137	\$ 508,519	74%		
2015	\$ 392,217	\$ 534,404	73%	4%	5%
2016	\$ 426,821	\$ 577,681	74%	9%	8%
2017	\$ 449,615	\$ 606,030	74%	5%	5%
2018	\$ 475,908	\$ 617,600	77%	6%	2%



Highway User Revenues

Exceeds Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 559,313	\$ 780,913	72%		
2015	\$ 615,635	\$ 857,363	72%	10%	10%
2016	\$ 652,772	\$ 897,406	73%	6%	5%
2017	\$ 696,312	\$ 949,028	73%	7%	6%
2018	\$ 704,116	\$ 858,200	82%	1%	-10%



Annual Decrease from FY 2017 to FY 2018:

The decrease is primarily due to one-time additional State funding in FY 2017 resulting in an extra \$35,631 for Sedona. No one-time funding was budgeted for FY 2018.

Other Increases/Decreases: The activity of the Highway User revenues is based on gasoline sales within each county and across the state and allocated primarily based on population. The amount can fluctuate based on the portion that the legislature appropriates to the state Highway User Revenue Fund.

* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Type

Other Intergovernmental Revenues

Under Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 832,256	\$ 951,316	87%		
2015	\$ 1,199,133	\$ 1,347,854	89%	44%	42%
2016	\$ 369,334	\$ 874,083	42%	-69%	-35%
2017	\$ 395,959	\$ 956,757	41%	7%	9%
2018	\$ 392,310	\$ 1,485,317	26%	-1%	55%

YTD Increase from FY 2014 to FY 2015:

The increase is primarily due to grant activity and outside participation in capital projects, which is based on the funding awarded and received and timing of capital projects so revenues will not necessarily be consistent from month to month or year to year.

Annual Increase from FY 2014 to FY 2015:

The increase was primarily due to an intergovernmental agreement with Yavapai County for reconstruction of Airport Road.

YTD Decrease from FY 2015 to FY 2016:

The decrease is primarily due to grant activity and outside participation in capital projects, which is based on the funding awarded and received and timing of capital projects so revenues will not necessarily be consistent from month to month or year to year.

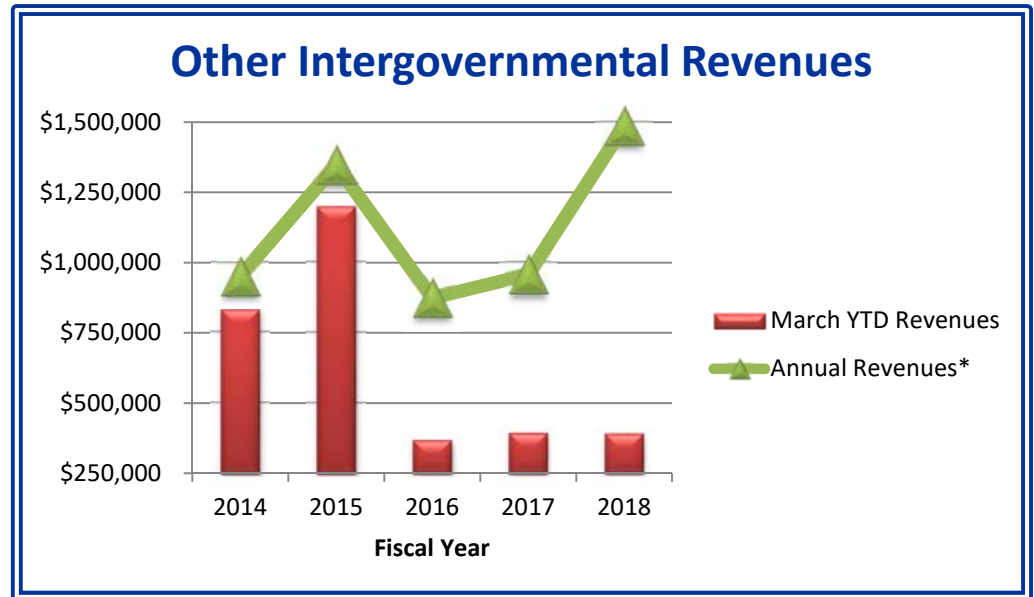
Annual Decrease from FY 2015 to FY 2016:

The decrease was primarily due to an intergovernmental agreement with Yavapai County for reconstruction of Airport Road in the prior fiscal year.

Annual Increase from FY 2017 to FY 2018:

The increase was primarily due to budgeted grant funding anticipated for capital improvement projects.

Under Target for FY 2018: The FY 2018 budget includes \$300,000 of contingent grant revenues in case a significant grant opportunity arises. In addition, grants and intergovernmental agreements tied to various projects are received as awarded or based on the timing of the project. Due to the effect of the timing of these revenues, year-to-date revenues are low and may be under target by the end of the fiscal year due to the contingent revenues.



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Total Revenues by Type

License & Permit Revenues

Under Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 308,174	\$ 434,251	71%		
2015	\$ 324,973	\$ 473,367	69%	5%	9%
2016	\$ 418,232	\$ 496,777	84%	29%	5%
2017	\$ 365,755	\$ 478,016	77%	-13%	-4%
2018	\$ 340,800	\$ 482,450	71%	-7%	1%

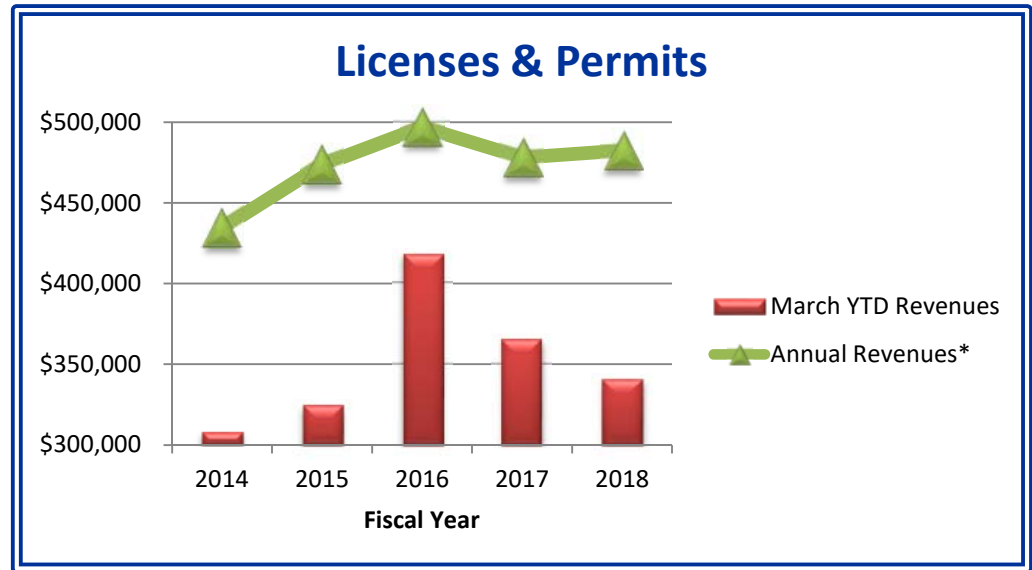
YTD Increase from FY 2015 to FY 2016:

The increase was primarily due to a result of increases in building permits.

YTD Decrease from FY 2016 to FY 2017:

The decrease was primarily due to a result of decreases in building permits.

Under Target for FY 2018: Building permit revenues are lower than anticipated. While building permit activity has been high, the revenues are lower due primarily to a decrease in the average permit valuations. Many of the permit fees are assessed based on the estimated valuation of the improvements. Year-to-date revenues are low and may not achieve the target by the end of the fiscal year.



