

# FY 2019-2020 Year End Report

November 16, 2020



**RICHARDSON**  

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**TEXAS**



## Budget



Month	March	April	May	June	July	August	September	October
Expenses	6,810	9,915	13,220	16,525	21,830	24,255	27,560	30,865
Income	0	7,000	7,000	7,000	7,000	7,000	7,000	7,000
Total	6,810	2,915	6,220	9,525	14,830	17,255	20,560	23,865

# Presentation Overview

- Year End Financials across all operating funds . . .
  - General Fund
  - Water and Sewer Fund
  - Solid Waste Services Fund
  - Golf Fund
  - Hotel/Motel Tax Fund
- The focus is on the year-end performance of revenues and expenditures against the estimates developed in June 2020.



# General Fund

- The largest of the City's five operating funds.
- Provides for basic services like public safety, parks, health and community services and administration.
- Revenue from property taxes, sales taxes and franchise fees typically make up 80-85% of the fund's total revenues.



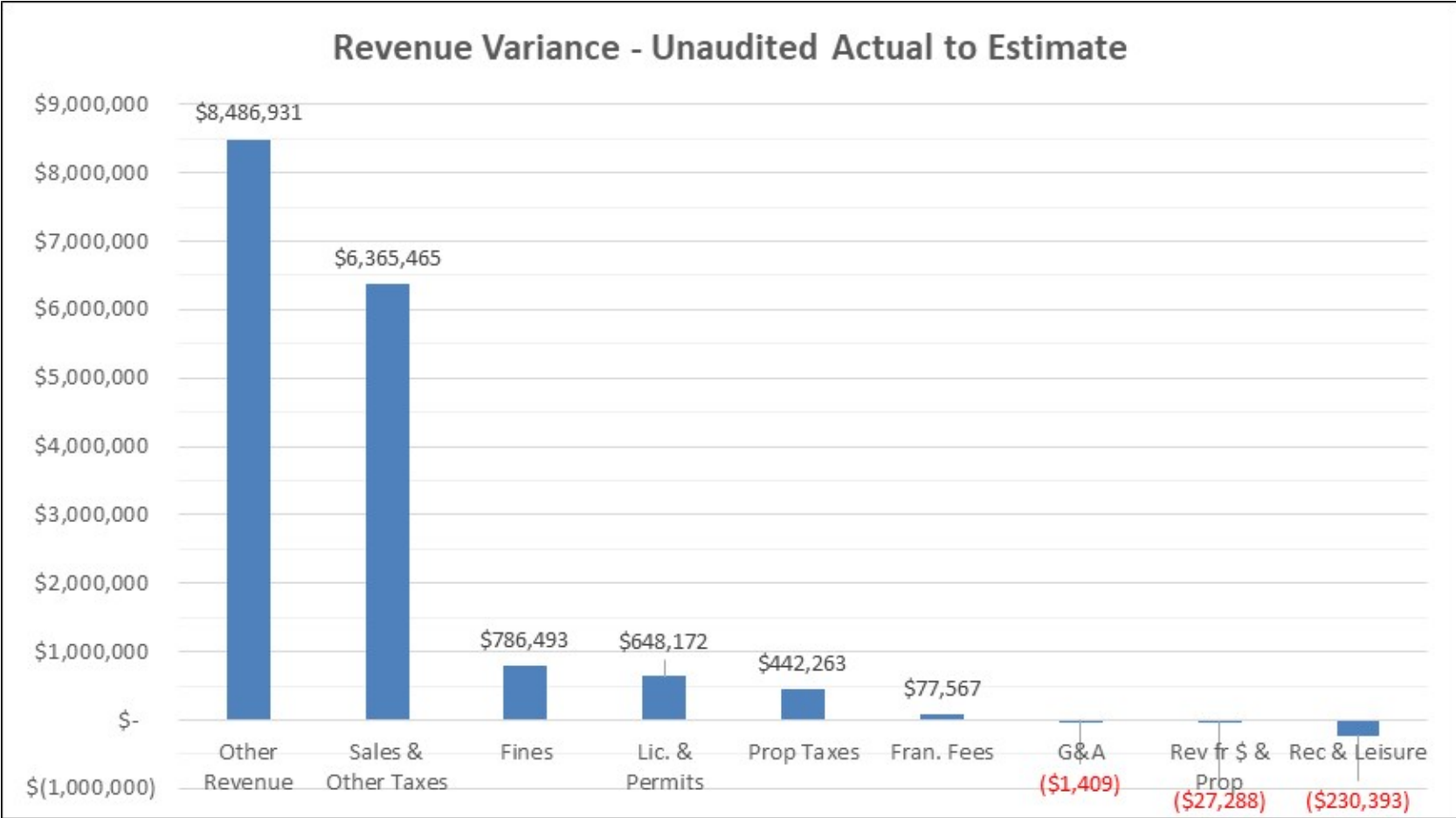
# General Fund Summary

	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Beginning Balance	\$24.5 M	\$26.8 M	\$32.5 M	\$32.5 M	\$8.0 M	\$5.7 M	-
Revenues	\$142.5 M	\$144.4 M	\$136.4 M	\$152.9 M	\$10.4 M	\$8.5 M	\$16.5 M
Expenditures & Transfers	\$134.5 M	\$143.6 M	\$137.1 M	\$140.8 M	\$6.3 M	(\$2.8 M)	\$3.7 M
Ending Balance	\$32.5 M	\$27.6 M	\$31.8 M	\$44.6 M	\$12.1 M	\$17.0 M	\$12.8 M
Days of Fund Balance	75.93	70.28	79.36	90.01			

# General Fund Revenues

	A	B	C	D	D-A	D-B	D-C
Revenue Source	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
General Property Taxes	\$57,178,216	\$63,348,865	\$62,306,183	\$62,748,446	\$5,570,230	(\$600,419)	\$442,263
Franchise Fees	17,110,594	16,718,902	16,892,162	16,969,729	(140,865)	250,827	77,567
Sales and Other Business Taxes	42,076,560	38,783,040	36,919,412	43,284,877	1,208,317	4,501,837	6,365,465
License and Permits	3,162,860	2,908,521	2,085,777	2,733,949	(428,911)	(174,572)	648,172
Fines and Forfeits	3,400,923	3,310,699	2,107,971	2,894,464	(506,459)	(416,235)	786,493
Revenue From Money/Property	1,235,946	1,108,025	850,870	823,582	(412,364)	(284,443)	(27,288)
Recreation and Leisure	3,890,521	4,010,045	1,680,891	1,450,498	(2,440,023)	(2,559,547)	(230,393)
Other Revenue	5,624,003	4,921,935	4,624,851	13,111,782	7,487,779	8,189,847	8,486,931
General & Administrative	8,811,239	9,322,204	8,901,781	8,900,372	89,133	(421,832)	(1,409)
<b>Total Revenues</b>	<b>\$142,490,862</b>	<b>\$144,432,237</b>	<b>\$136,369,898</b>	<b>\$152,917,699</b>	<b>\$10,426,837</b>	<b>\$8,485,462</b>	<b>\$16,547,801</b>

# General Fund Revenues



# General Property Taxes

- General Fund Property Tax came in \$442,000 or 0.7% over year end estimates and -0.9% below original budget.
  - Current Year taxes finished the year \$359,000 over the estimate, while Prior Year Taxes and Penalties and Interest ended the year \$83,000 above the estimate.

# Franchise Fees

- Franchise Fees ended the year \$78,000 over year-end estimate.
  - Water and sewer franchise fees increased \$124,000 over the \$4.2 million estimate as the result of higher than anticipated sales of water and sewer services.
  - Franchise from electric services finished the year (\$58,000) below the year-end estimate of \$7.9 million.
  - The remaining franchise fees finished the year a combined \$12,000 over their estimated year-end position.



