Town of Florence Quarterly Financial Report As of March 31, 2014 (unaudited)

Introduction

The following report highlights the financial results of the Town for the third quarter of the fiscal year. The report presents the results of Town revenues, expenditures and fund balances and includes comparison of current year actual figures to the budget and prior year.

Highlights

- Major Town revenues are meeting or exceeding budget expectations and are ahead of the prior year.
 - o Sales tax revenue is 18% ahead of expectations and 20% ahead of the prior year.
 - o State-shared sales tax is meeting expectations and is 7% ahead of the prior year.
 - O State-shared income tax is meeting expectations and is 9% ahead of the prior year.
 - Vehicle license tax is 6% ahead of expectations and 7% ahead of the prior year.
 - o Highway user revenue is meeting expectations and 3% ahead of the prior year.
 - o Transportation excise tax is 8% ahead of both expectations and the prior year.
- Town expenditures are below the budget established for fiscal year 2014.
- General Fund: With 75% of the year complete, 80% of the budgeted revenue amount is collected and only 67% of the expenditure budget is expended.
- Capital Improvements Fund: 92% of the budgeted revenue amount is collected and 46% of the expenditure budget is expended.
- HURF: 75% of the budgeted revenue amount is collected and 20% of the expenditure budget is expended. Of the \$4.5 million capital budget, 3% is expended.
- Water Utility: 67% of the budgeted fee revenue is collected and 11% of the expenditure budget is expended. Of the \$4.8 million capital budget, 1% is expended.
- Wastewater Utility: 68% of the budgeted fee revenue is collected and 32% of the expenditure budget is expended. Less than 1% of the \$2.3 million capital budget has been expended.
- Sanitation: 76% of the budgeted fee revenue is collected and 71% of the expenditure budget is expended.
- Fund balances are healthy and normal.

Major Revenues

Throughout this section of the finance report, monthly revenue results for the first half of the year is compared to the budget and prior year. An updated estimate (forecast) of the annual revenue based on the results of the first nine months of the year is also presented. In the monthly revenue charts, the light-shaded graph columns represent forecasted amounts.

Sales Tax

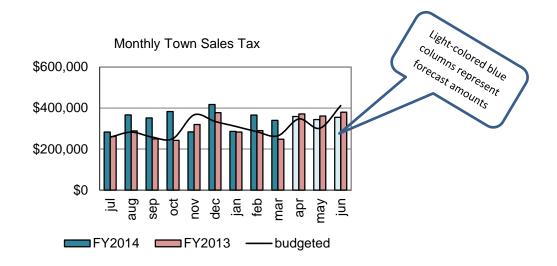
The Town imposes a two percent (2%) transaction privilege tax rate on retail sales and services made within the Town boundaries. This tax is commonly referred to as sales tax. The total tax rate within the Town is 8.7 percent, which also includes the State and Pinal County tax rates. Sales tax revenue supports the Capital Improvements Fund (sales tax on private construction projects), Construction Tax Fund (sales tax on governmental entity

Sales Tax Rate <u>in Florence</u>							
Town	2.0%						
Pinal County	1.1%						
State of Arizona	5.6%						
Total	8.7%						

construction projects), Food Tax Fund (sales tax on food for home consumption) and the General Fund (all other sales tax).

Town Sales Tax	monthly projections	l current l		% change from prior year	prior year actual	
Jul	257,805	283,062	10%	8%	261,190	
Aug	282,510	366,237	30%	27%	288,519	
Sep	258,193	351,956	36%	41%	249,424	
Oct	251,438	382,733	52%	58%	242,296	
Nov	366,601	283,804	-23%	-11%	319,595	
Dec	334,510	416,711	25%	10%	377,459	
Jan	310,099	285,896	-8%	1%	282,981	
Feb	284,460	365,454	28%	26%	289,615	
Mar	264,375	340,187	29%	37%	247,841	
YTD total	2,609,991	3,076,040			2,558,920	
YTD variance		466,049	18%	20%	517,120	
Annual totals	budget	forecast (trend)	projected	variance	prior year actual	
	3,670,000	4,132,710	462,710	13%	3,670,260	

- The annual budget projected sales tax revenue in the amount of \$3,670,000.
- As of 3/31/14, the total collected is \$3,076,040. This is \$466,049 or 18% greater than the projected amount.
- Current year revenue is \$517,120 or 20% greater than the prior year.
- Based on the trend in the first nine months, sales tax could reach \$4,132,710, which would be \$462,710 or 13% greater than the budgeted amount of \$3,670,000.

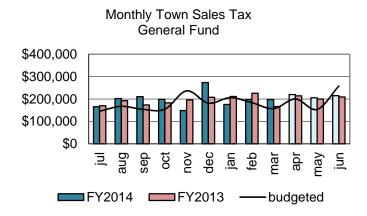


\$5,000,000 \$4,000,000 \$3,000,000 \$1,000,000 \$0 \$1,000,000 \$1,000,0

Town Sales Tax by Type	General	Private Construction	Government Construction	Food	Total	
Jul	165,685	99,011	-	18,366	283,062.00	
Aug	202,270	141,373	7,295	15,299	366,237.00	
Sep	211,097	125,508	-	15,351	351,956.00	
Oct	198,967	152,369	9,710	21,687	382,733.00	
Nov	148,415	101,586	12,364	21,439	283,804.00	
Dec	273,764	109,348	13,336	20,263	416,711.00	
Jan	175,790	71,434	11,718	26,954	285,896.00	
Feb	197,925	134,440	9,072	24,017	365,454.00	
Mar	197,893	107,358	11,549	23,387	340,187.00	
YTD total	1,771,806	1,042,427	75,044	186,763	3,076,040	
forecast (trend)	2,412,463.00	1,389,903.00	82,379.00	247,966.00	4,132,711	
budget	2,200,000	1,100,000	160,000	210,000	3,670,000	
proj. variance	212,463	289,903	(77,621)	37,966	462,711	

General Fund Town Sales Tax	monthly projections			% change from prior year	prior year actual
Jul	145,861	165,685	14%	-3%	170,394
Aug	167,489	202,270	21%	5%	193,193
Sep	153,754	211,097	37%	21%	173,958
Oct	154,718	198,967	29%	9%	182,790
Nov	236,783	148,415	148,415 -37%		195,828
Dec	181,753	273,764 51%		32%	207,697
Jan	206,113	175,790	-15% -17%		211,330
Feb	184,033	197,925	8%	-12%	225,584
Mar	157,076	197,893	26%	19%	166,258
YTD total	1,587,580	1,771,806			1,727,032
YTD variance		184,226	12%	3%	44,774
Annual totals	budget	forecast (trend)	projected	variance	prior year actual
	2,200,000	2,412,463	212,463	10%	2,351,499

• As shown in the two tables above, at the current pace, sales tax revenue in the General Fund could exceed the budget by \$212,463 or 10%; private construction sales tax exceeds the budget by \$289,903 or 26% and food sales tax by \$37,966 or 18%. Sales tax on governmental construction jobs is below budget expectations and at the current pace could result in being \$77,621 lower than its budget.



