



**CITY OF FRISCO TEXAS
FINANCIAL SERVICES
DEPARTMENT
APRIL, 2019
MONTHLY REPORT**





FINANCIAL SERVICES DEPARTMENT

Staff Report

To: **Honorable Mayor Cheney and the Frisco City Council**
Thru: **George Purefoy, City Manager**
Nell Lange, Assistant City Manager
From: **Anita Cothran, Director of Financial Services**
Date: **May 13, 2019**
Re: **Monthly Financial Report for April 2019**

Financial reports are provided for your review. Revenues are tracking, with sales tax collections still being slightly down compared to budget but are 2.91% above prior collections year to date. Water Sales continue to lag behind last year, with the wet/rainy weather we are having and the consumer patterns for consumption. Expenses are tracking as projected. Budget Office Staff and the CMO have meetings the entire month of May with Department Heads and Managers to review current year revised budget needs and next year's budget requests.

Our *lean focus* for Financial Services in April highlights a project that has been implemented at the Municipal Court providing for an electronic line management system called NEMO-Q. The NEMO-Q Virtual Queuing System is designed to allow customers to check in and secure a place in line by simply walking in and checking in at a kiosk. Customers are briefly pre-screened for their service needs, which provides faster customer service. Once customers' needs have been assessed, they will be placed in a virtual queue and issued a service ticket. Management is also able to analyze average wait times and various types of service levels provided at the counter. Our goal is to reduce waiting time while still providing our customers the attention they need for their court business.

Finally, we have made several management changes in the Finance Department over the past few months as the staff listed below have been promoted:

Kim Sinclair has been promoted to Assistant Finance Director-Controller. Kim has her master's degree from UTD, is a Certified Government Finance Officer and has over 40 years of financial/accounting experience in governmental agencies. She has been instrumental over the years with the City as she provided financial reporting for the component units, prepared many of the land transaction accounting entries and is a true leader in our Department that all staff respect. Kim will manage the audit function, as well as the Accounting Office, which includes payroll, payables, grant accounting, accounts receivable, audit and development agreement accounting.

Derrick Cotten has been promoted to Assistant Controller. Derrick has his CPA license and a master's degree in Accountancy from California State University Sacramento. Derrick served in the US Air Force, prior to working for several cities in Northern California as a Finance Officer. He has been with the City over a year and has implemented several major projects for us already in his time here. Derrick will take over the financial reporting for the component units and the City. He will be our lead manager for financial systems management and security and internal controls for payables. Derrick is also a great resource for change management and will continue to implement new processes to streamline transaction processing.

Tammy Zimmerman has been promoted to Accounting Manager and will manage our Payroll and Accounts Payable divisions. Tammy will also manage the Capital Project Accounting function that accounts for all the bond proceeds, expenses for projects, impact fees and tracking of development agreements & escrows. Tammy has her CPA license, her Accounting Degree from UT Austin and over 27 years of professional accounting/auditing experience with several accounting firms, as well as experience at a smaller city in Missouri as the Finance Officer. Tammy has done an excellent job in her current role as CIP Senior Financial Analyst.

I'm proud of the professionalism of our entire staff and we will continue to provide excellent financial reporting and services for the City with these recent promotions to our management staff.

As always, if you have any questions, let me know.

972-292-5510, acothran@friscotexas.gov.

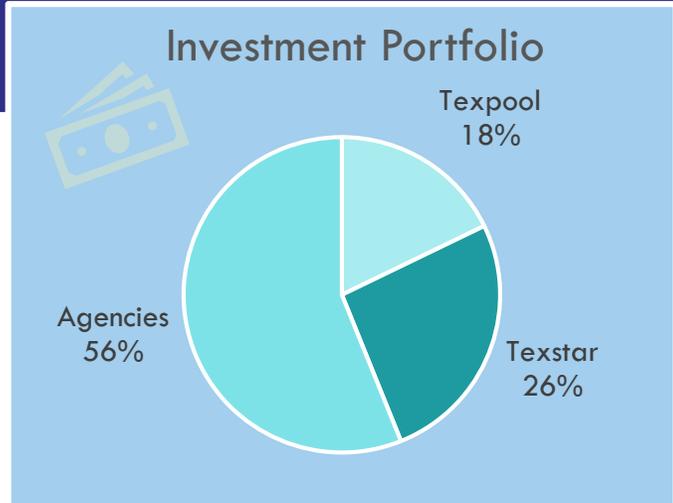


**Major Funds
April 2019**

	General	% of Budget FY19	% of Budget FY18	Utility	% of Budget FY19	% of Budget FY18
Revenue Budget	\$170,972,425			\$107,854,458		
YTD Actual	132,477,532	77%	76%	52,606,627	49%	53%
Expense Budget	177,796,549			102,253,472		
YTD Spent	86,724,470	49%	51%	60,828,934	59%	62%
Revenues Over (Under) Expenses	\$ 45,753,062			\$ (8,222,307)		

General Fund: Sales tax collections are tracking 2.91% above prior year collections. Expenditures are tracking as projected in the budgeted appropriation with 49% expended, as compared to 51% last year.

