

# MONTHLY FINANCIAL REPORT

For the period ending September 30, 2017  
(Unaudited)

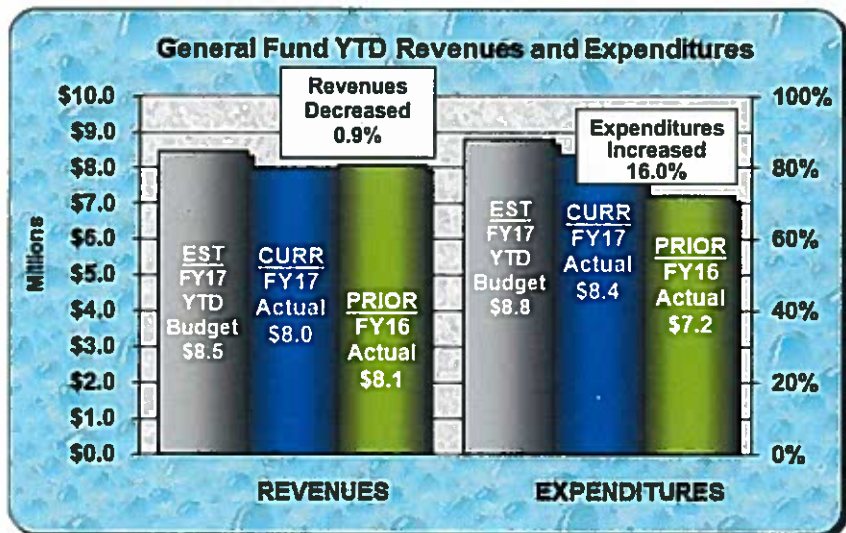
**TO:** Town Manager's Office  
**FROM:** Jason B. Weeks, Chief Financial Officer  
 Brenda Bowman, Accounting Manager  
**DATE:** October 25, 2017

## BACKGROUND

Financial reports are prepared for the General Fund, Water and Sewer 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 twelfth month of fiscal year 2016-2017; therefore, it is generally desirable for year-to-date revenue totals to have achieved 100% of the budgeted amount and expenditures should generally not exceed 100% of the budgeted amounts. Due to fiscal year-end being September 30<sup>th</sup> there will be differences in the revenue and expenditure comparisons between the current fiscal year and the prior fiscal year due to the prior fiscal year includes year-end accruals, while the current fiscal year-end accrual entries for audit purposes have not been recorded; therefore, the financial report is expressly marked as "unaudited."

## GENERAL FUND

Revenue collections in the General Fund for the twelfth month of fiscal year 2017 total \$7,995,152 and represent 96.2% of the total annual budget. Actual total collection this year is \$75,740 lower than last year. Property tax increased by \$244,922 due to higher property valuations. Miscellaneous revenues increased \$219,463 from prior fiscal year primarily due to the Town receiving \$74,490 in proceeds from the sale of surplus assets as well as the Town receiving a portion of the proceeds of a short-term note payable used for capital purchases in the amount of \$115,437. Transfers from other funds decreased by \$435,000 due to one-time capital purchases in prior year. Other revenue categories that are lower than prior year is due to fiscal-year end accruals that have not been recorded for September 30, 2017, but had been recorded for the prior fiscal year.

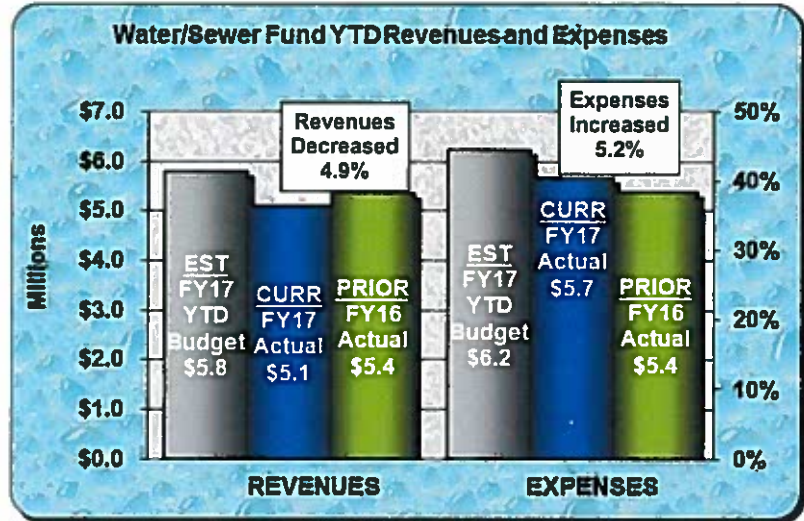


General Fund expenditures total \$8,365,703 and represent 93.7% of the total annual budget. Expenditures are \$1,153,906 more than the previous year. The Police Department had an increase in salary & benefits of \$122,777 and dispatch services of \$14,939 from the prior fiscal year. Additionally, there was an increase of \$336,713 due to capital purchases. The Fire Department had an increase in salary & benefits of \$390,785 and an increase in capital related items of \$95,576 from prior year. The Public Works Department had an increase of \$237,905 from the prior fiscal year due to the "chip-seal" road maintenance project that occurred in October & November 2016. Additionally, there was an

increase of \$110,102 due to capital purchases. Non-departmental expenditures were \$112,286 less than previous year due to timing of the 380 Agreement Sales Tax rebate payments. Other expenditure categories that are lower than prior year is due to fiscal-year end accruals that have not been recorded for September 30, 2017, but had been recorded for the prior fiscal year.

