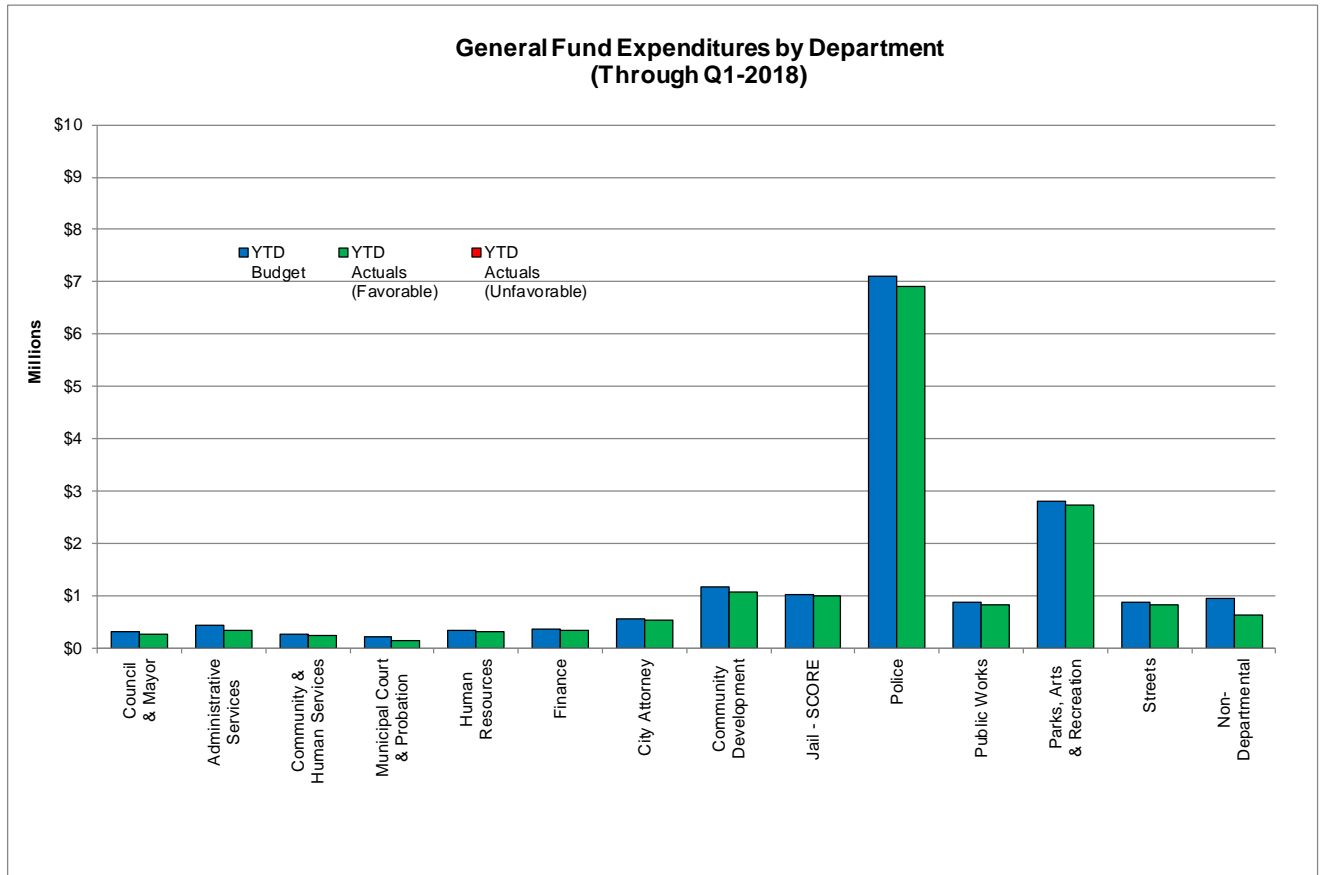
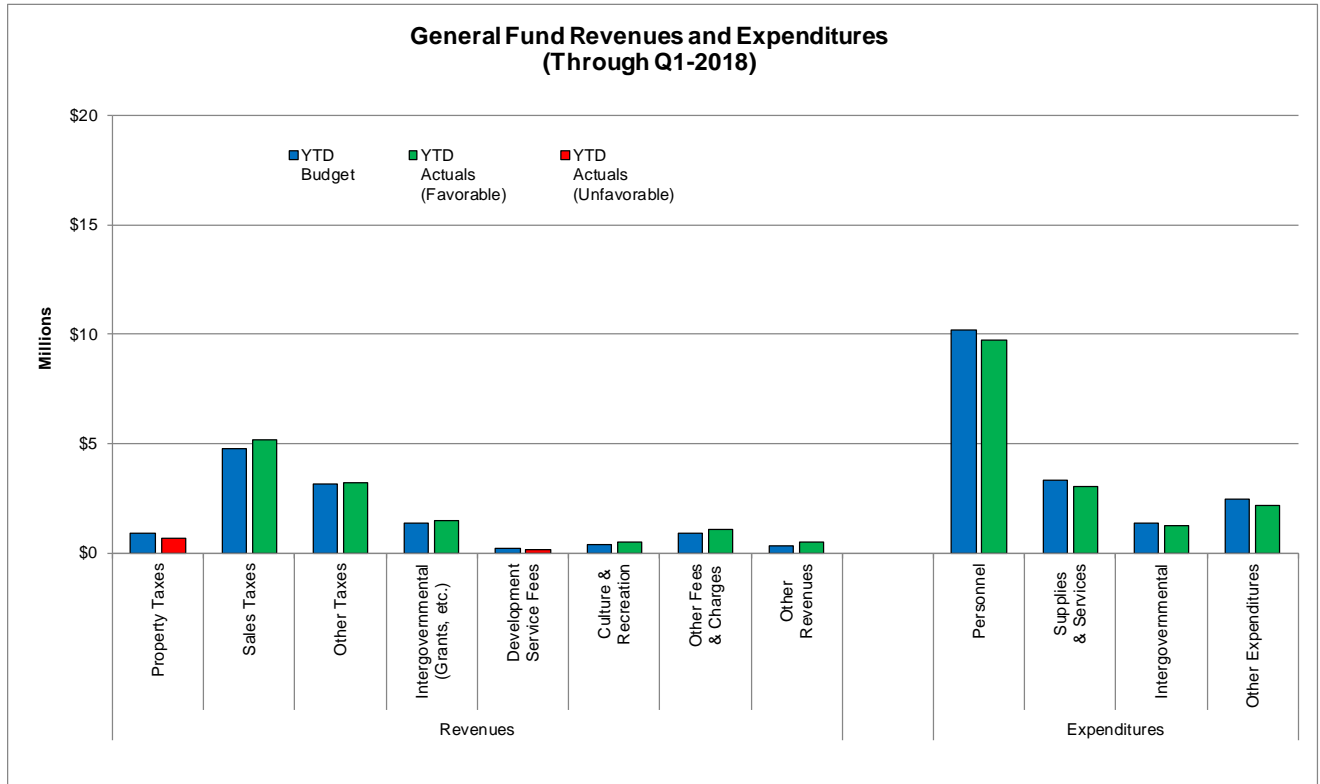




AGENDA BILL APPROVAL FORM

Agenda Subject: 1st Quarter 2018 Financial Report		Date: July 18, 2018
Department: Finance	Attachments: Quarterly Financial Report	Budget Impact: \$0
Administrative Recommendation: For discussion only.		
Background Summary: The quarterly financial report summarizes the general state of Citywide financial affairs and highlights significant items or trends that the City Council should be aware of. The attachment provides the year to date through March 2018 status report based on financial data available as of April 23, 2018 for the period ending March 31, 2018 and sales tax information representing business activity that occurred through January 2018.		
		Staff: Coleman
Meeting Date: July 23, 2018		Item Number:

General Fund Summary



General Fund Summary of Sources and Uses	Page Ref	2018			2017	2018 YTD Budget vs. Actual	
		Annual Budget	YTD Budget	YTD Actual	YTD Actual	Favorable (Unfavorable) Amount	Percentage
Operating Revenues							
Property Tax	6	\$ 21,281,000	\$ 901,700	\$ 701,388	\$ 846,551	(200,312)	(22.2) %
Sales Tax	7-8	14,893,500	3,723,300	4,060,293	3,760,985	336,993	9.1 %
Sales Tax - Pierce County Parks		77,250	18,900	25,077	23,691	6,177	32.7 %
Sales Tax - Annexation Credit		1,250,000	535,714	555,453	519,863	19,738	3.7 %
Criminal Justice Sales Tax		1,908,300	469,600	550,711	501,883	81,111	17.3 %
Brokered Natural Gas Tax		353,600	133,100	40,558	61,831	(92,542)	(69.5) %
City Utilities Tax	9-10	3,991,000	892,300	889,631	889,876	(2,669)	(0.3) %
Admissions Tax		317,000	54,100	96,945	87,024	42,845	79.2 %
Electric Tax	9-10	3,577,800	875,600	936,682	878,558	61,082	7.0 %
Natural Gas Tax	9-10	1,006,200	242,100	270,367	227,755	28,267	11.7 %
Cable Franchise Fee	11	986,100	247,500	253,732	253,341	6,232	2.5 %
Cable Utility Tax - New in 2017	12	1,000,000	250,000	266,594	-	16,594	6.6 %
Cable Franchise Fee - Capital		67,200	16,800	13,975	16,639	(2,825)	(16.8) %
Telephone Tax	9-10	1,408,200	376,200	352,969	362,726	(23,231)	(6.2) %
Garbage Tax (external)	9-10	-	-	32,961	31,394	32,961	N/A %
Leasehold Excise Tax		40,000	2,900	12,369	13,689	9,469	326.5 %
Gambling Excise Tax		<u>303,180</u>	<u>75,900</u>	<u>76,612</u>	<u>99,649</u>	<u>712</u>	<u>0.9 %</u>
Taxes sub-total		\$ 52,460,330	\$ 8,815,714	\$ 9,136,315	\$ 8,575,455	\$ 320,601	3.6 %
Business License Fees	12-13	\$ 223,200	\$ 94,800	\$ 180,415	\$ 91,337	85,615	90.3 %
Building Permits	14	1,653,750	285,200	268,673	313,482	(16,527)	(5.8) %
Other Licenses & Permits		543,000	105,900	133,653	128,050	27,753	26.2 %
Intergovernmental (Grants, etc.)	15	5,924,350	1,372,433	1,468,342	1,373,437	95,910	7.0 %
Charges for Services:	16-18						
General Government Services	16	61,300	19,100	22,144	20,865	3,044	15.9 %
Public Safety	16	666,800	155,225	218,947	234,782	63,722	41.1 %
Development Services Fees	17	1,019,100	236,700	152,822	201,340	(83,878)	(35.4) %
Culture and Recreation	18	2,366,680	404,800	489,855	401,456	85,055	21.0 %
Fines and Penalties	19-20	<u>885,300</u>	<u>229,700</u>	<u>243,919</u>	<u>217,273</u>	<u>14,219</u>	<u>6.2 %</u>
Fees/Charges/Fines sub-total		\$ 13,343,480	\$ 2,903,858	\$ 3,178,770	\$ 2,982,022	\$ 274,912	9.5 %
Interest and Investment Earnings	20-21	\$ 68,000	\$ 11,100	\$ 74,666	\$ 35,929	63,566	572.7 %
Rents and Leases	20-21	736,100	159,700	265,221	217,707	105,521	66.1 %
Contributions and Donations	20-21	35,000	4,400	9,937	8,350	5,537	125.9 %
Other Miscellaneous	20-21	236,800	62,200	70,624	76,549	8,424	13.5 %
Transfers In		84,300	74,000	74,000	74,000	0	0.0 %
Insurance Recoveries - Capital & Operating		<u>25,000</u>	<u>6,248</u>	<u>2,732</u>	<u>7,479</u>	<u>(3,515)</u>	<u>(56.3) %</u>
Other Revenues sub-total		\$ 1,185,200	\$ 317,648	\$ 497,180	\$ 420,014	\$ 179,533	56.5 %
Total Operating Revenues		\$ 66,989,010	\$ 12,037,219	\$ 12,812,266	\$ 11,977,491	\$ 775,046	6.4 %
Operating Expenditures							
Council & Mayor		\$ 1,247,943	\$ 316,600	\$ 269,866	\$ 299,930	\$ 46,734	14.8 %
Administration		1,720,014	429,900	348,951	285,473	80,949	18.8 %
Community & Human Services		1,473,528	263,900	245,237	119,892	18,663	7.1 %
Municipal Court & Probation		2,644,145	230,914	154,422	143,633	76,492	33.1 %
Human Resources		1,315,663	330,500	307,068	331,369	23,432	7.1 %
Finance		1,544,931	376,100	348,534	345,821	27,566	7.3 %
City Attorney		2,364,650	570,500	537,643	477,199	32,857	5.8 %
Community Development		4,758,825	1,178,000	1,077,890	1,078,951	100,110	8.5 %
Jail - SCORE		4,099,465	1,024,866	999,418	948,718	25,449	2.5 %
Police		27,701,295	7,117,100	6,916,183	6,445,087	200,917	2.8 %
Public Works		3,715,032	870,300	830,878	662,348	39,422	4.5 %
Parks, Arts & Recreation		12,660,606	2,815,100	2,738,881	2,675,553	76,219	2.7 %
Streets		4,039,204	866,400	829,513	811,614	36,887	4.3 %
Non-Departmental		5,512,943	946,785	640,052	455,370	306,733	32.4 %
Total Operating Expenditures		\$ 74,798,244	\$ 17,336,965	\$ 16,244,533	\$ 15,080,961	\$ 1,092,432	6.3 %

Executive Summary

This Executive Summary provides an overview of the City's overall financial position for the fiscal period ending March 31, 2018, reflecting financial data available as of April 23, 2018.

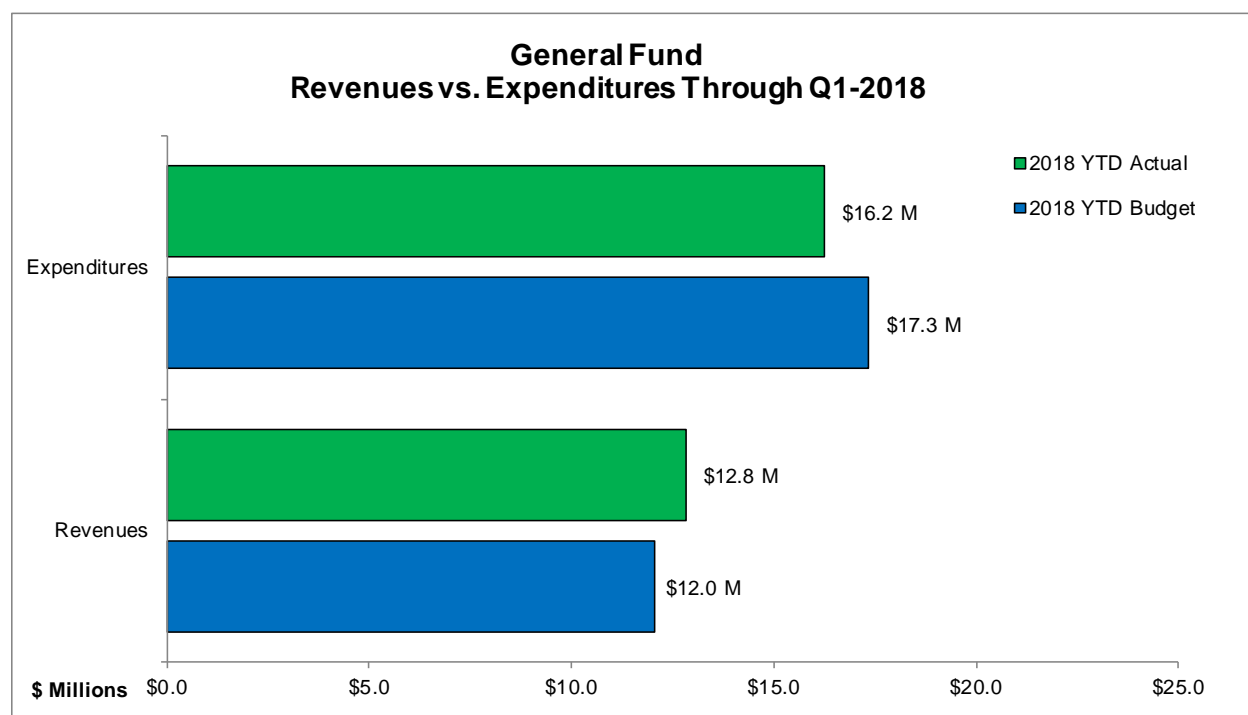
General Fund:

Through March 2018, General Fund revenues totaled \$12.8 million compared to a budget of \$12.0 million, and were \$775,000 higher than revenues collected during Q1-2017. Some notable variances to budget year-to-date include:

- Property tax collections through Q1-2018 totaled \$701,000, which was \$200,000 below budget expectations and \$145,000 less than was collected through Q1-2017. **[page 6]**
- General Fund retail sales tax revenues totaled \$4.1 million, and exceeded budget by 9.1% or \$337,000, and exceeded Q1-2017 collections by \$299,000. The primary area of significant increase in sales activity compared to Q1-2017 collections was seen in the services category. **[pages 7-8]**
- The other taxes category performed favorably to budget in Q1-2018. Actual revenues collected through Q1-2018 was \$3.2 million, which was \$77,000, or 2.4% favorable to budget. Electric tax and admission tax revenues collected in Q1-2018 exceeded budget by \$61,000 and \$43,000, respectively. These revenues were somewhat offset by unfavorable variances in brokered natural gas tax revenues and telephone tax revenues in the amount of \$93,000 and \$23,000, respectively. **[pages 9-12]**
- Building permit revenue collected in Q1-2018 totaled \$269,000, compared to a budget of \$285,000. The number of building permits issued in Q1-2018 was 125, which represents an 18% decline over the number of permits issued in Q1-2017. **[page 14]**
- Development services revenues collected in Q1-2018 were \$84,000, or 35.4%, unfavorable to budget. This variance was predominately due to plan check revenues not meeting budget expectations. **[page 17]**

General Fund expenditures through the first quarter of 2018 totaled \$16.2 million compared to a budget of \$17.3 million, representing a 6.3% favorable variance to budget. All departments operated within their budget through Q1-2018.

Year-to-date General Fund expenditures ended the quarter \$1.2 million, or 7.7% higher than expenditures through Q1-2017. Salary and benefit costs increased by \$830,000, or 9.3%, compared to salary and benefit expenditures through Q1-2017. This year-over-year increase was due primarily to an increase in Council approved FTEs (Full Time Equivalents) and increased costs associated with healthcare benefits.



Street Funds:

The City's three street funds are special revenue funds wherein the revenue sources and expenditures are legally restricted. These funds are used for street capital construction projects, local street repair, and arterial street repair and preservation projects. Through the first quarter of 2018, **Arterial Street Fund** revenues totaled \$452,000 as compared to collections of \$153,000 in Q1-2017, while expenditures totaled \$770,000 as compared to expenditures of \$1.2 million spent during the same period last year. **[pages 24–25]**

Local Street Fund revenues of \$786,000 exceed year-to-date budget expectations by \$236,000 or 42.9%, due to higher than anticipated sales tax revenues from local construction projects; last year's collections through the first quarter totaled \$783,000. Expenditures were \$116,000 as compared with \$87,000 in Q1-2017. **[pages 26–27]**

Lastly, the **Arterial Street Preservation Fund** revenues totaled \$527,000 in Q1-2018 as compared to \$504,000 in Q1-2017, while expenditures totaled \$166,000 versus \$79,000 in Q1-2017. Historically, the majority of expenditures in all three street funds occur during the second half of the year when weather conditions are optimal for pavement construction. **[pages 28–29]**

Enterprise Funds:

The City's enterprise funds account for operations with revenues primarily provided from user fees, charges or contracts for services.

