



Finance Director
636-537-4726

MEMO

DATE: April 26, 2016
TO: Mike Geisel, Co-Interim City Administrator
FROM: Craig D. White, Finance Director *CDW*
RE: Financial Update

2015 Financial Statements

We are still waiting on the auditors to complete their review of the financial statements but I anticipate that the City will once again receive a clean audit report, with no reportable issues, and receive the GFOA's Certificate of Achievement for Excellence in Financial Reporting.

The Financial Statement section of the attached reports shows the 2015 results of the General Fund, Parks Sales Tax Fund, and Capital Improvement Sales Tax Fund. Before looking at the numbers it is important to point out that the "Final Revised Budget" excludes amounts that were encumbered but not spent during FY2015. For example, during 2015 City Council authorized a contract to purchase police vehicles totaling \$242,000. This transaction was not completed until 2016. In accord with Generally Accepted Budget Procedures, the budgeted/encumbered dollars were removed from the 2015 budget and added to the 2016 budget. A listing of all such transactions will be provided to the F&A Committee at the May meeting. It is important to clarify that this only occurs when the City has encumbered budgeted funds by entering into an agreement that is not completed until the following year. Any unobligated budget dollars are simply unavailable after year-end and add to the fund reserve balance.

General Fund Revenues

General Fund revenues finished the year \$436,258 below budget. This is largely due to the significant decreases in utility gross receipts tax and court fines and forfeitures which were slightly offset by modest increases in the City's other revenue sources.

The primary reason for the decrease in utility tax was the continued downward trend that area municipalities have experienced due to the drop in land-line phones and cellphone companies that are not charging the utility tax on the data plan and prepaid wireless activity. As telecommunication companies change product offerings and pricing, they contend that the "new" revenues are not subject to the utility tax. There are ongoing efforts from the Missouri Municipal League and others to change this practice through litigation. The gas and water utility revenues were also slightly below budget due to a relatively mild winter and wet summer.

Court Fines and Fees fell below budget due to a combination of factors. First, the total number of cases filed in Chesterfield – from traffic violations, shoplifting, etc. – has decreased approximately 20% since FY2014. Second, under Senate Bill 5, courts are no longer able to suspend drivers' licenses for failure to appear in court or failure to pay a fine for a minor traffic violation. The absence of "failure to appear" charges reduces the City's court fines by an estimated \$3,500 each month.

General Fund Expenditures

General Fund Expenditures came in \$983,254 under budget during FY2015. As noted earlier, this favorable budget to actual performance is AFTER dollars our taken out of the budget for encumbered funds that will be expended in FY2016. The favorable budget performance was due to three primary factors.

The relatively mild winter required less effort for snow removal. As you can see, the Street and Vehicle Sewer Maintenance expenditures were furthest under budget (a combined \$471,841 below). This varies from year-to-year due to the weather and the expenditures budgeted during FY2015 would have been insufficient to cover the snow related costs in some other years.

The second factor is the savings from budgeted personnel expenditures. As we have discussed in the past, the City's practice has been to budget at "full employment", meaning that the impact of turnover is not estimated, because there is no way to anticipate the volume, timing, and classification of positions that will be open during a given year. As a result, the City has always realized "budgetary savings" as actual expenditures finish below budget. During FY2015, this practice, combined with better than expected insurance costs (health insurance premiums actually decreased from the prior year), resulted in savings of \$503,685. I would like to remind you that the 2016 budget was approved assuming personnel expenditures at \$330,000 less than full employment.

As discussed during the FY2016 budget process, members of Council have occasionally suggested that the City's practice of budgeting personnel expenditures at "full employment" causes a disconnect between budget and actual expenditures. To account for this in 2016, City Council approved an offsetting personnel expenditure account to each Division based on that Division's historical personnel savings. The total General Fund Personnel Expenditure Offset is \$330,000 during FY2016. This is simply an estimate designed to make each Division's budgetary expenditures comparable to the prior year. Please keep in mind that there is no way to determine which division will actually realize these budgetary savings, if they are in fact realized. For instance, over the past 4 years, the Police Department has had personnel savings as high as \$230,794 and as low as \$19,426. As such, Staff reserves the right to reallocate the General Fund's \$330,000 offset throughout the year based on where savings are actually realized. In other words, the \$330,000 General Fund offset will remain unchanged but the allocation among Divisions will be updated to reflect actual budgetary savings.

The third reason for the positive budget results is the City's conservative spending practices. As the Finance Director, I am continually impressed with how aggressively Staff pursues the best deals for the City. It is clear that Staff is interested in paying, and has an understanding of what is, the best fair price. I monitor all cash disbursements and can assure you that there is no City department that spends available budgetary dollars

just because they can at the end of the year. I know this is not the case everywhere from my time auditing other area governments.

General Fund – Fund Balance

Due to the activity noted above, the City's ending Fund Balance will be \$12,581,029. This is significantly favorable to the projected Fund Balance \$12,018,792 which was included in the FY2016 budget.

Parks Sales Tax Fund

The Parks Sales Tax Fund also finished favorable to the amount projected during the FY2016 budget process, \$2,870,583 versus \$2,762,105. Similar to the General Fund, this is due to a combination of savings from personnel and prudent spending practices.

On the revenue side sales taxes were below budget due to the compounding effect of retail sales that missed the 2014 projections which were then built into the 2015 budget estimates. Although short of budget, sales tax revenues were actually up \$143,719 or 2.1% from FY2014. It should be noted that this revenue is highly susceptible to the time in which the state processes the remitted taxes. To put this impact into perspective, December 2015 sales tax revenues were \$37,650 (6.3%) BELOW December 2014. Sales tax revenues the following month, January 2016, were \$74,882 (10.9%) ABOVE January 2015. Grant revenue was also under budget due to grants that the City did not receive in FY2016. Parks charges and fees finished 10% over budget for the year. This primarily reflects increased facility usage and favorable weather as there were minimal price increases. Overall I am very pleased with the results of Parks operations.

