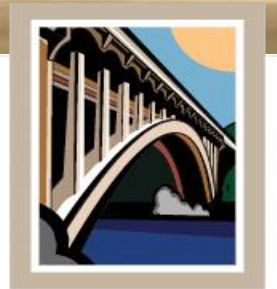




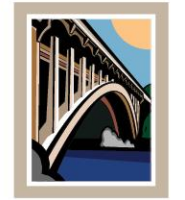
FY 18-19 2nd Quarterly Financial Report
and FY17-18 CAFR

Presented to
Folsom City Council
February 12, 2019



CITY OF
FOLSOM

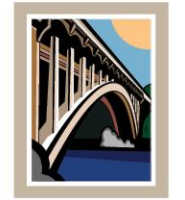
GENERAL FUND SUMMARY



CITY OF
FOLSOM

| | <u>CAFR FY 16 -17</u> | <u>CAFR FY 17 -18</u> | <u>Projected FY 18 -19</u> |
|------------------------------|---------------------------|---------------------------|--------------------------------|
| ■ Revenue | \$ 82,625,249 | \$ 86,107,564 | \$ 92,171,215 |
| ■ Expenditures | \$ 78,022,716 | \$ 85,284,054 | \$ 91,250,726 |
| ■ Change in Fund Balance | \$ 4,602,533 | \$ 823,510 | \$ 920,489 |
| ■ Unassigned Fund Balance | \$ 15,536,918 | \$ 15,699,123 | \$ 16,710,099 |
| ■ % of Expenditures | 19.9% | 18.4% | 18.3% |

2ND QUARTER BUDGET SUMMARY UPDATE

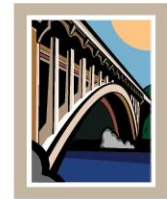


CITY OF
FOLSOM

| | <u>Appropriated</u> | <u>Projected</u> | |
|---------------------|---------------------|---------------------|--------------------|
| <u>Revenue</u> | | | |
| Tax-Related | \$55,382,978 | \$55,407,978 | |
| Non-Tax Related | <u>\$36,194,109</u> | <u>\$36,763,237</u> | |
| | \$91,577,087 | \$92,171,215 | +\$594,128 |
| <u>Expenditures</u> | | | |
| Public Safety | \$42,667,672 | \$43,774,672 | |
| Rec & Culture | \$15,895,561 | \$15,726,815 | |
| PW & CD | \$14,347,929 | \$13,961,929 | |
| Gen Gov | \$11,418,490 | \$11,039,875 | |
| Non-Dept | <u>\$ 7,247,435</u> | <u>\$ 6,747,435</u> | |
| | \$91,577,087 | \$91,250,726 | <u>(\$326,361)</u> |
| <u>Fund Balance</u> | | | \$920,489 |

GENERAL FUND

MAJOR REVENUE SOURCES



CITY OF
FOLSOM

| | <u>CAFR FY 16-17</u> | <u>CAFR FY 17-18</u> | <u>PROJECTED FY 18-19</u> |
|---------------------------|--------------------------|--------------------------|-------------------------------|
| ■ Prop Taxes | \$23,301,973 | \$ 24,537,819 | \$ 25,925,124 |
| ■ Sales Taxes | \$24,721,293 | \$ 22,294,827 | \$ 24,862,534 |
| ■ Charges for Services | \$13,829,099 | \$ 15,521,751 | \$ 15,696,134 |
| ■ Transfers In | \$ 6,063,948 | \$ 7,923,701 | \$ 10,121,944 |

GENERAL FUND

PRIMARY REVENUE DETAIL



CITY OF
FOLSOM

| | <u>CAFR FY 16 -17</u> | <u>CAFR FY 17 -18</u> | <u>Projected FY 18 -19</u> |
|--------------------|---------------------------|---------------------------|--------------------------------|
| ■ Parks & Rec Fees | \$ 4,878,450 | \$ 4,808,733 | \$ 4,933,043 |
| ■ Ambulance Fees | \$ 3,386,950 | \$ 3,910,889 | \$ 4,324,000 |
| ■ Development Fees | \$ 2,409,998 | \$ 4,057,018 | \$ 4,184,375 |
| ■ Building Permits | \$ 1,217,572 | \$ 1,759,663 | \$ 1,739,500 |
| ■ OES | \$ 971,251 | \$ 754,946 | \$ 713,556 |