Through March 31, 2018 the **Water Fund** experienced operating income before depreciation of \$1.2 million compared to \$1.1 million during the same period last year. The **Sewer Fund** ended the first quarter of 2018 with operating income before depreciation of \$557,000 versus \$441,000 in Q1-2017. The **Stormwater Fund** ended the quarter with operating income before depreciation of \$773,000 compared to \$663,000 in Q1-2017. The **Solid Waste Fund** ended the quarter with operating income of \$1,250,000, compared to \$1,259,000 for the same period in 2017. **[pages 32–34]**

Internal Service Funds:

Internal service funds provide services to other City departments and include functions such as Insurance, Worker's Compensation, Facilities, Innovation and Technology, and Equipment Rental. All funds had sufficient revenues to cover year-end expenditures. **[page 35]**

Investment Portfolio:

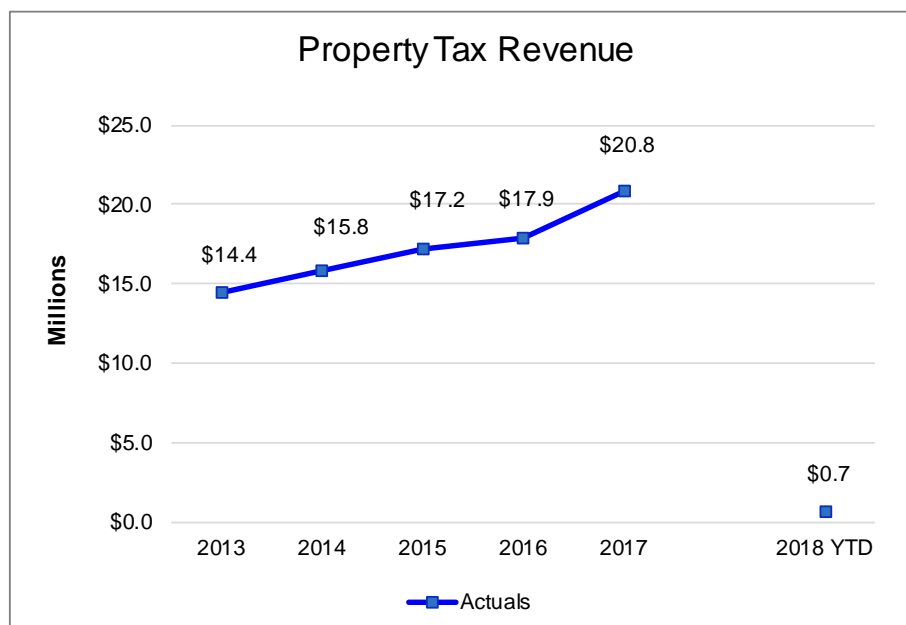
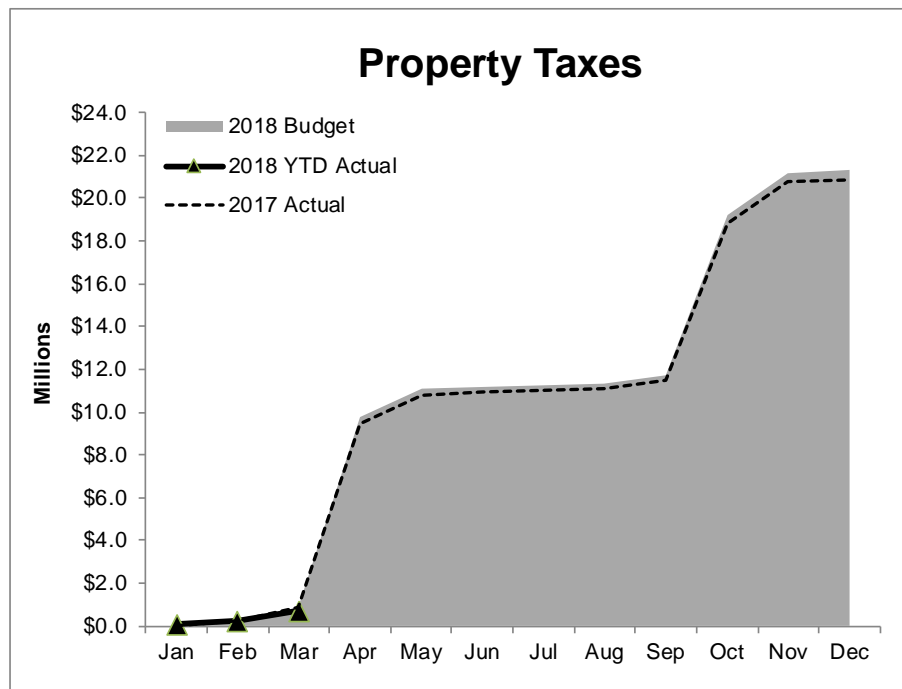
The City's total cash and investments at the end of the first quarter 2018 totaled \$132.4 million, and compares to \$133.8 million at the end of the 2017. **[attachment]**

General Fund

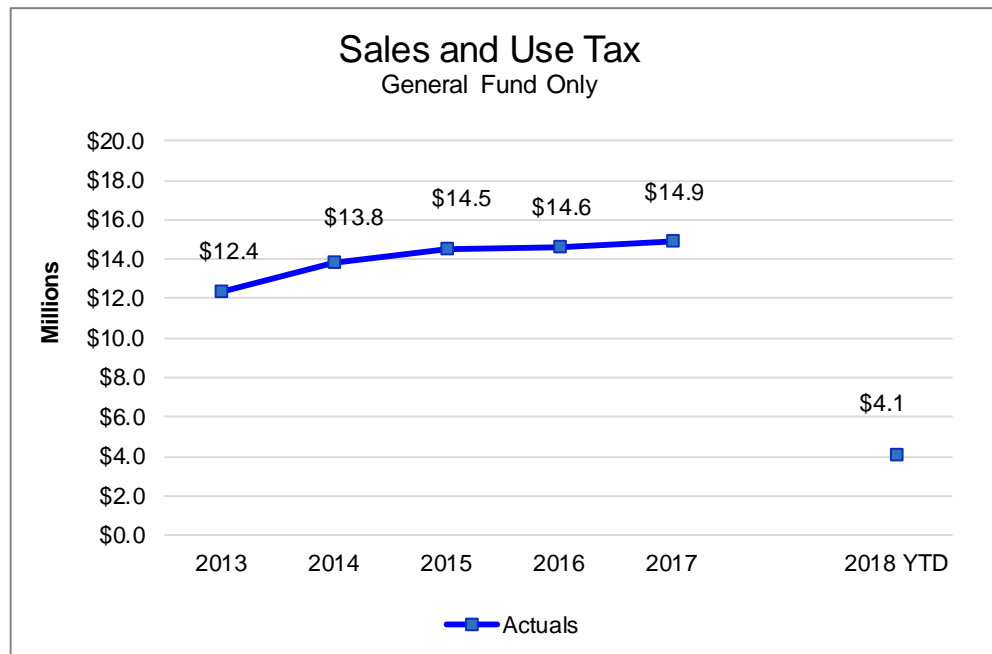
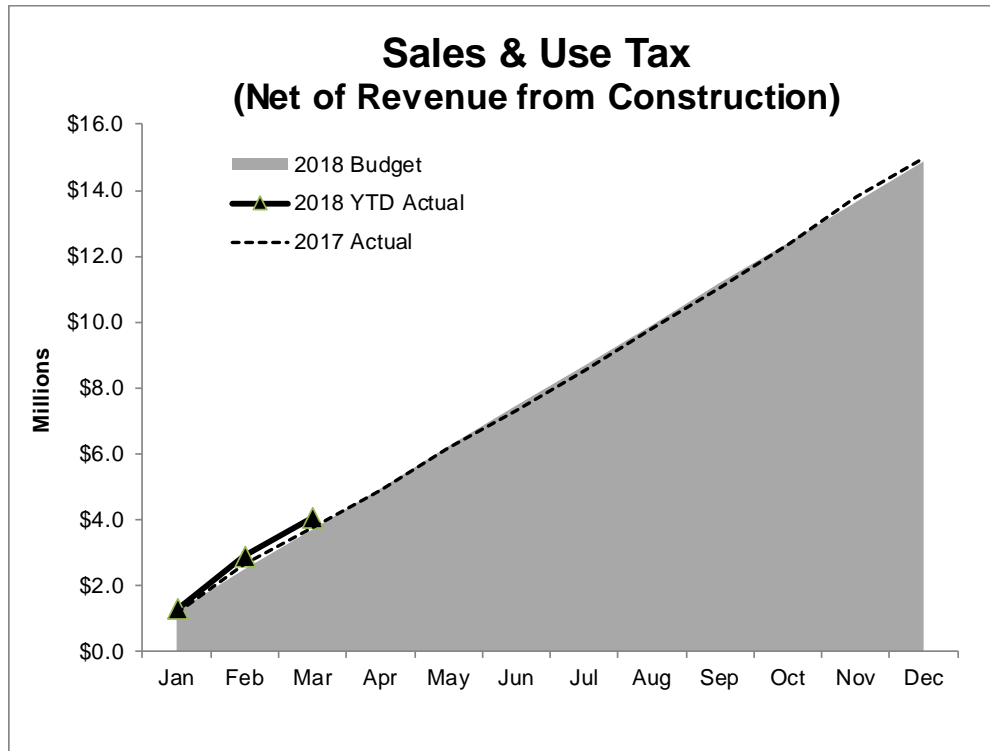
Revenues

The combined total of property, sales/use, utility, gambling, and admissions taxes provides approximately 80% of all resources supporting general governmental activities. The following section provides additional information on these sources.

Property Tax collections through Q1-2018 totaled \$701,000 and were \$200,000 below budget expectations. However, the majority of property taxes are collected during the months of April and October, coinciding with the due dates for the County property tax billings. Therefore, it is too early to predict whether 2018 property tax collections will be above or below budget.



Sales tax collections through Q1-2018 totaled \$4.7 million, of which \$4.1 million was distributed to the General Fund and \$600,000 was distributed to the Local Street Fund (SOS) program as per financial policy. Total sales tax revenue distributions to the General Fund through Q1-2018 exceeded budget expectations by \$337,000, or 9.1%.

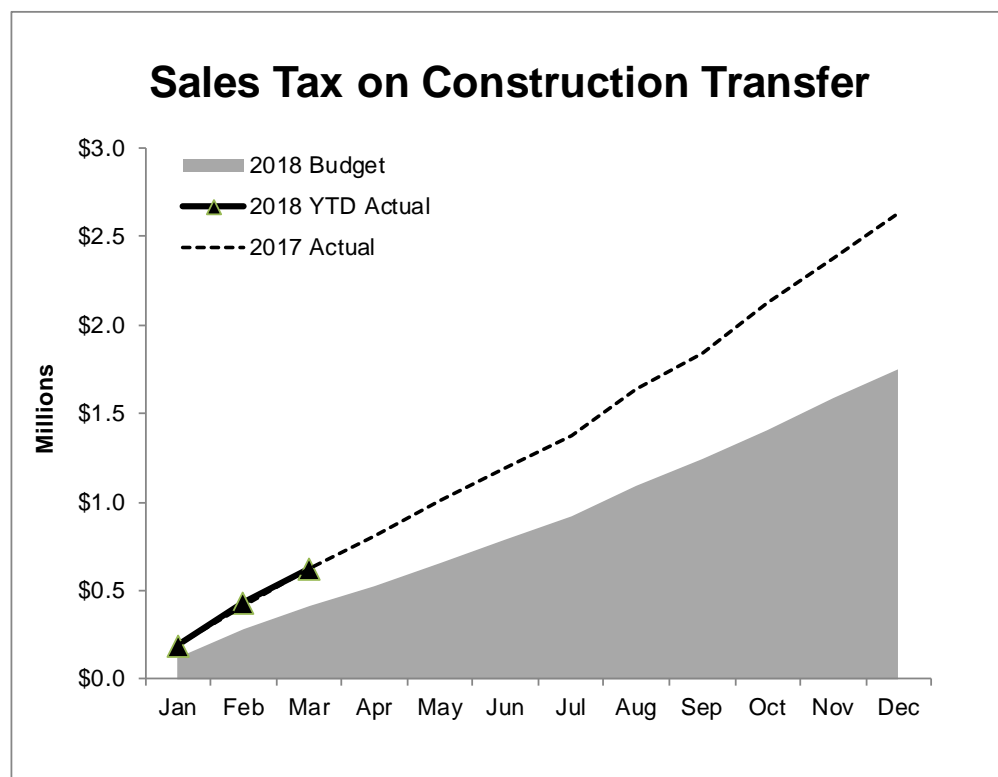


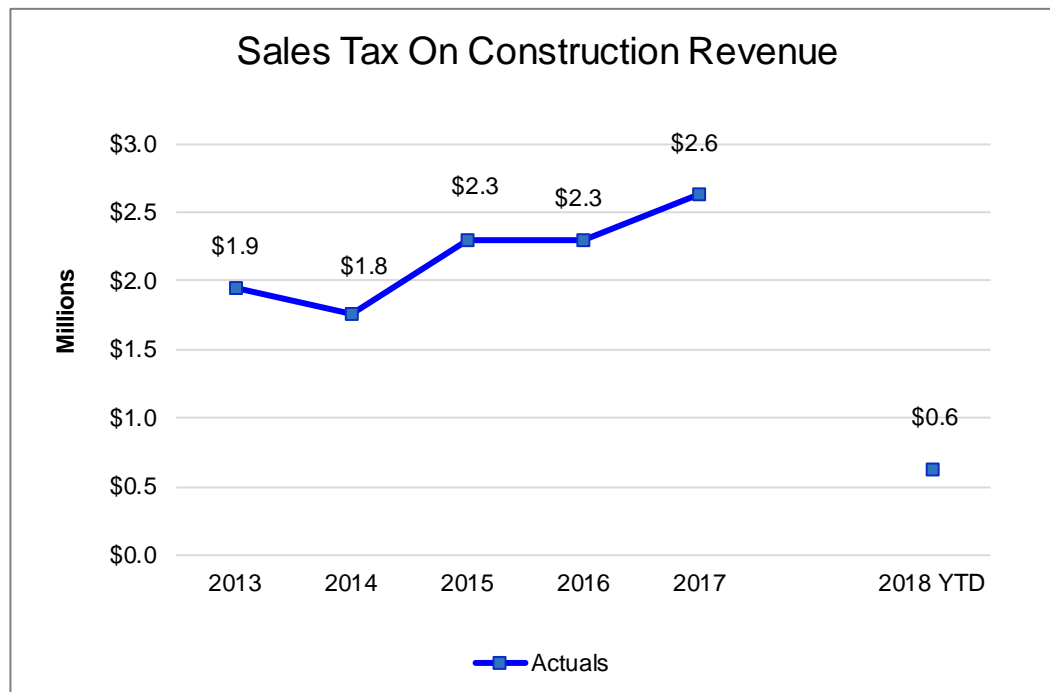
The following table breaks out the City's base sales taxes, excluding Pierce County Parks Sales Tax, Criminal Justice Sales Tax, and Annexation Credit Sales Tax, by major business sector.

Comparison of Sales Tax Collections by SIC Group Through March				
Component Group	2017 Actual	2018 Actual	Change from 2017	
			Amount	Percentage
Construction	\$ 628,536	\$ 623,421	\$ (5,115)	(0.8) %
Manufacturing	206,450	169,053	(37,397)	(18.1) %
Transportation & Warehousing	29,549	19,879	(9,670)	(32.7) %
Wholesale Trade	311,473	399,133	87,660	28.1 %
Automotive	937,591	1,009,073	71,483	7.6 %
Retail Trade	1,342,361	1,396,352	53,990	4.0 %
Services	906,349	1,043,983	137,634	15.2 %
Miscellaneous	27,212	22,820	(4,392)	(16.1) %
YTD Total	\$ 4,389,521	\$ 4,683,713	\$ 294,192	6.7 %

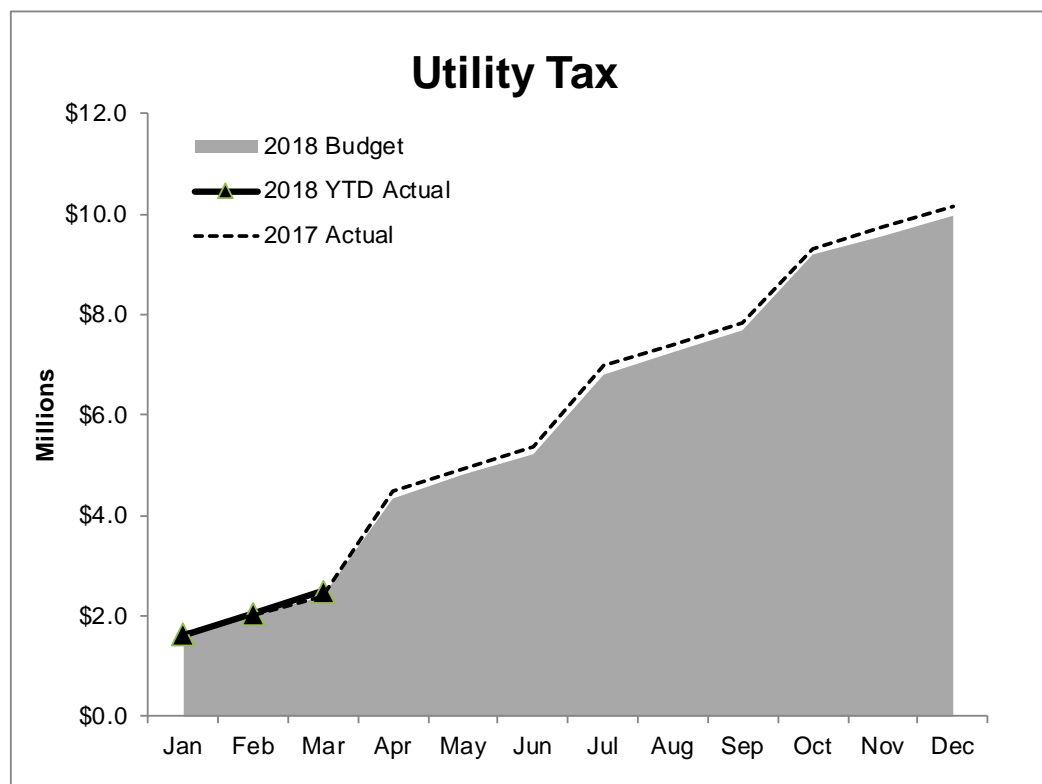
Total sales tax revenue collected in Q1-2018 exceeded prior year collections by \$294,000, or 6.7%. The business sectors showing the largest increase in revenues compared to last year were the services and wholesale trade industries.

Sales tax revenue on construction is transferred to the Local Street Fund (Fund 103) for local street repair and maintenance. Through the first quarter of 2018, this totaled \$623,000, which was essentially the same as collections in Q1-2017 and is \$214,000 higher than budget.



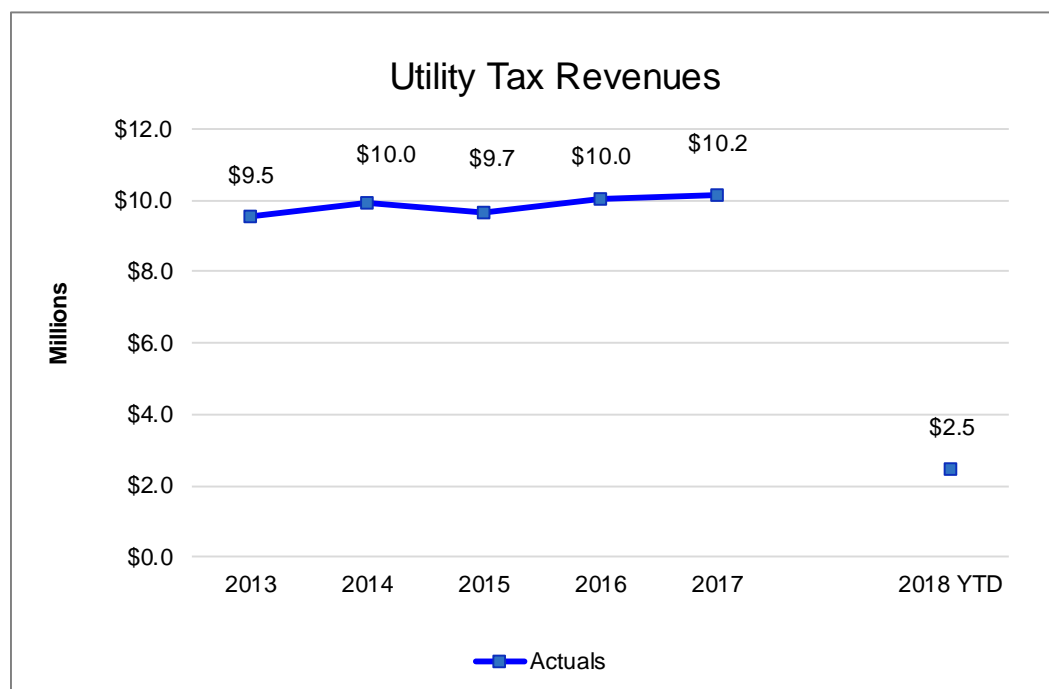


Utility Taxes consist of interfund taxes on City utilities (Water, Sewer, Storm and Solid Waste) and taxes on external utilities (Electric, Natural Gas, Telephone and Solid Waste). Utility taxes collected in Q1-2018 were \$96,000, or 4.0%, higher than budget expectations.