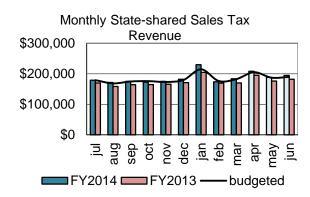
State-shared Revenue

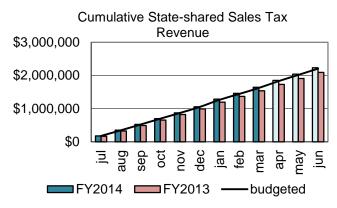
As with all Arizona municipalities, the Town receives certain state revenues based on population. State-shared revenue includes sales tax, income tax, vehicle license tax and highway user revenue. In addition to population, highway user revenue distribution is also based on gasoline sales. It consists of tax on gasoline, a portion of the vehicle license tax and other transportation related fees and must be used solely for street and highway purposes, which are recorded in the Highway User Revenue Fund. State-shared sales tax, income tax and vehicle license tax support the General Fund.

State-shared Sales Tax

State-shared Sales Tax	monthly projections	current year actual	% variance from projection	% change from prior year	prior year actual
Jul	179,072	178,913	0%	5%	169,848
Aug	168,470	171,410	2%	8%	158,459
Sep	174,704	175,258	0%	7%	164,126
Oct	175,919	172,748	-2%	5%	164,560
Nov	173,089	175,336	1%	6%	165,574
Dec	179,714	181,802	1%	6%	171,003
Jan	214,755	230,007	7%	13%	204,387
Feb	176,353	173,797	-1%	3%	169,143
Mar	182,320	183,733	1%	8%	169,958
YTD total	1,624,396	1,643,004			1,537,058
YTD variance		18,608	1%	7%	105,946
Annual totals	budget	forecast (trend)	projecte	d variance	prior year actual
	2,206,504	2,234,240	27,736	1%	2,090,169

- The annual budget projected state-shared sales tax revenue in the amount of \$2,206,504.
- As of 3/31/14, the total collected is \$1,643,004. This is \$18,608 greater than the projected amount.
- Current year revenue is \$61,897 or 6% greater than the prior year.
- Based on the trend in the first nine months, state-shared sales tax could reach \$2,234,240 which slightly exceeds the budget of \$2,206,504.

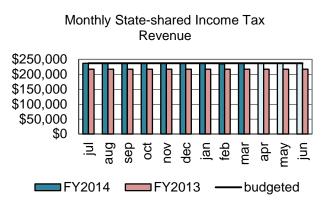


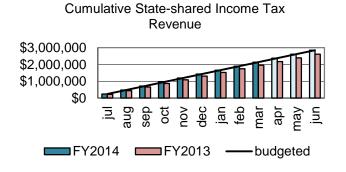


State-shared Income Tax

State-shared Income Tax	monthly projections	current year actual	% variance from projection	% change from prior year	prior year actual
Jul	237,410	237,411	0%	9%	217,371
Aug	237,410	237,410	0%	9%	217,370
Sep	237,410	237,411	0%	9%	217,371
Oct	237,410	237,411	0%	9%	217,371
Nov	237,410	237,410	0%	9%	217,370
Dec	237,410	237,411	411 0% 9%		217,371
Jan	237,410	237,411	0%	9%	217,370
Feb	237,410	235,120	-1%	8%	217,371
Mar	237,410	237,329	0%	9%	217,371
YTD total	2,136,690	2,134,324			1,956,336
YTD variance		(2,366)	0%	9%	177,988
Annual totals	budget	forecast (trend)	projecte	d variance	prior year actual
	2,848,922	2,848,922	-	0%	2,608,448

- The annual budget projected state-shared income tax revenue in the amount of \$2,848,922.
- As of 3/31/14, the total collected is \$2,134,324.
- Current year revenue is \$177,988 or 9% greater than the prior year.
- State-shared income tax is determined by the state prior to the beginning of the next fiscal year and then evenly distributed to the Town on a monthly basis; therefore, the total amount collected by year-end will be the budgeted amount.



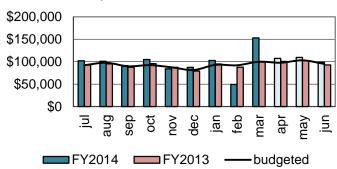


Vehicle License Tax

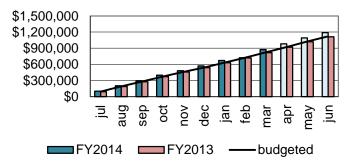
Vehicle License Tax	monthly projections	current year actual % variance from projection		% change from prior year	prior year actual
Jul	92,073	101,813	11%	10%	92,559
Aug	97,488	100,820	3%	6%	95,039
Sep	89,623	91,075	2%	4%	87,533
Oct	92,134	104,544	13%	10%	95,262
Nov	87,350	83,894	-4%	-4%	87,229
Dec	81,298	87,289	7%	11%	78,979
Jan	92,718	102,515	11%	8%	94,779
Feb	91,849	49,010	-47%	-44%	87,624
Mar	99,733	152,919	53%	55%	98,928
YTD total	824,266	873,879			817,932
YTD variance		49,613	6%	7%	55,947
Annual totals	budget	forecast (trend)	projecte	d variance	prior year actual
	1,119,567	1,189,126	69,559	6%	1,112,996

- The annual budget projected vehicle license tax revenue in the amount of \$1,119,567.
- As of 3/31/14, the total collected is \$873,879. This is \$49,613 or 6% greater than the projected amount.
- Current year revenue is \$55,947 or 7% greater than the prior year.
- Based on the trend in the first nine months, vehicle license tax could reach \$1,189,126, which would be \$61,532 or 5.5% greater than the budgeted amount of \$1,119,567.

