

MEMORANDUM

To: Marc Orlando, Town Manager

From: John Troyer, Finance Director

Date: September 30, 2022

RE: **FY 2023 Financial Statements – Through August 2022 (2nd Period)**

General Overview

The initial months of each fiscal year are traditionally low collections on the revenue side while expenses, which are predominantly personnel related, are incurred more evenly throughout the fiscal year. Therefore, reporting a temporary deficit is the norm during the first quarter which runs from July through September. Our actual results were as expected for this time of year.

COVID-19 is still a concern, and we will continue to monitor the impact to our financials. YTD Tourism-driven revenues have continued their strength and increased compared to last year. FY23 starts off with positive results. We will continue to monitor COVID-19 and its potential effect on our financials.

Real estate-related revenues, namely Real Estate Transfer Fees and Permits are (23%) lower than last fiscal year to date. Individually, the Real Estate Transfer Fee amount of \$884,831 is down (31%) from last YTD while Permit Revenues are 23% higher than last year. Remember Real Estate Transfer Fees and Permit revenues were strong in FY2022.

| | <u>RETF</u> | | | <u>Permits</u> | | | <u>Total</u> | | |
|---------|-------------|-----------|----------|----------------|-----------|----------|--------------|-----------|----------|
| | Received | \$ Change | % Change | Received | \$ Change | % Change | Received | \$ Change | % Change |
| FY 2022 | 1,284,071 | | | 235,210 | | | 1,519,281 | | |
| FY 2023 | 884,831 | (399,240) | -31% | 288,295 | 53,085 | 23% | 1,173,126 | (346,155) | -23% |

Tourism-driven revenue results which is comprised of ATAX/Beach and Hospitality taxes are on a combined basis 13% higher than last fiscal year. Many returns are quarterly, so there can be a change in the mix of returns from quarterly to monthly – so it will be important to look at a full quarter totals. We expect some moderation as the year progresses. The local ATAX and Beach Fees are based on accommodations while the HTAX is a function of prepared meals and beverage sales.

| | <u>Local ATAX/ Beach Preservation Fees</u> | | | <u>Hospitality Tax</u> | | | <u>Total</u> | | |
|---------|--|-----------|----------|------------------------|-----------|----------|--------------|-----------|----------|
| | Received | \$ Change | % Change | Received | \$ Change | % Change | Received | \$ Change | % Change |
| FY 2022 | 1,324,275 | | | 640,898 | | | 1,965,173 | | |
| FY 2023 | 1,532,518 | 208,243 | 16% | 678,987 | 38,089 | 6% | 2,211,505 | 246,332 | 13% |

General Fund Summary

The Town receives most of its property taxes (the largest revenue source) from December through February. The next largest General Fund revenue source is Business License revenues which the Town primarily receives in March through June. The property tax collections are indicators of the Town's economy and property values.

Through August, the Town's General Fund revenues and transfers in total \$3,797,019 or 8% of budget, which compares to \$4,726,957 or 11% of budget for last year. This is a decrease of \$929,938 compared to the prior year. (\$1,486,893) of the decrease is due to business license revenue. Most of this difference is a timing issue due to when a state business license payment was received in FY2022 vs. FY2023. The rest of the variances are made up of some increases and decreases in various revenue and transfer accounts. However, we will continue to closely monitor the timing, amount, and our projections for revenues. Currently, we continue to be comfortable with our FY2023 budget projections.

The General Fund expenditures-to-date are \$6,828,032 or 14% of budget. Current fiscal year to date expenditures is \$701,045 or 11% higher than last year. Several detailed explanations for year-to-year changes are provided in the budget to actual statement or on the revenue analysis charts. All areas are within expectations for this time of year.

The fiscal year-to-date deficit in the General Fund is presented at (\$3,031,013), which is (\$1,630,983) worse than last year's deficit of (\$1,400,030), which was unusually mild for last year for this time period (YTD ending August).

Debt Service Fund

Debt service payments are due at various times during the fiscal year. As of the end of August, \$3,516,250 or 17% of the current year's obligations, have come due and been paid. No new money debt has been issued since 2019.

Capital Projects Fund

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

| | | |
|------------------------------------|----|--------|
| BC Sheriff's Office Renovations | \$ | 37,800 |
| Town Hall Enhancements | \$ | 30,318 |
| Island Recreation Center - Capital | \$ | 25,588 |
| Pathway Accessibility | \$ | 24,350 |
| Computer Equipment | \$ | 20,022 |

Summary balances for the Capital Project Fund are as follows:

| | FY 2023 |
|----------------------------|--------------------------|
| | <u>Actual</u> |
| Revenues | 76,696 |
| Transfers In | 562,633 |
| Capital Outlays | (207,113) |
| Transfers Out | - |
| Net Change in Fund Balance | <u>\$ 432,216</u> |

Other Revenues

The table below reflects the Town's revenue received for other governmental funds for this fiscal year in comparison to the same time last year. Explanations for material variances, are also included.

| | FY 2023 actual | FY 2022 actual | \$ variance | % variance | Variance Code |
|---------------------------|-------------------|-------------------|----------------|---------------|------------------|
| State accommodations tax | \$ - | \$ - | \$ - | 0% | |
| Tax increment financing | (9,993) | 12,040 | (22,033) | -183% | B |
| Real estate transfer fees | 884,831 | 1,284,071 | (399,240) | -31% | A |
| Beach preservation fees | 1,021,679 | 882,850 | 138,829 | 16% | A |
| Hospitality tax | 678,987 | 640,898 | 38,089 | 6% | A |
| Natural disaster tax | 30,064 | 35,473 | (5,409) | -15% | E |
| Road Usage Fees | 1,525 | 88,618 | (87,093) | -98% | D |
| Electric franchise fee | 274,903 | 272,172 | 2,731 | 1% | C |
| | \$ 2,881,996 | \$ 3,216,122 | \$ (334,126) | -10% | |

A - Addressed previously in this cover letter

B - Most of the property tax revenue is received during the December thru February time period.

C - Amount represents fees charged to customers by Palmetto Electric.

D - Effective October 1, 2021, the Town suspended collection of the Road Usage Fee of \$25.00 that was adopted by the Town in 2016.

E - A disaster recovery tax of 5.0 mills was implemented in FY2018 and ended in FY2022. It is a component of property taxes.

Stormwater Utility Fund

The Business Type Activity – Stormwater data are presented on the modified accrual basis of accounting. This basis reflects the very close relationship between revenues and expenditures. These balances will change as Town staff modifies the accounts to full accrual basis, the required presentation basis in the Town's *Comprehensive Annual Financial Report*.

The Stormwater revenue collected by the County is normally remitted to the Town mainly during the December through February time period. Expenditures are incurred throughout the fiscal year. The expenses this year to date include \$14,401 for Capital Outlays, \$- for Debt Service, and \$265,422 for operations.

Fund Balances

As you will notice on page 6, the year-to-date net change in fund balances is a seasonal decrease of (\$5,977,016) for governmental funds and a decrease of (\$279,543) for the Stormwater Utility Fund. These compared to last year's amounts of (\$1,962,125) for governmental funds and (\$2,379,601) for the Stormwater Fund. These results are expected. We expect the temporary deficits to turn around as they normally do to coincide with the collection of the bulk of property taxes in December to February.

Consolidated Statement All Funds

TOWN OF HILTON HEAD ISLAND
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES-UNAUDITED
GOVERNMENTAL FUNDS AND BUSINESS-TYPE ACTIVITIES
FISCAL YEAR 2023 - THROUGH AUGUST (2ND PERIOD)

| | GENERAL | SPECIAL REVENUE | DEBT SERVICE | CAPITAL PROJECTS | TOTAL | STORMWATER |
|---|----------------------|-----------------------|----------------------|---------------------|-----------------------|----------------------|
| Revenues: | | | | | | |
| Real and Personal Property Taxes | \$ 109,860 | \$ 20,071 | \$ 36,315 | \$ - | \$ 166,246 | \$ - |
| Business Licenses | 320,708 | - | - | - | 320,708 | - |
| Franchise Fees | 63,127 | - | - | - | 63,127 | - |
| Permits | 288,295 | - | - | - | 288,295 | - |
| State Shared Funds | 220,655 | - | - | - | 220,655 | - |
| Public Safety | 990 | - | - | - | 990 | - |
| Grant Revenue | - | 74,710 | - | - | 74,710 | - |
| EMS Revenue | 466,575 | - | - | - | 466,575 | - |
| Beach Fees | 52,085 | - | - | - | 52,085 | - |
| Road Usage Fees | - | 1,525 | - | - | 1,525 | - |
| Accommodations Tax | 510,839 | - | - | - | 510,839 | - |
| Hospitality Tax | - | 678,987 | - | - | 678,987 | - |
| Lease | - | - | - | 450 | 450 | - |
| Impact Fees | - | - | - | 30,934 | 30,934 | - |
| Real Estate Transfer Fees | - | 884,831 | - | - | 884,831 | - |
| Beach Preservation Fees | - | 1,021,679 | - | - | 1,021,679 | - |
| Electric Franchise Fees | - | 274,903 | - | - | 274,903 | - |
| Stormwater Utility Fees | - | - | - | - | - | 8,769 |
| Miscellaneous Revenue | 16,800 | - | - | - | 16,800 | - |
| Disaster Fund Transfer In | - | - | 36,383 | - | 36,383 | - |
| Investment Income | 145,829 | 229,255 | 54,812 | 45,312 | 475,208 | 12,344 |
| Total Revenues | 2,195,763 | 3,185,961 | 127,510 | 76,696 | 5,585,930 | 21,113 |
| Expenditures: | | | | | | |
| General Government | | | | | | |
| Town Council | 38,084 | - | - | - | 38,084 | - |
| Town Manager | 184,500 | - | - | - | 184,500 | - |
| | 222,584 | - | - | - | 222,584 | - |
| Administration | | | | | | |
| Administration/Legal | 866,520 | 8,848 | 4,050 | - | 879,418 | 252 |
| Finance | 324,035 | - | - | - | 324,035 | - |
| | 1,190,555 | 8,848 | 4,050 | - | 1,203,453 | 252 |
| Community Services | | | | | | |
| Community Development | 432,210 | 440 | - | - | 432,650 | - |
| Public Projects and Facilities | 802,860 | - | - | - | 802,860 | 265,170 |
| | 1,235,070 | 440 | - | - | 1,235,510 | 265,170 |
| Public Safety | | | | | | |
| Sheriff/Shore Svcs | 428,594 | - | - | - | 428,594 | - |
| Fire & Rescue | 2,562,456 | - | - | - | 2,562,456 | - |
| | 2,991,050 | - | - | - | 2,991,050 | - |
| Townwide | | | | | | |
| Grants | - | 136,643 | - | - | 136,643 | - |
| Capital Outlay/Projects | - | 3,200 | - | 207,113 | 210,313 | 14,401 |
| Debt Service | - | - | 4,359,071 | - | 4,359,071 | - |
| Total expenditures | 6,828,032 | 149,131 | 4,363,121 | 207,113 | 11,547,397 | 279,823 |
| Revenues over (under) expenditures | (4,632,269) | 3,036,830 | (4,235,611) | (130,417) | (5,961,467) | (258,710) |
| Other financing sources (uses): | | | | | | |
| Transfers In: | | | | | | |
| Accommodations Tax - State | 290,500 | - | - | 6,250 | 296,750 | - |
| General Fund | - | - | - | - | - | - |
| Hospitality Tax | 843,737 | - | - | 125,857 | 969,594 | - |
| Real Estate Transfer | - | - | - | 400 | 400 | - |
| Beach Preservation | 330,585 | - | 3,516,250 | 118,840 | 3,965,675 | - |
| Electric Franchise | 90,101 | - | - | - | 90,101 | - |
| Leases | - | - | - | - | - | - |
| TIF | 25,500 | - | - | 250,551 | 276,051 | - |
| Stormwater | 20,833 | - | - | - | 20,833 | - |
| Road Usage Fee | - | - | - | 60,735 | 60,735 | - |
| Special Revenue Funds | - | - | - | - | - | - |
| Transfers Out: | | | | | | |
| General | - | (1,580,423) | - | - | (1,580,423) | (20,833) |
| Beach Preservation | - | - | - | - | - | - |
| Hospitality Tax | - | - | - | - | - | - |
| Debt Service | - | (3,552,632) | - | - | (3,552,632) | - |
| Capital Projects | - | (562,633) | - | - | (562,633) | - |
| Real Estate Transfer | - | - | - | - | - | - |
| Bond Proceeds | - | - | - | - | - | - |
| Deposit to Refunding Escrow | - | - | - | - | - | - |
| Total other financing sources (uses) | 1,601,256 | (5,695,688) | 3,516,250 | 562,633 | (15,549) | (20,833) |
| Net change in fund balance | (3,031,013) | (2,658,858) | (719,361) | 432,216 | (5,977,016) | (279,543) |
| Fund balance - beginning | 29,062,865 | 129,884,768 | 11,239,657 | 8,796,482 | 178,983,772 | 10,540,740 |
| Fund balance - ending | \$ 26,031,852 | \$ 127,225,910 | \$ 10,520,296 | \$ 9,228,698 | \$ 173,006,756 | \$ 10,261,197 |

Budget versus Actual Report General Fund

TOWN OF HILTON HEAD ISLAND
GENERAL FUND-UNAUDITED
ACTUAL VERSUS BUDGET & VERSUS PRIOR YEAR
FISCAL YEAR 2023 - THROUGH AUGUST (2ND PERIOD)
PERCENT OF YEAR LAPSED 17%