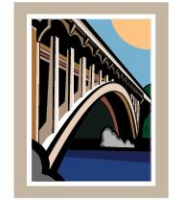
PLAN AREA FEES



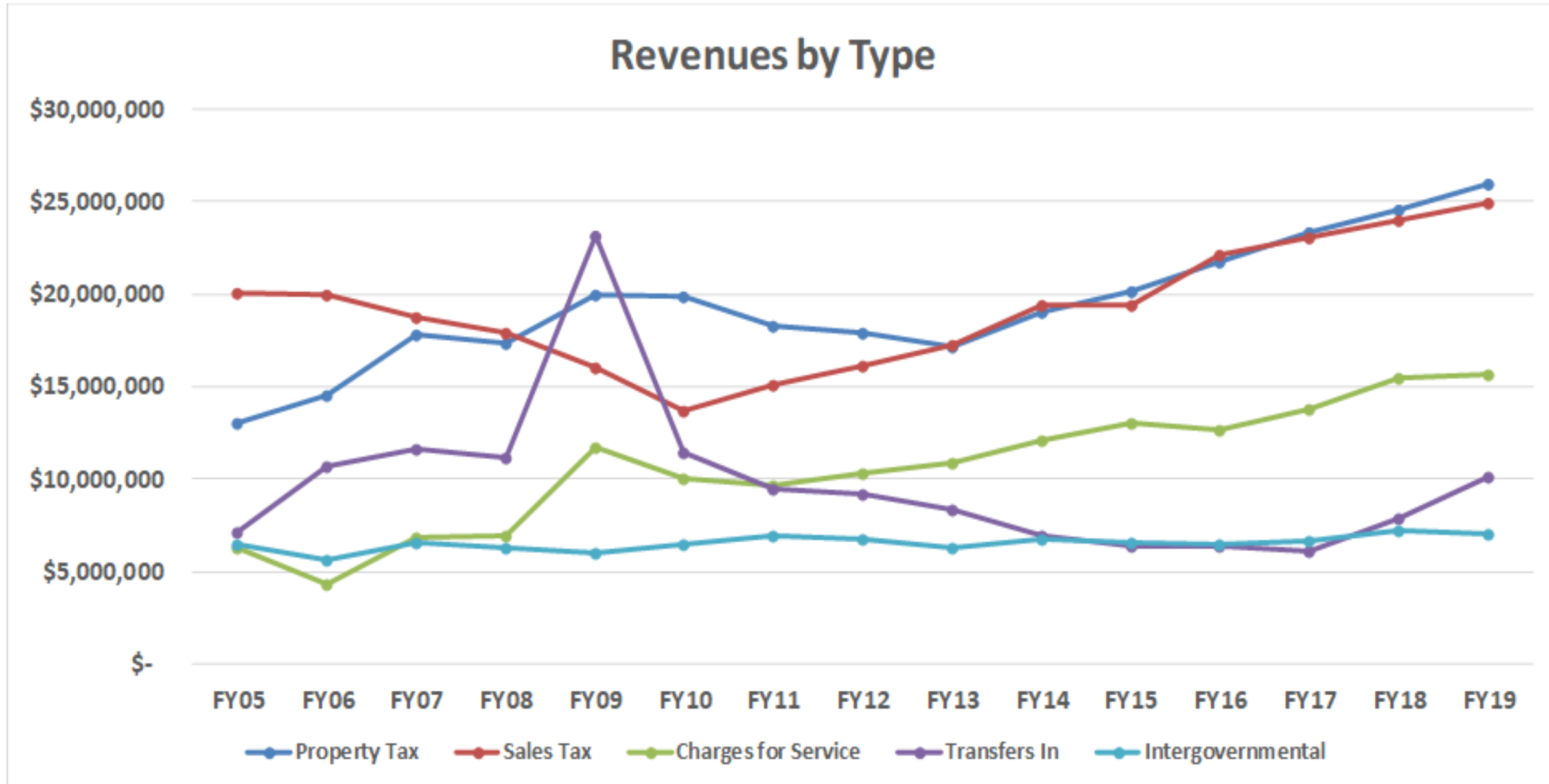
CITY OF
FOLSOM

| | |
|------------------------------------|-------------|
| Property Taxes FY19 | \$ 527,989 |
| Total Impact Fees Received FY 2019 | \$2,841,701 |
| Utility Charges | \$ 13,523 |
| Building Permit Fees | \$ 291,798 |
| Development Plan Check Fees | \$ 25,844 |

