

# MONTHLY FINANCIAL REPORT

For the period ending March 31, 2017  
(Unaudited)

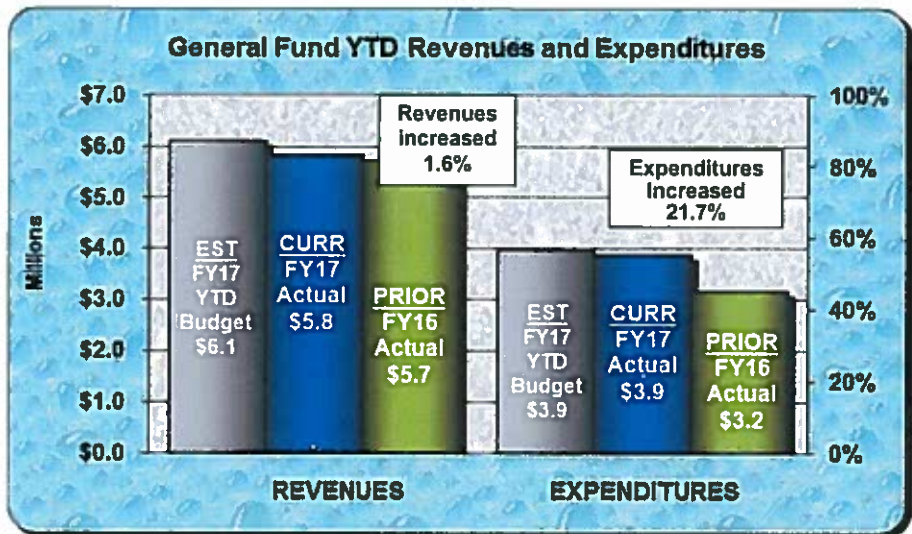
**TO:** Town Manager's Office  
**FROM:** Jason B. Weeks, Chief Financial Officer  
 Brenda Bowman, Accounting Manager  
**DATE:** April 18, 2017

## BACKGROUND

Financial reports are prepared for the General Fund, Water and Wastewater Fund, Solid Waste Fund, Debt Service Fund, Stormwater Fund, and Fairview EDC & CDC Funds. Summaries of revenues and expenditures for the current year as well as previous year, and percentage of collected/used are presented. This report covers the sixth month of fiscal year 2016-2017; therefore, it is generally desirable for year-to-date revenue totals to have achieved 50% of the budgeted amount and expenditures should generally not exceed 50% of the budgeted amounts. However, because property taxes are primarily received during the first trimester of the budget year and other revenues such as franchise fees are cyclical, revenues will not always equate to the projected percentage. Likewise, total expenditures may not always equate to the projected percentage, because payments for contracted services, insurance, and debt service payments are paid in lump sum amounts, while transfers to other funds occur quarterly.

## GENERAL FUND

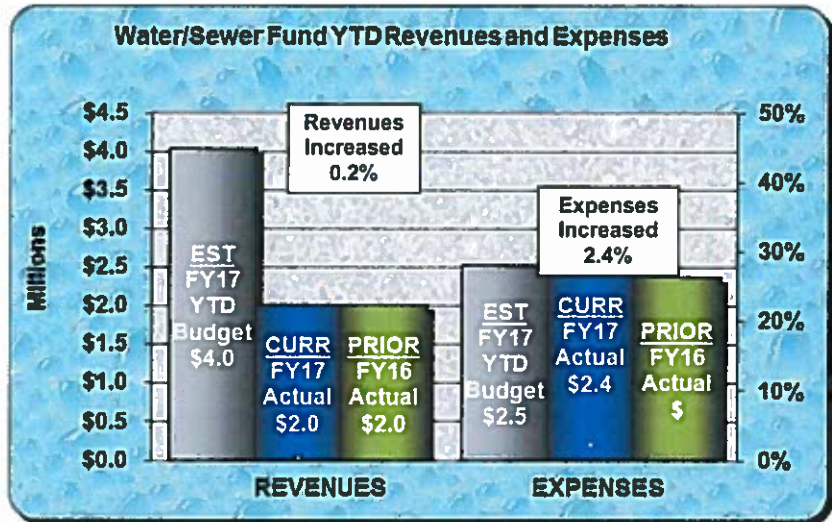
Revenue collections in the General Fund for the sixth month of fiscal year 2017 total \$5,824,410 and represent 65.9% of the total annual budget. Actual total collection this year is \$94,489 higher than last year. Property tax increased by \$333,054 due to higher property valuations. Miscellaneous revenues increased \$127,737 from prior fiscal year primarily due to the Town receiving \$74,490 in proceeds from the sale of surplus assets. Transfers from other funds decreased by \$435,000 due to one-time capital purchases in prior year.



General Fund expenditures total \$3,858,044 and represent 43.7% of the total annual budget. Expenditures are \$689,571 more than the previous year. The Police Department had an increase in salary & benefits and dispatch services from the prior fiscal year. Additionally, there was an increase of \$62,763 due to capital purchases. The Fire Department had an increase of \$199,039 from prior fiscal year due to salary & benefits. The Public Works Department increased \$152,464 from the prior fiscal year due to the "chip-seal" road maintenance project that occurred in October & November 2016. All other expenditures for all divisions are within the acceptable range.

## WATER AND SEWER FUND

The Water and Sewer Fund revenues total \$2,017,840 and represent 36.8% of the total annual budget. This amount is \$4,404 higher than last year. Water sales were higher by \$229,030 than the previous year due to the Town increasing water rates by 15%. Miscellaneous revenue was \$54,904 less than previous year due to a smaller refund from North Texas Municipal Water District on over-payment for billed water. Transfer from Debt Service Fund is \$222,879 less than previous year due to decreased subsidizing of water/sewer debt by property taxes.



Expenses for the Water and Sewer Fund total \$2,438,780 and represent 36.2% of the annual budget. This amount is \$57,050 more than prior year. Water and Sewer Department expenses increased \$61,160 and \$51,167 respectively over prior year due to increased cost of purchasing water and sewer treatment from/by North Texas Municipal Water District.

## OTHER OPERATING FUNDS

The revenues and expenditures for all the other operating funds are within an acceptable percentage range. Revenues and expenditures will be monitored and reported to ensure that spending will not exceed the approved budget amounts.