2.00

| | FY 2023 | | | | | FY 2022 | | FY 2023 vs FY 2022 | | |
|--|-------------------|--------------------|---------------------|-------------|--------------------|--------------------|-------------|--------------------|--|--|
| | BUDGET | Y-T-D | \$ VARIANCE | % OF BUDGET | | Y-T-D | \$ VARIANCE | % VARIANCE | | |
| Revenues and Transfers In: | | | | | | | | | | |
| Real and Personal Property Taxes | \$ 16,023,489 | \$ 109,860 | \$ (15,913,629) | 1% | \$ 123,150 | \$ (13,290) | -11% | CL | | |
| Business Licenses | 10,600,393 | 320,708 | (10,279,685) | 3% | 1,807,601 | (1,486,893) | -82% | A | | |
| Franchise Fees - Cable | 952,932 | 63,127 | (889,805) | 7% | 229,048 | (165,921) | -72% | | | |
| Franchise Fees - Beach | 43,820 | - | (43,820) | 0% | - | - | - | | | |
| Permits | 2,468,323 | 288,295 | (2,180,028) | 12% | 235,210 | 53,085 | 23% | CL | | |
| State Shared Funds | 915,878 | 220,655 | (695,223) | 24% | - | 220,655 | - | B | | |
| Public Safety | - | 990 | 990 | 0% | 360 | 630 | 175% | | | |
| EMS | 1,838,000 | 466,575 | (1,371,425) | 25% | 442,805 | 23,770 | 5% | | | |
| Beach Fees | 298,401 | 52,085 | (246,316) | 17% | 61,444 | (9,359) | -15% | | | |
| Accommodations Tax - Local | 4,779,690 | 510,839 | (4,268,851) | 11% | 441,425 | 69,414 | 16% | C | | |
| Miscellaneous Revenue | 355,382 | 16,800 | (338,582) | 5% | 6,186 | 10,614 | 172% | | | |
| Investment Income | 35,750 | 145,829 | 110,079 | 408% | 3,964 | 141,865 | 3579% | D | | |
| Subtotal | 38,312,058 | 2,195,763 | (36,116,295) | 6% | 3,351,193 | (1,155,430) | -34% | | | |
| Transfers In: | | | | | | | | | | |
| Accommodations Tax - State | 2,445,211 | 290,500 | (2,154,711) | 12% | 193,715 | 96,785 | 50% | | | |
| Hospitality Tax | 5,062,424 | 843,737 | (4,218,687) | 17% | 703,401 | 140,336 | 20% | | | |
| Beach Preservation Fees | 1,983,508 | 330,585 | (1,652,923) | 17% | 330,585 | - | 0% | | | |
| TIF Tax | 153,000 | 25,500 | (127,500) | 17% | 32,130 | (6,630) | -21% | | | |
| Stormwater Utility | 125,000 | 20,833 | (104,167) | 17% | 25,833 | (5,000) | -19% | | | |
| Capital Projects | - | - | - | 0% | - | - | - | | | |
| Electric Franchise Fees | 540,603 | 90,101 | (450,502) | 17% | 90,100 | 1 | 0% | | | |
| Total Revenues & Transfers In | 48,621,804 | 3,797,019 | (44,824,785) | 8% | 4,726,957 | (929,938) | -20% | | | |
| Expenditures: | | | | | | | | | | |
| Town Council | | | | | | | | | | |
| Personnel | 167,742 | 11,749 | (155,993) | 7% | 12,704 | (955) | -8% | | | |
| Operating | 380,370 | 26,335 | (354,035) | 7% | 10,060 | 16,275 | 162% | | | |
| | 548,112 | 38,084 | (510,028) | 7% | 22,764 | 15,320 | 67% | | | |
| Town Manager | | | | | | | | | | |
| Personnel | 1,372,212 | 178,268 | (1,193,944) | 13% | 167,999 | 10,269 | 6% | | | |
| Operating | 151,850 | 6,232 | (145,618) | 4% | 6,264 | (32) | -1% | | | |
| | 1,524,062 | 184,500 | (1,339,562) | 12% | 174,263 | 10,237 | 6% | | | |
| Administration/Legal | | | | | | | | | | |
| Personnel | 3,698,154 | 450,267 | (3,247,887) | 12% | 419,419 | 30,848 | 7% | | | |
| Operating | 2,348,248 | 416,253 | (1,931,995) | 18% | 370,564 | 45,689 | 12% | | | |
| Capital | - | - | - | 0% | - | - | - | | | |
| | 6,046,402 | 866,520 | (5,179,882) | 14% | 789,983 | 76,537 | 10% | | | |
| Finance | | | | | | | | | | |
| Personnel | 1,996,630 | 288,222 | (1,708,408) | 14% | 250,394 | 37,828 | 15% | | | |
| Operating | 202,470 | 35,813 | (166,657) | 18% | 28,305 | 7,508 | 27% | | | |
| | 2,199,100 | 324,035 | (1,875,065) | 15% | 278,699 | 45,336 | 16% | | | |
| Community Development | | | | | | | | | | |
| Personnel | 3,612,563 | 418,244 | (3,194,319) | 12% | 441,421 | (23,177) | -5% | | | |
| Operating | 673,895 | 13,966 | (659,929) | 2% | 10,711 | 3,255 | 30% | | | |
| | 4,286,458 | 432,210 | (3,854,248) | 10% | 452,132 | (19,922) | -4% | | | |
| Public Projects and Facilities | | | | | | | | | | |
| Personnel | 2,346,924 | 359,924 | (1,987,000) | 15% | 221,260 | 138,664 | 63% | E | | |
| Operating | 4,832,154 | 442,936 | (4,389,218) | 9% | 470,270 | (27,334) | -6% | | | |
| | 7,179,078 | 802,860 | (6,376,218) | 11% | 691,530 | 111,330 | 16% | | | |
| Sheriff/Beach Services | | | | | | | | | | |
| | 2,674,762 | 428,594 | (2,246,168) | 16% | 347,448 | 81,146 | 23% | | | |
| Fire Rescue | | | | | | | | | | |
| Personnel | 16,223,277 | 2,368,509 | (13,854,768) | 15% | 1,937,820 | 430,689 | 22% | F | | |
| Operating | 1,314,787 | 193,947 | (1,120,840) | 15% | 110,084 | 83,863 | 76% | | | |
| Capital | 842,182 | - | (842,182) | 0% | - | - | - | | | |
| | 18,380,246 | 2,562,456 | (15,817,790) | 14% | 2,047,904 | 514,552 | 25% | | | |
| Townwide | | | | | | | | | | |
| | 5,783,584 | 1,188,773 | (4,594,811) | 21% | 1,197,264 | (8,491) | -1% | | | |
| Transfers Out: | | | | | | | | | | |
| GF Fund Fund Balance | - | - | - | 0% | - | - | - | | | |
| Economic Development Corporation | - | - | - | 0% | - | - | - | | | |
| Capital Projects | - | - | - | 0% | 125,000 | (125,000) | -100% | | | |
| Total Expenditures & Transfers Out | 48,621,804 | 6,828,032 | (41,793,772) | 14% | 6,126,987 | 701,045 | 11% | | | |
| Net Result-Revenues Over/(Under) Expenditures | - | (3,031,013) | (3,031,013) | | (1,400,030) | (1,630,983) | | | | |

See next page for variance explanations.

Variance Explanations:

CL - Variance addressed in Financial Statement Memorandum.

A - Decrease in Business License revenues due to a timing difference in the distribution of State business license revenues between FY23 and FY22.

B - Increase in State Shared Funds revenue is due to a timing difference in the distribution of revenues between FY2023 and FY2022.

C - Local Accommodation taxes, which is tourism-driven revenue, increased by \$69,414 or 16% compared to FY22.

D - The Town continues to optimize its investing with SC's Local Govt Investment Pool (LGIP) Program, and has diversified the investment program to include investing in U.S Treasury Bills and Treasury Notes.

E - Increase in Public Projects and Facilities personnel costs in FY23 is due to a budgeted increase in staffing to improve and maintain the beaches, parks and landscaping on the Island.

F - Increase in Fire Rescue personnel costs in FY23 is due to a budgeted increase to maintain competitive salaries and benefits with other municipalities in the area and open positions in FY22 related to increased competition for emergency response personnel.

Special Revenue Funds

TOWN OF HILTON HEAD ISLAND
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCES
SPECIAL REVENUE GOVERNMENTAL FUNDS-UNAUDITED
FISCAL YEAR 2023 - THROUGH AUGUST (2ND PERIOD)

| | Tax Increment Financing | Road Usage Fee | Accom. Tax | Real Estate Transfer Fee | Hospitality Tax | Beach Preservation Fee | Non-Major Governmental Funds | Total Special Revenue Funds |
|--|--|---------------------------|-----------------------|-------------------------------------|----------------------------|---------------------------------------|---|--|
| Revenues: | | | | | | | | |
| Real and Personal Property Taxes | \$ (9,993) | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 30,064 | \$ 20,071 |
| Road Usage Fees | - | 1,525 | - | - | - | - | - | 1,525 |
| Accommodations Tax-State | - | - | - | - | - | - | - | - |
| Hospitality Tax | - | - | - | - | 678,987 | - | - | 678,987 |
| Real Estate Transfer Fees | - | - | - | 884,831 | - | - | - | 884,831 |
| Beach Preservation Fees | - | - | - | - | - | 1,021,679 | - | 1,021,679 |
| Electric Franchise Fees | - | - | - | - | - | - | 274,903 | 274,903 |
| Grant Revenue | - | - | - | - | - | - | 74,710 | 74,710 |
| Investment Income | 13,372 | 7,464 | 38,229 | 40,289 | 3,606 | 1,170 | 125,125 | 229,255 |
| Total Revenues | 3,379 | 8,989 | 38,229 | 925,120 | 682,593 | 1,022,849 | 504,802 | 3,185,961 |
| Expenditures: | | | | | | | | |
| General Government | | | | | | | | |
| Town Council | - | - | - | - | - | - | - | - |
| Town Manager | - | - | - | - | - | - | - | - |
| Administration | | | | | | | | |
| Administration/Legal | - | - | - | 8,848 | - | - | - | 8,848 |
| Finance | - | - | - | - | - | - | - | - |
| Community Services | | | | | | | | |
| Community Development | - | - | - | - | - | - | 440 | 440 |
| Public Projects and Facilities | - | - | - | - | - | - | - | - |
| Public Safety | | | | | | | | |
| Sheriff/Shore Svcs | - | - | - | - | - | - | - | - |
| Fire & Rescue | - | - | - | - | - | - | - | - |
| Grants | | | | | | | | |
| | - | - | 84,117 | - | - | 8,160 | 44,366 | 136,643 |
| Capital Outlay/Projects | | | | | | | | |
| | - | - | - | - | - | - | 3,200 | 3,200 |
| Total expenditures | - | - | 84,117 | 8,848 | - | 8,160 | 48,006 | 149,131 |
| Excess (deficiency) of revenues over (under) expenditures | 3,379 | 8,989 | (45,888) | 916,272 | 682,593 | 1,014,689 | 456,796 | 3,036,830 |
| Other financing sources (uses): | | | | | | | | |
| Transfers Out: | | | | | | | | |
| General Fund | (25,500) | - | (290,500) | - | (843,737) | (330,585) | (90,101) | (1,580,423) |
| Debt Service Fund | - | - | - | - | - | (3,516,250) | (36,382) | (3,552,632) |
| Capital Projects Fund | (250,551) | (60,735) | (6,250) | (400) | (125,857) | (118,840) | - | (562,633) |
| Transfers In: | | | | | | | | |
| Other Funds | - | - | - | - | - | - | - | - |
| Total other financing sources (uses) | (276,051) | (60,735) | (296,750) | (400) | (969,594) | (3,965,675) | (126,483) | (5,695,688) |
| Net change in fund balance | (272,672) | (51,746) | (342,638) | 915,872 | (287,001) | (2,950,986) | 330,313 | (2,658,858) |
| Fund balance - beginning | 4,217,187 | 3,608,181 | 10,387,797 | 16,722,324 | 19,568,949 | 27,582,261 | 47,798,070 | 129,884,769 |
| Fund balance - ending | \$ 3,944,515 | \$ 3,556,435 | \$ 10,045,159 | \$ 17,638,196 | \$ 19,281,948 | \$ 24,631,275 | \$ 48,128,383 | \$ 127,225,911 |

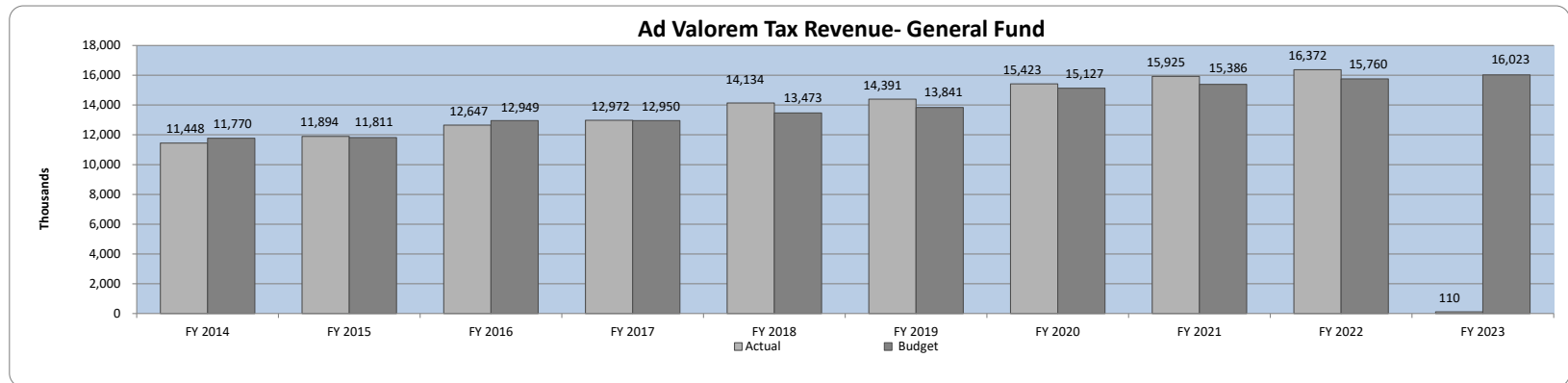
A

A - Non-Major Governmental Funds includes Natural Disaster Fund Balance of \$36,433,203

Revenue Analysis General Fund

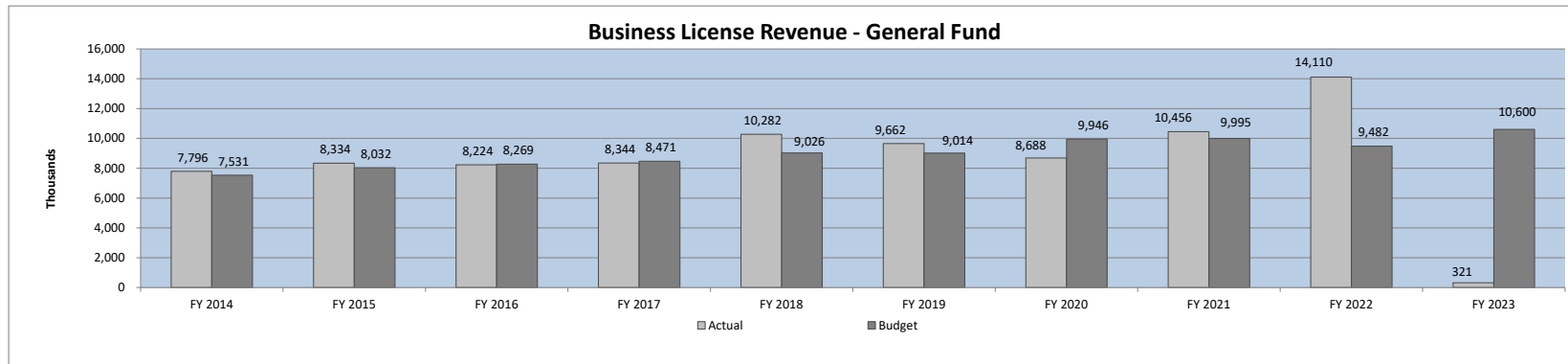
Ad Valorem Tax Revenue - General Fund
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|--------------|-----------------|---------------|-------------------------------|---------------|------------------|------------------|--------------------------------|------------------|------------------|------------------|---------------------------------|---------------|---------------|---------------|-------------------------------|----------------------------------|
| 2014 | 46,769 0% | 52,495 0% | 68,068 1% | 167,332 1% | 1,928 0% | 275,948 2% | 2,526,723 22% | 2,804,599 24% | 7,352,542 64% | 410,179 4% | 117,378 1% | 7,880,099 69% | 165,921 1% | 97,846 1% | 331,756 3% | 595,523 5% | 11,447,553 100% |
| 2015 | 38,766 0% | 40,487 0% | 78,203 1% | 157,456 1% | 1,930 0% | 65,991 1% | 1,847,436 16% | 1,915,357 16% | 8,174,584 69% | 801,920 7% | 407,838 3% | 9,384,342 79% | 86,866 1% | 68,042 1% | 282,220 2% | 437,128 4% | 11,894,283 100% |
| 2016 | 54,378 0% | 56,645 0% | 44,580 0% | 155,603 1% | 242,654 2% | 1,035,837 8% | - 0% | 1,278,491 10% | 5,130,332 41% | 5,204,417 41% | 292,106 2% | 10,626,855 84% | 63,352 1% | 293,179 2% | 229,685 2% | 586,216 5% | 12,647,165 100% |
| 2017 | - 0% | 45,492 0% | 151,125 1% | 196,617 2% | 96,211 1% | 1,256,627 10% | 124 0% | 1,352,962 10% | 5,313,733 41% | 5,282,564 41% | (4,529) 0% | 10,591,768 82% | 257,292 2% | 232,513 2% | 340,437 3% | 830,242 6% | 12,971,589 100% |
| 2018 | - 0% | 50,808 0% | 137,351 1% | 188,159 1% | 72,190 1% | 234,127 2% | 1,457,685 10% | 1,764,002 12% | 6,249,336 44% | 4,588,002 32% | 598,029 4% | 11,435,367 81% | 170,567 1% | 300,738 2% | 275,043 2% | 746,348 5% | 14,133,876 100% |
| 2019 | - 0% | 91,400 1% | 156,556 1% | 247,956 2% | 97,341 1% | 300,315 2% | 1,050,641 7% | 1,448,297 10% | 6,248,987 43% | 5,499,525 38% | 239,152 2% | 11,987,664 83% | 170,573 1% | 94,529 1% | 441,677 3% | 706,779 5% | 14,390,696 100% |
| 2020 | - 0% | 78,876 1% | 117,043 1% | 195,919 1% | 77,560 1% | 219,771 1% | 1,076,800 7% | 1,374,131 9% | 6,888,648 45% | 6,055,546 39% | 206,862 1% | 13,151,056 85% | 120,680 1% | 82,909 1% | 498,528 3% | 702,117 5% | 15,423,223 100% |
| 2021 | - 0% | 129,642 1% | 134,157 1% | 263,799 2% | 78,169 0% | 71,690 0% | 1,220,574 8% | 1,370,433 9% | 2,394,688 15% | 5,006,290 31% | 5,803,142 36% | 13,204,120 83% | 535,164 3% | 63,488 0% | 488,351 3% | 1,087,003 7% | 15,925,355 100% |
| 2022 | - 0% | 123,150 1% | 130,348 1% | 253,498 2% | 88,593 1% | 196,604 1% | 2,283,332 14% | 2,568,529 16% | 6,049,595 37% | 6,239,459 38% | 247,081 2% | 12,536,135 77% | 273,784 2% | 481,691 3% | 258,647 2% | 1,014,122 6% | 16,372,284 100% |
| 2023 | - 0% | 109,860 100% | - 0% | 109,860 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 109,860 100% |



