## MEMORANDUM

To: Steve Riley, Town Manager
From: Susan Simmons, Director of Finance

Date: $\quad$ February 6, 2015

## RE: FY 2015 Financial Statements - Through December (6th period)

## General Overview

The attached financial statements represent the activity through December, the sixth month of the fiscal year.

Real-estate related revenues vary in strength. Permitting revenues are up $11 \%$ as a result of the many new construction and redevelopment projects. Real estate fee revenues are $4 \%$ lower for the first six months compared to the prior year. The current six months are better than those in fiscal years 2010 through 2013, yet less than the very strong summer and fall period last year.

|  | RETF |  |  | Permits |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Received | \$ Change | \% Change | Received | \$ Change | \% Change | Received | \$ Change | \% Change |
| FY 2014 | 1,330,517 |  |  | 608,325 |  |  | 1,938,842 |  |  |
| FY 2015 | 1,280,638 | $(49,879)$ | -4\% | 677,141 | 68,816 | 11\% | 1,957,779 | 18,937 | 1\% |

Revenue from tourism-related sources such as local accommodations taxes, beach preservation fees and hospitality taxes are improving. Overall, revenues from these funds are $12 \%$ higher than the previous fiscal year.

|  | Local ATAX/Beach Preservation Fees |  |  | Hospitality Tax |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Received | \$ Change | \% Change | Received | \$ Change | \% Change | Received | \$ Change | \% Change |
| FY 2014 | 3,627,825 |  |  | 2,048,104 |  |  | 5,675,929 |  |  |
| FY 2015 | 4,131,542 | 503,717 | 14\% | 2,236,651 | 188,547 | 9\% | 6,368,193 | 692,264 | 12\% |

## General Fund

Through December, the General Fund has received $\$ 10.9$ million or $30 \%$ of budgeted revenues and transfers in. The majority of property tax revenue will be received over the next few months and business license revenue will not be received until the end of the fiscal year. At December 31, 2014, total revenues and transfers in received are $\$ 491,872$ more than last fiscal year.

General Fund expenditures are $\$ 650,804 ; 4 \%$ higher than last year in terms of actual dollars and 4\% less this year in terms of budget expended. Variances are reasonable (including timing differences) and are explained on the actual vs. budget statement.

## Dashboards

The General Fund dashboards can be found on the Town's website and present a full year for fiscal years 2013 and 2014, and year-to-date for fiscal year 2015.

## Debt Service Fund

The expenditures recorded in the Debt Service Fund are related to the required prepayment of the full year's bond interest and principal payments funded by the Beach Preservation Fees as well as general obligation and certificate of participation debt service payments. The 2006 Beach Preservation Revenue Bonds matured during September initiating the release of $\$ 1,900,110$ of bond reserves. These funds have been transferred back to the Capital Projects Fund and are specified for the FY16 Beach Renourishment project.

## Capital Projects Fund

Summary balances for the Capital Project Fund are as follows:

|  | FY 2015 Actual |
| :---: | :---: |
| Revenues | 958,072 |
| Capital Outlays | $(4,088,223)$ |
| Transfers In | 3,615,607 |
| Net Change in Fund Balance | 485,456 |

Major projects/expenditures that occurred during the fiscal year are as follows:

- Rowing and Sailing Center \$949,859
- Fire Station \#6 replacement \$325,198
- Office Park Road/USCB \$1,728,712
- Mathews Drive/Chaplin Area Connectivity \$451,748


## Other Revenues

The chart below reflects the Town's other governmental funds and the revenue received this fiscal year in comparison to last fiscal year:

|  | FY 2014 Actual | FY 2015 Actual | \$ Variance | \% Variance |
| :---: | :---: | :---: | :---: | :---: |
| State accommodations tax | 2,286,725 | 2,480,925 | 194,200 | 8\% |
| Local accommodations tax | 1,209,275 | 1,377,181 | 167,906 | 14\% |
| Tax increment financing | 865,615 | 352,105 | $(513,510)$ | -59\% |
| Real estate transfer fees | 1,330,517 | 1,280,638 | $(49,879)$ | -4\% |
| Hospitality tax | 2,048,104 | 2,236,651 | 188,547 | 9\% |
| Beach preservation fees | 2,418,550 | 2,754,361 | 335,811 | 14\% |
| Electric franchise fees | 1,436,404 | 1,523,554 | 87,150 | 6\% |

A - previosuly addressed in this cover letter.
B - Reflects improving tourism economy.
C - Timing of late tax payments and the County's distribution.
D - Improved summer tourism resulted in higher utility use and cooresponding franchise fees.

## Consolidated Statement All Funds



## Budget versus Actual Report General Fund



Expenditures:

## General Government

Town Council Personnel Operating

| 64,696 | 143,776 | 64,156 | (540) | $(79,620)$ | 49\% | 45\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 124,186 | 363,069 | 103,820 | $(20,366)$ | $(259,249)$ | 34\% | 29\% |
| 188,882 | 506,845 | 167,976 | $(20,906)$ | $(338,869)$ | 42\% | 33\% |

Town Manager
Personnel
Operating

| 274,526 | 615,675 | 286,285 |
| ---: | ---: | ---: |
| 14,721 | 27,000 | 8,230 |
| 289,247 | 642,675 | 294,515 |


| 11,759 | $(329,390)$ | $46 \%$ | $46 \%$ |
| :---: | ---: | :--- | :--- |
| $(6,491)$ | $(18,770)$ | $42 \%$ | $30 \%$ |
| 5,268 | $(348,160)$ | $40 \%$ | $46 \%$ |

Administration

| Administration/Legal |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel | 1,129,049 | 2,408,633 | 1,123,248 | $(5,801)$ | $(1,285,385)$ | 48\% | 47\% |
| Operating | 499,628 | 1,188,870 | 445,996 | $(53,632)$ | $(742,874)$ | 43\% | 38\% |
| Capital | 98,224 | 446,825 | 170,735 | 72,511 | $(276,090)$ | 18\% | 38\% |
|  | 1,726,901 | 4,044,328 | 1,739,979 | 13,078 | $(2,304,349)$ | 50\% | 43\% |
| Finance |  |  |  |  |  |  |  |
| Personnel | 661,585 | 1,553,207 | 632,083 | $(29,502)$ | $(921,124)$ | 47\% | 41\% |
| Operating | 70,741 | 214,636 | 81,258 | 10,517 | $(133,378)$ | 34\% | 38\% |
|  | 732,326 | 1,767,843 | 713,341 | $(18,985)$ | (1,054,502) | 46\% | 40\% |

## Town of Hilton Head Island

General Fund
FY 2015 Y-T-D December\Actual Versus Budget and Prior Y-T-D Actual (6TH PERIOD)


Community Development
Operatin

| 1,135,447 | 2,541,054 | 1,163,882 | 28,435 | $(1,377,172)$ | 48\% | 46\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 104,182 | 271,091 | 24,167 | $(80,015)$ | $(246,924)$ | 21\% | 9\% |
| 1,239,629 | 2,812,145 | 1,188,049 | $(51,580)$ | $(1,624,096)$ | 45\% | 42\% |

Public Projects and Facilities

| Personnel | 772,580 | 1,712,867 | 802,312 | 29,732 | $(910,555)$ | 47\% | 47\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating | 900,426 | 3,688,571 | 1,299,389 | 398,963 | $(2,389,182)$ | 33\% | 35\% |
| Capital | 14,120 | - | - | $(14,120)$ | - | 52\% | 0\% |
|  | 1,687,126 | 5,401,438 | 2,101,701 | 414,575 | $(3,299,737)$ | 48\% | 39\% |

Public Safety
Sheriff/Oth

Fire \& Rescue
Personnel
Operating
Capital

Townwide

Total expenditures

| 870,921 | 3,264,113 | 888,771 | 17,850 | $(2,375,342)$ | 28\% | 27\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5,756,040 | 12,775,847 | 5,914,848 | 158,808 | $(6,860,999)$ | 46\% | 46\% |
| 525,131 | 1,406,895 | 518,519 | $(6,612)$ | $(888,376)$ | 39\% | 37\% |
| 90,348 | 1,002,861 | 91,781 | 1,433 | $(911,080)$ | 23\% | 9\% |
| 6,371,519 | 15,185,603 | 6,525,148 | 153,629 | $(8,660,455)$ | 46\% | 43\% |
| 1,648,582 | 4,597,214 | 1,786,457 | 137,875 | $(2,810,757)$ | 43\% | 39\% |
| 14,755,133 | 38,222,204 | 15,405,937 | 650,804 | $(22,816,267)$ | 44\% | 40\% |

## Revenues Over/(Under) Expenditures

$$
\begin{array}{llll}
\hline \hline \$(4,318,089) & \$(1,654,982)
\end{array}
$$

Key:
RC - Addressed in Revenue Charts
CL - Addressed in Cover Letter
A - Generally more activity with a few larger businesses obtaining licenses for current and two prior years as a result of effective enforcement.
B - Timing of transfers between the two years presented.
C - Decrease is a result of timing differences in payments of software maintenance contracts.
D - Increase due to purchase of equipment upgrade in Council Chambers and a new vehicle.
E - Variance due to vacancies.
F - Decrease over prior year due to LMO Rewrite consulting services provided in FY14.
G - Increase is a result of a large shift in roadway maintainance expenditure from the Capital projects Fund to the General Fund in FY15.
H - Increase is a result of a large quarterly payment from the prior fiscal year (including the fine) from a rental management company.
I-Decrease is a result of the Town's vacant position for coordinator with Palmetto Electric Franchise.