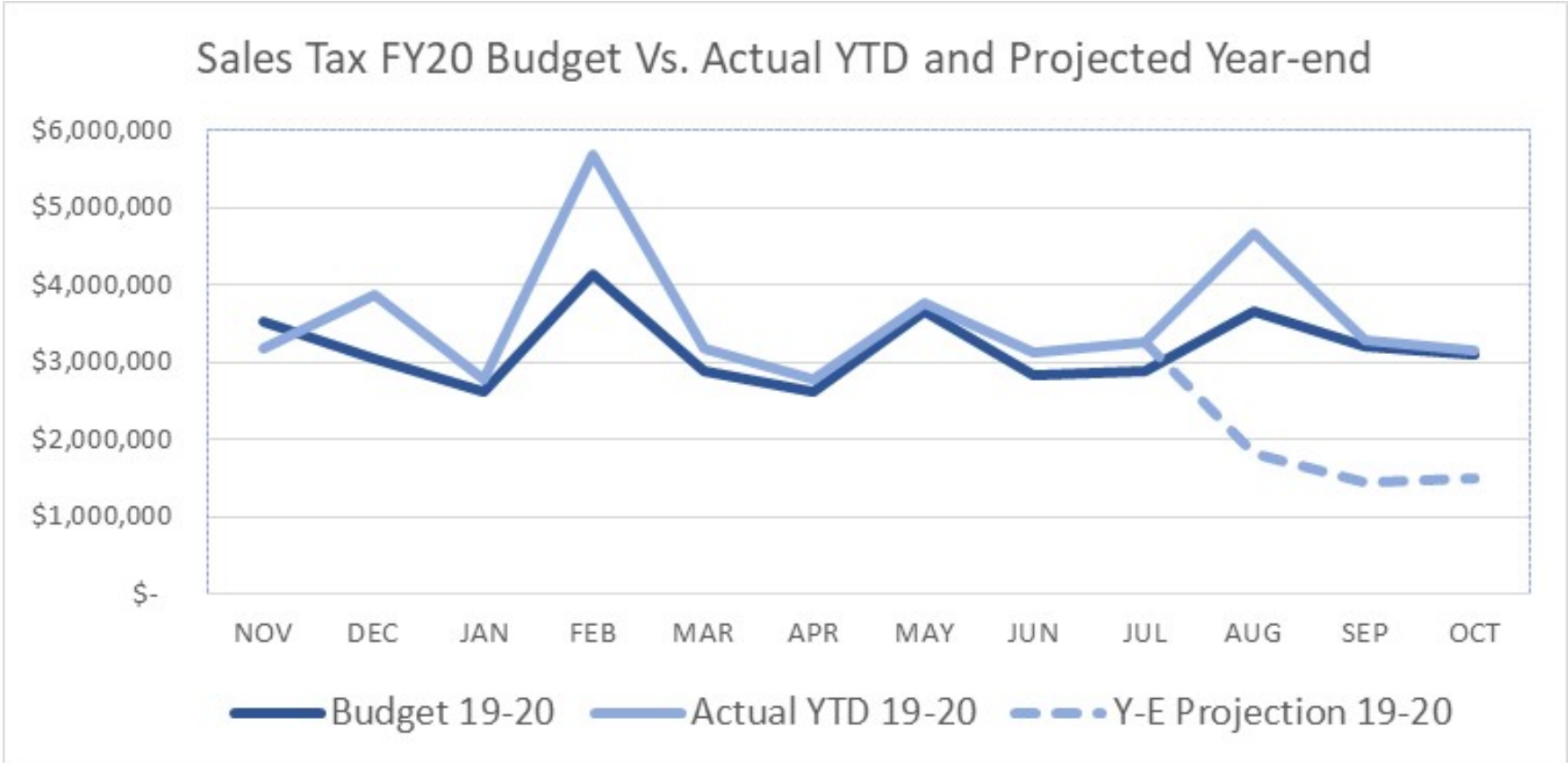
# Sales and Other Business Taxes

- Sales and Other Business Taxes finished the year \$6.4 million over the year-end estimate of \$36.9 million.
  - Total collections were \$4.5 million over the original budget.
- Sales Tax increased \$6.4 million from year end estimates ending the year at \$36.4 million, an increase of \$4.6 million from the original budget.
  - Significant audit adjustments totaled \$1.3 million.
- The Mixed Beverage and Bingo tax finished the year (\$10,000) below the combined year end estimate of \$545,000.