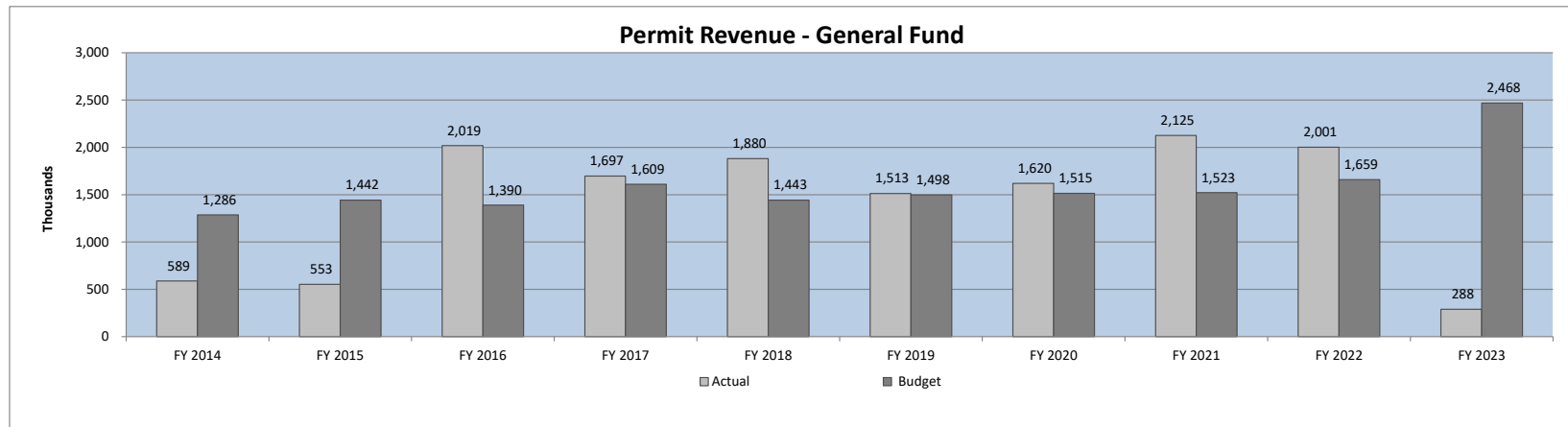
Business License Revenue - General Fund
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|----------------|------------------|------------------|--------------------------------|--------------|--------------|--------------|-----------------------------|---------------|---------------|------------------|--------------------------------|------------------|------------------|------------------|--------------------------------|----------------------------------|
| 2014 | 24,453 0% | 29,154 0% | 31,656 0% | 85,263 1% | 34,931 0% | 34,452 0% | 30,588 0% | 99,971 1% | 337,677 4% | 434,118 6% | 709,908 9% | 1,481,703 19% | 477,588 6% | 1,404,224 18% | 4,247,160 54% | 6,128,972 79% | 7,795,909 100% |
| 2015 | 79,439 1% | 46,277 1% | 37,406 0% | 163,122 2% | 54,303 1% | 29,975 0% | 51,227 1% | 135,505 2% | 357,876 4% | 519,711 6% | 919,577 11% | 1,797,164 22% | 560,605 7% | 1,467,154 18% | 4,210,929 51% | 6,238,688 75% | 8,334,479 100% |
| 2016 | 27,568 0% | 80,864 1% | 36,572 0% | 145,004 2% | 29,088 0% | 27,176 0% | 38,215 0% | 94,479 1% | 548,654 7% | 602,120 7% | 624,890 8% | 1,775,664 22% | 687,639 8% | 1,448,058 18% | 4,073,467 50% | 6,209,164 75% | 8,224,311 100% |
| 2017 | 64,509 1% | 86,648 1% | 59,972 1% | 211,129 3% | 86,132 1% | 28,244 0% | 29,660 0% | 144,036 2% | 520,807 6% | 583,336 7% | 663,953 8% | 1,768,096 21% | 650,430 8% | 1,419,353 17% | 4,150,907 50% | 6,220,690 75% | 8,343,951 100% |
| 2018 | 67,290 1% | 30,256 0% | 20,838 0% | 118,384 1% | 28,558 0% | 18,345 0% | 30,319 0% | 77,222 1% | 651,902 6% | 620,383 6% | 876,833 9% | 2,149,118 21% | 820,658 8% | 1,802,887 18% | 5,314,075 52% | 7,937,620 77% | 10,282,344 100% |
| 2019 | 120,174 1% | 97,474 1% | 21,523 0% | 239,171 2% | 18,774 0% | 32,052 0% | 35,040 0% | 85,866 1% | 462,293 5% | 709,984 7% | 1,049,815 11% | 2,222,092 23% | 1,940,418 20% | 884,638 9% | 4,289,447 44% | 7,114,503 74% | 9,661,632 100% |
| 2020 | 66,795 1% | 70,285 1% | 28,064 0% | 165,144 2% | 22,083 0% | 18,401 0% | 56,975 1% | 97,459 1% | 677,419 8% | 756,256 9% | 806,783 9% | 2,240,458 26% | 690,681 8% | 841,272 10% | 4,653,455 54% | 6,185,408 71% | 8,688,469 100% |
| 2021 | 24,115 0% | 328,495 3% | 1,155,774 11% | 1,508,384 14% | 28,558 0% | 19,766 0% | 20,679 0% | 69,003 1% | 794,863 8% | 672,581 6% | 1,142,632 11% | 2,610,076 25% | 1,682,248 16% | 864,591 8% | 3,721,334 36% | 6,268,173 60% | 10,455,636 100% |
| 2022 | 87,288 1% | 1,720,313 12% | 62,727 0% | 1,870,328 13% | 16,434 0% | 33,564 0% | 32,331 0% | 82,329 1% | 673,839 5% | 755,432 5% | 2,021,412 14% | 3,450,683 24% | 2,334,599 17% | 989,418 7% | 5,382,954 38% | 8,706,971 62% | 14,110,311 100% |
| 2023 | 155,970 49% | 164,738 51% | - 0% | 320,708 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 320,708 100% |



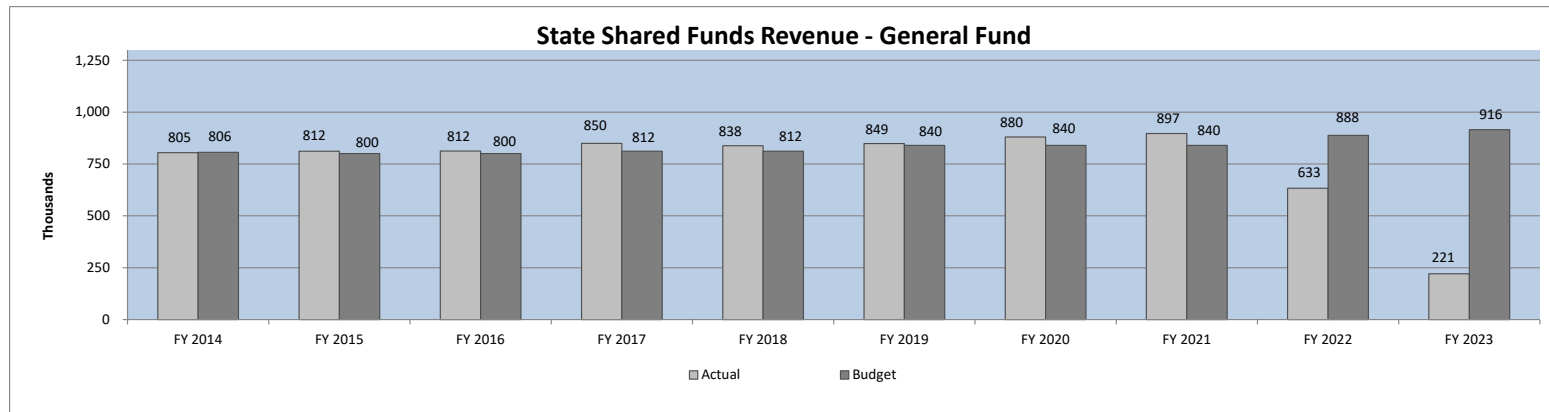
Permit Revenue - General Fund
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|----------------|----------------|----------------|-------------------------------|----------------|----------------|----------------|------------------------------|----------------|---------------|----------------|------------------------------|----------------|----------------|----------------|------------------------------|---------------------------------|
| 2014 | 89,686 7% | 99,858 7% | 94,556 7% | 284,100 21% | 108,540 8% | 86,657 6% | 126,785 9% | 321,982 23% | 118,811 9% | 120,791 9% | 166,600 12% | 406,202 30% | 95,269 7% | 173,872 13% | 89,899 7% | 359,040 26% | 1,371,324 100% |
| 2015 | 64,487 5% | 98,823 7% | 162,089 12% | 325,399 24% | 139,853 10% | 79,470 6% | 125,358 9% | 344,681 25% | 130,328 10% | 97,689 7% | 112,305 8% | 340,322 25% | 105,162 8% | 100,893 7% | 149,288 11% | 355,343 26% | 1,365,745 100% |
| 2016 | 100,767 5% | 319,063 16% | 101,951 5% | 521,781 26% | 113,000 6% | 243,173 12% | 96,279 5% | 452,452 22% | 123,260 6% | 129,013 6% | 304,442 15% | 556,715 28% | 112,799 6% | 106,680 5% | 268,241 13% | 487,720 24% | 2,018,668 100% |
| 2017 | 84,579 5% | 151,705 9% | 108,292 6% | 344,576 20% | 105,919 6% | 203,734 12% | 184,066 11% | 493,719 29% | 160,748 9% | 160,575 9% | 139,856 8% | 461,179 27% | 141,799 8% | 110,359 7% | 145,807 9% | 397,965 23% | 1,697,439 100% |
| 2018 | 114,217 6% | 150,687 8% | 75,196 4% | 340,100 18% | 316,243 17% | 185,048 10% | 208,245 11% | 709,536 38% | 161,773 9% | 147,768 8% | 124,883 7% | 434,424 23% | 133,612 7% | 125,350 7% | 137,208 7% | 396,170 21% | 1,880,230 100% |
| 2019 | 96,100 6% | 155,990 10% | 157,720 10% | 409,810 27% | 159,615 11% | 123,830 8% | 97,878 6% | 381,323 25% | 137,075 9% | 130,264 9% | 164,498 11% | 431,837 29% | 105,075 7% | 93,622 6% | 91,486 6% | 290,183 19% | 1,513,153 100% |
| 2020 | 93,827 6% | 106,015 7% | 110,305 7% | 310,147 19% | 165,951 10% | 114,083 7% | 296,031 18% | 576,065 36% | 151,832 9% | 136,774 8% | 134,678 8% | 423,284 26% | 98,245 6% | 72,272 4% | 139,626 9% | 310,143 19% | 1,619,639 100% |
| 2021 | 128,998 6% | 124,954 6% | 103,872 5% | 357,824 17% | 155,687 7% | 112,763 5% | 182,480 9% | 450,930 21% | 346,996 16% | 151,728 7% | 214,465 10% | 713,189 34% | 233,801 11% | 237,238 11% | 132,400 6% | 603,439 28% | 2,125,382 100% |
| 2022 | 131,777 7% | 103,433 5% | 230,861 12% | 466,071 23% | 191,337 10% | 195,708 10% | 144,669 7% | 531,714 27% | 205,720 10% | 133,561 7% | 181,356 9% | 520,637 26% | 148,935 7% | 162,933 8% | 170,755 9% | 482,623 24% | 2,001,045 100% |
| 2023 | 143,971 50% | 144,324 50% | - 0% | 288,295 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 288,295 100% |