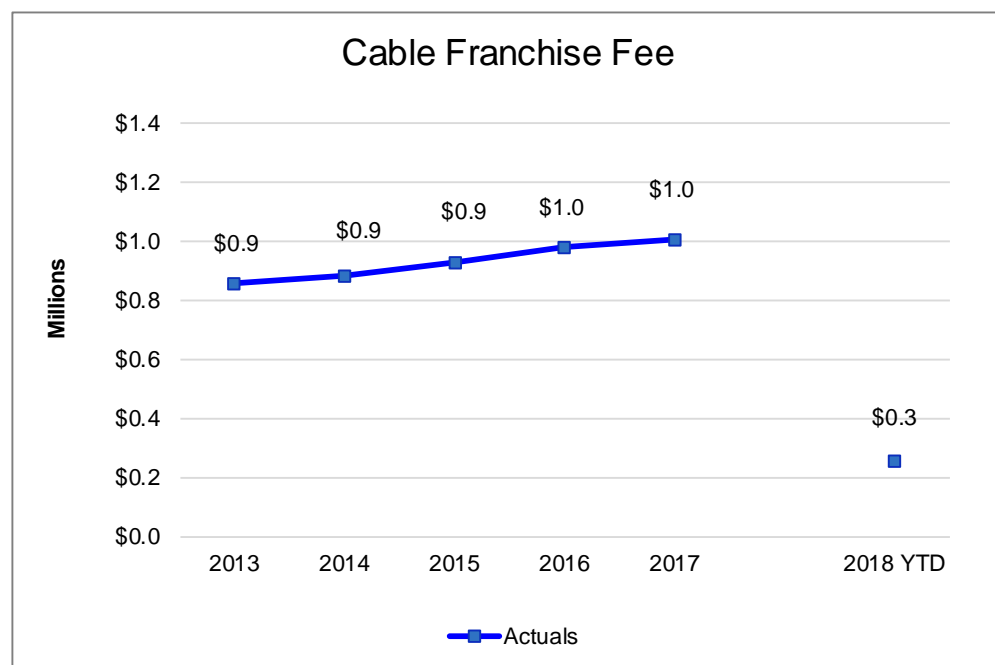
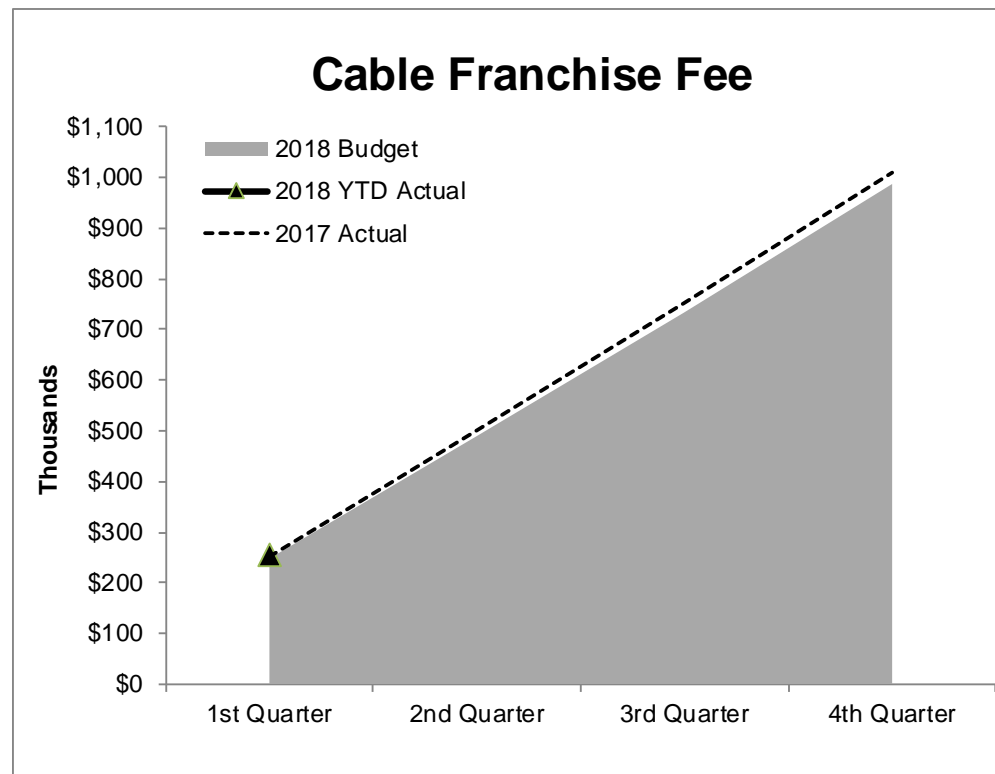


Favorable variances in electric and natural gas revenues offset lower collections in telephone utility taxes.

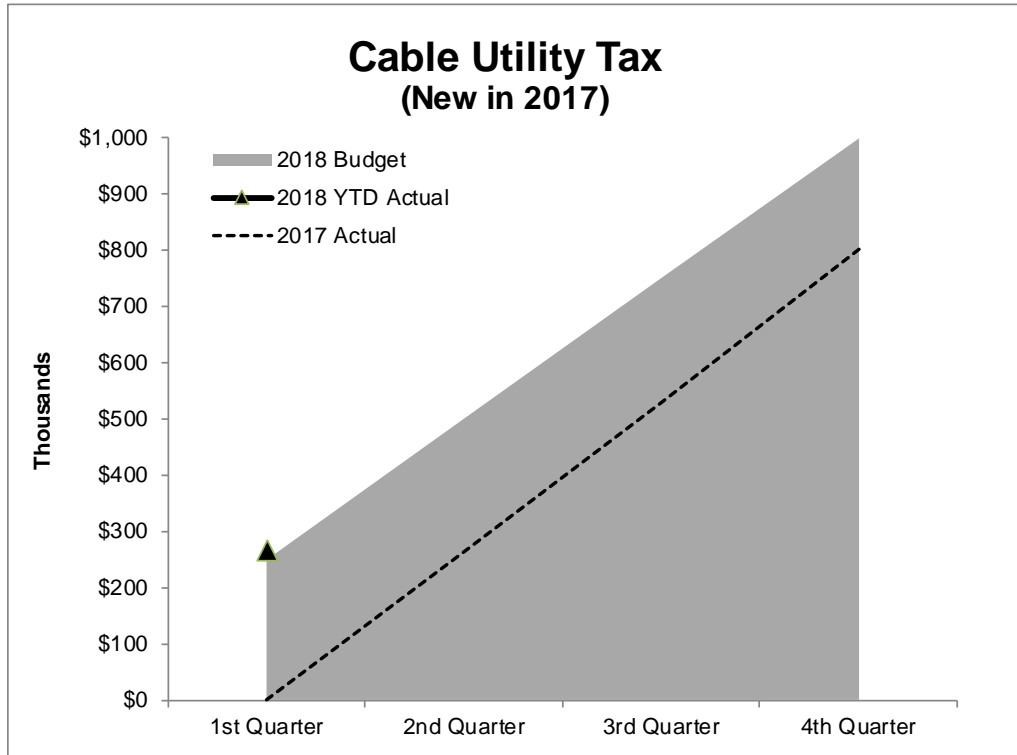
Utility Tax by Type Through March 2018							
Utility Tax Type	2017 YTD Actual	2018 YTD Budget	2018 YTD Actual	2018 vs. 2017 Actual		2018 vs. Budget	
				Amount	Percentage	Amount	Percentage
City Interfund Utility Taxes	\$ 889,876	\$ 892,300	\$ 889,631	\$ (245)	(0.0) %	\$ (2,669)	(0.3) %
Electric	878,558	875,600	936,682	58,125	6.6 %	61,082	7.0 %
Natural Gas	227,755	242,100	270,367	42,612	18.7 %	28,267	11.7 %
Telephone	362,726	376,200	352,969	(9,757)	(2.7) %	(23,231)	(6.2) %
Solid Waste (external)	31,394	0	32,961	1,567	5.0 %	32,961	N/A %
YTD Total	\$ 2,390,309	\$ 2,386,200	\$ 2,482,611	\$ 92,302	3.9 %	\$ 96,411	4.0 %



Cable Franchise Fees, which are collected quarterly, totaled \$254,000 and exceeded budget by \$6,000, or 2.5%.

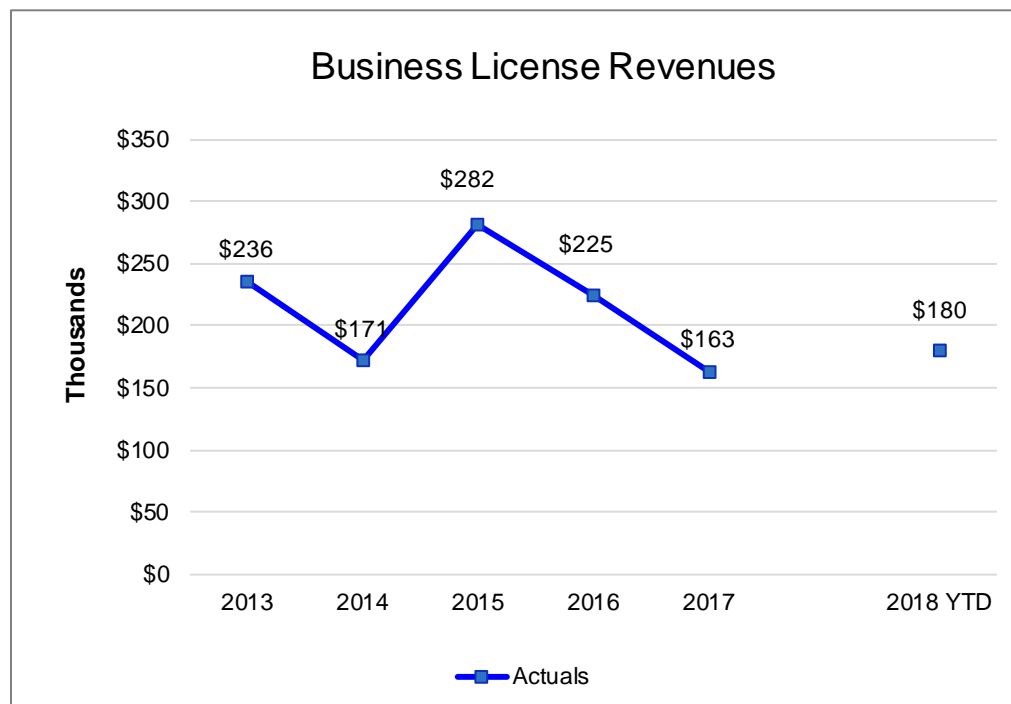
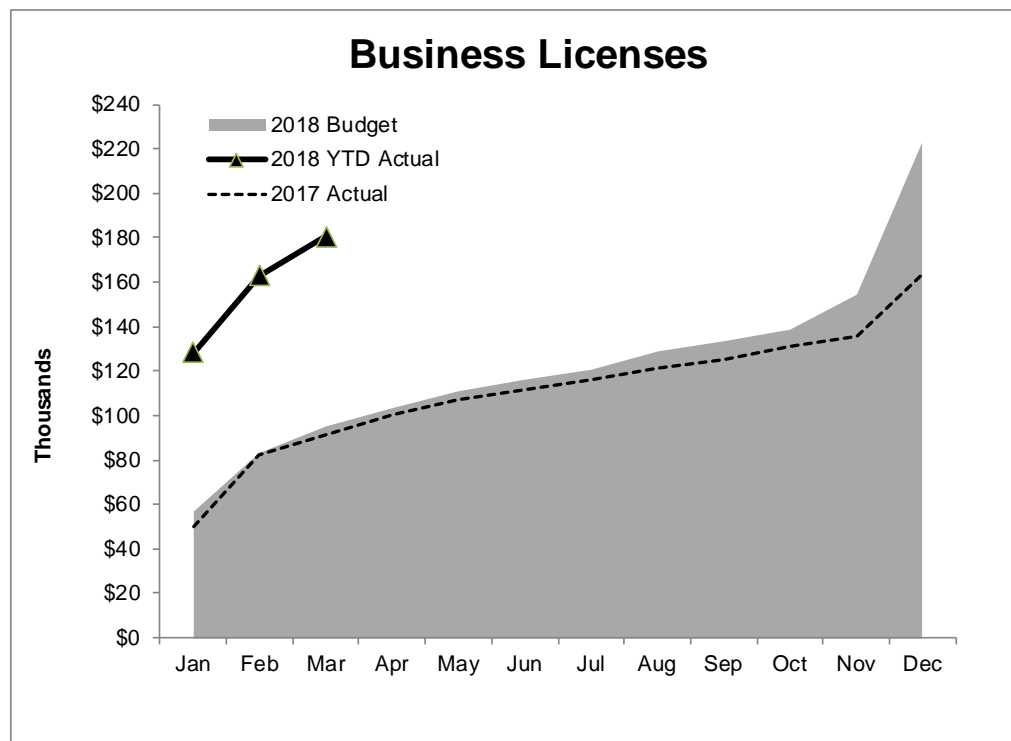


Cable Utility Tax (New in 2017). In September 2016, City Council increased the Cable Utility Tax from 1.0% to 6.0%, with the entirety of the new tax amount benefitting the General Fund. This tax became effective on January 1, 2017 and is collected quarterly. The collections in Q1-2018 totaled \$267,000 and was favorable to budget by \$17,000, or 6.6%.



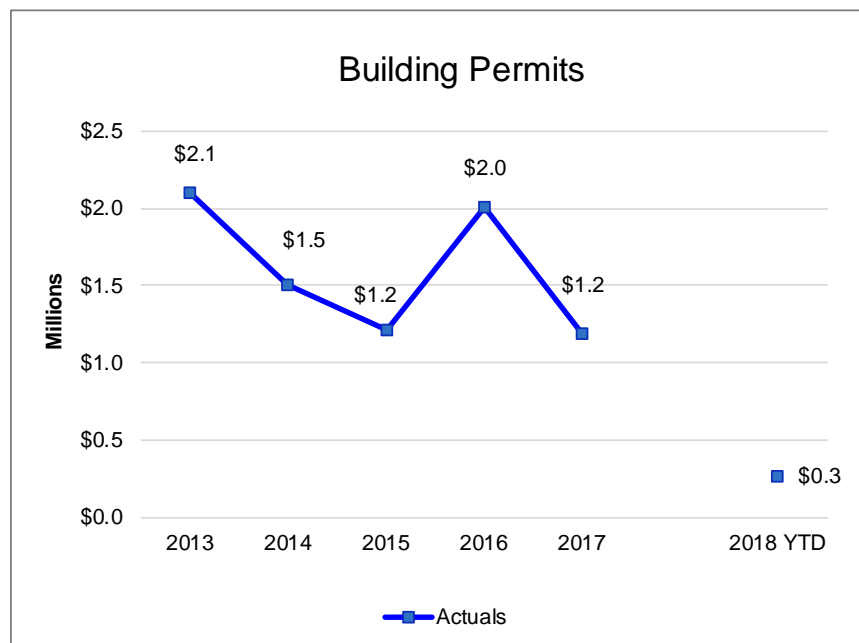
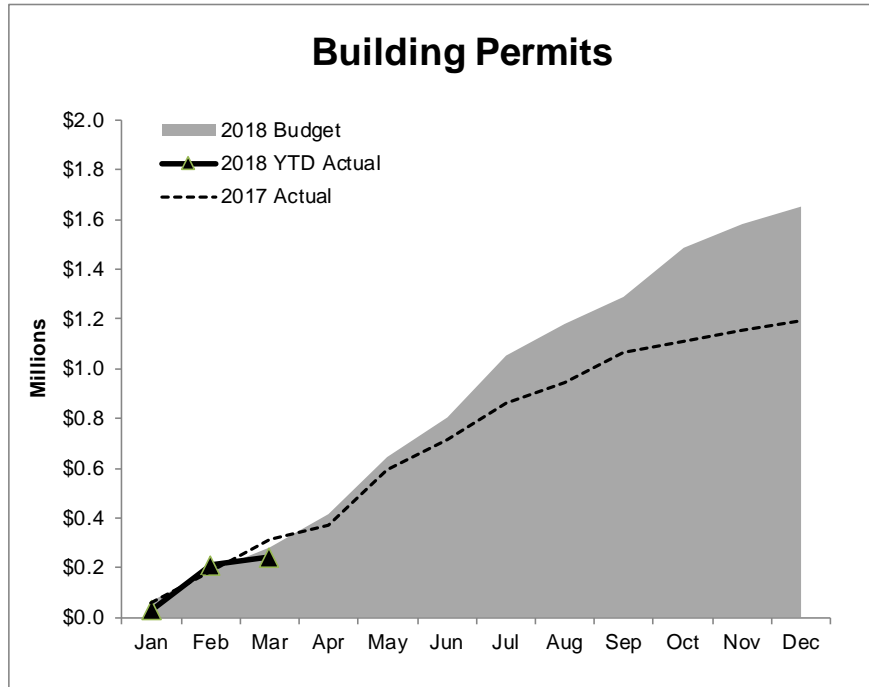
Licenses and Permits include business licenses, building permits, plumbing, electric and other licenses and permit fees. Building permit fees and business licenses make up about 70% of the annual budgeted revenue in this category.

Business license revenues collected through March 2018 totaled \$180,000, reflecting the fact that a large percentage of business owners have already paid their 2018 annual business license fees in Q1 2018. In contrast, only 56% of total 2017 business license fees were paid in Q1 2017.



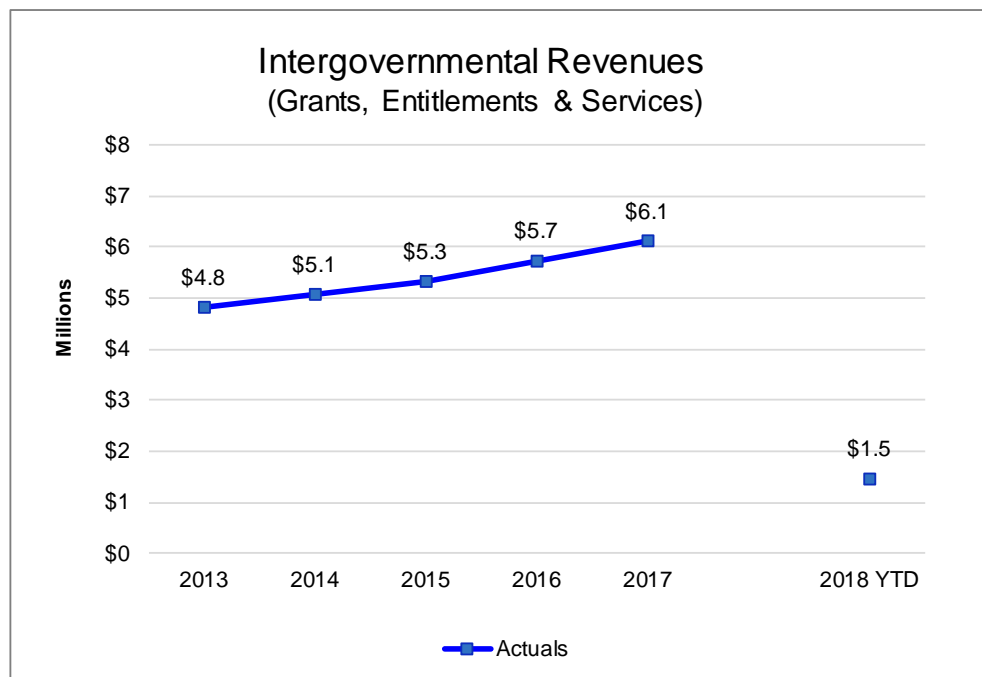
Building permit revenues collected through March 2018 totaled \$269,000, and compare to a year-to-date budget of \$285,000. A total of 125 building permits were issued through Q1-2018 compared to 153 building permits issued through Q1-2017. Of the building permit revenues collected in Q1-2018, 78% was attributable to commercial projects and the remaining 22% was predominately single family housing permits.

Major projects contributing to building permit revenues in the first quarter of 2018 include the Hudson Distribution Center and projects at Boeing.