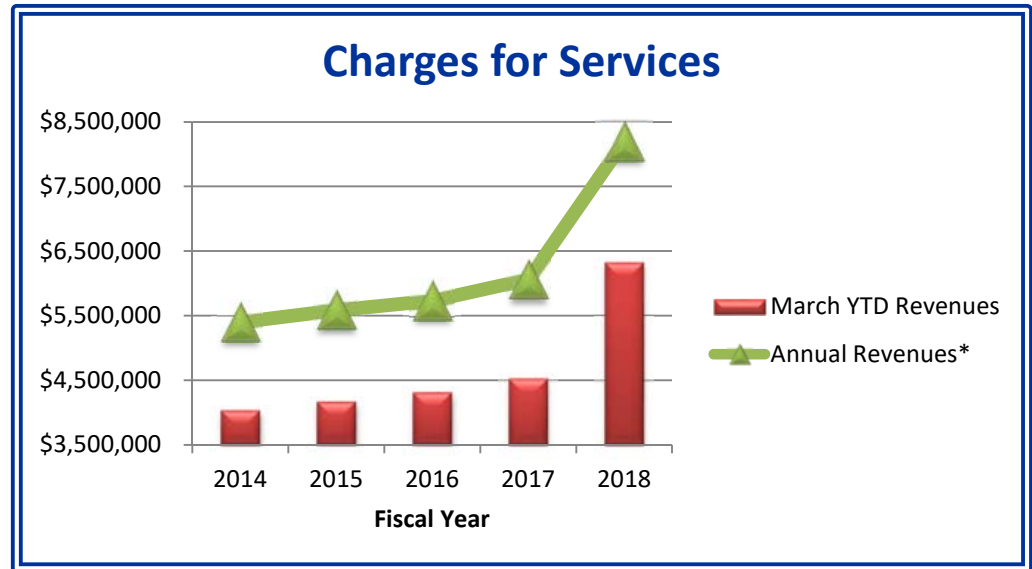
Charges for Services Revenues

On Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 4,039,658	\$ 5,396,208	75%		
2015	\$ 4,168,063	\$ 5,580,031	75%	3%	3%
2016	\$ 4,314,009	\$ 5,729,286	75%	4%	3%
2017	\$ 4,531,494	\$ 6,057,534	75%	5%	6%
2018	\$ 6,324,768	\$ 8,200,780	77%	40%	35%

YTD and Annual Increase from FY 2017 to FY 2018:

The increase was primarily due to the start of the paid parking program and the indirect cost allocations to fund the Information Technology Internal Services Fund.



* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Type

Fines & Forfeitures Revenues

Exceeds Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 183,717	\$ 254,533	72%		
2015	\$ 207,420	\$ 277,682	75%	13%	9%
2016	\$ 197,447	\$ 241,071	82%	-5%	-13%
2017	\$ 158,300	\$ 186,404	85%	-20%	-23%
2018	\$ 231,562	\$ 230,450	100%	46%	24%

YTD Increase from FY 2014 to FY 2015:

The increase was primarily due to an increase in court fines collected.

Annual Decrease from FY 2015 to FY 2016:

The decrease was primarily due to a decrease in court fines collected.

YTD Decrease from FY 2016 to FY 2017:

The decrease was primarily due to a decrease in court fines and court enhancement fees collected and a reduction in delinquent wastewater accounts resulting in lower late fees on wastewater billings.

Annual Decrease from FY 2016 to FY 2017:

(1) The decrease was partly due to an decrease in court fines and court enhancement fees collected.

(2) The decrease was also partly due to a reduction in delinquent wastewater accounts resulting in lower late fees on wastewater billings and a significant write-off of late fees.

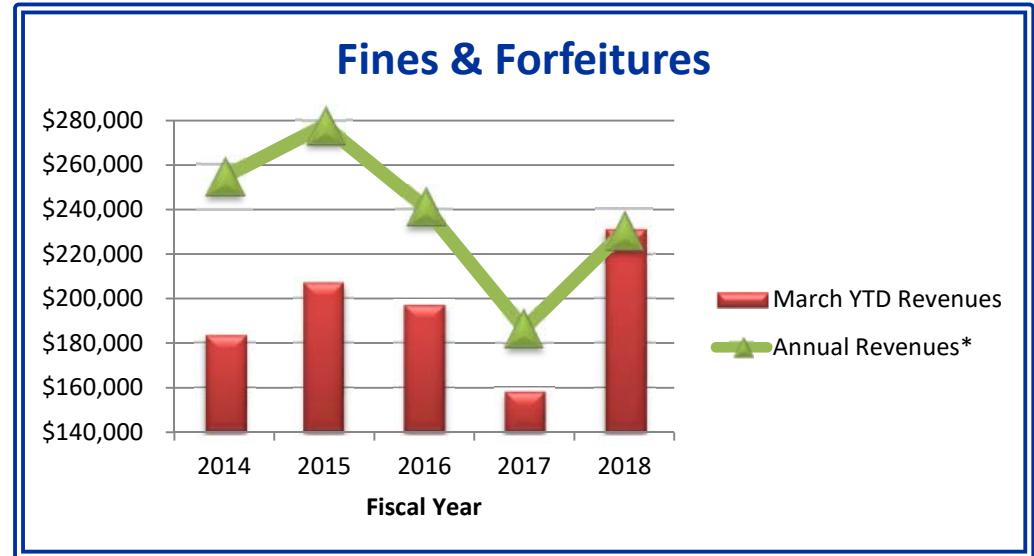
YTD Increase from FY 2017 to FY 2018:

The increase was primarily due to an increase in court fines collected.

Annual Increase from FY 2017 to FY 2018:

(1) The increase was partly due to the start of the paid parking program and estimated enforcement fines.

(2) The increase was also partly due to a significant write-off of late fees in the prior year.



* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Type

Development Impact Fee Revenues

Under Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 290,160	\$ 450,798	64%		
2015	\$ 191,794	\$ 216,039	89%	-34%	-52%
2016	\$ 201,998	\$ 231,772	87%	5%	7%
2017	\$ 574,659	\$ 618,740	93%	184%	167%
2018	\$ 115,256	\$ 213,880	54%	-80%	-65%

YTD and Annual Increase from FY 2016 to FY 2017:

The increase was primarily due to fees assessed with the permitting of the new Marriott facility and the new CVS.

Other Increases/Decreases: The activity of the development impact fees is based on development and permitting so revenues will not necessarily be consistent from month to month or year to year. As the City approaches build-out, these revenues are expected to decrease.

Under Target for FY 2018: Development impact fees are not consistent from month to month or year to year. The revenues are low and may not achieve the target by the end of the fiscal year.

Capacity Fee Revenues

Under Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 305,300	\$ 484,100	63%		
2015	\$ 455,614	\$ 533,054	85%	49%	10%
2016	\$ 462,496	\$ 541,045	85%	2%	1%
2017	\$ 1,166,873	\$ 1,167,388	100%	152%	116%
2018	\$ 234,492	\$ 403,100	58%	-80%	-65%

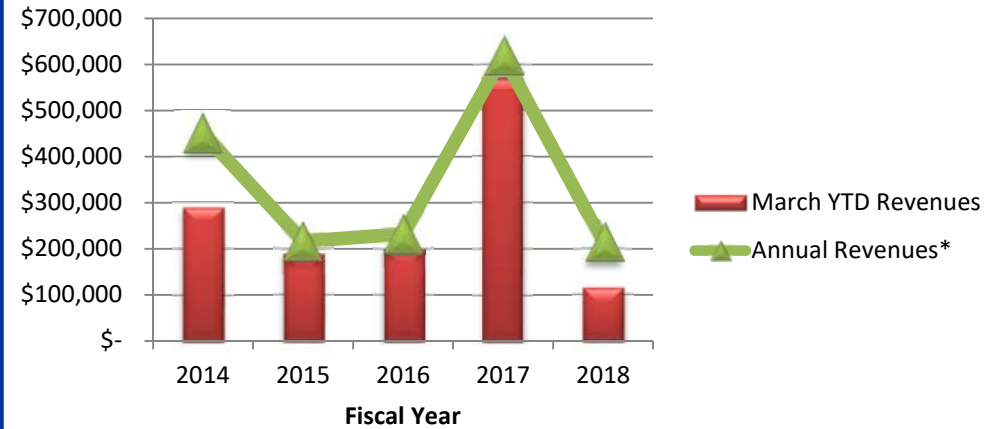
YTD and Annual Increase from FY 2016 to FY 2017:

The increase was primarily due to fees assessed with the permitting of the new Marriott facility and the new CVS.