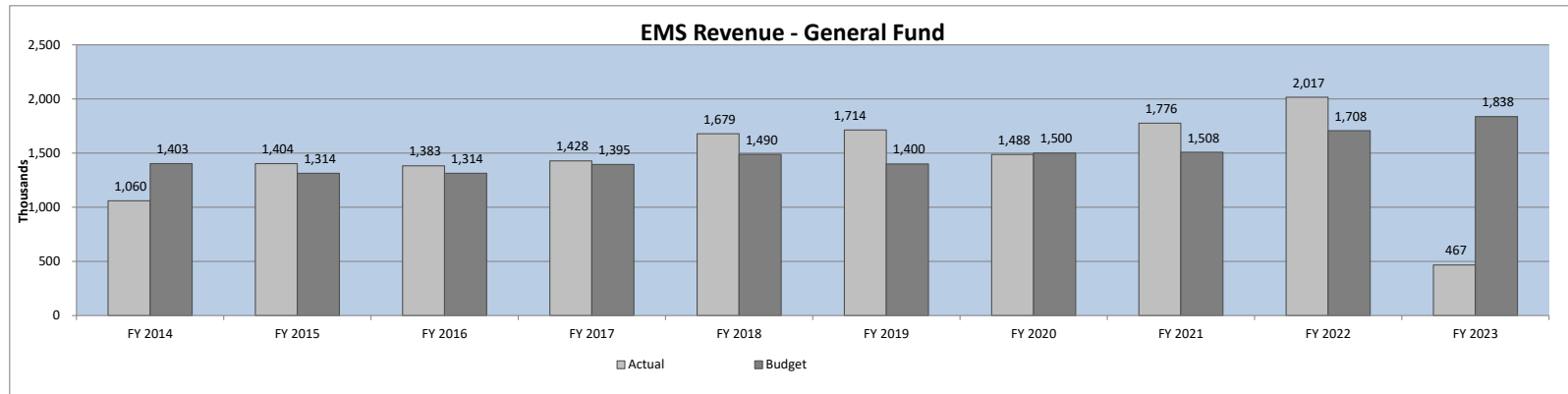
State Shared Revenue - General Fund
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|------|---------|-----------|----------------|---------|----------|----------|----------------|---------|----------|-------|----------------|---------|-----|---------|----------------|----------------|
| 2014 | - | - | - | - | 171,850 | - | - | 171,850 | 284,773 | - | - | 284,773 | 171,849 | - | 176,555 | 348,404 | 805,027 |
| | 0% | 0% | 0% | 0% | 21% | 0% | 0% | 21% | 35% | 0% | 0% | 35% | 21% | 0% | 22% | 43% | 100% |
| 2015 | - | - | - | - | 270,657 | - | - | 270,657 | 176,555 | - | - | 176,555 | 176,555 | - | 188,318 | 364,873 | 812,085 |
| | 0% | 0% | 0% | 0% | 33% | 0% | 0% | 33% | 22% | 0% | 0% | 22% | 22% | 0% | 23% | 45% | 100% |
| 2016 | - | - | - | - | 235,369 | - | - | 235,369 | 188,318 | - | - | 188,318 | 188,317 | - | 200,318 | 388,635 | 812,322 |
| | 0% | 0% | 0% | 0% | 29% | 0% | 0% | 29% | 23% | 0% | 0% | 23% | 23% | 0% | 25% | 48% | 100% |
| 2017 | - | - | - | - | 239,980 | - | - | 239,980 | 200,080 | - | - | 200,080 | 200,081 | 274 | 209,491 | 409,846 | 849,906 |
| | 0% | 0% | 0% | 0% | 28% | 0% | 0% | 28% | 24% | 0% | 0% | 24% | 24% | 0% | 25% | 48% | 100% |
| 2018 | - | - | - | - | 209,491 | - | - | 209,491 | 209,490 | - | - | 209,490 | 209,491 | 361 | 209,490 | 419,342 | 838,323 |
| | 0% | 0% | 0% | 0% | 25% | 0% | 0% | 25% | 25% | 0% | 0% | 25% | 25% | 0% | 25% | 50% | 100% |
| 2019 | - | - | - | - | 209,491 | - | - | 209,491 | 209,436 | - | - | 209,436 | 209,437 | - | 220,378 | 429,815 | 848,742 |
| | 0% | 0% | 0% | 0% | 25% | 0% | 0% | 25% | 25% | 0% | 0% | 25% | 25% | 0% | 26% | 51% | 100% |
| 2020 | - | - | - | - | 219,899 | - | - | 219,899 | 219,900 | - | - | 219,900 | 219,899 | - | 220,161 | 440,060 | 879,859 |
| | 0% | 0% | 0% | 0% | 25% | 0% | 0% | 25% | 25% | 0% | 0% | 25% | 25% | 0% | 25% | 50% | 100% |
| 2021 | - | - | - | - | 219,899 | - | - | 219,899 | 219,900 | - | - | 219,900 | 219,899 | - | 237,211 | 457,110 | 896,909 |
| | 0% | 0% | 0% | 0% | 25% | 0% | 0% | 25% | 25% | 0% | 0% | 25% | 25% | 0% | 26% | 51% | 100% |
| 2022 | - | - | - | - | - | 210,148 | - | 210,148 | - | 208,011 | - | 208,011 | 214,422 | 663 | - | 215,085 | 633,244 |
| | 0% | 0% | 0% | 0% | 0% | 33% | 0% | 33% | 0% | 33% | 0% | 33% | 34% | 0% | 0% | 34% | 100% |
| 2023 | - | 220,655 | - | 220,655 | - | - | - | - | - | - | - | - | - | - | - | - | 220,655 |
| | 0% | 100% | 0% | 100% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 100% |



EMS Revenue - General Fund
Revenues by Month/Fiscal Year

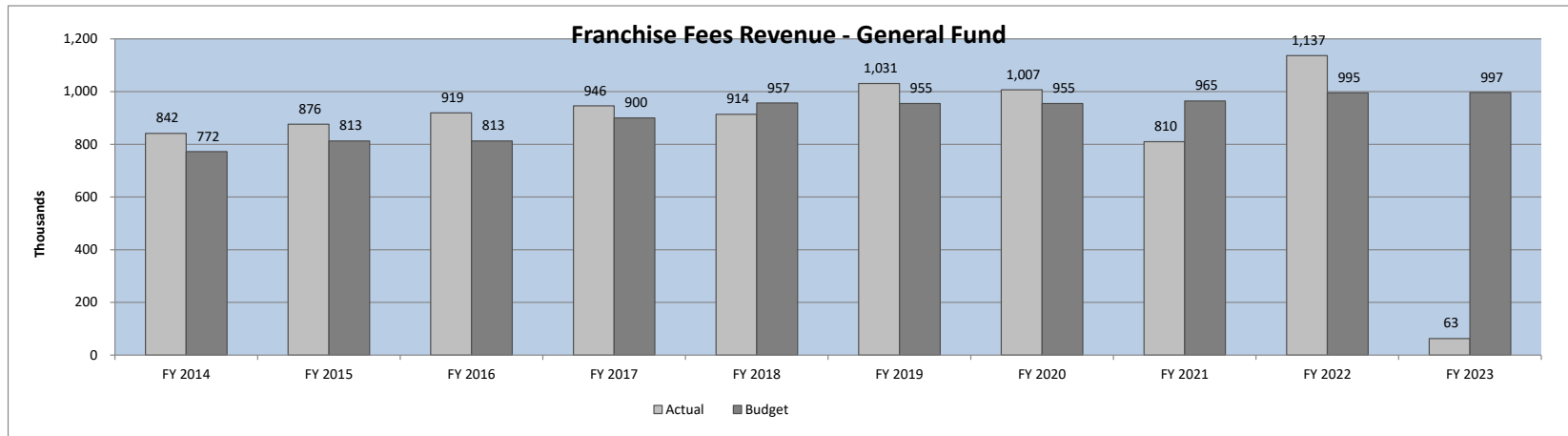
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|----------------|----------------|----------------|-------------------------------|----------------|----------------|----------------|------------------------------|----------------|----------------|-----------------|------------------------------|-----------------|----------------|-------------------|---------------------------------|---------------------------------|
| 2014 | 131,108 12% | 154,512 15% | 212,357 20% | 497,977 47% | 101,666 10% | 102,896 10% | 117,678 11% | 322,240 30% | 102,756 10% | 116,511 11% | 129,441 12% | 348,708 33% | 138,482 13% | 110,654 10% | (358,143) -34% | (109,007) -10% | 1,059,918 100% |
| 2015 | 139,480 10% | 111,016 8% | 153,870 11% | 404,366 29% | 103,719 7% | 105,108 7% | 140,616 10% | 349,443 25% | 140,547 10% | 123,631 9% | 143,645 10% | 407,823 29% | 147,740 11% | 111,812 8% | (17,402) -1% | 242,150 17% | 1,403,782 100% |
| 2016 | 145,913 11% | 131,219 9% | 149,176 11% | 426,308 31% | 139,828 10% | 87,393 6% | 148,402 11% | 375,623 27% | 112,393 8% | 131,696 10% | 172,762 12% | 416,851 30% | 69,518 5% | 232,641 17% | (137,445) -10% | 164,714 12% | 1,383,496 100% |
| 2017 | 233,539 16% | 147,126 10% | 154,104 11% | 534,769 37% | 27,675 2% | 204,987 14% | 131,154 9% | 363,816 25% | 124,606 9% | 190,909 13% | (45,560) -3% | 269,955 19% | (11,399) -1% | 216,007 15% | 55,243 4% | 259,851 18% | 1,428,391 100% |
| 2018 | 227,954 14% | 169,694 10% | 44,667 3% | 442,315 26% | 127,532 8% | 99,611 6% | 140,296 8% | 367,439 22% | 104,158 6% | 168,123 10% | 127,172 8% | 399,453 24% | 135,701 8% | 191,899 11% | 141,759 8% | 469,359 28% | 1,678,566 100% |
| 2019 | 156,264 9% | 141,829 8% | 113,277 7% | 411,370 24% | 118,673 7% | 109,743 6% | 110,944 6% | 339,360 20% | 121,778 7% | 146,152 9% | 177,402 10% | 445,332 26% | 114,590 7% | 236,870 14% | 166,499 10% | 517,959 30% | 1,714,021 100% |
| 2020 | 99,463 7% | 245,680 17% | 73,682 5% | 418,825 28% | 176,650 12% | 22,233 1% | 151,460 10% | 350,343 24% | 176,688 12% | 134,383 9% | 164,251 11% | 475,322 32% | 52,089 4% | 83,672 6% | 107,572 7% | 243,333 16% | 1,487,823 100% |
| 2021 | 191,893 11% | 131,658 7% | 193,145 11% | 516,696 29% | 107,825 6% | 135,283 8% | 145,007 8% | 388,115 22% | 115,734 7% | 94,393 5% | 201,745 11% | 411,872 23% | 173,595 10% | 142,518 8% | 143,548 8% | 459,661 26% | 1,776,344 100% |
| 2022 | 254,063 13% | 188,742 9% | 168,576 8% | 611,381 30% | 117,394 6% | 109,493 5% | 136,688 7% | 363,575 18% | 117,900 6% | 164,394 8% | 168,275 8% | 450,569 22% | 208,936 10% | 140,577 7% | 241,605 12% | 591,118 29% | 2,016,643 100% |
| 2023 | 230,289 49% | 236,286 51% | - 0% | 466,575 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 466,575 100% |



The decreases in various months reflect the impact of the entry of allowances for doubtful accounts receivable.

Franchise Fees Revenue - General Fund
Revenues by Month/Fiscal Year

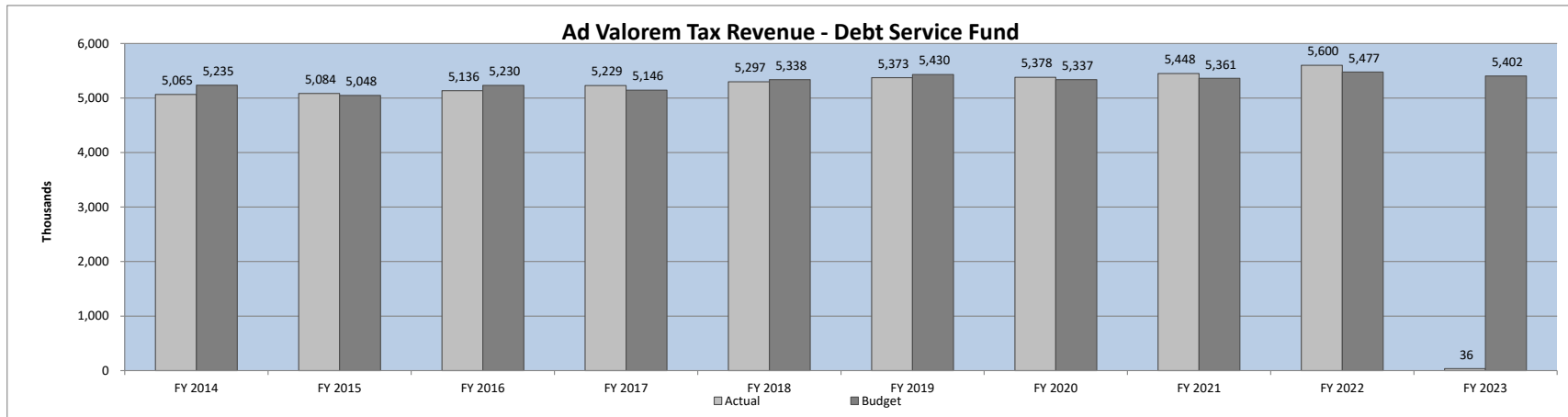
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|---------|--------|-----------|----------------|---------|----------|----------|----------------|---------|----------|--------|----------------|---------|---------|---------|----------------|------------------|
| 2014 | - | - | - | - | 202,431 | - | - | 202,431 | 81,709 | 144,947 | - | 226,656 | - | 202,178 | 210,424 | 412,602 | 841,689 |
| | 0% | 0% | 0% | 0% | 24% | 0% | 0% | 24% | 10% | 17% | 0% | 27% | 0% | 24% | 25% | 49% | 100% |
| 2015 | - | - | - | - | 57,982 | - | 149,119 | 207,101 | 84,163 | 143,638 | - | 227,801 | 54,808 | 17,623 | 368,727 | 441,158 | 876,060 |
| | 0% | 0% | 0% | 0% | 7% | 0% | 17% | 24% | 10% | 16% | 0% | 26% | 6% | 2% | 42% | 50% | 100% |
| 2016 | - | - | 58,169 | 58,169 | 154,990 | - | 59,431 | 214,421 | 186,853 | - | - | 186,853 | 227,842 | - | 231,842 | 459,684 | 919,127 |
| | 0% | 0% | 6% | 6% | 17% | 0% | 6% | 23% | 20% | 0% | 0% | 20% | 25% | 0% | 25% | 50% | 100% |
| 2017 | - | - | 65,077 | 65,077 | 160,710 | - | - | 160,710 | 246,983 | - | 16,616 | 263,599 | 214,359 | 13,770 | 228,215 | 456,344 | 945,730 |
| | 0% | 0% | 7% | 7% | 17% | 0% | 0% | 17% | 26% | 0% | 2% | 28% | 23% | 1% | 24% | 48% | 100% |
| 2018 | - | - | - | - | 230,906 | - | - | 230,906 | 268,780 | - | - | 268,780 | 238,111 | - | 176,104 | 414,215 | 913,901 |
| | 0% | 0% | 0% | 0% | 25% | 0% | 0% | 25% | 29% | 0% | 0% | 29% | 26% | 0% | 19% | 45% | 100% |
| 2019 | - | 74,215 | - | 74,215 | 244,301 | - | - | 244,301 | 293,923 | - | - | 293,923 | 243,753 | - | 174,322 | 418,075 | 1,030,514 |
| | 0% | 7% | 0% | 7% | 24% | 0% | 0% | 24% | 29% | 0% | 0% | 29% | 24% | 0% | 17% | 41% | 100% |
| 2020 | - | - | - | - | 249,382 | 67,989 | - | 317,371 | 285,037 | - | - | 285,037 | 242,745 | - | 161,995 | 404,740 | 1,007,148 |
| | 0% | 0% | 0% | 0% | 25% | 7% | 0% | 32% | 28% | 0% | 0% | 28% | 24% | 0% | 16% | 40% | 100% |
| 2021 | 70,026 | - | - | 70,026 | 230,155 | - | - | 230,155 | 248,011 | 37,108 | - | 285,119 | 224,524 | - | - | 224,524 | 809,824 |
| | 9% | 0% | 0% | 9% | 28% | 0% | 0% | 28% | 31% | 5% | 0% | 35% | 28% | 0% | 0% | 28% | 100% |
| 2022 | 166,043 | 63,004 | - | 229,047 | 226,893 | - | - | 226,893 | 164,522 | 123,040 | - | 287,562 | 162,976 | 61,794 | 168,335 | 393,105 | 1,136,607 |
| | 15% | 6% | 0% | 20% | 20% | 0% | 0% | 20% | 14% | 11% | 0% | 25% | 14% | 5% | 15% | 35% | 100% |
| 2023 | - | 63,127 | - | 63,127 | - | - | - | - | - | - | - | - | - | - | - | - | 63,127 |
| | 0% | 100% | 0% | 100% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 100% |