## WATER AND SEWER FUND

The Water and Sewer Fund revenues total \$5,093,677 and represent 92.1% of the total annual budget. This amount is \$262,031 lower than last year. Water sales were higher by \$217,390 and sewer sales were higher by \$89,592 than the previous year due to the Town increasing water and sewer rates by 15%. Miscellaneous revenue was \$95,282 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 \$445,758 less than previous year due to decreased subsidizing of water/sewer debt by property taxes.



Expenses for the Water and Sewer Fund total \$5,665,738 and represent 85.1% of the annual budget. This amount is \$281,640 more than prior year. Water Department expenses increased \$158,148 over prior year due to increased cost of purchasing water from North Texas Municipal Water District as well as the salary and benefits cost associated with an added employee. Other expense categories that are lower than prior year is due to fiscal-year end accruals that have not been recorded for September 30, 2017, but had been recorded for the prior fiscal year.

## OTHER OPERATING FUNDS

The Debt Service Fund revenue and expenditures were \$1,360,114 and \$1,630,730 respectively less than the prior year due to the Town refunding a prior bond issuance. The Storm Water Fund expenses decreased \$182,347 from the prior fiscal year primarily due to the drainage study that was conducted last fiscal year. The revenues and expenditures for all the other operating funds are within an acceptable percentage range.

## OTHER INFORMATION

Number of water accounts in September 2017 totaled – 3,565

Number of sewer accounts in September 2017 totaled – 1,903

Number of solid waste accounts in September 2017 totaled – 3,576

Water sales in thousand gallons for the month of September 2017 – 62,090

## SALES TAX ANALYSIS

Sales tax revenue collections for the entire Town of Fairview (Town, Fairview EDC and Fairview CDC portions) for the twelfth month of fiscal year 2017 total \$3,138,188. Actual total collection this year is \$70,716 or 2.2% lower than last year.

The Town of Fairview received \$232,101 in sales tax revenue during the month of September 2017. This amount represents a decrease of \$152 or 0.1% less than September 2016. Due to the timing, the sales tax received in the month of October 2017 can be reported in this financial report too. The Town of Fairview received \$278,523 during the month of October 2017. This amount represents an increase of \$48,478 or 21.1% more than October 2016.

## MUNICIPAL COURT OUTSTANDING FINE & FEE COLLECTIONS

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

- ✓ 162 address corrections, 9 phone number changes & 27 telephone contacts
- ✓ 17 new accounts were added (\$5,439)
- ✓ \$8,954 was collected on 30 outstanding accounts
- ✓ 4,818 accounts (\$1,664,813) outstanding at the end of September 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

### September 2017 Report:

Citations Written – 260

Plea Court Docket – 247

Warrants Issued – 23

Total Cases Disposed – 273

Driving Safety Course – 39

Deferred Disposition – 45

Payment Plan – 11

Show Cause by Judge – 25

Pre-Trials – 6

## BUILDING PERMIT ACTIVITY

<u>Permit Type</u>	<u>Fiscal Year-to-Date</u>		<u>9/30/2017</u>	
	<u>QTY</u>	<u>VALUE</u>	<u>QTY</u>	<u>VALUE</u>
Commercial	7	\$658,014	0	\$0
Residential	69	\$40,616,657	3	\$4,150,000
Accessory Bldg	39	\$655,850	3	\$56,800
Addn/Remodel	39	\$2,772,483	1	\$250,000
Other	<u>397</u>		<u>53</u>	
<b>Total</b>	<b>551</b>		<b>60</b>	