Capital Improvement Sales Tax Fund

The Capital Improvement Sales Tax Fund was very similar to the Parks Sales Tax Fund. The sales tax base is identical for the two funds and will always increase/decrease unison (although the Capital Improvement Tax must give up 15% to a County tax pool). On the other hand, General Fund revenues are derived from the sales tax pool which has not typically performed at Chesterfield's level. Grant revenues were also slightly below budget due to projects that will not be completed until 2016. The grant revenue is only recognized up to the point that reimbursable expenditures have been incurred prior to the end of the fiscal year.

As a reminder, it has been the Council's policy to spend Capital Improvement Sales Tax revenues on capital improvements during the year they are received. The Fund Balance was \$3,283,353 at the end of 2015 due to the timing of projects, the fact that several projects came in below budget, and sales tax collections exceeding last year's record high. This Fund Balance will be paid down as unfinished 2015 projects are completed during FY2016.

REVENUE TAX GRAPHS

Revenue graphs follow the FY2015 financial information. I will include 2016 Financial Reports for each fund during the May update as we will have a full quarter of revenues in the books for each of the City's major sources. This will include sales tax revenue received in May, for the month ending March 31, as those numbers will be available prior to the completion of this report.

Please let me know if you have any questions or would like additional information.

CITY OF CHESTERFIELD, MISSOURI
Budgetary Comparison Schedule - General Fund
For the year ended December 31, 2015

	Original Budget	Final Revised Budget	Actual	Variance with Final Budget Positive (Negative)
REVENUES				
Municipal taxes:				
Utility gross receipts	\$ 7,651,022	\$ 7,651,022	\$ 7,214,764	\$ (436,258)
Sales taxes	6,911,844	6,911,844	6,976,044	64,200
Total municipal taxes	<u>14,562,866</u>	<u>14,562,866</u>	<u>14,190,808</u>	<u>(372,058)</u>
Licenses and permits	<u>1,573,888</u>	<u>1,573,888</u>	<u>1,533,307</u>	<u>(40,581)</u>
Intergovernmental:				
Motor fuel and vehicle sales taxes	1,787,307	1,787,307	1,860,917	73,610
Cigarette tax	119,915	119,915	141,060	21,145
Road and bridge tax	1,784,932	1,784,932	1,792,462	7,530
Grants and other	504,039	504,039	424,425	(79,614)
Total intergovernmental	<u>4,196,193</u>	<u>4,196,193</u>	<u>4,218,864</u>	<u>22,671</u>
Charges for services:				
Inspection and subdivision fees	27,984	27,984	33,325	5,341
Zoning applications	10,000	10,000	20,857	10,857
Police reports	7,500	7,500	7,614	114
False alarms	24,000	24,000	24,275	275
Other charges	24,233	24,233	25,640	1,407
Total charges for services	<u>93,717</u>	<u>93,717</u>	<u>111,711</u>	<u>17,994</u>
Court fines and forfeitures	<u>1,238,558</u>	<u>1,238,558</u>	<u>1,065,157</u>	<u>(173,401)</u>
Investment income	<u>18,000</u>	<u>18,000</u>	<u>47,586</u>	<u>29,586</u>
Miscellaneous	<u>33,496</u>	<u>144,281</u>	<u>236,677</u>	<u>92,396</u>
Total revenues	<u>21,716,718</u>	<u>21,827,503</u>	<u>21,404,110</u>	<u>(423,393)</u>
EXPENDITURES	<u>20,219,416</u>	<u>20,194,101</u>	<u>19,210,847</u>	<u>(983,254)</u>
Excess of revenues over expenditures	<u>1,497,302</u>	<u>1,633,402</u>	<u>2,193,263</u>	<u>559,861</u>
OTHER FINANCING SOURCES (USES)				
Transfers in	58,100	58,100	52,286	(5,814)
Transfers out	(1,521,438)	(4,122,842)	(4,125,189)	(2,347)
Sale of capital assets	<u>150,000</u>	<u>150,000</u>	<u>112,485</u>	<u>(37,515)</u>
Total other financing sources (uses), net	<u>(1,313,338)</u>	<u>(3,914,742)</u>	<u>(3,960,418)</u>	<u>(45,676)</u>
Net change in fund balance	<u>\$ 183,964</u>	<u>\$ (2,281,340)</u>	<u>\$ (1,767,155)</u>	<u>\$ 514,185</u>

CITY OF CHESTERFIELD, MISSOURI
Budgetary Comparison Schedule - General Fund
For the year ended December 31, 2015

	<u>Original Budget</u>	<u>Final Revised Budget</u>	<u>Actual</u>	<u>Variance with Final Budget Positive (Negative)</u>
EXPENDITURES				
General government:				
Legislative - Mayor's Office and City Council	<u>\$ 78,799</u>	<u>\$ 78,799</u>	<u>\$ 68,671</u>	<u>\$ 10,128</u>
Administrative:				
City clerk	220,101	226,213	213,458	12,755
City Administrator	309,623	309,623	307,191	2,432
Economic development	237,934	237,934	221,219	16,715
Finance	485,783	485,783	469,520	16,263
Central services	1,285,130	1,315,446	1,264,109	51,337
Information systems	<u>670,441</u>	<u>671,629</u>	<u>627,434</u>	<u>44,195</u>
Total administrative	<u>3,209,012</u>	<u>3,246,628</u>	<u>3,102,931</u>	<u>143,697</u>
Police services	<u>9,606,474</u>	<u>9,600,749</u>	<u>9,323,353</u>	<u>277,396</u>
Judicial	<u>258,144</u>	<u>258,144</u>	<u>252,978</u>	<u>5,166</u>
Planning and zoning	<u>963,161</u>	<u>963,161</u>	<u>914,187</u>	<u>48,974</u>
Public works:				
Administration and engineering	1,023,356	1,021,491	998,370	23,121
Street and sewer maintenance	3,198,261	3,025,885	2,741,739	284,146
Vehicle maintenance	1,013,759	1,013,309	825,614	187,695
Building maintenance	839,950	957,435	957,351	84
Street lighting	<u>28,500</u>	<u>28,500</u>	<u>25,653</u>	<u>2,847</u>
Total public works	<u>6,103,826</u>	<u>6,046,620</u>	<u>5,548,727</u>	<u>497,893</u>
Total expenditures	<u><u>\$ 20,219,416</u></u>	<u><u>\$ 20,194,101</u></u>	<u><u>\$ 19,210,847</u></u>	<u><u>\$ 983,254</u></u>