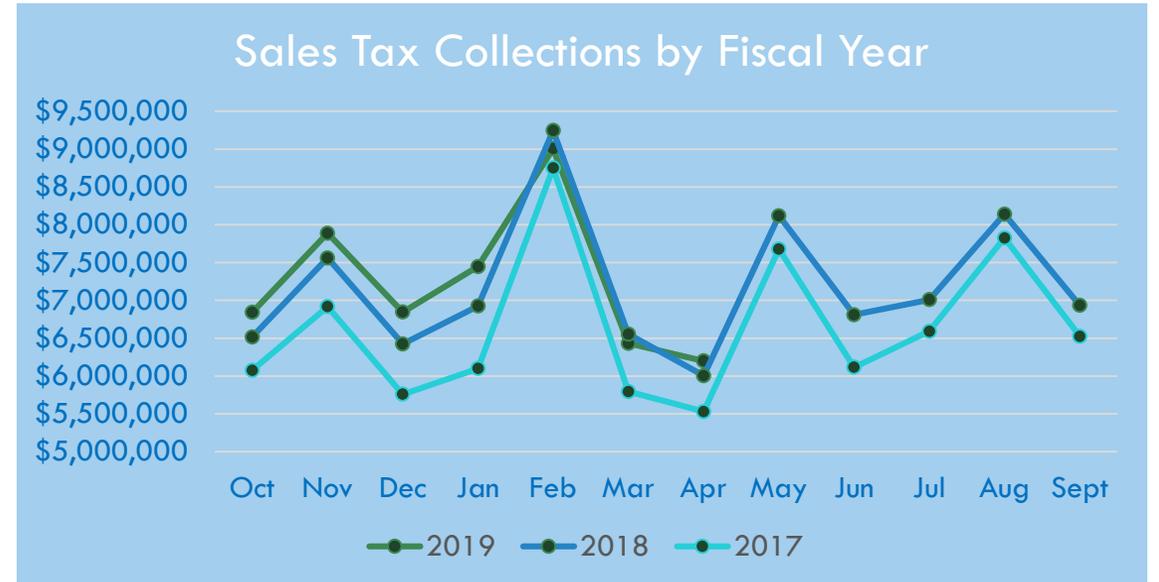
Utility Fund: Utility Fund water sales are down from prior year 10%, primarily due to weather patterns and customer consumption trends. We will review and adjust the budget in the summer, but the fund has sufficient cash balances to absorb. Expenses are tracking as projected and consistent with prior year.



Key/Major <i>General Fund</i> Revenues	Monthly Collections	YTD Collections	% of Budget Collected
Property Tax	\$ 423,868	\$ 80,523,498	98%
Sales Tax	\$ 3,099,173	\$ 24,986,568	56%
Licenses & Permits	\$ 875,035	\$ 6,345,955	50%
Charges for Services	\$ 760,057	\$ 4,619,844	51%