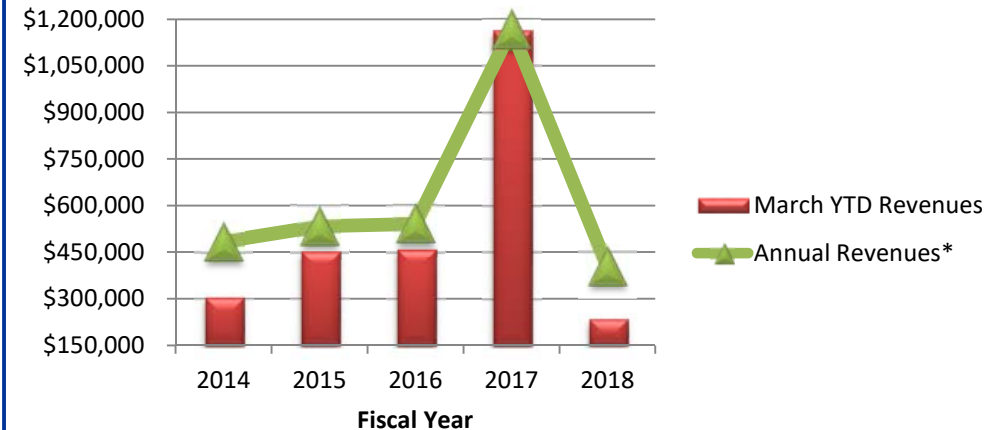
Other Increases/Decreases: The activity of the capacity fees is based on development and permitting so revenues will not necessarily be consistent from month to month or year to year. As the City approaches build-out, these revenues are expected to decrease.

Under Target for FY 2018: Capacity fees are not consistent from month to month or year to year. The revenues are low, and may not achieve the target by the end of the fiscal year.

Development Impact Fees



Capacity Fees



* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Total Revenues by Type

Other Miscellaneous Revenues

Exceeds Target for FY 2018

FY	March YTD Revenues	Annual Revenues*	% of Annual Rev.	% Increase - March YTD	% Increase - Annual
2014	\$ 348,626	\$ 813,968	43%		
2015	\$ 338,469	\$ 527,894	64%	-3%	-35%
2016	\$ 541,295	\$ 955,449	57%	60%	81%
2017	\$ 221,071	\$ 511,285	43%	-59%	-46%
2018	\$ 1,031,433	\$ 596,350	173%	367%	17%

YTD and Annual Decrease from FY 2014 to FY 2015:

The decrease was primarily due to losses incurred in the LGIP accounts and lower interest earnings received on sales tax audits.

Annual Increase from FY 2015 to FY 2016:

- (1) One-time incentive payments were received from APS during FY 2016.
- (2) Interest earnings in LGIP accounts were higher than the prior year.
- (3) Outside participation in capital projects is not always consistent from year to year.

YTD and Annual Decrease from FY 2016 to FY 2017:

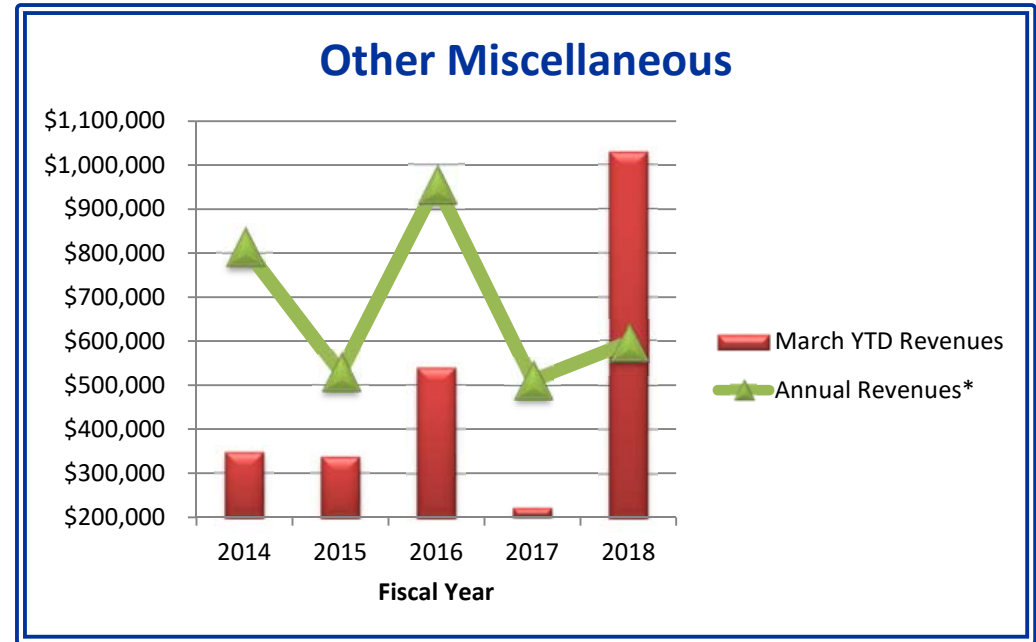
- (1) The decrease was mostly due to losses and a decrease in the interest earnings in LGIP accounts.
- (2) One-time Insurance proceeds were received in FY 2016.
- (3) Outside participation in capital projects is not always consistent from year to year.

YTD Increase from FY 2017 to FY 2018:

- (1) The increase was largely due to settlement proceeds from the SunEdison case.
- (2) The increase was also due to an increase in the interest earnings in LGIP accounts and pooled investment accounts.
- (3) The increase was also partly due to insurance proceeds for the City Hall flood damage.
- (4) In addition, unanticipated donations of \$15,000 were received for park benches.
- (5) The increase is also a result of increased outside participation in capital projects.

Annual Increase from FY 2017 to FY 2018:

Outside participation in capital projects is not always consistent from year to year.



* For the current year, Annual Revenues represents total budgeted revenues, excluding contingencies. For the prior years, the Annual Revenues represent total actual revenues.

Sales Tax Revenues by Category

Month	Retail	Restaurant & Bar	Hotel/Motel	Construction	Leasing	Communications & Utilities	Amusements & Other	Totals
City Sales Tax Revenues by Category and by Month								
July 2016	\$ 406,688	\$ 270,380	\$ 217,869	\$ 93,020	\$ 80,638	\$ 55,936	\$ 94,789	\$ 1,219,320
August 2016	432,737	234,249	200,850	164,494	92,197	50,755	64,665	1,239,947
September 2016	457,254	243,153	226,263	87,694	142,268	47,924	67,359	1,271,915
October 2016	479,900	323,127	308,201	128,414	112,971	46,170	77,100	1,475,883
November 2016	428,400	255,333	249,422	107,013	109,048	41,089	74,536	1,264,841
December 2016	478,340	248,702	200,287	125,752	83,646	48,498	50,212	1,235,437
January 2017	399,063	192,950	167,166	69,391	76,745	47,868	29,299	982,482
February 2017	424,734	231,571	219,617	97,099	129,750	47,472	66,300	1,216,543
March 2017	536,155	339,230	413,668	97,051	118,772	42,357	108,063	1,655,296
April 2017	562,753	340,012	405,888	93,263	114,404	45,366	117,773	1,679,459
May 2017	466,377	320,472	331,336	105,193	131,572	43,712	88,615	1,487,277
June 2017	560,089	269,560	304,711	167,499	110,822	54,675	72,704	1,540,060
Total FY 2017	\$ 5,632,490	\$ 3,268,739	\$ 3,245,278	\$ 1,335,883	\$ 1,302,833	\$ 571,822	\$ 911,415	\$ 16,268,460

July 2017	\$ 405,651	\$ 290,870	\$ 233,497	\$ 130,130	\$ 96,984	\$ 56,096	\$ 84,054	\$ 1,297,282
August 2017	442,767	229,455	222,833	92,378	113,929	49,826	54,581	1,205,769
September 2017	466,648	283,825	277,177	88,527	115,180	51,827	77,409	1,360,593
October 2017	502,962	365,374	411,819	86,727	110,624	45,942	97,309	1,620,757
November 2017	485,821	268,925	307,229	198,990	104,083	43,974	64,851	1,473,873
December 2017	498,310	288,611	258,125	73,559	135,942	43,195	63,478	1,361,220
January 2018	396,894	212,332	205,778	71,552	106,778	31,446	47,306	1,072,086
February 2018	471,067	283,432	315,588	76,304	100,448	44,581	57,517	1,348,937
March 2018	660,730	436,101	522,441	87,237	114,337	62,564	145,287	2,028,697
April 2018	-	-	-	-	-	-	-	-
May 2018	-	-	-	-	-	-	-	-
June 2018	-	-	-	-	-	-	-	-
Total Year-to-Date FY 2018	\$ 4,330,850	\$ 2,658,925	\$ 2,754,487	\$ 905,404	\$ 998,305	\$ 429,451	\$ 691,792	\$ 12,769,214