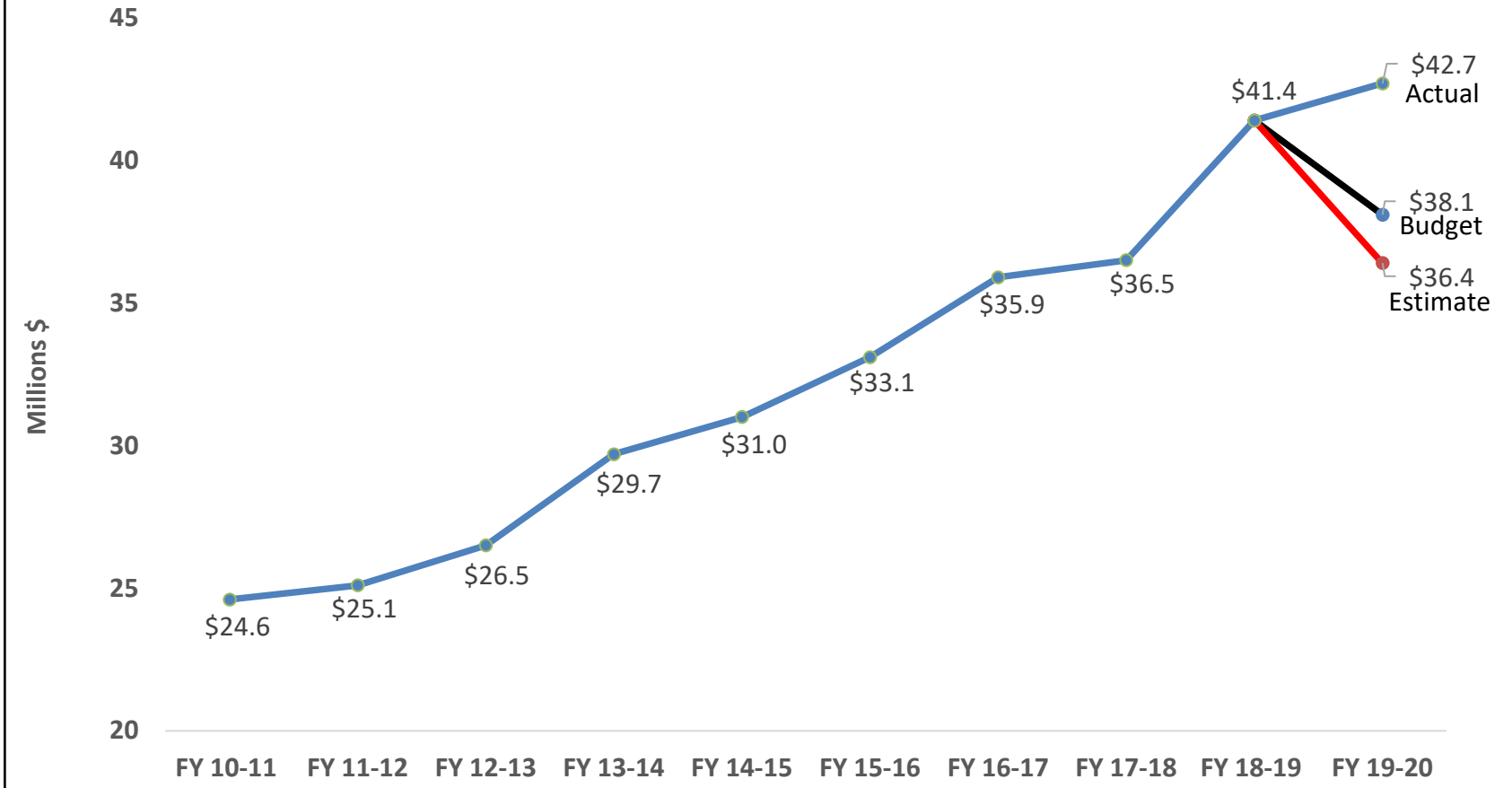
# Sales Taxes

	FY 2018-2019			FY 2019-2020				
	Base Actual	Significant State Audit Adjustments	Actual	Budget	Revised Budget	Base Actual	Significant State Audit Adjustments	Actual
NOV	\$ 3,584,617	\$ 171,044	\$ 3,755,661	\$ 3,527,224	\$ 3,165,747	\$ 3,165,747	\$ -	\$ 3,165,747
DEC	3,001,514	220,382	3,221,896	3,032,257	3,879,365	3,570,256	309,109	3,879,365
JAN	2,722,005	-	2,722,005	2,628,520	2,785,799	3,268,343	(482,544)	2,785,799
FEB	3,850,030	523,253	4,373,283	4,131,437	5,693,891	5,452,102	241,789	5,693,891
MAR	3,396,228	(528,830)	2,867,398	2,880,890	3,170,940	3,001,072	169,868	3,170,940
APR	2,569,406	557,266	3,126,672	2,603,716	2,786,084	2,503,738	282,346	2,786,084
MAY	3,554,607	-	3,554,607	3,664,104	3,757,012	3,757,012	-	3,757,012
JUN	2,781,398	402,588	3,183,986	2,820,652	3,136,182	2,996,868	139,314	3,136,182
JUL	2,731,801	220,854	2,952,655	2,876,919	3,258,159	3,079,993	178,166	3,258,159
AUG	3,809,223	258,450	4,067,673	3,657,880	<b>1,804,612</b>	4,250,761	421,103	4,671,864
SEP	3,428,036	477,403	3,905,439	3,204,939	<b>1,442,616</b>	3,274,275	-	3,274,275
OCT	3,017,350	677,220	3,694,570	3,107,195	<b>1,483,675</b>	3,159,863		3,159,863
<b>Cumulative</b>	<b>\$ 38,446,215</b>	<b>\$ 2,979,630</b>	<b>\$ 41,425,845</b>	<b>\$ 38,135,733</b>	<b>\$ 36,364,082</b>	<b>\$ 41,480,030</b>	<b>\$ 1,259,151</b>	<b>\$ 42,739,181</b>

# Sale Taxes



# Sales Tax History



Note: These figures represent Sales Tax receipts alone. They do not include Other Business Taxes.

# License and Permits

- The category increased \$648,000 or 31.1% over year-end estimate of \$2.1 million.
  - The category Building Permits increased \$616,000 over the year-end estimate of \$863,000. Included in this number is \$336,000 for the building permit for Texas Instruments' RFAB's building II.
  - The remaining 8 categories finished the year \$32,000 over the estimate of \$1.3 million.

# Fines and Forfeitures

- The category increased \$786,000 or 37.3% over year-end estimate of \$2.1 million.
  - Municipal Court revenue increased \$781,000 over the year-end estimate of \$2.1 million. This is largely due to the conservative approach we took with mid-year projections in response to the COVID pandemic.
  - Library Fines finished the year at \$32,000, an increase of \$6,000 above the estimated \$25,000.

# Recreation and Leisure

- The category decreased (\$230,000) or -13.7% from the year-end estimate of \$1.7 million.
  - The Arts Festival category finished the year (\$157,000) below the already dampened year-end estimate of \$229,000 as we recognized the full impact of refunds related to the cancelation of the arts festivals.
  - Class and Entry fees were down (\$121,000) from the mid-year projection of \$506,000 as participation in the programs continues to lag as a result of the conditions and restrictions brought on by the pandemic.
  - The remaining 9 categories finished the year \$48,000 over the estimate of \$946,000.

# Other Revenue Category

- The category increased \$8.5 million over year-end estimate of \$4.6 million.
  - \$226,000 of the increase came from the School Resource Officer reimbursement from the Richardson Independent School District. RISD now reimburses the City for half of the salaries and benefits for officers that are assigned to assist the District based on all 12 months. Previously the reimbursement was based on only 9 months.
  - Ambulance Fees increase \$730,000 due to a \$865,000 payment from the Texas Department of Health and Human Services; basically a “true-up” of the Medicaid program.
    - ❖ “Governmental ambulance providers may receive a supplemental payment if the governmental ambulance provider's allowable costs exceed the fee-for-service revenues received during the same period...”



# Other Revenue Category (continued)

- The Miscellaneous revenue category finished the year \$7.5 million above the year-end estimate of \$1.3 million as the result of \$7.2 million in CARES funding received from Dallas and Collin Counties.
  - Dallas County CARES program - \$4.8 million
  - Collin County CARES program - \$2.4 million
  - An overview of Richardson's CARES programs and projects will be discussed later in this presentation.

# Remaining Revenue

- The two remaining revenue categories of General and Administrative Charges and Revenue from Money and Property, which combine for a total \$9.7 million in revenue, decreased (\$29,000) from year end estimates.

# General Fund Expenditures

Expenditure Category	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Personal Services	\$93,277,159	\$98,892,825	\$ 93,691,422	\$93,478,792	\$201,633	(\$5,414,033)	(\$212,630)
Professional Services	9,669,927	9,917,646	9,377,067	11,194,857	1,524,930	1,277,211	1,817,790
Maintenance	4,145,373	4,938,417	4,581,257	3,573,603	(571,770)	(1,364,814)	(1,007,654)
Contracts	8,320,093	8,619,705	8,151,674	8,521,527	201,434	(98,178)	369,853
Supplies	9,024,865	9,837,528	9,307,143	8,342,968	(681,897)	(1,494,560)	(964,175)
Capital	77,834	-	-	-	(77,834)	-	-
Street Rehabilitation	3,840,383	3,840,383	3,840,383	3,840,383	-	-	-
Alley Rehabilitation	1,536,153	1,536,153	1,536,153	1,536,153	-	-	-
Parks Maintenance	768,077	412,580	412,580	412,580	(355,497)	-	-
Special Projects	2,000,000	-	-	1,800,000	(200,000)	1,800,000	1,800,000
Special Maintenance Initiative	-	-	-	1,500,000	1,500,000	1,500,000	1,500,000
IT and Traffic Initiatives	-	1,850,000	1,850,000	1,850,000	1,850,000	-	-
Economic Development	1,228,923	825,160	825,160	825,160	(403,763)	-	-
Transfer Out - Hotel/Motel	-	-	600,000	1,000,000	1,000,000	1,000,000	400,000
Equipment Replacement Fund	600,000	2,911,475	2,911,475	2,911,475	2,311,475	-	-
<b>Total Transfers &amp; Exp</b>	<b>\$134,488,787</b>	<b>\$143,581,872</b>	<b>\$137,084,314</b>	<b>\$140,787,498</b>	<b>\$6,298,711</b>	<b>(\$2,794,374)</b>	<b>\$3,703,184</b>

# General Fund Expenditures

- Total Expenditures, **excluding transfers**, finished the year even with the mid-year estimate of \$125.1 million and (\$7.1 million) or -5.4% below the original budget.
- Personal Services ended the year (\$213,000), or -0.2% below year end estimate due to personnel savings across many departments.

# General Fund Expenditures

- Professional Services ended \$1.8 Million, or 19.4% over the estimate of \$9.4 million.
  - \$821,000 of the increase has to do with professional service contracts being reactivated that were originally put on hold this summer as Sales Tax outpaced our original expectations.
  - \$1.4 Million of Economic Development costs were allocated to the General Fund.
  - The remaining accounts combined for (\$450,000) in savings across many departments.

# General Fund Expenditures

- The Maintenance category came in (\$1.0 million), or -22.0% below the year end estimate of \$4.6 million.
  - Non-essential maintenance contracts were deferred or scaled back in response to anticipated revenue loss resulting from the COVID pandemic.
    - (\$370,000) in computer hardware and software maintenance contracts
    - (\$78,000) in non-essential facilities maintenance costs
    - (\$110,000) park restroom, ballfield, playground, irrigation and pool maintenance costs

# General Fund Expenditures

- Contracts came in \$370,000 above its estimated position of \$8.2 million.
  - An additional \$182,000 was needed for telephone maintenance related to the initial move into the new Public Safety complex.
  - \$800,000 in COVID related expenses that were paid out by the end of FY 2019-2020 and that were not accounted for during the development of mid-year estimates.
  - These overages were partially offset by (\$251,000) in savings recognized from the cancelation of the Wildflower! Festival and Family 4<sup>th</sup>.
  - An additional (\$361,000) of savings across multiple departments was recognized as departments scaled back or deferred purchases in response to the economic conditions created by the current pandemic.