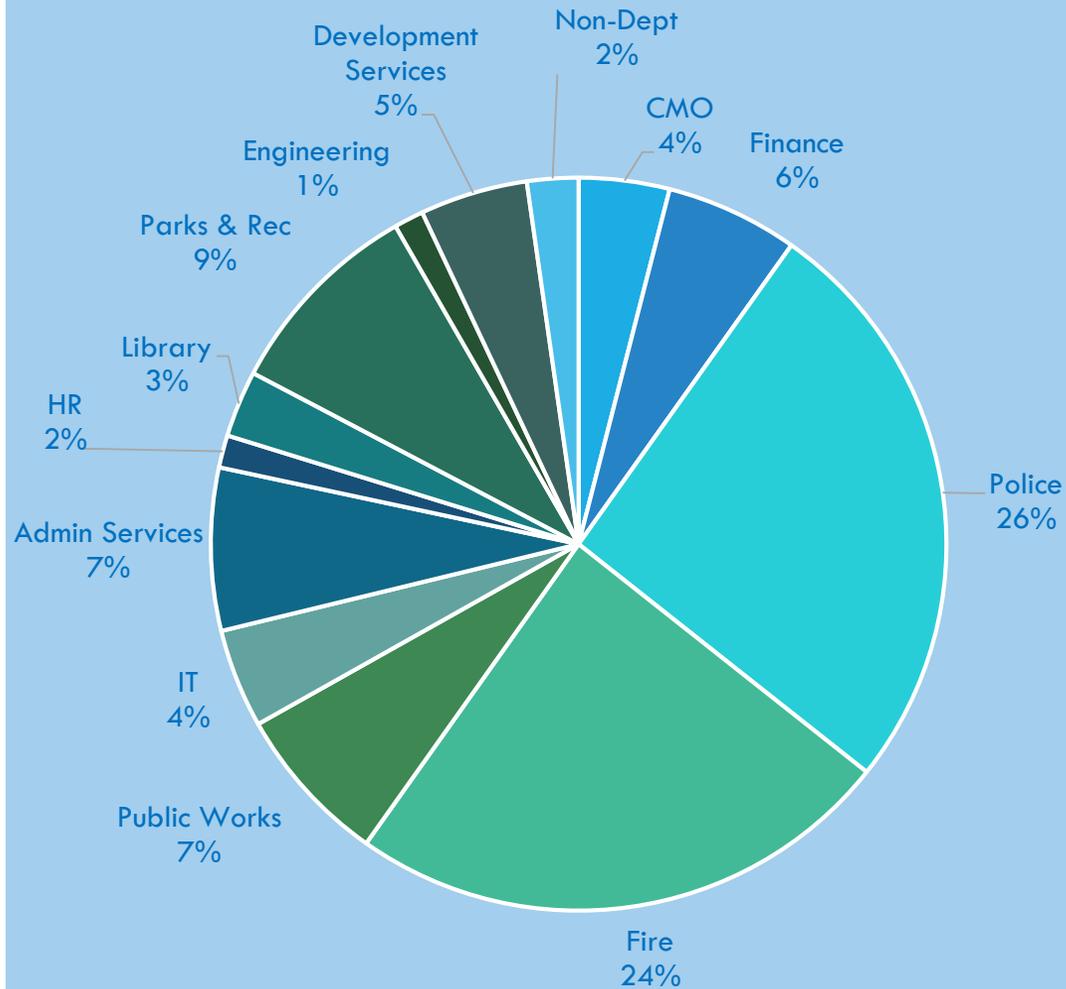
Investment Earnings YTD
\$8,182,379

Portfolio Yields	April
Texpool	2.43%
Texstar	2.42%
Agencies	2.52%

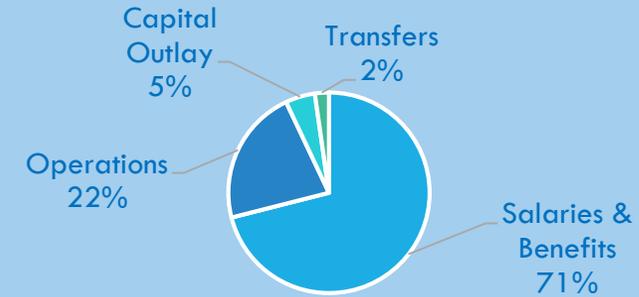




General Fund By Expenditures by Department



General Fund By Expenditure Category Through April 2019





 Building/Development Fees	Monthly Activity
Fees Collected	\$745,686
Collin County Permits	1,105 Total/104 SF
Denton County Permits	495 Total/83 SF
Valuation	\$90.8 Million

Utility Billing 	Monthly Activity
# of active customers	57,766
# new meter sets	179
# new customers	234
# on line pay/% of total pay	14,234/25%
Fees collected UB	\$7.8 Million

Municipal Court 	Monthly Activity
# of cases filed	1,540
# of cases closed	1,503
# warrants issued/cleared	554/391
% of on-line/phone payments	37%

Budget Summary for April
Fiscal Year 2019
(Compare to 58%)