Current Month Comparison to Same Month Last Year

March 2017 vs. March 2018	\$ 124,575	\$ 96,871	\$ 108,773	\$ (9,814)	\$ (4,435)	\$ 20,207	\$ 37,224	\$ 373,401
Change from March to March	23%	29%	26%	-10%	-4%	48%	34%	23%

Year-to-Date Comparison to Year-to-Date Last Year

Difference in YTD	\$ 287,579	\$ 320,230	\$ 551,144	\$ (64,524)	\$ 52,270	\$ 1,382	\$ 59,469	\$ 1,207,550
% Change from Prior YTD	7%	14%	25%	-7%	6%	0%	9%	10%

Sales & Bed Tax Revenues by Month

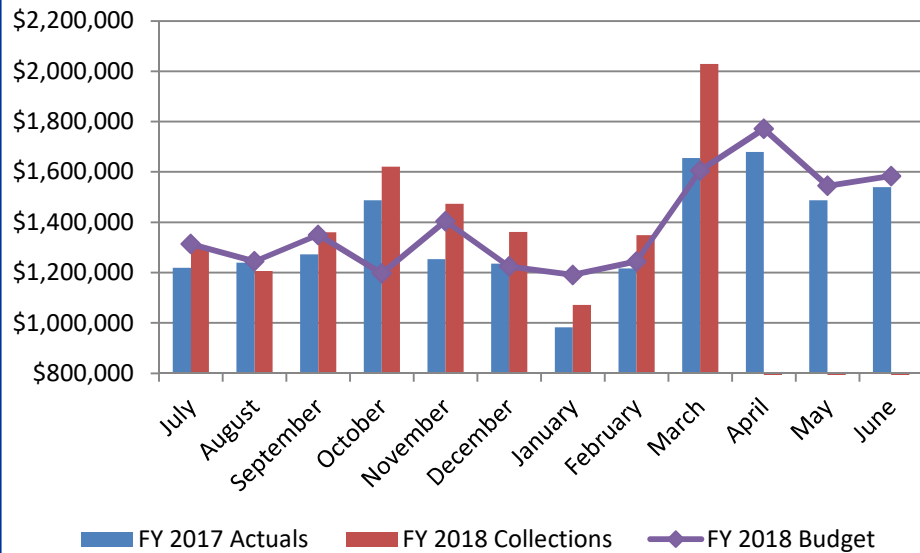
City Sales Tax Revenues

Month	FY 2017 Actuals	FY 2018 Collections	Actual Variance	FY 2018 Budget	Budget Variance
July	\$ 1,219,320	\$ 1,297,282	6%	\$ 1,313,370	-1%
August	1,239,948	1,205,770	-3%	1,244,800	-3%
September	1,271,915	1,360,591	7%	1,349,510	1%
October	1,487,329	1,620,757	9%	1,196,380	35%
November	1,253,394	1,473,873	18%	1,404,260	5%
December	1,235,437	1,361,221	10%	1,224,380	11%
January	982,482	1,072,086	9%	1,190,810	-10%
February	1,216,544	1,348,938	11%	1,244,320	8%
March	1,655,296	2,028,697	23%	1,605,650	26%
April	1,679,459	-	-	1,771,350	-
May	1,487,276	-	-	1,544,940	-
June	1,540,059	-	-	1,584,030	-
Totals	\$ 16,268,459	\$ 12,769,215	10%	\$ 16,673,800	8%

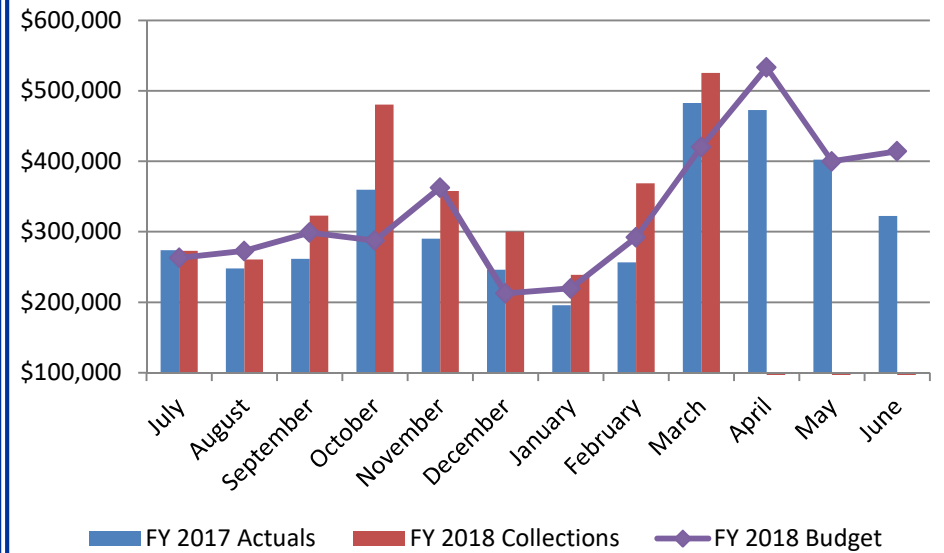
Bed Tax Revenues

Month	FY 2017 Actuals	FY 2018 Collections	Actual Variance	FY 2018 Budget	Budget Variance
July	\$ 273,893	\$ 272,841	0%	\$ 263,120	4%
August	247,780	260,798	5%	272,690	-4%
September	261,443	323,072	24%	299,010	8%
October	359,754	480,203	33%	287,640	67%
November	290,342	357,617	23%	362,650	-1%
December	246,245	300,077	22%	212,680	41%
January	195,588	238,911	22%	219,740	9%
February	256,512	368,899	44%	292,050	26%
March	482,880	525,190	9%	420,260	25%
April	472,559	-	-	533,190	-
May	402,312	-	-	399,850	-
June	322,421	-	-	414,320	-
Totals	\$ 3,811,727	\$ 3,127,608	20%	\$ 3,977,200	19%