CITY OF CHESTERFIELD, MISSOURI
Budgetary Comparison Schedule
Parks Sales Tax Fund - Special Revenue Major Fund
For the year ended December 31, 2015

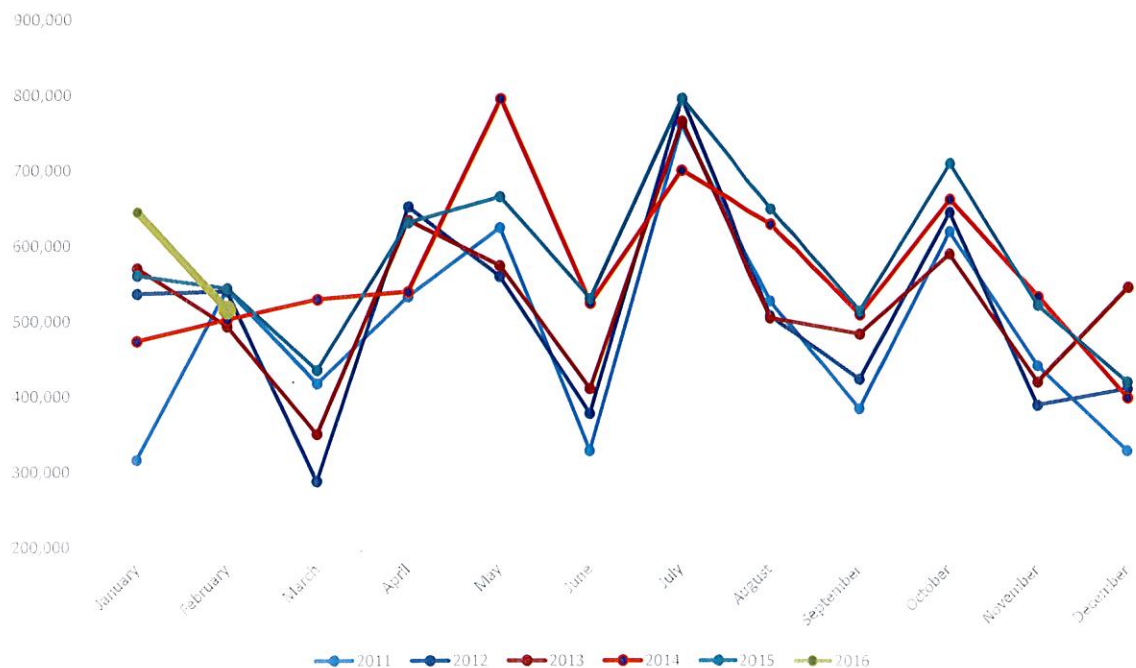
	Original Budget	Final Revised Budget	Actual	Variance with Final Budget Positive (Negative)
REVENUES				
Municipal taxes:				
Sales taxes	\$ 7,488,514	\$ 7,488,514	\$ 7,121,200	\$ (367,314)
Intergovernmental	231,469	535,048	266,386	(268,662)
Park charges and fees	1,528,850	1,623,850	1,794,837	170,987
Investment income	-	-	55	55
Miscellaneous	100,200	155,097	65,720	(89,377)
Total revenues	<u>9,349,033</u>	<u>9,802,509</u>	<u>9,248,198</u>	<u>(554,311)</u>
EXPENDITURES				
Parks and recreation	5,528,325	5,625,231	5,480,929	144,302
Capital outlay	432,600	1,201,433	1,065,205	136,228
Total expenditures	<u>5,960,925</u>	<u>6,826,664</u>	<u>6,546,134</u>	<u>280,530</u>
Excess of revenues over expenditures	<u>3,388,108</u>	<u>2,975,845</u>	<u>2,702,064</u>	<u>(273,781)</u>
OTHER FINANCING SOURCES (USES)				
Transfers in	-	100,000	100,000	-
Transfers out	(2,867,307)	(2,867,307)	(2,866,706)	601
Total other financing sources (uses), net	<u>(2,867,307)</u>	<u>(2,767,307)</u>	<u>(2,766,706)</u>	<u>601</u>
Net change in fund balance	<u>\$ 520,801</u>	<u>\$ 208,538</u>	<u>\$ (64,642)</u>	<u>\$ (273,180)</u>

CITY OF CHESTERFIELD, MISSOURI
Budgetary Comparison Schedule
Capital Improvement Sales Tax Trust Fund - Capital Project Major Fund
For the year ended December 31, 2015