	Approved Original FY19 Budget	Revised FY19 Budget	Monthly Actual	% of Bdgt	YTD Actual	% of Bdgt	FY 18 Actual	Monthly Actual	% of YTD Act	YTD Actual	% of YTD Act	% Inc (/Dec) 18/19
Gen Fund Rev												
Property Tax	82,543,680	82,543,680	423,868	1%	80,523,498	98%	73,986,486	313,570	0%	73,222,740	99%	10%
Sales Tax	46,785,104	44,785,104	3,099,173	7%	24,986,568	56%	43,104,372	3,000,036	7%	24,616,470	57%	2%
Beverage Tax	1,022,280	1,022,280	279,717	27%	545,955	53%	1,066,090	268,245	25%	503,627	47%	8%
Franchise Tax	10,649,743	10,649,743	231,681	2%	6,609,942	62%	10,191,809	57,693	1%	5,854,034	57%	13%
Licenses & Permits	12,677,795	12,677,795	875,035	7%	6,345,955	50%	12,906,768	1,468,266	11%	7,247,384	56%	-12%
Intergovernmental	2,166,413	2,166,413	1,881	0%	1,201,264	55%	2,517,437	32,981	1%	941,867	37%	28%
Charges for Services	9,106,357	9,106,357	760,057	8%	4,619,844	51%	9,206,883	350,823	4%	4,784,534	52%	-3%
Fines	2,243,745	2,243,745	241,796	11%	1,542,297	69%	2,273,490	149,461	7%	1,233,946	54%	25%
Interest Income	840,000	840,000	205,340	24%	1,248,002	149%	1,200,937	129,362	11%	618,526	52%	102%
Contributions	99,460	99,460	8,147	8%	36,626	37%	32,456	6,001	18%	33,339	103%	10%
Rental Income	1,159,919	1,159,919	133,294	11%	728,072	63%	1,238,716	87,522	7%	641,115	52%	14%
Other Fees	682,617	682,617	16,730	2%	1,094,197	160%	445,598	18,610	4%	284,927	64%	284%
Transfers In	2,995,312	2,995,312	0	0%	2,995,312	100%	1,357,643	0	0%	1,033,644	76%	190%
Total	172,972,425	170,972,425	6,276,719	4%	132,477,532	77%	159,528,685	5,882,570	4%	121,016,153	76%	9%
Gen Fund Exp												
Administration	6,689,579	6,773,190	437,875	6%	3,457,009	51%	6,563,430	544,421	8%	3,443,719	52%	0%
Financial Services	13,960,017	15,518,437	521,898	3%	5,059,792	33%	11,048,673	459,672	4%	4,684,854	42%	8%
Police	43,943,517	44,372,803	3,421,117	8%	22,425,642	51%	39,124,610	3,139,157	8%	20,540,395	52%	9%
Fire	40,429,917	40,499,110	3,229,871	8%	20,917,158	52%	37,899,130	2,950,295	8%	19,924,707	53%	5%
Public Works	12,881,063	13,406,377	734,741	5%	6,099,671	45%	12,514,790	845,479	7%	6,102,840	49%	0%
Human Resources	2,482,031	2,497,518	192,404	8%	1,237,166	50%	2,185,126	145,860	7%	1,088,157	50%	14%
Administrative Serv	9,468,705	10,667,061	605,500	6%	6,222,902	58%	9,296,169	655,422	7%	4,778,081	51%	30%
IT Serv	8,033,452	8,494,547	452,684	5%	3,779,988	44%	5,620,943	306,812	5%	2,795,671	50%	35%
Library	5,252,472	5,329,710	365,712	7%	2,542,887	48%	5,143,811	347,626	7%	2,716,212	53%	-6%
Parks & Recreation	17,541,792	17,731,322	1,184,576	7%	7,791,840	44%	16,321,573	1,205,646	7%	7,907,388	48%	-1%
Engineering Serv	2,344,725	2,602,307	235,702	9%	1,128,394	43%	1,979,664	134,332	7%	960,161	49%	18%
Development Serv	8,622,687	8,714,689	528,748	6%	4,108,143	47%	7,135,037	668,699	9%	3,876,372	54%	6%
Non-departmental	1,189,478	1,189,478	40,912	3%	1,953,878	164%	3,102,321	21,982	1%	1,521,530	49%	28%
Total	172,839,435	177,796,549	11,951,740	7%	86,724,470	49%	157,935,277	11,425,403	7%	80,340,087	51%	8%
Rev-Exp	132,990	(6,824,124)	(5,675,021)		45,753,062		1,593,408	(5,542,833)		40,676,066		

Budget Summary for April
Fiscal Year 2019
(Compare to 58%)