City Sales Tax Revenues



Bed Tax Revenues



General Fund Summary							
	FY 2018 Budget	FY 2018 YTD Actuals	Encumbrances	FY 2018 YTD Including Encumbrances	% of Budget	FY 2017 YTD Actuals	Actual Variance
Revenues							
<u>Taxes:</u>							
City Sales Taxes	\$ 16,673,800	\$ 12,491,780		\$ 12,491,780	75%	\$ 11,561,664	8%
Bed Taxes	3,977,200	3,127,608		3,127,608	79%	2,614,435	20%
Contingent Bed Taxes	550,000	-		-	0%	-	N/A
Franchise Fees	759,400	613,367		613,367	81%	602,595	2%
<u>State Shared Revenues:</u>							
State Shared Sales Taxes	966,900	732,764		732,764	76%	699,306	5%
Urban Revenue Sharing	1,303,500	965,826		965,826	74%	953,173	1%
Vehicle License Taxes	617,600	475,908		475,908	77%	449,615	6%
<u>Other Intergovernmental:</u>							
Grants	23,560	15,850		15,850	67%	1,570	910%
Other	2,500	8,655		8,655	346%	8,184	6%
In Lieu Fees	445,400	-		-	0%	-	N/A
Licenses & Permits	482,450	340,800		340,800	71%	365,755	-7%
Charges for Services	408,950	471,810		471,810	115%	86,833	443%
Fines & Forfeitures	141,900	170,359		170,359	120%	92,777	84%
<u>Other Revenues:</u>							
Interest Earnings	60,250	105,381		105,381	175%	45,045	134%
Donations & Contributions	-	-		-	N/A	1,404	-100%
Rental Income	40,100	30,789		30,789	77%	29,394	5%
Miscellaneous	20,650	51,325		51,325	249%	53,640	-4%
Total Revenues	\$ 26,474,160	\$ 19,602,222		\$ 19,602,222	74%	\$ 17,565,389	12%
Expenditures							
<u>General Government:</u>							
City Council	\$ 77,775	\$ 48,978	\$ -	\$ 48,978	63%	\$ 43,795	12%
City Manager's Office	874,288	511,545	34,400	545,945	62%	402,348	27%
Human Resources	316,775	184,497	-	184,497	58%	164,966	12%
Financial Services	961,155	621,824	30,000	651,824	68%	352,596	76%
Information Technology	-	-	-	-	N/A	785,342	-100%
City Attorney's Office	631,360	376,377	-	376,377	60%	322,954	17%
City Clerk's Office	261,572	170,717	-	170,717	65%	182,279	-6%
General Services	982,161	756,839	-	756,839	77%	470,961	61%
Community Development	977,635	542,423	61,714	604,137	62%	529,346	2%
Public Works	644,877	368,371	14,765	383,136	59%	366,087	1%
Municipal Court	361,370	253,155	-	253,155	70%	216,866	17%
<u>Public Safety:</u>							
General Services	54,395	54,208	-	54,208	100%	52,991	2%
Community Development	669,395	423,125	14,934	438,059	65%	357,866	18%
Police	4,690,904	3,347,472	10,361	3,357,833	72%	2,899,147	15%
<u>Public Works & Streets:</u>							
Public Works	2,215,741	1,386,313	68,652	1,454,964	66%	1,305,395	6%
<u>Culture & Recreation:</u>							
City Manager's Office	86,530	56,234	-	56,234	65%	49,085	15%
Parks & Recreation	651,474	408,538	-	408,538	63%	373,011	10%
General Services	427,780	456,000	-	456,000	107%	456,604	<-1%
Community Development	60,920	37,202	-	37,202	61%	30,113	24%
Public Works	654,765	484,152	-	484,152	74%	364,131	33%
<u>Economic Development:</u>							
City Manager's Office	2,176,400	2,162,950	-	2,162,950	99%	112,616	1821%
General Services	-	-	-	-	N/A	1,720,000	-100%
Economic Development:	184,970	121,082	-	121,082	65%	-	∞
<u>Health & Welfare:</u>							
General Services	251,998	251,997	-	251,997	100%	236,997	6%
<u>Public Transportation:</u>							
General Services	187,500	115,249	-	115,249	61%	82,964	39%
Debt Service	1,443,794	1,083,629	-	1,083,629	75%	514,976	110%
Indirect Cost Allocations	456,910	399,044	-	399,044	87%	514,976	-23%
Contingencies	801,543	-	-	-	0%	-	N/A
Total Expenditures	\$ 21,103,987	\$ 14,621,920	\$ 234,826	\$ 14,856,747	70%	\$ 12,908,413	13%
Other Financing Sources (Uses)							
Transfers to Capital Improvements Fund	\$ (1,089,500)	\$ -		\$ -	0%	\$ -	N/A
Transfers to Wastewater Fund	(4,165,900)	(3,131,504)		(3,131,504)	75%	(2,890,578)	<-1%
Transfers to Streets Fund	(35,389)	(26,542)		(26,542)	75%	(263,250)	90%
Total Other Financing Sources (Uses)	\$ (5,290,789)	\$ (3,158,046)		\$ (3,158,046)	60%	\$ (3,153,828)	<-1%
Fund Balances							
Beginning Fund Balance, July 1, as restated	\$ 10,338,362	\$ 10,524,998		\$ 10,524,998	102%	\$ 9,283,138	13%
<u>Ending Fund Balance, March 31:</u>							
Operating Reserve	\$ 9,385,701	\$ 9,385,701		\$ 9,385,701	100%	\$ 8,580,349	9%
Debt Service Reserve	800,000	800,000		800,000	100%	1,300,000	-38%
Equipment Replacement Reserve	238,050	-		-	0%	-	N/A
Budget Carryovers Reserve	-	-		-	N/A	718,050	-100%
Unrestricted Fund Balance	(6,005)	2,161,553		2,161,553	<1%	187,887	1050%
Total Ending Fund Balance, March 31	\$ 10,417,746	\$ 12,347,254		\$ 12,112,427	116%	\$ 10,786,285	14%

Wastewater Enterprise Fund Summary

	FY 2018 Budget	FY 2018 YTD Actuals	Encum- brances	FY 2018 YTD Including Encumbrances	% of Budget	FY 2017 YTD Actuals	Actual Variance
Revenues							
Charges for Services	\$ 6,164,200	\$ 4,574,213		\$ 4,574,213	74%	\$ 4,443,629	3%
Capacity Fees	403,100	234,492		234,492	58%	1,166,873	-80%
Fines & Forfeitures	75,750	42,125		42,125	56%	55,388	-24%
Other Revenues:							
Interest Earnings	78,700	136,049		136,049	173%	41,023	232%
Miscellaneous	1,800	383,300		383,300	21294%	3,141	12102%
Total Revenues	\$ 6,723,550	\$ 5,370,178		\$ 5,370,178	80%	\$ 5,710,054	-6%
Expenditures							
Wastewater Administration:							
Salaries & Benefits	\$ 178,300	\$ 75,946	\$ -	\$ 75,946	43%	\$ 92,611	-18%
Other Expenditures	129,969	78,401	-	78,401	60%	145,415	-46%
Wastewater Operations:							
Salaries & Benefits	810,310	588,582	-	588,582	73%	522,481	13%
Utilities	626,700	437,809	-	437,809	70%	399,866	9%
Maintenance	623,905	208,481	80,579	289,060	46%	210,693	-1%
Other Expenditures	992,902	404,761	160,290	565,051	57%	283,999	43%
Wastewater Capital Projects:							
Salaries & Benefits	152,560	61,318	-	61,318	40%	113,443	-46%
Other Expenditures	1,890	382	-	382	20%	-	∞
Capital Improvement Projects	5,077,050	357,540	1,429,498	1,787,038	35%	1,846,526	-81%
Indirect Cost/Departmental Allocations:							
City Manager's Office	68,080	45,628	-	45,628	67%	34,272	33%
Human Resources	51,140	33,027	-	33,027	65%	13,900	138%
Financial Services	560,060	345,256	-	345,256	62%	259,413	33%
Information Technology	217,390	136,910	-	136,910	63%	57,319	139%
City Attorney's Office	107,340	58,022	-	58,022	54%	15,119	284%
City Clerk's Office	5,650	3,707	-	3,707	66%	8,949	-59%
General Services	71,020	65,716	-	65,716	93%	-	∞
Public Works	313,990	197,553	-	197,553	63%	129,446	53%
Debt Service	4,409,735	3,309,223	-	3,309,223	75%	3,860,164	-14%
Vacancy Savings Estimate	(25,000)	-	-	-	0%	-	N/A
Contingencies*	-	-	-	-	N/A	-	N/A
Total Expenditures	\$ 14,372,991	\$ 6,408,261	\$ 1,670,367	\$ 8,078,629	56%	\$ 7,993,617	-20%
Other Financing Sources (Uses)							
Transfers from General Fund	\$ 4,165,900	\$ 3,131,504		\$ 3,131,504	75%	\$ 2,890,578	8%
Total Other Financing Sources (Uses)	\$ 4,165,900	\$ 3,131,504		\$ 3,131,504	75%	\$ 2,890,578	8%
Fund Balances							
Beginning Fund Balance, July 1, as restated	\$ 14,792,117	\$ 14,203,882		\$ 14,203,882	96%	\$ 13,597,903	4%
Ending Fund Balance, March 31:							
Operating Reserve	\$ 1,634,102	\$ 1,634,102		\$ 1,634,102	100%	\$ 1,593,212	3%
Debt Service Reserve	4,604,309	4,604,309		4,604,309	100%	4,581,690	<1%
Equipment Replacement Reserve	116,100	-		-	0%	-	N/A
Budget Carryovers Reserve	-	-		-	N/A	38,000	-100%
Unrestricted Fund Balance	5,070,165	10,058,891		8,388,524	165%	8,030,016	25%
Total Ending Fund Balance, March 31	\$ 11,308,576	\$ 16,297,302		\$ 14,626,935	129%	\$ 14,204,918	15%

* The Wastewater Enterprise Fund contingency budget started at \$100,000 but was transferred to cover the replacement of a generator that was not anticipated during the budget process.