## Special Revenue Funds

FISCAL YEAR 2015 - THROUGH DECEMBER (6TH PERIOD)
UNAUDITED


## Revenue Analysis <br> General Fund

Ad Valorem Tax Revenue - GF
Revenues by Month/Fiscal Year

|  | July | August | September | $\begin{gathered} \text { Quarter 1 } \\ 227,353 \end{gathered}$ | October | November | December | $\begin{gathered} \hline \text { Quarter } 2 \\ 4.957 .220 \end{gathered}$ | January | February | $\frac{\text { March }}{323,124}$ | $\begin{array}{c\|} \hline \text { Quarter } 3 \\ 4,126,576 \end{array}$ | April | May | June | $\begin{array}{\|r\|} \hline \text { Quarter } 4 \\ 418,219 \end{array}$ | $\begin{array}{c\|} \hline \text { Total } \\ 9,729,368 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 44,586 | 72,444 | 110,323 |  | 175,473 | 829,940 | 3,951,807 |  | 3,742,415 | 61,037 |  |  | 111,446 | 60,917 | 245,856 |  |  |
|  | 0\% | 1\% | 1\% | 2\% | 2\% | 9\% | 41\% | 51\% | 38\% | 1\% | 3\% | 42\% | 1\% | 1\% | 3\% | 4\% | 100\% |
| FY 2007 | 53,735 | 40,122 | 104,709 | 198,566 | 361,332 | 836,247 | 4,212,070 | 5,409,649 | 3,511,938 | 340,058 | 167,145 | 4,019,141 | $(133,783)$ | 99,610 | 346,860 | 312,687 | 9,940,043 |
|  | 1\% | 0\% | 1\% | 2\% | 4\% | 8\% | 42\% | 54\% | 35\% | 3\% | 2\% | 40\% | -1\% | 1\% | 3\% | 3\% | 100\% |
| FY 2008 | 44,601 | 47,382 | 57,528 | 149,511 | 426,108 | 822,879 | 4,636,838 | 5,885,825 | 3,765,955 | 65,420 | 119,870 | 3,951,245 | 208,719 | 76,033 | $(132,948)$ | 151,804 | 10,138,385 |
|  | 0\% | 0\% | 1\% | 1\% | 4\% | 8\% | 46\% | 58\% | 37\% | 1\% | 1\% | 39\% | 2\% | 1\% | -1\% | 1\% | 100\% |
| FY 2009 | 36,076 | 41,534 | 84,443 | 162,053 | 1,922 | 1,086,678 | 829,855 | 1,918,455 | 3,313,463 | 4,437,270 | 338,990 | 8,089,723 | - | 202,764 | 342,955 | 545,719 | 10,715,950 |
|  | 0\% | 0\% | 1\% | 2\% | 0\% | 10\% | 8\% | 18\% | 31\% | 41\% | 3\% | 75\% | 0\% | 2\% | 3\% | 5\% | 100\% |
| FY 2010 | - | - | 78,356 | 78,356 | 67,292 | 327,013 | 1,451,045 | 1,845,350 | 4,590,506 | 3,511,502 | 326,948 | 8,428,956 | 58,593 | 83,793 | 425,648 | 568,034 | 10,920,696 |
|  | 0\% | 0\% | 1\% | 1\% | 1\% | 3\% | 13\% | 17\% | 42\% | 32\% | 3\% | 77\% | 1\% | 1\% | $4 \%$ | 5\% | 100\% |
| FY 2011 | - | 30,269 | 38,170 | 68,439 | 109,183 | 255,076 | 870,761 | 1,235,020 | 8,481,389 | 345,407 | 243,722 | 9,070,518 | 87,177 | 177,576 | 317,449 | 582,202 | 10,956,179 |
|  | 0\% | 0\% | 0\% | 1\% | 1\% | 2\% | 8\% | 11\% | 77\% | 3\% | 2\% | 83\% | 1\% | 2\% | 3\% | 5\% | 100\% |
| FY 2012 | - | 30,088 | 40,766 | 70,854 | 1,884 | 192,760 | 2,352,625 | 2,547,269 | 8,144,646 | 161,609 | 103,902 | 8,410,157 | 28,544 | 243,490 | 284,756 | 556,790 | 11,585,070 |
|  | 0\% | 0\% | 0\% | 1\% | 0\% | 2\% | 20\% | 22\% | 70\% | 1\% | 1\% | 73\% | 0\% | 2\% | 2\% | 5\% | 100\% |
| FY 2013 | - | 26,703 | 134,190 | 160,893 | 1,884 | 262,845 | 2,371,616 | 2,636,345 | 7,713,999 | 159,541 | 167,078 | 8,040,618 | 181,678 | 196,830 | 223,929 | 602,437 | 11,440,293 |
|  | 0\% | 0\% | 1\% | 1\% | 0\% | 2\% | 21\% | 23\% | 67\% | 1\% | 1\% | 70\% | 2\% | 2\% | 2\% | 5\% | 100\% |
| FY 2014 | 46,769 | 52,495 | 68,068 | 167,332 | 1,928 | 275,948 | 2,526,723 | 2,804,599 | 7,352,542 | 410,179 | 117,378 | 7,880,099 | 165,921 | 97,846 | 331,756 | 595,523 | 11,447,553 |
|  | 0\% | 0\% | 1\% | 1\% | 0\% | 2\% | 22\% | 24\% | 64\% | 4\% | 1\% | 69\% | 1\% | 1\% | 3\% | 5\% | 100\% |
| FY 2015 | 38,766 | 40,487 | 78,203 | 157,456 | 1,930 | 65,991 | 1,847,436 | 1,915,357 | - | - | - | - | - | - | - |  | 2,072,813 |
|  | 2\% | 2\% | 4\% | 8\% | 0\% | 3\% | 89\% | 92\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



Business License Revenue - GF
Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 26,015 | 44,758 | 290,369 | 361,142 | 149,772 | 84,131 | 83,249 | 317,152 | 335,551 | 317,580 | 699,776 | 1,352,907 | 550,722 | 1,532,945 | 3,608,506 | 5,692,173 | 7,723,374 |
|  | 0\% | 1\% | 4\% | 5\% | 2\% | 1\% | 1\% | 4\% | 4\% | 4\% | 9\% | 18\% | 7\% | 20\% | 47\% | 74\% | 100\% |
| FY 2007 | 33,483 | 20,463 | 26,160 | 80,106 | 47,892 | 69,312 | 106,200 | 223,404 | 151,233 | 322,983 | 728,618 | 1,202,834 | 551,813 | 1,677,215 | 3,933,285 | 6,162,313 | 7,668,657 |
|  | 0\% | 0\% | 0\% | 1\% | 1\% | 1\% | 1\% | 3\% | 2\% | 4\% | 10\% | 16\% | 7\% | 22\% | 51\% | 80\% | 100\% |
| FY 2008 | 14,876 | 71,626 | 14,485 | 100,987 | 178,357 | 18,066 | 71,291 | 267,714 | 185,179 | 421,376 | 740,367 | 1,346,922 | 476,458 | 1,346,441 | 4,594,509 | 6,417,408 | 8,133,031 |
|  | 0\% | 1\% | 0\% | 1\% | 2\% | 0\% | 1\% | 3\% | 2\% | 5\% | 9\% | 17\% | 6\% | 17\% | 56\% | 79\% | 100\% |
| FY 2009 | $(3,452)$ | 37,746 | 34,690 | 68,984 | 20,446 | 11,955 | 51,445 | 83,847 | 338,171 | 325,311 | 670,109 | 1,333,592 | 600,719 | 1,244,326 | 4,127,590 | 5,972,635 | 7,459,058 |
|  | 0\% | 1\% | 0\% | 1\% | 0\% | 0\% | 1\% | 1\% | 5\% | 4\% | 9\% | 18\% | 8\% | 17\% | 55\% | 80\% | 100\% |
| FY 2010 | 4,033 | 46,255 | 45,979 | 96,267 | 38,556 | 17,736 | 72,775 | 129,067 | 327,317 | 282,390 | 666,682 | 1,276,389 | 460,723 | 970,312 | 4,170,741 | 5,601,776 | 7,103,499 |
|  | 0\% | 1\% | 1\% | 1\% | 1\% | 0\% | 1\% | 2\% | 5\% | 4\% | 9\% | 18\% | 6\% | 14\% | 59\% | 79\% | 100\% |
| FY 2011 | $(3,187)$ | 39,465 | 41,676 | 77,954 | 24,714 | 152,531 | 28,606 | 205,851 | 340,002 | 269,767 | 577,906 | 1,187,675 | 323,454 | 1,440,102 | 3,665,388 | 5,428,944 | 6,900,424 |
|  | 0\% | 1\% | 1\% | 1\% | 0\% | 2\% | 0\% | 3\% | 5\% | 4\% | $8 \%$ | 17\% | 5\% | 21\% | 53\% | 79\% | 100\% |
| FY 2012 | 49,981 | 77,084 | 36,720 | 163,785 | 14,200 | 139,677 | 24,945 | 178,822 | 291,257 | 264,084 | 591,324 | 1,146,665 | 305,333 | 1,636,696 | 3,713,025 | 5,655,054 | 7,144,326 |
|  | 1\% | 1\% | 1\% | 2\% | 0\% | 2\% | 0\% | 3\% | 4\% | 4\% | 8\% | 16\% | 4\% | 23\% | 52\% | 79\% | 100\% |
| FY 2013 | 78,288 | 29,361 | 138,716 | 246,365 | 41,936 | 21,699 | 26,048 | 89,683 | 392,392 | 324,658 | 622,533 | 1,339,583 | 563,869 | 1,713,174 | 3,821,464 | 6,098,507 | 7,774,138 |
|  | 1\% | 0\% | 2\% | 3\% | 1\% | 0\% | 0\% | 1\% | 5\% | 4\% | 8\% | 17\% | 7\% | 22\% | 49\% | 78\% | 100\% |
| FY 2014 | 24,453 | 29,154 | 31,656 | 85,263 | 34,931 | 34,452 | 30,588 | 99,971 | 337,677 | 434,118 | 709,908 | 1,481,703 | 477,588 | 1,404,224 | 4,247,160 | 6,128,972 | 7,795,909 |
|  | 0\% | 0\% | 0\% | 1\% | 0\% | 0\% | 0\% | 1\% | 4\% | 6\% | 9\% | 19\% | 6\% | 18\% | 54\% | 79\% | 100\% |
| FY 2015 | 79,439 | 46,277 | 37,406 | 163,122 | 54,303 | 29,975 | 51,227 |  | - | - | - | - | - | - | - |  | 298,627 |
|  | 27\% | 15\% | 13\% | 55\% |  |  | 17\% | $45 \%$ | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



Construction Permits Revenue - GF
Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 88,210 | 101,775 | 78,623 | 268,608 | 147,989 | 186,145 | 56,892 | 391,026 | 94,695 | 74,680 | 76,089 | 245,464 | 52,208 | 49,986 | 52,162 | 154,356 | 1,059,454 |
|  | 8\% | 10\% | 7\% | 25\% | 14\% | 18\% | 5\% | 37\% | 9\% | 7\% | 7\% | 23\% | 5\% | 5\% | $5 \%$ | 15\% | 100\% |
| FY 2007 | 55,511 | 74,277 | 49,736 | 179,524 | 30,790 | 39,626 | 44,820 | 115,236 | 58,133 | 21,818 | 49,990 | 129,941 | 57,788 | 29,078 | 32,996 | 119,862 | 544,563 |
|  | 10\% | 14\% | 9\% | 33\% | 6\% | 7\% | 8\% | 21\% | 11\% | 4\% | 9\% | 24\% | 11\% | 5\% | 6\% | 22\% | 100\% |
| FY 2008 | 25,645 | 34,739 | 41,181 | 101,565 | 32,090 | 40,974 | 32,173 | 105,237 | 48,812 | 48,781 | 25,218 | 122,811 | 19,112 | 18,730 | 16,047 | 53,889 | 383,502 |
|  | 7\% | 9\% | 11\% | 26\% | 8\% | 11\% | 8\% | 27\% | 13\% | 13\% | 7\% | 32\% | 5\% | 5\% | 4\% | 14\% | 100\% |
| FY 2009 | 9,938 | 41,505 | 11,199 | 62,642 | 9,023 | $(2,614)$ | 25,014 | 31,423 | 13,509 | 8,117 | 9,422 | 31,048 | 9,306 | 39,456 | 20,512 | 69,274 | 194,387 |
|  | 5\% | 21\% | 6\% | 32\% | 5\% | -1\% | 13\% | 16\% | 7\% | 4\% | 5\% | 16\% | 5\% | 20\% | 11\% | 36\% | 100\% |
| FY 2010 | 38,343 | 2,861 | 8,361 | 49,565 | 24,075 | 6,166 | 12,509 | 42,750 | 11,863 | 3,508 | 25,385 | 40,756 | 5,198 | 22,832 | 14,783 | 42,813 | 175,884 |
|  | 22\% | 2\% | 5\% | 28\% | 14\% | 4\% | 7\% | 24\% | 7\% | 2\% | 14\% | 23\% | 3\% | 13\% | 8\% | 24\% | 100\% |
| FY 2011 | 10,147 | 20,117 | 16,631 | 46,895 | 6,375 | 29,630 | 11,739 | 47,744 | 6,474 | 23,982 | 20,578 | 51,034 | 32,312 | 27,154 | 42,276 | 101,742 | 247,415 |
|  | 4\% | 8\% | 7\% | 19\% | 3\% | 12\% | 5\% | 19\% | 3\% | 10\% | 8\% | 21\% | 13\% | 11\% | 17\% | 41\% | 100\% |
| FY 2012 | 22,354 | 32,256 | 26,063 | 80,673 | 26,673 | 27,429 | 18,235 | 72,337 | 8,357 | 16,291 | 31,865 | 56,513 | 6,183 | 22,605 | 32,052 | 60,840 | 270,363 |
|  | 8\% | 12\% | 10\% | 30\% | 10\% | 10\% | 7\% | 27\% | 3\% | 6\% | 12\% | 21\% | 2\% | 8\% | 12\% | 23\% | 100\% |
| FY 2013 | 12,340 | 9,387 | 15,832 | 37,559 | 27,497 | 64,155 | 71,333 | 162,985 | 25,940 | 23,064 | 52,844 | 101,848 | 55,578 | 68,889 | 54,251 | 178,718 | 481,110 |
|  | 3\% | 2\% | 3\% | 8\% | 6\% | 13\% | 15\% | 34\% | 5\% | 5\% | 11\% | 21\% | 12\% | 14\% | 11\% | 37\% | 100\% |
| FY 2014 | 40,224 | 42,730 | 26,890 | 109,844 | 31,355 | 30,922 | 36,730 | 99,007 | 34,979 | 53,832 | 107,460 | 196,271 | 30,936 | 116,185 | 36,625 | 183,746 | 588,868 |
|  | 7\% | 7\% | 5\% | 19\% | 5\% | 5\% | 6\% | 17\% | 6\% | 9\% | 18\% | 33\% | 5\% | 20\% | 6\% | 31\% | 100\% |
| FY 2015 | 18,170 | 36,862 | 76,150 | 131,182 | 63,562 | 23,758 | 45,204 | 132,524 | - | - | - | - | - | - | - | - | 263,706 |
|  | 7\% | 14\% | 29\% | 50\% | 24\% | 9\% | 17\% | 50\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