	Original Budget	Final Revised Budget	Actual	Variance with Final Budget Positive (Negative)
REVENUES				
Municipal taxes:				
Sales taxes	\$ 6,365,462	\$ 6,365,462	\$ 6,053,069	\$ (312,393)
Intergovernmental	1,701,790	1,701,790	1,549,141	(152,649)
Miscellaneous income	-	-	78,291	78,291
Total revenues	<u>8,067,252</u>	<u>8,067,252</u>	<u>7,680,501</u>	<u>(386,751)</u>
EXPENDITURES				
Public works	257,021	257,021	238,275	18,746
Capital outlay	6,892,000	6,891,372	6,117,686	773,686
Total expenditures	<u>7,149,021</u>	<u>7,148,393</u>	<u>6,355,961</u>	<u>792,432</u>
Excess of revenues over expenditures	<u>918,231</u>	<u>918,859</u>	<u>1,324,540</u>	<u>405,681</u>
OTHER FINANCING SOURCES (USES)				
Transfers in	-	2,170,000	2,170,000	-
Transfers out	(1,941,292)	(1,941,292)	(1,937,989)	3,303
Total other financing sources (uses), net	<u>(1,941,292)</u>	<u>228,708</u>	<u>232,011</u>	<u>3,303</u>
Net change in fund balance	<u>\$ (1,023,061)</u>	<u>\$ 1,147,567</u>	<u>\$ 1,556,551</u>	<u>\$ 408,984</u>

**General Fund
Sales Tax
FY's 2011-2016**

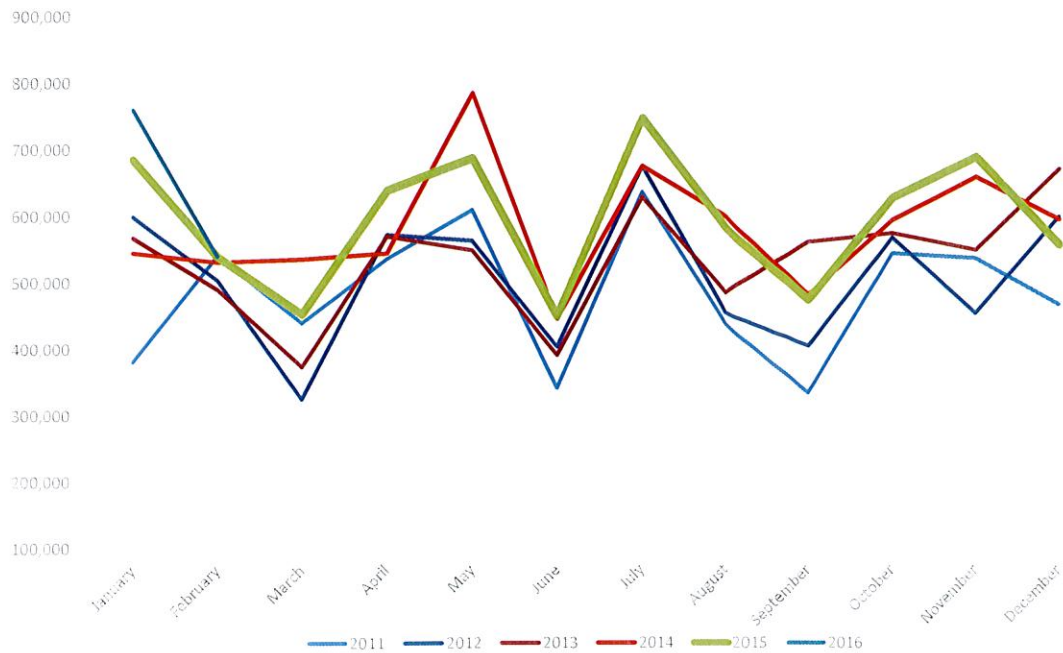
Revenues	2011	2012	2013	2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	315,757	536,379	569,937	473,637	560,648	18.37%	645,098	15.06%
February	543,172	539,458	493,061	502,110	543,960	8.33%	515,679	-5.20%
March	416,922	287,068	349,770	528,831	435,001	-17.74%		
April	532,451	651,892	633,672	538,708	630,847	17.10%		
May	624,609	559,674	573,885	795,618	665,425	-16.36%		
June	327,665	377,275	410,295	523,829	530,264	1.23%		
July	760,482	796,030	765,740	700,614	796,405	13.67%		
August	527,029	507,227	504,342	628,893	649,477	3.27%		
September	384,273	423,500	483,238	509,280	513,967	0.92%		
October	619,907	645,517	589,840	662,348	710,246	7.23%		
November	442,020	389,444	420,243	533,506	521,946	-2.17%		
December	329,193	411,395	546,068	399,476	420,419	5.24%		
Total	5,823,480	6,124,859	6,340,091	6,796,849	6,978,603	2.67%	1,160,778	5.09%



Note: The City receives sales tax revenue two months after collection by vendors. Above figures are by month of collection by vendors.