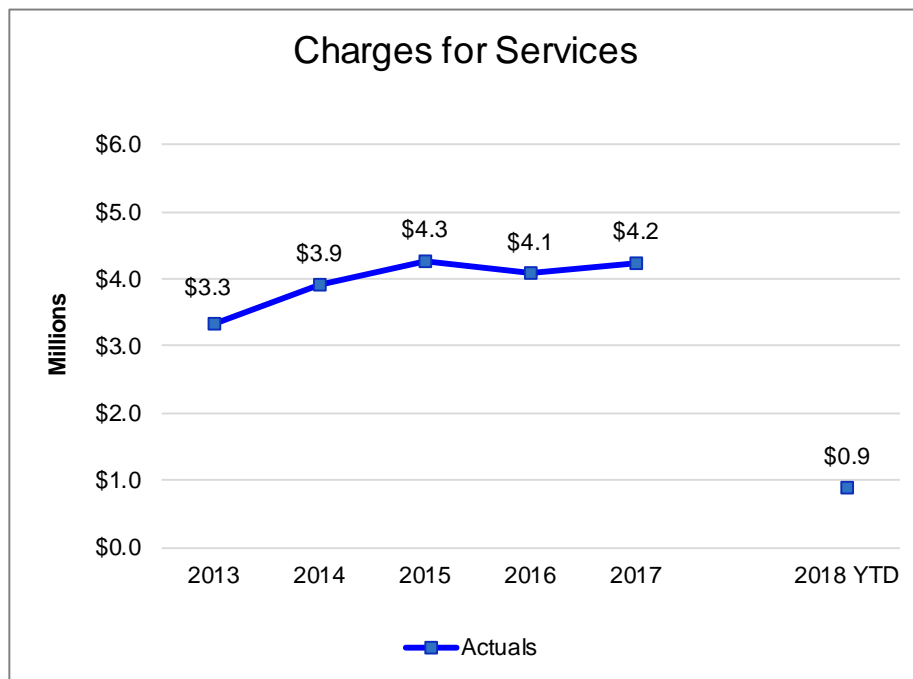
Intergovernmental revenues include grants (direct and indirect federal, state and local), compact revenue from the Muckleshoot Indian Tribe (MIT), intergovernmental service revenues, and state shared revenues. Collections through Q1-2018 totaled \$1.5 million and were \$96,000, or 7.0%, favorable to budget. The majority of the amount above budget was increased distributions from the state for marijuana excise taxes. The Q1-2018 distribution for this line item included make-up monies from the September and December 2017 distributions. Also, the 2018 distribution is based upon a higher distribution base compared to 2017.

Intergovernmental Revenues (Grants, Entitlements & Services)							
Through March 2018							
Revenue	2017	2018	2018	2018 vs. 2017 Actual		2018 vs. Budget	
	YTD Actual	YTD Budget	YTD Actual	Amount	% Change	Amount	% Change
Federal Grants	\$ 3,413	\$ -	\$ -	\$ (3,413)	(100.0) %	\$ -	N/A %
State Grants	25,576	25,700	36,988	11,412	44.6 %	11,288	43.9 %
Interlocal Grants	0	0	0	0	0.0 %	0	N/A %
Muckleshoot Casino Services	172,105	227,733	227,733	55,628	32.3 %	0	0.0 %
Intergovernmental Service	0	0	0	0	N/A %	0	N/A %
State Shared Revenues:							
Streamlined Sales Tax	479,242	472,150	480,641	1,399	0.3 %	8,491	1.8 %
Motor Vehicle Fuel Tax	263,153	301,300	285,947	22,794	8.7 %	(15,353)	(5.1) %
Criminal Justice - High Crime	143,245	48,000	52,488	(90,757)	(63.4) %	4,488	9.4 %
Criminal Justice - Population	5,329	6,100	5,595	266	5.0 %	(505)	(8.3) %
Criminal Justice - Special Prog.	19,388	20,200	20,270	882	4.6 %	70	0.3 %
Marijuana Revenues	9,832	16,250	100,310	90,478	920.3 %	84,060	517.3 %
State DUI	2,938	3,000	2,919	(20)	(0.7) %	(82)	(2.7) %
Fire Insurance Tax	0	0	0	0	N/A %	0	N/A %
Liquor Excise	86,509	90,000	91,868	5,359	6.2 %	1,868	2.1 %
Liquor Profit	162,707	162,000	163,585	878	0.5 %	1,585	1.0 %
Total State Shared:	1,172,343	1,119,000	1,203,622	31,279	2.7 %	84,622	7.6 %
YTD Total	\$ 1,373,437	\$ 1,372,433	\$ 1,468,342	\$ 94,906	6.9 %	\$ 95,910	7.0 %



Charges for Services consist of general governmental service charges, public safety charges, development service fees, and cultural & recreation fees. Overall, charges for services collected through March 2018 totaled \$884,000, which was \$25,000 higher than revenues collected through Q1-2017 and \$68,000 favorable to budget.

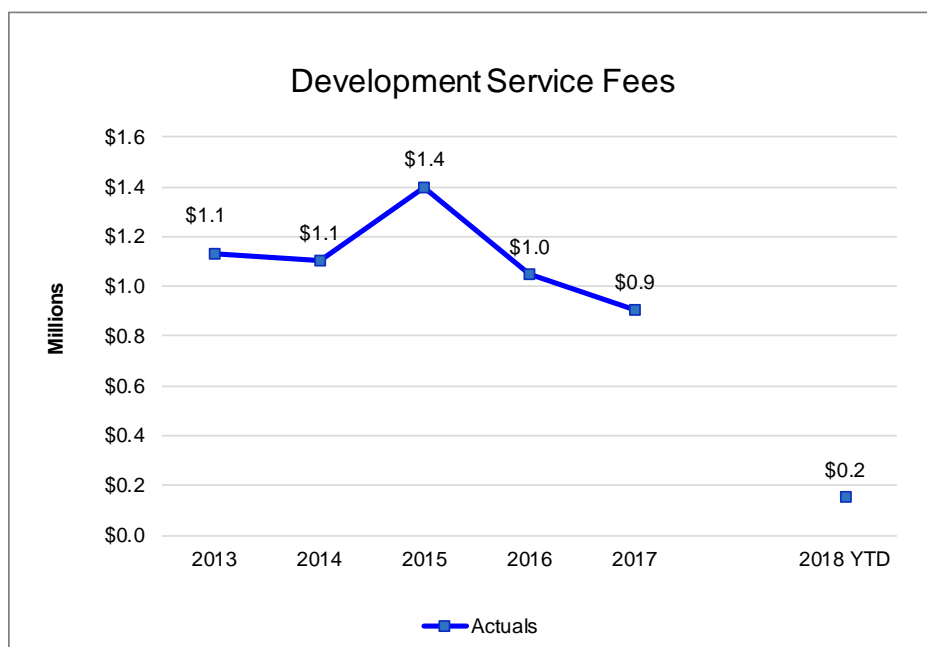
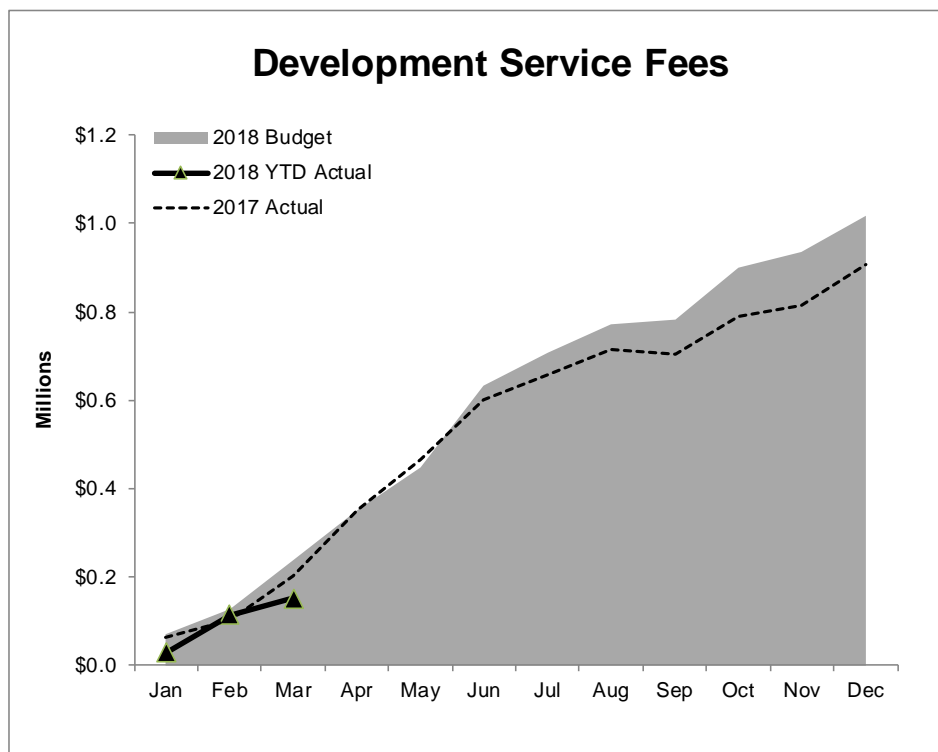
Charges for Services by Type Through March 2018							
Revenue	2017 YTD Actual	2018 YTD Budget	2018 YTD Actual	2018 vs. 2017 Actual		2018 vs. Budget	
				Amount	Percentage	Amount	Percentage
General Government	\$ 20,865	\$ 19,100	\$ 22,144	\$ 1,279	6.1 %	\$ 3,044	15.9 %
Public Safety	234,782	155,225	218,947	(15,834)	(6.7) %	63,722	41.1 %
Development Services	201,340	236,700	152,822	(48,518)	(24.1) %	(83,878)	(35.4) %
Culture & Recreation	401,456	404,800	489,855	88,399	22.0 %	85,055	21.0 %
YTD Total	\$ 858,443	\$ 815,825	\$ 883,768	\$ 25,325	3.0 %	\$ 67,943	8.3 %



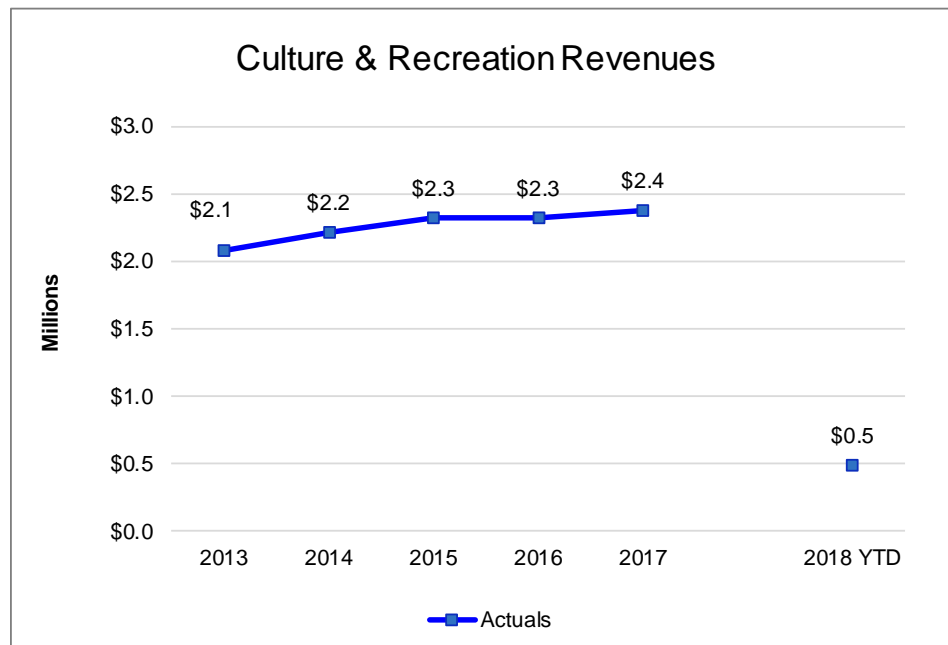
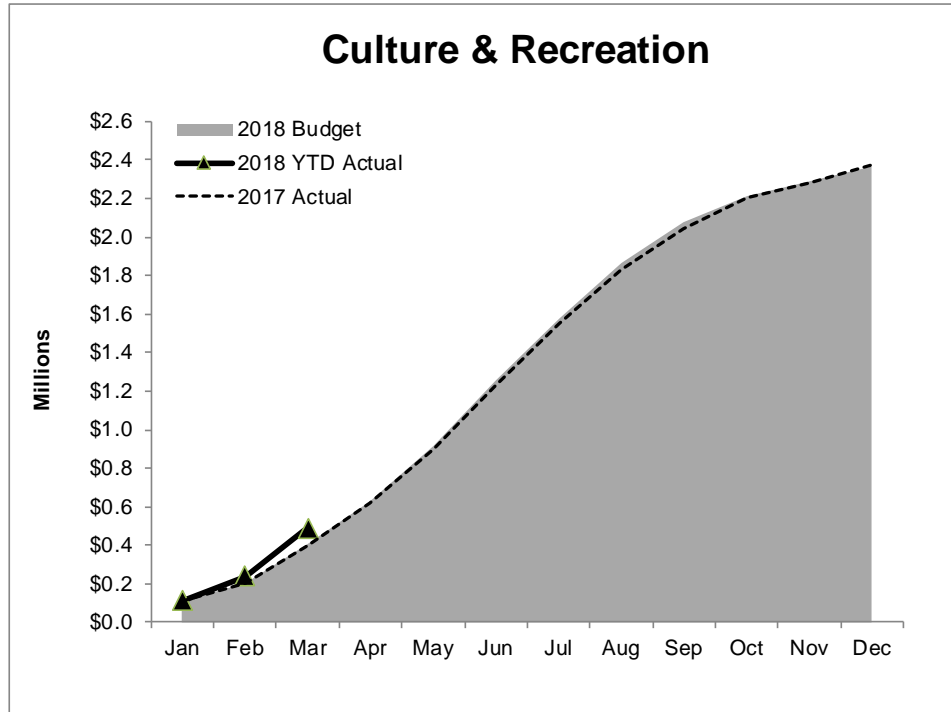
General governmental charges for service collected through Q1-2018 totaled \$22,000 and were \$3,000 favorable to budget.

Public safety revenues consist of revenues received for police officer extra duty security services – where officers are contracted for and reimbursement is made by the hiring contractor – as well as reimbursements from the Muckleshoot Indian Tribe (MIT) for a full-time dedicated police officer and associated expenditures. These revenues also include monies collected from the Auburn School District and the Criminal Justice Training Commission (CJTC) for services rendered. Public safety revenues collected through Q1-2018 totaled \$219,000 and compare to a budget of \$155,000. The majority of the favorability seen in this revenue source is due to extra duty overtime reimbursements exceeding budget expectations – predominately due to increased requests for police officer security services.

Development services fee collections, which primarily consist of plan check fees, totaled \$153,000 and ended the quarter \$84,000, or 35.4%, under budget expectations. Total plan check fees through the first quarter totaled \$112,000, compared to a budget of \$202,000. Plan check revenues collected through Q1-2018 include both commercial and residential projects, including projects at Boeing, Wyndham Hotel, Multicare, and Green River College. Of the \$112,000 in plan check revenues collected through Q1-2018, 71% was attributable to commercial projects in the City and the remaining 29% was predominately single family housing projects.

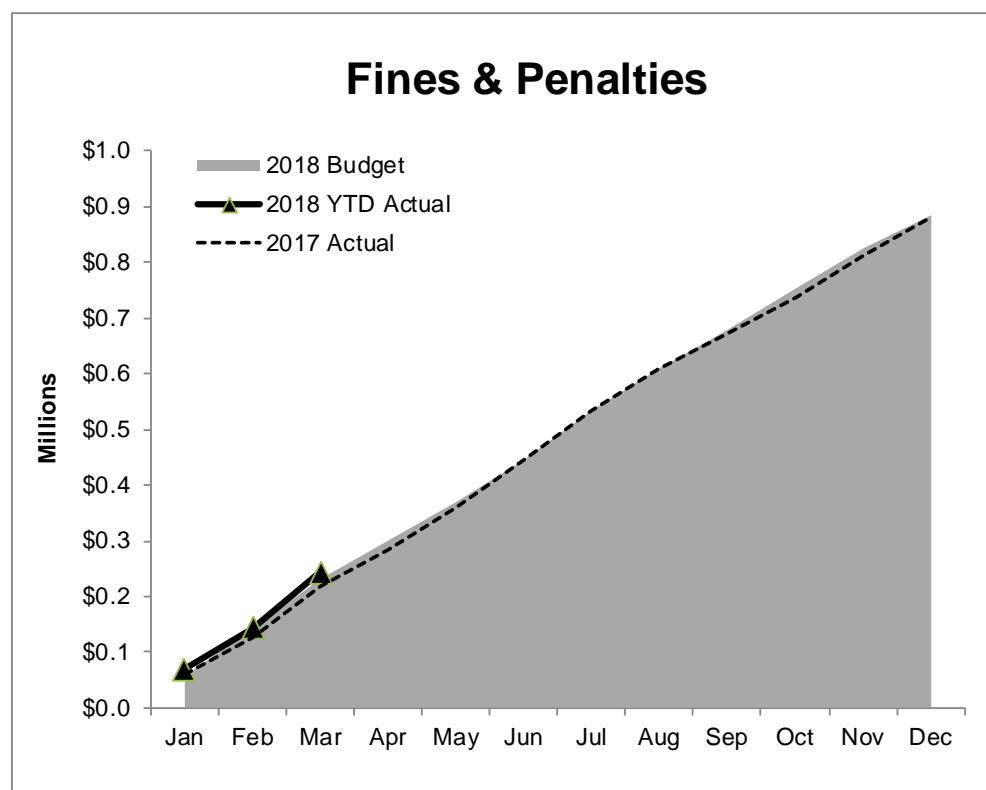


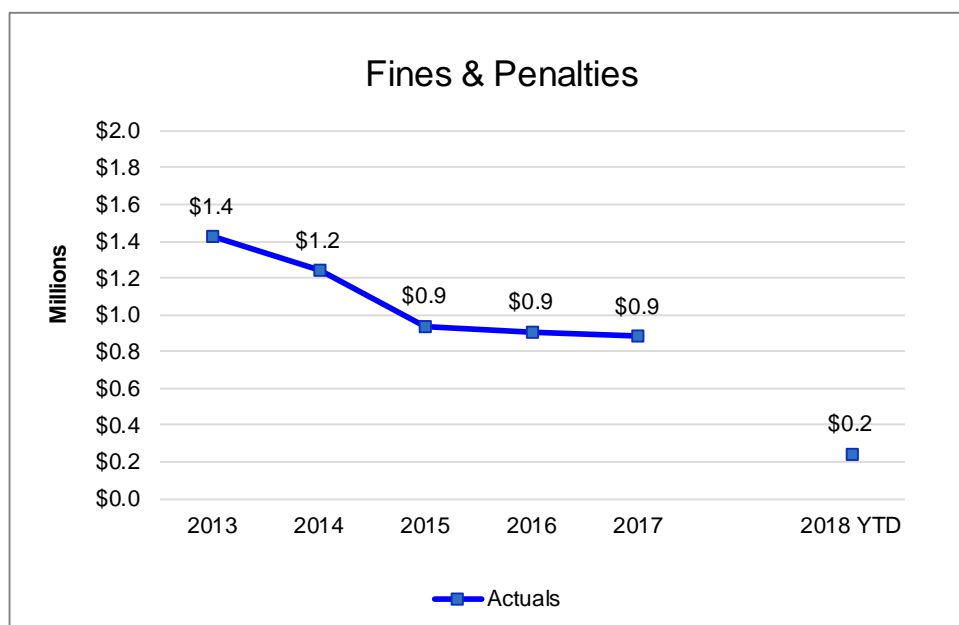
Culture and recreation revenues collected through Q1-2018 totaled \$490,000, exceeding collections in the same period last year by \$85,000 and exceeding Q1 2018 budget expectations by \$88,000. The majority of the year-over-year increase in revenues was seen in recreational class revenues and green fees at the Auburn Golf Course. The majority of culture and recreation revenues are derived from greens fees and pro shop sales at the Auburn Golf Course, recreational classes, athletic league fees, and special events.



Fines & Penalties include traffic and parking infraction penalties, criminal fines (including criminal traffic, criminal non-traffic and other criminal offenses) as well as non-court fines such as false alarm fines. Total revenues collected through Q1-2018 totaled \$244,000 compared to a budget of \$230,000.