All Funds Summary

	Beginning Fund Balance, July 1, 2017	Revenues	Budgeted Expenditures	Actual Expenditures	Encumbrances	Expenditures Including Encumbrances	% of Budget	Net Interfund Transfers	Ending Fund Balance, March 31, 2018
General Fund	\$ 10,524,998	\$ 19,602,222	\$ 21,103,987	\$ 14,621,920	\$ 234,826	\$ 14,856,747	70%	\$ (3,158,046)	\$ 12,347,254
Special Revenue Funds									
Streets Fund	\$ 735,102	\$ 710,088	\$ 1,203,490	\$ 415,168	\$ 761,692	\$ 1,176,860	98%	\$ 26,542	\$ 1,056,564
Grants, Donations & Other Funds	\$ 620,250	\$ 144,633	\$ 641,350	\$ 180,182	\$ 15,582	\$ 195,764	31%	\$ -	\$ 584,702
Transportation Sales Tax Fund	\$ -	\$ 277,435	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ 277,435
Capital Projects Funds									
Development Impact Fees Funds	\$ 2,538,340	\$ 176,836	\$ 1,620,092	\$ 258,935	\$ 11,078	\$ 270,013	17%	\$ -	\$ 2,456,241
Capital Improvements Fund	\$ 12,717,881	\$ 496,750	\$ 7,246,393	\$ 2,204,115	\$ 1,865,817	\$ 4,069,933	56%	\$ (562)	\$ 11,009,953
Art in Public Places Fund	\$ 84,493	\$ 614	\$ -	\$ -	\$ -	\$ -	N/A	\$ 562	\$ 85,670
Wastewater Enterprise Fund	\$ 14,203,882	\$ 5,370,178	\$ 14,372,991	\$ 6,408,261	\$ 1,670,367	\$ 8,078,629	56%	\$ 3,131,504	\$ 16,297,302
Information Technology Internal Service Fund	\$ -	\$ 1,278,204	\$ 1,777,935	\$ 1,086,195	\$ 56,135	\$ 1,142,330	64%	\$ -	\$ 192,009
Total All City Funds	\$ 41,424,946	\$ 28,056,960	\$ 47,966,238	\$ 25,174,777	\$ 4,615,498	\$ 29,790,275	62%	\$ -	\$ 44,307,129
Community Facilities Districts									
Sedona Summit II	\$ 243,559	\$ 37,996	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ 281,555
Fairfield	\$ 697	\$ 90,733	\$ 120,175	\$ 51,796	\$ -	\$ 51,796	43%	\$ -	\$ 39,634

Bonds and Capital Leases Outstanding

Bond Issue/Lease	Maturity Dates	Interest Rates	General Fund			Development Impact Fee Funds			Wastewater Fund			Grand Totals		
			Remaining Principal Payments	Remaining Interest Payments	Total	Remaining Principal Payments	Remaining Interest Payments	Total	Remaining Principal Payments	Remaining Interest Payments	Total	Remaining Principal Payments	Remaining Interest Payments	Total
City Excise Tax Revenue Bonds														
Series 2007	7/1/2018-2019	4.0-4.125%	\$ 1,460,000	\$ 60,397	\$ 1,520,397	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,460,000	\$ 60,397	\$ 1,520,397
Series 2012	7/1/2025-2026	4.5%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,395,000	\$ 3,026,363	\$ 11,421,363	\$ 8,395,000	\$ 3,026,363	\$ 11,421,363
Series 2014	7/1/2018-2019	0.66%	\$ 761,530	\$ 5,103	\$ 766,633	\$ 43,470	\$ 127	\$ 43,597	\$ -	\$ -	\$ -	\$ 805,000	\$ 5,231	\$ 810,231
Series 2015	7/1/2018-2019	1.3%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,920,000	\$ 103,480	\$ 8,023,480	\$ 7,920,000	\$ 103,480	\$ 8,023,480
Second Series 2015	7/1/2018-2027	1.94%	\$ 7,760,000	\$ 896,959	\$ 8,656,959	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,760,000	\$ 896,959	\$ 8,656,959
Sedona Wastewater Municipal Property Corporation Excise Tax Revenue Bonds														
Series 1998*	7/1/2020-2024	5.20-5.24%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,305,000	\$ 15,245,000	\$ 21,550,000	\$ 6,305,000	\$ 15,245,000	\$ 21,550,000
Capital Leases														
Ford Motor Credit	1/31/2019-2020	4.75%	\$ 218,919	\$ 15,719	\$ 234,638	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 218,919	\$ 15,719	\$ 234,638
Ford Motor Credit	10/14/2018-2020	5.20%	\$ 196,194	\$ 20,749	\$ 216,943	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 196,194	\$ 20,749	\$ 216,943
Grand Totals			\$ 10,396,643	\$ 998,928	\$ 11,395,571	\$ 43,470	\$ 127	\$ 43,597	\$ 22,620,000	\$ 18,374,843	\$ 40,994,843	\$ 33,060,113	\$ 19,373,897	\$ 52,434,010

*The Series 1998 bonds are comprised of capital appreciation bonds (CABs). CABs offer an investment return on an initial principal amount and are reinvested at a stated compounded rate until maturity. At maturity, the investor receives a single payment (the "maturity value") representing both the initial principal amount and the total investment return. The next maturity date is not until July 1, 2020.