Park Sales Tax Fund
Park Sales Tax
FY's 2011-2016

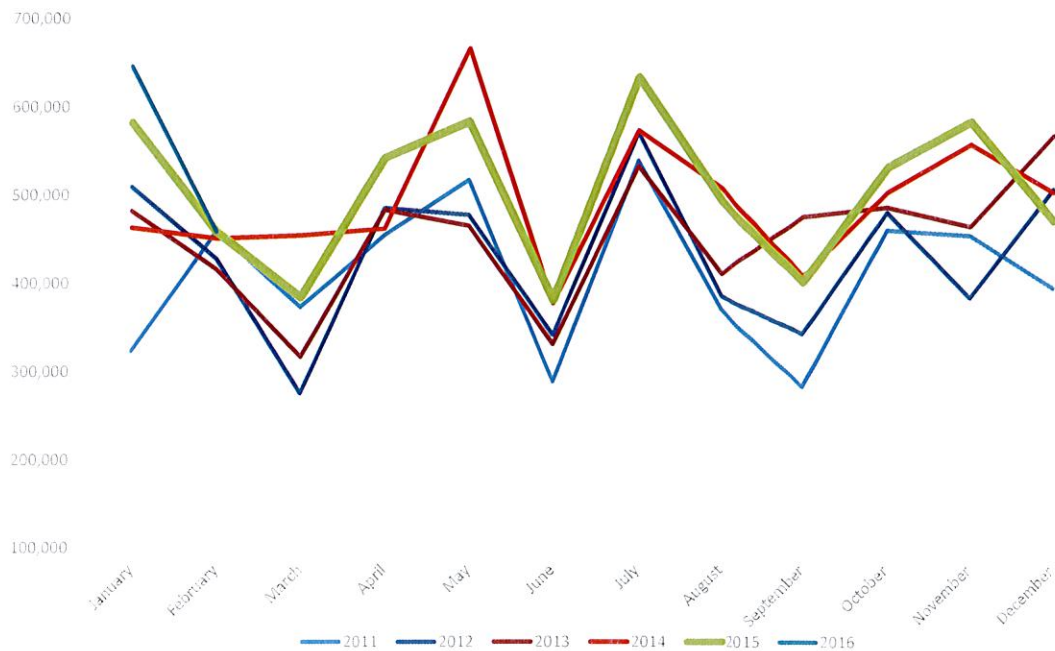
Revenues	2011	2012	2013	2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	380,598	598,873	566,930	544,573	684,948	25.78%	759,830	10.93%
February	539,943	503,510	489,268	530,401	539,311	1.68%	539,666	0.07%
March	438,833	323,563	372,403	534,236	452,054	-15.38%		
April	534,772	571,025	568,462	542,939	638,303	17.56%		
May	608,740	562,060	547,722	784,168	686,837	-12.41%		
June	339,974	402,288	389,760	444,383	448,702	0.97%		
July	635,187	674,250	627,347	674,398	746,535	10.70%		
August	436,039	453,115	483,786	597,962	581,019	-2.83%		
September	332,785	403,583	560,025	480,706	473,142	-1.57%		
October	542,367	566,233	572,926	592,683	626,576	5.72%		
November	535,371	452,569	547,731	657,331	687,723	4.62%		
December	466,240	597,928	669,414	593,701	556,051	-6.34%		
Total	5,790,849	6,108,997	6,395,774	6,977,481	7,121,200	2.06%	1,299,496	6.15%



Note: The City receives sales tax revenue two months after collection by vendors. Above figures are by month of collection by vendors.

Capital Improvement Sales Tax Fund
Capital Improvement Sales Tax
FY's 2011-2016

Revenues	2011	2012	2013	2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	323,554	509,357	481,925	462,901	582,218	25.78%	645,884	10.94%
February	459,176	428,023	415,880	450,853	458,417	1.68%	458,737	0.07%
March	373,018	275,055	316,561	454,109	384,247	-15.38%		
April	454,796	485,394	483,198	462,014	542,562	17.43%		
May	517,439	477,779	465,576	666,546	583,819	-12.41%		
June	289,201	341,993	331,305	377,738	381,400	0.97%		
July	539,913	572,078	533,258	574,088	634,556	10.53%		
August	370,633	385,977	411,221	508,279	493,871	-2.83%		
September	283,224	343,533	476,031	408,611	402,178	-1.57%		
October	461,096	481,049	486,993	503,790	532,592	5.72%		
November	455,207	384,696	465,612	558,734	584,565	4.62%		
December	396,381	508,267	569,041	504,664	472,643	-6.34%		
Total	4,923,638	5,193,201	5,436,601	5,932,326	6,053,069	2.04%	1,104,622	6.15%



Note: The City receives sales tax revenue two months after collection by vendors. Above figures are by month of collection by vendors.

**General Fund
Utility Taxes - Electric
FY's 2011-2016**

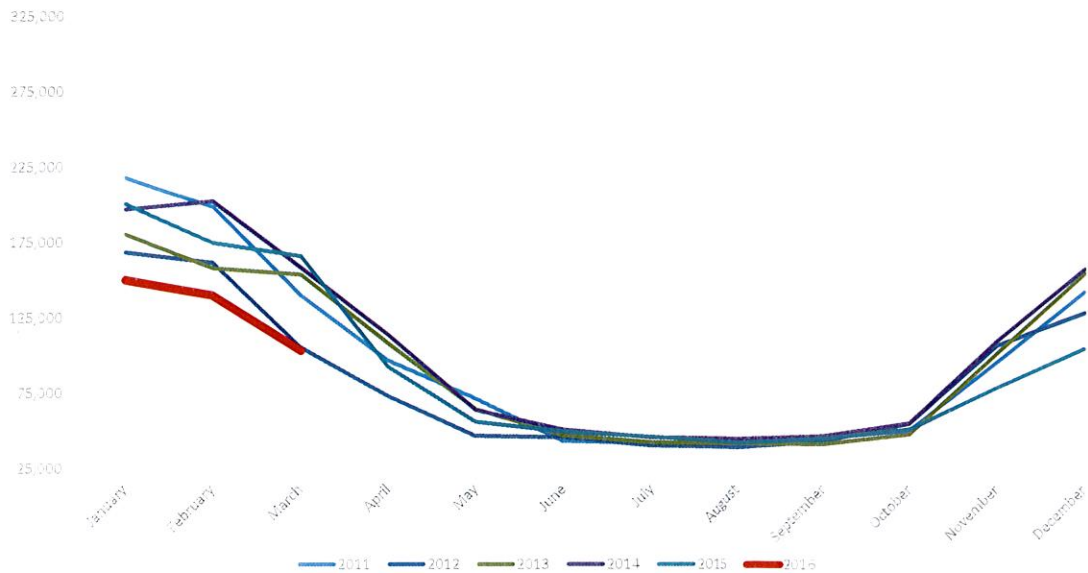
Revenues	2011	2012	2013	2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	235,512	225,303	243,536	278,530	291,066	19.52%	282,781	-2.85%
February	223,278	205,143	242,279	267,580	241,347	-0.38%	249,342	3.31%
March	197,057	196,724	244,376	244,575	259,487	6.18%	222,079	-14.42%
April	185,509	210,658	231,988	220,700	228,253	-1.61%		
May	207,092	207,944	233,389	233,668	244,954	4.96%		
June	366,374	362,264	396,804	411,622	398,980	0.55%		
July	414,921	480,990	471,098	467,991	500,564	6.25%		
August	482,195	478,529	461,165	440,412	526,587	14.19%		
September	435,069	394,480	485,985	480,314	476,134	-2.03%		
October	205,829	220,432	271,407	259,060	278,693	2.68%		
November	191,781	206,394	225,953	236,793	236,670	4.74%		
December	206,591	201,273	257,922	260,745	263,384	2.12%		
Total	3,351,208	3,390,134	3,765,902	3,801,990	3,946,119	4.79%	754,202	-4.76%



