



CITY OF
FOLSOM
DISTINCTIVE BY NATURE

City of Folsom Quarterly Financial Report

Fiscal Year 2023-24 Third Quarter

June 11, 2024

**Prepared by the Office of Management and Budget
Financial Analysis and Reporting Division**

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Third Quarter Financial Report

Fiscal Year 2023-24



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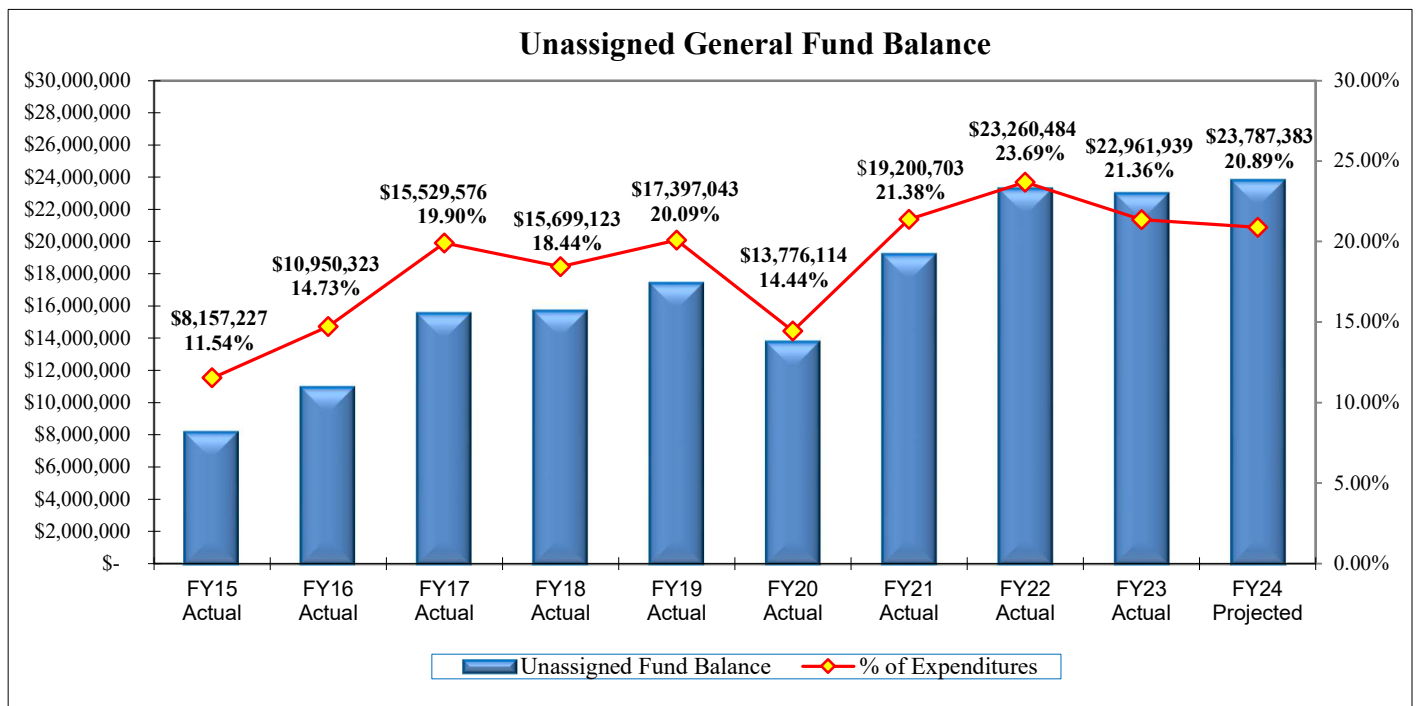
Introduction

This financial report provides an overview of the City’s unaudited financial position through the third quarter of Fiscal Year (FY) 2023-24 (July 1, 2023, through March 31, 2024) for (1) the General Fund, (2) Housing Special Revenue Fund and L&L Districts, (3) the major enterprise operating funds, and (4) the Risk Management Internal Service Fund. Notable cumulative third quarter to third quarter and budget to actual comparisons are included in this report in addition to year-end projections.

Executive Summary

The City’s audited General Fund unassigned fund balance at the end of FY 2022-23 was \$22.96 million, or 21.36% of expenditures.

As of the third quarter of FY 2023-24, the General Fund is projected to end the year with revenues at \$114.51 million and expenditures at \$113.86 million, resulting in an increase in unassigned fund balance of \$643,000 by the end of the fiscal year, falling short of the 1% contingency (\$1,070,000) that was budgeted and anticipated to roll to the unassigned fund balance to sustain the emergency reserve percentage as expenditures continue to grow. It’s important to note that these projections include \$1.46 million of ARPA expenditures and corresponding revenue. It is projected that the General Fund’s unassigned fund balance will increase from \$22.96 million to \$23.79 million by the fiscal year end, but will decrease from 21.36% to 20.89% as a percentage of expenditures. Below is a chart of the unassigned fund balance over the last ten years and displays the projected change from FY 2022-23 to FY 2023-24.