# General Fund Expenditures

- Supplies finished the year with (\$965,000) in savings from an estimated position of \$9.3 million.
  - The City recognized (\$397,000) in savings for electricity due to milder temperatures, as well as reduced hours at various City facilities in response to the COVID pandemic.
  - \$298,000 of this savings has either been encumbered or reserved in fund balance for delivery or completion of the items in FY 2020-2021.
  - The remaining savings represents minor savings across multiple General Fund departments.



# General Fund Expenditures

- Transfers
  - Street and Alley Rehabilitation, Parks Maintenance, Economic Development, and the Equipment Replacement Fund transfers remain as budgeted.
  - The planned \$600,000 transfer to assist the Hotel/Motel Tax Fund has been increased to \$1.0 Million to help ensure the stability of the fund during the slowdown in the hospitality industry as a result of the pandemic.

# General Fund Expenditures

- Special Projects Transfers
  - As a result of the previously discussed revenue and expenditure performance, \$1.8 million will be set aside for special projects.
  - An additional \$1.5 Million will be reserved for special maintenance initiatives consisting of one-time maintenance items that were previously deferred in response to the pandemic.

# Special Maintenance Initiatives

- Transportation - \$600,000
  - Upgrade School Zone Flashers - \$175,000
  - Phase II and III Video Detection System Installation - \$325,000
  - Increase Funding for Signs and Markings - \$100,000
- Streets - \$300,000
  - Design Supplement for Glenville Road - \$300,000
- Facilities - \$225,000
  - Replacement of building infrastructure at City Facilities - \$200,000
  - Richardson Women's Club Sidewalk and Handrail Replacements - \$25,000
- Parks - \$375,000
  - Median Enhancements - \$100,000
  - Memorial Park Veterans Recognitions Enhancements - \$185,000
  - Spring Creek Nature Area Wayfinding Signage - \$75,000
  - Breckinridge Park 911 Emergency Locator Signs - \$15,000

# CARES Act Funding

- Coronavirus Aid, Relief and Economic Security Act
  - *Coronavirus Relief Fund (CRF)* – Assist state and local governments as they respond to all aspects of the COVID-19 pandemic.
    - Received \$7.2 million (\$4.8 million Dallas County, \$2.4 million Collin County)
    - Used \$6.7 million to offset public safety base salaries for front-line responders
    - Used \$0.5 million for IT technology to support remote operations (laptops, cameras, network gear)

# CARES Act Funding (continued)

- *Provider Relief Funding* – Assist with cost of transporting uninsured COVID-19 patients and necessary supplies
  - Received \$55,000 directly from US Department of Health & Human Services
  - Offset a portion of costs of PPE purchased for the Fire Department
- *Emergency Supplemental Funding* – Assist with personal protective equipment and other supplies for first responders
  - Awarded \$121,000 from US Department of Justice – To be recorded in FY 2020-21.
  - Additional PPE supplies on order for use by Police and Fire Departments

# CARES Act Funding (continued)

- The Public Safety compensation offset under CARES funding allowed the City to set aside reserves for ongoing recovery needs.
- This reserve has allowed the City to fund multiple COVID initiatives
  - Collin County small business support program, new restroom at Breckinridge Park, HVAC and touchless plumbing upgrades at various facilities, and PPE for general employees
- \$3.9 million of fund balance is being reserved and will be utilized for the above initiatives as well as any new COVID support that is identified.

# General Fund - Fund Balance

- As part of the City's continued response to the October 20, 2019 tornado in southeast Richardson, the City will continue to reserve \$2.0 million of the original \$4.0 million of fund balance for neighborhood wall repairs and emergency preparedness capacity building.
- Fund balance will increase to 90.01 days or 10.65 days over year-end estimate of 79.36 days of fund balance. This is also an increase of 19.73 days from original budget, and 14.08 days from FY 2018-19.

# Water and Sewer Fund

- An enterprise fund and the second largest of the City's five operating funds.
- Provides for administration, operation and maintenance of the City's water and wastewater system.
- Revenue from water and sewer sales make up 98% of the fund's total revenues.
- Expenses for wholesale water and sewer treatment services make up about 65% of the fund's total expenses.





# Water and Sewer Fund Summary

	<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>D-A</b>	<b>D-B</b>	<b>D-C</b>
	<b>ACTUAL 2018-19</b>	<b>BUDGET 2019-20</b>	<b>ESTIMATED 2019-20</b>	<b>UNAUDITED ACTUAL 2019-20</b>	<b>VARIANCE ACTUAL TO ACTUAL</b>	<b>VARIANCE ACTUAL TO BUDGET</b>	<b>VARIANCE ACTUAL TO ESTIMATED</b>
Beginning Balance	\$20.2 M	\$15.67 M	\$20.7 M	\$20.7 M	\$0.5 M	\$5.0 M	-
Revenues	\$81.3 M	\$87.8 M	\$84.8 M	\$87.1 M	\$5.8 M	(\$0.7 M)	\$2.3 M
Expenditures & Transfers	\$80.8 M	\$85.5 M	\$83.4 M	\$85.3 M	\$4.5 M	(\$0.1 M)	\$1.9 M
Ending Balance	\$20.7 M	\$18.0 M	\$22.0 M	\$22.4 M	\$1.8 M	\$4.4 M	\$0.4 M
Days of Fund Balance	91.27	76.91	96.31	90.36			

# Water and Sewer Fund Revenues

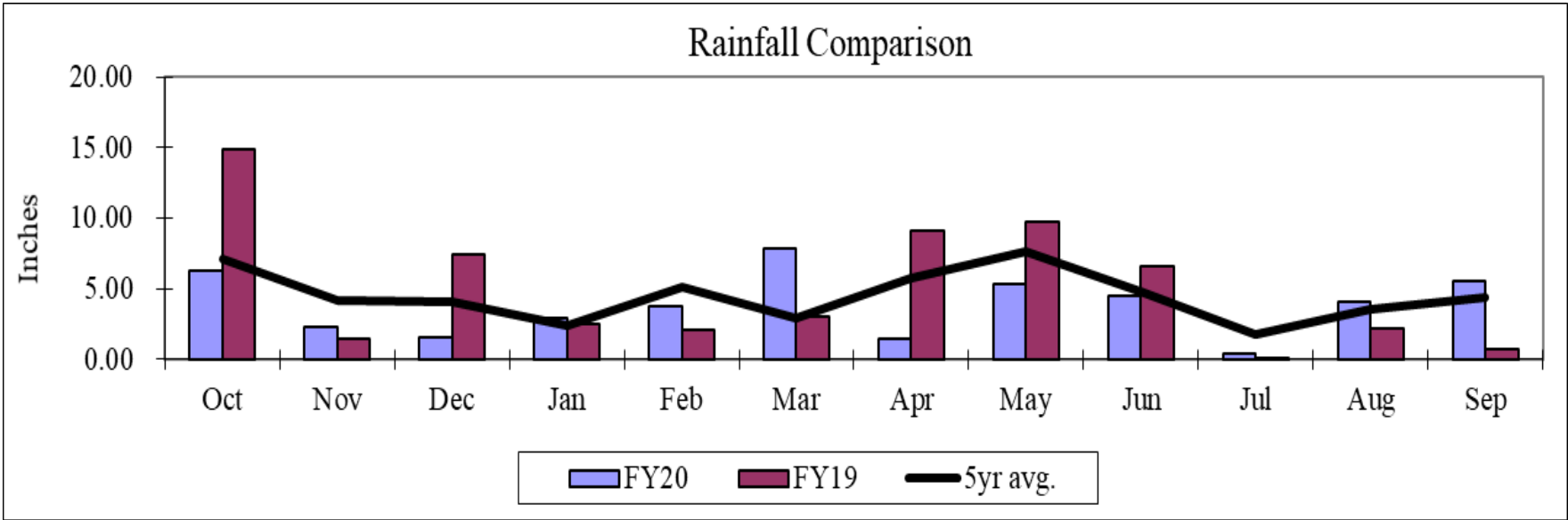
Revenue Source	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Water Sales & Charges	\$ 47,599,008	\$ 52,883,083	\$ 50,165,788	\$ 52,927,472	\$ 5,328,464	\$ 44,389	\$ 2,761,684
Sewer Sales & Charges	31,652,199	33,068,521	33,018,528	32,736,964	1,084,765	(331,557)	(281,564)
Late Charges	883,837	910,929	509,442	503,598	(380,239)	(407,331)	(5,844)
Interest Earnings	343,863	282,170	233,449	244,269	(99,594)	(37,901)	10,820
Service Fees - Others	62,105	65,824	53,679	33,770	(28,335)	(32,054)	(19,909)
Installation Charges	72,355	34,986	74,955	31,035	(41,320)	(3,951)	(43,920)
Miscellaneous	655,088	587,036	703,131	617,774	(37,314)	30,738	(85,357)
<b>Total Revenues</b>	<b>\$81,268,455</b>	<b>\$87,832,549</b>	<b>\$84,758,972</b>	<b>\$87,094,882</b>	<b>\$5,826,427</b>	<b>(\$737,667)</b>	<b>\$2,335,910</b>

# Water and Sewer Fund Revenues

- Total revenues of \$87.1 million are \$2.3 million over year-end estimates.
- Water Sales are \$2.8 million over year-end estimates.
- Sewer Sales finished the year (\$282,000) below the year end estimate of \$33.0 million.
- Remaining revenue sources of \$1.4 million finished (\$144,000) below the estimated \$1.6 million.