Monthly Vehicle License Tax Revenue



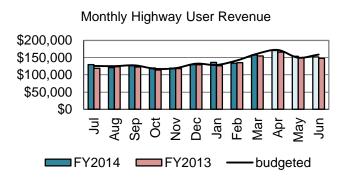
Cumulative Vehicle License Tax Revenue

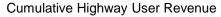


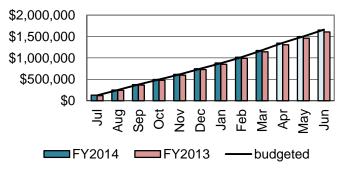
Highway User Revenue

Highway User Revenue	monthly projections	current year actual	from I		prior year actual
Jul	125,872	129,734	3%	9%	119,180
Aug	125,136	120,910	-3%	-2%	123,491
Sep	127,443	126,382	-1%	3%	122,804
Oct	117,433	119,995	2%	5%	114,017
Nov	119,405	119,662	0%	1%	118,209
Dec	132,302	129,846	-2%	1%	129,009
Jan	128,629	136,278	6%	8%	126,425
Feb	141,668	134,051	-5%	-1%	135,220
Mar	161,334	157,603	-2%	2%	154,605
YTD total	1,179,222	1,174,461			1,142,960
YTD variance		(4,761)	0%	3%	31,501
Annual totals	budget	forecast (trend)	projecte	d variance	prior year actual
	1,659,987	1,650,521	(9,466)	-0.6%	1,606,251

- The annual budget projected highway user revenue in the amount of \$1,659,987.
- As of 3/31/14, the total collected is \$1,174,461, nearly the same as the projected amount.
- Current year revenue is \$31,501 or 3% greater than the prior year.
- Based on the trend in the first nine months, highway user revenue would be less than 1% lower than the budgeted amount.





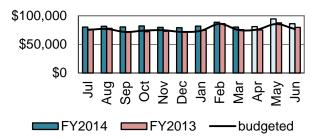


Transportation Excise Tax Revenue

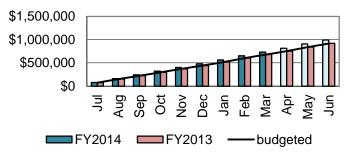
Transportation Excise Tax	monthly projections	current year actual	% variance from projection	% change from prior year	prior year actual	
Jul	75,163	80,140	7%	5%	76,154	
Aug	76,733	81,312	6%	4%	77,885	
Sep	71,418	80,420	13%	12%	71,961	
Oct	73,974	81,938	11%	14%	71,906	
Nov	74,597	79,369	6%	9%	72,725	
Dec	71,533	78,997	10%	9%	72,211	
Jan	73,544	81,725	11%	10%	74,576	
Feb	85,663	88,489	3%	3%	86,004	
Mar	74,943	80,070	7%	6%	75,610	
YTD total	677,568	732,460			679,032	
YTD variance		54,892	8%	8%	53,428	
Annual totals	budget	forecast (trend)	projected	variance	prior year actual	
	915,000	993,257	78,257	9%	920,806	

- The annual budget projected transportation excise tax revenue in the amount of \$915,000.
- As of 3/31/14, the total collected is \$732,460. This is \$54,892 or 8% greater than the projected amount.
- Current year revenue is \$53,428 or 8% greater than the prior year.
- Based on the trend in the first nine months, transportation excise tax could reach \$993,257, which would be \$78,257 or 9% greater than the budgeted amount of \$915,000.

Monthly Transportation Excise Tax



Cumulative Transportation Excise Tax

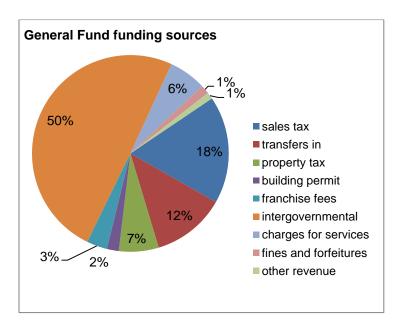


General Fund

The General Fund is the Town's main operating fund accounting for most of the Town's services, including public safety, culture and recreation, community development, general government and other expenditures not accounted for in other funds. The General Fund is primarily supported by local and state-shared taxes.

General Fund Revenue

The majority of Town revenue is projected to come from state-shared revenue (50%) and local sales tax (18%). The remainder comes from property tax (7%), building permit fees (2%), franchise fees (3%), charges for services (6%), fines and forfeitures (1%) and other sources (1%).

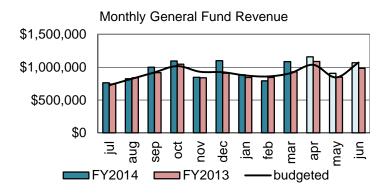


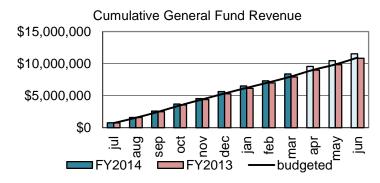
Major revenues supporting the General Fund are discussed above in the Major Revenue section of this report.

General Fund Revenue	monthly projections	current year actual	% variance from projection	% change from prior year	prior year actual
Jul	725,773	763,649	5%	3%	742,843
Aug	822,957	824,631	0%	-2%	839,034
Sep	921,453	999,210	8%	9%	916,847
Oct	1,016,678	1,094,423	8%	5%	1,044,466
Nov	930,771	846,626	-9%	1%	839,751
Dec	923,781	1,100,092	19%	19% 21%	
Jan	874,561	884,419	1%	5%	842,563
Feb	859,048	791,893	-8%	-6%	844,227
Mar	909,550	1,085,312	19%	17%	927,790
YTD total	7,984,572	8,390,255			7,905,748
YTD variance		405,683	5%	6%	484,507
Annual totals	budget	forecast (trend)	projecte	d variance	prior year actual
	10,936,762	11,522,304	585,542	5%	10,824,999

Note: Excludes transfers

- The annual budget projected General Fund revenue in the amount of \$10,936,762.
- As of 3/31/14, the total collected is \$8,390,255. This is \$405,683 or 5% greater than the projected amount.
- Current year revenue is \$484,507 or 6% greater than the prior year.
- Based on the trend in the first nine months, General Fund revenue could reach \$11,522,304, which would be \$585,542 or 5% greater than the budgeted amount of \$10,936,762.