Other Permits Revenue - GF
Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 52,509 | 64,372 | 74,718 | 191,599 | 77,305 | 69,224 | 47,710 | 194,239 | 65,193 | 88,547 | 93,338 | 247,078 | 61,991 | 59,272 | 56,800 | 178,063 | 810,979 |
|  | 6\% | 8\% | 9\% | 24\% | 10\% | 9\% | 6\% | 24\% | 8\% | 11\% | 12\% | 30\% | 8\% | 7\% | 7\% | 22\% | 100\% |
| FY 2007 | 76,205 | 48,281 | 66,370 | 190,856 | 71,463 | 68,249 | 77,658 | 217,370 | 66,221 | 60,744 | 84,701 | 211,666 | 59,002 | 59,957 | 56,797 | 175,756 | 795,648 |
|  | 10\% | 6\% | 8\% | 24\% | 9\% | 9\% | 10\% | 27\% | 8\% | 8\% | 11\% | 27\% | 7\% | 8\% | 7\% | 22\% | 100\% |
| FY 2008 | 57,533 | 66,973 | 82,031 | 206,537 | 77,095 | 83,033 | 55,201 | 215,329 | 87,717 | 80,033 | 62,266 | 230,016 | 66,869 | 74,702 | 70,794 | 212,365 | 864,247 |
|  | 7\% | 8\% | 9\% | 24\% | 9\% | 10\% | 6\% | 25\% | 10\% | 9\% | 7\% | 27\% | 8\% | 9\% | $8 \%$ | 25\% | 100\% |
| FY 2009 | 76,267 | 63,207 | 43,215 | 182,689 | 49,610 | 49,465 | 53,983 | 153,058 | 51,823 | 55,258 | 54,604 | 161,685 | 45,626 | 51,609 | 54,025 | 151,260 | 648,692 |
|  | 12\% | 10\% | 7\% | 28\% | 8\% | 8\% | 8\% | 24\% | 8\% | 9\% | 8\% | 25\% | 7\% | 8\% | 8\% | 23\% | 100\% |
| FY 2010 | 61,262 | 49,960 | 47,646 | 158,868 | 58,496 | 64,861 | 70,116 | 193,473 | 58,306 | 49,514 | 81,236 | 189,056 | 61,339 | 56,495 | 47,199 | 165,033 | 706,430 |
|  | 9\% | 7\% | 7\% | 22\% | 8\% | 9\% | 10\% | 27\% | 8\% | 7\% | 11\% | 27\% | 9\% | 8\% | 7\% | 23\% | 100\% |
| FY 2011 | 40,701 | 48,024 | 52,077 | 140,802 | 48,291 | 51,910 | 53,334 | 153,535 | 67,782 | 61,098 | 57,026 | 185,906 | 100,460 | 52,449 | 68,326 | 221,235 | 701,478 |
|  | 6\% | 7\% | 7\% | 20\% | 7\% | 7\% | 8\% | 22\% | 10\% | 9\% | 8\% | 27\% | 14\% | 7\% | 10\% | 32\% | 100\% |
| FY 2012 | 49,316 | 57,773 | 60,981 | 168,070 | 53,575 | 60,825 | 61,559 | 175,959 | 60,592 | 55,479 | 59,953 | 176,024 | 53,688 | 53,361 | 49,374 | 156,423 | 676,476 |
|  | 7\% | 9\% | 9\% | 25\% | 8\% | 9\% | 9\% | 26\% | 9\% | 8\% | 9\% | 26\% | 8\% | 8\% | 7\% | 23\% | 100\% |
| FY 2013 | 41,422 | 52,595 | 65,003 | 159,020 | 66,274 | 125,879 | 83,195 | 275,348 | 74,093 | 56,455 | 53,078 | 183,626 | 105,145 | 70,282 | 93,634 | 269,061 | 887,055 |
|  | 5\% | 6\% | 7\% | 18\% | 7\% | 14\% | 9\% | 31\% | 8\% | 6\% | 6\% | 21\% | 12\% | 8\% | 11\% | 30\% | 100\% |
| FY 2014 | 49,462 | 57,128 | 67,666 | 174,256 | 77,185 | 55,735 | 90,055 | 222,975 | 83,832 | 66,959 | 59,140 | 209,931 | 64,333 | 57,687 | 53,274 | 175,294 | 782,456 |
|  | 6\% | 7\% | 9\% | 22\% | 10\% | 7\% | 12\% | 28\% | 11\% | 9\% | 8\% | 27\% | 8\% | 7\% | 7\% | 22\% | 100\% |
| FY 2015 | 46,317 | 61,961 | 85,939 | 194,217 | 76,291 | 55,712 | 80,154 | 212,157 | - | - | - | - | - | - | - |  | 406,374 |
|  | 11\% | 15\% | 21\% | 48\% | 19\% | 14\% | 20\% | 52\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



State Shared Revenue - GF
Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | - | - | 229,166 | 229,166 | - | - | 227,273 | 227,273 | - | - | 226,570 | 226,570 | - | - | 245,112 | 245,112 | 928,121 |
|  | 0\% | 0\% | 25\% | 25\% | 0\% | 0\% | 24\% | 24\% | 0\% | 0\% | 24\% | 24\% | 0\% | 0\% | 26\% | 26\% | 100\% |
| FY 2007 | - | - | 245,112 | 245,112 | - | - | 241,810 | 241,810 | - | - | 241,810 | 241,810 | - | - | 271,702 | 271,702 | 1,000,434 |
|  | 0\% | 0\% | 25\% | 25\% | 0\% | 0\% | 24\% | 24\% | 0\% | 0\% | 24\% | 24\% | 0\% | 0\% | 27\% | 27\% | 100\% |
| FY 2008 | - | - | 271,702 | 271,702 | - | - | 271,702 | 271,702 | - | - | 271,702 | 271,702 | - | - | 290,565 | 290,565 | 1,105,671 |
|  | 0\% | 0\% | 25\% | 25\% | 0\% | 0\% | 25\% | 25\% | 0\% | 0\% | 25\% | 25\% | 0\% | 0\% | 26\% | 26\% | 100\% |
| FY 2009 | - | - | 278,943 | 278,943 | - | - | 258,649 | 258,649 | - | - | 258,649 | 258,649 | - | - | 258,650 | 258,650 | 1,054,891 |
|  | 0\% | 0\% | 26\% | 26\% | 0\% | 0\% | 25\% | 25\% | 0\% | 0\% | 23\% | 25\% | 0\% | 0\% | 23\% | 25\% | 100\% |
| FY 2010 | - | - | 211,471 | 211,471 | - | - | - | - | 211,471 | - | - | 211,471 | 250,259 | - | 211,471 | 461,730 | 884,672 |
|  | 0\% | 0\% | 24\% | 24\% | 0\% | 0\% | 0\% | 0\% | 24\% | 0\% | 0\% | 24\% | 28\% | 0\% | 24\% | 52\% | 100\% |
| FY 2011 | - | - | 191,494 | 191,494 | - | - | - | - | 191,494 | - | - | 191,494 | 185,000 | - | 185,000 | 370,000 | 752,988 |
|  | 0\% | 0\% | 25\% | 25\% | 0\% | 0\% | 0\% | 0\% | 25\% | 0\% | 0\% | 25\% | 25\% | 0\% | 25\% | 49\% | 100\% |
| FY 2012 | - | - | - | - | 168,419 | - | - | 168,419 | 168,420 | - | - | 168,420 | 168,419 | - | 173,112 | 341,531 | 678,370 |
|  | 0\% | 0\% | 0\% | 0\% | 25\% | 0\% | 0\% | 25\% | 25\% | 0\% | 0\% | 25\% | 25\% | 0\% | 26\% | 50\% | 100\% |
| FY 2013 | - | - | - | - | 284,858 | - | - | 284,858 | 171,862 | - | - | 171,862 | 171,850 | - | 172,089 | 343,939 | 800,659 |
|  | 0\% | 0\% | 0\% | 0\% | 36\% | 0\% | 0\% | 36\% | 21\% | 0\% | 0\% | 21\% | 21\% | 0\% | 21\% | 43\% | 100\% |
| FY 2014 | - | - | - | - | 171,850 | - | - | 171,850 | 284,773 | - | - | 284,773 | 171,849 | - | 176,555 | 348,404 | 805,027 |
|  | 0\% | 0\% | 0\% | 0\% | 21\% | 0\% | 0\% | 21\% | 35\% | 0\% | 0\% | 35\% | 21\% | 0\% | 22\% | 43\% | 100\% |
| FY 2015 | - | - | - | - | 270,657 | - | - | 270,657 | - | - | - | - | - | - | - |  | 270,657 |
|  | 0\% | 0\% | 0\% | 0\% | 100\% | 0\% | 0\% | 100\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



Note: In October of 2012, the Town received a one-time allocation of $\$ 112,957$ based upon a supplemental revenue source and appropriation.