## OTHER INFORMATION

Number of water accounts in March 2017 totaled – 3,537

Number of sewer accounts in March 2017 totaled – 1,889

Number of solid waste accounts in March 2017 totaled – 3,396

Water sales in thousand gallons for the month of March 2017 – 31,608

## **SALES TAX ANALYSIS**

Sales tax revenue collections for the entire Town of Fairview (Town, Fairview EDC and Fairview CDC portions) for the sixth month of fiscal year 2017 total \$1,668,202. Actual total collection this year is \$27,365 or 1.7% lower than last year.

The Town of Fairview received \$204,469 in sales tax revenue during the month of March 2017. This amount represents an increase of \$19,979 or 10.8% more than March 2016. Due to the timing, the sales tax received in the month of April 2017 can be reported in this financial report too. The Town of Fairview received \$200,529 during the month of April 2017. This amount represents an decrease of \$55,624 or 21.8% less than April 2016.

## **MUNICIPAL COURT OUTSTANDING FINE & FEE COLLECTIONS**

The March 2017 report from Perdue, Brandon, Fielder, Collins & Mott, LLP:

- ✓ 21 address corrections, 57 phone number changes & 232 telephone contacts
- ✓ 128 new accounts were added (\$44,179)
- ✓ \$14,801 was collected on 54 outstanding accounts
- ✓ 4,631 accounts (\$1,591,507) outstanding at the end of March 2017
- ✓ REFERENCE "Docket Age Report Summary" within Financial packet
  - Total Dollar Amount Turned Over – amount of past due court fines and fees turned over to Perdue, Brandon, Fielder, Collins & Mott for collection
  - Total Dollar Amount Paid – total amount collected on past due account, which includes the Town's portion and the collection fee portion
  - Total Dollar Amount Non-Cash – amount of past due court fines and fees turned over for collections that have been disposed of by sources other than cash collections (i.e. reduced fines, dismissals, etc.)

## MUNICIPAL COURT MONTHLY ACTIVITY

### March 2017 Report:

Citations Written – 496

Plea Court Docket – 273

Warrants Issued – 95

Total Cases Disposed – 276

Driving Safety Course – 18

Deferred Disposition – 27

Payment Plan – 21

Trial by Judge – 17

Pre-Trials – 9

## BUILDING PERMIT ACTIVITY

<u>PERMIT TYPE:</u>	<u>Fiscal Year-to-Date</u>		<u>03/31/2017</u>	
	<u>QTY</u>	<u>VALUE</u>	<u>QTY</u>	<u>VALUE</u>
Commercial	1	\$8,000	0	\$0
Residential	45	\$22,749,850	8	\$6,833,528
Accessory Bldg	22	\$321,300	2	\$39,500
Addn/Remodel	24	\$1,821,666	2	\$17,200
Other	127		49	
<b>Total</b>	<b>219</b>		<b>61</b>	

**TOWN OF FAIRVIEW  
COMBINED REVENUE & EXPENDITURE REPORT  
FOR THE PERIOD ENDING MARCH 31, 2017**

	<u>ESTIMATED</u>	<u>CURRENT</u>	<u>YTD Used/</u>	<u>PRIOR</u>	<u>YTD Used/</u>	<u>Changes</u>
<u>Budget</u>	<u>YTD Budget*</u>	<u>YTD Actual</u>	<u>Collected</u>	<u>YTD Actual</u>	<u>Collected</u>	<u>from</u>
<u>FY16-17</u>	<u>03/31/2017</u>	<u>03/31/2017</u>	<u>03/31/2017</u>	<u>03/31/2016</u>	<u>03/31/2016</u>	<u>Last Year</u>
<b>GENERAL FUND</b>						
<b>Revenues:</b>						
Property Taxes	\$3,558,270	\$3,524,282	99.0%	\$3,191,228	96.9%	\$333,054
Sales & Use Taxes	1,520,000	834,101	54.9%	820,419	54.0%	13,682
Mixed Beverage Tax	75,000	39,588	52.8%	37,317	49.8%	2,271
Franchises	663,000	145,683	22.0%	144,424	21.9%	1,259
Licenses & Permits	428,675	192,317	44.9%	158,028	44.3%	34,289
Charges for Service	304,550	169,921	55.8%	163,439	58.2%	6,482
Fines & Fees	403,750	197,566	48.9%	191,120	52.5%	6,446
Investment Income	30,000	18,406	61.4%	14,137	47.4%	4,269
Miscellaneous	876,451	212,496	24.2%	84,759	33.8%	127,737
Transfer from Capital Projects Fund	200,000	200,000	100.0%	635,000	146.0%	(435,000)
Transfer from Water & Sewer Fund	542,500	271,250	50.0%	271,250	50.0%	-
Transfer from Stormwater Fund	37,600	18,800	50.0%	18,800	50.0%	-
Transfer from Hotel/Motel Fund	200,000	-	0.0%	-	0.0%	-
<b>Total Revenues</b>	<b>\$8,839,796</b>	<b>\$5,824,410</b>	<b>65.9%</b>	<b>\$5,729,921</b>	<b>73.0%</b>	<b>\$94,489</b>
<b>Expenditures:</b>						
Mayor & Council	\$21,050	\$7,866	37.4%	\$4,075	22.2%	\$3,791
Administration	582,322	270,835	46.5%	230,595	41.9%	40,240
Accounting	582,748	276,310	47.4%	258,427	46.2%	17,883
Town Secretary	116,950	42,295	36.2%	38,194	36.7%	4,101
Planning & Zoning	147,367	71,334	48.4%	33,229	28.8%	38,105
Police	2,458,587	945,962	38.5%	779,538	43.0%	166,424
Fire	2,716,905	1,422,636	52.4%	1,223,597	49.9%	199,039
Public Works	503,133	274,422	54.5%	121,958	36.3%	152,464
Inspections	111,573	61,310	55.0%	50,464	22.8%	10,846
Municipal Court	183,546	87,926	47.9%	77,276	44.4%	10,650
Parks & Recreation	237,989	94,664	39.8%	50,946	27.1%	43,718
Non-Departmental	1,059,830	185,964	17.5%	139,684	17.6%	46,280
Transfer to Technology Fund	116,520	116,520	100.0%	160,490	100.0%	(43,970)
<b>Total Expenditures</b>	<b>\$8,838,520</b>	<b>\$3,858,044</b>	<b>43.7%</b>	<b>\$3,168,473</b>	<b>42.3%</b>	<b>\$689,571</b>
<b>Net Revenue over Expenditures</b>		<b>1,966,366</b>		<b>2,561,448</b>		
<b>Beginning Fund Balance</b>		<b>4,918,043</b>		<b>4,058,948</b>		
<b>Ending Fund Balance</b>		<b>6,884,409</b>		<b>6,620,396</b>		

\* YTD Budget is the average percentage of the past four years.