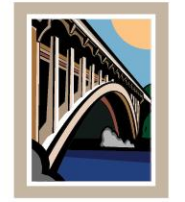
REVENUE OVER TIME



CITY OF
FOLSOM



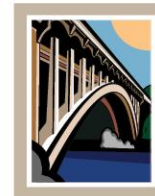
GEN FUND - MAJOR EXPENDITURE CATEGORIES



CITY OF
FOLSOM

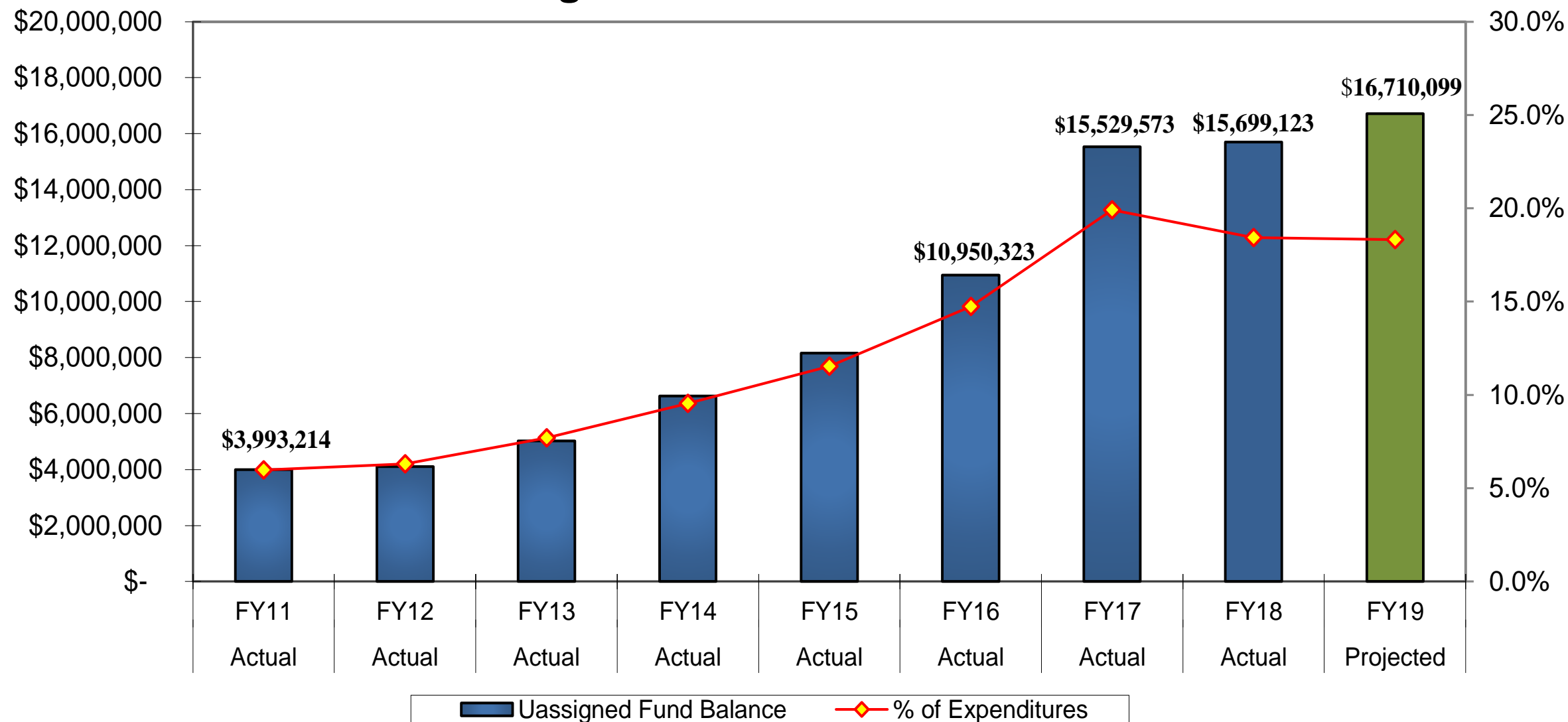
| | <u>ACTUAL FY 16-17</u> | <u>ACTUAL FY 17-18</u> | <u>PROJECTED FY 18-19</u> |
|-------------------------|----------------------------|----------------------------|-------------------------------|
| ■ Salaries | \$32,945,004 | \$34,543,440 | \$36,550,982 |
| ■ Benefits | \$23,408,084 | \$24,790,522 | \$27,215,093 |
| ■ O&M | \$18,194,108 | \$21,851,725 | \$21,283,065 |
| ■ Capital Outlay | \$ 1,554,461 | \$ 1,917,379 | \$ 5,293,383 |
| ■ Debt Service | <u>\$ 1,921,059</u> | <u>\$ 2,180,988</u> | <u>\$ 908,203</u> |
| | \$78,022,716 | \$85,284,054 | \$91,250,726 |