Revenue Analysis Debt Service Fund

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

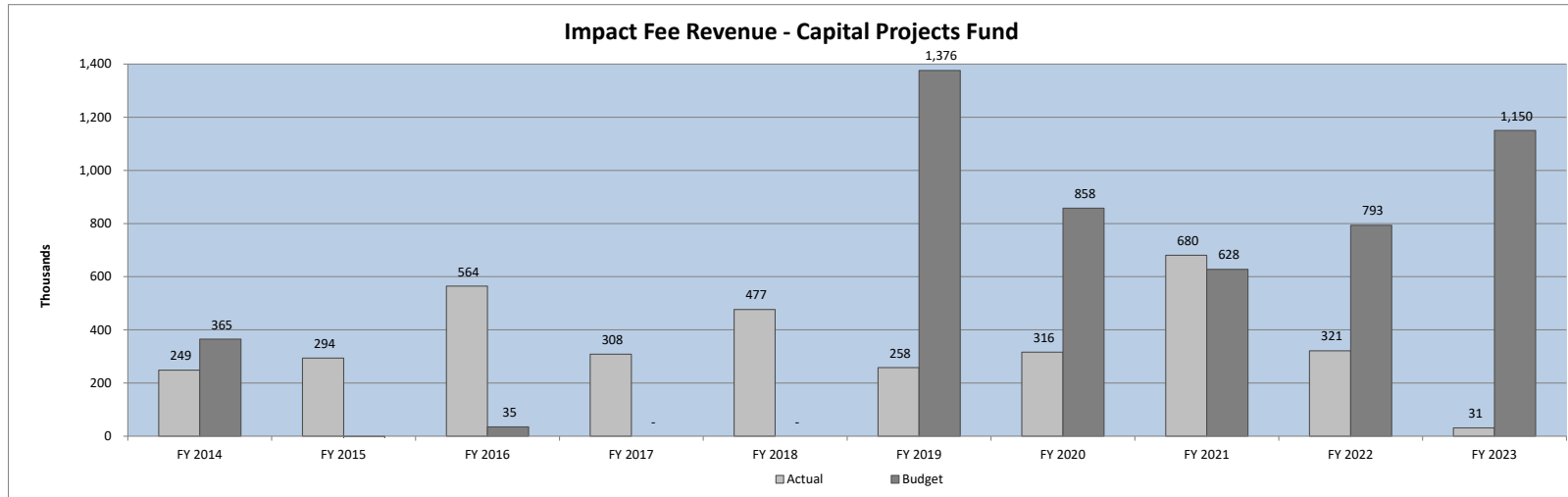
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|--------------|----------------|--------------|------------------------------|---------------|----------------|------------------|--------------------------------|------------------|------------------|------------------|--------------------------------|---------------|---------------|---------------|-----------------------------|---------------------------------|
| 2014 | 19,946 0% | 23,588 0% | 28,897 1% | 72,431 1% | 857 0% | 124,303 2% | 1,119,117 22% | 1,244,277 25% | 3,252,452 64% | 181,448 4% | 51,206 1% | 3,485,106 69% | 72,776 1% | 43,465 1% | 146,920 3% | 263,161 5% | 5,064,975 100% |
| 2015 | 16,925 0% | 17,910 0% | 32,824 1% | 67,659 1% | 854 0% | 27,777 1% | 791,943 16% | 820,574 16% | 3,492,584 69% | 342,628 7% | 173,279 3% | 4,008,491 79% | 37,611 1% | 27,770 1% | 122,088 2% | 187,469 4% | 5,084,193 100% |
| 2016 | 23,184 0% | 24,069 0% | 18,521 0% | 65,774 1% | 100,211 2% | 439,482 9% | - 0% | 539,693 11% | 2,071,548 40% | 2,102,279 41% | 114,927 2% | 4,288,754 83% | 26,318 1% | 120,558 2% | 95,146 2% | 242,022 5% | 5,136,243 100% |
| 2017 | - 0% | 18,223 0% | 61,654 1% | 79,877 2% | 34,796 1% | 505,466 10% | 50 0% | 540,312 10% | 2,146,469 41% | 2,132,522 41% | (3,095) 0% | 4,275,896 82% | 102,195 2% | 93,676 2% | 137,265 3% | 333,136 6% | 5,229,221 100% |
| 2018 | - 0% | 20,452 0% | 51,639 1% | 72,091 1% | 29,164 1% | 89,883 2% | 543,277 10% | 662,324 13% | 2,343,251 44% | 1,719,187 32% | 222,579 4% | 4,285,017 81% | 62,503 1% | 112,442 2% | 102,646 2% | 277,591 5% | 5,297,023 100% |
| 2019 | - 0% | 33,492 1% | 55,085 1% | 88,577 2% | 36,489 1% | 105,100 2% | 392,042 7% | 533,631 10% | 2,341,624 44% | 2,060,751 38% | 87,825 2% | 4,490,200 84% | 61,438 1% | 34,117 1% | 164,872 3% | 260,427 5% | 5,372,835 100% |
| 2020 | - 0% | 29,560 1% | 42,774 1% | 72,334 1% | 28,150 1% | 78,443 1% | 375,383 7% | 481,976 9% | 2,400,869 45% | 2,109,911 39% | 71,418 1% | 4,582,198 85% | 41,316 1% | 28,894 1% | 171,754 3% | 241,964 4% | 5,378,472 100% |
| 2021 | - 0% | 45,182 1% | 43,146 1% | 88,328 2% | 27,237 0% | 22,600 0% | 417,834 8% | 467,671 9% | 820,093 15% | 1,715,899 31% | 1,988,268 36% | 4,524,260 83% | 182,193 3% | 21,778 0% | 164,207 3% | 368,178 7% | 5,448,437 100% |
| 2022 | - 0% | 41,224 1% | 43,218 1% | 84,442 2% | 29,301 1% | 66,386 1% | 783,236 14% | 878,923 16% | 2,074,063 37% | 2,138,813 38% | 83,753 1% | 4,296,629 77% | 91,253 2% | 163,910 3% | 84,857 2% | 340,020 6% | 5,600,014 100% |
| 2023 | - 0% | 36,315 100% | - 0% | 36,315 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 36,315 100% |



Revenue Analysis Capital Projects Fund

Impact Fee Revenue - Capital Projects Fund
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|---------------|---------------|---------------|------------------------------|---------------|----------------|---------------|------------------------------|----------------|---------------|----------------|------------------------------|---------------|---------------|----------------|------------------------------|-------------------------------|
| 2014 | 32,562 13% | 17,316 7% | 16,500 7% | 66,378 27% | 21,377 9% | 18,759 8% | 27,520 11% | 67,656 27% | 21,645 9% | 25,974 10% | 23,088 9% | 70,707 28% | 11,544 5% | 20,897 8% | 11,551 5% | 43,992 18% | 248,733 100% |
| 2015 | 12,987 4% | 19,754 7% | 18,395 6% | 51,136 17% | 39,568 13% | 12,560 4% | 23,736 8% | 75,864 26% | 59,645 20% | 9,912 3% | 7,215 2% | 76,772 26% | 18,353 6% | 10,326 4% | 61,480 21% | 90,159 31% | 293,931 100% |
| 2016 | 16,500 3% | 12,820 2% | 10,091 2% | 39,411 7% | 13,212 2% | 119,181 21% | 10,101 2% | 142,494 25% | 12,175 2% | 17,316 3% | 166,790 30% | 196,281 35% | 10,832 2% | 18,631 3% | 156,850 28% | 186,313 33% | 564,499 100% |
| 2017 | 16,098 5% | 25,022 8% | 35,561 12% | 76,681 25% | 1,443 0% | 16,098 5% | 16,933 5% | 34,474 11% | 22,501 7% | 12,581 4% | 15,566 5% | 50,648 16% | 80,221 26% | 20,431 7% | 45,770 15% | 146,422 48% | 308,225 100% |
| 2018 | 55,965 12% | 68,409 14% | 5,859 1% | 130,233 27% | 37,451 8% | 54,948 12% | 29,293 6% | 121,692 26% | 21,906 5% | 35,890 8% | 28,860 6% | 86,656 18% | 61,736 13% | 47,497 10% | 28,864 6% | 138,097 29% | 476,678 100% |
| 2019 | 38,837 15% | 27,505 11% | 19,390 8% | 85,732 33% | 18,759 7% | 18,353 7% | 18,574 7% | 55,686 22% | 18,759 7% | 15,286 6% | 22,228 9% | 56,273 22% | 19,209 7% | 8,883 3% | 32,234 12% | 60,326 23% | 258,017 100% |
| 2020 | 24,125 8% | 28,904 9% | 16,284 5% | 69,313 22% | 28,463 9% | 17,047 5% | 17,545 6% | 63,055 20% | 27,938 9% | 31,126 10% | 42,478 13% | 101,542 32% | 32,377 10% | 13,231 4% | 36,283 11% | 81,891 26% | 315,801 100% |
| 2021 | 39,636 6% | 20,977 3% | 39,024 6% | 99,637 15% | 32,361 5% | 38,137 6% | 39,637 6% | 110,135 16% | 257,822 38% | 18,574 3% | 89,115 13% | 365,511 54% | 36,587 5% | 34,632 5% | 33,883 5% | 105,102 15% | 680,385 100% |
| 2022 | 31,723 10% | 19,032 6% | 22,682 7% | 73,437 23% | 28,048 9% | 15,873 5% | 42,212 13% | 86,133 27% | 29,802 9% | 13,618 4% | 46,427 14% | 89,847 28% | 14,711 5% | 28,273 9% | 28,804 9% | 71,788 22% | 321,205 100% |
| 2023 | 17,316 56% | 13,618 44% | - 0% | 30,934 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 30,934 100% |