EMS Revenue - GF
Revenues by Month/Fiscal Yea

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | $\begin{array}{r\|} \hline \text { Quarter } 4 \\ 276,160 \end{array}$ | $\begin{array}{\|c\|} \hline \text { Total } \\ 1,097,602 \\ 100 \% \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 73,958 | 113,550 | 59,349 | 246,857 | 24,265 | 113,200 | 84,995 | 222,460 | 109,943 | 91,791 | 150,391 | 352,125 | 5,980 | 198,600 | 71,580 |  |  |
|  | 7\% | 10\% | 5\% | 22\% | 2\% | 10\% | 8\% | 20\% | 10\% | 8\% | 14\% | 32\% | 1\% | 18\% | 7\% |  |  |
| FY 2007 | 125,651 | 112,378 | 95,853 | 333,882 | 116,943 | 88,870 | 95,262 | 301,075 | 87,069 | 87,032 | 96,006 | 270,107 | 61,194 | 198,600 | 63,968 | 323,762 | 1,228,826 |
|  | 10\% | 9\% | 8\% | 27\% | 10\% | 7\% | 8\% | 25\% | 7\% | 7\% | 8\% | 22\% | 5\% | 16\% | 5\% | 26\% | 100\% |
| FY 2008 | 44,431 | 114,384 | 95,778 | 254,593 | 72,330 | 124,118 | 78,252 | 274,700 | 229,208 | 76,584 | 153,297 | 459,089 | 107,188 | 44,928 | 152,430 | 304,546 | 1,292,928 |
|  | 3\% | 9\% | 7\% | 20\% | 6\% | 10\% | 6\% | 21\% | 18\% | 6\% | 12\% | 36\% | 8\% | 3\% | 12\% | 24\% | 100\% |
| FY 2009 | 194,134 | 111,833 | 27,521 | 333,488 | 98,312 | 24,779 | 210,979 | 334,070 | 93,612 | 88,221 | 123,025 | 304,858 | 109,309 | 127,262 | 1,313 | 237,884 | 1,210,300 |
|  | 16\% | 9\% | 2\% | 28\% | 8\% | 2\% | 17\% | 28\% | 8\% | 7\% | 10\% | 25\% | 9\% | 11\% | 0\% | 20\% | 100\% |
| FY 2010 | 137,337 | 124,999 | 87,121 | 349,457 | 88,332 | 76,386 | 89,281 | 253,999 | 55,126 | 141,559 | 122,861 | 319,546 | 82,541 | 98,124 | 113,032 | 293,697 | 1,216,699 |
|  | 11\% | 10\% | 7\% | 29\% | 7\% | 6\% | 7\% | 21\% | 5\% | 12\% | 10\% | 26\% | 7\% | 8\% | 9\% | 24\% | 100\% |
| FY 2011 | 169,655 | 92,567 | 101,958 | 364,180 | 86,469 | 132,634 | 87,598 | 306,701 | 102,245 | 105,484 | 89,346 | 297,075 | 110,559 | 132,638 | 140,935 | 384,132 | 1,352,088 |
|  | 13\% | 7\% | 8\% | 27\% | 6\% | 10\% | 6\% | 23\% | 8\% | 8\% | 7\% | 22\% | 8\% | 10\% | 10\% | 28\% | 100\% |
| FY 2012 | 139,667 | 112,393 | 152,366 | 404,426 | 115,675 | 92,479 | 67,460 | 275,614 | 126,932 | 118,145 | 57,136 | 302,213 | 147,555 | 129,493 | 81,486 | 358,534 | 1,340,787 |
|  | 10\% | 8\% | 11\% | 30\% | 9\% | 7\% | 5\% | 21\% | 9\% | 9\% | 4\% | 23\% | 11\% | 10\% | 6\% | 27\% | 100\% |
| FY 2013 | 106,231 | 151,772 | 126,620 | 384,623 | 130,091 | 118,591 | $(9,389)$ | 239,293 | 67,034 | 186,703 | 173,705 | 427,442 | 131,131 | 138,721 | $(122,342)$ | 147,510 | 1,198,868 |
|  | 9\% | 13\% | 11\% | 32\% | 11\% | 10\% | -1\% | 20\% | 6\% | 16\% | 14\% | 36\% | 11\% | 12\% | -10\% | 12\% | 100\% |
| FY 2014 | 131,108 | 154,512 | 212,357 | 497,977 | 101,666 | 102,896 | 117,678 | 322,240 | 102,756 | 116,511 | 129,441 | 348,708 | 138,482 | 110,654 | $(358,143)$ | $(109,007)$ | 1,059,918 |
|  | 12\% | 15\% | 20\% | 47\% | 10\% | 10\% | 11\% | 30\% | 10\% | 11\% | 12\% | 33\% | 13\% | 10\% | -34\% | -10\% | 100\% |
| FY 2015 | 139,480 | 111,016 | 153,870 | 404,366 | 103,719 | 105,108 | 140,616 | 349,443 | - | - | - | - | - | - |  |  | 753,809 |
|  | 19\% | 15\% | 20\% | 54\% | 14\% | 14\% | 19\% | 46\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |


the negative revenue in December of 2012 is attributable to suspended invoice billing associated with the implementation of new EMS Billing software. For several months beginning in February of 2013, revenues will be higher as
staff catches up biling in the new software.
The negative revenues in June of 2013 and 2014 are atributable to an increase in the estimated uncolectible EMS revenue. The increase is associated with the implementation of the new billing software and the phase-out of the old software, i.e. the "clean up" of the old records is responsible for the majority of this increase.
The decreases in June in the latter years represent the annual entry for allowances for doubtful accounts receivable. Staff has cleaned up and sent all outstanding balances in the old system to the SCDOR Debt Setoff program. Therefore in fiscal year 2014 we increased the allowance to cover most of these balances as well as created an allowance account in the new billing system.

The decreases in the first quarter of FY15 over FY14 represent a more normalized collection cycle. In FY14, the town was catching up collections due to the implementation of new biling software.

Fines \& Fees Revenue - GF
Revenues by Month/Fiscal Yea

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 33,518 | 30,108 | 32,229 | 95,855 | 25,854 | 31,760 | 26,868 | 84,482 | 29,342 | 27,384 | 34,509 | 91,235 | 29,211 | 30,377 | 31,306 | 90,894 | 362,466 |
|  | 9\% | 8\% | 9\% | 26\% | 7\% | 9\% | 7\% | 23\% | 8\% | 8\% | 10\% | 25\% | 8\% | 8\% | 9\% | 25\% | 100\% |
| FY 2007 | 52,481 | 36,232 | 25,088 | 113,801 | 28,493 | 31,604 | 27,617 | 87,714 | 36,378 | 35,545 | 31,585 | 103,508 | 37,798 | 37,425 | 39,066 | 114,289 | 419,312 |
|  | 13\% | 9\% | 6\% | 27\% | 7\% | 8\% | 7\% | 21\% | 9\% | 8\% | $8 \%$ | 25\% | 9\% | 9\% | 9\% | 27\% | 100\% |
| FY 2008 | 43,673 | 50,004 | 49,783 | 143,460 | 43,615 | 40,721 | 39,803 | 124,139 | 38,170 | 34,129 | 44,389 | 116,688 | 42,465 | $(2,144)$ | 40,457 | 80,778 | 465,065 |
|  | 9\% | 11\% | 11\% | 31\% | 9\% | 9\% | 9\% | 27\% | 8\% | 7\% | 10\% | 25\% | 9\% | 0\% | 9\% | 17\% | 100\% |
| FY 2009 | 45,023 | 38,490 | 36,213 | 119,726 | 28,928 | $(4,436)$ | 67,835 | 92,327 | 26,890 | 25,284 | 36,062 | 88,236 | 88,498 | 37,869 | $(19,234)$ | 107,133 | 407,422 |
|  | 11\% | 9\% | 9\% | 29\% | 7\% | -1\% | 17\% | 23\% | 7\% | 6\% | 9\% | 22\% | 22\% | 9\% | -5\% | 26\% | 100\% |
| FY 2010 | 42,800 | 32,955 | 36,215 | 111,970 | 36,450 | 32,096 | 34,975 | 103,521 | 28,129 | 40,868 | 33,968 | 102,965 | 34,019 | 34,325 | 36,242 | 104,586 | 423,042 |
|  | 10\% | 8\% | 9\% | 26\% | 9\% | 8\% | 8\% | 24\% | 7\% | 10\% | 8\% | 24\% | 8\% | 8\% | 9\% | 25\% | 100\% |
| FY 2011 | 38,861 | 32,833 | 40,636 | 112,330 | 31,196 | 31,461 | 22,224 | 84,881 | 27,464 | 28,646 | 31,823 | 87,933 | 24,453 | 27,978 | 23,577 | 76,008 | 361,152 |
|  | 11\% | 9\% | 11\% | 31\% | 9\% | 9\% | 6\% | 24\% | 8\% | 8\% | 9\% | 24\% | 7\% | 8\% | 7\% | 21\% | 100\% |
| FY 2012 | 26,127 | 21,110 | 26,871 | 74,108 | 23,055 | 22,082 | 33,296 | 78,433 | 20,900 | 29,050 | 32,463 | 82,413 | 25,408 | 24,821 | 23,525 | 73,754 | 308,708 |
|  | 8\% | 7\% | 9\% | 24\% | 7\% | 7\% | 11\% | 25\% | 7\% | 9\% | 11\% | 27\% | 8\% | 8\% | 8\% | 24\% | 100\% |
| FY 2013 | 25,225 | 24,053 | 25,239 | 74,517 | 19,393 | 19,883 | 19,780 | 59,056 | 19,020 | 19,730 | 18,492 | 57,242 | 26,122 | 19,470 | 25,615 | 71,207 | 262,022 |
|  | 10\% | 9\% | 10\% | 28\% | 7\% | 8\% | 8\% | 23\% | 7\% | 8\% | 7\% | 22\% | 10\% | 7\% | 10\% | 27\% | 100\% |
| FY 2014 | 24,380 | 19,279 | 20,202 | 63,861 | 21,124 | 12,485 | 12,491 | 46,100 | 19,130 | 11,526 | 22,510 | 53,166 | 22,167 | 16,194 | 22,959 | 61,320 | 224,447 |
|  | 11\% | 9\% | 9\% | 28\% | 9\% | 6\% | 6\% | 21\% | 9\% | 5\% | 10\% | 24\% | 10\% | 7\% | 10\% | 27\% | 100\% |
| FY 2015 | 22,775 | 20,648 | 19,129 | 62,552 | 23,113 | 8,384 | 13,102 | 44,599 | - | - | - | - | - | - | - |  | 107,151 |
|  | 21\% | 19\% | 18\% | 58\% | 22\% | 8\% | 12\% | 42\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