**TOWN OF FAIRVIEW  
COMBINED REVENUE & EXPENDITURE REPORT  
FOR THE PERIOD ENDING MARCH 31, 2017**

	<b>Budget FY16-17</b>	<b>ESTIMATED YTD Budget* 03/31/2017</b>	<b>CURRENT YTD Actual 03/31/2017</b>	<b>YTD Used/ Collected 03/31/2017</b>	<b>PRIOR YTD Actual 03/31/2016</b>	<b>YTD Used/ Collected 03/31/2016</b>	<b>Changes from Last Year</b>
<b>WATER &amp; SEWER FUND</b>							
<b>Revenues:</b>							
Water Service	\$4,000,000	\$1,277,777	\$1,338,716	33.5%	\$1,109,686	31.7%	\$229,030
Sewer Service	790,000	366,120	356,271	45.1%	291,195	42.8%	65,076
Tower Lease	192,712	108,744	95,998	49.8%	108,663	59.5%	(12,665)
Investment Income	1,500	776	1,324	88.3%	578	39.0%	746
Miscellaneous	200,132	141,301	77,064	38.5%	131,968	76.6%	(54,904)
Transfer from Debt Service Fund	276,934	2,139,723	138,467	50.0%	361,346	50.0%	(222,879)
Transfer from Stormwater Fund	20,000	4,055	10,000	50.0%	10,000	50.0%	-
<b>Total Revenues</b>	<b>5,481,278</b>	<b>\$4,038,497</b>	<b>\$2,017,840</b>	<b>36.8%</b>	<b>\$2,013,436</b>	<b>38.1%</b>	<b>\$4,404</b>
<b>Expenses:</b>							
Water Department	\$3,326,717	\$1,466,886	\$1,386,627	41.7%	\$1,325,467	48.6%	\$61,160
Utilities	201,195	85,633	86,023	42.8%	85,318	46.6%	705
Sewer Department	1,398,075	533,869	390,109	27.9%	338,942	24.4%	51,167
General Fund Franchise Fee	317,500	127,000	158,750	50.0%	158,750	50.0%	-
Transfer to General Fund	225,000	90,000	112,500	50.0%	112,500	50.0%	-
Transfer to Technology Fund	1,150	454	1,150	100.0%	1,870	0.0%	(720)
Non-Departmental	1,264,486	224,646	303,621	24.0%	358,883	31.5%	(55,262)
<b>Total Expenses</b>	<b>\$6,734,123</b>	<b>\$2,528,488</b>	<b>\$2,438,780</b>	<b>36.2%</b>	<b>\$2,381,730</b>	<b>39.8%</b>	<b>\$57,050</b>
<b>SOLID WASTE FUND</b>							
<b>Total Revenues</b>	<b>\$655,000</b>	<b>\$114,291</b>	<b>\$302,004</b>	<b>46.1%</b>	<b>\$289,621</b>	<b>45.0%</b>	<b>\$12,383</b>
<b>Total Expenses</b>	<b>\$655,200</b>	<b>\$113,844</b>	<b>\$261,020</b>	<b>39.8%</b>	<b>\$244,059</b>	<b>41.9%</b>	<b>\$16,961</b>
<b>DEBT SERVICE FUND</b>							
<b>Total Revenues</b>	<b>\$2,302,548</b>	<b>\$1,976,582</b>	<b>\$2,100,979</b>	<b>91.2%</b>	<b>\$2,022,873</b>	<b>97.1%</b>	<b>\$78,106</b>
<b>Total Expenses</b>	<b>\$2,302,548</b>	<b>\$1,679,087</b>	<b>\$1,556,942</b>	<b>67.6%</b>	<b>\$1,635,634</b>	<b>83.1%</b>	<b>(\$78,692)</b>
<b>STORMWATER FUND</b>							
<b>Total Revenues</b>	<b>\$295,000</b>	<b>\$140,255</b>	<b>\$144,042</b>	<b>48.8%</b>	<b>\$137,660</b>	<b>45.9%</b>	<b>\$6,382</b>
<b>Total Expenses</b>	<b>\$509,547</b>	<b>\$184,793</b>	<b>\$117,818</b>	<b>23.1%</b>	<b>\$230,283</b>	<b>41.8%</b>	<b>(\$112,465)</b>
<b>FAIRVIEW EDC</b>							
<b>Total Revenues</b>	<b>\$762,200</b>	<b>\$408,498</b>	<b>\$419,489</b>	<b>55.0%</b>	<b>\$411,218</b>	<b>58.7%</b>	<b>\$8,271</b>
<b>Total Expenditures</b>	<b>\$861,317</b>	<b>\$427,642</b>	<b>\$460,428</b>	<b>53.5%</b>	<b>\$397,307</b>	<b>50.1%</b>	<b>\$63,121</b>
<b>FAIRVIEW CDC</b>							
<b>Total Revenues</b>	<b>\$762,000</b>	<b>\$409,356</b>	<b>\$419,252</b>	<b>55.0%</b>	<b>\$411,156</b>	<b>58.2%</b>	<b>\$8,096</b>
<b>Total Expenditures</b>	<b>\$719,287</b>	<b>\$377,983</b>	<b>\$396,110</b>	<b>55.1%</b>	<b>\$358,019</b>	<b>52.6%</b>	<b>\$38,091</b>

\* YTD Budget is the average percentage of the past four years.