**TOWN OF FAIRVIEW  
COMBINED REVENUE & EXPENDITURE REPORT  
FOR THE PERIOD ENDING SEPTEMBER 30, 2017**

	ESTIMATED	CURRENT	YTD Used/	PRIOR	YTD Used/	Changes	
Budget FY16-17	YTD Budget* 9/30/2017	YTD Actual 9/30/2017	Collected 9/30/2017	YTD Actual 9/30/2016	Collected 9/30/2016	from Last Year	
<b>GENERAL FUND</b>							
<b>Revenues:</b>							
Property Taxes	\$3,564,245	\$3,572,273	\$3,576,517	100.3%	\$3,331,595	101.2%	\$244,922
Sales & Use Taxes	1,575,000	1,647,521	1,569,094	99.6%	1,626,230	107.0%	(57,136)
Mixed Beverage Tax	75,000	70,767	77,258	103.0%	82,453	109.9%	(5,195)
Franchises	668,444	687,074	481,520	72.0%	647,337	98.2%	(165,817)
Licenses & Permits	405,984	435,874	401,767	99.0%	433,595	121.5%	(31,828)
Charges for Service	332,936	359,565	430,742	129.4%	320,105	114.1%	110,637
Fines & Fees	418,834	439,005	380,292	90.8%	401,467	110.3%	(21,175)
Investment Income	38,000	49,581	40,305	106.1%	29,166	97.7%	11,139
Miscellaneous	598,918	579,618	403,307	67.3%	183,844	73.2%	219,463
Transfer from Capital Projects Fund	-	-	-	0.0%	435,000	100.0%	(435,000)
Transfer from Water & Sewer Fund	596,750	596,750	596,750	100.0%	542,500	100.0%	54,250
Transfer from Stormwater Fund	37,600	30,080	37,600	100.0%	37,600	100.0%	-
<b>Total Revenues</b>	<b>\$8,311,711</b>	<b>\$8,468,109</b>	<b>\$7,995,152</b>	<b>96.2%</b>	<b>\$8,070,892</b>	<b>102.9%</b>	<b>(\$75,740)</b>
<b>Expenditures:</b>							
Mayor & Council	\$20,000	\$21,634	\$20,164	100.8%	\$16,359	89.2%	\$3,805
Administration	583,891	590,397	561,810	96.2%	545,593	99.3%	16,217
Accounting	584,166	584,441	570,409	97.6%	558,299	99.8%	12,110
Town Secretary	105,574	103,658	107,566	101.9%	98,615	94.8%	8,951
Planning & Zoning	144,442	141,976	138,976	96.2%	108,690	94.3%	30,286
Police	2,539,500	2,464,369	2,163,852	85.2%	1,655,956	91.4%	507,896
Fire	2,953,469	2,985,093	2,957,850	100.1%	2,509,019	102.2%	448,831
Public Works	583,680	520,171	580,696	99.5%	265,063	79.0%	315,633
Inspections	126,138	124,491	132,377	104.9%	201,775	91.0%	(69,398)
Municipal Court	183,638	183,557	181,071	98.6%	170,292	97.8%	10,779
Parks & Recreation	189,305	188,834	173,432	91.6%	151,324	80.5%	22,108
Non-Departmental	792,141	780,553	658,036	83.1%	770,322	96.8%	(112,286)
Transfer to Technology Fund	119,464	95,571	119,464	100.0%	160,490	100.0%	(41,026)
<b>Total Expenditures</b>	<b>\$8,925,408</b>	<b>\$8,784,745</b>	<b>\$8,365,703</b>	<b>93.7%</b>	<b>\$7,211,797</b>	<b>96.3%</b>	<b>\$1,153,906</b>
<b>Net Revenue over Expenditures</b>			<b>(370,551)</b>		<b>859,095</b>		
<b>Beginning Fund Balance</b>			<b>4,918,043</b>		<b>4,058,948</b>		
<b>Ending Fund Balance</b>			<b>4,547,492</b>		<b>4,918,043</b>		

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

**TOWN OF FAIRVIEW  
COMBINED REVENUE & EXPENDITURE REPORT  
FOR THE PERIOD ENDING SEPTEMBER 30, 2017**

	ESTIMATED	CURRENT	YTD Used/	PRIOR	YTD Used/	Changes
Budget FY16-17	YTD Budget* 9/30/2017	YTD Actual 9/30/2017	Collected 9/30/2017	YTD Actual 9/30/2016	Collected 9/30/2016	from Last Year
<b>WATER &amp; SEWER FUND</b>						
<b>Revenues:</b>						
Water Service	\$4,100,000	\$3,723,420	90.8%	\$3,506,030	100.2%	\$217,390
Sewer Service	821,942	781,117	95.0%	691,525	101.7%	89,592
Tower Lease	177,001	180,131	101.8%	210,296	115.2%	(30,165)
Investment Income	3,300	3,743	113.4%	1,551	104.7%	2,192
Miscellaneous	131,970	108,332	82.1%	203,614	118.2%	(95,282)
Transfer from Debt Service Fund	276,934	276,934	100.0%	722,692	100.0%	(445,758)
Transfer from Stormwater Fund	20,000	20,000	100.0%	20,000	100.0%	-
<b>Total Revenues</b>	<b>\$5,531,147</b>	<b>\$5,093,677</b>	<b>92.1%</b>	<b>\$5,355,708</b>	<b>101.5%</b>	<b>(\$262,031)</b>
<b>Expenses:</b>						
Water Department	\$3,319,853	\$3,070,869	92.5%	\$2,912,721	106.8%	\$158,148
Utilities	197,993	192,609	97.3%	192,774	105.3%	(165)
Sewer Department	1,392,145	783,677	56.3%	1,341,537	96.5%	(557,860)
General Fund Franchise Fee	329,250	329,250	100.0%	317,500	100.0%	11,750
Transfer to General Fund	267,500	267,500	100.0%	225,000	100.0%	42,500
Transfer to Technology Fund	1,150	1,150	100.0%	1,870	0.0%	(720)
Non-Departmental	1,152,090	1,020,683	88.6%	392,695	34.5%	627,988
<b>Total Expenses</b>	<b>\$6,659,981</b>	<b>\$5,665,738</b>	<b>85.1%</b>	<b>\$5,384,098</b>	<b>90.0%</b>	<b>\$281,640</b>
<b>SOLID WASTE FUND</b>						
Total Revenues	\$696,500	\$638,232	91.6%	\$625,601	97.1%	\$12,631
Total Expenses	\$650,000	\$606,038	93.2%	\$616,171	105.9%	(\$10,133)
<b>DEBT SERVICE FUND</b>						
Total Revenues	\$2,152,361	\$2,156,704	100.2%	\$3,516,818	168.9%	(\$1,360,114)
Total Expenses	\$2,089,507	\$2,213,358	105.9%	\$3,844,088	195.4%	(\$1,630,730)
<b>STORMWATER FUND</b>						
Total Revenues	\$312,000	\$302,757	97.0%	\$308,127	102.7%	(\$5,370)
Total Expenses	\$313,256	\$240,671	76.8%	\$423,018	76.8%	(\$182,347)
<b>FAIRVIEW EDC</b>						
Total Revenues	\$764,500	\$791,069	103.5%	\$815,778	116.5%	(\$24,709)
Total Expenditures	\$902,957	\$788,771	87.4%	\$752,939	95.0%	\$35,832
<b>FAIRVIEW CDC</b>						
Total Revenues	\$764,500	\$790,656	103.4%	\$815,551	115.5%	(\$24,895)
Total Expenditures	\$742,238	\$733,577	98.8%	\$685,123	100.7%	\$48,454