GENERAL FUND BALANCE

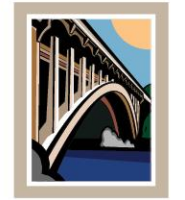


CITY OF
FOLSOM

Unassigned General Fund Balance



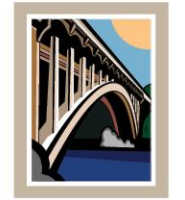
WATER ENTERPRISE FUND



CITY OF
FOLSOM

| | <u>CAFR FY 16-17</u> | <u>CAFR FY 17-18</u> | <u>PROJECTED FY 18-19</u> |
|--------------------|--------------------------|--------------------------|-------------------------------|
| ■ Chgs for Service | \$13,605,851 | \$14,119,233 | \$13,970,000 |
| ■ Op Expenses | \$ 8,650,324 | \$ 9,611,666 | \$10,523,472 |
| ■ Transfers Out | \$ 808,000 | \$ 900,563 | \$ 1,043,561 |
| ■ Debt Service | <u>\$ 2,074,208</u> | <u>\$ 2,068,814</u> | <u>\$ 2,014,856</u> |
| | \$11,532,532 | \$12,581,043 | \$13,581,889 |
| Capital Expenses | \$ 5,654,700 | \$ 3,309,886 | \$ 2,584,592 |
| Working Capital | \$13,620,009 | \$15,835,079 | \$14,000,000 |

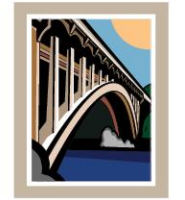
WASTEWATER ENTERPRISE FUND



CITY OF
FOLSOM

| | <u>CAFR FY 16-17</u> | <u>CAFR FY 17-18</u> | <u>PROJECTED FY 18-19</u> |
|--------------------|--------------------------|--------------------------|-------------------------------|
| ■ Chgs for Service | \$6,531,021 | \$6,780,004 | \$6,715,825 |
| ■ Op Expenses | \$3,693,972 | \$4,062,185 | \$4,304,607 |
| ■ Transfers Out | \$ 602,062 | \$ 715,717 | \$ 686,947 |
| ■ Debt Service | <u>\$ 0</u> | <u>\$ 0</u> | <u>\$ 0</u> |
| | \$4,296,034 | \$4,777,902 | \$4,991,554 |
| Capital Expenses | \$2,007,189 | \$2,109,190 | \$2,680,881 |
| Working Capital | \$8,306,100 | \$8,514,279 | \$8,500,000 |

SOLID WASTE ENTERPRISE FUND



CITY OF
FOLSOM

| | <u>CAFR FY 16-17</u> | <u>CAFR FY 17-18</u> | <u>PROJECTED FY 18-19</u> |
|--------------------|--------------------------|--------------------------|-------------------------------|
| ■ Chgs for Service | \$10,957,586 | \$10,840,441 | \$10,753,800 |
| ■ Op Expenses | \$ 8,214,835 | \$ 9,259,897 | \$ 9,531,118 |
| ■ Transfers Out | \$ 1,247,088 | \$ 1,254,469 | \$ 1,362,461 |
| ■ Debt Service | <u>\$ 0</u> | <u>\$ 0</u> | <u>\$ 0</u> |
| | \$ 9,461,923 | \$10,514,366 | \$10,893,579 |
| Capital Expense | \$ 916,387 | \$ 400,586 | \$ 1,093,082 |
| Working Capital | \$ 4,211,690 | \$ 5,040,745 | \$ 5,000,000 |