# Docket Age Report Summary

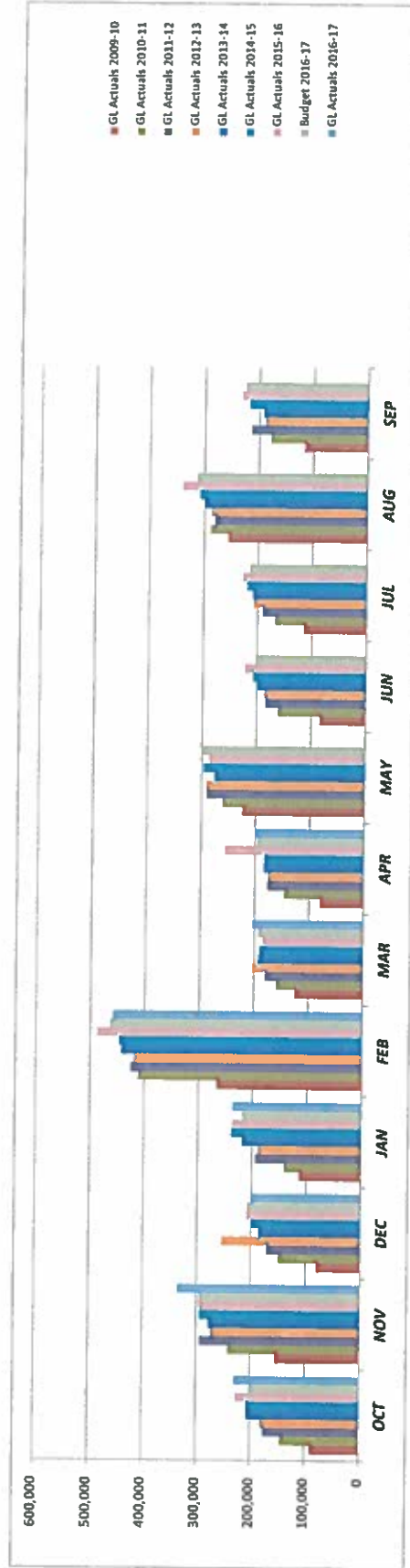
## For: Fairview City Fines And Fees

Year Of Offense	Offense Age In Years	Total Dollar Amount Turned Over	Total Dollar Amount Due	Total Dollar Amount Paid	Percent Paid	Total Dollar Amount Non Cash	Percent Non Cash	Total Dollar Amount Liquidated	Percent Liquidated
2017	0	\$3,179.80	\$3,179.80	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%
2016	1	\$256,750.18	\$222,713.57	\$28,836.01	11.23%	\$5,200.60	2.03%	\$34,036.61	13.226%
2015	2	\$275,181.62	\$198,853.96	\$56,689.29	20.60%	\$19,638.37	7.14%	\$76,327.66	27.74%
2014	3	\$263,237.68	\$144,640.14	\$80,327.14	30.52%	\$38,270.40	14.54%	\$118,597.54	45.05%
2013	4	\$168,693.36	\$112,553.68	\$40,476.27	23.99%	\$15,663.41	9.29%	\$56,139.68	33.28%
2012	5	\$141,988.68	\$96,884.01	\$33,179.87	23.37%	\$11,924.80	8.40%	\$45,104.67	31.77%
2011	6	\$143,868.99	\$101,856.18	\$33,560.11	23.33%	\$8,452.70	5.88%	\$42,012.81	29.20%
2010	7	\$194,321.94	\$142,233.03	\$30,858.41	15.88%	\$21,230.50	10.93%	\$52,088.91	26.81%
2009	8	\$114,120.70	\$90,516.50	\$18,473.30	16.19%	\$5,130.90	4.50%	\$23,604.20	20.68%
2008	9	\$179,778.10	\$141,731.70	\$18,419.40	10.25%	\$19,627.00	10.92%	\$38,046.40	21.16%
2007	10	\$113,223.81	\$92,689.00	\$13,563.06	11.98%	\$6,971.75	6.16%	\$20,534.81	18.14%
2006	11	\$101,307.05	\$87,989.65	\$7,739.95	7.64%	\$5,577.45	5.51%	\$13,317.40	13.15%
2005	12	\$127,620.61	\$114,061.21	\$5,641.70	4.42%	\$7,917.70	6.20%	\$13,559.40	10.62%
2004	13	\$68,215.11	\$38,713.95	\$4,988.35	7.31%	\$24,512.81	35.93%	\$29,501.16	43.25%
2003	14	\$6,905.60	\$1,237.60	\$0.00	0.00%	\$5,668.00	82.08%	\$5,668.00	82.08%
2002	15	\$1,490.20	\$0.00	\$122.20	8.20%	\$1,368.00	91.80%	\$1,490.20	100.00%
2001	16	\$362.25	\$0.00	\$0.00	0.00%	\$362.25	100.00%	\$362.25	100.00%
		\$2,160,245.68	\$1,589,853.98	\$372,875.06	17.26%	\$197,516.64	9.14%	\$570,391.70	26.40%

**Town of Fairview**  
**MONTHLY ACTUAL TOTALS - Sales Tax**  
**Current & Previous Year Comparison and Variance Analysis**

Fiscal	HISTORICAL DATA												CURRENT FISCAL YEAR DATA			
	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	Budget 2016-17	GL Actuals 2016-17	Variance Actual/Budg 2016-17	Variance % Actual/Budg 2016-17	Variance Curr to Prev 2016-17	Variance % Curr to Prev 2016-17	
OCT	44,176	89,622	144,634	176,236	182,274	206,397	207,714	227,044	230,045.20	202,793	230,045.20	27,252.03	13%	3,000.95	1%	
NOV	66,135	154,330	242,466	293,730	274,682	278,331	294,830	294,899	335,454.76	296,851	335,454.76	38,603.59	13%	40,555.61	14%	
DEC	46,867	80,805	149,830	171,561	255,516	186,361	201,803	209,495	202,404.35	208,523	(6,118.82)	(6,118.82)	-3%	(7,090.82)	-3%	
JAN	38,306	113,062	141,004	195,205	190,100	219,267	239,533	237,372	236,752.32	219,443	17,309.15	17,309.15	8%	(619.86)	0%	
FEB	73,258	267,143	411,537	425,768	419,733	442,581	447,724	487,537	459,076.32	464,825	(5,748.85)	(5,748.85)	-1%	(28,460.43)	-6%	
MAR	79,499	124,856	159,365	179,558	204,454	192,849	190,576	184,490	204,469.15	193,169	11,299.98	11,299.98	6%	19,979.40	11%	
APR	55,317	79,764	146,718	177,017	177,293	183,889	183,441	256,153	197,547	197,547	2,981.80	2,981.80	2%	(55,623.74)	-22%	
MAY	90,745	225,006	262,382	290,745	291,880	277,257	296,919	288,071	298,781	298,781	203,747	203,747				
JUN	76,520	84,888	161,430	184,353	187,635	200,325	207,986	223,347	215,247	215,247	228,277	228,277				
JUL	79,370	114,742	168,467	191,018	207,953	208,906	220,746	339,965	313,423	313,423	313,423	313,423				
AUG	107,738	255,586	288,290	280,682	287,558	299,768	308,568	339,965	225,649	225,649	225,649	225,649				
SEP	88,613	117,066	179,026	214,290	189,947	193,075	218,837	232,253	1,868,731	1,868,731	85,579	85,579	38%	(28,259)	-5%	
<b>TOTALS</b>	<b>846,545</b>	<b>1,706,868</b>	<b>2,455,148</b>	<b>2,780,161</b>	<b>2,869,024</b>	<b>2,889,005</b>	<b>3,018,675</b>	<b>3,208,904</b>	<b>3,040,060</b>	<b>1,868,731</b>	<b>85,579</b>	<b>85,579</b>	<b>38%</b>	<b>(28,259)</b>	<b>-5%</b>	