Note: The City receives utility tax revenue one months after collection by utilities. Above figures are by month of collection by utilities.

**General Fund
Utility Taxes - Gas
FY's 2011-2016**

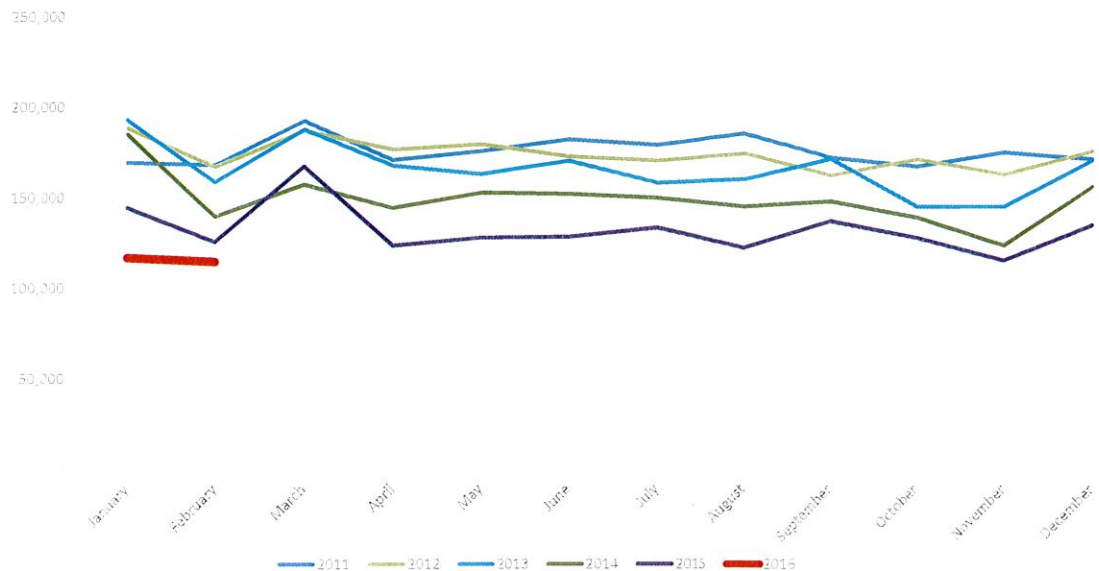
Revenues	2011	2012	2013	2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	217,942	168,531	180,652	197,001	200,623	11.05%	150,107	-25.18%
February	198,769	161,722	158,206	202,450	174,909	10.56%	139,881	-20.03%
March	139,982	105,373	153,774	158,267	165,974	7.93%	103,209	-37.82%
April	96,503	73,034	107,985	113,673	92,475	-14.36%		
May	71,342	46,581	64,412	63,725	55,999	-13.06%		
June	43,086	45,440	46,952	50,650	49,340	5.09%		
July	41,968	40,154	42,367	45,725	46,031	8.65%		
August	40,592	39,144	41,636	44,743	42,093	1.10%		
September	45,355	43,366	41,277	46,726	44,993	9.00%		
October	50,463	55,024	47,943	55,412	51,278	6.96%		
November	95,901	107,059	101,862	109,908	79,105	-22.34%		
December	142,901	128,928	155,077	158,047	105,205	-32.16%		
Total	1,184,804	1,014,356	1,142,143	1,246,327	1,108,027	1.60%	393,197	-27.39%



Note: The City receives utility tax revenue one months after collection by utilities. Above figures are by month of collection by utilities.

**General Fund
Utility Taxes - Telephone
FY's 2011-2016**

Revenues	2011	2012	2013	2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	169,435	188,450	192,972	185,040	144,423	-25.16%	116,677	-19.21%
February	167,950	166,870	158,563	139,468	125,314	-20.97%	114,367	-8.74%
March	192,301	186,940	187,512	157,109	167,070	-10.90%		
April	170,740	176,580	167,674	144,244	123,318	-26.45%		
May	175,665	179,518	163,008	152,598	127,692	-21.67%		
June	182,085	172,665	170,236	152,002	128,170	-24.71%		
July	179,104	170,415	158,177	149,803	133,366	-15.69%		
August	185,270	174,392	160,043	144,966	122,220	-23.63%		
September	172,044	162,147	171,375	147,881	136,839	-20.15%		
October	167,165	171,239	145,097	139,000	127,707	-11.98%		
November	174,975	162,911	145,158	123,665	115,284	-20.58%		
December	171,340	175,863	170,588	156,170	134,771	-21.00%		
Total	2,108,074	2,087,990	1,990,403	1,791,946	1,586,174	-20.31%	231,044	-14.34%