Capital Projects Summary

Project	Funding Source	Total Project			FY 2018 to Date		
		Budget	Actuals	% of Budget	Budget	Actuals	% of Budget
Community Development							
Brewer Road Property - Future Development	CFD - Sedona Summit II	\$ 91,600	\$ 85,214	93%	\$ -	\$ -	N/A
	CFD - Fairfield	\$ 170,000	\$ 133,136	78%	\$ 120,175	\$ 51,796	43%
	Project Total	\$ 261,600	\$ 218,350	83%	\$ 120,175	\$ 51,796	43%
Municipal Court							
New Courtroom	Court Restricted Revenues	\$ 172,500	\$ 9,425	5%	\$ 172,500	\$ 9,425	5%
	Capital Reserves	\$ 100,000	\$ 13,070	13%	\$ 100,000	\$ 13,070	13%
	Project Total	\$ 272,500	\$ 22,495	8%	\$ 272,500	\$ 22,495	8%
Parks & Recreation							
Park Land Acquisition	Development Impact Fees	\$ 1,250,000	\$ -	0%	\$ 1,250,000	\$ -	0%
Shade Structures & Playground Equipment (estimated to resume in FY2021)	Development Impact Fees	\$ 30,630	\$ 24,490	80%	\$ -	\$ -	N/A
Dog Park Upgrade	Development Impact Fees	\$ 292,983	\$ 278,197	95%	\$ 260,000	\$ 242,815	93%
Bike Skills Park	Development Impact Fees	\$ 104,000	\$ 103,785	100%	\$ 49,600	\$ -	0%
	Outside Participation	\$ 37,096	\$ 37,096	100%	\$ -	\$ -	N/A
	Grant	\$ 20,600	\$ -	0%	\$ -	\$ -	N/A
	Donations	\$ 3,000	\$ 3,000	100%	\$ -	\$ -	N/A
	Capital Reserves	\$ 110,000	\$ 138,901	126%	\$ -	\$ -	N/A
	Project Total	\$ 274,696	\$ 282,782	103%	\$ 49,600	\$ -	0%
Police							
Remodel/Expand Police Facility	Capital Reserves	\$ 20,000	\$ -	0%	\$ 20,000	\$ -	0%
Replace CAD/RMS	Capital Reserves	\$ 551,464	\$ 308,675	56%	\$ 551,464	\$ 308,675	56%
Shooting Range Improvements	RICO Monies	\$ 66,389	\$ 41,388	62%	\$ 25,000	\$ -	0%
	Development Impact Fees	\$ 95,000	\$ 95,000	100%	\$ -	\$ -	N/A
	Capital Reserves	\$ 586,439	\$ 349,280	60%	\$ 237,500	\$ 2,791	1%
	Project Total	\$ 747,828	\$ 485,668	65%	\$ 262,500	\$ 2,791	1%
Renovation of Current Police Facility	Capital Reserves	\$ 450,000	\$ 159,140	35%	\$ 150,000	\$ 999	1%
	RICO Monies	\$ 8,000	\$ 6,199	77%	\$ -	\$ -	N/A
	Project Total	\$ 458,000	\$ 165,339	36%	\$ 150,000	\$ 999	1%
Strengthen Radio Signal	Capital Reserves	\$ 276,000	\$ 93,173	34%	\$ 155,000	\$ -	0%
Storm Drainage							
Coffee Pot Drainage Basin - Grasshopper Area	Capital Reserves	\$ 1,000,000	\$ 45,817	5%	\$ 970,000	\$ 15,817	2%
	Yavapai County Flood Control	\$ 325,000	\$ 325,000	100%	\$ 325,000	\$ 325,000	100%
	Project Total	\$ 1,325,000	\$ 370,817	28%	\$ 1,295,000	\$ 340,817	26%
Brewer Road/Tlaquepaque Drainage Improvements	Coconino County Flood Control	\$ 2,760,446	\$ 3,027,656	110%	\$ 1,128,805	\$ 980,211	87%
	Outside Participation	\$ 823,450	\$ 540,103	66%	\$ 250,000	\$ 250,000	100%
	Project Total	\$ 3,583,896	\$ 3,567,759	100%	\$ 1,378,805	\$ 1,230,211	89%
Brewer Road Crossing Improvements	Coconino County Flood Control	\$ 991,850	\$ 309,289	31%	\$ 896,900	\$ 225,464	25%
Juniper Hills Area Improvements	Coconino County Flood Control	\$ 701,000	\$ 37,570	5%	\$ 100,000	\$ 37,570	38%
Storm Drainage Easement Acquisition	Development Impact Fees	\$ 72,500	\$ 45,260	62%	\$ 50,000	\$ 8,185	16%
Streets & Transportation							
Neighborhood Connections - Tlaquepaque/Ranger/Brewer	Capital Reserves	\$ 715,000	\$ 7,749	1%	\$ 715,000	\$ 7,749	1%
Signal Crossing - SR89A/Arroyo Roble Rd	Capital Reserves	\$ 139,850	\$ -	0%	\$ 139,850	\$ -	0%
Uptown/SR179 Street Improvements	Capital Reserves	\$ 3,512,000	\$ 224	0%	\$ 632,000	\$ 224	<1%
Intelligent Transportation System	Capital Reserves	\$ 150,000	\$ -	0%	\$ 150,000	\$ -	0%
Uptown Parking & Wayfinding	Capital Reserves	\$ 110,000	\$ 6,094	6%	\$ 109,724	\$ 6,094	6%
Uptown Pedestrian Access Improvements	Capital Reserves	\$ 684,500	\$ 683,967	100%	\$ -	\$ -	N/A
	Development Impact Fees	\$ 550,276	\$ 550,275	100%	\$ 276	\$ 275	100%
	Project Total	\$ 1,234,776	\$ 1,234,243	100%	\$ 276	\$ 275	100%
Bicycle & Pedestrian Improvements	Capital Reserves	\$ 45,000	\$ -	0%	\$ 45,000	\$ -	0%
SR89A Traffic Signal Operations/Management	Capital Reserves	\$ 60,000	\$ -	0%	\$ 60,000	\$ -	0%
Dry Creek Road Overlay	Capital Reserves	\$ 124,923	\$ 71,580	57%	\$ 53,343	\$ -	0%
	Grant	\$ 371,657	\$ -	0%	\$ 371,657	\$ -	0%
	Project Total	\$ 496,580	\$ 71,580	14%	\$ 425,000	\$ -	0%
Sanborn Drive/Thunder Mountain Road Overlay	Capital Reserves	\$ 307,443	\$ 129,726	42%	\$ 75,000	\$ 20,302	27%
	Grant	\$ 371,657	\$ -	0%	\$ -	\$ -	N/A
	Project Total	\$ 679,100	\$ 129,726	19%	\$ 75,000	\$ 20,302	27%
Transportation Study	Capital Reserves	\$ 200,150	\$ 197,712	99%	\$ 150	\$ 149	99%
	Outside Participation	\$ 60,000	\$ 60,000	100%	\$ 10,000	\$ 10,000	100%
	Project Total	\$ 260,150	\$ 257,712	99%	\$ 10,150	\$ 10,149	100%
Wastewater							
WW Master Plan	Wastewater Fees	\$ 233,094	\$ 198,638	85%	\$ 33,094	\$ 31,278	95%
Wastewater Effluent Management	Wastewater Fees	\$ 11,153,258	\$ 5,332,515	48%	\$ 1,990,275	\$ 217,766	11%
Wastewater Collections System Improvements	Wastewater Fees	\$ 1,786,906	\$ 236	0%	\$ 1,136,906	\$ 236	<1%
WWRP Bar Screen and Filter System Upgrades	Wastewater Fees	\$ 1,900,000	\$ 89,611	5%	\$ 1,225,000	\$ -	0%
WWRP Odor Control (estimated to resume in FY2020)	Wastewater Fees	\$ 25,000	\$ 24,660	99%	\$ -	\$ -	N/A
WWRP Headworks Replacement	Wastewater Fees	\$ 480,000	\$ 108,260	23%	\$ 456,775	\$ 108,260	24%
SCADA System & Configuration	Wastewater Fees	\$ 185,000	\$ -	0%	\$ 160,000	\$ -	0%
Skid Steer & Concrete Driveway for Air Drying Beds	Wastewater Fees	\$ 50,000	\$ -	0%	\$ 50,000	\$ -	0%
WWRP Remodel and/or Expand Operations Building	Wastewater Fees	\$ 25,000	\$ -	0%	\$ 25,000	\$ -	0%
Grand Totals		\$ 34,350,661	\$ 13,671,114	40%	\$ 14,250,994	\$ 2,874,151	20%