**Monthly Sales Tax Collections**

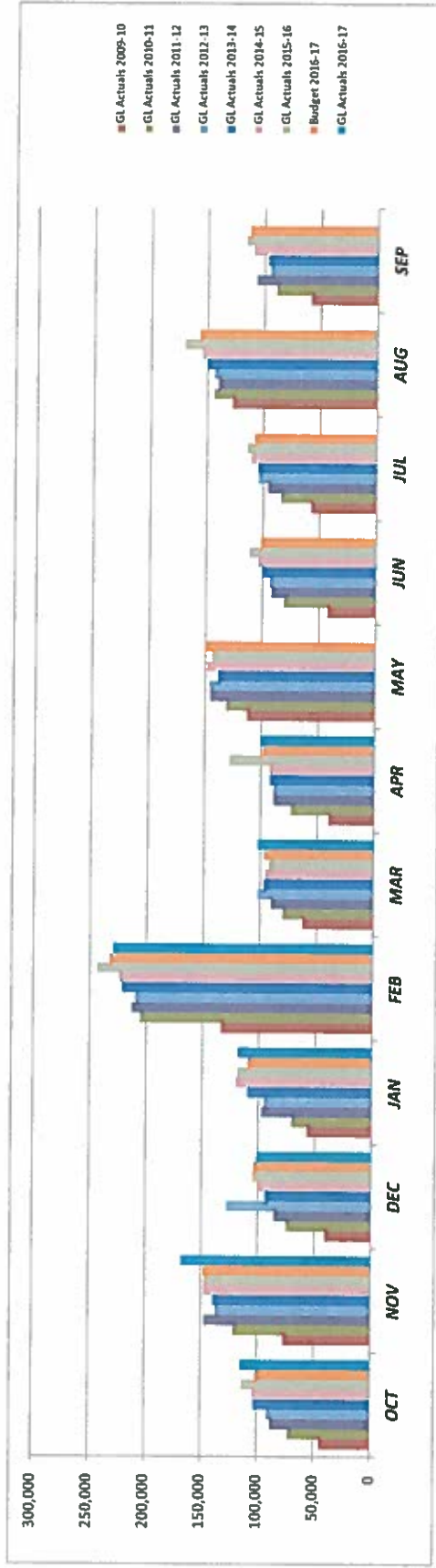




**Town of Fairview  
General Fund - Sales Tax  
Current & Previous Year Comparison and Variance Analysis**

Fiscal	HISTORICAL DATA												CURRENT FISCAL YEAR DATA			
	GL Actuals 2009-10	GL Actuals 2010-11	GL Actuals 2011-12	GL Actuals 2012-13	GL Actuals 2013-14	GL Actuals 2014-15	GL Actuals 2015-16	Budget 2016-17	GL Actuals 2016-17	Variance Actual/Budg 2016-17	Variance % Actual/Budg 2016-17	Variance Curr to Prev 2016-17	Variance % Curr to Prev 2016-17			
OCT	44,811	72,317	88,118	91,137	103,198	103,857	113,522	101,397	115,022.60	13,626.02	13%	1,500.48	1%			
NOV	77,165	121,233	146,865	137,341	139,166	147,415	147,450	148,426	167,727.38	19,301.80	13%	20,277.81	14%			
DEC	40,402	74,915	85,780	127,758	93,181	100,902	104,748	104,262	101,202.18	(3,059.41)	-3%	(3,545.41)	-3%			
JAN	56,531	70,502	97,602	95,050	109,633	119,766	118,686	109,722	118,376.16	8,654.58	8%	(309.93)	0%			
FEB	133,571	205,769	212,884	209,866	221,290	223,862	243,768	232,413	229,538.16	(2,874.42)	-1%	(14,230.22)	-6%			
MAR	62,428	79,683	89,779	102,227	96,424	95,288	92,245	96,585	102,234.58	5,649.99	6%	9,989.70	11%			
APR	39,882	73,359	88,509	88,647	91,945	91,720	128,076	98,774	100,264.49	1,490.90	2%	(27,811.87)	-22%			
MAY	112,503	131,191	145,372	145,940	138,628	148,459	144,036	149,391								
JUN	42,444	80,715	92,177	93,817	100,163	103,993	111,673	101,874								
JUL	57,371	84,233	95,509	103,977	104,453	110,373	114,139	107,624								
AUG	127,793	144,145	140,341	143,779	149,884	154,284	169,983	156,712								
SEP	58,533	89,513	107,145	94,973	96,537	109,419	116,127	112,825								
<b>TOTALS</b>	<b>853,434</b>	<b>1,227,574</b>	<b>1,390,081</b>	<b>1,434,512</b>	<b>1,444,502</b>	<b>1,509,337</b>	<b>1,604,452</b>	<b>1,520,000</b>	<b>934,366</b>	<b>42,789</b>	<b>38%</b>	<b>(14,129)</b>	<b>-5%</b>			