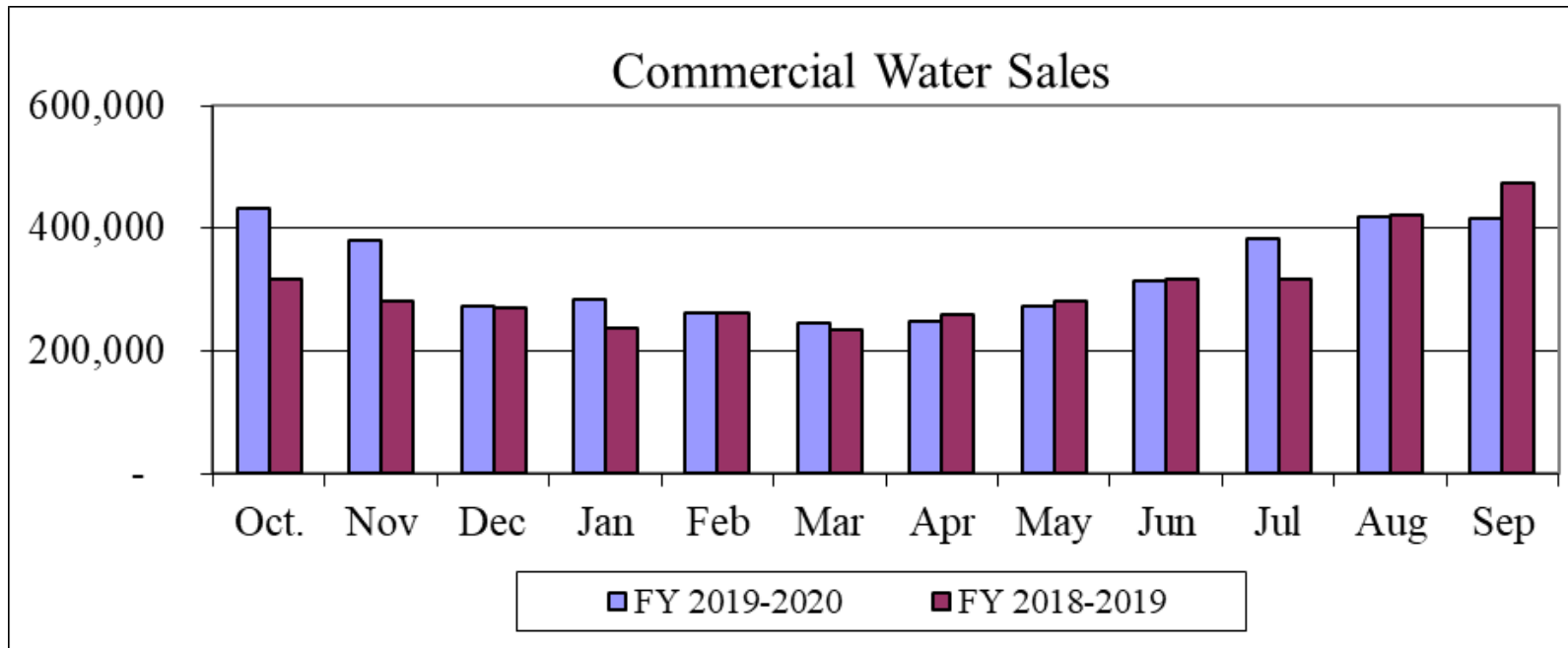
# Rainfall

- The City received 46.0” of rain in FY 2019-20, compared to the 59.7” in the previous year and the five-year average of 53.9”.



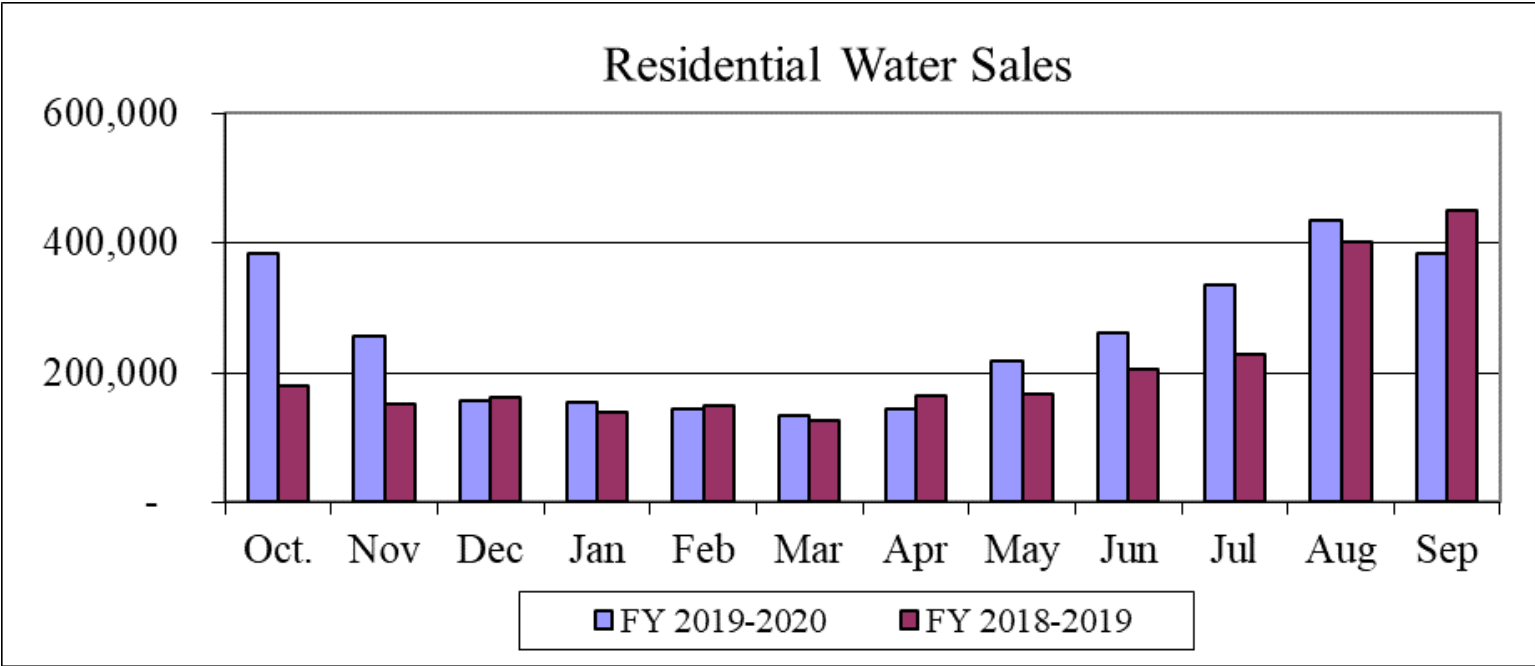
# Commercial Water Sales

- The following chart compares commercial water sales in FY 2019-20 to commercial water sales in FY 2018-19.



# Residential Water Sales

- The following chart compares residential water sales in FY 2019-20 to residential water sales in FY 2018-19.