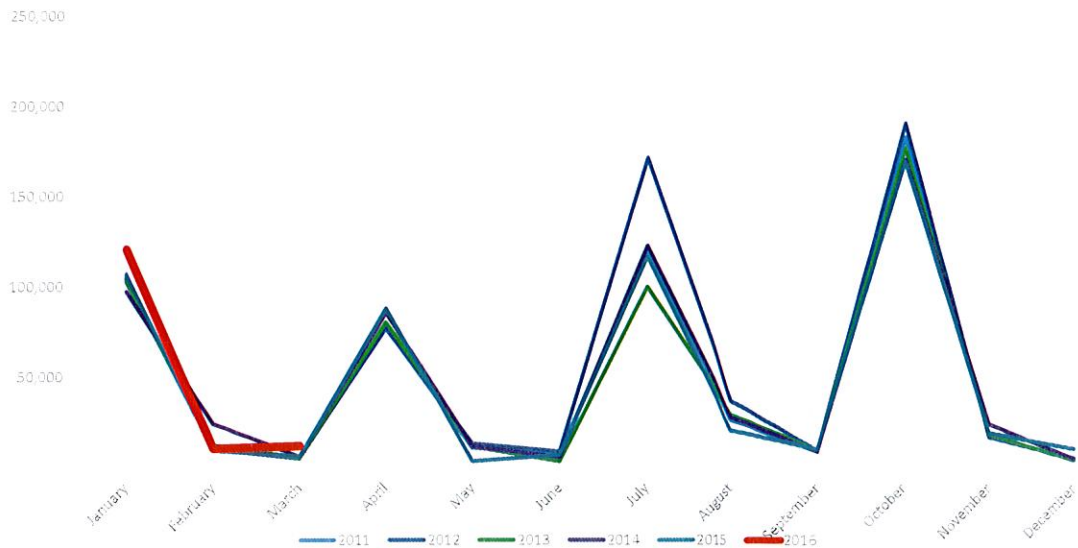


This graph does not include telephone settlement payments.

Note: The City receives utility tax revenue one months after collection by utilities. Above figures are by month of collection by utilities.

**General Fund
Utility Taxes - Water
FY's 2011-2016**

Revenues	2011	2012	2013	2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	107,130	104,584	102,840	97,425	106,428	3.49%	120,767	13.47%
February	9,231	9,953	12,083	24,140	9,998	-17.26%	10,294	2.97%
March	5,986	4,763	5,135	5,815	5,832	13.56%	11,640	99.61%
April	77,441	77,006	80,529	85,646	88,147	9.46%		
May	10,549	12,896	11,344	11,205	3,214	-71.67%		
June	6,883	8,653	3,186	5,519	6,664	109.17%		
July	120,829	171,772	100,282	123,069	117,058	16.73%		
August	26,161	36,888	29,126	27,640	20,456	-29.77%		
September	8,841	9,417	9,683	8,580	10,129	4.61%		
October	183,402	191,088	177,409	170,941	169,997	-4.18%		
November	18,498	16,975	18,409	24,198	19,395	5.36%		
December	4,378	5,506	4,603	5,032	10,747	133.47%		
Total	579,329	649,501	554,629	589,210	568,064	1.33%	142,702	16.72%



Note: The City receives utility tax revenue one months after collection by utilities. Above figures are by month of collection by utilities.

**General Fund
Motor Fuel Tax
FY's 2011-2016**

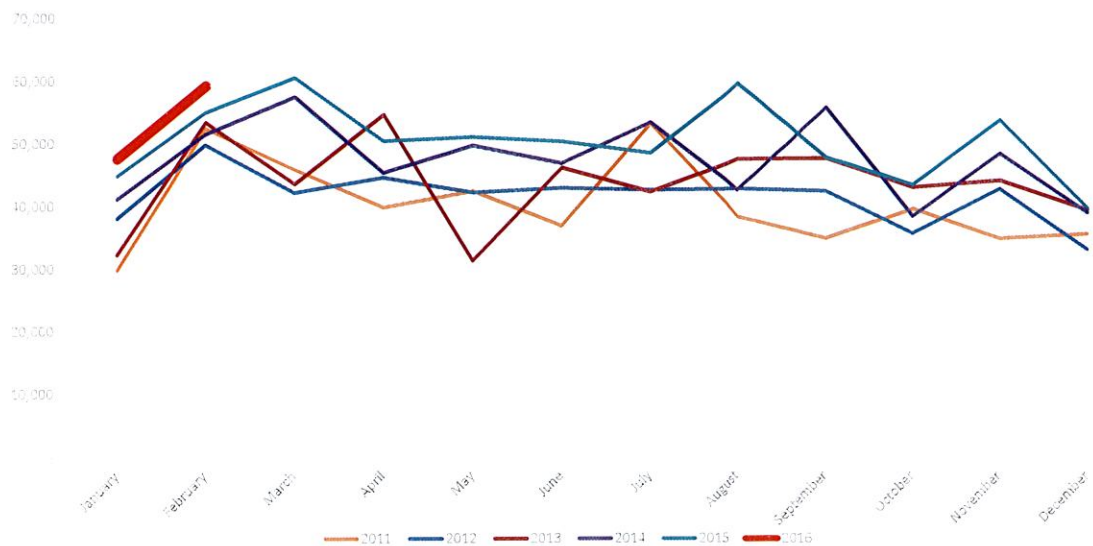
Revenues	2011	2012	2013	2014	% incr/-decr from 2013 to 2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	101,127	94,294	95,217	96,663	2.51%	101,785	5.30%	97,135	-4.57%
February	91,182	91,746	86,855	88,907	-3.09%	92,794	4.37%	97,135	4.68%
March	109,471	101,464	99,934	100,553	-0.90%	104,584	4.01%		
April	106,176	99,602	101,010	102,004	2.41%	105,554	3.48%		
May	111,442	106,346	105,175	107,686	1.26%	93,761	-12.93%		
June	112,674	104,258	103,158	103,019	-1.19%	118,389	14.92%		
July	111,137	102,445	105,323	108,012	5.43%	118,428	9.64%		
August	112,812	105,559	105,151	107,690	2.02%	111,075	3.14%		
September	106,177	95,819	93,968	103,044	7.54%	100,532	-2.44%		
October	108,270	105,452	110,593	110,957	5.22%	107,827	-2.82%		
November	99,379	98,787	99,773	103,537	4.81%	93,065	-10.11%		
December	102,644	98,192	97,284	106,169	8.12%	108,806	2.48%		
Total	1,272,492	1,203,964	1,203,441	1,238,242	2.85%	1,256,600	1.48%	194,269	-0.16%



Note: The City receives motor fuel tax revenue two months after collection by vendors. Above figures are by month of collection by vendors.