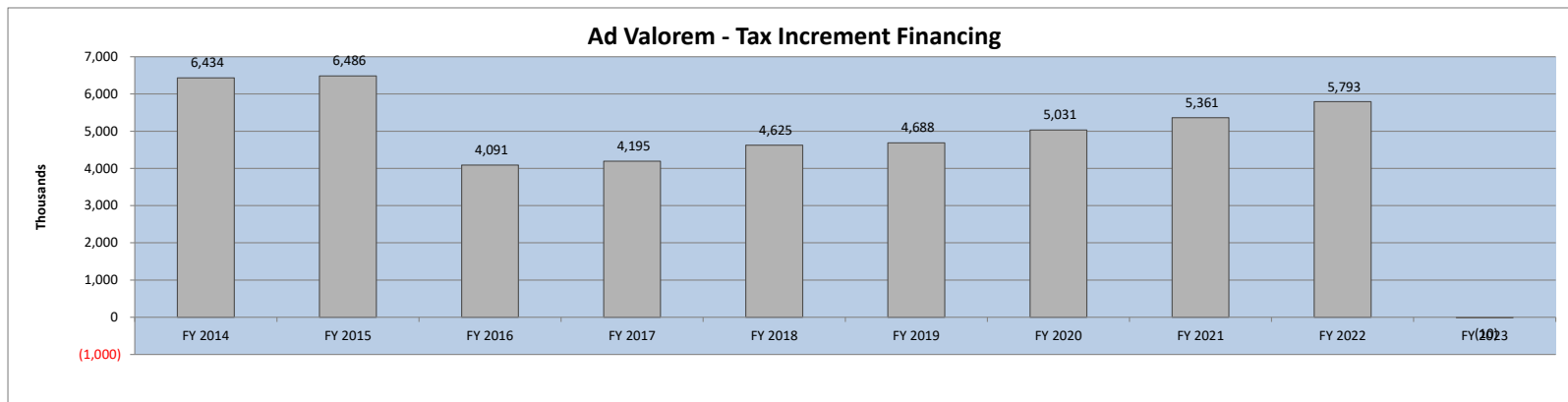


Revenue Analysis

Other Governmental Funds

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

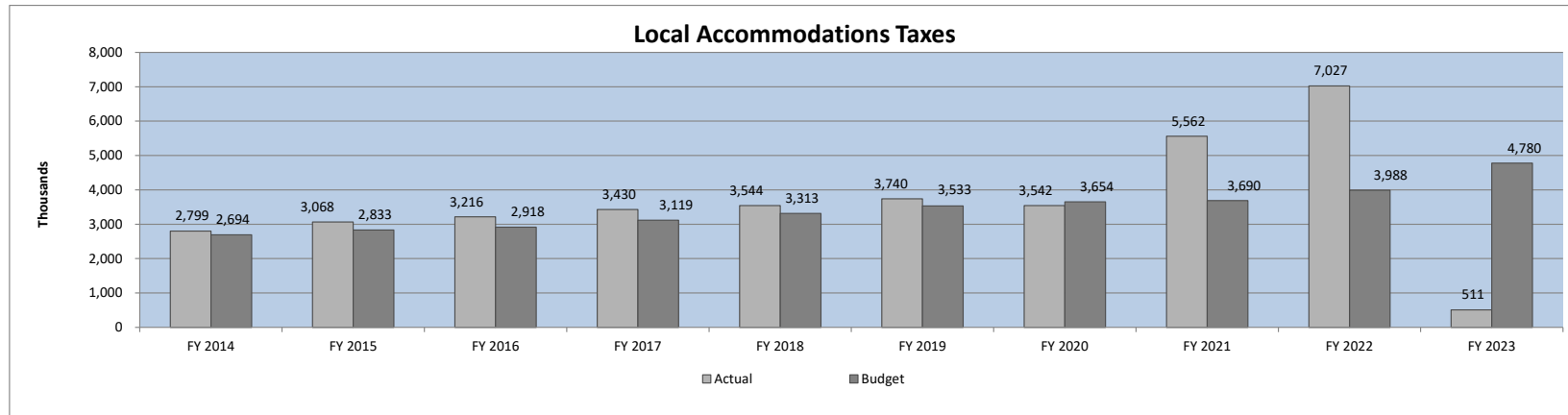
| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|----------|---------|-----------|----------------|---------|----------|-----------|------------------|-----------|-----------|-----------|------------------|---------|--------|----------|-----------------|------------------|
| 2014 | - | - | 23,471 | 23,471 | - | 97,683 | 744,461 | 842,144 | 4,902,187 | 225,060 | 68,112 | 5,195,359 | 155,990 | 40,546 | 176,058 | 372,594 | 6,433,568 |
| | 0% | 0% | 0% | 0% | 0% | 2% | 12% | 13% | 76% | 3% | 1% | 81% | 2% | 1% | 3% | 6% | 100% |
| 2015 | - | - | 82,120 | 82,120 | - | 57,382 | 212,603 | 269,985 | 5,916,904 | 70,080 | 163,782 | 6,150,766 | 17,136 | 40,483 | (74,419) | (16,800) | 6,486,071 |
| | 0% | 0% | 1% | 1% | 0% | 1% | 3% | 4% | 91% | 1% | 3% | 95% | 0% | 1% | -1% | 0% | 100% |
| 2016 | (16,652) | 32,383 | 63,421 | 79,152 | 91,900 | 65,118 | 3,021,513 | 3,178,531 | - | 659,675 | 107,960 | 767,635 | 25,748 | 25,177 | 14,537 | 65,462 | 4,090,780 |
| | 0% | 1% | 2% | 2% | 2% | 2% | 74% | 78% | 0% | 16% | 3% | 19% | 1% | 1% | 0% | 2% | 100% |
| 2017 | - | 12,189 | 61,692 | 73,881 | 14,923 | 22,123 | 1,438,199 | 1,475,245 | 364,166 | 2,056,156 | 104,090 | 2,524,412 | 26,756 | 17,532 | 77,004 | 121,292 | 4,194,830 |
| | 0% | 0% | 1% | 2% | 0% | 1% | 34% | 35% | 9% | 49% | 2% | 60% | 1% | 0% | 2% | 3% | 100% |
| 2018 | - | - | 25,885 | 25,885 | 17,717 | 1,711 | 104,569 | 123,997 | 2,256,112 | 1,996,725 | 52,531 | 4,305,368 | 94,637 | 24,721 | 50,292 | 169,650 | 4,624,900 |
| | 0% | 0% | 1% | 1% | 0% | 0% | 2% | 3% | 49% | 43% | 1% | 93% | 2% | 1% | 1% | 4% | 100% |
| 2019 | - | 24,609 | 21,167 | 45,776 | 24,487 | 5,556 | (40,767) | (10,724) | 2,462,557 | 2,091,799 | 15,032 | 4,569,388 | 40,757 | 22,402 | 19,976 | 83,135 | 4,687,575 |
| | 0% | 1% | 0% | 1% | 1% | 0% | -1% | 0% | 53% | 45% | 0% | 97% | 1% | 0% | 0% | 2% | 100% |
| 2020 | - | 15,653 | 39,962 | 55,615 | 4,762 | 8,438 | (10,445) | 2,755 | 2,121,234 | 2,596,354 | 96,912 | 4,814,500 | 101,299 | 7,320 | 49,822 | 158,441 | 5,031,311 |
| | 0% | 0% | 1% | 1% | 0% | 0% | 0% | 0% | 42% | 52% | 2% | 96% | 2% | 0% | 1% | 3% | 100% |
| 2021 | - | 32,444 | 14,386 | 46,830 | 13,077 | 5,208 | (1,283) | 17,002 | 846,079 | 2,276,351 | 1,909,233 | 5,031,663 | 203,081 | 20,529 | 41,985 | 265,595 | 5,361,090 |
| | 0% | 1% | 0% | 1% | 0% | 0% | 0% | 0% | 16% | 42% | 36% | 94% | 4% | 0% | 1% | 5% | 100% |
| 2022 | - | 12,040 | 34,389 | 46,429 | 18,394 | 2,264 | 604,508 | 625,166 | 2,250,162 | 2,652,132 | 111,751 | 5,014,045 | 19,457 | 43,306 | 44,124 | 106,887 | 5,792,527 |
| | 0% | 0% | 1% | 1% | 0% | 0% | 10% | 11% | 39% | 46% | 2% | 87% | 0% | 1% | 1% | 2% | 100% |
| 2023 | - | (9,993) | - | (9,993) | - | - | - | - | - | - | - | - | - | - | - | - | (9,993) |
| | 0% | 100% | 0% | 100% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 100% |



The original TIF went through tax year 2014/fiscal year 2015 and included the school district participating at 75% for both operating and debt millage. The TIF has been extended for 10 years; however, the school district changed its participation to exclude operating millage. Therefore, TIF revenues will be less in fiscal years 2016 and forward. TIF revenues by design are expected to grow via redevelopment; \$50 million is the capped addition for the 10 years. Revenues for the early years of the 10 year extension are expected to be in the \$4 millions, but will need to exceed \$5 million in the latter years to average \$5 million/year or \$50 million in total.

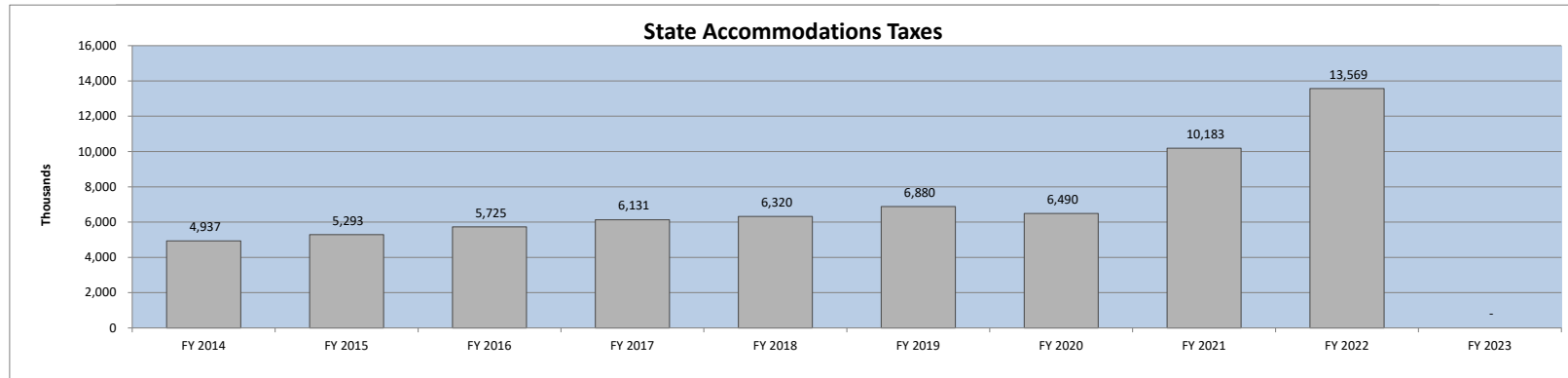
**Local ATAX Revenue
Revenues by Month/Fiscal Year**

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|-------------|-----------------|---------------|-------------------------------|------------------|---------------|--------------|--------------------------------|----------------|--------------|--------------|------------------------------|----------------|---------------|------------------|--------------------------------|---------------------------------|
| 2014 | (161) 0% | 57,191 2% | 49,253 2% | 106,283 4% | 1,038,038 37% | 43,637 2% | 21,317 1% | 1,102,992 39% | 222,282 8% | 17,380 1% | 30,005 1% | 269,667 10% | 253,315 9% | 38,769 1% | 1,027,757 37% | 1,319,841 47% | 2,798,783 100% |
| 2015 | (614) 0% | 66,510 2% | 88,566 3% | 154,462 5% | 1,159,004 38% | 45,603 1% | 18,112 1% | 1,222,719 40% | 261,750 9% | 14,873 0% | 14,870 0% | 291,493 10% | 271,055 9% | 50,135 2% | 1,078,475 35% | 1,399,665 46% | 3,068,339 100% |
| 2016 | (815) 0% | 67,305 2% | 56,154 2% | 122,644 4% | 1,229,155 38% | 57,316 2% | 23,698 1% | 1,310,169 41% | 270,942 8% | 14,323 0% | 26,827 1% | 312,092 10% | 321,509 10% | 60,802 2% | 1,088,634 34% | 1,470,945 46% | 3,215,850 100% |
| 2017 | (2) 0% | 104,685 3% | 75,399 2% | 180,082 5% | 1,037,898 30% | 266,822 8% | 22,416 1% | 1,327,136 39% | 247,350 7% | 24,056 1% | 28,495 1% | 299,901 9% | 343,957 10% | 64,311 2% | 1,214,992 35% | 1,623,260 47% | 3,430,379 100% |
| 2018 | 121 0% | 81,067 2% | 50,523 1% | 131,711 4% | 1,274,638 36% | 60,517 2% | 23,190 1% | 1,358,345 38% | 329,491 9% | 17,387 0% | 22,406 1% | 369,284 10% | 373,769 11% | 60,383 2% | 1,250,418 35% | 1,684,570 48% | 3,543,910 100% |
| 2019 | 35 0% | 110,663 3% | 69,539 2% | 180,237 5% | 1,281,174 34% | 52,300 1% | 25,754 1% | 1,359,228 36% | 336,642 9% | 26,974 1% | 24,957 1% | 388,573 10% | 374,977 10% | 52,844 1% | 1,384,212 37% | 1,812,033 48% | 3,740,071 100% |
| 2020 | 12 0% | 129,431 4% | 89,668 3% | 219,111 6% | 1,329,949 38% | 77,316 2% | 55,716 2% | 1,462,981 41% | 345,905 10% | 43,515 1% | 40,184 1% | 429,604 12% | 236,867 7% | 84,816 2% | 1,108,236 31% | 1,429,919 40% | 3,541,615 100% |
| 2021 | (172) 0% | 324,378 6% | 216,254 4% | 540,460 10% | 1,418,057 25% | 172,710 3% | 63,485 1% | 1,654,252 30% | 487,871 9% | 50,275 1% | 61,363 1% | 599,509 11% | 496,545 9% | 196,181 4% | 2,074,953 37% | 2,767,679 50% | 5,561,900 100% |
| 2022 | (14) 0% | 441,439 6% | 295,412 4% | 736,837 10% | 2,002,671 29% | 162,533 2% | 89,918 1% | 2,255,122 32% | 631,573 9% | 68,814 1% | 71,651 1% | 772,038 11% | 664,638 9% | 286,776 4% | 2,311,120 33% | 3,262,534 46% | 7,026,531 100% |
| 2023 | 1,928 0% | 508,911 100% | - 0% | 510,839 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 510,839 100% |



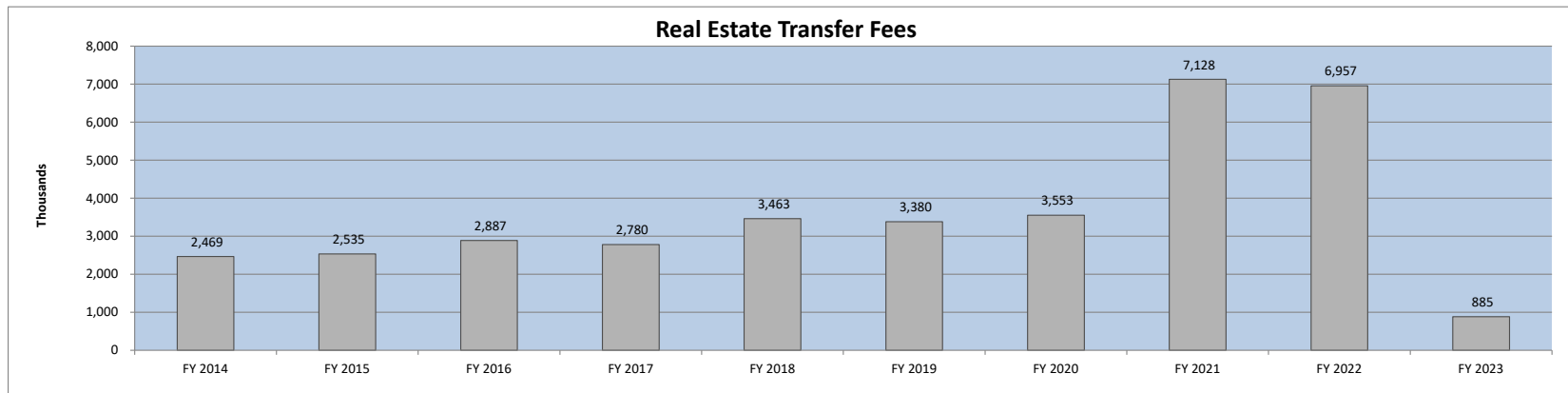
State ATAX Revenue
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|------|--------|-----------|-----------|-----------|-----------|----------|-----------|-----------|----------|-------|-----------|-----------|-----|-----------|-----------|------------|
| 2014 | - | - | - | - | 2,286,725 | - | - | 2,286,725 | 634,879 | - | - | 634,879 | 307,969 | - | 1,707,034 | 2,015,003 | 4,936,607 |
| | 0% | 0% | 0% | 0% | 46% | 0% | 0% | 46% | 13% | 0% | 0% | 13% | 6% | 0% | 35% | 41% | 100% |
| 2015 | - | - | - | - | 2,480,925 | - | - | 2,480,925 | 717,888 | - | - | 717,888 | 288,354 | - | 1,806,288 | 2,094,642 | 5,293,455 |
| | 0% | 0% | 0% | 0% | 47% | 0% | 0% | 47% | 14% | 0% | 0% | 14% | 5% | 0% | 34% | 40% | 100% |
| 2016 | - | - | - | - | 2,588,597 | - | - | 2,588,597 | 846,937 | - | - | 846,937 | 354,505 | - | 1,934,945 | 2,289,450 | 5,724,984 |
| | 0% | 0% | 0% | 0% | 45% | 0% | 0% | 45% | 15% | 0% | 0% | 15% | 6% | 0% | 34% | 40% | 100% |
| 2017 | - | - | - | - | 2,793,958 | - | - | 2,793,958 | 747,978 | - | - | 747,978 | 417,652 | - | 2,171,824 | 2,589,476 | 6,131,412 |
| | 0% | 0% | 0% | 0% | 46% | 0% | 0% | 46% | 12% | 0% | 0% | 12% | 7% | 0% | 35% | 42% | 100% |
| 2018 | - | - | - | - | 2,809,551 | - | - | 2,809,551 | 858,253 | - | - | 858,253 | 397,776 | - | 2,254,419 | 2,652,195 | 6,319,999 |
| | 0% | 0% | 0% | 0% | 44% | 0% | 0% | 44% | 14% | 0% | 0% | 14% | 6% | 0% | 36% | 42% | 100% |
| 2019 | - | - | - | - | 3,034,478 | - | - | 3,034,478 | 855,629 | - | - | 855,629 | 472,626 | - | 2,517,294 | 2,989,920 | 6,880,027 |
| | 0% | 0% | 0% | 0% | 44% | 0% | 0% | 44% | 12% | 0% | 0% | 12% | 7% | 0% | 37% | 43% | 100% |
| 2020 | - | - | - | - | 3,223,818 | - | - | 3,223,818 | 815,760 | 134,656 | - | 950,416 | 586,126 | - | 1,730,047 | 2,316,173 | 6,490,407 |
| | 0% | 0% | 0% | 0% | 50% | 0% | 0% | 50% | 13% | 2% | 0% | 15% | 9% | 0% | 27% | 36% | 100% |
| 2021 | - | - | - | - | 3,655,462 | - | - | 3,655,462 | 1,598,915 | - | - | 1,598,915 | 818,143 | - | 4,110,959 | 4,929,102 | 10,183,479 |
| | 0% | 0% | 0% | 0% | 36% | 0% | 0% | 36% | 16% | 0% | 0% | 16% | 8% | 0% | 40% | 48% | 100% |
| 2022 | - | - | - | - | - | 5,082,956 | - | 5,082,956 | 2,048,139 | - | - | 2,048,139 | 1,124,141 | - | 5,314,052 | 6,438,193 | 13,569,288 |
| | 0% | 0% | 0% | 0% | 0% | 37% | 0% | 37% | 15% | 0% | 0% | 15% | 8% | 0% | 39% | 47% | 100% |
| 2023 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |