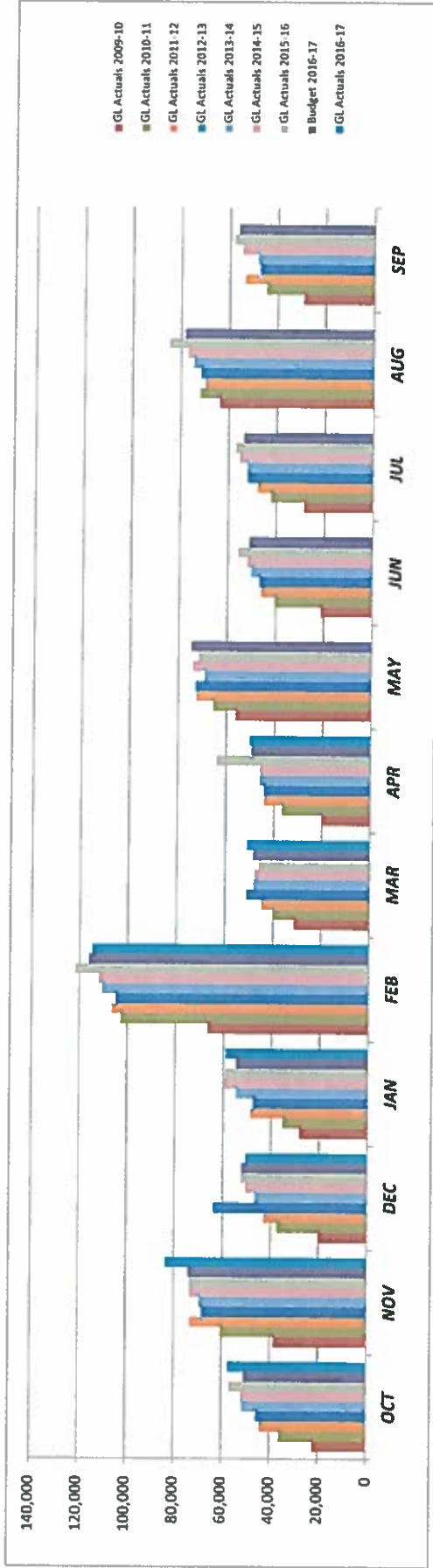
**Monthly Sales Tax Collections**



**Town of Fairview  
Economic Development Corporation Fund - Sales Tax  
Current & Previous Year Comparison and Variance Analysis**

Fiscal	HISTORICAL DATA										CURRENT FISCAL YEAR DATA			
	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	Budget 2016-17	GL Actuals 2016-17	Variance Actual/Budg 2016-17	Variance % Actual/Budg 2016-17	Variance Curr to Prev	Variance % Curr to Prev	
OCT	22,405	36,159	44,059	45,568	51,599	51,928	56,761	50,698	57,511.30	6,813.01	13%	750.24	1%	
NOV	38,583	60,617	73,433	68,670	69,583	73,707	73,725	74,213	83,863.69	9,650.90	13%	10,138.90	14%	
DEC	20,201	37,458	42,890	63,879	46,590	50,451	52,374	52,131	50,601.09	(1,529.70)	-3%	(1,772.71)	-3%	
JAN	28,265	35,251	48,801	47,525	54,817	59,883	59,343	54,861	59,188.08	4,327.29	8%	(154.96)	0%	
FEB	66,786	102,884	106,442	104,933	110,645	111,931	121,884	116,206	114,769.08	(1,437.21)	-1%	(7,115.11)	-6%	
MAR	31,214	39,841	44,889	51,114	48,212	47,644	46,122	48,292	51,117.29	2,825.00	6%	4,994.85	11%	
APR	19,941	36,679	44,254	44,323	45,972	45,860	64,038	49,387	50,132.24	745.45	2%	(13,905.94)	-22%	
MAY	56,251	65,595	72,686	72,970	69,314	74,230	72,018	74,695						
JUN	21,222	40,357	46,088	46,909	50,081	51,997	55,837	50,937						
JUL	28,686	42,117	47,755	51,988	52,226	55,186	57,069	53,812						
AUG	63,896	72,072	70,170	71,890	74,942	77,142	84,991	78,356						
SEP	29,266	44,757	53,572	47,487	48,269	54,709	58,063	56,412						
<b>TOTALS</b>	<b>426,717</b>	<b>613,787</b>	<b>695,040</b>	<b>717,256</b>	<b>722,251</b>	<b>754,669</b>	<b>802,226</b>	<b>760,000</b>	<b>467,183</b>	<b>21,395</b>	<b>38%</b>	<b>(7,065)</b>	<b>-5%</b>	

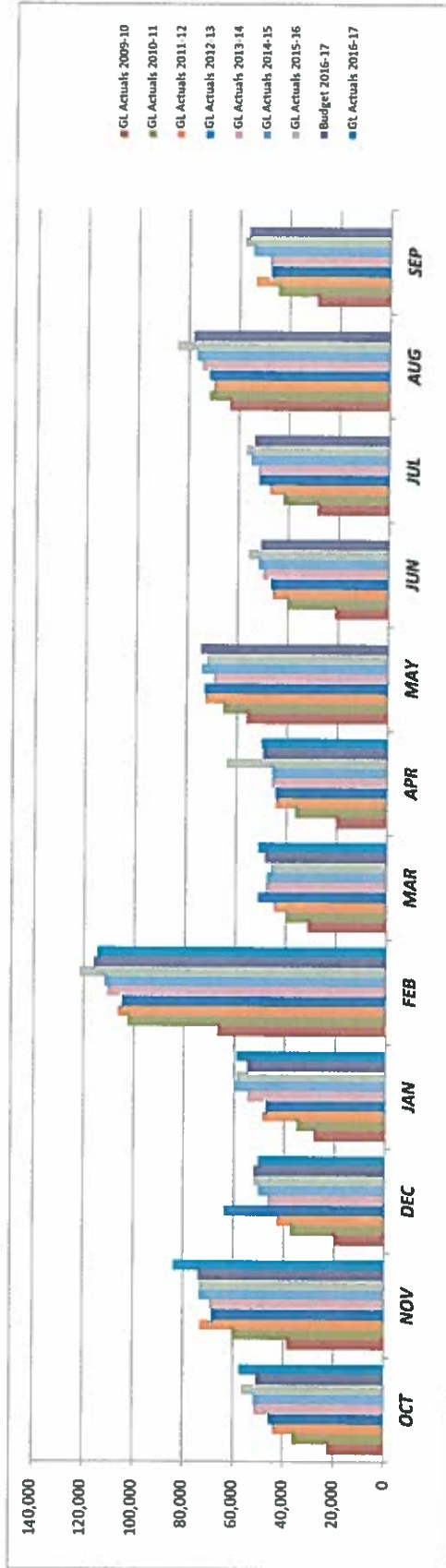
**Monthly Sales Tax Collections**



**Town of Fairview  
Community Development Corporation Fund - Sales Tax  
Current & Previous Year Comparison and Variance Analysis**