\* 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	\$145,432.22	\$133,516.32	\$11,785.90	8.10%	\$130.00	0.09%	\$11,915.90	8.19%
2016	1	\$274,506.71	\$223,930.11	\$41,725.01	15.20%	\$8,851.59	3.22%	\$50,576.60	18.42%
2015	2	\$276,661.56	\$192,673.10	\$63,431.69	22.93%	\$20,556.77	7.43%	\$83,988.46	30.36%
2014	3	\$263,411.61	\$138,112.84	\$85,803.97	32.57%	\$39,494.80	14.99%	\$125,298.77	47.57%
2013	4	\$168,718.36	\$108,860.75	\$43,944.84	26.05%	\$15,912.77	9.43%	\$59,857.61	35.48%
2012	5	\$142,362.48	\$89,221.31	\$38,318.87	26.92%	\$14,822.30	10.41%	\$53,141.17	37.33%
2011	6	\$143,943.99	\$96,995.78	\$37,289.11	25.91%	\$9,659.10	6.71%	\$46,948.21	32.62%
2010	7	\$194,541.94	\$137,588.43	\$32,360.61	16.63%	\$24,592.90	12.64%	\$56,953.51	29.28%
2009	8	\$114,120.70	\$89,965.30	\$19,024.37	16.67%	\$5,131.03	4.50%	\$24,155.40	21.17%
2008	9	\$179,783.10	\$139,552.30	\$19,857.40	11.05%	\$20,373.40	11.33%	\$40,230.80	22.38%
2007	10	\$113,223.81	\$90,692.20	\$13,563.06	11.98%	\$8,968.55	7.92%	\$22,531.61	19.90%
2006	11	\$101,307.05	\$80,803.25	\$8,080.55	7.98%	\$12,423.25	12.26%	\$20,503.80	20.24%
2005	12	\$127,621.11	\$107,393.91	\$6,636.50	5.20%	\$13,590.70	10.65%	\$20,227.20	15.85%
2004	13	\$68,215.11	\$30,623.40	\$5,643.55	8.27%	\$31,948.16	46.83%	\$37,591.71	55.11%
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%
		\$2,322,607.80	\$1,661,166.60	\$427,587.63	18.41%	\$233,853.57	10.07%	\$661,441.20	28.48%