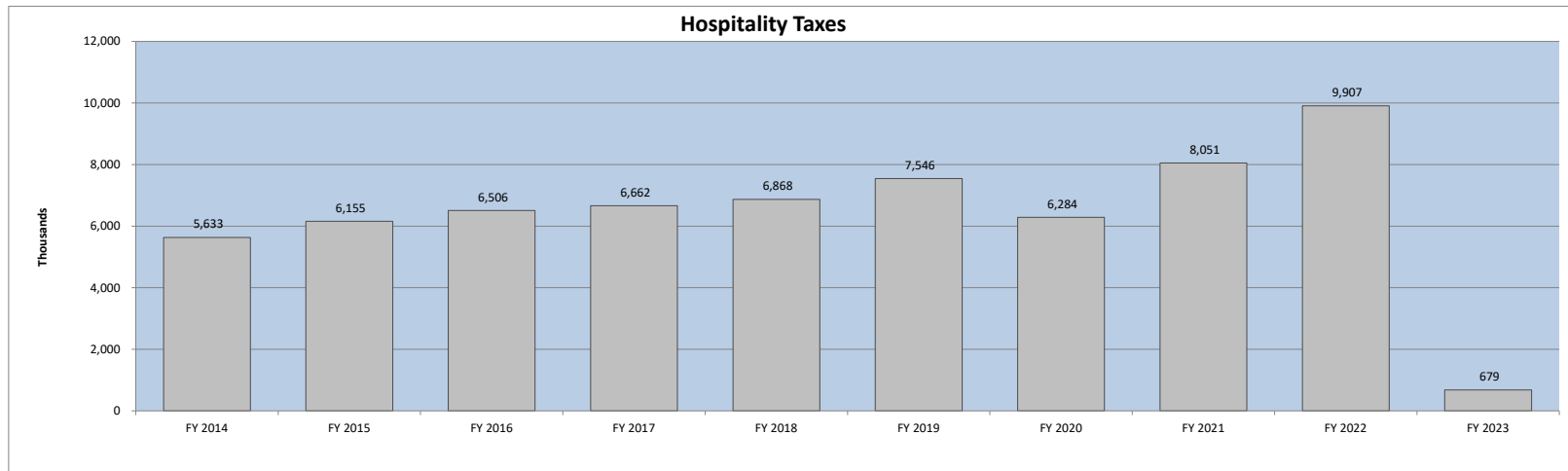
Real Estate Transfer Fee Revenue
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|----------------|----------------|---------------|--------------------------------|----------------|---------------|----------------|--------------------------------|---------------|---------------|---------------|--------------------------------|----------------|----------------|----------------|--------------------------------|---------------------------------|
| 2014 | 220,560 9% | 260,824 11% | 213,791 9% | 695,175 28% | 281,351 11% | 203,317 8% | 150,674 6% | 635,342 26% | 149,784 6% | 122,915 5% | 182,008 7% | 454,707 18% | 243,718 10% | 213,052 9% | 226,887 9% | 683,657 28% | 2,468,881 100% |
| 2015 | 221,317 9% | 199,496 8% | 188,301 7% | 609,114 24% | 253,080 10% | 150,389 6% | 268,055 11% | 671,524 26% | 160,395 6% | 114,066 4% | 229,625 9% | 504,086 20% | 215,245 8% | 263,128 10% | 271,835 11% | 750,208 30% | 2,534,932 100% |
| 2016 | 234,595 8% | 279,002 10% | 202,973 7% | 716,570 25% | 216,847 8% | 167,854 6% | 261,485 9% | 646,186 22% | 229,220 8% | 198,334 7% | 244,795 8% | 672,349 23% | 251,805 9% | 249,871 9% | 350,366 12% | 852,042 30% | 2,887,147 100% |
| 2017 | 211,072 8% | 245,654 9% | 244,422 9% | 701,148 25% | 174,911 6% | 178,434 6% | 226,500 8% | 579,845 21% | 199,693 7% | 169,245 6% | 219,557 8% | 588,495 21% | 285,421 10% | 351,313 13% | 274,090 10% | 910,824 33% | 2,780,312 100% |
| 2018 | 264,872 8% | 340,779 10% | 262,410 8% | 868,061 25% | 335,365 10% | 223,959 6% | 264,198 8% | 823,522 24% | 265,998 8% | 199,667 6% | 255,934 7% | 721,599 21% | 324,009 9% | 352,736 10% | 373,562 11% | 1,050,307 30% | 3,463,489 100% |
| 2019 | 296,001 9% | 313,882 9% | 206,316 6% | 816,199 24% | 320,404 9% | 263,233 8% | 289,595 9% | 873,232 26% | 218,269 6% | 175,129 5% | 317,464 9% | 710,862 21% | 326,829 10% | 375,085 11% | 277,900 8% | 979,814 29% | 3,380,107 100% |
| 2020 | 351,658 10% | 300,875 8% | 296,053 8% | 948,586 27% | 339,361 10% | 252,246 7% | 301,810 8% | 893,417 25% | 310,098 9% | 191,741 5% | 295,598 8% | 797,437 22% | 297,260 8% | 257,004 7% | 359,261 10% | 913,525 26% | 3,552,965 100% |
| 2021 | 507,895 7% | 633,339 9% | 590,226 8% | 1,731,460 24% | 704,857 10% | 555,031 8% | 668,553 9% | 1,928,441 27% | 426,367 6% | 393,801 6% | 618,372 9% | 1,438,540 20% | 646,491 9% | 639,417 9% | 743,536 10% | 2,029,444 28% | 7,127,885 100% |
| 2022 | 658,402 9% | 625,669 9% | 553,975 8% | 1,838,046 26% | 562,174 8% | 565,490 8% | 570,232 8% | 1,697,896 24% | 500,286 7% | 412,086 6% | 595,594 9% | 1,507,966 22% | 615,986 9% | 631,669 9% | 665,682 10% | 1,913,337 28% | 6,957,245 100% |
| 2023 | 502,466 57% | 382,365 43% | - 0% | 884,831 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 884,831 100% |



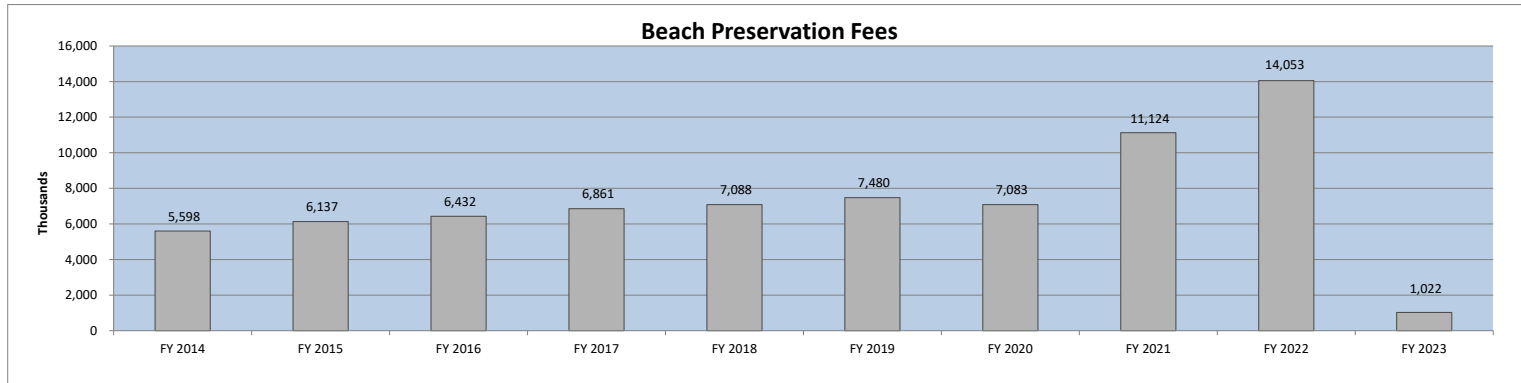
Hospitality Tax Revenue
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|---------|---------|-----------|------------------|-----------|----------|----------|------------------|-----------|----------|---------|------------------|-----------|---------|-----------|------------------|------------------|
| 2014 | - | 250,531 | 220,872 | 471,403 | 1,267,698 | 183,659 | 125,344 | 1,576,701 | 706,599 | 117,024 | 132,645 | 956,268 | 754,213 | 211,502 | 1,663,343 | 2,629,058 | 5,633,430 |
| | 0% | 4% | 4% | 8% | 23% | 3% | 2% | 28% | 13% | 2% | 2% | 17% | 13% | 4% | 30% | 47% | 100% |
| 2015 | - | 263,460 | 250,552 | 514,012 | 1,376,186 | 210,948 | 135,505 | 1,722,639 | 782,101 | 115,615 | 147,023 | 1,044,739 | 801,957 | 243,058 | 1,828,599 | 2,873,614 | 6,155,004 |
| | 0% | 4% | 4% | 8% | 22% | 3% | 2% | 28% | 13% | 2% | 2% | 17% | 13% | 4% | 30% | 47% | 100% |
| 2016 | (2,451) | 296,736 | 254,972 | 549,257 | 1,473,719 | 215,836 | 143,710 | 1,833,265 | 831,682 | 135,776 | 140,685 | 1,108,143 | 920,040 | 235,957 | 1,859,644 | 3,015,641 | 6,506,306 |
| | 0% | 5% | 4% | 8% | 23% | 3% | 2% | 28% | 13% | 2% | 2% | 17% | 14% | 4% | 29% | 46% | 100% |
| 2017 | (112) | 307,641 | 266,071 | 573,600 | 1,280,180 | 386,522 | 172,512 | 1,839,214 | 732,298 | 144,942 | 168,931 | 1,046,171 | 925,322 | 284,577 | 1,992,989 | 3,202,888 | 6,661,873 |
| | 0% | 5% | 4% | 9% | 19% | 6% | 3% | 28% | 11% | 2% | 3% | 16% | 14% | 4% | 30% | 48% | 100% |
| 2018 | (1,896) | 350,984 | 272,962 | 622,050 | 1,354,343 | 305,889 | 176,091 | 1,836,323 | 863,424 | 184,537 | 167,049 | 1,215,010 | 947,412 | 333,953 | 1,913,039 | 3,194,404 | 6,867,787 |
| | 0% | 5% | 4% | 9% | 20% | 4% | 3% | 27% | 13% | 3% | 2% | 18% | 14% | 5% | 28% | 47% | 100% |
| 2019 | (9,311) | 519,830 | 311,840 | 822,359 | 1,442,824 | 308,357 | 184,810 | 1,935,991 | 940,109 | 171,194 | 173,486 | 1,284,789 | 1,004,704 | 321,473 | 2,176,461 | 3,502,638 | 7,545,777 |
| | 0% | 7% | 4% | 11% | 19% | 4% | 2% | 26% | 12% | 2% | 2% | 17% | 13% | 4% | 29% | 46% | 100% |
| 2020 | (1,966) | 440,781 | 322,265 | 761,080 | 1,533,954 | 320,714 | 193,848 | 2,048,516 | 996,593 | 172,646 | 149,601 | 1,318,840 | 316,148 | 218,826 | 1,621,051 | 2,156,025 | 6,284,461 |
| | 0% | 7% | 5% | 12% | 24% | 5% | 3% | 33% | 16% | 3% | 2% | 21% | 5% | 3% | 26% | 34% | 100% |
| 2021 | (1,066) | 479,724 | 302,201 | 780,859 | 1,465,205 | 353,444 | 176,301 | 1,994,950 | 1,005,209 | 153,767 | 169,022 | 1,327,998 | 1,046,038 | 391,365 | 2,510,046 | 3,947,449 | 8,051,256 |
| | 0% | 6% | 4% | 10% | 18% | 4% | 2% | 25% | 12% | 2% | 2% | 16% | 13% | 5% | 31% | 49% | 100% |
| 2022 | - | 640,898 | 432,750 | 1,073,648 | 1,964,624 | 379,533 | 264,776 | 2,608,933 | 1,239,280 | 298,836 | 227,257 | 1,765,373 | 1,280,003 | 485,944 | 2,693,124 | 4,459,071 | 9,907,025 |
| | 0% | 6% | 4% | 11% | 20% | 4% | 3% | 26% | 13% | 3% | 2% | 18% | 13% | 5% | 27% | 45% | 100% |
| 2023 | - | 678,986 | - | 678,986 | - | - | - | - | - | - | - | - | - | - | - | - | 678,986 |
| | 0% | 100% | 0% | 100% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 100% |



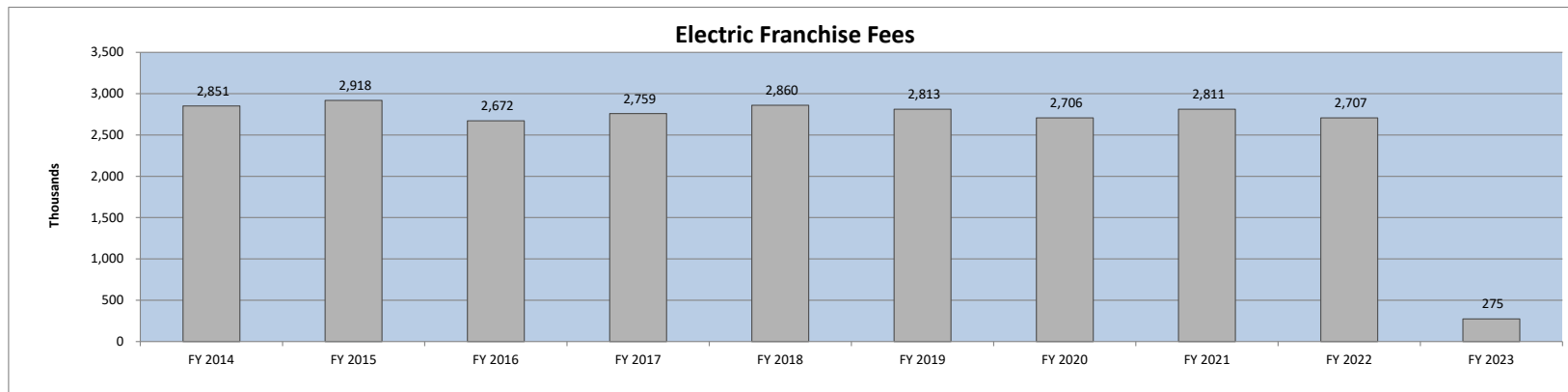
**Beach Preservation Fee Revenue
Revenues by Month/Fiscal Year**