	Approved Original FY19 Budget	Revised FY19 Budget	Monthly Actual	% of Bdgt	YTD Actual	% of Bdgt	FY 18 Actual	Monthly Actual	% of YTD Act	YTD Actual	% of YTD Act	% Inc (Dec) 18/19
Utility Rev												
Water	59,219,882	59,219,882	3,187,540	5%	24,073,304	41%	56,585,320	3,511,369	6%	26,653,294	47%	-10%
Sewer	43,069,046	43,069,046	2,897,364	7%	22,362,302	52%	37,086,498	3,082,218	8%	21,117,989	57%	6%
Licenses & Permits	1,450,000	1,450,000	667,479	46%	1,709,587	118%	2,140,543	162,916	8%	1,475,094	69%	16%
Interest	200,000	200,000	78,650	39%	514,553	257%	486,922	43,369	9%	249,114	51%	107%
Misc	570,000	570,000	79,098	14%	601,351	106%	1,084,219	60,215	6%	554,915	51%	8%
Transfers In	3,345,530	3,345,530	0	0%	3,345,530	100%	3,319,743	0	0%	3,319,743	100%	1%
Total	107,854,458	107,854,458	6,910,131	6%	52,606,627	49%	100,703,245	6,860,087	7%	53,370,149	53%	-1%
Utility Exp												
Administration	157,347	157,347	14,687	9%	89,670	57%	286,151	11,323	4%	74,422	26%	20%
Financial Services	1,864,509	1,871,410	139,081	7%	973,260	52%	1,642,932	118,498	7%	873,275	53%	11%
Public Works	75,518,461	75,793,416	5,933,504	8%	42,707,214	56%	65,813,668	5,823,686	9%	40,035,052	61%	7%
Administrative Serv	212,775	212,775	6,999	3%	89,413	42%	178,586	15,498	9%	94,254	53%	-5%
IT Serv	2,969,659	3,027,087	294,165	10%	1,517,140	50%	2,571,318	170,870	7%	1,296,877	50%	17%
Engineering Serv	4,080,047	4,105,364	273,035	7%	2,110,343	51%	3,875,651	282,274	7%	1,987,138	51%	6%
Non-departmental	17,076,564	17,086,073	0	0%	13,341,894	78%	16,448,569	120	0%	12,385,363	75%	8%
Total	101,879,362	102,253,472	6,661,471	7%	60,828,934	59%	90,816,875	6,422,269	7%	56,746,381	62%	7%
Rev-Exp	5,975,096	5,600,986	248,660		(8,222,307)		9,886,370	437,818		(3,376,232)		
Utility Stormwater												
Revenue	3,998,821	3,998,821	332,219	8%	2,307,776	58%	3,810,970	321,226	8%	2,212,438	58%	4%
Expenses	3,360,332	5,157,095	152,053	3%	1,648,899	32%	3,870,457	529,730	14%	2,793,557	72%	-41%
Rev-Exp	638,489	(1,158,274)	180,166		658,877		(59,487)	(208,504)		(581,119)		
Environmental												
Revenue	17,386,179	17,386,179	1,462,347	8%	10,136,489	58%	16,367,092	1,396,056	9%	8,952,427	55%	13%
Expenses	17,385,988	17,452,973	1,420,497	8%	10,401,313	60%	16,188,496	1,325,615	8%	9,229,058	57%	13%
Rev-Exp	191	(66,794)	41,850		(264,824)		178,596	70,441		(276,631)		

Allocation Comparison Summary Reports

Top 20 City Sales and Use Tax Comparison Summary - April 2019

	City	Net Payment This Period	Comparable Payment Prior Year	% Change (on State Report)
1	Houston	\$50,771,819.82	\$50,393,926.07	0.74%
2	San Antonio	\$27,621,232.78	\$25,156,811.41	9.79%
3	Dallas	\$23,228,438.30	\$22,015,096.33	5.51%
4	Austin	\$17,845,190.45	\$16,277,992.02	9.62%
5	Fort Worth	\$11,838,554.26	\$10,905,365.54	8.55%
6	Arlington	\$8,450,204.47	\$7,755,417.03	8.95%
7	El Paso	\$6,907,202.99	\$6,577,504.30	5.01%
8	Round Rock	\$6,680,349.64	\$6,146,349.69	8.68%
9	Plano	\$6,289,649.08	\$5,831,763.03	7.85%
10	Frisco	\$6,198,346.89	\$6,003,234.01	3.25%
11	Irving	\$6,185,278.51	\$4,574,241.87	35.21%
12	Odessa	\$6,053,786.76	\$5,179,811.64	16.87%
13	Corpus Christi	\$5,989,647.69	\$5,979,884.02	0.16%
14	Midland	\$5,678,067.04	\$4,732,483.18	19.98%
15	Amarillo	\$5,612,007.80	\$5,479,156.56	2.42%
16	Lubbock	\$5,291,854.35	\$4,980,470.52	6.25%
17	McAllen	\$5,145,699.79	\$4,548,115.57	13.13%
18	Grand Prairie	\$4,253,789.79	\$3,875,105.99	9.77%
19	Sugar Land	\$4,103,266.56	\$4,000,781.27	2.56%
20	McKinney	\$4,008,804.76	\$3,708,130.19	8.10%