# Water and Sewer Fund Expenditures

Expenditure Category	A	B	C	D	D-A	D-B	D-C
	ACTUAL	BUDGET	ESTIMATED	UNAUDITED	VARIANCE	VARIANCE	VARIANCE
	2018-19	2019-20	2019-20	ACTUAL	ACTUAL TO	ACTUAL TO	ACTUAL TO
				2019-20	ACTUAL	BUDGET	ESTIMATED
Personal Services	\$6,248,421	\$7,273,736	\$6,634,752	\$6,387,102	\$138,681	(\$886,634)	(\$247,650)
Professional Services	3,754,148	3,829,233	2,418,990	2,274,382	(1,479,766)	(1,554,851)	(144,608)
Maintenance	51,953,616	56,114,653	56,089,246	53,377,947	1,424,331	(2,736,706)	(2,711,299)
Contracts	1,048,386	1,222,414	1,217,874	1,406,444	358,058	184,030	188,570
Supplies	1,920,555	1,090,539	1,215,888	1,245,922	(674,633)	155,383	30,034
Capital	279,291	292,547	341,005	200,759	(78,532)	(91,788)	(140,246)
G & A	4,258,082	4,536,189	4,536,189	4,536,189	278,107	-	-
Franchise Fee	3,962,560	4,297,580	4,159,216	4,283,222	320,662	(14,358)	124,006
BABIC	466,666	466,666	466,666	466,666	-	-	-
Debt Service	6,133,000	6,330,000	6,330,000	6,330,000	197,000	-	-
Special Projects	750,000	-	-	4,800,000	4,050,000	4,800,000	4,800,000
<b>Total Transfers &amp; Exp.</b>	<b>\$80,774,725</b>	<b>\$85,453,557</b>	<b>\$83,409,826</b>	<b>\$85,308,633</b>	<b>\$4,533,908</b>	<b>(\$144,924)</b>	<b>\$1,898,807</b>

# Water and Sewer Fund Expenditures

- Total expenditures, **excluding transfers**, ended the year (\$3.0 million) below year end estimates.
- Personal Services ended the year (\$248,000), below year end estimate due to personnel savings across many departments.
- Professional Services recognized savings of (\$145,000) in current year expenditures. The majority of these funds have been encumbered for expense in FY20-21 as those services are completed.



# Water and Sewer Fund Expenditures

The Maintenance Category, which includes among other items, the cost of wholesale water and sewer treatment services, came in (\$2.7 million) under estimates.

- Wholesale water costs of \$30.8 million include a rebate of (\$929,000) based on \$0.44 per 1,000 gallons of unused water.
  - Due to the revised rate methodology the District implemented last year, this rebate was not budgeted as in years past.
- Sewer treatment costs of \$19.6 million are (\$1.4 million) lower than year-end estimates.

	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
NTMWD Water	\$ 30,820,711	\$ 32,947,740	\$ 32,947,740	\$32,018,401	\$1,197,690	(\$929,339)	(\$929,339)
NTMWD Regional Sewer	8,143,330	9,230,141	9,290,106	8,324,511	181,181	(905,630)	(965,595)
NTMWD Upper East Fork	3,980,836	4,520,381	4,602,802	4,452,284	471,448	(68,097)	(150,518)
Dallas Sewer	4,007,143	3,819,794	3,819,794	3,644,000	(363,143)	(175,794)	(175,794)
Garland Sewer	3,141,962	3,329,235	3,329,235	3,184,472	42,510	(144,763)	(144,763)
<b>Tot Water &amp; Sewer</b>	<b>\$50,093,982</b>	<b>\$53,847,291</b>	<b>\$53,989,677</b>	<b>\$51,623,668</b>	<b>\$1,529,686</b>	<b>(\$2,223,623)</b>	<b>(\$2,366,009)</b>

# Water and Sewer Fund Expenditures

- The remaining categories combine for an increase of \$202,000 over the estimated budget of \$18.3 million.
- With better-than-expected revenue and expenditure performance, \$4.8 million will be transferred to a capital fund for reinvestment in the water and sewer system's infrastructure.
- The fund finishes the year with 90.36 days of fund balance, 0.36 days over the adopted financial policy of 90 days.

# Solid Waste Services Fund

- An enterprise fund and the third largest of the City's five operating funds.
- Provides for residential and commercial solid waste collection services, including recycling and bulky item collection.
- Revenue from solid waste collections make up 95% of the fund's total revenues.
- Disposal fees make up 25% of the fund's total expenses.



# Solid Waste Services Fund Summary

	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Beginning Balance	\$4.1 M	\$3.9 M	\$3.8 M	\$3.8 M	(\$0.3 M)	(\$0.1 M)	-
Revenues	\$15.0 M	\$15.3 M	\$15.3 M	\$15.2M	\$0.3 M	(\$0.1 M)	(\$0.1 M)
Expenditures & Transfers	\$15.3 M	\$15.1 M	\$15.1 M	\$15.2 M	(\$0.1 M)	\$0.1 M	\$0.1 M
Ending Balance	\$3.8 M	\$4.1M	\$4.0 M	\$3.9 M	\$0.0 M	(\$0.2 M)	(\$0.1M)
Days of Fund Balance	91.61	99.14	96.38	92.60			

# Solid Waste Services Fund Revenues

	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Residential Collections	\$6,064,687	\$6,109,011	\$6,069,185	\$6,098,304	\$33,617	(\$10,707)	\$29,119
Commercial Collections	8,071,707	8,437,580	8,364,643	8,309,270	237,563	(128,310)	(55,373)
Rate Stabilization	-	-	-	-	-	-	-
BABIC Program	466,666	466,666	466,666	466,666	-	-	-
Other Revenue	327,146	225,000	347,654	326,011	(1,135)	101,011	(21,643)
Interest Income	55,530	54,912	44,167	39,622	(15,908)	(15,290)	(4,545)
<b>Total Revenues</b>	<b>\$14,985,736</b>	<b>\$15,293,169</b>	<b>\$15,292,315</b>	<b>\$15,239,873</b>	<b>\$254,137</b>	<b>(\$53,296)</b>	<b>(\$52,442)</b>

# Solid Waste Services Fund Revenues

- Total revenues finished the year (\$52,000) below the year-end estimate of \$15.3 million.
- Residential revenues finished the year \$29,000 above the estimate of \$6.1 million.
- Commercial Collections finished the year (\$55,000) below the estimate of \$8.4 million.
- The category Other Revenue finished the year (\$22,000) below the year end estimate of \$348,000.
- Remaining revenues of \$506,000 were (\$4,500) below estimates.

# Solid Waste Services Fund Expenditures

	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Personal Services	\$5,116,061	\$5,176,005	\$5,156,095	\$5,091,021	(\$25,040)	(\$84,984)	(\$65,074)
Professional Services	354,475	322,056	385,628	420,550	66,075	98,494	34,922
Maintenance	4,168,849	4,300,000	4,319,323	4,077,721	(91,128)	(222,279)	(241,602)
Contracts	586,371	526,326	532,539	540,675	(45,696)	14,349	8,136
Supplies	235,112	306,770	254,280	198,553	(36,559)	(108,217)	(55,727)
Capital	-	-	-	-	-	-	-
G & A Transfer	2,277,784	2,335,079	2,335,079	2,335,079	57,295	-	-
Franchise Fee	706,820	727,330	721,691	720,379	13,559	(6,951)	(1,312)
Debt Service	1,426,000	1,428,000	1,428,000	1,428,000	2,000	-	-
Special Projects	400,000	-	-	400,000	-	400,000	400,000
<b>Total Exp and Transfers</b>	<b>\$15,271,472</b>	<b>\$15,121,566</b>	<b>\$15,132,635</b>	<b>\$15,211,978</b>	<b>(\$59,494)</b>	<b>\$90,412</b>	<b>\$79,343</b>

# Solid Waste Services Fund Expenditures

- Total Expenditures, **excluding transfers**, ended the year (\$319,000) below the estimate of \$13.7 million.
- The Maintenance category recognized savings of (\$242,000) ending the year at \$4.3 million.
  - Actual disposal costs of \$37.91 per ton were (\$0.34) lower than the original NTMWD estimate of \$38.25. The City's final expense is based on a total tonnage of 100,715 tons or 15.5% of the total tonnage for the 5 member cities, compared to 104,000 tons and 15.0% used in the year-end estimate. The lower tonnage and the lower actual disposal rate contributes (\$161,000) of the total savings in the category.