## Revenue Analysis <br> Debt Service Fund

Ad Valorem Tax Revenue - DSF
Revenues by Month/Fiscal Yea

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 14,209 | 25,802 | 41,076 | 81,087 | 86,210 | 391,235 | 1,858,563 | 2,336,008 | 1,758,039 | 39,679 | 146,492 | 1,944,210 | 8,917 | 81,384 | 103,193 | 193,494 | 4,554,799 |
|  | 0\% | 1\% | 1\% | 2\% | 2\% | 9\% | 41\% | 51\% | 39\% | 1\% | 3\% | 43\% | 0\% | 2\% | $2 \%$ | 4\% | 100\% |
| FY 2007 | 22,130 | 18,816 | 47,789 | 88,735 | 168,447 | 397,758 | 1,988,854 | 2,555,059 | 1,660,517 | 157,106 | 77,483 | 1,895,106 | $(54,634)$ | 47,024 | 159,902 | 152,292 | 4,691,192 |
|  | 0\% | 0\% | 1\% | 2\% | 4\% | 8\% | 42\% | 54\% | 35\% | 3\% | 2\% | 40\% | -1\% | 1\% | 3\% | 3\% | 100\% |
| FY 2008 | 19,231 | 22,057 | 23,023 | 64,311 | 185,218 | 361,622 | 1,971,688 | 2,518,528 | 1,600,674 | 296,892 | 53,512 | 1,951,078 | 94,683 | 33,578 | $(59,685)$ | 68,576 | 4,602,493 |
|  | 0\% | 0\% | 1\% | 1\% | 4\% | 8\% | 43\% | 55\% | 35\% | 6\% | 1\% | 42\% | 2\% | 1\% | -1\% | 1\% | 100\% |
| FY 2009 | 15,889 | 16,113 | 36,396 | 68,398 | 849 | 59,589 | 787,047 | 847,485 | 1,463,188 | 1,804,494 | 304,099 | 3,571,781 | - | 91,386 | 155,026 | 246,412 | 4,734,076 |
|  | 0\% | 0\% | 1\% | 1\% | 0\% | 1\% | 17\% | 18\% | 31\% | 38\% | 6\% | 75\% | 0\% | 2\% | 3\% | 5\% | 100\% |
| FY 2010 | - | - | 35,188 | 35,188 | 31,846 | 161,506 | 740,179 | 933,531 | 2,341,918 | 1,790,050 | 164,937 | 4,296,905 | 27,003 | 38,421 | 198,355 | 263,779 | 5,529,403 |
|  | 0\% | 0\% | 1\% | 1\% | 1\% | 3\% | 13\% | 17\% | 42\% | 32\% | 3\% | 78\% | 0\% | 1\% | 4\% | 5\% | 100\% |
| FY 2011 | - | 14,056 | 19,474 | 33,530 | 137,269 | 45,817 | 443,940 | 627,026 | 4,327,075 | 175,432 | 123,482 | 4,625,989 | 44,456 | 90,456 | 161,938 | 296,850 | 5,583,395 |
|  | 0\% | 0\% | 0\% | 1\% | 2\% | 1\% | 8\% | 11\% | 77\% | 3\% | 2\% | 83\% | 1\% | 2\% | 3\% | 5\% | 100\% |
| FY 2012 | - | 12,613 | 18,462 | 31,075 | 901 | 95,634 | 1,124,306 | 1,220,841 | 3,894,155 | 76,875 | 49,170 | 4,020,200 | 14,113 | 119,383 | 143,029 | 276,525 | 5,548,641 |
|  | 0\% | 0\% | 0\% | 1\% | 0\% | 2\% | 20\% | 22\% | 70\% | 1\% | 1\% | 72\% | 0\% | 2\% | 3\% | 5\% | 100\% |
| FY 2013 | - | 12,753 | 60,683 | 73,436 | 901 | 125,422 | 1,133,694 | 1,260,017 | 3,687,079 | 76,280 | 79,467 | 3,842,826 | 86,850 | 94,022 | 136,001 | 316,873 | 5,493,152 |
|  | 0\% | 0\% | 1\% | 1\% | 0\% | 2\% | 21\% | 23\% | 67\% | 1\% | 1\% | 70\% | 2\% | 2\% | $2 \%$ | 6\% | 100\% |
| FY 2014 | 19,946 | 23,588 | 28,897 | 72,431 | 857 | 124,303 | 1,119,117 | 1,244,277 | 3,252,452 | 181,448 | 51,206 | 3,485,106 | 72,776 | 43,465 | 146,920 | 263,161 | 5,064,975 |
|  | 0\% | 0\% | 1\% | 1\% | 0\% | 2\% | 22\% | 25\% | 64\% | 4\% | 1\% | 69\% | 1\% | 1\% | 3\% | 5\% | 100\% |
| FY 2015 | 16,925 | 17,910 | 32,824 | 67,659 | 854 | 27,777 | 791,943 | 820,574 | - | - | - | - | - | - | - |  | 888,233 |
|  | 2\% | 2\% | 4\% | 8\% | 0\% | 3\% | 89\% | 92\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



## Revenue Analysis <br> Capital Projects Fund

Ad Valorem Revenue - CIP
Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 5,297 | 9,604 | 15,244 | 30,145 | 10,609 | 57,454 | 276,991 | 345,054 | 262,626 | 1,795 | 29,939 | 294,360 | $(3,784)$ | 9,443 | 16,685 | 22,344 | 691,903 |
|  | 1\% | 1\% | $2 \%$ | 4\% | 2\% | 8\% | 40\% | 50\% | 38\% | 0\% | 4\% | 43\% | -1\% | 1\% | $2 \%$ | 3\% | 100\% |
| FY 2007 | 3,325 | 2,856 | 7,270 | 13,451 | 26,787 | 48,580 | 289,787 | 365,154 | 240,170 | 25,439 | 11,850 | 277,459 | $(15,125)$ | 6,867 | 26,671 | 18,413 | 674,477 |
|  | 0\% | 0\% | 1\% | 2\% | 4\% | 7\% | 43\% | 54\% | 36\% | 4\% | 2\% | 41\% | -2\% | 1\% | 4\% | 3\% | 100\% |
| FY 2008 | 2,827 | 3,257 | 3,318 | 9,402 | 28,017 | 57,394 | 308,415 | 393,826 | 260,148 | 9,045 | 8,299 | 277,492 | 14,208 | 5,211 | $(9,035)$ | 10,384 | 691,104 |
|  | 0\% | 0\% | 0\% | 1\% | 4\% | 8\% | 45\% | 57\% | 38\% | 1\% | 1\% | 40\% | 2\% | 1\% | -1\% | 2\% | 100\% |
| FY 2009 | 2,390 | 2,416 | 5,469 | 10,275 | 127 | 8,967 | 118,012 | 127,106 | 219,349 | 270,515 | 45,589 | 535,453 | - | 13,699 | 23,241 | 36,940 | 709,774 |
|  | 0\% | 0\% | 1\% | 1\% | 0\% | 1\% | 17\% | 18\% | 31\% | 38\% | 6\% | 75\% | 0\% | 2\% | 3\% | 5\% | 100\% |
| FY 2010 | - | - | 4,582 | 4,582 | 4,377 | 20,964 | 92,359 | 117,700 | 292,269 | 223,398 | 20,798 | 536,465 | 3,826 | 5,380 | 27,891 | 37,097 | 695,844 |
|  | 0\% | 0\% | 1\% | 1\% | 1\% | 3\% | 13\% | 17\% | 42\% | 32\% | 3\% | 77\% | 1\% | 1\% | 4\% | 5\% | 100\% |
| FY 2011 | - | 1,754 | 2,431 | 4,185 | 6,654 | 16,191 | 55,402 | 78,247 | 539,984 | 21,892 | 15,409 | 577,285 | 5,550 | 11,288 | 20,208 | 37,046 | 696,763 |
|  | 0\% | 0\% | 0\% | 1\% | 1\% | 2\% | 8\% | 11\% | 77\% | 3\% | 2\% | 83\% | 1\% | 2\% | 3\% | 5\% | 100\% |
| FY 2012 | - | 1,574 | 2,304 | 3,878 | 112 | 11,935 | 140,304 | 152,351 | 485,952 | 9,593 | 6,136 | 501,681 | 1,761 | 14,898 | 17,849 | 34,508 | 692,418 |
|  | 0\% | 0\% | 0\% | 1\% | 0\% | 2\% | 20\% | 22\% | 70\% | 1\% | 1\% | 72\% | 0\% | 2\% | 3\% | 5\% | 100\% |
| FY 2013 | - | 1,591 | 7,573 | 9,164 | 112 | 15,652 | 141,476 | 157,240 | 460,118 | 9,519 | 9,917 | 479,554 | 10,838 | 11,734 | 16,971 | 39,543 | 685,501 |
|  | 0\% | 0\% | 1\% | 1\% | 0\% | 2\% | 21\% | 23\% | 67\% | 1\% | 1\% | 70\% | 2\% | 2\% | 2\% | 6\% | 100\% |
| FY 2014 | 2,594 | 3,071 | 3,682 | 9,347 | 113 | 16,135 | 147,373 | 163,621 | 429,065 | 23,937 | 6,755 | 459,757 | 9,594 | 5,710 | 19,341 | 34,645 | 667,370 |
|  | 0\% | 0\% | 1\% | 1\% | 0\% | 2\% | 22\% | 25\% | 64\% | 4\% | 1\% | 69\% | 1\% | 1\% | 3\% | 5\% | 100\% |
| FY 2015 | 2,233 | 2,362 | 4,323 | 8,918 | 112 | 3,660 | 107,853 | 111,625 | - | - | - |  | - | - | - |  | 120,543 |
|  | 2\% | 2\% | 4\% | 7\% | 0\% | 3\% | 89\% | 93\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



## Revenue Analysis Other Governmental Funds

Ad Valorem Tax Revenue - TIF
Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | - | - | 69,390 | 69,390 | 107,775 | 297,084 | 1,239,163 | 1,644,022 | 2,045,577 | 85,285 | 43,750 | 2,174,612 | 14,525 | 9,169 | 153,844 | 177,538 | 4,065,562 |
|  | 0\% | 0\% | 2\% | 2\% | 3\% | 7\% | 30\% | 40\% | 50\% | 2\% | 1\% | 53\% | 0\% | 0\% | 4\% | 4\% | 100\% |
| FY 2007 | - | - | 20,654 | 20,654 | 178,977 | 464,614 | 1,214,287 | 1,857,878 | 1,631,316 | 136,984 | 136,879 | 1,905,179 | $(221,381)$ | 9,169 | 413,565 | 201,353 | 3,985,064 |
|  | 0\% | 0\% | 1\% | 1\% | 4\% | 12\% | 30\% | 47\% | 41\% | 3\% | 3\% | 48\% | -6\% | 0\% | 10\% | 5\% | 100\% |
| FY 2008 | - | - | - | - | 211,651 | 236,113 | 1,939,103 | 2,386,867 | 796,093 | - | - | 796,093 | - | - | 1,238,750 | 1,238,750 | 4,421,710 |
|  | 0\% | 0\% | 0\% | 0\% | 5\% | 5\% | 44\% | 54\% | 18\% | \#REF! | \#REF! | 18\% | 0\% | 0\% | 28\% | 28\% | 100\% |
| FY 2009 | - | - | - | - | - | 319,346 | - | 319,346 | 2,906,538 | 1,453,270 | - | 4,359,808 | 862,468 | 115,562 | 176,662 | 1,154,692 | 5,833,846 |
|  | 0\% | 0\% | 0\% | 0\% | 0\% | 5\% | 0\% | 5\% | 50\% | 25\% | 0\% | 75\% | 15\% | 2\% | 3\% | 20\% | 100\% |
| FY 2010 |  | - | - | - | - | 177,438 | - | 177,438 | 3,293,599 | 2,304,305 | 113,484 | 5,711,388 | 107,390 | 40,162 | 272,134 | 419,686 | 6,308,512 |
|  | 0\% | 0\% | 0\% | 0\% | 0\% | 3\% | 0\% | 3\% | 52\% | 37\% | 2\% | 91\% | 2\% | 1\% | 4\% | 7\% | 100\% |
| FY 2011 | - | - | - | - | 68,005 | 89,358 | 187,546 | 344,909 | 4,710,989 | 687,642 | 178,805 | 5,577,436 | 62,076 | 5,920 | 378,744 | 446,740 | 6,369,085 |
|  | 0\% | 0\% | 0\% | 0\% | 1\% | 1\% | 3\% | 5\% | 74\% | 11\% | 3\% | 88\% | 1\% | 0\% | 6\% | 7\% | 100\% |
| FY 2012 | - | - | 134,930 | 134,930 | - | 30,657 | 656,024 | 686,681 | 5,094,739 | 67,339 | $(241,460)$ | 4,920,618 | 86,114 | - | 320,147 | 406,261 | 6,148,490 |
|  | 0\% | 0\% | 2\% | 2\% | 0\% | 0\% | 11\% | 11\% | 83\% | 1\% | -4\% | 80\% | 1\% | 0\% | 5\% | 7\% | 100\% |
| FY 2013 | - | - | 106,817 | 106,817 | - | 41,044 | 737,098 | 778,142 | 5,190,634 | 85,238 | 108,444 | 5,384,316 | 29,698 | 22,378 | 241,224 | 293,300 | 6,562,575 |
|  | 0\% | 0\% | $2 \%$ | 2\% | 0\% | 1\% | 11\% | 12\% | 79\% | 1\% | 2\% | 82\% | 0\% | 0\% | 4\% | 4\% | 100\% |
| FY 2014 | - | - | 23,471 | 23,471 | - | 97,683 | 744,461 | 842,144 | 4,902,187 | 225,060 | 68,112 | 5,195,359 | 155,990 | 40,546 | 176,058 | 372,594 | 6,433,568 |
|  | 0\% | 0\% | 0\% | 0\% | 0\% | 2\% | 12\% | 13\% | 76\% | 3\% | 1\% | 81\% | 2\% | 1\% | 3\% | 6\% | 100\% |
| FY 2015 | - | - | 82,120 | 82,120 | - | 57,382 | 212,603 | 269,985 | - | - | - | - | - | - | - |  | 352,105 |
|  | 0\% | 0\% | 23\% | 23\% | 0\% | 16\% | 60\% | 77\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



In March of 2012, a cumulative receivable from Beaufort County for $\$ 325,789$ was written off. This related to a settlement reached with the County regarding the method used to calculate these revenues.