Fines & Penalties by Type Through March 2018							
Month	2017 YTD Actual	2018 YTD Budget	2018 YTD Actual	2018 vs. 2017 Actual		2018 vs. Budget	
				Amount	Percentage	Amount	Percentage
Civil Penalties	\$ 2,557	\$ 1,100	\$ 4,178	\$ 1,621	63.4 %	\$ 3,078	279.8 %
Civil Infraction Penalties	135,248	132,800	130,924	(4,324)	(3.2) %	(1,876)	(1.4) %
Redflex Photo Enforcement	2,707	0	2,914	206	7.6 %	2,914	N/A %
Parking Infractions	31,782	35,200	35,986	4,204	13.2 %	786	2.2 %
Criminal Traffic Misdemeanor	14,556	9,500	17,893	3,336	22.9 %	8,393	88.3 %
Criminal Non-Traffic Fines	3,487	9,000	14,418	10,931	313.5 %	5,418	60.2 %
Criminal Costs	11,573	11,100	15,344	3,771	32.6 %	4,244	38.2 %
Non-Court Fines & Penalties	15,362	31,000	22,264	6,901	44.9 %	(8,736)	(28.2) %
YTD Total	\$ 217,273	\$ 229,700	\$ 243,919	\$ 26,646	12.3 %	\$ 14,219	6.2 %



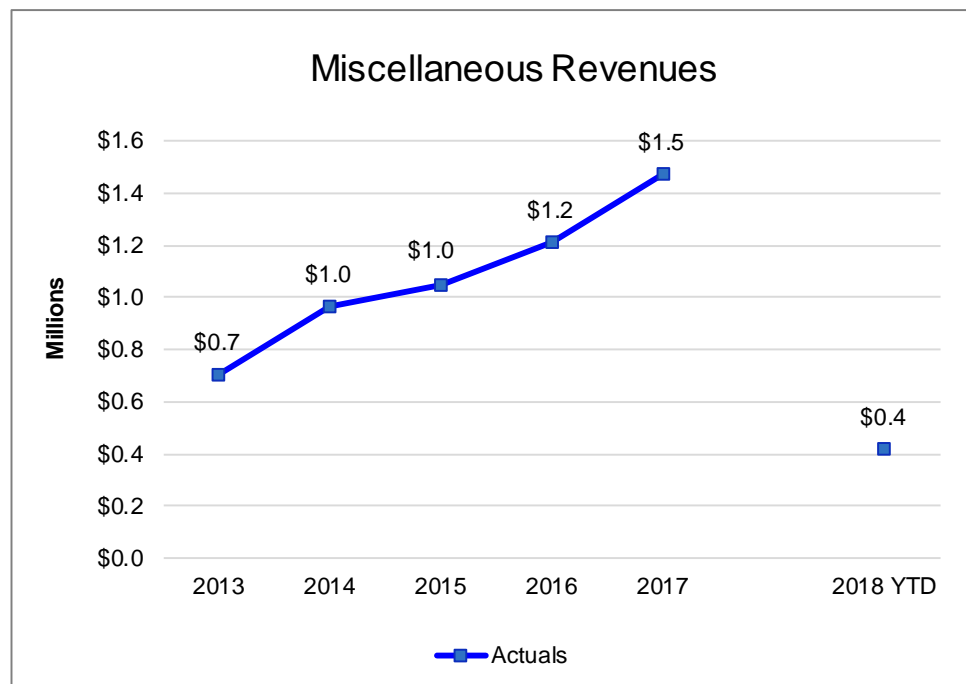


Miscellaneous revenues consist of investment earnings, income from facility rentals, contributions & donations, and other income including the quarterly purchasing card (P-card) rebate monies. Revenues collected in this category through Q1-2018 totaled \$420,000 and exceeded budget expectations by \$183,000. The majority of the increase in revenues was seen in the rents and leases category.

Miscellaneous Revenues by Type Through March 2018							
Month	2017 YTD Actual	2018 YTD Budget	2018 YTD Actual	2018 vs. 2017		2018 vs. Budget	
				Amount	Percentage	Amount	Percentage
Interest & Investments	\$ 35,929	\$ 11,100	\$ 74,666	\$ 38,737	107.8 %	\$ 63,566	572.7 %
Rents & Leases	217,707	159,700	265,221	47,514	21.8 %	105,521	66.1 %
Contributions & Donations	8,350	4,400	9,937	1,588	19.0 %	5,537	125.9 %
Other Miscellaneous Revenue	76,549	62,200	70,624	(5,926)	(7.7) %	8,424	13.5 %
YTD Total	\$ 338,535	\$ 237,400	\$ 420,448	\$ 81,913	24.2 %	\$ 183,048	77.1 %

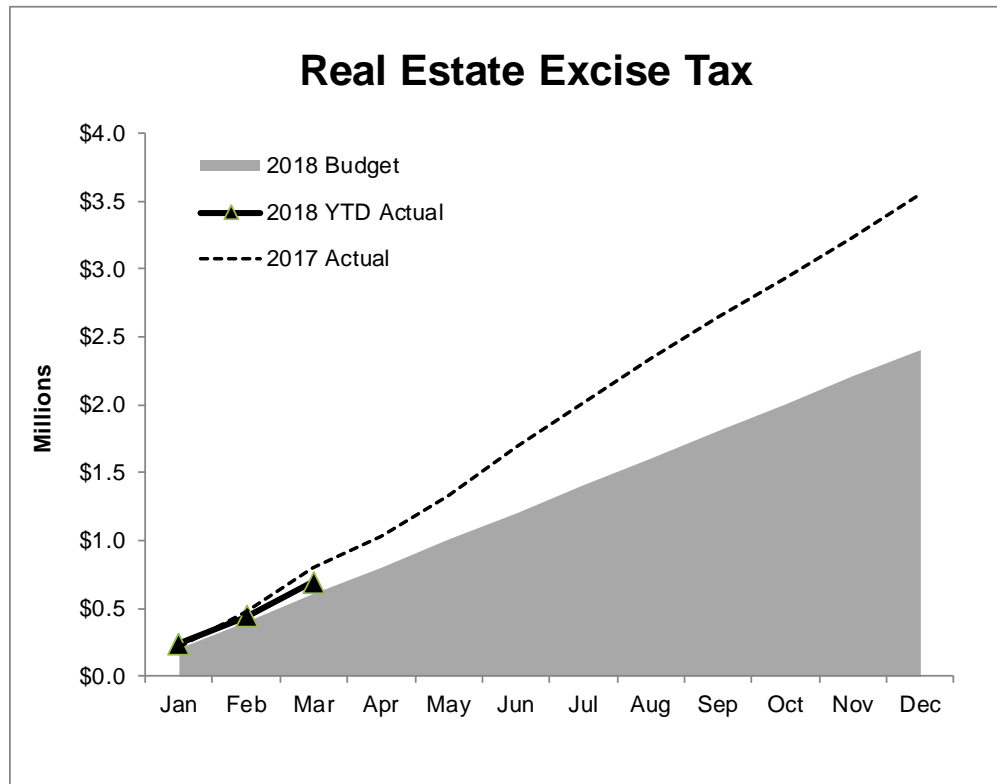
Interest and investments revenues collected through Q1-2018 exceeded budget expectations by \$64,000. This is a direct reflection of the increase in the State Investment Pool interest rate.

Lastly, other miscellaneous revenues exceeded budget expectations by \$8,000 mainly due to unbudgeted assessment for code compliance property abatements.



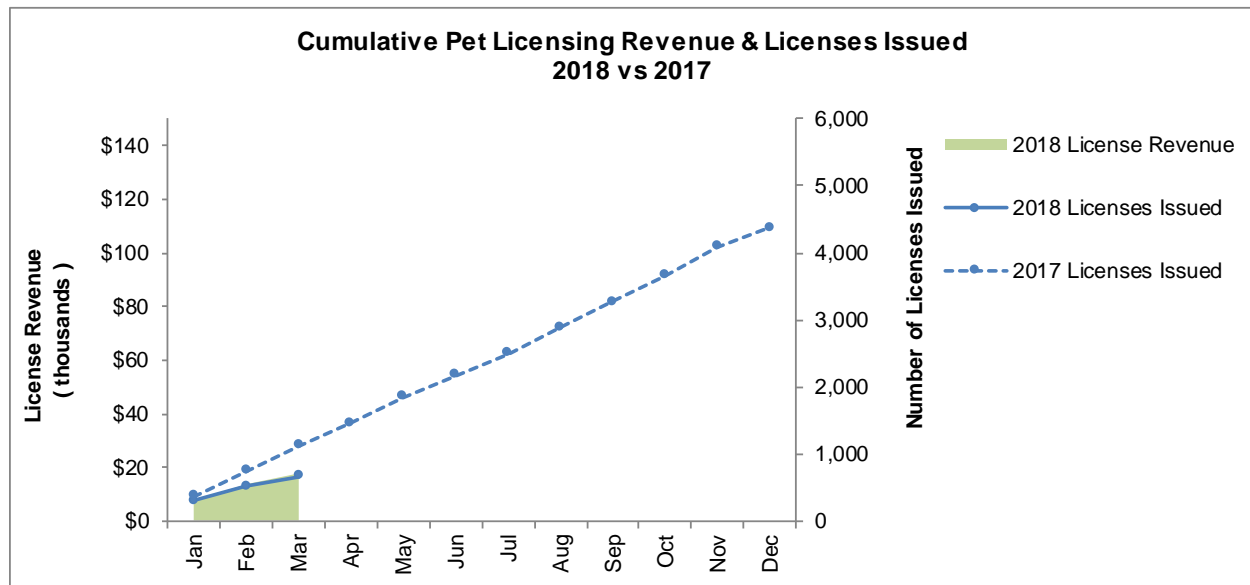
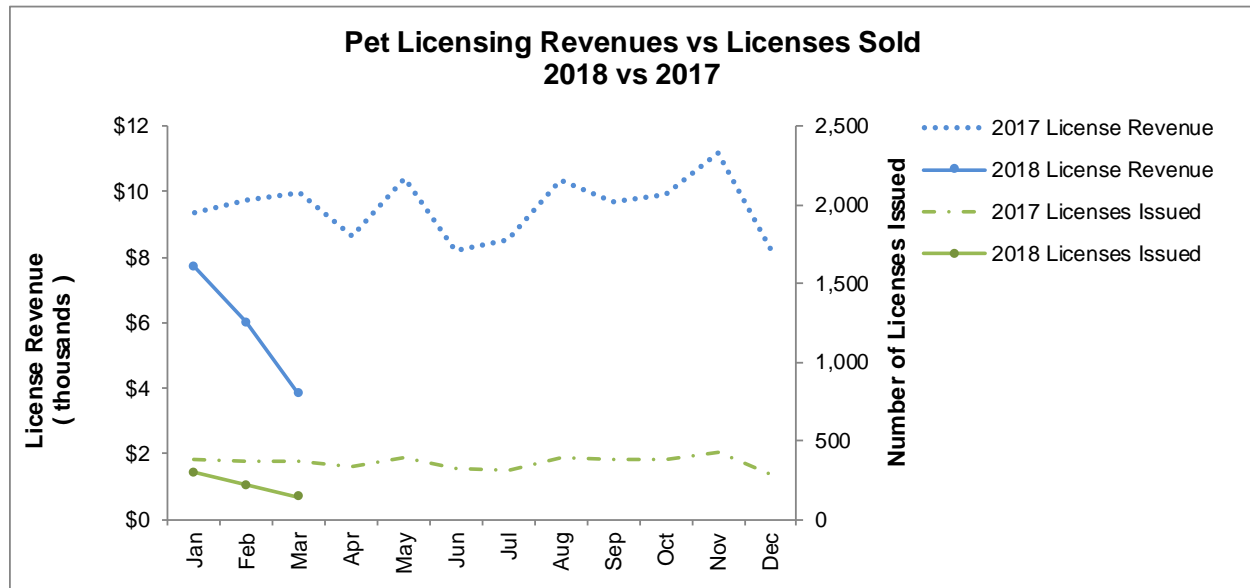
Real Estate Excise Tax (REET) revenue is receipted into the Capital Improvement Projects Fund and is used for governmental capital projects. REET revenues collected through Q1-2018 totaled \$696,000 and exceeded budget expectations by \$94,000, or 15.6%, although this was \$103,000 less than what was collected during the same period last year. Real estate sales include the sale of both commercial properties and single family residences. Commercial sales through Q1-2018 included the sale of several multi-family properties, retail, industrial and warehouse properties.

Real Estate Excise Tax Revenues							
March 2018							
Month	2017 Actual	2018 Budget	2018 Actual	2018 vs. 2017		2018 vs. Budget	
				Amount	Percentage	Amount	Percentage
Jan	\$ 224,044	\$ 200,800	\$ 240,414	\$ 16,371	7.3 %	\$ 39,614	19.7 %
Feb	249,683	200,800	200,783	(48,899)	(19.6) %	(17)	(0.0) %
Mar	326,044	200,800	255,218	(70,826)	(21.7) %	54,418	27.1 %
Apr	234,480						
May	299,251						
Jun	353,807						
Jul	330,707						
Aug	325,936						
Sep	309,422						
Oct	286,675						
Nov	289,045						
Dec	325,309						
YTD Total	\$ 799,771	\$ 602,400	\$ 696,416	\$ (103,355)	(12.9) %	\$ 94,016	15.6 %



Pet Licensing

In the first quarter of 2018, 662 pet licenses were sold, resulting in \$17,570 in revenue. In the first quarter of 2017, 1,123 licenses were sold, resulting in \$29,080 in revenue. These reductions are due in part to lower sales and in part to the transition from PetData to AVHS (PetData stopped providing services earlier than expected). The variance is expected to be offset by increases in license sales in Q2-2018.



Street Funds

This section provides a financial overview of the City's three street funds for the quarter ending March 31, 2018. The City's three street funds include the Arterial Street Fund (Fund 102), the Local Street Fund (Fund 103), and the Arterial Street Preservation Fund (Fund 105).

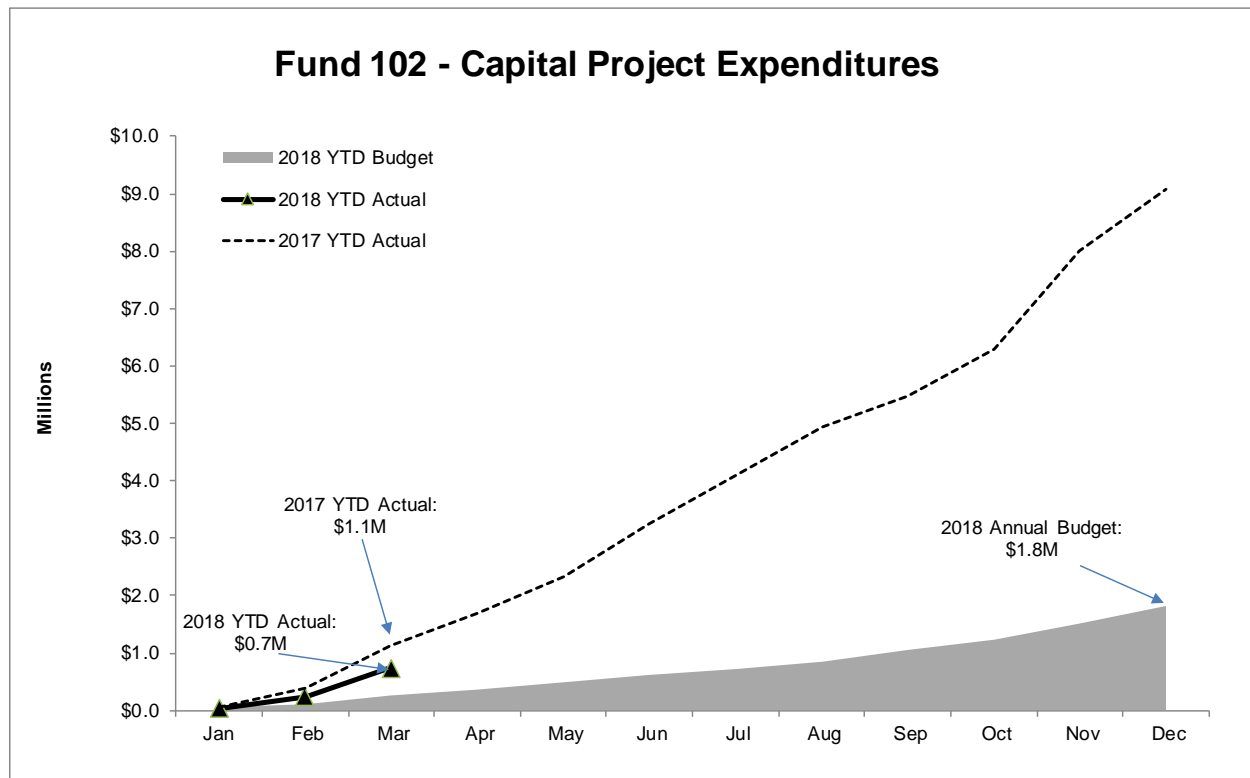
Fund 102 – Arterial Street Fund

The Arterial Street Fund is a special revenue fund that is funded by transportation grants, traffic impact fees, a portion of the City's gas tax receipts, Public Works Trust Fund loans, developer contributions, and other sources. As of March 31, 2018 there were 24 separate street projects budgeted in this fund.

Through March, revenues collected totaled \$452,000 as compared with collections of \$153,000 through Q1-2017. Total expenditures in Q1-2018 were \$770,000 and compare to \$1.2 million expended in Q1-2017. Variances in revenues and expenditures are largely due to the timing of capital expenditures and any subsequent reimbursement via federal grants, as well as the current phase of individual projects.

Fund 102 - Arterial Street Summary of Sources and Uses Report Period: March 2018	2018			2017	2018 YTD Budget vs. Actual	
	Annual Budget	YTD Budget	YTD Actual	YTD Actual	Favorable (Unfavorable)	
					Amount	Percentage
Revenues						
Federal Grants	\$ 629,200	\$ -	\$ -	\$ -	\$ -	
State Grants	-	-	-	7,398	-	
Motor Vehicle Fuel and Multimodal Taxes	585,000	128,760	150,077	131,391	21,317	16.6 %
Developer Contributions	-	-	-	2,061	-	
Miscellaneous Revenue	-	-	-	-	-	
Other Governmental Agencies	-	-	-	-	-	
Public Works Trust Fund Loans	-	-	-	-	-	
Operating Transfer In	644,917	35,734	295,929	9,892	260,195	728.2 %
Investment Income	2,600	504	6,294	2,051	5,791	1150.0 %
Total Revenues	\$ 1,861,717	\$ 164,997	\$ 452,300	\$ 152,793	\$ 287,303	174.1 %
Expenditures						
Salary and Benefits	\$ 551,000	\$ 142,755	\$ 96,095	\$ 180,093	\$ 46,660	32.7 %
Capital Outlay	1,259,200	114,497	648,226	939,396	(533,729)	(466.2) %
Subtotal - Capital Project Expenditures	1,810,200	257,251	744,320	1,119,489	(487,069)	(189.3) %
Services and Charges	400,000	21,899	1,778	36,068	20,121	91.9 %
Interfund Payments for Services	78,859	19,715	19,716	19,170	(1)	(0.0) %
Debt Service Principal and Interest	208,818	-	-	-	-	
Operating Transfer Out	55,615	13,904	4,272	-	9,631	69.3 %
Total Expenditures	\$ 2,553,492	\$ 312,769	\$ 770,087	\$ 1,174,727	\$ (457,318)	(146.2) %
Net Change in Fund Balance	\$ (691,775)	\$ (147,772)	\$ (317,787)	\$ (1,021,934)	\$ (170,015)	115.1 %

Beg. Fund Balance, January 2018	\$ 1,802,389
Net Change in Fund Balance, March 2018	(317,787)
Ending Fund Balance, March 2018	\$ 1,484,602
2018 Budgeted Ending Fund Balance	\$ 1,110,614



This table presents the status of the projects with the most significant budget impact on the fund:

Fund 102 - Arterial Street			
Capital Projects Status *			
Name	Annual Budget	YTD Actual	Remaining
A St SE & 37th St SE	\$0.4M	\$0.0M	\$0.4M
S. 277th St Corridor Improvements	\$0.4M	\$0.0M	\$0.3M
Lea Hill Road Corridor Study	\$0.2M	\$0.0M	\$0.2M
All Other Projects (21 Others Budgeted)	\$0.9M	\$0.7M	\$0.2M
Total	\$1.8M	\$0.7M	\$1.1M

*Components may not sum to total due to rounding.

Notes:

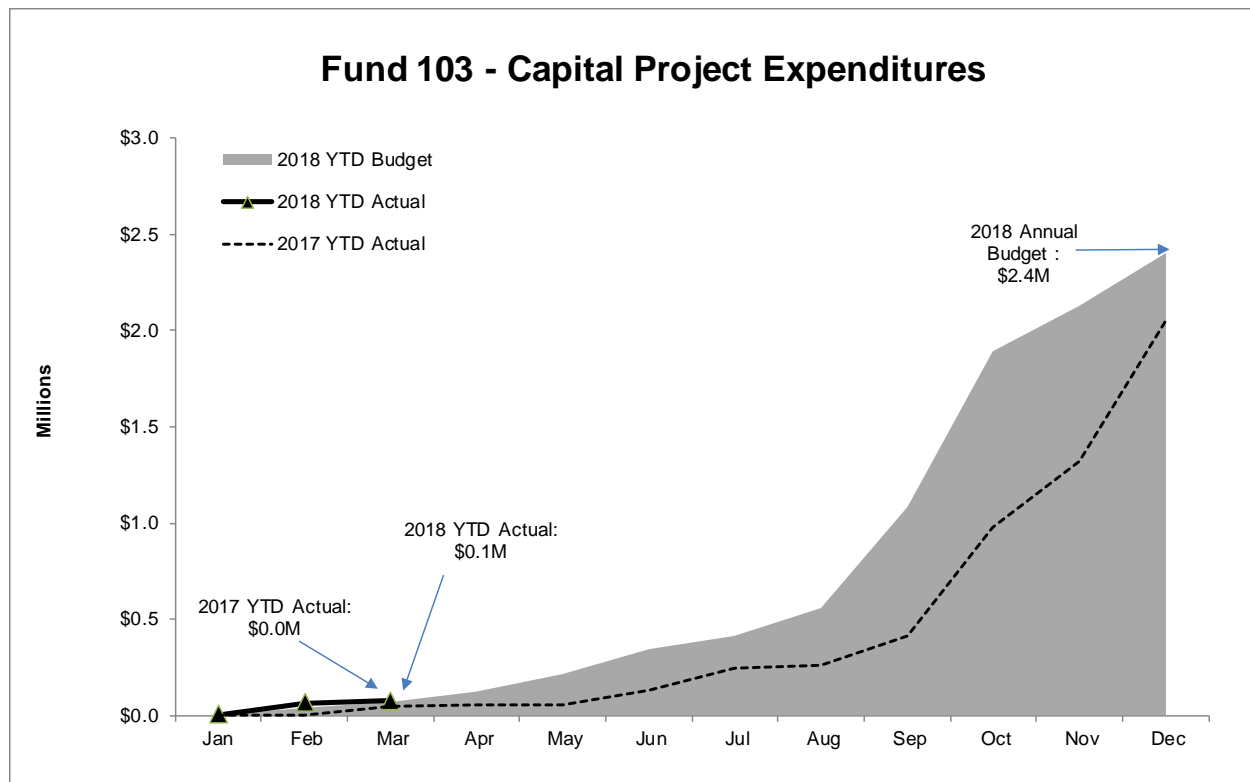
- Budgeted amounts and prioritized projects are expected to change significantly in Q2-2018, after carryforwards have been approved.