# Solid Waste Services Fund Expenditures

- Personal Services ended the year (\$65,000), below year end estimate due to personnel savings across many departments.
- With combined expenses of \$5.6 million, all other expenditure categories finished the year (\$14,000) below year-end estimates.
- With better-than-expected revenue and expenditure performance, \$400,000 will be set aside for capital equipment replacement.
- Solid Waste will end the year with 92.60 days in fund balance, or 2.60 days in excess of the Council approved policy of “90 Days”.

# Golf Fund

- A special revenue fund.
- Provides for the administration, operations and maintenance of Sherrill Park Golf Course.
- Revenue from green fees make up roughly 65% of the fund's total revenues.
- Personal services expenses make up roughly 50% of the fund's total expenses.



# Golf Fund Summary

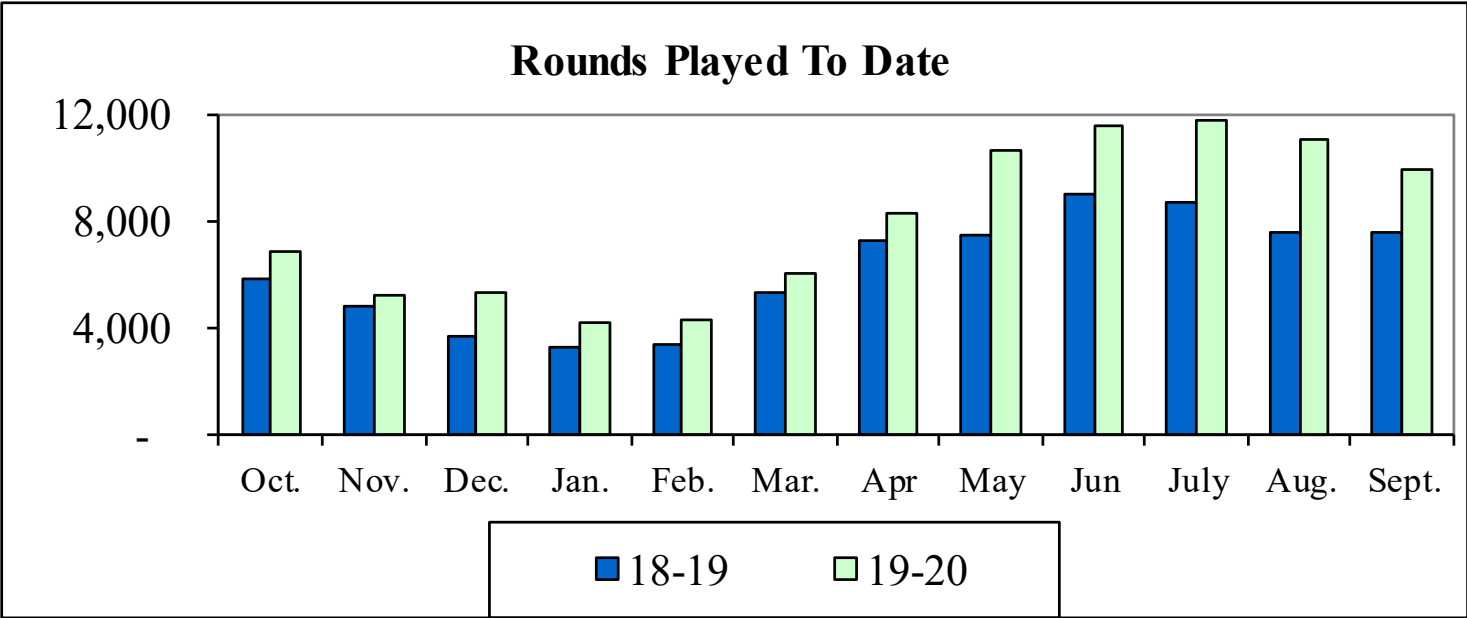
	<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>	<b>D-A</b>	<b>D-B</b>	<b>D-C</b>
	<b>ACTUAL 2018-19</b>	<b>BUDGET 2019-20</b>	<b>ESTIMATED 2019-20</b>	<b>UNAUDITED ACTUAL 2019-20</b>	<b>VARIANCE ACTUAL TO ACTUAL</b>	<b>VARIANCE ACTUAL TO BUDGET</b>	<b>VARIANCE ACTUAL TO ESTIMATED</b>
Beginning Balance	\$0.2 M	\$0.2 M	\$0.2 M	\$0.2 M	\$0.1 M	-	-
Revenues	\$2.3 M	\$2.3 M	\$2.6 M	\$2.9 M	\$0.7 M	\$0.7 M	\$0.4 M
Expenditures & Transfers	\$2.2 M	\$2.3 M	\$2.5 M	\$2.7 M	\$0.5 M	\$0.4 M	\$0.2 M
Ending Balance	\$0.2 M	\$0.2 M	\$0.3 M	\$0.5 M	\$0.2 M	\$0.3 M	\$0.1 M
Days of Fund Balance	36.68	27.56	46.80	60.39			

# Golf Fund Revenues

	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Green Fees	\$1,478,148	\$1,531,009	\$1,739,697	\$1,986,521	\$508,373	\$455,512	\$246,824
Cart Fees	625,626	632,919	701,174	790,671	165,045	157,752	89,497
Restaurant	38,394	39,155	41,623	47,735	9,341	8,580	6,112
Merchandise Sales	14,701	16,904	14,639	16,312	1,611	(592)	1,673
Driving Range	46,634	48,639	43,367	49,546	2,912	907	6,179
Lessons	16,916	15,505	16,107	19,502	2,586	3,997	3,395
Miscellaneous	29,023	11,496	34,532	34,680	5,657	23,184	148
Transfer In - General Fund	-	-	-	-	-	-	-
Interest Earnings	2,323	1,173	3,598	4,860	2,537	3,687	1,262
<b>Total Revenues</b>	<b>\$2,251,765</b>	<b>\$2,296,800</b>	<b>\$2,594,737</b>	<b>\$2,949,827</b>	<b>\$698,062</b>	<b>\$653,027</b>	<b>\$355,090</b>

# Rounds Played

- Rounds played of 95,689 are 21,112 over the 74,577 played in 2018-2019.



# Golf Fund Revenues

- Revenue from green fees finished the year \$247,000 over year-end estimates of \$1.7 million.
- Cart Fees increased \$89,000 from the \$701,000 year end estimate.
- Remaining revenues totaling \$173,000 are \$19,000 over estimates.

# Golf Fund Expenditures

	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Personal Services	\$1,143,050	\$1,199,430	\$1,185,192	\$1,182,923	\$39,873	(\$16,507)	(\$2,269)
Professional Services	238,203	222,275	222,225	224,454	(13,749)	2,179	2,229
Maintenance	234,654	245,888	244,000	274,822	40,168	28,934	30,822
Contracts	127,549	149,964	141,979	145,571	18,022	(4,393)	3,592
Supplies	350,954	394,500	377,000	363,594	12,640	(30,906)	(13,406)
Capital	-	-	21,000	-	-	-	(21,000)
G & A	101,686	104,228	104,228	104,228	2,542	-	-
Golf Operations Reserve	-	-	200,000	425,000	425,000	425,000	225,000
<b>Total Expenditures and Transfers</b>	<b>\$2,196,096</b>	<b>\$2,316,285</b>	<b>\$2,495,624</b>	<b>\$2,720,592</b>	<b>\$524,496</b>	<b>\$404,307</b>	<b>\$224,968</b>

# Golf Fund Expenditures

- Total Expenditures, **excluding transfers**, finished the year even with the year-end estimate of \$2.3 million.
- As a result of the additional revenue generated by Sherrill Park, the operations reserve is being increased from \$200,000 to \$425,000.
- The fund will end the year with 60.39 days in fund balance, in compliance with the adopted financial policy of “30 building to 60 days”.



# Hotel/Motel Tax Fund

- Provides for the administration, operations and maintenance of the Charles W. Eisemann Center, parking garage, Convention and Visitors Bureau and annual grants to local arts organizations.
- Revenue from hotel/motel occupancy taxes and revenue from the operation of the Charles W. Eisemann Center and Parking garage are the main sources of the fund's total revenues.
- Eisemann Center operations make up roughly 75% of the fund's total expenses.