Local ATAX Revenue
Revenues by Month/Fiscal Yea

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 8 | 2,182 | 896,565 | 898,755 | (12) | 3,367 | 219,970 | 223,325 | 26,400 | 20,701 | 223,911 | 271,012 | 364 | 8,305 | 821,896 | 830,565 | 2,223,657 |
|  | 0\% | 0\% | 40\% | 40\% | 0\% | 0\% | 10\% | 10\% | 1\% | 1\% | 10\% | 12\% | 0\% | 0\% | 37\% | 37\% | 100\% |
| FY 2007 | 78 | 5,031 | 894,802 | 899,911 | (584) | 8,967 | 232,451 | 240,834 | - | 2,706 | 237,296 | 240,002 | (28) | 5,137 | 822,116 | 827,225 | 2,207,972 |
|  | 0\% | 0\% | 41\% | 41\% | 0\% | 0\% | 11\% | 11\% | 0\% | 0\% | 11\% | 11\% | 0\% | 0\% | 37\% | 37\% | 100\% |
| FY 2008 | (253) | 3,862 | 935,461 | 939,070 | (508) | 175,464 | 18,135 | 193,091 | 286,211 | 7,335 | $(27,991)$ | 265,555 | 256,107 | 4,959 | 660,561 | 921,627 | 2,319,343 |
|  | 0\% | 0\% | 40\% | 40\% | 0\% | 8\% | 1\% | 8\% | 12\% | 0\% | -1\% | 11\% | 11\% | 0\% | 28\% | 40\% | 100\% |
| FY 2009 | 2,956 | 1,859 | 46,147 | 50,962 | 878,310 | 20,012 | 3,223 | 901,545 | 249,895 | 19,554 | 9,799 | 279,248 | 186,573 | 26,654 | 705,554 | 918,781 | 2,150,536 |
|  | 0\% | 0\% | 2\% | 2\% | 41\% | 1\% | 0\% | 42\% | 12\% | 1\% | 0\% | 13\% | 9\% | 1\% | 33\% | 43\% | 100\% |
| FY 2010 | 38,603 | $(8,613)$ | 27,306 | 57,296 | 819,940 | 15,273 | 6,635 | 841,848 | 170,250 | 8,362 | 8,778 | 187,390 | 174,777 | 22,785 | 728,424 | 925,986 | 2,012,520 |
|  | 2\% | 0\% | 1\% | 3\% | 41\% | 1\% | 0\% | 42\% | 8\% | 0\% | 0\% | 9\% | 9\% | 1\% | 36\% | 46\% | 100\% |
| FY 2011 | $(5,205)$ | 45,837 | 31,159 | 71,791 | 910,512 | 42,056 | 17,687 | 970,255 | 150,400 | 27,663 | 8,136 | 186,199 | 176,081 | 35,580 | 976,358 | 1,188,019 | 2,416,264 |
|  | 0\% | 2\% | 1\% | 3\% | 38\% | 2\% | 1\% | 40\% | 6\% | 1\% | 0\% | 8\% | 7\% | 1\% | 40\% | 49\% | 100\% |
| FY 2012 | - | - | 74,028 | 74,028 | 916,910 | 31,421 | 15,270 | 963,601 | 195,051 | 17,880 | 16,566 | 229,497 | 219,758 | 44,376 | 889,438 | 1,153,572 | 2,420,698 |
|  | 0\% | 0\% | 3\% | 3\% | 38\% | 1\% | 1\% | 40\% | 8\% | 1\% | 1\% | 9\% | 9\% | 2\% | 37\% | 48\% | 100\% |
| FY 2013 | (90) | 66,048 | 26,046 | 92,004 | 968,704 | 41,267 | 21,440 | 1,031,411 | 181,869 | 17,634 | 18,328 | 217,831 | 237,082 | 55,152 | 865,587 | 1,157,821 | 2,499,067 |
|  | 0\% | 3\% | 1\% | 4\% | 39\% | 2\% | 1\% | 41\% | 7\% | 1\% | 1\% | 9\% | 9\% | 2\% | 35\% | 46\% | 100\% |
| FY 2014 | (161) | 57,191 | 49,253 | 106,283 | 1,038,038 | 43,637 | 21,317 | 1,102,992 | 222,282 | 17,380 | 30,005 | 269,667 | 253,315 | 38,769 | 1,027,757 | 1,319,841 | 2,798,783 |
|  | 0\% | 2\% | 2\% | 4\% | 37\% | 2\% | 1\% | 39\% | 8\% | 1\% | 1\% | 10\% | 9\% | 1\% | 37\% | 47\% | 100\% |
| FY 2015 | (614) | 66,510 | 88,566 | 154,462 | 1,159,004 | 45,603 | 18,112 | 1,222,719 | - | - | - | - | - | - | - |  | 1,377,181 |
|  | 0\% | 5\% | 6\% | 11\% | 84\% | 3\% | 1\% | 89\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



Note: Significant increase in actual Local Accommodations Tax in FY 2011 was due to a one-time settlement agreement for $\$ 187,500$.

State ATAX Revenue
Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | - | - | 1,744,152 | 1,744,152 | - |  | 464,658 | 464,658 | - | - | 272,230 | 272,230 | - | - | 1,353,622 | 1,353,622 | 3,834,662 |
|  | 0\% | 0\% | 45\% | 45\% | 0\% | 0\% | 12\% | 12\% | 0\% | 0\% | 7\% | 7\% | 0\% | 0\% | 35\% | 35\% | 100\% |
| FY 2007 | - | - | 1,842,997 | 1,842,997 | - |  | 540,293 | 540,293 | - | - | 245,770 | 245,770 | - | - | 1,331,523 | 1,331,523 | 3,960,583 |
|  | 0\% | 0\% | 47\% | 47\% | 0\% | 0\% | 14\% | 14\% | 0\% | 0\% | 6\% | 6\% | 0\% | 0\% | 34\% | 34\% | 100\% |
| FY 2008 | - | - | 1,888,638 | 1,888,638 | - | - | 584,213 | 584,213 | - | - | 274,872 | 274,872 | - | - | 1,337,384 | 1,337,384 | 4,085,107 |
|  | 0\% | 0\% | 46\% | 46\% | 0\% | 0\% | 14\% | 14\% | 0\% | 0\% | 7\% | 7\% | 0\% | 0\% | 33\% | 33\% | 100\% |
| FY 2009 | - | - | 2,011,405 | 2,011,405 | - | - | - | - | 454,628 | - | - | 454,628 | 219,516 | - | 1,174,271 | 1,393,787 | 3,859,820 |
|  | 0\% | 0\% | 52\% | 52\% | 0\% | 0\% | 0\% | 0\% | 12\% | 0\% | 0\% | 12\% | 6\% | 0\% | 29\% | 36\% | 100\% |
| FY 2010 | - | - | - | - | 1,740,535 | - | - | 1,740,535 | 451,817 | - | - | 451,817 | 186,174 | - | 1,078,401 | 1,264,575 | 3,456,927 |
|  | 0\% | 0\% | 0\% | 0\% | 50\% | 0\% | 0\% | 50\% | 13\% | 0\% | 0\% | 13\% | 5\% | 0\% | 31\% | 37\% | 100\% |
| FY 2011 | - | - | - | - | 1,793,945 | - | - | 1,793,945 | 450,930 | - | - | 450,930 | 171,509 | - | 1,116,037 | 1,287,546 | 3,532,421 |
|  | 0\% | 0\% | 0\% | 0\% | 51\% | 0\% | 0\% | 51\% | 13\% | 0\% | 0\% | 13\% | 5\% | 0\% | 32\% | 36\% | 100\% |
| FY 2012 | - | - | - | - | 1,727,579 | - | - | 1,727,579 | 465,848 | - | - | 465,848 | 217,109 | - | 1,267,859 | 1,484,968 | 3,678,395 |
|  | 0\% | 0\% | 0\% | 0\% | 47\% | 0\% | 0\% | 47\% | 13\% | 0\% | 0\% | 13\% | 6\% | 0\% | 34\% | 40\% | 100\% |
| FY 2013 | - | - | - | - | 1,748,948 | - | - | 1,748,948 | 662,990 | - | - | 662,990 | 561,109 | - | 1,523,646 | 2,084,755 | 4,496,693 |
|  | 0\% | 0\% | 0\% | 0\% | 39\% | 0\% | 0\% | 39\% | 15\% | 0\% | 0\% | 15\% | 12\% | 0\% | 34\% | 46\% | 100\% |
| FY 2014 | - | - | - | - | 2,286,725 | - | - | 2,286,725 | 634,879 | - | - | 634,879 | 307,969 | - | 1,707,034 | 2,015,003 | 4,936,607 |
|  | 0\% | 0\% | 0\% | 0\% | 46\% | 0\% | 0\% | 46\% | 13\% | 0\% | 0\% | 13\% | 6\% | 0\% | 35\% | 41\% | 100\% |
| FY 2015 | - | - | - | - | 2,480,925 | - | - | 2,480,925 | - | - | - | - | - | - | - |  | 2,480,925 |
|  | 0\% | 0\% | 0\% | 0\% | 100\% | 0\% | 0\% | 100\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



The increase in the April 2013 State Accommodations Tax revenue is a South Carolina Department of Revenue distribution correction. A local resort company Accommodations Tax remittance was credited to another municipality.