Fiscal	HISTORICAL DATA												CURRENT FISCAL YEAR DATA							
	2009-10		2010-11		2011-12		2012-13		2013-14		2014-15		2015-16		2016-17		2016-17		2016-17	
	GL Actuals	Budget	GL Actuals	Budget	GL Actuals	Budget	GL Actuals	Budget	GL Actuals	Budget	GL Actuals	Budget	GL Actuals	Budget	GL Actuals	Budget	Actual/Budg	Variance %	Actual/Budg	Variance %
OCT	22,405	44,059	45,568	51,599	51,928	56,761	50,698	57,511.30	6,813.01	13%	750.24	1%								
NOV	38,583	73,433	68,670	69,583	73,707	73,725	74,213	83,863.69	9,650.90	13%	10,138.90	14%								
DEC	20,201	42,890	63,879	46,590	50,451	52,374	52,131	50,601.09	(1,529.70)	-3%	(1,772.71)	-3%								
JAN	28,265	48,801	47,525	54,817	59,883	59,343	54,861	59,188.08	4,327.29	8%	(154.96)	0%								
FEB	66,786	102,884	104,933	110,645	111,931	121,884	116,206	114,769.08	(1,437.21)	-1%	(7,115.11)	-6%								
MAR	31,214	44,889	51,114	48,212	47,644	46,122	48,292	51,117.29	2,825.00	6%	4,994.85	11%								
APR	19,941	44,254	44,323	45,972	45,860	64,038	49,387	50,132.24	745.45	2%	(13,905.94)	-22%								
MAY	56,251	65,595	72,686	69,314	74,230	72,018	74,695													
JUN	21,222	40,357	46,088	46,909	51,997	55,837	50,937													
JUL	28,686	42,117	47,755	51,988	55,186	57,069	53,812													
AUG	63,896	72,072	70,170	74,942	77,142	84,991	78,356													
SEP	29,266	44,757	53,572	47,487	54,709	58,063	56,412													
<b>TOTALS</b>	<b>426,717</b>	<b>613,787</b>	<b>695,040</b>	<b>717,256</b>	<b>722,251</b>	<b>802,226</b>	<b>760,000</b>	<b>467,183</b>	<b>21,395</b>	<b>38%</b>	<b>(7,065)</b>	<b>-5%</b>								

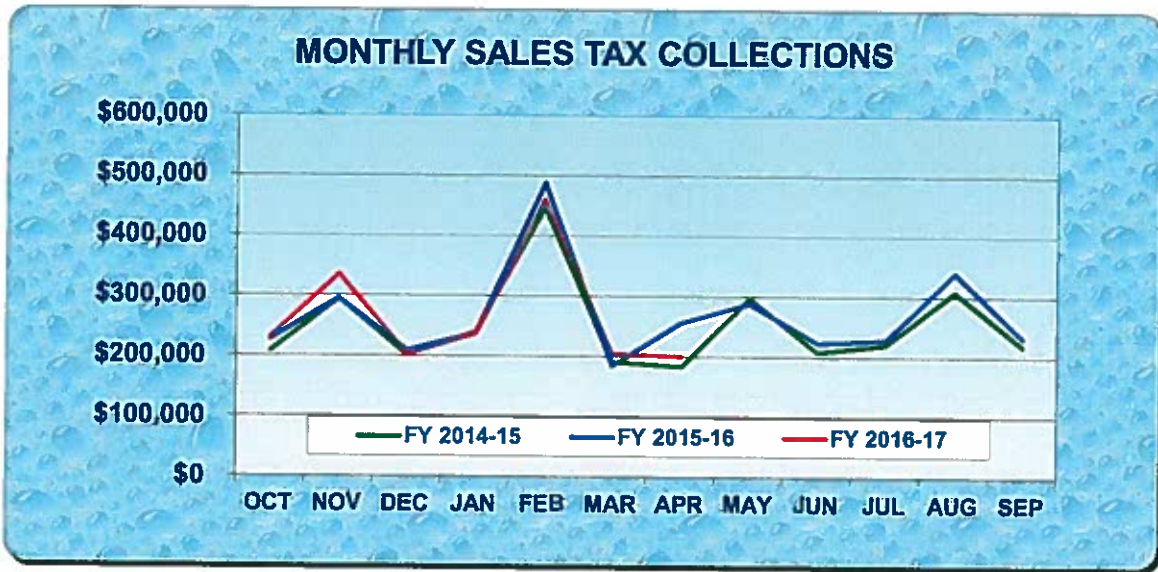
**Monthly Sales Tax Collections**



**Town of Fairview Sales Tax Summary--Cash Basis  
Fiscal Year 2016 - 2017  
(Actual versus Budget)**

MONTH	MONTHLY SALES TAX COMPARISON				YTD SALES \$ TAX COMPARISON			YTD % SALES TAX COMPARISON	
	MONTHLY BUDGET	MONTHLY RECEIVED	MONTH VARIANCE Fav / (Unfav)	MONTH % Fav / -Unfav	YTD BUDGET \$	YTD ACTUAL \$	YTD \$ Variance Fav / (Unfav)	YTD ACTUAL \$ RECEIVED As a % OF TOTAL ANNUAL BUDGET \$	YTD BUDGET \$ As a PERCENT of TOTAL ANNUAL BUDGET \$
October	\$202,793	\$230,045	\$27,252	13.4%	\$202,793	\$230,045	\$27,252	7.6%	6.7%
November	296,851	335,455	38,604	13.0%	499,644	565,500	65,856	18.6%	16.4%
December	208,523	202,404	(6,119)	-2.9%	708,168	767,904	59,737	25.3%	23.3%
January	219,443	236,752	17,309	7.9%	927,611	1,004,657	77,046	33.0%	30.5%
February	464,825	459,076	(5,749)	-1.2%	1,392,436	1,463,733	71,297	48.1%	45.8%
March	193,169	204,469	11,300	5.8%	1,585,605	1,668,202	82,597	54.9%	52.2%
April	197,547	200,529	2,982	1.5%	1,783,152	1,868,731	85,579	61.5%	58.7%
May	298,781								
June	203,747								
July	215,247								
August	313,423								
September	225,649								
<b>Total</b>	<b>\$3,040,000</b>	<b>\$1,868,731</b>	<b>\$85,579</b>						