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|---------------|-------------------|---------------|---------------------------------|------------------|---------------|---------------|--------------------------------|-----------------|---------------|---------------|--------------------------------|-----------------|---------------|------------------|--------------------------------|----------------------------------|
| 2014 | (321) 0% | 114,381 2% | 98,505 2% | 212,565 4% | 2,076,077 37% | 87,274 2% | 42,634 1% | 2,205,985 39% | 444,563 8% | 34,761 1% | 60,009 1% | 539,333 10% | 506,631 9% | 77,538 1% | 2,055,513 37% | 2,639,682 47% | 5,597,565 100% |
| 2015 | (1,229) 0% | 133,020 2% | 177,134 3% | 308,925 5% | 2,318,006 38% | 91,207 1% | 36,223 1% | 2,445,436 40% | 523,502 9% | 29,746 0% | 29,738 0% | 582,986 10% | 542,110 9% | 100,271 2% | 2,156,951 35% | 2,799,332 46% | 6,136,679 100% |
| 2016 | (1,630) 0% | 134,604 2% | 112,309 2% | 245,283 4% | 2,458,309 38% | 114,632 2% | 47,395 1% | 2,620,336 41% | 541,885 8% | 28,645 0% | 53,661 1% | 624,191 10% | 643,018 10% | 121,604 2% | 2,177,268 34% | 2,941,890 46% | 6,431,700 100% |
| 2017 | (6) 0% | 209,371 3% | 150,800 2% | 360,165 5% | 2,075,794 30% | 533,645 8% | 44,832 1% | 2,654,271 39% | 494,699 7% | 48,112 1% | 56,991 1% | 599,802 9% | 687,914 10% | 128,623 2% | 2,429,983 35% | 3,246,520 47% | 6,860,758 100% |
| 2018 | 241 0% | 162,135 2% | 101,045 1% | 263,421 4% | 2,549,276 36% | 121,035 2% | 46,379 1% | 2,716,690 38% | 658,983 9% | 34,774 0% | 44,811 1% | 738,568 10% | 747,540 11% | 120,764 2% | 2,500,837 35% | 3,369,141 48% | 7,087,820 100% |
| 2019 | 70 0% | 221,325 3% | 139,080 2% | 360,475 5% | 2,562,348 34% | 104,599 1% | 51,408 1% | 2,718,355 36% | 673,384 9% | 53,947 1% | 49,916 1% | 777,247 10% | 749,954 10% | 105,688 1% | 2,768,423 37% | 3,624,065 48% | 7,480,142 100% |
| 2020 | 24 0% | 258,863 4% | 179,335 3% | 438,222 6% | 2,659,898 38% | 154,633 2% | 111,430 2% | 2,925,961 41% | 691,810 10% | 87,032 1% | 80,367 1% | 859,209 12% | 473,735 7% | 169,631 2% | 2,216,472 31% | 2,859,838 40% | 7,083,230 100% |
| 2021 | (344) 0% | 648,756 6% | 432,509 4% | 1,080,921 10% | 2,836,113 25% | 345,421 3% | 127,533 1% | 3,309,067 30% | 975,178 9% | 100,550 1% | 122,725 1% | 1,198,453 11% | 993,091 9% | 392,361 4% | 4,149,908 37% | 5,535,360 50% | 11,123,801 100% |
| 2022 | (28) 0% | 882,878 6% | 590,824 4% | 1,473,674 10% | 4,005,343 29% | 325,065 2% | 179,837 1% | 4,510,245 32% | 1,263,145 9% | 137,627 1% | 143,302 1% | 1,544,074 11% | 1,329,278 9% | 573,551 4% | 4,622,240 33% | 6,525,069 46% | 14,053,062 100% |
| 2023 | - 0% | 1,021,679 100% | - 0% | 1,021,679 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 1,021,679 100% |



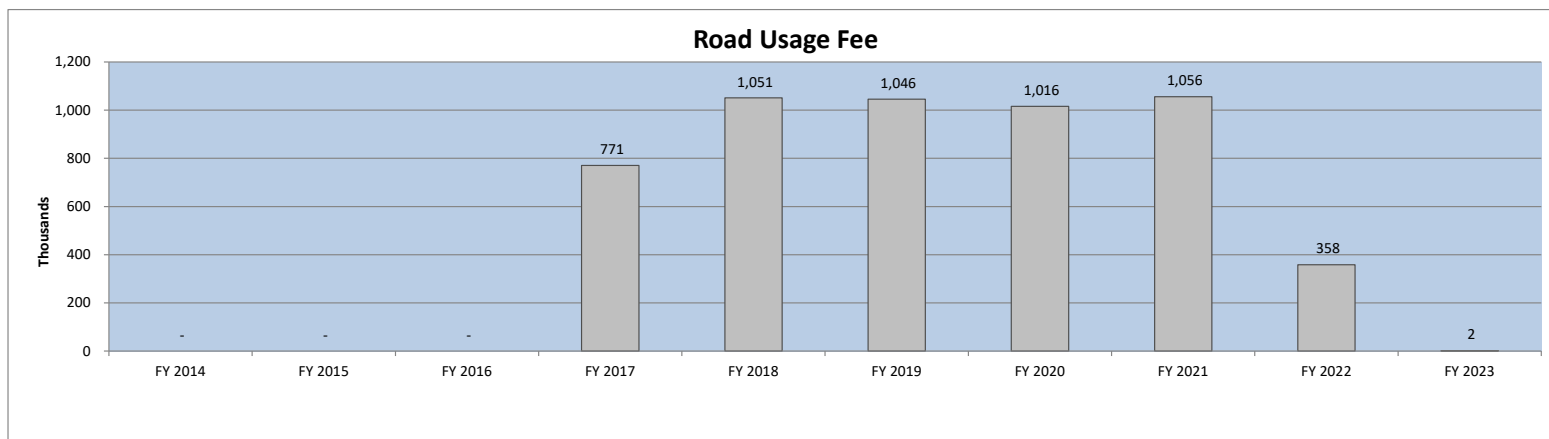
Electric Franchise Fee Revenue
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|----------------|-----------------|----------------|-------------------------------|----------------|---------------|---------------|------------------------------|---------------|----------------|----------------|------------------------------|---------------|---------------|----------------|------------------------------|---------------------------------|
| 2014 | 276,806 10% | 294,926 10% | 274,448 10% | 846,180 30% | 211,839 7% | 183,669 6% | 194,716 7% | 590,224 21% | 230,745 8% | 296,174 10% | 226,560 8% | 753,479 26% | 215,220 8% | 203,769 7% | 242,046 8% | 661,035 23% | 2,850,918 100% |
| 2015 | 295,086 10% | 309,064 11% | 291,986 10% | 896,136 31% | 220,360 8% | 193,729 7% | 213,329 7% | 627,418 21% | 228,430 8% | 264,365 9% | 262,821 9% | 755,616 26% | 211,358 7% | 196,172 7% | 231,640 8% | 639,170 22% | 2,918,340 100% |
| 2016 | 280,750 11% | 299,517 11% | 267,312 10% | 847,579 32% | 212,060 8% | 182,593 7% | 172,665 6% | 567,318 21% | - 0% | 193,842 7% | 249,866 9% | 443,708 17% | 204,750 8% | 184,120 7% | 424,509 16% | 813,379 30% | 2,671,984 100% |
| 2017 | - 0% | 300,541 11% | 333,053 12% | 633,594 23% | 289,538 10% | 219,568 8% | 165,837 6% | 674,943 24% | 168,934 6% | 207,031 8% | 209,820 8% | 585,785 21% | 179,145 6% | 216,348 8% | 468,876 17% | 864,369 31% | 2,758,691 100% |
| 2018 | - 0% | 286,171 10% | 302,024 11% | 588,195 21% | 280,004 10% | 242,318 8% | 207,471 7% | 729,793 26% | 177,218 6% | 286,059 10% | 272,016 10% | 735,293 26% | 183,936 6% | 206,385 7% | 416,234 15% | 806,555 28% | 2,859,836 100% |
| 2019 | - 0% | 284,487 10% | 300,539 11% | 585,026 21% | 287,235 10% | 225,289 8% | 176,572 6% | 689,096 25% | 217,205 8% | 231,783 8% | 247,294 9% | 696,282 25% | 179,820 6% | 197,124 7% | 465,155 17% | 842,099 30% | 2,812,503 100% |
| 2020 | - 0% | 288,444 11% | 311,185 11% | 599,629 22% | 274,894 10% | 237,022 9% | 185,439 7% | 697,355 26% | 167,418 6% | 203,003 8% | 215,289 8% | 585,710 22% | 211,820 8% | 190,958 7% | 420,531 16% | 823,309 30% | 2,706,003 100% |
| 2021 | - 0% | 283,256 10% | 313,306 11% | 596,562 21% | 292,719 10% | 221,868 8% | 200,865 7% | 715,452 25% | 162,356 6% | 239,436 9% | 240,349 9% | 642,141 23% | 212,751 8% | 207,498 7% | 436,740 16% | 856,989 30% | 2,811,144 100% |
| 2022 | - 0% | 272,172 10% | 285,109 11% | 557,281 21% | 278,301 10% | 219,717 8% | 164,483 6% | 662,501 24% | 174,764 6% | 200,129 7% | 268,048 10% | 642,941 24% | 190,369 7% | 201,218 7% | 452,814 17% | 844,401 31% | 2,707,124 100% |
| 2023 | - 0% | 274,903 100% | - 0% | 274,903 100% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | - 0% | 274,903 100% |



Road Usage Fee Revenue
Revenues by Month/Fiscal Year

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|------|--------|-----------|-----------|---------|----------|----------|-----------|---------|----------|---------|-----------|---------|--------|---------|-----------|-----------|
| 2014 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 2015 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 2016 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| 2017 | - | - | - | - | - | - | - | - | 234,219 | 177,589 | 96,349 | 508,157 | 79,193 | 89,733 | 93,611 | 262,536 | 770,694 |
| | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 30% | 23% | 13% | 66% | 10% | 12% | 12% | 34% | 100% |
| 2018 | - | 80,207 | 94,638 | 174,845 | 82,102 | 90,943 | 76,552 | 249,597 | 70,645 | 84,843 | 102,170 | 257,658 | 89,556 | 86,895 | 192,273 | 368,724 | 1,050,824 |
| | 0% | 8% | 9% | 17% | 8% | 9% | 7% | 24% | 7% | 8% | 10% | 25% | 9% | 8% | 18% | 35% | 100% |
| 2019 | - | 87,547 | 102,912 | 190,459 | 79,022 | 94,297 | 79,701 | 253,020 | 71,450 | 99,400 | 79,500 | 250,350 | 89,600 | 94,774 | 167,425 | 351,799 | 1,045,628 |
| | 0% | 8% | 10% | 18% | 8% | 9% | 8% | 24% | 7% | 10% | 8% | 24% | 9% | 9% | 16% | 34% | 100% |
| 2020 | - | 96,850 | 90,569 | 187,419 | 80,556 | 68,343 | 97,447 | 246,346 | 80,050 | 91,275 | 72,900 | 244,225 | 73,325 | 83,400 | 181,150 | 337,875 | 1,015,865 |
| | 0% | 10% | 9% | 18% | 8% | 7% | 10% | 24% | 8% | 9% | 7% | 24% | 7% | 8% | 18% | 33% | 100% |
| 2021 | - | 96,775 | 83,675 | 180,450 | 85,741 | 91,897 | 74,580 | 252,218 | 67,711 | 95,128 | 83,251 | 246,090 | 105,889 | 88,151 | 182,877 | 376,917 | 1,055,675 |
| | 0% | 9% | 8% | 17% | 8% | 9% | 7% | 24% | 6% | 9% | 8% | 23% | 10% | 8% | 17% | 36% | 100% |
| 2022 | - | 88,618 | 86,849 | 175,467 | 95,741 | 48,275 | 14,475 | 158,491 | 5,543 | 4,951 | 3,051 | 13,545 | 3,425 | 2,655 | 4,377 | 10,457 | 357,960 |
| | 0% | 25% | 24% | 49% | 27% | 13% | 4% | 44% | 2% | 1% | 1% | 4% | 1% | 1% | 1% | 3% | 100% |
| 2023 | - | 1,525 | - | 1,525 | - | - | - | - | - | - | - | - | - | - | - | - | 1,525 |
| | 0% | 100% | 0% | 100% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 100% |



New source of revenue established during FY2017.

Business-Type Activities – Stormwater Utility

**Stormwater Utility Fee Revenue
Revenues by Month/Fiscal Year**

| Fiscal Year | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
|-------------|----------|--------|-----------|---------------|---------|----------|----------|----------------|-----------|-----------|-----------|------------------|---------|--------|---------|----------------|------------------|
| 2014 | - | - | 10,201 | 10,201 | - | 20,547 | 711,021 | 731,568 | 2,385,610 | 169,137 | 33,979 | 2,588,726 | 35,865 | 25,432 | 172,508 | 233,805 | 3,564,300 |
| | 0% | 0% | 0% | 0% | 0% | 1% | 20% | 21% | 67% | 5% | 1% | 73% | 1% | 1% | 5% | 7% | 100% |
| 2015 | - | - | 21,420 | 21,420 | - | 16,821 | 431,059 | 447,880 | 2,701,529 | 185,611 | 69,130 | 2,956,270 | 19,688 | 7,572 | 98,556 | 125,816 | 3,551,386 |
| | 0% | 0% | 1% | 1% | 0% | 0% | 12% | 13% | 76% | 5% | 2% | 83% | 1% | 0% | 3% | 4% | 100% |
| 2016 | (30,865) | 39,140 | - | 8,275 | 36,028 | 267,950 | - | 303,978 | 2,843,322 | 267,273 | 69,598 | 3,180,193 | 16,958 | 22,578 | 19,418 | 58,954 | 3,551,400 |
| | -1% | 1% | 0% | 0% | 1% | 8% | 0% | 9% | 80% | 8% | 2% | 90% | 0% | 1% | 1% | 2% | 100% |
| 2017 | - | 20,819 | 193 | 21,012 | 45,892 | 6,779 | 233,754 | 286,425 | - | 2,236,860 | 788,955 | 3,025,815 | 189,339 | 12,164 | 48,250 | 249,753 | 3,583,005 |
| | 0% | 1% | 0% | 1% | 1% | 0% | 7% | 8% | 0% | 62% | 22% | 84% | 5% | 0% | 1% | 7% | 100% |
| 2018 | - | 11,824 | 18,636 | 30,460 | 12,687 | 4,850 | 444,436 | 461,973 | 2,234,819 | 1,877,991 | 54,737 | 4,167,547 | 50,417 | 21,204 | 44,035 | 115,656 | 4,775,636 |
| | 0% | 0% | 0% | 1% | 0% | 0% | 9% | 10% | 47% | 39% | 1% | 87% | 1% | 0% | 1% | 2% | 100% |
| 2019 | - | 18,968 | 32,519 | 51,487 | 22,142 | 3,859 | 356,960 | 382,961 | 2,170,577 | 2,003,012 | 144,665 | 4,318,254 | 43,223 | 16,888 | 82,988 | 143,099 | 4,895,801 |
| | 0% | 0% | 1% | 1% | 0% | 0% | 7% | 8% | 44% | 41% | 3% | 88% | 1% | 0% | 2% | 3% | 100% |
| 2020 | - | 18,433 | 29,375 | 47,808 | 20,484 | 12,844 | 323,914 | 357,242 | 2,140,418 | 2,214,336 | 59,218 | 4,413,972 | 39,589 | 12,162 | 57,850 | 109,601 | 4,928,623 |
| | 0% | 0% | 1% | 1% | 0% | 0% | 7% | 7% | 43% | 45% | 1% | 90% | 1% | 0% | 1% | 2% | 100% |
| 2021 | - | 74,796 | 21,179 | 95,975 | 12,246 | 7,528 | 411 | 20,185 | 1,125,627 | 1,389,160 | 2,124,901 | 4,639,688 | 202,620 | 23,283 | 61,416 | 287,319 | 5,043,167 |
| | 0% | 1% | 0% | 2% | 0% | 0% | 0% | 0% | 22% | 28% | 42% | 92% | 4% | 0% | 1% | 6% | 100% |
| 2022 | - | 23,865 | 27,686 | 51,551 | 11,686 | 2,225 | 630,513 | 644,424 | 1,853,509 | 2,186,267 | 198,474 | 4,238,250 | 35,536 | 58,772 | 52,542 | 146,850 | 5,081,075 |
| | 0% | 0% | 1% | 1% | 0% | 0% | 12% | 13% | 36% | 43% | 4% | 83% | 1% | 1% | 1% | 3% | 100% |
| 2023 | - | 8,769 | - | 8,769 | - | - | - | - | - | - | - | - | - | - | - | - | 8,769 |
| | 0% | 100% | 0% | 100% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 100% |