Fund 103 – Local Street Fund

The Local Street Fund is a special revenue fund where the revenues from sales taxes on construction are used for local street repair. Through March 31, 2018 revenues in this fund totaled \$786,000, exceeding year-to-date budget expectations by \$236,000 due to higher than anticipated sales tax revenues from local construction projects. This is consistent with collections of \$783,000 through Q1-2017. Total expenditures in Q1-2018 were \$116,000 and compare to expenditures of \$87,000 during Q1-2017. Historically, well over half of this fund's annual expenditures occur in the final four months of each year due to the weather sensitivity of pavement construction (this work needs to be done primarily in the summer and early fall). Highlighted in the table below and shown in the following graph are the fund's total expenditures related to capital projects.

Fund 103 - Local Street Fund Summary of Sources and Uses Report Period: March 2018	2018			2017	2018 YTD Budget vs. Actual	
	Annual Budget	YTD Budget	YTD Actual	YTD Actual	Favorable (Unfavorable)	
					Amount	Percentage
Revenues						
Sales Tax on Construction	\$ 1,750,000	\$ 397,786	\$ 623,421	\$ 628,536	\$ 225,634	56.7 %
Operating Transfer In	150,000	150,000	150,000	150,000	-	0.0 %
Interest Earnings	9,100	1,953	12,426	4,471	10,473	536.3 %
Total Revenues	\$ 1,909,100	\$ 549,739	\$ 785,847	\$ 783,007	\$ 236,108	42.9 %
Expenditures						
Salary and Benefits	\$ 148,817	\$ 36,301	\$ 33,371	\$ 34,117	\$ 2,930	8.1 %
Capital Project Expenditures	2,405,998	106,721	77,103	49,229	29,618	27.8 %
Services and Charges	700	155	1,956	178	(1,801)	(1161.2) %
Interfund Payments for Services	12,239	3,060	3,060	2,979	(0)	(0.0) %
Operating Transfer Out	516	129	74	-	55	42.3 %
Total Expenditures	\$ 2,568,270	\$ 146,366	\$ 115,564	\$ 86,502	\$ 30,801	21.0 %
Net Change in Fund Balance	\$ (659,170)	\$ 403,373	\$ 670,282	\$ 696,504	\$ 266,909	66.2 %

Beg. Fund Balance, January 2018	\$ 1,352,634
Net Change in Fund Balance, March 2018	670,282
Ending Fund Balance, March 2018	\$ 2,022,916
2018 Budgeted Ending Fund Balance	\$ 693,464



This table presents the status of the projects with the most significant budget impact on the fund:

Fund 103 - Local Street			
Capital Projects Status*			
Name	Annual Budget	YTD Actual	Remaining
2018 Local Street Pavement Reconstruction	\$2.4M	\$0.0M	\$2.4M
2017 Local St. Reconst. & Preservation	\$0.0M	\$0.1M	-\$0.1M
Total	\$2.4M	\$0.1M	\$2.3M

*Components may not sum to total due to rounding.

Notes:

- The 2017 Local Street Reconstruction Project began construction in 2017 and has continued into 2018 due to weather limitations in 2017. The carry-forward for this project was approved in 2018 BA#4.

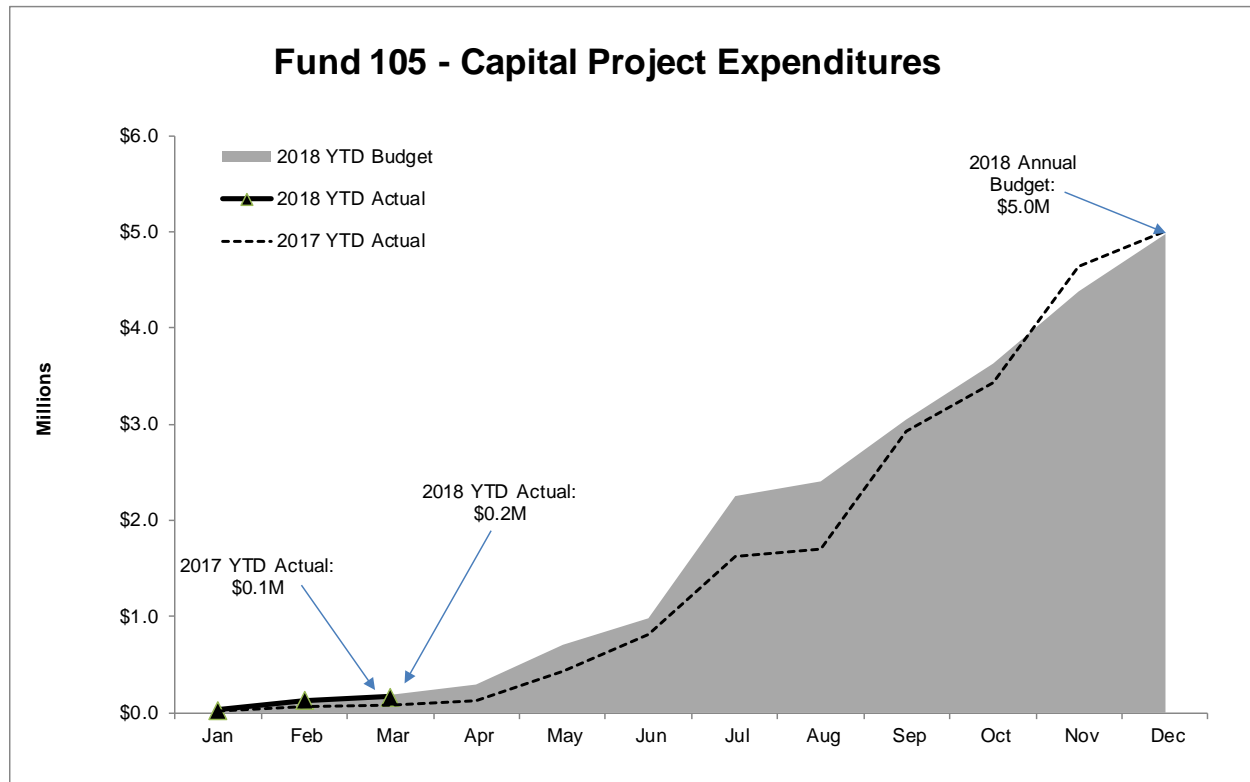
Fund 105 – Arterial Street Preservation Fund

The Arterial Street Preservation Fund is a special revenue fund which is primarily funded by a 1.0% utility tax that was adopted by Council in 2008; these utility tax revenues are restricted for arterial street repair and preservation projects. Major projects budgeted within the Arterial Street Preservation Fund in 2018 include 15th Street NE/NW Preservation, South 277th Street Preservation, and Citywide Pavement Patching and Overlay. During Q1-2018, revenues totaled \$527,000 and compare to collections of \$504,000 in Q1-2017.

Total expenditures during Q1-2018 were \$166,000, which compares to expenditures of \$79,000 in Q1-2017. Historically, the majority of this fund's expenditures occur in the second half of each year due to the weather sensitivity of pavement construction (this work needs to be done primarily in the summer and early fall). Highlighted in the table below and shown in the following graph are the fund's total expenditures related to capital projects.

Fund 105 - Arterial Street Preservation Summary of Sources and Uses Report Period: March 2018	2018			2017	2018 YTD Budget vs. Actual	
	Annual Budget	YTD Budget	YTD Actual	YTD Actual	Favorable (Unfavorable)	
					Amount	Percentage
Revenues						
City Utility Tax	\$ 700,000	\$ 164,838	\$ 148,272	\$ 148,313	\$ (16,566)	(10.1) %
Electric Utility Tax	715,600	180,035	187,336	175,712	7,302	4.1 %
Natural Gas Utility Tax	201,200	51,703	54,073	45,551	2,370	4.6 %
Cable TV Tax	197,200	48,868	53,319	51,208	4,451	9.1 %
Telephone Utility Tax	281,600	78,534	58,633	72,545	(19,901)	(25.3) %
Garbage Utility Tax (External Haulers)	-	-	5,122	5,232	5,122	
Grants	1,412,440	102,875	-	-	(102,875)	(100.0) %
Developer Mitigation Fees	-	-	-	-	-	
Operating Transfer In	2,212,400	1,106,200	13,063	-	(1,093,137)	(98.8) %
Interest Earnings	4,900	1,225	7,531	4,977	6,306	514.8 %
Total Revenues	\$ 5,725,340	\$ 1,734,278	\$ 527,350	\$ 503,537	\$ (1,206,928)	(69.6) %
Expenditures						
Salary and Benefits	\$ 225,000	\$ 36,565	\$ 87,465	\$ 75,622	\$ (50,901)	(139.2) %
Capital Outlay	4,749,840	705,925	78,743	3,518	627,182	88.8 %
Subtotal - Capital Project Expenditures	4,974,840	742,490	166,209	79,140	576,281	77.6 %
Supplies	-	-	-	-	-	
Services and Charges	150,000	-	-	-	-	
Operating Transfer Out	46,100	23,050	-	-	23,050	100.0
Total Expenditures	\$ 5,170,940	\$ 765,540	\$ 166,209	\$ 79,140	\$ 599,331	78.3 %
Net Change in Fund Balance	\$ 554,400	\$ 968,738	\$ 361,141	\$ 424,397	\$ (607,597)	(62.7) %

Beg. Fund Balance, January 2018	\$ 1,409,825
Net Change in Fund Balance, March 2018	361,141
Ending Fund Balance, March 2018	\$ 1,770,966
2018 Budgeted Ending Fund Balance	\$ 1,964,225



This table presents the status of the projects with the most significant impacts on the fund:

Fund 105 - Arterial Street Preservation			
Capital Projects Status*			
Name	Annual Budget	YTD Actual	Remaining
15th St NE/NW Preservation	\$1.5M	\$0.04M	\$1.5M
S 277th Street Preservation	\$1.3M	\$0.0M	\$1.3M
2018 Citywide Pavement and Patching Overlay	\$1.2M	\$0.0M	\$1.2M
All Other Projects (4 Others Budgeted)	\$.9M	\$.1M	\$0.8M
Total	\$5.0M	\$0.2M	\$4.8M

*Components may not sum to total due to rounding.

Notes:

- Construction on the 15th Street NE/NW Preservation project was delayed from 2017 to 2018 due to the Puget Sound Regional Council's (PSRC's) modification of the Grant's obligation year to FY 2018. This revision was part of a region-wide effort to address federal grant funding restrictions for FY 2017, 2018, 2019 and 2020, and means that funds could not be expended until 2018.

Fund 124 – Mitigation Fees

The Mitigation Fees Fund is a special revenue fund funded from revenues from new development, which are assessed at the time applications are received for development activity. These funds are used to mitigate costs associated with City growth. In Q1-2018, revenues were below budget expectations, at 5.9% of the annual budgeted amount versus an expectation of about 20%. This variance is largely due to a decrease in single-family housing development, which is the source of parks impact fees and a significant source of transportation impact fees. In addition, many of the projects contributing to other impact fee revenues in Q1-2018 were residential, which generally generate less revenue for the City than commercial projects. Expenditures were slightly below budget due to the timing of capital projects funded by these revenues.

Fund 124 - Mitigation Fees				BUDGET		
Summary of Sources and Uses				YTD ACTUALS		
Report Period Through:				Ending		
March 2018				Revenues	Expenditures	Fund Balance
Transportation Impact Fees	\$ 22,377	\$ 249,415	\$ 4,989,431	\$ 800,000	\$ 578,817	\$ 4,990,050
Transportation Mitigation Fees	-	46,513	187,792	-	20,000	80,500
Fire Impact Fees	9,047	-	95,420	100,000	50,000	136,300
Fire Mitigation Fees	-	-	81	-	-	81
Parks Impact Fees	17,500	260	5,347,376	600,000	700,000	3,400,000
Parks Mitigation Fees	-	-	335,302	-	-	330,000
School Impact Admin Fees	272	-	56,387	12,000	-	56,615
Wetland Mitigation Fees	-	-	69,661	-	31,600	38,000
Interest and Investment Income	41,210	-	41,210	8,200	-	8,200
Fees in Lieu of Improvements	-	-	123,313	-	-	123,300
Operating Transfers	-	-	-	-	-	-
Total	\$ 90,406	\$ 296,189	\$ 11,245,973	\$ 1,520,200	\$ 1,380,417	\$ 9,163,046

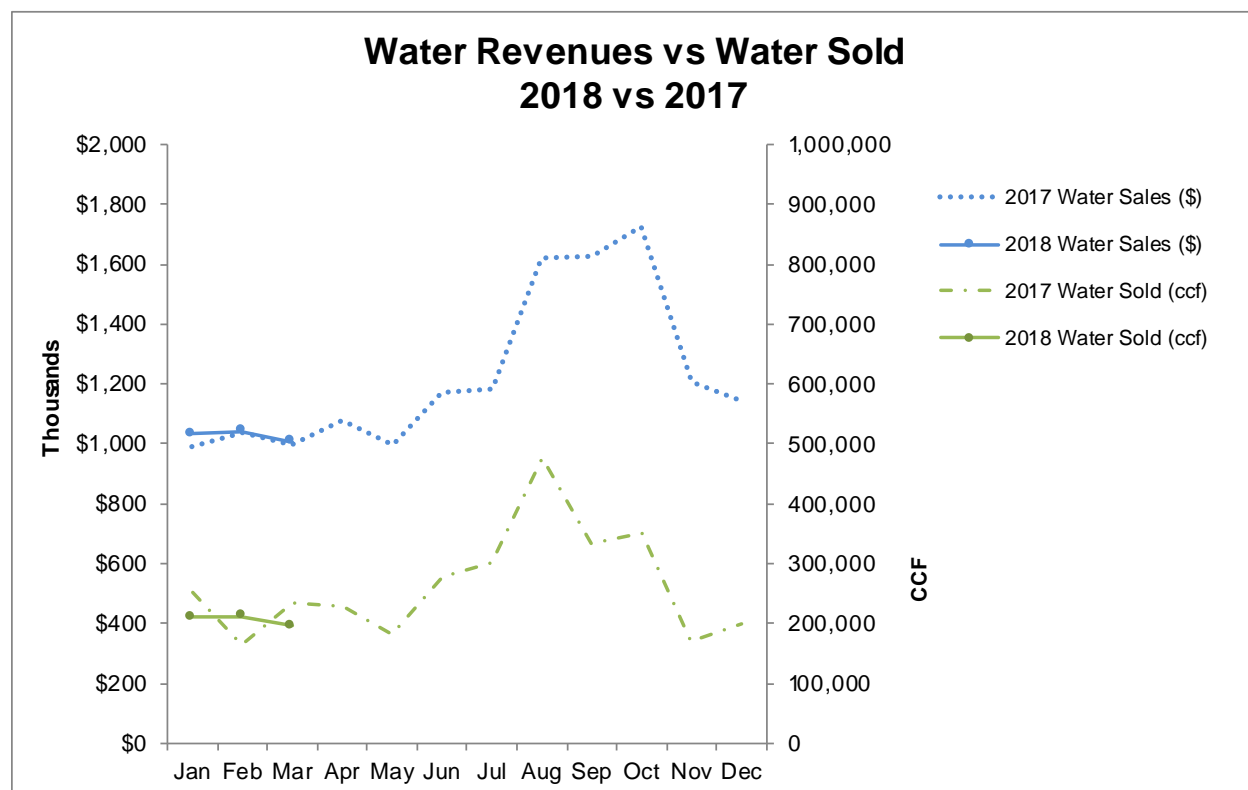
Beginning Fund Balance, January 2018	\$ 11,451,755
Net Change in Fund Balance, March 2018	(205,782)
Ending Fund Balance, March 2018	\$ 11,245,973
2018 Budgeted Ending Fund Balance	\$ 9,163,046

Enterprise Funds

Detailed income and expense statements for Enterprise and Internal Service funds can be found in the appendices at the end of this report. The appendices provide operating and, as applicable, capital fund reports for these funds showing budget, actuals, and variances. Operating funds house all the operating costs along with debt service and financing obligations. Capital funds show costs associated with capital acquisition and construction. Both the operating and capital funds have a working capital balance. This approach isolates those funds available for capital and cash flow needs for daily operations, and project managers will know exactly how much working capital is available for current and planned projects.

Through March 31, 2018 the **Water Utility** had operating income before depreciation of \$1.2 million as compared with \$1.1 million over the same period last year. Revenues are on track with budget expectations, and are expected to increase during the second half of the year due to increased water sales during the summer months.

Water sales by volume during Q1-2018 totaled 619,000 hundred cubic feet (ccf), compared to 649,000 ccf during Q1-2017, representing a 4.7% decrease. This is part of a general trend of decreased year-over-year water consumption per account due largely to conservation efforts and appliance efficiency improvements. Additionally, the City has not provided water to Water District #111 since its contract was renegotiated; in Q1-2017, Water District #111 consumed 39,300 ccf of water.



The **Sewer Utility** finished Q1-2018 with operating income before depreciation of \$557,000 as compared to operating income of \$441,000 in Q1-2017. This increase is due primarily to lower operating expenditures thus far in 2018.

The **Stormwater Utility** ended Q1-2018 with operating income before depreciation of \$773,000 compared with \$663,000 in Q1-2017. This increase is due primarily to lower operating expenditures.

Through first quarter 2018, the **Solid Waste Utility** Fund had \$3.7 million in operating revenues, compared to \$3.5 million in operating expenditures, resulting in an increase in Working Capital of about \$168,000.

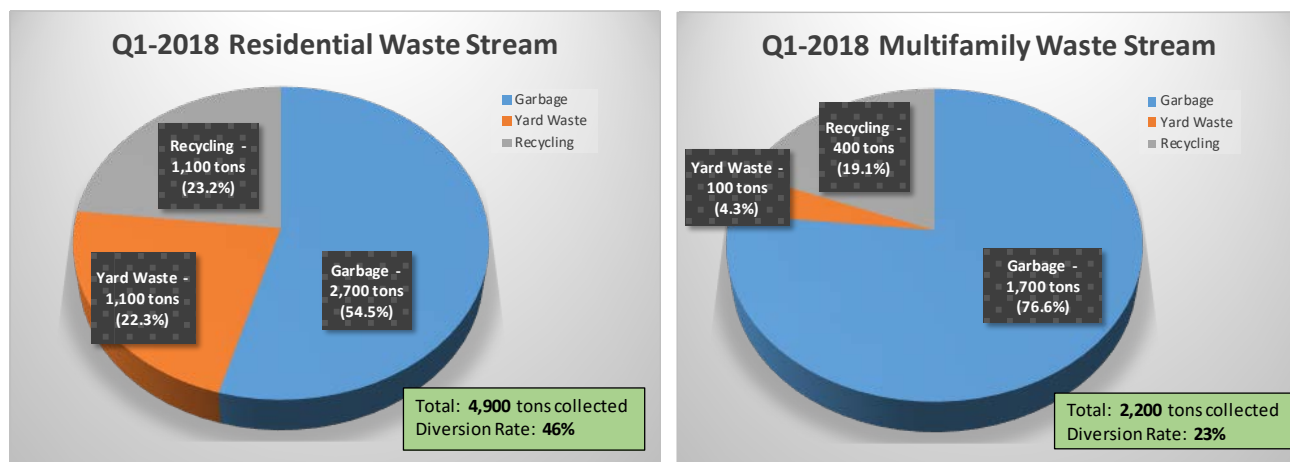
The City of Auburn's Solid Waste services are outsourced to Waste Management and to Republic Services, who manages the contract for the annexed areas. As of March 2018, Waste Management serviced 15,447 customers (79% of customers) and Republic Services serviced 4,047 customers (21% of customers).