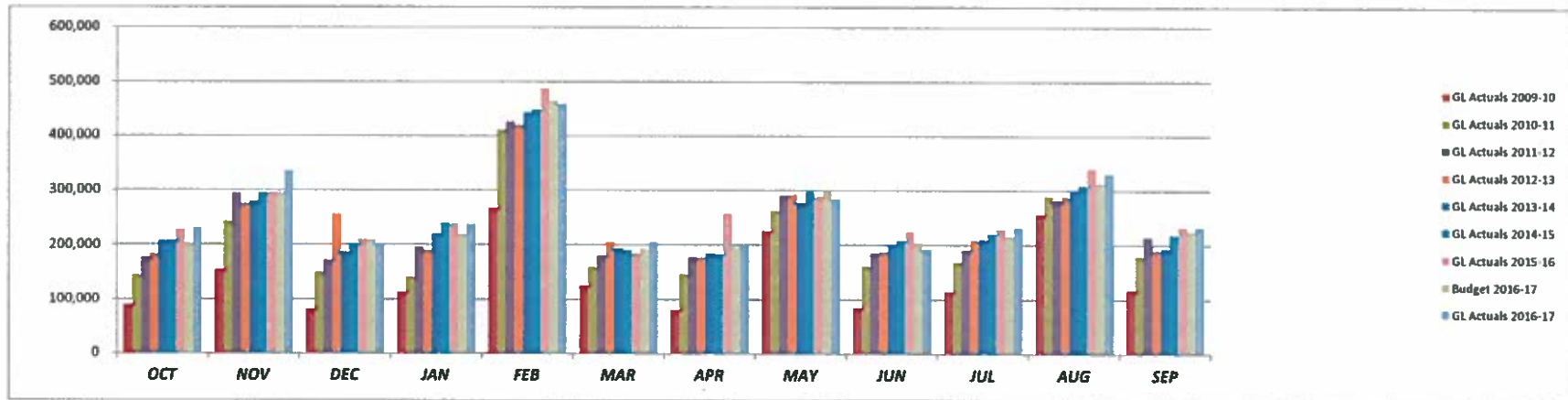
Town of Fairview

MONTHLY ACTUAL TOTALS - Sales Tax

Current & Previous Year Comparison and Variance Analysis

Fiscal	HISTORICAL DATA								CURRENT FISCAL YEAR DATA					
	GL Actuals 2008-09	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	Variance % Curr to Prev
OCT	44,176	89,622	144,634	176,236	182,274	206,397	207,714	227,044	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	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	208,523	202,404.35	(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	219,443	236,752.32	17,309.15	8%	(619.86)	0%
FEB	73,258	267,143	411,537	425,768	419,733	442,581	447,724	487,537	464,825	459,076.32	(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	193,169	204,469.15	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	200,528.97	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	283,656.48	(15,124.69)	-5%	(4,414.89)	-2%
JUN	76,520	84,888	161,430	184,353	187,635	200,325	207,986	223,347	203,747	192,033.47	(11,713.70)	-6%	(31,313.48)	-14%
JUL	79,370	114,742	168,467	191,018	207,953	208,906	220,746	228,277	215,247	231,173.38	15,926.21	7%	2,896.33	1%
AUG	107,738	255,586	288,290	280,682	287,558	299,768	308,568	339,965	313,423	330,492.66	17,069.49	5%	(9,472.62)	-3%
SEP	88,613	117,066	179,026	214,290	189,947	193,075	218,837	232,253	225,649	232,101.05	6,451.88	3%	(152.44)	0%
<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>3,040,000</b>	<b>3,138,188</b>	<b>98,188</b>	<b>42%</b>	<b>(70,716)</b>	<b>-22%</b>