# TOWN OF FAIRVIEW



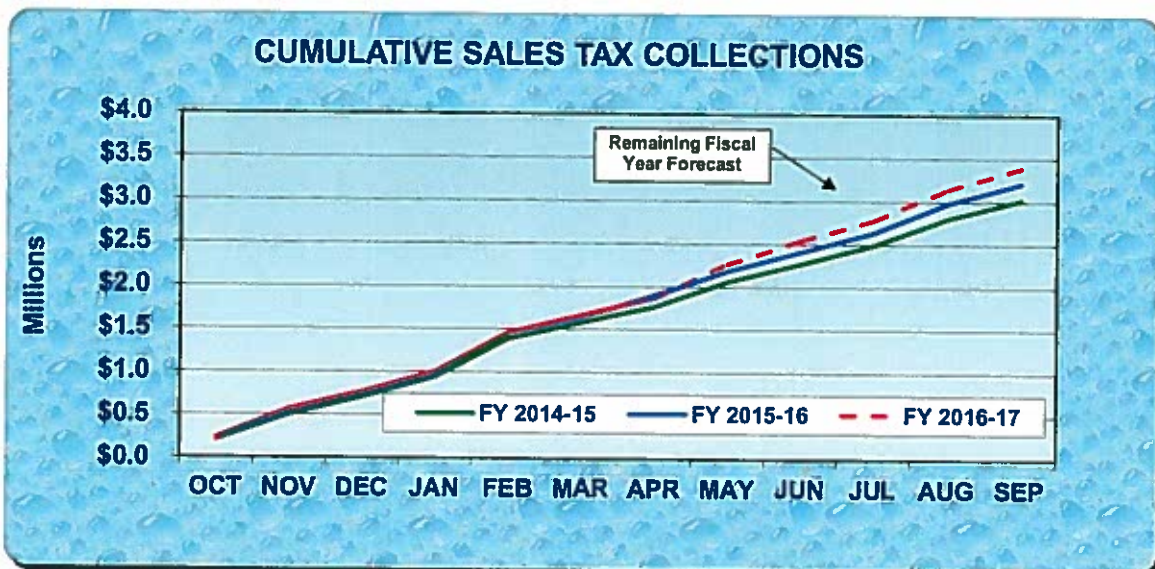
	FY 2014-15			FY 2015-16			FY 2016-17			FY 2016-17 Forecast **
	Monthly	Cumulative	% *	Monthly	Cumulative	% *	Monthly	Cumulative	% *	
OCTOBER	207,714	207,714	7.4%	227,044	227,044	7.5%	230,045	230,045	7.6%	3,251,320
NOVEMBER	294,830	502,544	17.9%	294,899	521,943	17.2%	335,455	565,500	18.6%	3,476,691
DECEMBER	201,803	704,347	25.2%	209,495	731,438	24.1%	202,404	767,904	25.3%	3,368,885
JANUARY	239,533	943,880	33.7%	237,372	968,810	31.9%	236,752	1,004,657	33.0%	3,327,635
FEBRUARY	447,724	1,391,604	49.7%	487,537	1,456,347	47.9%	459,769	1,464,426	48.2%	3,226,704
MARCH	190,576	1,582,180	56.5%	184,490	1,640,837	54.0%	204,469	1,668,895	54.9%	3,263,774
APRIL	183,441	1,765,621	63.1%	256,153	1,896,990	62.4%	200,529	1,869,424	61.5%	3,162,273
MAY	296,919	2,062,540	73.7%	288,071	2,185,061	71.9%				
JUNE	207,986	2,270,526	81.1%	223,347	2,408,408	79.2%				
JULY	220,746	2,491,272	89.0%	228,277	2,636,685	86.7%				
AUGUST	308,568	2,799,840	100.0%	339,965	2,976,650	97.9%				
SEPTEMBER	218,837	3,018,677	107.8%	232,253	3,208,903	105.6%				

\* % received compared to annual budget

\*\* Forecast Calculation:  $((\text{FY 16-17 Cumulative} - \text{FY 15-16 Cumulative}) / \text{FY 15-16 Cumulative}) + 1) * \text{FY 15-16 Final Cumulative}$

\*\*\* State Comptroller portion only

End-of-Year Amount	3,018,677		3,208,903		3,162,273	
Budgeted Amount	2,800,000		3,040,000		3,040,000	
Variance from Budget	218,677	7.8%	168,903	5.6%	122,273	4.0%



## TOWN OF FAIRVIEW Analysis of Sales (Spending) per Capita

<u>Fiscal Year</u>	<u>Sales Tax EDC-CDC-Town</u>	<u>Total Sales (Spending)</u>	<u>Population</u>	<u>Sales (Spending) per Capita</u>
2003-04	138,975	694,874	7,000	99
2004-05	300,838	1,504,192	7,000	215
2005-06	448,806	2,244,030	7,000	321
2006-07	514,902	2,574,512	7,000	368
2007-08	564,641	2,823,204	7,032	401
2008-09	846,545	4,232,723	7,139	593
2009-10	1,706,868	8,534,340	7,248	1,177
2010-11	2,455,148	12,275,741	7,611	1,613
2011-12	2,780,161	13,900,805	7,914	1,756
2012-13	2,869,024	14,345,120	8,020	1,789
2013-14	2,889,005	14,445,025	8,310	1,801
2014-15	3,018,677	15,093,385	8,500	1,816
2015-16	3,208,903	16,044,515	8,800	1,823
2016-17	3,162,273	15,811,364	9,000	1,757

*For 2015-16, the amount is forecasted based upon prior year trends*