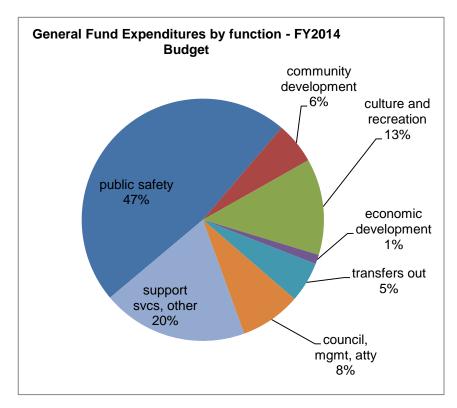
General Fund Revenue	budget	current year actual	% received	prior year actual	% change from prior year	\$ change
taxes						
sales tax	\$ 2,200,000	1,771,806	81%	1,727,032	3%	44,774
property tax	814,526	518,896	64%	528,451	-2%	(9,555)
total taxes	3,014,526	2,290,702	76%	2,255,483	2%	35,219
licenses and permits						
building permit fee	245,000	297,668	121%	235,073	27%	62,595
other licenses/permits	39,000	42,858	110%	41,272	4%	1,586
total licenses/permits	284,000	340,526	120%	276,345	23%	64,181
franchise fees						
APS franchise fee	267,000	211,484	79%	202,585	4%	8,899
other franchise fees	153,180	145,071	95%	89,730	62%	55,341
total franchise fees	420,180	356,555	85%	292,315	22%	64,240
intergovernmental						
state-shared sales tax	2,206,504	1,643,004	74%	1,537,058	7%	105,946
state-shared income tax	2,848,922	2,134,324	75%	1,956,336	9%	177,988
vehicle license tax	1,119,567	873,879	78%	817,932	7%	55,947
total intergovernmental	6,174,993	4,651,207	75%	4,311,326	8%	339,881
charges for services	765,338	400,961	52%	547,373	-27%	(146,412)
fines and forfeitures	180,410	150,027	83%	125,323	20%	24,704
other revenues	97,315	200,277	206%	97,583	105%	102,694
transfers in	1,507,137	1,561,860	104%	786,856	98%	775,004
total	\$ 12,443,899	\$ 9,952,115	80%	\$ 8,692,604	14%	\$ 1,259,511

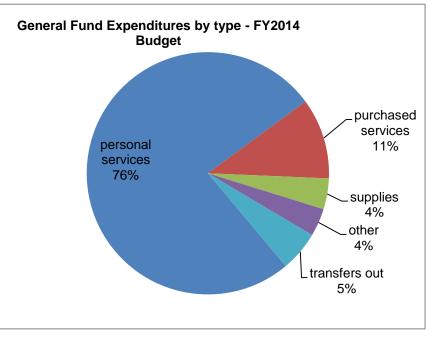
General Fund Expenditures

The General Fund accounts for the majority of the Town's services including, public safety – police and fire/EMS services; culture and recreation – parks maintenance, recreation programs, fitness center, aquatics, special events, senior center and library services; community development; and general government - elected officials, administration, town attorney, courts, finance, information technology and human resources.

By function, expenditures for public safety make up nearly half of the total budget in the General Fund at 47%; 28% is for general government; 13% is for culture and recreation; 6% is for community development, which includes planning, zoning and building inspection; and, 1% for economic development. A total of 5% is transferred to other funds.

By type, expenditures for personal services (employee





salary and benefits) make up 76% of the total General Fund budget. The rest of the General Fund consists of purchased services (non-employee services) -11%; supplies -4%; and other (dues, memberships, training) -4%.

The following table compares current year-to-date actuals to the budget and prior year amounts by department.

General Fund Expenditures by Department	budget		budget current year actual		% expended	% change from prior year	prior year actual
town council	\$	152,324	\$	78,014	51%	-10%	\$ 86,495
administration		673,404		484,604	72%	17%	415,565
courts		278,448		177,432	64%	7%	165,735
legal services		255,460		204,609	80%	56%	131,546
finance		908,947		611,578	67%	11%	548,960
human resources		214,794		155,058	72%	21%	128,510
community development		561,700		382,268	68%	23%	309,610
police		3,771,703		2,433,252	65%	5%	2,326,068
fire/EMS		2,534,446		1,927,471	76%	20%	1,608,082
information technology		536,365		383,794	72%	9%	352,992
parks and recreation		1,345,340		825,911	61%	2%	808,920
library		367,040		245,067	67%	12%	218,605
engineering		176,435		68,831	39%	-10%	76,781
general government		623,085		367,989	59%	61%	227,874
cemetery		25,550		8,864	35%	-10%	9,807
economic development		167,665		93,145	56%	-30%	 133,375
total	\$	12,592,706	\$	8,447,887	67%	12%	\$ 7,548,925

- The General Fund budget, excluding transfers, is \$12,592,706. To date, 75% of the way through the fiscal year, \$8,447,887 or 67% has been expended.
- Many of the departments' expenditures are greater than the prior year; however, these differences are expected and budgeted. With one exception, all departments are where they should be with 75% of the fiscal year complete. Overall, the General Fund is at 67% expended.
- Administration expenditures are 17% greater than the prior year. The prior year variance is due to an increase in salary and benefit costs and other expenditures new in this year's budget including the economic development brochure and Town newsletter printing.
- Legal services expenditures are 56% greater than the prior year due to adding a full-time associate attorney position. Also, 80% of the budget is expended because of the additional legal services that were necessary to resolve the firefighter social security issue.
- Finance expenditures are 11% greater than the prior year due to an additional customer service representative position and additional overtime needed to facilitate the transition of the new Finance Director during year-end and audit preparation procedures.
- Human Resources expenditures are 21% greater than the prior year due to operating the first part of the prior year without a Human Resources Director.
- Community Development expenditures are 23% greater than the prior year due to professional services related to the proposed annexation and contracted building inspection used while an employee was out on worker's compensation leave.
- Fire/EMS expenditures are 20% greater than the prior period due to a vacancy in the Fire Chief position in the prior year, the addition of a Fire Marshall/Battalion Chief position,

- greater overtime and health insurance costs and timing of the paramedic certification allowance payment.
- Library expenditures are 12% greater than the prior year due to position vacancies in the prior year.
- General government expenditures are 61% greater than the prior year because of costs related to the potential annexation and property tax and assessment payments made by the Town on property that was stricken to the Town for non-payment.
- The following tables summarize the General Fund expenditures by function and type.

General Fund Expenditures by Function	budget	С	urrent year actual	% expended	% change from prior year	prior year actual
general government	\$ 3,668,377	\$	2,471,942	67%	20%	\$ 2,067,484
public safety	6,306,149		4,360,723	69%	11%	3,934,150
community development	738,135		451,099	61%	17%	386,391
culture and recreation	1,712,380		1,070,978	63%	4%	1,027,525
economic development	167,665		93,145	56%	-30%	133,375
total	\$ 12,592,706	\$	8,447,887	67%	12%	\$ 7,548,925

General Fund Expenditures by Type	budget	С	urrent year actual	% expended	% change from prior year	prior year actual
salaries and benefits	\$ 10,118,661	\$	6,969,427	69%	14%	\$ 6,119,454
purchased services	1,431,587		882,667	62%	14%	773,508
supplies	548,691		376,745	69%	-20%	471,598
other	493,767		219,048	44%	19%	184,365
total	\$ 12,592,706	\$	8,447,887	67%	12%	\$ 7,548,925

Highway User Revenue Fund

The Highway User Revenue Fund (HURF) accounts for operation, maintenance and capital expenditures of Town streets and highways (public works). HURF is primarily supported by state-shared highway user revenue and transportation excise tax received from Pinal County. These revenues must be used on street and highway expenditures.