# Hotel/Motel Tax Fund Summary

	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Beginning Balance	\$3.2 M	\$2.5 M	\$3.1 M	\$3.1 M	(\$0.2 M)	\$0.5 M	-
Revenues	\$6.6 M	\$6.5 M	\$4.1 M	\$4.6 M	(\$2.0 M)	(\$1.9 M)	\$0.4 M
Expenditures	\$6.7 M	\$6.4 M	\$5.1 M	\$4.7 M	(\$2.1 M)	(\$1.8 M)	(\$0.5 M)
Ending Balance	\$3.1 M	\$2.6 M	\$2.1 M	\$3.0 M	(\$0.1 M)	\$0.3 M	\$0.9 M

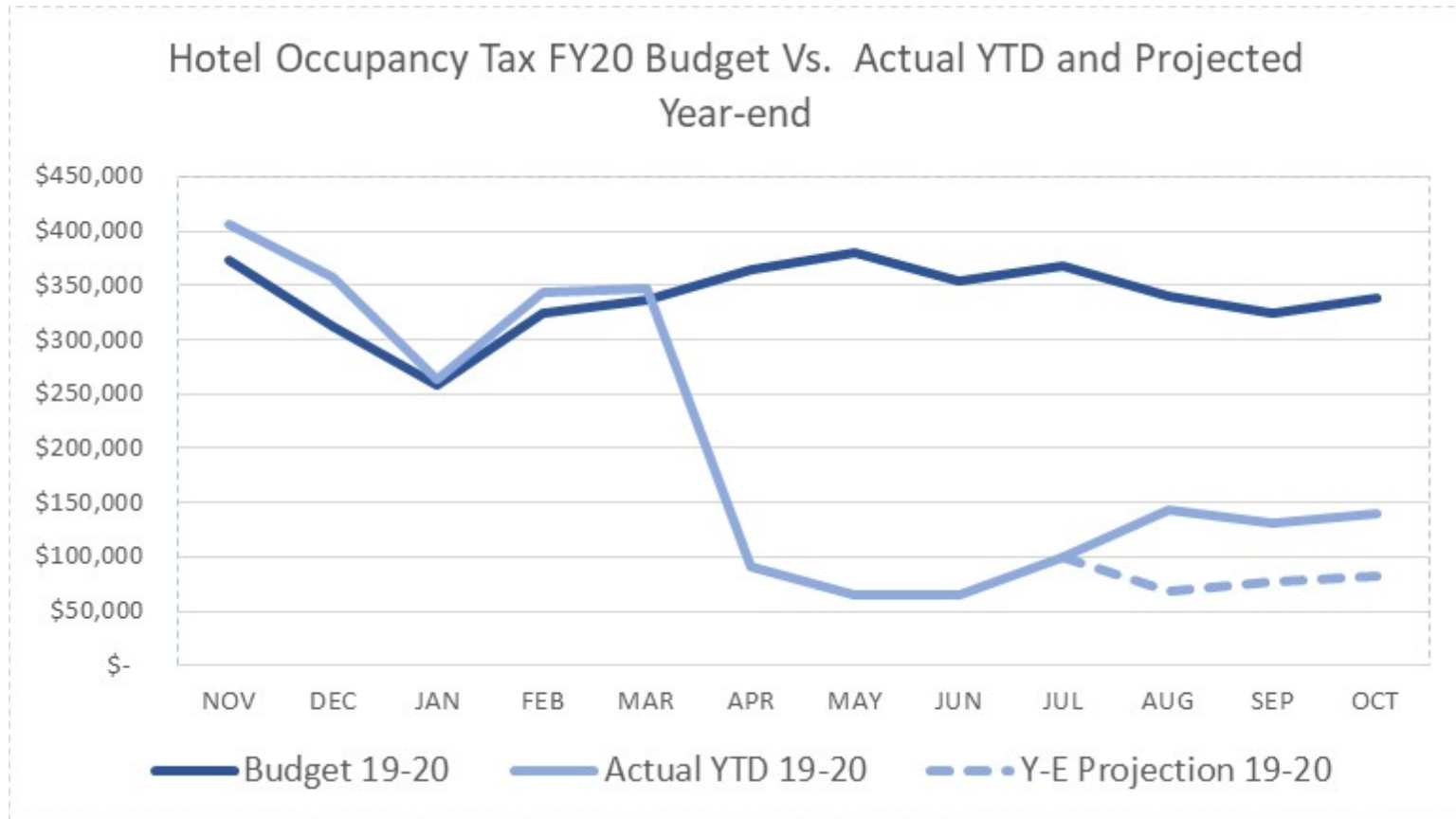
# Hotel/Motel Tax Fund Revenues

	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Tax Revenues	\$4,244,866	\$4,073,310	\$2,266,145	\$ 2,452,797	(1,792,069)	(1,620,513)	186,652
Parking Fees	239,005	238,000	111,382	115,658	(123,347)	(122,342)	4,276
Eisemann Center	2,019,781	2,127,000	1,141,225	946,757	(1,073,024)	(1,180,243)	(194,468)
General Fund Support	-	-	600,000	1,000,000	1,000,000	1,000,000	400,000
Interest Income	79,054	70,000	30,872	50,417	(28,637)	(19,583)	19,545
<b>Total Revenues</b>	<b>\$6,582,706</b>	<b>\$6,508,310</b>	<b>\$4,149,624</b>	<b>\$4,565,629</b>	<b>(\$2,017,077)</b>	<b>(\$1,942,681)</b>	<b>\$416,005</b>

# Hotel/Motel Tax Fund Revenues

- Total revenues finished the year \$416,000 over year-end estimates.
- Hotel occupancy taxes ended the year \$187,000 over the estimate \$2.3 million.
- Eisemann Center revenues finished the year (\$195,000) below the mid-year estimates of \$1.1 million as we continue to see the impact of the COVID-19 pandemic.
- Parking Fees finished the year \$4,000 over mid-year estimates of \$111,000.
- Interest earnings finished the year up \$20,000 above the year-end estimate of \$31,000.
- As we continue to see a slow recovery in the hospitality industry, the General Fund transfer is being increased from \$600,000 to \$1,000,000 to help maintain the stability of the fund.

# Hotel/Motel Occupancy Taxes



# Hotel/Motel Tax Fund Expenditures

	A	B	C	D	D-A	D-B	D-C
	ACTUAL 2018-19	BUDGET 2019-20	ESTIMATED 2019-20	UNAUDITED ACTUAL 2019-20	VARIANCE ACTUAL TO ACTUAL	VARIANCE ACTUAL TO BUDGET	VARIANCE ACTUAL TO ESTIMATED
Operating Expenditures	\$4,765,873	\$4,933,892	\$4,293,462	\$3,866,363	(\$899,510)	(\$1,067,529)	(\$427,099)
Capital Renewal Expenditures	787,557	300,000	98,327	60,607	(\$726,950)	(\$239,393)	(\$37,720)
Other Uses	519,531	453,200	433,700	426,365	(93,166)	(26,835)	(7,335)
Transfer To General Fund - CVB	317,826	392,847	322,424	321,011	3,185	(71,836)	(1,413)
G & A	350,000	350,000	-	-	(350,000)	(350,000)	-
<b>Total Expenditures and Transfers</b>	<b>\$6,740,787</b>	<b>\$6,429,939</b>	<b>\$5,147,913</b>	<b>\$4,674,346</b>	<b>(\$2,066,441)</b>	<b>(\$1,755,593)</b>	<b>(\$473,567)</b>

# Hotel/Motel Tax Fund Expenditures

- Total Expenditures and Transfers are (\$474,000) below year-end estimate.
- Eisemann Center operating expenditures finished the year (\$361,000) below the year-end estimates.
  - Eisemann Operations contributing (\$240,000) of that savings.
  - Eisemann Presents an additional (\$121,000) in cost containment.
- The Parking Garage finished (\$66,000) under year-end estimates.

# Hotel/Motel Tax Fund Expenditures

- Capital Renewal Expenditures shows current year savings of (\$38,000) from a year-end estimate of \$98,000 as projects were put on hold until conditions in the fund improve.
- Convention and Visitors Bureau transfer was reduced to match the actual CVB expenditures recorded in the General Fund.





**RICHARDSON**

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**T E X A S**