Monthly Sales Tax Collections

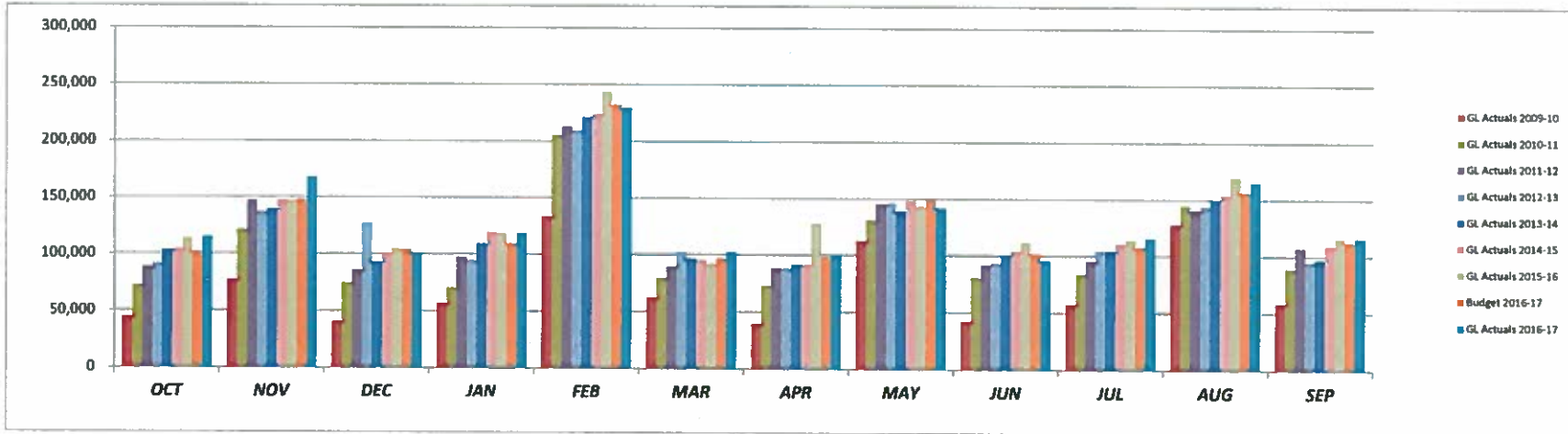




**Town of Fairview**  
**General Fund - Sales Tax**  
**Current & Previous Year Comparison and Variance Analysis**

HISTORICAL DATA								CURRENT FISCAL YEAR DATA					
Fiscal	GL Actuals	GL Actuals	GL Actuals	GL Actuals	GL Actuals	GL Actuals	GL Actuals	Budget	GL Actuals	Variance	Variance %	Variance	Variance %
	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16			2016-17	Actual/Budg		
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	141,828.24	(7,562.34)	-5%	(2,207.45)	-2%
JUN	42,444	80,715	92,177	93,817	100,163	103,993	111,673	101,874	96,016.74	(5,856.85)	-6%	(15,656.74)	-14%
JUL	57,371	84,233	95,509	103,977	104,453	110,373	114,139	107,624	115,586.69	7,963.11	7%	1,448.17	1%
AUG	127,793	144,145	140,341	143,779	149,884	154,284	169,983	156,712	165,246.33	8,534.75	5%	(4,736.31)	-3%
SEP	58,533	89,513	107,145	94,973	96,537	109,419	116,127	112,825	116,050.53	3,225.94	3%	(76.22)	0%
<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>1,569,094</b>	<b>49,094</b>	<b>42%</b>	<b>(35,358)</b>	<b>-22%</b>

**Monthly Sales Tax Collections**

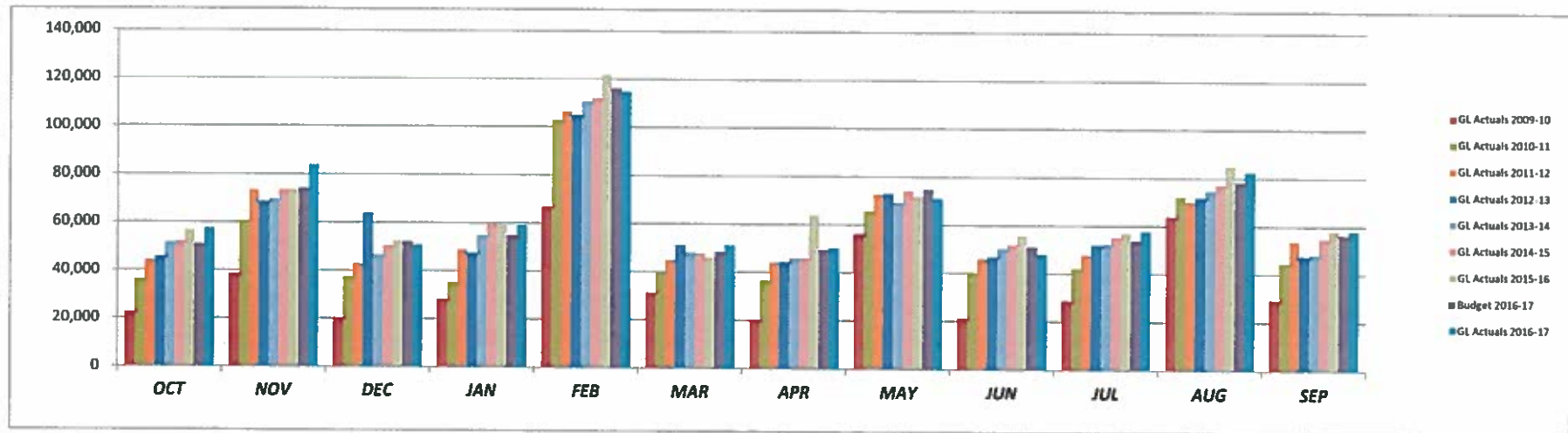


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**Town of Fairview**  
**Economic Development Corporation Fund - Sales Tax**  
**Current & Previous Year Comparison and Variance Analysis**

HISTORICAL DATA								CURRENT FISCAL YEAR DATA					
<u>Fiscal</u>	<u>GL Actuals 2009-10</u>	<u>GL Actuals 2010-11</u>	<u>GL Actuals 2011-12</u>	<u>GL Actuals 2012-13</u>	<u>GL Actuals 2013-14</u>	<u>GL Actuals 2014-15</u>	<u>GL Actuals 2015-16</u>	<u>Budget 2016-17</u>	<u>GL Actuals 2016-17</u>	<u>Variance Actual/Budg 2016-17</u>	<u>Variance % Actual/Budg 2016-17</u>	<u>Variance Curr to Prev</u>	<u>Variance % Curr to Prev</u>
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	70,914.12	(3,781.17)	-5%	(1,103.72)	-2%
JUN	21,222	40,357	46,088	46,909	50,081	51,997	55,837	50,937	48,008.37	(2,928.42)	-6%	(7,828.37)	-14%
JUL	28,686	42,117	47,755	51,988	52,226	55,186	57,069	53,812	57,793.35	3,981.55	7%	724.08	1%
AUG	63,896	72,072	70,170	71,890	74,942	77,142	84,991	78,356	82,623.17	4,267.37	5%	(2,368.16)	-3%
SEP	29,266	44,757	53,572	47,487	48,269	54,709	58,063	56,412	58,025.26	1,612.97	3%	(38.11)	0%
<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>784,547</b>	<b>24,547</b>	<b>42%</b>	<b>(17,679)</b>	<b>-22%</b>