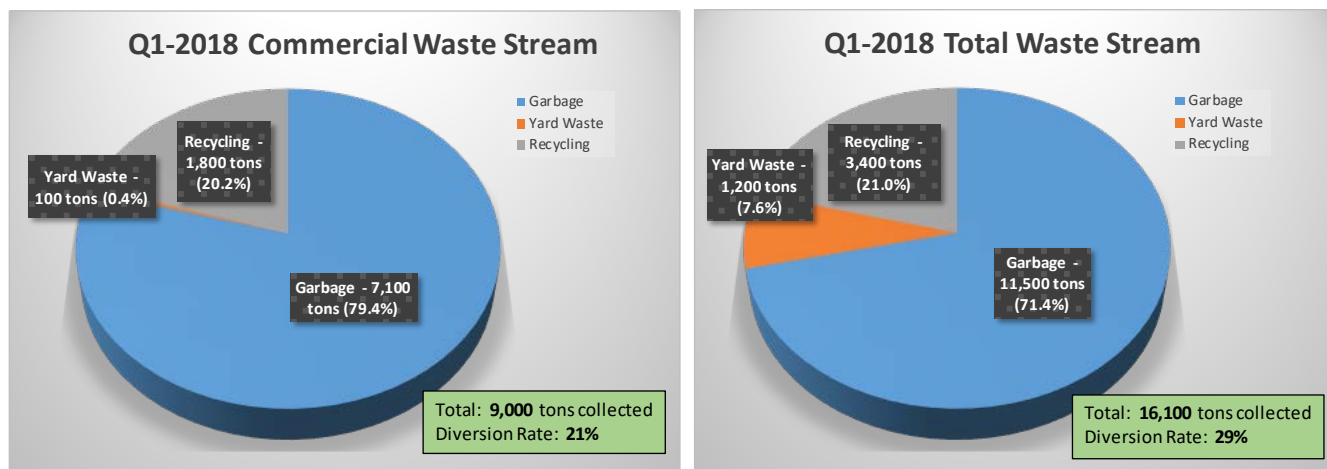
The current mix of customer account types is:

- 89% Residential
- 8% Commercial
- 3% Multifamily

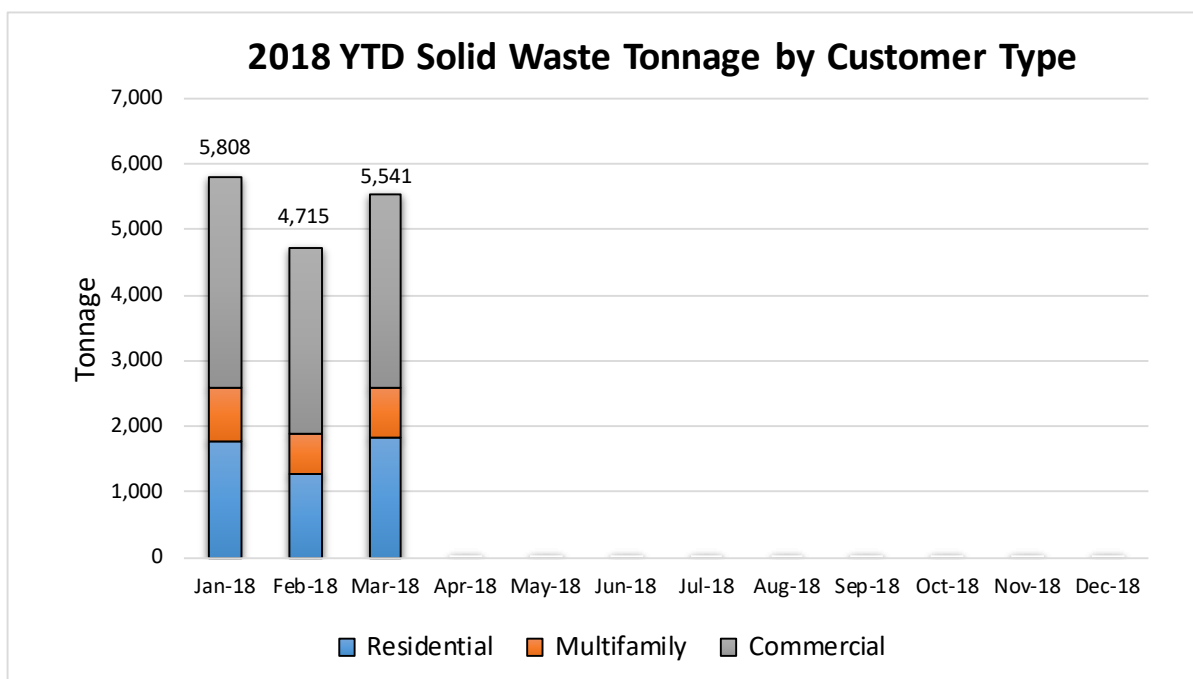
The "diversion rate" is a measure of how much generated waste is not sent to the landfill; i.e., waste that is either recycled or collected yard waste. Through Q1-2018, the total diversion rate was 29%, which represents a total of 4,600 tons of waste that was diverted from landfills.

Q1-2018 Tons Collected and Diversion Rates:

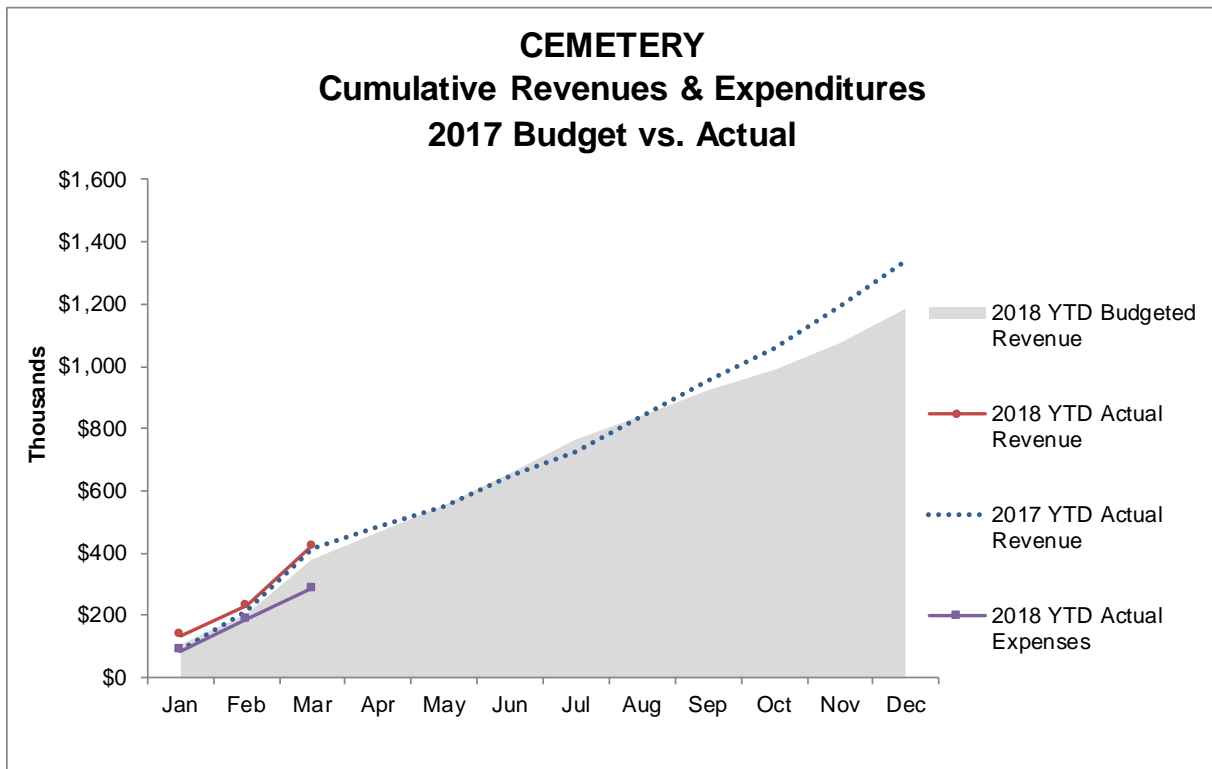




Of the total tonnage collected through Q1-2018, 30% was collected from residential customers, 14% from multifamily customers, and 56% from commercial customers, as shown in the following graph.



Through Q1-2018 the **Cemetery Fund** experienced operating income of \$133,000, as compared with an operating income of \$158,000 in Q1-2017. This variance is mainly due to increased expenditures for supplies and slightly lower revenues from sales.



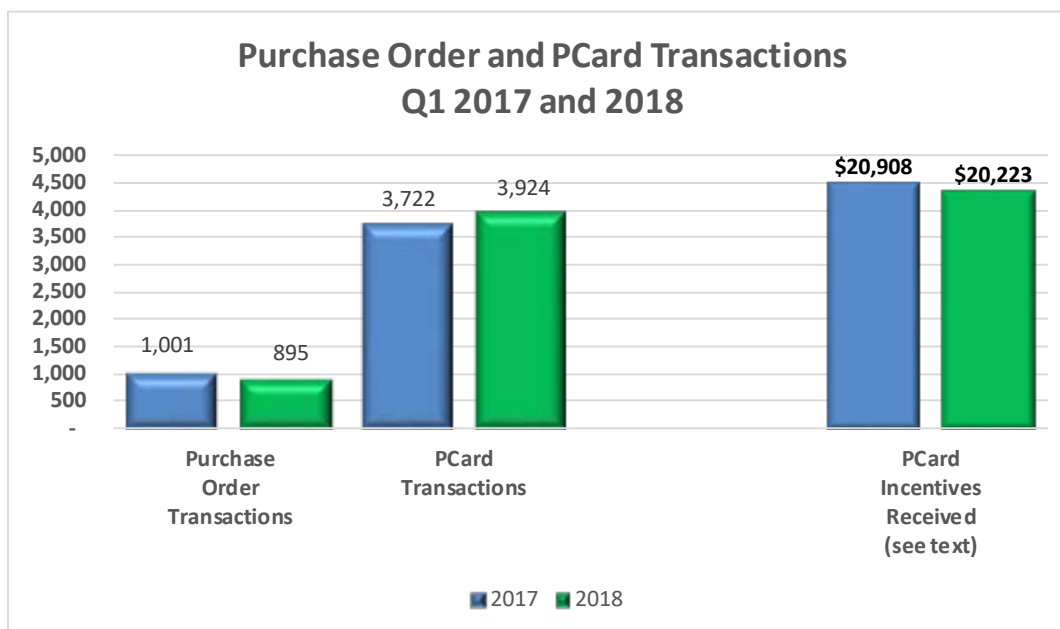
Internal Service Funds

Operating expenditures within the **Insurance Fund** represent the premium cost pool that will be allocated monthly to other City funds over the course of 2018. As a result, the expenditure balance will gradually diminish each month throughout the year.

No significant variances are reported in the **Worker's Compensation, Facilities, Innovation & Technology**, or **Equipment Rental Funds**.

P-Card Statistics

The City has been actively promoting the use of P-Cards in lieu of purchase orders to minimize effort and maximize incentive payments from the vendor and the State. In Q1 2018, 3,924 P-Card transactions were processed as compared with 895 purchase order transactions. Total incentive payments received from US Bank in Q1 2018 totaled \$20,223. These are estimated payments since the quarterly rebate checks are not actually received until the next quarter. Additionally, there is an annual incentive payment from the State that is received in Q2 of each year. The annual State incentive payment for 2017 was \$24,693 and was received in April of 2018.



Contact Information

This report is prepared by the Finance Department. Additional financial information can also be viewed at our website: <http://www.auburnwa.gov/>. For any questions about this report please contact Shelley Coleman at scoleman@auburnwa.gov.

**City of Auburn
Investment Portfolio Summary
March 31, 2018**

Investment Type	Purchase Date	Purchase Price	Maturity Date	Yield to Maturity
State Investment Pool	Various	\$ 113,956,915	Various	1.58%
KeyBank Money Market	Various	5,361,942	Various	0.02%
OpusBank Public Interest Acct	Various	10,058,688	Various	1.68%
FNMA	3/11/2016	998,844	2/22/2019	1.20%
FHLB	2/28/2018	2,000,000	2/28/2023	2.65%
Total Cash & Investments		\$ 132,376,389		1.534%

Investment Mix	% of Total	Summary	
State Investment Pool	86.1%	Current 6-month treasury rate	1.92%
KeyBank Money Market	4.1%	Current State Pool rate	1.58%
OpusBank Public Interest Acct	7.6%	KeyBank Money Market	0.02%
FHLB	1.5%	OpusBank Public Interest Acct	1.68%
FNMA	0.8%	Blended Auburn rate	1.53%
	100.0%		

SALES TAX SUMMARY

MARCH 2018 SALES TAX DISTRIBUTIONS (FOR JANUARY 2018 RETAIL ACTIVITY)

NAICS		2017 Annual Total (Nov '16-Oct '17)	2017 YTD (Nov '16-Jan '17)	2018 YTD (Nov '17-Jan '18)	YTD % Diff
236	Construction of Buildings	1,503,231	345,361	370,471	7.3%
237	Heavy and Civil Construction	209,928	51,661	31,653	-38.7%
238	Specialty Trade Contractors	918,947	231,514	221,297	-4.4%
TOTAL CONSTRUCTION		\$ 2,632,107	\$ 628,536	\$ 623,421	-0.8%
Overall Change from Previous Year				\$ (5,115)	

NAICS		2017 Annual Total (Nov '16-Oct '17)	2017 YTD (Nov '16-Jan '17)	2018 YTD (Nov '17-Jan '18)	YTD % Diff
311	Food Manufacturing	4,642	1,938	1,138	-41.3%
312	Beverage and Tobacco Products	7,842	2,148	3,579	66.6%
313	Textile Mills	264	60	195	225.7%
314	Textile Product Mills	1,501	224	239	6.5%
315	Apparel Manufacturing	227	36	45	26.3%
316	Leather and Allied Products	46	23	17	-23.2%
321	Wood Product Manufacturing	16,528	6,661	3,981	-40.2%
322	Paper Manufacturing	15,254	3,329	1,901	-42.9%
323	Printing and Related Support	54,391	13,908	14,284	2.7%
324	Petroleum and Coal Products	1,040	262	3,827	1360.7%
325	Chemical Manufacturing	15,982	1,912	1,932	1.0%
326	Plastics and Rubber Products	8,856	1,752	2,251	28.4%
327	Nonmetallic Mineral Products	17,749	4,390	3,678	-16.2%
331	Primary Metal Manufacturing	818	275	374	36.1%
332	Fabricated Metal Product Manuf	28,618	10,476	6,065	-42.1%
333	Machinery Manufacturing	18,216	4,585	5,733	25.1%
334	Computer and Electronic Product	32,957	5,752	1,415	-75.4%
335	Electric Equipment, Appliances	1,103	361	289	-19.9%
336	Transportation Equipment Man	385,842	136,327	103,628	-24.0%
337	Furniture and Related Products	34,157	5,465	4,798	-12.2%
339	Miscellaneous Manufacturing	31,567	6,567	9,683	47.4%
TOTAL MANUFACTURING		\$ 677,596	\$ 206,450	\$ 169,053	-18.1%
Overall Change from Previous Year				\$ (37,397)	

NAICS		2017 Annual Total (Nov '16-Oct '17)	2017 YTD (Nov '16-Jan '17)	2018 YTD (Nov '17-Jan '18)	YTD % Diff
481	Air Transportation	2	2	0	-100.0%
482	Rail Transportation	20,972	13,938	3,058	-78.1%
484	Truck Transportation	4,014	1,345	676	-49.7%
485	Transit and Ground Passengers	-3,390	21	34	64.2%
488	Transportation Support	51,246	10,705	11,143	4.1%
491	Postal Service	274	92	81	-11.9%
492	Couriers and Messengers	1,859	93	731	688.3%
493	Warehousing and Storage	13,526	3,354	4,156	23.9%
TOTAL TRANSPORTATION		\$ 88,502	\$ 29,549	\$ 19,879	-32.7%
Overall Change from Previous Year				\$ (9,670)	

NAICS		2017 Annual Total (Nov '16-Oct '17)	2017 YTD (Nov '16-Jan '17)	2018 YTD (Nov '17-Jan '18)	YTD % Diff
423	Wholesale Trade, Durable Goods	1,080,558	243,625	326,801	34.1%
424	Wholesale Trade, Nondurable	278,097	65,336	71,759	9.8%
425	Wholesale Electronic Markets	4,428	573	573	-77.2%
TOTAL WHOLESALE		\$ 1,363,083	\$ 311,473	\$ 399,133	28.1%
Overall Change from Previous Year				\$ 87,660	

Includes Adjustments in excess of +/- \$10,000.

a. WA State Dept of Revenue audit adjustment to sales tax returns for period of April 2017 (adjustment: - \$29,746).

b. WA State Dept of Revenue audit adjustment to sales tax returns for period of October 2017 (adjustment: \$36,668).

NAICS		2017 Annual Total (Nov '16-Oct '17)	2017 YTD (Nov '16-Jan '17)	2018 YTD (Nov '17-Jan '18)	YTD % Diff
441	Motor Vehicle and Parts Dealer	3,703,385 b	870,929	937,343	7.6%
447	Gasoline Stations	268,146	66,662	71,731	7.6%
TOTAL AUTOMOTIVE		\$ 3,971,531	\$ 937,591	\$ 1,009,073	7.6%
Overall Change from Previous Year				\$ 71,483	

NAICS		2017 Annual Total (Nov '16-Oct '17)	2017 YTD (Nov '16-Jan '17)	2018 YTD (Nov '17-Jan '18)	YTD % Diff
442	Furniture and Home Furnishings	197,226	54,037	58,930	9.1%
443	Electronics and Appliances	211,036	54,608	62,268	14.0%
444	Building Material and Garden	580,347	124,204	120,424	-3.0%
445	Food and Beverage Stores	368,971	95,485	95,309	-0.2%
446	Health and Personal Care Store	368,699	96,367	104,997	9.0%
448	Clothing and Accessories	1,118,980 a	333,465	335,926	0.7%
451	Sporting Goods, Hobby, Books	199,717	59,717	59,356	-0.6%
452	General Merchandise Stores	992,858	303,658	303,944	0.1%
453	Miscellaneous Store Retailers	463,719	121,523	156,904	29.1%
454	Nonstore Retailers	370,027	99,298	98,293	-1.0%
TOTAL RETAIL TRADE		\$ 4,871,580	\$ 1,342,361	\$ 1,396,352	4.0%
Overall Change from Previous Year				\$ 53,990	

NAICS		2017 Annual Total (Nov '16-Oct '17)	2017 YTD (Nov '16-Jan '17)	2018 YTD (Nov '17-Jan '18)	YTD % Diff
51*	Information	662,460	171,866	171,971	0.1%
52*	Finance and Insurance	122,200	28,040	36,056	28.6%
53*	Real Estate, Rental, Leasing	367,828	87,871	101,573	15.6%
541	Professional, Scientific, Tech	238,617	57,535	66,138	15.0%
551	Company Management	13	4	2	-45.0%
56*	Admin. Supp., Remed Svcs	276,380	66,252	86,053	29.9%
611	Educational Services	55,506	11,459	11,299	-1.4%
62*	Health Care Social Assistance	74,678	21,138	23,734	12.3%
71*	Arts and Entertainment	109,577	17,577	27,058	53.9%
72*	Accommodation and Food Svcs	1,276,310	287,866	339,042	17.8%
81*	Other Services	546,059	128,886	137,544	6.7%
92*	Public Administration	182,112	27,855	43,513	56.2%
TOTAL SERVICES		\$ 3,911,740	\$ 906,349	\$ 1,043,983	15.2%
Overall Change from Previous Year				\$ 137,634	

NAICS		2017 Annual Total (Nov '16-Oct '17)	2017 YTD (Nov '16-Jan '17)	2018 YTD (Nov '17-Jan '18)	YTD % Diff
000	Unknown	0	0	0	N/A
111-115	Agriculture, Forestry, Fishing	6,486	1,599	1,117	-30.2%
211-221	Mining & Utilities	26,023	5,193	5,167	-0.5%
999	Unclassifiable Establishments	32,865	20,420	16,536	-19.0%
TOTAL SERVICES		\$ 65,374	\$ 27,212	\$ 22,820	-16.1%
Overall Change from Previous Year				\$ (4,392)	

GRAND TOTAL	\$ 17,581,514	\$ 4,389,521	\$ 4,683,713	
Overall Change from Previous Year			\$ 294,192	6.7%

Total March 2018 Sales Tax Distributions	\$ 1,369,327
Dollar Increase from March 2017	\$ 33,535
Percent Increase from March 2017	2.5%
Comparisons:	
March 2017	\$ 1,335,792
March 2016	\$ 1,220,680