**General Fund
Motor Vehicle Sales Tax
FY's 2011-2016**

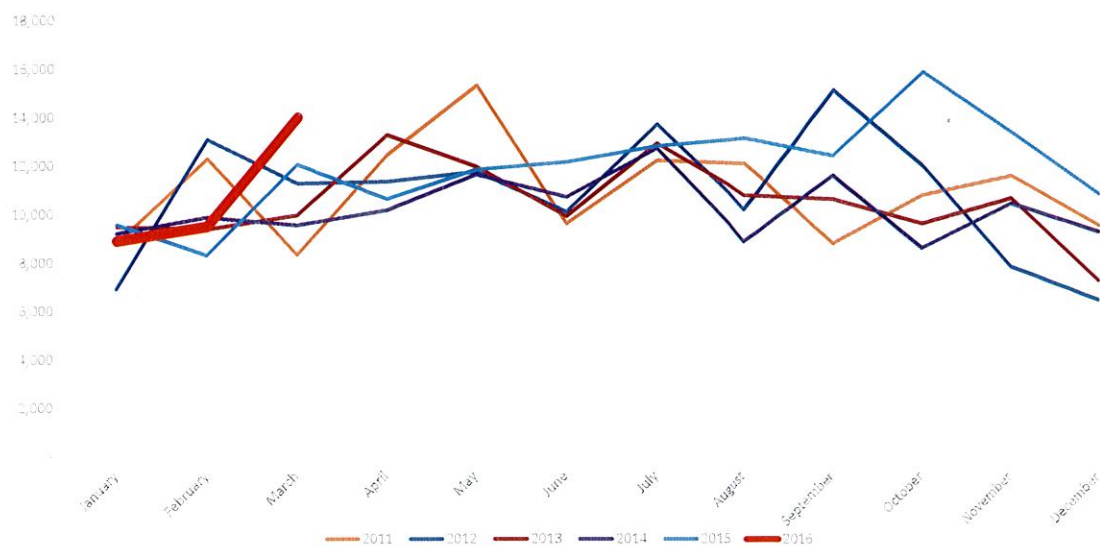
Revenues	2011	2012	2013	2014	% incr/-decr from 2013 to 2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	29,745	38,016	32,227	41,080	8.06%	44,762	8.96%	47,558	6.25%
February	52,359	49,736	53,363	51,445	3.44%	54,938	6.79%	59,176	7.72%
March	45,804	42,090	43,483	57,423	36.43%	60,483	5.33%		
April	39,727	44,531	54,608	45,316	1.76%	50,354	11.12%		
May	42,348	42,172	31,208	49,630	17.69%	51,064	2.89%		
June	36,836	42,884	46,110	46,847	9.24%	50,312	7.39%		
July	53,152	42,557	42,277	53,365	25.40%	48,468	-9.18%		
August	38,271	42,718	47,459	42,512	-0.48%	59,547	40.07%		
September	34,841	42,388	47,612	55,705	31.42%	47,752	-14.28%		
October	39,513	35,607	42,916	38,302	7.57%	43,340	13.15%		
November	34,757	42,686	44,002	48,306	13.17%	53,643	11.05%		
December	35,466	33,019	39,331	38,868	17.71%	39,655	2.02%		
Total	482,819	498,404	524,596	568,800	14.12%	604,317	6.24%	106,735	7.06%



Note: The City receives motor vehicle sales tax revenue two months after collection by vendors. Above figures are by month of collection by vendors.

**General Fund
Cigarette Tax
FY's 2011-2016**

Revenues	2011	2012	2013	2014	% incr/-decr from 2013 to 2014	2015	% incr/-decr from 2014 to 2015	2016	% incr/-decr from 2015 to 2016
January	8,805	6,915	9,466	9,205	33.12%	9,561	3.86%	8,890	-7.01%
February	12,282	13,085	9,378	9,873	-24.55%	8,316	-15.77%	9,479	13.98%
March	8,331	11,282	9,965	9,549	-15.36%	12,066	26.36%	14,002	16.04%
April	12,456	11,357	13,285	10,173	-10.43%	10,638	4.58%		
May	15,346	11,774	11,985	11,654	-1.02%	11,867	1.83%		
June	9,632	10,128	9,941	10,730	5.95%	12,181	13.52%		
July	12,247	13,740	12,956	12,748	-7.22%	12,842	0.73%		
August	12,115	10,211	10,799	8,892	-12.91%	13,159	47.98%		
September	8,807	15,152	10,639	11,617	-23.33%	12,445	7.13%		
October	10,812	12,045	9,647	8,636	-28.31%	15,912	84.26%		
November	11,618	7,873	10,699	10,481	33.13%	13,433	28.16%		
December	9,592	6,515	7,302	9,329	43.20%	10,894	16.77%		
Total	132,043	130,077	126,062	122,887	-5.53%	143,314	16.62%	32,371	8.11%



Note: The City receives cigarette tax revenue two months after collection by vendors. Above figures are by month of collection by vendors.