Real Estate Transfer Fee
Revenues by Month/Fiscal Yea

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 613,024 | 770,789 | 592,722 | 1,976,535 | 578,945 | 424,531 | 357,768 | 1,361,244 | 400,964 | 383,321 | 725,943 | 1,510,228 | 382,628 | 414,031 | 376,023 | 1,172,682 | 6,020,689 |
|  | 10\% | 13\% | 10\% | 33\% | 10\% | 7\% | 6\% | 23\% | 7\% | 6\% | 12\% | 25\% | 6\% | 7\% | 6\% | 19\% | 100\% |
| FY 2007 | 385,702 | 293,977 | 273,938 | 953,617 | 276,934 | 287,752 | 314,399 | 879,085 | 233,521 | 223,219 | 391,018 | 847,758 | 367,773 | 414,031 | 214,571 | 996,375 | 3,676,835 |
|  | 10\% | 8\% | 7\% | 26\% | 8\% | 8\% | 9\% | 24\% | 6\% | 6\% | 11\% | 23\% | 10\% | 11\% | 6\% | 27\% | 100\% |
| FY 2008 | 332,108 | 304,829 | 330,596 | 967,533 | 268,817 | 237,654 | 287,433 | 793,904 | 154,684 | 109,236 | 216,495 | 480,415 | 237,199 | 240,776 | 220,598 | 698,573 | 2,940,425 |
|  | 11\% | 10\% | 11\% | 33\% | 9\% | 8\% | 10\% | 27\% | 5\% | 4\% | 7\% | 16\% | 8\% | 8\% | 8\% | 24\% | 100\% |
| FY 2009 | 238,958 | 170,453 | 206,208 | 615,619 | 178,622 | 124,015 | 143,680 | 446,317 | 117,863 | 109,891 | 132,272 | 360,026 | 117,122 | 164,024 | 145,885 | 427,031 | 1,848,993 |
|  | 13\% | 9\% | 11\% | 33\% | 10\% | 7\% | $8 \%$ | 24\% | 6\% | 6\% | 7\% | 19\% | 6\% | 9\% | 8\% | 23\% | 100\% |
| FY 2010 | 207,759 | 220,308 | 128,039 | 556,106 | 188,968 | 149,608 | 179,144 | 517,720 | 117,350 | 117,506 | 161,453 | 396,309 | 183,415 | 171,416 | 183,046 | 537,877 | 2,008,012 |
|  | 10\% | 11\% | 6\% | 28\% | 9\% | 7\% | 9\% | 26\% | 6\% | 6\% | 8\% | 20\% | 9\% | 9\% | 9\% | 27\% | 100\% |
| FY 2011 | 180,979 | 144,389 | 146,780 | 472,148 | 141,028 | 119,705 | 145,657 | 406,390 | 115,899 | 107,221 | 157,051 | 380,171 | 183,418 | 216,696 | 180,421 | 580,535 | 1,839,244 |
|  | 10\% | 8\% | 8\% | 26\% | 8\% | 7\% | 8\% | 22\% | 6\% | 6\% | 9\% | 21\% | 10\% | 12\% | 10\% | 32\% | 100\% |
| FY 2012 | 139,450 | 159,226 | 150,358 | 449,034 | 159,205 | 138,744 | 162,077 | 460,026 | 136,677 | 108,630 | 182,752 | 428,059 | 188,721 | 211,887 | 167,732 | 568,340 | 1,905,459 |
|  | 7\% | 8\% | $8 \%$ | 24\% | 8\% | 7\% | 9\% | 24\% | 7\% | 6\% | 10\% | 22\% | 10\% | 11\% | 9\% | 30\% | 100\% |
| FY 2013 | 172,658 | 159,179 | 177,345 | 509,182 | 211,885 | 183,982 | 183,700 | 579,567 | 134,456 | 179,334 | 143,641 | 457,431 | 221,937 | 252,528 | 234,462 | 708,927 | 2,255,107 |
|  | 8\% | 7\% | $8 \%$ | 23\% | 9\% | 8\% | $8 \%$ | 26\% | 6\% | 8\% | 6\% | 20\% | 10\% | 11\% | 10\% | 31\% | 100\% |
| FY 2014 | 220,560 | 260,824 | 213,791 | 695,175 | 281,351 | 203,317 | 150,674 | 635,342 | 149,784 | 122,915 | 182,008 | 454,707 | 243,718 | 213,052 | 226,887 | 683,657 | 2,468,881 |
|  | 9\% | 11\% | 9\% | 28\% | 11\% | 8\% | 6\% | 26\% | 6\% | 5\% | 7\% | 18\% | 10\% | 9\% | 9\% | 28\% | 100\% |
| FY 2015 | 221,317 | 199,496 | 188,301 | 609,114 | 253,080 | 150,389 | 268,055 | 671,524 | - | - | - | - | - | - | - |  | 1,280,638 |
|  | 17\% | 16\% | 15\% | 48\% | 20\% | 12\% | 21\% | 52\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 300 | 23,782 | 1,431,913 | 1,455,995 |  | 85,947 | 892,256 | 978,203 | 476 | 82,758 | 924,703 | 1,007,937 | $(1,834)$ | 64,581 | 1,581,797 | 1,644,544 | 5,086,679 |
|  | 0\% | 0\% | 28\% | 29\% | 0\% | 2\% | 18\% | 19\% | 0\% | 2\% | 18\% | 20\% | 0\% | 1\% | 31\% | 32\% | 100\% |
| FY 2007 | 2,406 | 73,977 | 1,422,406 | 1,498,789 | $(3,701)$ | 74,689 | 917,648 | 988,636 | $(11,475)$ | 64,370 | 912,501 | 965,396 | $(1,859)$ | 79,480 | 1,578,086 | 1,655,707 | 5,108,528 |
|  | 0\% | 1\% | 28\% | 29\% | 0\% | 1\% | 18\% | 19\% | 0\% | 1\% | 18\% | 19\% | 0\% | 2\% | 31\% | 32\% | 100\% |
| FY 2008 | 903 | 79,940 | 1,491,971 | 1,572,814 | $(3,897)$ | 73,307 | 22,231 | 91,641 | 833,197 | 76,639 | 82,405 | 992,241 | 911,704 | 102,753 | 1,561,684 | 2,576,141 | 5,232,837 |
|  | 0\% | 2\% | 29\% | 30\% | 0\% | 1\% | 0\% | 2\% | 16\% | 1\% | 2\% | 19\% | 17\% | 2\% | 30\% | 49\% | 100\% |
| FY 2009 | 2,207 | 85,911 | 110,257 | 198,375 | 1,305,139 | 89,401 | 50,462 | 1,445,002 | 737,230 | 110,146 | 63,473 | 910,849 | 733,197 | 94,067 | 1,444,828 | 2,272,092 | 4,826,318 |
|  | 0\% | 2\% | 2\% | 4\% | 27\% | 2\% | 1\% | 30\% | 15\% | 2\% | 1\% | 19\% | 15\% | 2\% | 30\% | 47\% | 100\% |
| FY 2010 | 44,438 | 56,501 | 100,791 | 201,730 | 1,267,411 | 91,091 | 74,812 | 1,433,314 | 663,467 | 78,680 | 93,164 | 835,311 | 666,197 | 125,941 | 1,446,314 | 2,238,452 | 4,708,807 |
|  | 1\% | 1\% | 2\% | 4\% | 27\% | 2\% | $2 \%$ | 30\% | 14\% | 2\% | 2\% | 18\% | 14\% | 3\% | 31\% | 48\% | 100\% |
| FY 2011 | $(20,576)$ | 146,094 | 94,078 | 219,596 | 1,331,329 | 106,561 | 56,760 | 1,494,650 | 648,822 | 152,296 | 108,558 | 909,676 | 652,633 | 172,589 | 1,468,447 | 2,293,669 | 4,917,591 |
|  | 0\% | 3\% | 2\% | 4\% | 27\% | 2\% | 1\% | 30\% | 13\% | 3\% | 2\% | 18\% | 13\% | 4\% | 30\% | 47\% | 100\% |
| FY 2012 | - | - | 361,462 | 361,462 | 1,205,720 | 51,838 | 209,020 | 1,466,578 | 636,640 | 125,824 | 119,275 | 881,739 | 695,699 | 232,479 | 1,522,177 | 2,450,355 | 5,160,134 |
|  | 0\% | 0\% | 7\% | 7\% | 23\% | 1\% | 4\% | 28\% | 12\% | 2\% | 2\% | 17\% | 13\% | 5\% | 29\% | 47\% | 100\% |
| FY 2013 | - | 227,053 | 167,624 | 394,677 | 1,244,946 | 163,155 | 114,410 | 1,522,511 | 635,422 | 139,769 | 124,403 | 899,594 | 691,648 | 214,191 | 1,528,374 | 2,434,213 | 5,250,995 |
|  | 0\% | 4\% | $3 \%$ | 8\% | 24\% | 3\% | 2\% | 29\% | 12\% | 3\% | 2\% | 17\% | 13\% | 4\% | 29\% | 46\% | 100\% |
| FY 2014 | - | 250,531 | 220,872 | 471,403 | 1,267,698 | 183,659 | 125,344 | 1,576,701 | 706,599 | 117,024 | 132,645 | 956,268 | 754,213 | 211,502 | 1,663,343 | 2,629,058 | 5,633,430 |
|  | 0\% | 4\% | 4\% | 8\% | 23\% | 3\% | $2 \%$ | 28\% | 13\% | 2\% | $2 \%$ | 17\% | 13\% | 4\% | 30\% | 47\% | 100\% |
| FY 2015 | - | 263,460 | 250,552 | 514,012 | 1,376,186 | 210,948 | 135,505 | 1,722,639 | - | - | - | - | - | - | - |  | 2,236,651 |
|  | 0\% | 12\% | 11\% | 23\% | 62\% | 9\% | 6\% | 77\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



Beach Preservation Fee
Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 16 | $(1,601)$ | 1,793,630 | 1,792,045 | - | 5,126 | 443,233 | 448,359 | 53,809 | 41,559 | 453,592 | 548,960 | 493 | 16,609 | 1,646,093 | 1,663,195 | 4,452,559 |
|  | 0\% | 0\% | 40\% | 40\% | 0\% | 0\% | 10\% | 10\% | 1\% | 1\% | 10\% | 12\% | 0\% | 0\% | 37\% | 37\% | 100\% |
| FY 2007 | 155 | 9,888 | 1,788,635 | 1,798,678 | $(1,167)$ | 20,389 | 465,720 | 484,942 | - | 5,651 | 479,283 | 484,934 | (56) | 10,275 | 1,648,117 | 1,658,336 | 4,426,890 |
|  | 0\% | 0\% | 40\% | 41\% | 0\% | 0\% | 11\% | 11\% | 0\% | 0\% | 11\% | 11\% | 0\% | 0\% | 37\% | 37\% | 100\% |
| FY 2008 | (523) | 82 | 1,878,335 | 1,877,894 | 6,214 | 349,362 | 2,451 | 358,027 | 555,444 | 1,964 | 925 | 558,333 | 518,730 | 8,793 | 1,312,913 | 1,840,436 | 4,634,690 |
|  | 0\% | 0\% | 41\% | 41\% | 0\% | 8\% | 0\% | 8\% | 12\% | 0\% | 0\% | 12\% | 11\% | 0\% | 28\% | 40\% | 100\% |
| FY 2009 | 230 | 1,449 | 71,976 | 73,655 | 1,701,685 | 34,205 | 6,302 | 1,742,192 | 510,156 | 33,642 | 18,647 | 562,445 | 373,397 | 51,775 | 1,406,996 | 1,832,168 | 4,210,460 |
|  | 0\% | 0\% | 2\% | 2\% | 40\% | 1\% | 0\% | 41\% | 12\% | 1\% | 0\% | 13\% | 9\% | 1\% | 33\% | 44\% | 100\% |
| FY 2010 | (702) | 63,314 | 52,187 | 114,799 | 1,639,541 | 29,679 | 13,288 | 1,682,508 | 338,203 | 14,067 | 14,762 | 367,032 | 348,112 | 43,936 | 1,451,885 | 1,843,933 | 4,008,272 |
|  | 0\% | 2\% | 1\% | 3\% | 41\% | 1\% | 0\% | 42\% | 8\% | 0\% | 0\% | 9\% | 9\% | 1\% | 36\% | 46\% | 100\% |
| FY 2011 | $(10,438)$ | 88,512 | 60,479 | 138,553 | 1,820,966 | 75,388 | 28,103 | 1,924,457 | 282,152 | 50,282 | 14,107 | 346,541 | 347,333 | 65,374 | 1,946,123 | 2,358,830 | 4,768,381 |
|  | 0\% | 2\% | 1\% | 3\% | 38\% | 2\% | 1\% | 40\% | 6\% | 1\% | 0\% | 7\% | 7\% | 1\% | 41\% | 49\% | 100\% |
| FY 2012 | - | - | 142,519 | 142,519 | 1,841,404 | 51,817 | 19,994 | 1,913,215 | 415,258 | 30,533 | 40,206 | 485,997 | 436,879 | 83,910 | 1,778,875 | 2,299,664 | 4,841,395 |
|  | 0\% | 0\% | $3 \%$ | 3\% | 38\% | 1\% | 0\% | 40\% | 9\% | 1\% | 1\% | 10\% | 9\% | 2\% | 37\% | 48\% | 100\% |
| FY 2013 | (181) | 128,096 | 52,091 | 180,006 | 1,937,409 | 82,534 | 42,880 | 2,062,823 | 367,737 | 35,193 | 36,733 | 439,663 | 474,164 | 110,304 | 1,731,172 | 2,315,640 | 4,998,132 |
|  | 0\% | 3\% | 1\% | 4\% | 39\% | 2\% | 1\% | 41\% | 7\% | 1\% | 1\% | 9\% | 9\% | 2\% | 35\% | 46\% | 100\% |
| FY 2014 | (321) | 114,381 | 98,505 | 212,565 | 2,076,077 | 87,274 | 42,634 | 2,205,985 | 444,563 | 34,761 | 60,009 | 539,333 | 506,631 | 77,538 | 2,055,513 | 2,639,682 | 5,597,565 |
|  | 0\% | 2\% | 2\% | 4\% | 37\% | 2\% | 1\% | 39\% | 8\% | 1\% | 1\% | 10\% | 9\% | 1\% | 37\% | 47\% | 100\% |
| FY 2015 | $(1,229)$ | 133,020 | 177,134 | 308,925 | 2,318,006 | 91,207 | 36,223 | 2,445,436 | - | - | - | - | - | - | - |  | 2,754,361 |
|  | 0\% | 5\% | 6\% | 11\% | 84\% | 3\% | 1\% | 89\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