**Monthly Sales Tax Collections**



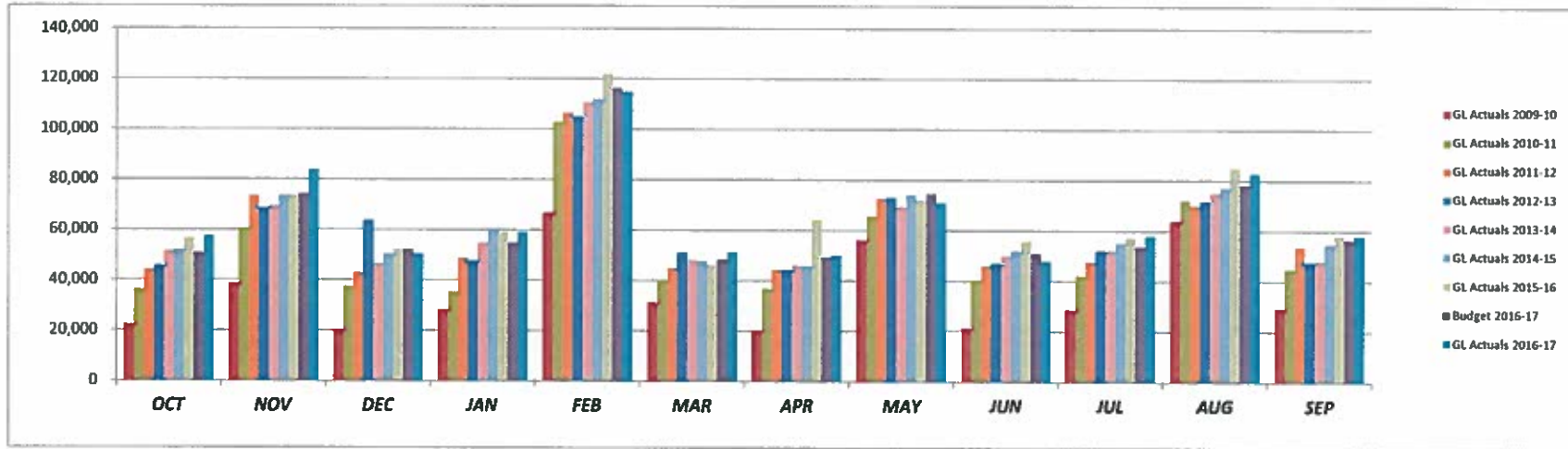
Town of Fairview

Community Development Corporation Fund - Sales Tax

Current & Previous Year Comparison and Variance Analysis

Fiscal	HISTORICAL DATA							CURRENT FISCAL YEAR DATA					
	GL Actuals	GL Actuals	GL Actuals	GL Actuals	GL Actuals	GL Actuals	GL Actuals	Budget	GL Actuals	Variance	Variance %	Variance	Variance %
	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2016-17	2016-17	2016-17	Curr to Prev	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%
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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%
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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%
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JUN	21,222	40,357	46,088	46,909	50,081	51,997	55,837	50,937	48,008.37	(2,928.42)	-6%	(7,828.37)	-14%
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<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>784,547</b>	<b>24,547</b>	<b>42%</b>	<b>(17,679)</b>	<b>-22%</b>

Monthly Sales Tax Collections

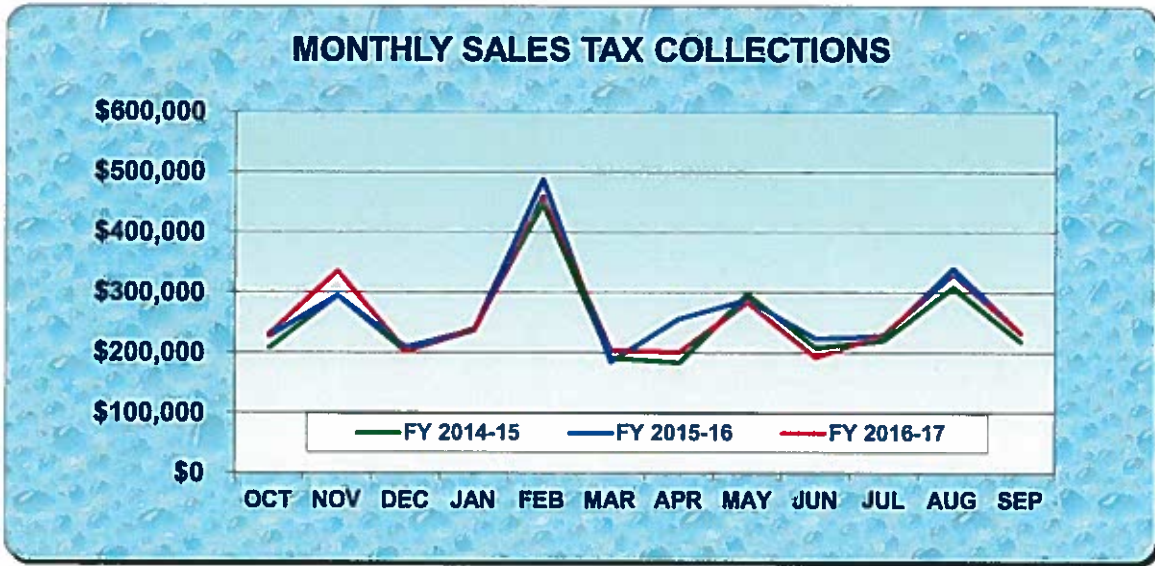


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**Town of Fairview Sales Tax Summary--Cash Basis  
Fiscal Year 2016 - 2017  
(Actual versus Budget)**