Revenue

HURF Revenue	budget	current year actual	% received	% change from prior year	prior year actual
highway user revenue	\$1,659,987	\$ 1,174,461	71%	3%	\$ 1,142,960
transportation excise tax	915,000	732,460	80%	8%	679,032
other revenues	17,000	41,412	244%	15%	35,968
transfers in	9,750	-	0%		-
total	\$2,601,737	\$ 1,948,333	75%	5%	\$ 1,857,960

- Highway user revenue is near expectations with 71% of the budgeted amount received and is 3% greater than the prior year.
- Transportation excise tax revenues are meeting expectations with 80% budgeted amount received and is 8% ahead of the prior year.
- Overall, highway user revenue fund revenue is meeting budget expectations and is 5% greater than the prior year.
- Highway user revenue and transportation excise tax are discussed in more detail in the major revenue section above.

Expenditures

HURF Expenditures	budget	С	urrent year actual	% expended	% change from prior year	prior year actual
personal services	\$ 1,272,506	\$	812,575	64%	-6%	\$ 865,357
purchased services	251,200		178,323	71%	3%	172,541
supplies	423,400		156,536	37%	2%	153,933
capital outlay	4,525,000		129,948	3%	3%	126,551
other	5,080		1,895	37%	329%	442
total	\$ 6,477,186	\$	1,279,277	20%	-3%	\$ 1,318,824

• Only 20% of the budget is expended because capital outlay, the largest component of expenditures, is only 3% complete.

HURF Capital Outlay Expenditures	budget		urrent year actual	% expended
equipment:				
backhoe attachments	\$ 25,000	\$	-	0%
streets and highways: Phase 1&2 curb, gutter, pavement, storm drainage	1,600,000		_	0%
Florence Gardens phase 4 curb, gutter, pavement, storm drainage	40,000		-	0%
State Highways 79B and 287 intersection improvements	250,000		46,469	19%
Diversion Dam Road improvements from Hwy 79 to Bowling Road	1,575,000		24,672	2%
Street signalization	150,000		12,882	9%
Felix Road milling and paving from Hiller to Heritage	450,000		-	0%
Pinal Street drainage improvements from Butte to Ruggles	125,000		-	0%
Hunt Highway overlay to County line	110,000		45,925	42%
Butte Avenue pavement sealing from Hwy 79A to Diffin Road	175,000		-	0%
Stormwater master plan	25,000		-	0%
total streets and highways	4,500,000		129,948	3%
total	\$ 4,525,000	\$	129,948	3%

Capital Improvement Fund

The Capital Improvement Fund (CIP) accounts for many of the Town capital projects including buildings and building improvements, park improvements, land acquisitions and equipment. Expenditures not included in the Capital Improvement Fund are those related to streets and highways, which are accounted for in the Highway User Revenue Fund. The Capital Improvement Fund is primarily supported by construction-related sales tax.

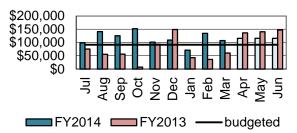
Revenue

CIP Fund Revenue	budget	С	urrent year actual	% received	% change from prior year	prior year actual
private construction tax	\$ 1,100,000	\$	1,042,427	95%	81%	\$ 576,364
other revenues	80,000		37,290	47%	-1%	37,740
total	\$ 1,180,000	\$	1,079,717	92%	76%	\$ 614,104

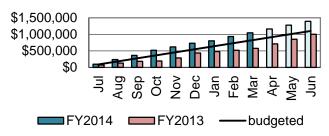
Private Construction Sales Tax	monthly projections	current year actual	% variance from projection	% change from prior year	prior year actual
Jul	91,667	99,011	8%	31%	75,460
Aug	91,667	141,373	54%	155%	55,345
Sep	91,667	125,508	37%	124%	55,999
Oct	91,667	152,369	66%	2038%	7,126
Nov	91,667	101,586	11%	9%	93,389
Dec	91,667	109,348	19%	-27%	149,281
Jan	91,667	71,434	-22%	66%	42,910
Feb	91,667	134,440	47%	267%	36,591
Mar	91,667	107,358	17%	78%	60,263
YTD total	825,003	1,042,427			576,364
YTD variance		217,424	26%	81%	466,063
Annual totals	budget	forecast (trend)	projected variance		prior year actual
	1,100,000	1,389,903	289,903	26%	1,000,661

- Private construction sales tax is exceeding expectations with 95% of the budgeted amount received.
- As of 3/31/14, the total collected is \$1,042,427, which is \$217,427 or 26% greater than the projected amount and \$466,063 or 81% greater than the prior year.
- Based on the trend in the first nine months, private construction sales tax could reach \$1,389,903 which would be \$289,903 or 26% greater than the budgeted amount of \$1,100,000.

Monthly Construction Sales Tax



Cumulative Construction Sales Tax



Expenditures

• As illustrated in the table below, nearly half of the capital improvement projects are complete with 46% or \$2,334,238 of the \$5,087,412 budget expended.

Capital Improvements Project Fund Expenditures	budget	current year actual	% expended
Police			
security camera system upgrade	35,000	20,255	58%
Anthem substation FFE	,	ŕ	2%
Anthem substation FFE	15,000	230	
	50,000	20,485	41%
Fire/EMS			
heart monitors/defibrilator replacements	100,000	99,845	100%
patient care reporting system	35,000	33,664	96%
SCBAs/turnouts	73,509	23,976	33%
voice amplifiers	35,000	-	0%
Anthem substation FFE	15,000	6,836	46%
firetruck	1,151,553	1,173,071	102%
	1,410,062	1,337,392	95%