Note: Significant increase in actual Beach Presrvation Fees in FY 2011 was due to a one-time settlement agreement for $\$ 375,000$.

Electric Franchise Fee
Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | 200,399 | 228,654 | 207,028 | 636,081 | 169,472 | 147,282 | 137,920 | 454,674 | 183,400 | 169,744 | 157,591 | 510,735 | 153,195 |  | 350,661 | 503,856 | 2,105,346 |
|  | 10\% | 11\% | 10\% | 30\% | 8\% | 7\% | 7\% | 22\% | 9\% | 8\% | 7\% | 24\% | 7\% | 0\% | 17\% | 24\% | 100\% |
| FY 2007 | 236,917 | 262,320 | 239,571 | 738,808 | 178,164 | 140,383 | 154,431 | 472,978 | 162,181 | 202,468 | 169,907 | 534,556 | 153,195 | - | 345,811 | 499,006 | 2,245,348 |
|  | 11\% | 12\% | 11\% | 33\% | 8\% | 6\% | 7\% | 21\% | 7\% | 9\% | 8\% | 24\% | 7\% | 0\% | 15\% | 22\% | 100\% |
| FY 2008 | 234,553 | 257,467 | 243,116 | 735,136 | 188,133 | 159,109 | 145,630 | 492,872 | 173,607 | 193,281 | 153,310 | 520,198 | - | 302,365 | 190,808 | 493,173 | 2,241,379 |
|  | 10\% | 11\% | 11\% | 33\% | 8\% | 7\% | 6\% | 22\% | 8\% | 9\% | 7\% | 23\% | 0\% | 13\% | 9\% | 22\% | 100\% |
| FY 2009 | 233,926 | 250,752 | - | 484,678 | 265,468 | 201,638 | 172,999 | 640,105 | 200,915 | 440,404 | 223,202 | 864,521 | 193,044 | 200,570 | 224,053 | 617,667 | 2,606,971 |
|  | 9\% | 10\% | 0\% | 19\% | 10\% | 8\% | 7\% | 25\% | 8\% | 17\% | 9\% | 33\% | 7\% | 9\% | 10\% | 24\% | 100\% |
| FY 2010 | 270,908 | 275,206 | - | 546,114 | 240,225 | 216,760 | 165,708 | 622,693 | 402,001 | - | 264,959 | 666,960 | 240,741 | 193,650 | 412,116 | 846,507 | 2,682,274 |
|  | 10\% | 10\% | 0\% | 20\% | 9\% | 8\% | 6\% | 23\% | 15\% | 0\% | 10\% | 25\% | 9\% | 7\% | 15\% | 32\% | 100\% |
| FY 2011 | 270,936 | 320,260 | 283,996 | 875,192 | - | 235,592 | 172,932 | 408,524 | 195,356 | 285,018 | 271,238 | 751,612 | 184,755 | 189,001 | 446,953 | 820,709 | 2,856,037 |
|  | 9\% | 11\% | 10\% | 31\% | 0\% | 8\% | 6\% | 14\% | 7\% | 10\% | $9 \%$ | 26\% | 6\% | 7\% | 16\% | 29\% | 100\% |
| FY 2012 | 285,086 | 315,558 | 272,993 | 873,637 | 201,785 | 163,538 | - | 365,323 | 163,242 | 184,930 | 194,209 | 542,381 | 186,263 | 190,617 | 403,073 | 779,953 | 2,561,294 |
|  | 11\% | 12\% | 11\% | 34\% | 8\% | 6\% | 0\% | 14\% | 6\% | 7\% | 8\% | 21\% | 7\% | 7\% | 16\% | 30\% | 100\% |
| FY 2013 | 267,900 | 296,782 | 253,419 | 818,101 | 209,120 | 191,263 | 179,717 | 580,100 | 213,986 | 213,665 | 220,684 | 648,335 | 213,437 | 179,862 | 228,570 | 621,869 | 2,668,405 |
|  | 10\% | 11\% | 9\% | 31\% | 8\% | 7\% | 7\% | 22\% | 8\% | 8\% | 8\% | 24\% | 8\% | 7\% | 9\% | 23\% | 100\% |
| FY 2014 | 276,806 | 294,926 | 274,448 | 846,180 | 211,839 | 183,669 | 194,716 | 590,224 | 230,745 | 296,174 | 226,560 | 753,479 | 215,220 | 203,769 | 242,046 | 661,035 | 2,850,918 |
|  | 10\% | 10\% | 10\% | 30\% | 7\% | 6\% | 7\% | 21\% | 8\% | 10\% | 8\% | 26\% | 8\% | 7\% | $8 \%$ | 23\% | 100\% |
| FY 2015 | 295,086 | 309,064 | 291,986 | 896,136 | 220,360 | 193,729 | 213,329 | 627,418 | - | - | - |  | - | - | - |  | 1,523,554 |
|  | 19\% | 20\% | 19\% | 59\% | 14\% | 13\% | 14\% | 41\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



## Business-Type Activities - Stormwater Utility

Revenues by Month/Fiscal Year

|  | July | August | September | Quarter 1 | October | November | December | Quarter 2 | January | February | March | Quarter 3 | April | May | June | Quarter 4 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2006 | - | - | - | - | - |  |  | - | 678,875 | - | 638,412 | 1,317,287 | - | - | 6,990 | 6,990 | 1,324,277 |
|  | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 51\% | 0\% | 48\% | 99\% | 0\% | 0\% | 1\% | 1\% | 100\% |
| FY 2007 | - | - | 35,253 | 35,253 | - | - | - | - | - | 723,646 | 573,127 | 1,296,773 | - | - | 19,845 | 19,845 | 1,351,871 |
|  | 0\% | 0\% | 3\% | 3\% | 0\% | 0\% | 0\% | 0\% | 0\% | 54\% | 42\% | 96\% | 0\% | 0\% | 1\% | 1\% | 100\% |
| FY 2008 | $(14,835)$ | - | - | $(14,835)$ | - | 63,090 | - | 63,090 | - | 1,417,749 | - | 1,417,749 | - | - | 35,385 | 35,385 | 1,501,389 |
|  | -1\% | 0\% | 0\% | -1\% | 0\% | 4\% | 0\% | 4\% | 0\% | 94\% | 0\% | 94\% | 0\% | 0\% | 2\% | 2\% | 100\% |
| FY 2009 | - | - | - | - | 35,897 | - | - | 35,897 | 1,109,008 | - | 310,000 | 1,419,008 | 117,278 | - | - | 117,278 | 1,572,183 |
|  | 0\% | 0\% | 0\% | 0\% | 2\% | 0\% | 0\% | 2\% | 71\% | 0\% | 20\% | 90\% | 7\% | 0\% | 0\% | 7\% | 100\% |
| FY 2010 | - | - | - | - | - | 19,050 | - | 19,050 | 350,669 | 1,974,032 | 94,673 | 2,419,374 | 12,245 | 21,898 | 81,404 | 115,547 | 2,553,971 |
|  | 0\% | 0\% | 0\% | 0\% | 0\% | 1\% | 0\% | 1\% | 14\% | 77\% | 4\% | 95\% | 0\% | 1\% | 3\% | 5\% | 100\% |
| FY 2011 | - | - | - | - | 37,610 | 20,063 | 245,605 | 303,278 | 2,779,689 | 70,455 | 68,467 | 2,918,611 | 39,449 | - | 116,441 | 155,890 | 3,377,779 |
|  | 0\% | 0\% | 0\% | 0\% | 1\% | 1\% | 7\% | 9\% | 82\% | 2\% | 2\% | 86\% | 1\% | 0\% | $3 \%$ | 5\% | 100\% |
| FY 2012 | - | - | - | - | - | 48,454 | 638,172 | 686,626 | 2,535,992 | - | 46,507 | 2,582,499 | 93,932 | 27,723 | 101,099 | 222,754 | 3,491,879 |
|  | 0\% | 0\% | 0\% | 0\% | 0\% | 1\% | 18\% | 20\% | 73\% | 0\% | 1\% | 74\% | $3 \%$ | 1\% | $3 \%$ | 6\% | 100\% |
| FY 2013 | - | - | 26,892 | 26,892 | - | 15,678 | 720,714 | 736,392 | 2,467,893 | 40,437 | 77,488 | 2,585,818 | 11,532 | 15,464 | 198,835 | 225,831 | 3,574,933 |
|  | 0\% | 0\% | 1\% | 1\% | 0\% | 0\% | 20\% | 21\% | 69\% | 1\% | 2\% | 72\% | 0\% | 0\% | 6\% | 6\% | 100\% |
| FY 2014 | - | - | 10,201 | 10,201 | - | 20,547 | 711,021 | 731,568 | 2,385,610 | 169,137 | 33,979 | 2,588,726 | 35,865 | 25,432 | 172,508 | 233,805 | 3,564,300 |
|  | 0\% | 0\% | 0\% | 0\% | 0\% | 1\% | 20\% | 21\% | 67\% | 5\% | 1\% | 73\% | 1\% | 1\% | 5\% | 7\% | 100\% |
| FY 2015 | - | - | 21,420 | 21,420 | - | 16,821 | 431,059 | 447,880 | - | - | - | - | - | - | - | - | 469,300 |
|  | 0\% | 0\% | 5\% | 5\% | 0\% | 4\% | 92\% | 95\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% |