Investment Holdings Summary

CUSIP	Issuer	Settlement Date	Maturity Date	Initial Duration	Remaining Duration as of March 31, 2018 (In Years)	Coupon	Yield	Par Value	Book Value	Fair Market Value as of March 31, 2018	Realized Gain/Loss	Unrealized Gain/Loss*	Accrued Interest Not Yet Recorded	% of Investment Pool	
Treasury Obligations															
912828XF2	US Treasury	8/5/2015	6/15/2018	2.9	0.2	1.125%	1.014%	\$ 1,000,000	\$ 1,003,130	\$ 998,681	\$ -	\$ (4,449)	\$ 3,267	2.22%	
								Subtotals	\$ 1,000,000	\$ 1,003,130	\$ 998,681	\$ -	\$ (4,449)	\$ 3,267	2.22%
U.S. Government Agency Securities															
3133EGEF8	Federal Farm Credit Bank	12/20/2017	6/13/2019	1.5	1.2	1.180%	1.785%	\$ 1,116,000	\$ 1,106,176	\$ 1,102,384	\$ -	\$ (3,792)	\$ 3,644	2.44%	
76116FAA5	Resolution Funding Corporation	12/21/2017	10/15/2019	1.8	1.5	0.000%	1.841%	\$ 1,033,000	\$ 999,566	\$ 997,317	\$ -	\$ (2,249)	\$ -	2.21%	
3134GBG97	Federal Home Loan Mortgage Corporation	9/28/2017	9/28/2020	3.0	2.5	1.375%-2.500%	1.750%	\$ 2,000,000	\$ 2,000,000	\$ 1,972,900	\$ -	\$ (27,100)	\$ 226	4.42%	
3133EH4R1	Federal Farm Credit Bank	12/28/2017	9/28/2020	2.8	2.5	2.120%	2.120%	\$ 1,000,000	\$ 1,000,000	\$ 991,762	\$ -	\$ (8,238)	\$ 174	2.21%	
3133EGRN7	Federal Farm Credit Bank	9/8/2017	2/17/2021	3.4	2.9	1.470%	1.570%	\$ 1,000,000	\$ 996,659	\$ 969,055	\$ -	\$ (27,604)	\$ 1,571	2.20%	
3130AC6V1	Federal Home Loan Bank	9/14/2017	3/15/2021	3.5	3.0	1.850%	1.850%	\$ 2,000,000	\$ 2,000,000	\$ 1,953,044	\$ -	\$ (46,956)	\$ 1,622	4.42%	
3134GBP89	Federal Home Loan Mortgage Corporation	10/26/2017	4/26/2021	3.5	3.1	1.850%	1.850%	\$ 2,000,000	\$ 2,000,000	\$ 1,965,792	\$ -	\$ (34,208)	\$ 15,814	4.42%	
3133EHUS0	Federal Farm Credit Bank	8/16/2017	8/16/2021	4.0	3.4	1.875%	1.875%	\$ 2,000,000	\$ 2,000,000	\$ 1,950,590	\$ -	\$ (49,410)	\$ 4,418	4.42%	
3130AC6J8	Federal Home Loan Bank	8/28/2017	2/28/2022	4.5	3.9	2.000%	2.000%	\$ 2,000,000	\$ 2,000,000	\$ 1,942,090	\$ -	\$ (57,910)	\$ 3,397	4.42%	
3134GBUP5	Federal Home Loan Mortgage Corporation	8/28/2017	6/29/2022	4.8	4.2	1.625%-4.000%	2.526%	\$ 2,175,000	\$ 2,175,000	\$ 2,160,414	\$ -	\$ (14,586)	\$ 194	4.80%	
3130AC2B9	Federal Home Loan Bank	8/22/2017	8/22/2022	5.0	4.4	1.750%-3.000%	2.375%	\$ 2,000,000	\$ 2,000,000	\$ 1,970,328	\$ -	\$ (29,672)	\$ 4,123	4.42%	
3130ABZG4	Federal Home Loan Bank	8/30/2017	8/26/2022	5.0	4.4	2.150%	2.150%	\$ 1,000,000	\$ 1,000,000	\$ 968,627	\$ -	\$ (31,373)	\$ 12,547	2.21%	
3130ACA79	Federal Home Loan Bank	9/8/2017	9/8/2022	5.0	4.4	1.750%-4.000%	2.438%	\$ 2,000,000	\$ 2,000,000	\$ 1,968,934	\$ -	\$ (31,066)	\$ 2,205	4.42%	
3134GBR79	Federal Home Loan Mortgage Corporation	10/27/2017	10/27/2022	5.0	4.6	1.750%-3.750%	2.338%	\$ 2,000,000	\$ 2,000,000	\$ 1,985,278	\$ -	\$ (14,722)	\$ 14,863	4.42%	
								Subtotals	\$ 23,324,000	\$ 23,277,401	\$ 22,898,515	\$ -	\$ (378,886)	\$ 64,798	51.41%
Negotiable Certificates of Deposit															
61747MXT3	Morgan Stanley Bank NA	8/10/2017	8/12/2019	2.0	1.4	1.700%	1.700%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 541	0.55%	
87270LAS2	TIAA FSB	9/18/2017	9/12/2019	2.0	1.5	1.700%	1.700%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 219	0.55%	
02006L5J8	Ally Bank Midvale Utah	9/14/2017	9/16/2019	2.0	1.5	1.750%	1.750%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 178	0.55%	
20033AVN3	Comenity Capital Bank	8/9/2017	8/10/2020	3.0	2.4	1.950%	1.950%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 290	0.55%	
3814PMJ3	Goldman Sachs Bank USA	8/9/2017	8/10/2020	3.0	2.4	1.900%	1.900%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 643	0.55%	
02587CGG9	American Express FSB	9/12/2017	9/14/2020	3.0	2.5	1.950%	1.950%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 224	0.55%	
319141HQ3	First Bank of Highland Park	9/14/2017	9/14/2020	3.0	2.5	1.800%	1.800%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 207	0.55%	
14042RJH5	Capital One, NA	10/12/2017	10/13/2020	3.0	2.5	2.000%	2.000%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 2,301	0.55%	
20786ABY0	ConnectOne Bank	12/28/2017	12/28/2020	3.0	2.7	2.200%	2.200%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 45	0.55%	
1404204E7	Capital One Bank USA NA	8/9/2017	8/9/2021	4.0	3.4	2.100%	2.100%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 711	0.55%	
254673AF3	Discover Bank	8/9/2017	8/9/2021	4.0	3.4	2.100%	2.100%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 711	0.55%	
05580AKJ2	BMW Bank	9/15/2017	9/15/2021	4.0	3.5	2.100%	2.100%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 227	0.55%	
88413QBR8	Third Federal Savings & Loan	9/15/2017	9/15/2021	4.0	3.5	2.000%	2.000%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 217	0.55%	
29266N6P7	EnerBank USA	10/13/2017	10/13/2021	4.0	3.5	2.000%	2.000%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 244	0.55%	
02587DV47	American Express Centurion	8/8/2017	8/8/2022	5.0	4.4	2.350%	2.350%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 811	0.55%	
795450C37	Sallie Mae Bank	8/9/2017	8/9/2022	5.0	4.4	2.350%	2.350%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 795	0.55%	
87164XSH0	Synchrony Bank	10/6/2017	10/6/2022	5.0	4.5	2.250%	2.250%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 2,680	0.55%	
06740KLD7	Barclays Bank	10/18/2017	10/18/2022	5.0	4.6	2.300%	2.300%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 2,553	0.55%	
32056GCV0	First Internet Bank of Indiana	12/28/2017	12/28/2022	5.0	4.7	2.400%	2.400%	\$ 247,000	\$ 247,000	\$ 247,000	\$ -	\$ -	\$ 49	0.55%	
								Subtotals	\$ 4,693,000	\$ 4,693,000	\$ 4,693,000	\$ -	\$ -	\$ 13,643	10.37%
AZ State Treasurer Local Government Investment Pool (LGIP)															
N/A	Pool 5	N/A	N/A	N/A	0.0	N/A	1.610%	\$ 5,062,507	\$ 5,062,507	\$ 5,062,507	\$ -	\$ -	\$ -	11.18%	
N/A	Pool 7	N/A	N/A	N/A	0.0	N/A	1.420%	\$ 779,854	\$ 779,854	\$ 779,854	\$ -	\$ -	\$ -	1.72%	
N/A	Pool 500	N/A	N/A	N/A	0.0	N/A	2.030%	\$ 8,942,012	\$ 8,942,012	\$ 8,942,012	\$ -	\$ -	\$ -	19.75%	
								Subtotals	\$ 14,784,373	\$ 14,784,373	\$ 14,784,373	\$ -	\$ -	\$ -	32.66%
Government Money Market Fund															
N/A	Wells Fargo Sweep Account	N/A	N/A	N/A	0.0	N/A	1.488%	\$ 1,515,658	\$ 1,515,658	\$ 1,515,658	\$ -	\$ -	\$ -	3.35%	
Averages/Grand Totals					2.1		1.952%	\$ 45,317,031	\$ 45,273,562	\$ 44,890,227	\$ -	\$ (383,335)	\$ 81,708	100.00%	

Benchmark per Policy (LGIP Pool 5) 1.610%

* Unrealized gains and losses would only be realized if the City chose to sell its investments prior to maturity and are based on the fair market value as reported by the City's safekeeping agent. The City plans to hold investments until maturity unless there is a compelling reason to sell.

Investment Transactions Summary

CUSIP	Issuer	Transaction Type	Activity During March 2018
Acquisitions			
N/A	LGIP Pool 5	Purchase	\$ 1,000,000
			Subtotal \$ 1,000,000
Dispositions			
N/A	Wells Fargo Sweep Account	Withdrawal	\$ 913,091
			Subtotal \$ 913,091
Earnings			
20033AVN3	Comenity Capital Bank	Monthly Interest	\$ 369
29266N6P7	EnerBank USA	Monthly Interest	\$ 379
32056GCV0	First Internet Bank of Indiana	Monthly Interest	\$ 455
20786ABY0	ConnectOne Bank	Monthly Interest	\$ 417
3133EH4R1	Federal Farm Credit Bank	Quarterly interest	\$ 5,300
3134GBUP5	Federal Home Loan Mortgage Corporation	Quarterly interest	\$ 8,836
02587CGG9	American Express FSB	Semi-annual interest	\$ 2,388
02006L5J8	Ally Bank Midvale Utah	Semi-annual interest	\$ 2,143
319141HQ3	First Bank of Highland Park	Semi-annual interest	\$ 2,205
88413QBR8	Third Federal Savings & Loan	Semi-annual interest	\$ 2,450
05580AKJ2	BMW Bank	Semi-annual interest	\$ 2,572
87270LAS2	TIAA FSB	Semi-annual interest	\$ 2,082
3130ACA79	Federal Home Loan Bank	Semi-annual interest	\$ 17,500
3130AC6V1	Federal Home Loan Bank	Semi-annual interest	\$ 18,603
3134GBG97	Federal Home Loan Mortgage Corporation	Semi-annual interest	\$ 13,750
N/A	LGIP Pool 5	Monthly Gain/Loss	\$ 6,752
N/A	LGIP Pool 7	Monthly Gain/Loss	\$ 940
N/A	LGIP Pool 500	Monthly Gain/Loss	\$ 19,360
N/A	Wells Fargo Sweep Account	Monthly Dividends	\$ 1,995
			Subtotal \$ 108,496
Expenses			
N/A	N/A	Custody Charges	\$ 112
N/A	N/A	Wire Fees	\$ 263
			Subtotal \$ 375
Net Transactions for March 2018			\$ 195,030