Capital Improvements Project Fund Expenditures	budget	current year actual	% expended
Parks and Recreation			
parks - 3 barbecue and 5 water closets for parks	4,500	_	0%
Aero Modeler Park improvements	6,000	_	0%
Bailey Street Community Park improvements	-	-	370
downtown park improvements	_	_	
mower	9,000	-	0%
bunker rake	12,000	-	0%
ATV	8,000	-	0%
scoreboards for ball parks	44,000	-	0%
Main Street playground equipment	125,000	120,525	96%
Padilla Park improvements	350,000	-	0%
softball field #3 lighting	100,000	-	0%
land acquisition	-	-	
	658,500	120,525	18%
Public Works			
tractor	30,000	-	0%
crosswalk improvements	240,000	172,870	72%
neighborhood lighting project	500,000	-	0%
	770,000	172,870	22%
General Government			
computers and printers	67,600	37,648	56%
council meeting agenda system	-	7,550	
utility acquisition	-	117,406	
wireless interconnection redundancy upgrade	157,650	36,472	23%
	225,250	199,076	88%
Facilities			
Town Hall - paint exterior	21,700	19,500	90%
land acquisition	500,000	194,684	39%
Territory Square CLOMR/LOMR and site work	600,000	90,954	15%
Police Station improvements	248,500	23,449	9%
Fire Station - patch bay floors	6,000	-	0%
Public Works building improvements	30,000	-	0%
Fitness Center - replace 3 HVAC units	24,000	-	0%
Heritage Park - new roof	5,000 1,200	573	11%
Heritage Park - concession area cooler	· · · · · · · · · · · · · · · · · · ·	209	17%
Senior Center - replace 2 HVAC units	18,000	-	0% 0%
Senior Center - repair restroom floors and sinks Town facilities maintenance	9,200 100,000	-	0%
Fire Station, Fitness Center, Silver King Marketplace - roof repair	•	22,882	44%
Town Hall - HVAC rebalancing	15,000	22,002	0%
Town Hall - administration conference room expansion	16,200	- 14,884	92%
Roadway for fueling facility	10,200	3,300	<i>3∠</i> /0
Brunekant stabilization, rehabilitation	250,000	113,455	45%
Branckant Stabilization, Tonabilitation	1,897,100	483,890	- 45% 26%

Capital Improvements Project Fund Expenditures	budget	current year actual	% expended
Fleet	0.000		00/
4 floor jacks	8,000	-	0%
2 battery chargers	2,000	-	0%
AC recovery/recycling/recharge system	12,000	-	0%
all-inclusing diagnostics system	23,500	-	0%
heavy-duty transmission fluid system	19,000	-	0%
coolant recovery system	5,500	-	0%
lift jack	6,500	-	0%
	76,500	-	0%
total	\$ 5,087,412	\$ 2,334,238	46%

Water Utility Fund

The Water Utility Fund accounts for water utility operations, maintenance and capital projects and is primarily supported by water utility usage fees.

Revenue

Water Utility Revenue	budget	С	urrent year actual	% received	% change from prior year	prior year actual
water utility fees	\$ 2,942,100	\$	1,964,149	67%	2%	\$ 1,934,036
other revenues	20,000		45,448	227%	23%	37,077
total	\$ 2,962,100	\$	2,009,597	68%	2%	\$ 1,971,113

• Current actual collected is 68% of the budgeted revenue amount is received and is 2% greater than the prior year.

Expenditures

Water Utility Expenditures	budget	С	urrent year actual	% expended	% change from prior year	prior year actual
personal services	\$ 491,400	\$	285,267	58%	23%	\$ 231,683
purchased services	586,250		213,416	36%	-17%	257,210
supplies	146,900		65,738	45%	4%	63,486
capital outlay	4,836,000		62,158	1%	918%	6,108
other	450,053		80,134	18%	23%	65,352
total	\$ 6,510,603	\$	706,713	11%	13%	\$ 623,839

• Personal services are 23% more than the prior year due to the filling of vacant positions and filling of the new Utility Director and Customer Service Rep positions.

Water Utility Capital Outlay Expenditures	budget	С	urrent year actual	% expended
new well in North Florence	\$ 45,000	\$	-	0%
relocation of water line at INS Admin Building	110,000		-	0%
water storage tank at Florence Gardens	1,400,000		43,488	3%
fire hydrant replacements	60,000		7,659	13%
replace well #3	235,000		-	0%
water valve replacements	105,000		8,419	8%
water line replacement on Main Street	92,000		-	0%
4" and under water line replacements in various locations	400,000		-	0%
fire hydrant system replacement in downtown	35,000		-	0%
water line replacement from Main Street to Centennial and 20th Street to high school	438,000		-	0%
loop system to storage tank for North Florence main supply	105,000		-	0%
water line extension from well #5 to well # 4 along Willow	918,000		-	0%
water line from well #3 and well #4 supply site to Bowling Road	70,000		-	0%
water line extension from Butte to Ruggles with loop to Granite	783,000		2,592	0%
VFDs on booster pumps	40,000		-	0%
total	\$ 4,836,000	\$	62,158	1%

Wastewater Utility Fund

The Wastewater Utility Fund accounts for wastewater (sewer) utility operations, maintenance and capital projects and is primarily supported by wastewater utility usage fees.

Revenue

Wastewater Utility Revenue	budget	С	urrent year actual	% received	% change from prior vear	prior year actual
wastewater fees	\$ 3,751,652	\$	2,540,434	68%	5%	\$ 2,428,584
loan proceeds	870,000		-	0%	0%	-
other revenues	70,000		59,373	85%	83%	32,527
total	\$ 4,691,652	\$	2,599,807	55%	6%	\$ 2,461,111

• Current actual collected is 55% of the budgeted revenue amount is received and is 6% greater than the prior year.

Expenditures

Wastewater Utility Expenditures	budget	С	urrent year actual	% expended	% change from prior year	prior year actual
personal services	\$ 616,000	\$	387,404	63%	68%	\$ 230,353
purchased services	1,021,110		538,432	53%	0%	537,485
supplies	179,100		89,003	50%	0%	89,334
capital outlay	2,314,500		2,900	0%	1795%	153
other	29,600		7,813	26%	-26%	10,620
debt service	620,562		512,458	83%	1%	504,939
total	\$ 4,780,872	\$	1,538,010	32%	12%	\$ 1,372,884

• Personal services expenditures are 68% greater than the prior year due to the filling of vacant positions and filling of the new Utility Director and Customer Service Rep positions.

Wastewater Utility Capital Outlay Expenditures	budget	current year actual	% expended
sewer main extension and replacement as needed	\$ 400,000	-	0%
Florence wastewater treatment plant (WWTP) expansion	525,000	-	0%
18" sewer bore across SH79 at Hunt Highway	100,000	-	0%
sewer line extension to expand North Florence WWTP capacity	30,000	-	0%
polishing lagoons and berm reconstruction at WWTP	214,000	-	0%
office lab space at WWTP	288,000	-	0%
office space renovation at WWTP	57,500	-	0%
expand effluent discharge system	700,000	2,900	0%
total	\$ 2,314,500	\$ 2,900	0%

Sanitation Utility Fund

The Sanitation Utility Fund accounts for sanitation utility operations, maintenance and capital projects and is primarily supported by sanitation utility usage fees.