OPERATING & CAPITAL FUNDS				ENTERPRISE FUNDS								
Cash Basis through March 2018	WATER			SEWER			SEWER METRO			STORM		
	YTD			YTD			YTD			YTD		
	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance
OPERATING FUND:												
OPERATING REVENUES												
Charges For Service	15,203,431	3,075,261	(12,128,170)	8,142,100	2,040,688	(6,101,412)	18,189,923	4,152,214	(14,037,709)	9,242,676	2,438,239	(6,804,437)
Grants	-	-	-	-	-	-	-	-	-	-	-	-
Interest Earnings	10,000	27,400	17,400	20,000	15,217	(4,783)	1,000	4,476	3,476	15,000	13,425	(1,575)
Rents, Leases, Concessions, & Other	219,024	52,210	(166,814)	75,570	139	(75,431)	-	-	-	63,226	14,389	(48,837)
TOTAL OPERATING REVENUES	15,432,455	3,154,871	(12,277,584)	8,237,670	2,056,044	(6,181,626)	18,190,923	4,156,690	(14,034,233)	9,320,902	2,466,054	(6,854,848)
OPERATING EXPENSES												
Salaries & Wages	2,799,131	630,553	2,168,578	1,808,531	451,248	1,357,283	-	-	-	2,716,743	656,912	2,059,831
Benefits	1,416,014	310,107	1,105,907	906,551	222,039	684,512	-	-	-	1,396,377	324,913	1,071,464
Supplies	334,244	54,755	279,489	136,550	13,980	122,570	-	-	-	94,550	15,935	78,615
Other Service Charges	5,060,750	600,737	4,460,013	2,958,471	550,271	2,408,200	-	-	-	1,770,779	320,196	1,450,583
Intergovernmental Services (Less Transfers Out)	-	-	-	9,500	2,920	6,580	-	-	-	83,000	13,049	69,951
Waste Management Payments	-	-	-	-	-	-	-	-	-	-	-	-
Sewer Metro Services	-	-	-	-	-	-	18,250,200	4,348,202	13,901,998	-	-	-
(*) Debt Service Interest	1,313,575	-	1,313,575	264,928	-	264,928	-	-	-	350,697	-	350,697
Interfund Loan Repayment	-	-	-	-	-	-	-	-	-	-	-	-
Net Change Restricted Assets	-	-	-	-	-	-	-	-	-	-	-	-
Interfund Operating Rentals & Supplies	1,422,040	355,556	1,066,484	1,034,321	258,579	775,742	-	-	-	1,444,254	361,616	1,082,638
TOTAL OPERATING EXPENSES	12,345,754	1,951,708	10,394,046	7,118,852	1,499,037	5,619,815	18,250,200	4,348,202	13,901,998	7,856,400	1,692,620	6,163,780
OPERATING REVENUES LESS EXPENSES BEFORE DEPRECIATION	3,086,701	1,203,163	(1,883,538)	1,118,818	557,007	(561,811)	(59,277)	(191,512)	(132,235)	1,464,502	773,434	(691,068)
NON-OPERATING REVENUES												
Operating Transfers-in	-	-	-	-	-	-	-	-	-	-	-	-
NON-OPERATING EXPENSES												
Transfer to Capital Subfund	1,250,000	-	1,250,000	-	-	-	-	-	-	1,200,000	-	1,200,000
Other Operating Transfers-out	244,091	24,232	219,859	224,720	14,326	210,394	-	-	-	336,992	102,047	234,945
(*) Debt Service Principal	1,760,291	-	1,760,291	550,947	-	550,947	-	-	-	425,578	-	425,578
Net Change in Restricted Net Assets	-	5,051	5,051	-	1,881	1,881	-	-	-	-	-	-
Interfund Loan Repayment	-	-	-	-	-	-	-	-	-	-	-	-
BEGINNING WORKING CAPITAL - January 1, 2018	6,129,999	5,574,972	(555,027)	2,122,667	3,609,377	1,486,710	2,550,812	3,033,467	482,655	1,549,673	2,910,117	1,360,444
ENDING WORKING CAPITAL - March 31, 2018	5,962,318	6,748,852	786,534	2,465,818	4,150,177	1,684,359	2,491,535	2,841,955	350,420	1,051,605	3,581,504	2,529,899
NET CHANGE IN WORKING CAPITAL (see Note)	(167,681)	1,173,880	1,341,561	343,151	540,801	197,650	(59,277)	(191,512)	(132,235)	(498,068)	671,387	1,169,455
CAPITAL FUND:												
CAPITAL REVENUES												
Interest Revenue	-	5,408	5,408	-	45,159	45,159	-	-	-	-	47,860	47,860
Grants	87,500	-	(87,500)	-	-	-	-	-	-	-	-	-
Contributions	-	-	-	-	-	-	-	-	-	-	-	-
Other Non-Operating Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Gain (Loss) On Sale Of Fixed Assets	-	-	-	-	-	-	-	-	-	-	-	-
Increase In Contributions - System Development	1,250,000	39,780	(1,210,220)	600,000	40,153	(559,847)	-	-	-	600,000	32,974	(567,026)
Interfund Revenues	-	-	-	-	-	-	-	-	-	-	-	-
Increase In Contributions - FAA	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds of Debt Activity	2,500,000	-	(2,500,000)	-	-	-	-	-	-	-	-	-
Transfers In from Operating Sub-Fund	1,250,000	-	(1,250,000)	-	-	-	-	-	-	1,200,000	-	(1,200,000)
Transfer In from Other Funds	200,000	-	(200,000)	-	-	-	-	-	-	-	-	-
Other Sources	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL CAPITAL REVENUES	5,287,500	45,188	(5,242,312)	600,000	85,312	(514,688)				1,800,000	80,834	(1,719,166)
CAPITAL EXPENSES												
Other Non-Operating Expense	-	-	-	-	-	-	-	-	-	-	-	-
Increase In Fixed Assets - Salaries	307,857	41,539	266,318	87,857	9,774	78,083	-	-	-	95,714	32,998	62,716
Increase In Fixed Assets - Benefits	123,143	18,990	104,153	35,143	4,021	31,122	-	-	-	38,286	14,385	23,901
Increase In Fixed Assets - Services	-	-	-	-	-	-	-	-	-	-	-	-
Increase In Fixed Assets - Site Improvements	-	23,164	(23,164)	-	-	-	-	-	-	-	-	-
Increase In Fixed Assets - Equipment	-	-	-	-	18,854	(18,854)	-	-	-	-	-	-
Increase In Fixed Assets - Construction	3,828,186	449,703	3,378,483	1,398,000	26,457	1,371,543	-	-	-	1,890,100	14,313	1,875,787
Operating Transfers Out	50,000	50,000	-	150,000	50,000	100,000	-	-	-	150,000	50,000	100,000
TOTAL CAPITAL EXPENSES	4,309,186	583,396	3,725,790	1,671,000	109,107	1,561,893				2,174,100	111,696	2,062,404
BEGINNING WORKING CAPITAL - January 1, 2018	636,055	1,485,010	848,955	11,703,077	12,467,191	764,114				11,444,296	13,194,888	1,750,592
ENDING WORKING CAPITAL - March 31, 2018	1,614,369	946,802	(667,567)	10,632,077	12,443,396	1,811,319				11,070,196	13,164,026	2,093,830
NET CHANGE IN WORKING CAPITAL (see Note)	978,314	(538,208)	(1,516,522)	(1,071,000)	(23,795)	1,047,205				(374,100)	(30,862)	343,238
Total Change in Working Capital	810,633	635,672	(174,961)	(727,849)	517,006	1,244,855	(59,277)	(191,512)	(132,235)	(872,168)	640,525	1,512,693
(*) Depreciation	3,250,000	860,954		2,430,000	560,859		-	-		2,210,000	528,762	
Working Capital = Current Assets minus Current Liabilities												

OPERATING & CAPITAL FUNDS	ENTERPRISE FUNDS									INTERNAL SERVICE FUNDS		
Cash Basis through March 2018	SOLID WASTE			AIRPORT			CEMETERY			INSURANCE		
	YTD			YTD			YTD			YTD		
	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance
OPERATING FUND:												
OPERATING REVENUES												
Charges For Service	14,955,350	3,664,154	(11,291,196)	843,300	228,928	(614,372)	933,000	417,809	(515,191)	-	-	-
Grants	88,600	-	(88,600)	-	-	-	-	-	-	-	-	-
Interest Earnings	9,000	17,408	8,408	2,500	2,744	244	800	2,323	1,523	1,500	3,743	2,243
Rents, Leases, Concessions, & Other	-	882	882	3,000	(1,011)	(4,011)	-	-	-	-	-	-
TOTAL OPERATING REVENUES	15,052,950	3,682,445	(11,370,505)	848,800	230,662	(618,138)	933,800	420,131	(513,669)	1,500	3,743	2,243
OPERATING EXPENSES												
Salaries & Wages	339,207	86,379	252,828	-	-	-	490,917	115,998	374,919	-	-	-
Benefits	159,496	39,091	120,405	-	-	-	277,863	64,388	213,475	237,000	20,907	216,093
Supplies	33,400	864	32,536	2,500	2,359	141	221,700	62,479	159,221	-	-	-
Other Service Charges	1,625,795	328,944	1,296,851	548,550	177,239	371,311	157,980	31,236	126,744	4,230	876,860	(872,630)
Intergovernmental Services (Less Transfers Out)	367,050	-	367,050	-	-	-	-	-	-	-	-	-
Waste Management Payments	12,301,000	3,030,171	9,270,829	-	-	-	-	-	-	-	-	-
Sewer Metro Services	-	-	-	-	-	-	-	-	-	-	-	-
(*) Debt Service Interest	-	-	-	16,425	337	16,088	-	-	-	-	-	-
Interfund Loan Repayment	-	-	-	-	-	-	-	-	-	-	-	-
Net Change Restricted Assets	-	-	-	-	-	-	-	-	-	-	-	-
Interfund Operating Rentals & Supplies	114,279	28,569	85,710	1,500	375	1,125	48,898	12,225	36,673	-	-	-
TOTAL OPERATING EXPENSES	14,940,227	3,514,018	11,426,209	568,975	180,310	388,665	1,197,358	286,326	911,032	241,230	897,767	(656,537)
OPERATING REVENUES LESS EXPENSES BEFORE DEPRECIATION	112,723	168,427	55,704	279,825	50,352	(229,473)	(263,558)	133,805	397,363	(239,730)	(894,024)	(654,294)
NON-OPERATING REVENUES												
Operating Transfers-in	-	-	-	-	-	-	250,000	-	(250,000)	-	-	-
NON-OPERATING EXPENSES												
Transfer to Capital Subfund	-	-	-	-	-	-	1,033	149	884	-	-	-
Other Operating Transfers-out	-	-	-	-	-	-	-	-	-	-	-	-
(*) Debt Service Principal	-	-	-	175,000	-	175,000	-	-	-	-	-	-
Net Change in Restricted Net Assets	-	-	-	-	399	399	-	-	-	-	-	-
Interfund Loan Repayment	-	-	-	40,100	10,047	30,053	-	-	-	-	-	-
BEGINNING WORKING CAPITAL - January 1, 2018	4,727,235	5,083,854	356,619	350,800	422,608	71,808	260,152	514,788	254,636	1,827,920	2,015,500	187,580
ENDING WORKING CAPITAL - March 31, 2018	4,839,958	5,252,281	412,323	415,525	462,513	46,988	245,561	648,444	402,883	1,588,190	1,121,476	(466,714)
NET CHANGE IN WORKING CAPITAL (see Note)	112,723	168,427	55,704	64,725	39,905	(24,820)	(14,591)	133,656	148,247	(239,730)	(894,024)	(654,294)
CAPITAL FUND:												
CAPITAL REVENUES												
Interest Revenue	-	-	-	-	964	964	-	941	941	-	-	-
Grants	-	-	-	-	-	-	-	-	-	-	-	-
Contributions	-	-	-	119,467	-	(119,467)	-	-	-	-	-	-
Other Non-Operating Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Gain (Loss) On Sale Of Fixed Assets	-	-	-	-	-	-	-	-	-	-	-	-
Increase In Contributions - System Development	-	-	-	-	-	-	-	-	-	-	-	-
Interfund Revenues	-	-	-	-	-	-	-	-	-	-	-	-
Increase In Contributions - FAA	-	-	-	2,150,000	-	(2,150,000)	-	-	-	-	-	-
Proceeds of Debt Activity	-	-	-	-	-	-	-	-	-	-	-	-
Transfers In from Operating Sub-Fund	-	-	-	-	-	-	-	-	-	-	-	-
Transfer In from Other Funds	-	-	-	-	-	-	75,000	-	(75,000)	-	-	-
Other Sources	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL CAPITAL REVENUES	-	-	-	2,269,467	964	(2,268,503)	75,000	941	(74,059)	-	-	-
CAPITAL EXPENSES												
Other Non-Operating Expense	-	-	-	-	-	-	-	-	-	-	-	-
Increase In Fixed Assets - Salaries	-	-	-	106,429	-	106,429	-	-	-	-	-	-
Increase In Fixed Assets - Benefits	-	-	-	42,571	-	42,571	-	-	-	-	-	-
Increase In Fixed Assets - Services	-	-	-	-	-	-	-	33	(33)	-	-	-
Increase In Fixed Assets - Site Improvements	-	-	-	-	-	-	-	-	-	-	-	-
Increase In Fixed Assets - Equipment	-	-	-	-	-	-	-	-	-	-	-	-
Increase In Fixed Assets - Construction	-	-	-	2,259,934	31,124	2,228,810	75,000	-	75,000	-	-	-
Operating Transfers Out	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL CAPITAL EXPENSES	-	-	-	2,408,934	31,124	2,377,810	75,000	33	74,967	-	-	-
BEGINNING WORKING CAPITAL - January 1, 2018	-	-	-	204,635	260,972	56,337	256,633	259,037	2,404	-	-	-
ENDING WORKING CAPITAL - March 31, 2018	-	-	-	65,168	230,813	165,645	256,633	259,945	3,312	-	-	-
NET CHANGE IN WORKING CAPITAL (see Note)	-	-	-	(139,467)	(30,160)	109,307	-	908	908	-	-	-
Total Change in Working Capital	112,723	168,427	55,704	(74,742)	9,746	84,488	(14,591)	134,564	149,155	(239,730)	(894,024)	(654,294)
(*) Depreciation	19,500	4,705	14,795	481,000	119,996	361,004	51,000	9,049	41,951	-	-	-
Working Capital = Current Assets minus Current Liabilities	-	-	-	-	-	-	-	-	-	-	-	-

OPERATING & CAPITAL FUNDS				INTERNAL SERVICE FUNDS								
Cash Basis through March 2018	WORKER'S COMPENSATION			FACILITIES			INNOVATION & TECHNOLOGY			EQUIPMENT RENTAL		
	Budget	YTD Actual	Variance	Budget	YTD Actual	Variance	Budget	YTD Actual	Variance	Budget	YTD Actual	Variance
OPERATING FUND:												
OPERATING REVENUES												
Charges For Service	1,008,100	242,882	(765,218)	3,463,200	896,875	(2,566,325)	6,212,031	1,549,281	(4,662,750)	2,260,325	570,037	(1,690,288)
Grants	-	-	-	-	-	-	-	-	-	-	-	-
Interest Earnings	2,600	5,993	3,393	8,800	7,447	(1,353)	5,500	6,911	1,411	-	11,840	11,840
Rents, Leases, Concessions, & Other	93,000	2,280	(90,720)	-	-	-	-	-	-	-	36,258	36,258
TOTAL OPERATING REVENUES	1,103,700	251,156	(852,544)	3,472,000	904,323	(2,567,677)	6,217,531	1,556,192	(4,661,339)	2,260,325	618,135	(1,642,190)
OPERATING EXPENSES												
Salaries & Wages	80,132	20,235	59,897	678,651	158,167	520,484	1,909,554	462,838	1,446,716	628,983	151,896	477,087
Benefits	367,336	52,037	315,299	383,710	85,088	298,622	887,603	207,184	680,419	331,116	78,008	253,108
Supplies	-	-	-	140,220	30,115	110,105	429,650	47,936	381,714	1,081,000	190,509	890,491
Other Service Charges	415,215	104,442	310,773	1,632,962	326,002	1,306,960	2,780,830	939,345	1,841,485	435,180	96,236	338,944
Intergovernmental Services (Less Transfers Out)	-	-	-	-	-	-	-	-	-	-	-	-
Waste Management Payments	-	-	-	-	-	-	-	-	-	-	-	-
Sewer Metro Services	-	-	-	-	-	-	-	-	-	-	-	-
(*) Debt Service Interest	-	-	-	-	-	-	-	-	-	2,618	800	1,818
Interfund Loan Repayment	-	-	-	-	-	-	-	-	-	-	-	-
Net Change Restricted Assets	-	-	-	-	-	-	-	-	-	-	-	-
Interfund Operating Rentals & Supplies	-	-	-	143,811	35,952	107,859	190,795	47,700	143,095	220,212	55,173	165,039
TOTAL OPERATING EXPENSES	862,683	176,713	685,970	2,979,354	635,323	2,344,031	6,198,432	1,705,003	4,493,429	2,699,109	572,621	2,126,488
OPERATING REVENUES LESS EXPENSES BEFORE DEPRECIATION	241,017	74,443	(166,574)	492,646	268,999	(223,647)	19,099	(148,811)	(167,910)	(438,784)	45,514	484,298
NON-OPERATING REVENUES												
Operating Transfers-in				118,400	-	(118,400)	743,196	44,335	(698,861)	150,000	150,000	-
NON-OPERATING EXPENSES												
Transfer to Capital Subfund										-	-	-
Other Operating Transfers-out				846,939	1,900	845,039	500	500	-	-	-	-
(*) Debt Service Principal										-	-	-
Net Change in Restricted Net Assets							-	-	-	-	(108,277)	(108,277)
Interfund Loan Repayment												
BEGINNING WORKING CAPITAL - January 1, 2018	1,220,391	1,625,120	404,729	1,231,672	1,741,924	510,252	1,548,695	1,804,816	256,121	2,923,877	3,110,811	186,934
ENDING WORKING CAPITAL - March 31, 2018	1,461,408	1,699,562	238,154	995,779	2,009,024	1,013,245	2,310,490	1,699,840	(610,650)	2,635,093	3,414,603	779,510
NET CHANGE IN WORKING CAPITAL (see Note)	241,017	74,443	(166,574)	(235,893)	267,099	502,992	761,795	(104,975)	(866,770)	(288,784)	303,792	592,576
CAPITAL FUND:												
CAPITAL REVENUES												
Interest Revenue							-	6,427	6,427	-	13,387	13,387
Grants												
Contributions							-	-	-	-	-	-
Other Non-Operating Revenue							-	-	-	-	-	-
Gain (Loss) On Sale Of Fixed Assets							-	-	-	-	-	-
Increase In Contributions - System Development							-	-	-	-	-	-
Interfund Revenues							-	-	-	1,703,631	425,907	(1,277,724)
Increase In Contributions - FAA							-	-	-	-	-	-
Proceeds of Debt Activity							-	-	-	-	-	-
Transfers In from Operating Sub-Fund							-	-	-	-	-	-
Transfer In from Other Funds							227,500	-	(227,500)	869,358	-	(869,358)
Other Sources							-	-	-	-	-	-
TOTAL CAPITAL REVENUES							227,500	6,427	(221,073)	2,572,989	439,294	(2,133,695)
CAPITAL EXPENSES												
Other Non-Operating Expense							-	-	-	-	-	-
Increase In Fixed Assets - Salaries							-	-	-	-	-	-
Increase In Fixed Assets - Benefits							-	-	-	-	-	-
Increase In Fixed Assets - Services							-	-	-	-	-	-
Increase In Fixed Assets - Site Improvements							-	-	-	-	-	-
Increase In Fixed Assets - Equipment							1,056,300	102,954	953,346	975,651	63,127	912,524
Increase In Fixed Assets - Construction							-	1,460	(1,460)	720,000	68,664	651,336
Operating Transfers Out							-	-	-	-	-	-
TOTAL CAPITAL EXPENSES							1,056,300	104,414	951,886	1,695,651	131,791	1,563,860
BEGINNING WORKING CAPITAL - January 1, 2018							1,417,377	1,837,285	419,908	2,443,295	3,453,808	1,010,513
ENDING WORKING CAPITAL - March 31, 2018							588,577	1,739,299	1,150,722	3,320,633	3,761,312	440,679
NET CHANGE IN WORKING CAPITAL (see Note)							(828,800)	(97,986)	730,814	877,338	307,504	(569,834)
Total Change in Working Capital	241,017	74,443	(166,574)	(235,893)	267,099	502,992	(67,005)	(202,962)	(135,957)	588,554	611,295	22,741
(*) Depreciation	-	-		-	-		726,000	116,305		987,000	283,752	
Working Capital = Current Assets minus Current Liabilities												