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	283,645	(15,136)	-5.1%	2,081,933	2,152,377	70,443	70.8%	68.5%
June	203,747	192,033	(11,714)	-5.7%	2,285,681	2,344,410	58,730	77.1%	75.2%
July	215,247	231,173	15,926	7.4%	2,500,928	2,575,583	74,656	84.7%	82.3%
August	313,423	330,493	17,069	5.4%	2,814,351	2,906,076	91,725	95.6%	92.6%
September	225,649	232,101	6,452	2.9%	3,040,000	3,138,177	98,177	103.2%	100.0%
<b>Total</b>	<b>\$3,040,000</b>	<b>\$3,138,177</b>	<b>\$98,177</b>						

# TOWN OF FAIRVIEW



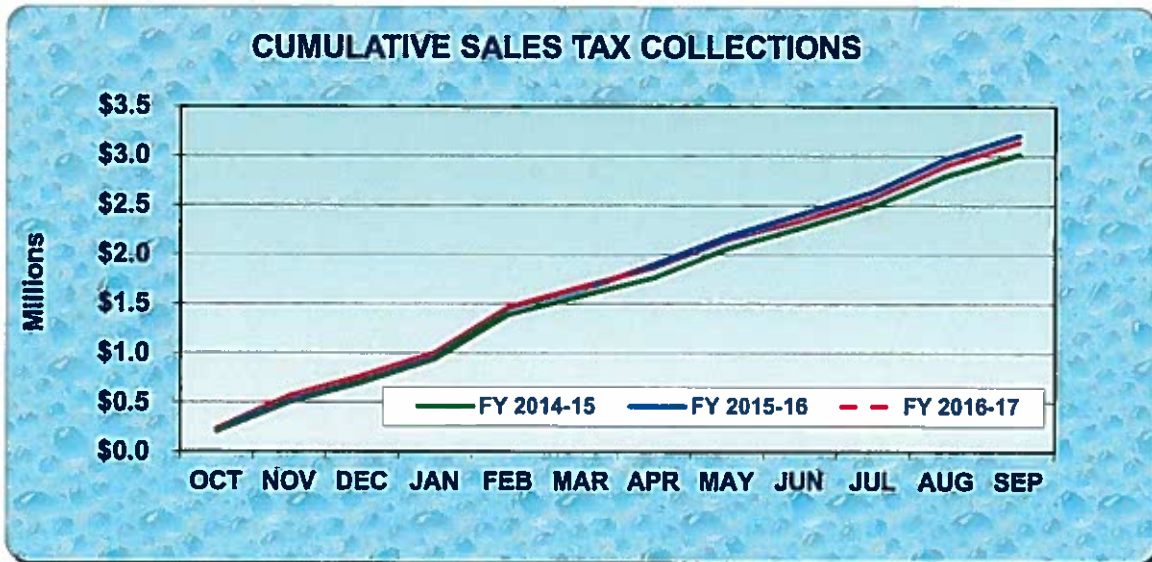
	FY 2014-15			FY 2015-16			FY 2016-17			FY 2016-17 Forecast **
	Monthly	Cumulative	% *	Monthly	Cumulative	% *	Monthly	Cumulative	% *	
OCTOBER	207,714	207,714	7.4%	227,044	227,044	7.5%	230,045	230,045	7.6%	3,251,320
NOVEMBER	294,830	502,544	17.9%	294,899	521,943	17.2%	335,455	565,500	18.6%	3,476,691
DECEMBER	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%	283,656	2,153,080	70.8%	3,161,937
JUNE	207,986	2,270,526	81.1%	223,347	2,408,408	79.2%	192,033	2,345,114	77.1%	3,124,571
JULY	220,746	2,491,272	89.0%	228,277	2,636,685	86.7%	231,173	2,576,287	84.7%	3,135,398
AUGUST	308,568	2,799,840	100.0%	339,965	2,976,650	97.9%	330,493	2,906,780	95.6%	3,133,581
SEPTEMBER	218,837	3,018,677	107.8%	232,253	3,208,903	105.6%	232,101	3,138,881	103.3%	3,138,881

\* % received compared to annual budget

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

\*\*\* State Comptroller portion only

End-of-Year Amount	3,018,677		3,208,903		3,138,881	
Budgeted Amount	2,800,000		3,040,000		3,040,000	
Variance from Budget	218,677	7.8%	168,903	5.6%	98,881	3.3%



## 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	3,138,881	15,694,404	9,000	1,744