Sanitation Utility Fund Revenue

Sanitation Revenue	budget	С	urrent year actual	% received	% change	prior year actual
sanitation fees	\$ 669,090	\$	510,007	76%	-41%	\$ 862,538
other revenues	314,000		34,118	11%	63%	20,922
total	\$ 983,090	\$	544,125	55%	-38%	\$ 883,460

- Sanitation utility fee revenue is meeting expectations with 55% received.
- However, fees are 38% lower than the prior year due to a reduction in the fee amount with the switch to contracted trash pickup services.

Sanitation Utility Fund Expenditures

Sanitation	budget		С	urrent year	%	% change	prior year
Expenditures		buuget		actual	expended	76 Change	actual
personal services	\$	96,900	\$	74,325	77%	-65%	\$ 213,400
purchased services		660,695		461,310	70%	185%	162,123
supplies		1,800		3,271	182%	-93%	44,029
total	\$	759,395	\$	538,906	71%	28%	\$ 419,552

• Personal services expenditures are 65% lower and purchased services are 185% greater due to the switch to contracted trash pickup services.

Development Impact Fee Funds

Development Impact Fee Funds account for the various development impact fees the Town collects to offset the impact (increased services/expenditures) of growth from new development. These fees are collected upon the issuance of a building permit for new residential units and new commercial construction.

In order to establish development impact fees, the Town is required by state statute to complete land use assumptions and an infrastructure improvement plan upon which to base the impact fees for each service facility.

Currently, the Town collects development impact fees for police, fire/ems, transportation, parks and open space, water and sewer. Development impact fees used to be collected for general government and sanitation until Jan. 1, 2012, when the state legislature passed a bill prohibiting the collection of such fees.

The following table summarizes the collection, use and balances of these impact fees.

Summary of Collection and Use of										
Development Impact Fees	General G	overi	nment	Po	lice			Fire	'EIV	IS
	budget	a	actual	budget		actual		budget		actual
Sources										
Development Fees Collected	\$ -	\$	-	\$ 146,798	\$	89,996	\$	199,778	\$	102,018
Interest Earnings	2,000		4,766	100		1,319		2,000		2,860
Loan Proceeds	-		-	-		-		-		-
Transfers In	-		-	-		-		1,444,827	•	1,444,827
Total Sources	2,000		4,766	146,898		91,315	,	1,646,605	•	1,549,705
Uses										
Capital Improvement Projects - DIF funded	-		-	127,300		103,683	(3,019,244	2	2,976,101
Debt Service	-		-	-		-		-		-
Professional Services - DIF Revisions	-		233	=.		233		-		233
Professional Services - CIP-related	-		-	-		-		-		-
Transfers Out	-		-	149,078		149,078		-		-
Total Uses	-		233	276,378		252,994	,	3,019,244	2	2,976,334
Net Increase (Decrease)	2,000		4,533	(129,480)		(161,679)	('	1,372,639)	(*	1,426,629)
Beginning Balance - July 1, 2013	1,218,975	1,	218,975	357,397		357,397		1,807,744		1,807,744
Ending Balance - December 31, 2013	\$ 1,220,975	\$ 1,	223,508	\$ 227,917	\$	195,718	\$	435,105	\$	381,115

Summary of Collection and Use of										
Development Impact Fees		Transpo	orta	tion	Parks/Op	en :	Space	Lib	rary	,
	ı	budget		actual	budget		actual	budget		actual
Sources										
Development Fees Collected	\$	268,403	\$	72,089	\$ 227,960	\$	56,265	\$ 20,806	\$	10,556
Interest Earnings		1,000		2,845	2,000		4,975	1,000		3,130
Loan Proceeds		-		-	-		-	-		-
Transfers In		-		-	-		-	-		-
Total Sources		269,403		74,934	229,960		61,240	21,806		13,686
Uses										
Capital Improvement Projects - DIF funded		-		-	1,181,677		-	-		-
Debt Service		-		-	-		-	-		-
Professional Services - DIF Revisions		-		233	-		233	-		233
Professional Services - CIP-related		846,747		-	-		-	500,000		-
Transfers Out		-		-	-		-	-		-
Total Uses		846,747		233	1,181,677		233	500,000		233
Net Increase (Decrease)		(577,344)		74,701	(951,717)		61,007	(478,194)		13,453
Beginning Balance - July 1, 2013		674,359		674,359	1,224,805	1	,224,805	798,998		798,998
Ending Balance - December 31, 2013	\$	97,015	\$	749,060	\$ 273,088	\$ 1	,285,812	\$ 320,804	\$	812,451

Summary of Collection and Use of										
Development Impact Fees	<u> </u>	Wa	iter		Sev	wer	1	Sanit	atio	n
		budget		actual	budget		actual	budget		actual
Sources										
Development Fees Collected	\$	7,920	\$	-	\$ 8,560	\$	-	\$ -	\$	-
Interest Earnings		-		279	1,000		1,060	-		179
Loan Proceeds		-		-	-		-	-		-
Transfers In		-		-	-		-	-		-
Total Sources		7,920		279	9,560		1,060	-		179
Uses										
Capital Improvement Projects - DIF funded		-		-	-		-	43,675		-
Debt Service		-		-	-		-	-		-
Professional Services - DIF Revisions		-		233	-		233	-		-
Professional Services - CIP-related		-		-	-		-	-		-
Transfers Out		-		-	-		-	-		-
Total Uses		-		233	-		233	43,675		-
Net Increase (Decrease)		7,920		46	9,560		827	(43,675)		179
Beginning Balance - July 1, 2013		111,196		111,196	359,426		359,426	45,751		45,751
Ending Balance - December 31, 2013	\$	119,116	\$	111,242	\$ 368,986	\$	360,253	\$ 2,076	\$	45,930

Summary of Collection and Use of						
Development Impact Fees	North Fl	orend	ence	Sewer		
	budget		actual	budget	;	actual
Sources						
Development Fees Collected	\$ -	\$	-	\$ -	\$	-
Interest Earnings	1	5	525	-		44
Loan Proceeds	-		-	-		-
Transfers In	-		-	-		-
Total Sources	1	5	525	•		44
Uses						
Capital Improvement Projects - DIF funded	-		-	-		-
Debt Service	-		-	-		-
Professional Services - DIF Revisions	-		233	-		-
Professional Services - CIP-related	-		-	-		-
Transfers Out	-		-	-		-
Total Uses	-		233	-		=
Net Increase (Decrease)	1	5	292	-		44
Beginning Balance - July 1, 2013	9,63	7	9,637	12,297		12,297
Ending Balance - December 31, 2013	\$ 9,65	2 \$	9,929	\$ 12,297	\$	12,341