RISK MANAGEMENT

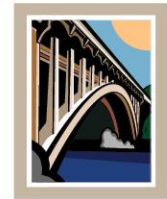
INTERNAL SERVICE FUND



CITY OF
FOLSOM

| | <u>CAFR</u> <u>FY 16-17</u> | <u>CAFR</u> <u>FY 17-18</u> | <u>PROJECTED</u> <u>FY 18-19</u> |
|--------------------------------|--|--|---|
| ■ Chgs for Service | \$16,285,553 | \$17,549,062 | \$17,589,287 |
| ■ Op Expenses | \$15,155,803 | \$16,401,551 | \$16,833,829 |
| ■ Unrestricted Net Position | \$ 6,362,618 | \$ 7,995,939 | \$ 8,751,397 |
| ■ Major Expense Categories | | | |
| • Act Emp Hlth | \$ 6,814,200 | \$ 7,072,540 | \$ 7,058,664 |
| • Retiree Health | \$ 4,008,065 | \$ 4,592,733 | \$ 4,426,439 |
| • Workers Comp | \$ 1,868,778 | \$ 2,028,983 | \$ 2,130,738 |
| • Liability Ins | \$ 1,548,330 | \$ 1,704,086 | \$ 1,798,574 |

COMPENSATED LEAVES INTERNAL SERVICE FUND



CITY OF
FOLSOM

| | <u>CAFR FY 16-17</u> | <u>CAFR FY 17-18</u> | <u>PROJECTED FY 18-19</u> |
|-------------------------|---------------------------------|---------------------------------|--------------------------------------|
| ■ Chgs for Ser | \$ 970,475 | \$ 837,799 | \$ 724,588 |
| ■ Leave time buy-out | \$ 912,220 | \$ 546,202 | \$ 550,000 |
| ■ Fund Balance | \$ 1,102,392 | \$ 1,410,900 | \$ 991,488 |

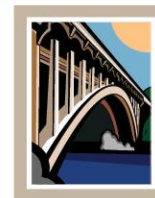
TRAIL GRANT FUND

SPECIAL REVENUE FUND



CITY OF
FOLSOM

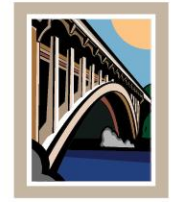
| | <u>CAFR FY 16-17</u> | <u>CAFR FY 17-18</u> | <u>PROJECTED FY 18-19</u> |
|----------------|--------------------------|--------------------------|-------------------------------|
| ■ Revenue | \$2,103,495 | \$2,737,183 | \$1,206,305 |
| ■ Transfers In | \$ 267,607 | \$ 40,063 | \$ 553,249 |
| ■ Expenses | \$2,521,133 | \$2,452,182 | \$1,898,092 |
| ■ Fund Balance | (\$ 1,118,873) | (\$ 793,809) | (\$1,257,411) |



CITY OF
FOLSOM

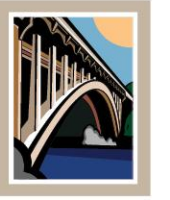
QUESTIONS / COMMENTS

TREE MITIGATION SPECIAL REVENUE FUND



CITY OF
FOLSOM

| | <u>CAFR FY 16-17</u> | <u>BUDGETED FY 17-18</u> | <u>PROJECTED FY 17-18</u> |
|----------------|--------------------------|------------------------------|-------------------------------|
| ▪ Revenue | \$ 91,871 | \$ 96,569 | \$ 190,974 |
| ▪ Expenses | \$ 92,051 | \$ 37,343 | \$ 113,027 |
| ▪ Fund Balance | \$ 660,709 | \$ 704,936 | \$ 782,883 |



CITY OF
FOLSOM