Fund Summaries

In addition to the discussion above regarding major funds, the following table summarizes all Town funds, as well as displaying the beginning and ending fund balances for the funds.

		budget	c	current year actual	% received/ expended	% change from prior year	prior year actual
General Fund							
beginning fund balance	\$	11,253,437	\$	11,253,437			
revenue		12,443,899		9,952,115	80%	14%	\$ 8,692,604
expenditures		12,592,706		8,453,621	67%	-30%	12,134,772
ending fund balance	\$	11,104,630	\$	12,751,931			
Capital Improvements Fu	ınd						
beginning fund balance	\$	10,847,831	\$	10,847,831			
revenue		1,180,000		1,079,717	92%	76%	614,104
expenditures		7,447,075		2,357,162	32%	127%	1,037,290
ending fund balance	\$	4,580,756	\$	9,570,386			
Highway User Revenue F	und						
beginning fund balance	\$	6,542,995	\$	6,542,995			
revenue		2,601,737		1,948,333	75%	5%	1,857,960
expenditures		6,477,186		1,592,954	25%	3%	1,551,258
ending fund balance	\$	2,667,546	\$	6,898,374			

		budget	С	urrent year actual	% received/ expended	% change from prior year	prior year actual
Construction Toy Fund							
Construction Tax Fund beginning fund balance	\$	3,388,187	\$	3,388,187			
revenue	Ψ	190,000	Ψ	88,465	47%	-10%	98,537
expenditures		190,000		-	47 70	-100%	260,913
ending fund balance	\$	3,578,187	\$	3,476,652		10070	200,515
criding fand balance	Ψ	5,576,167	Ψ	0,470,002			
Food Tax Fund							
beginning fund balance	\$	1,590,293	\$	1,590,293			
revenue		230,000		194,144	84%	13%	171,243
expenditures		-		-			-
ending fund balance	\$	1,820,293	\$	1,784,437			
Debt Service Fund			_				
beginning fund balance	\$	69,748	\$	69,748			
revenue		359,663		69,748	19%		-
expenditures	_	359,663	_	69,748	19%	0%	69,748
ending fund balance	\$	69,748	\$	69,748			
Economic Development (Capita	al Projects Fu	und				
beginning fund balance	\$	442,650		442,650			
revenue		5,000		1,748	35%	-100%	444,856
expenditures		444,856		2,173	0%		-
ending fund balance	\$	2,794	\$	442,225			
Water Utility Fund							
beginning funds available	\$	7,319,515	\$	7,319,515			
revenue	Ψ	2,962,100	Ψ	2,009,597	68%	2%	1,971,113
expenditures		6,510,603		1,361,948	21%	52%	894,442
ending funds available	\$	3,771,012	\$	7,967,164	2170	3270	054,442
orialing rando available	Ψ	0,771,012	Ψ	7,007,101			
Wastewater Utility Fund							
beginning funds available	\$	5,540,788	\$	5,540,788			
revenue		4,691,652		2,599,807	55%	6%	2,461,111
expenditures		4,780,872		2,092,672	44%	31%	1,601,700
ending funds available	\$	5,451,568	\$	6,047,923			
Sanitation Utility Fund							
beginning funds available	\$	1,354,064	\$	1,354,064			
revenue	•	983,090		544,125	55%	-38%	883,460
expenditures		759,395		577,192	76%	22%	472,742
ending funds available	\$	1,577,759	\$	1,320,997			

		budget	С	urrent year actual	% received/ expended	% change from prior year	prior year actual
Grant Funds							
beginning fund balances	\$	89,637	\$	88,846			
revenue	Ψ.	1,442,850	*	388,319	27%		
expenditures		1,506,392		620,089	41%		
ending fund balances	\$	26,095	\$	(142,924)			
Other Special Revenue F	unds						
beginning fund balances	\$	276,533	\$	276,533			
revenue		122,685		89,479	73%	14%	78,333
expenditures		148,136		89,094	60%	-5%	93,581
ending fund balances	\$	251,082	\$	276,918			
Streetlight Improvement	Distric	ct Funds					
beginning fund balances	\$	825,104	\$	825,104			
revenue		1,250		3,221	258%	56%	2,059
expenditures		69,500		34,844	50%	4%	33,458
ending fund balances	\$	756,854	\$	793,481			
Development Impact Fee	Fund	s					
beginning fund balances	\$	6,620,585	\$	6,620,585			
revenue		2,334,167		1,797,733	77%		
expenditures		5,867,721		3,230,959	55%		
ending fund balances	\$	3,087,031	\$	5,187,359			
Fleet Services Fund							
beginning funds available	\$	-	\$	-			
revenue		671,228		405,214	60%		
expenditures		671,228		405,214	60%		
ending funds available	\$	-	\$	-			
Facility Services Fund							
beginning funds available	\$	-	\$	-			
revenue		436,745		235,754	54%		
expenditures		435,745		235,754	54%		
ending funds available	\$	1,000	\$	-			
Firefighter Pension Fund	1						
beginning fund balance	\$	14,780	\$	14,780			
revenue		30,000		17,733	59%	-15%	20,848
expenditures		10,500		14,211	135%	128%	6,236
ending fund balance	\$	34,280	\$	18,302			

• The total of Grants fund balances is currently a negative fund balance because revenue has yet to be received from the granting agencies.

		budget		current year actual	% received/ expended	% change from prior year	prior year actual
All Town Funds							
beginning fund balances	\$	56,176,147	\$	56,175,356			
revenue	,	30,686,066	•	21,425,252	70%	24%	17,296,228
expenditures		48,081,578		21,137,635	44%	16%	18,156,140
ending fund balances	\$	38,780,635	\$	56,462,973			, ,
Community Facilities Dis beginning fund balances revenue expenditures ending fund balances	strict # \$ \$	3,697,454 1,613,774 3,728,284 1,582,944		2,934,675 1,595,898 2,494,373 2,036,200	99% 67%	-13% 103%	1,831,593 1,226,369
Community Facilities Dis	·		Ψ	2,000,200			
beginning fund balances	\$	1,942,903	\$	1,551,357			
revenue		3,155,455		2,992,501	95%	185%	1,050,835
expenditures		3,875,860		1,728,686	45%	111%	818,160
ending fund balances	\$	1,222,498	\$	2,815,172			

This report was prepared by the Town's Finance Department. Please feel free to contact finance@florenceaz.gov with any questions.