General Fund: Operating Revenues

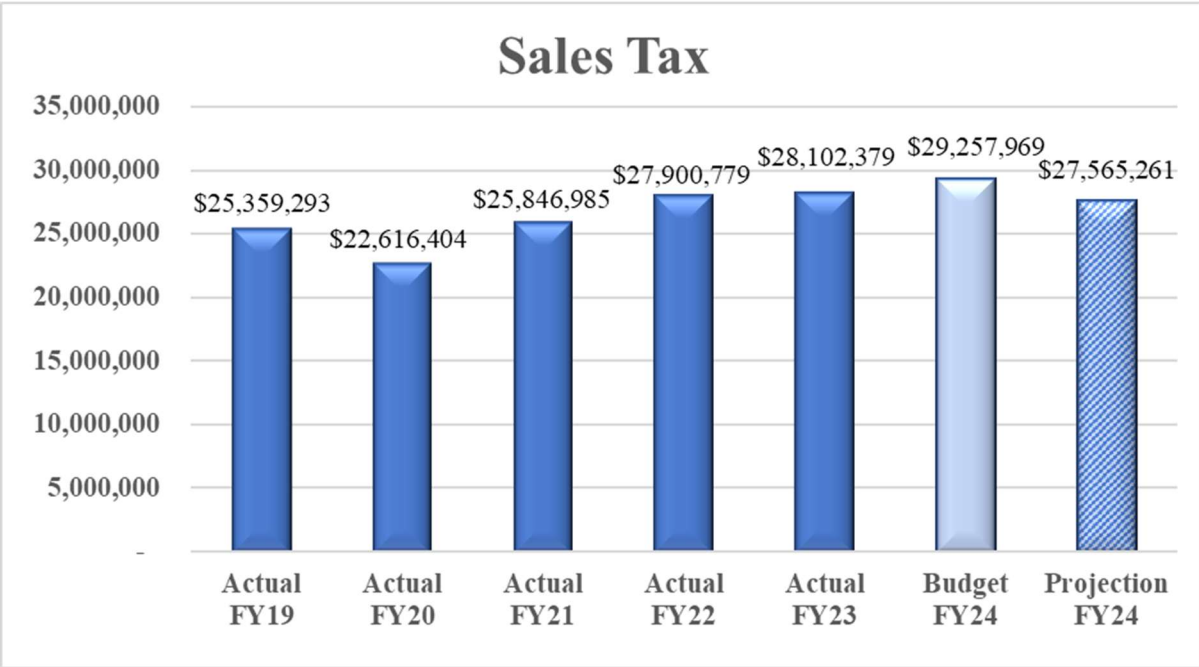
The following table includes cumulative revenue comparisons through the third quarter of FY 2022-23 and FY 2023-24 and a revenue budget comparison for FY 2023-24 with year-end projections.

	FY 22-23 Actual Mar. 31, 2023	FY 23-24 Actual Mar. 31, 2024	FY 23-24 Budget	FY 23-24 Projected	Over/Under Budget	% of Budget
Property Tax	\$ 18,441,933	\$ 20,102,962	\$ 40,094,946	\$ 40,094,946	\$ -	100%
Sales Tax	16,238,775	13,965,137	29,257,969	27,565,261	(1,692,708)	94%
Transient Occupancy Tax	1,186,429	871,750	2,375,000	2,375,000	-	100%
Charges for Services	11,361,275	11,361,712	12,438,834	14,985,629	2,546,795	120%
License, Permits & Intergov't	8,641,667	10,002,497	14,959,029	17,277,529	2,318,500	115%
Transfers In	3,825,369	4,267,239	7,484,724	7,484,724	-	100%
All Other	2,616,724	2,748,608	4,141,500	4,722,933	581,433	114%
Total Revenue	\$ 62,312,172	\$ 63,319,905	\$ 110,752,002	\$ 114,506,022	\$ 3,754,020	103.39%

General Fund operating revenues through the third quarter are \$63.3 million, which is 1.6% more than the same period in FY 2022-23. Revenues are at 57.2% of the budget through the third quarter of the current year, primarily due to the timing associated with receiving some of the larger revenue sources. For instance, property tax is the largest General Fund revenue source, but funding is received in two unequal installments, of which one has been received. The second installment will be received during the fourth quarter of the fiscal year.

The following is an explanation of the notable variances:

- Property tax revenues exceeded last year's cumulative third quarter by 9.01% or \$1.66 million. A comparison of home sales during the third quarter of FY 2023-24 and FY 2022-23 shows the number of homes sold increased by 8, or 1.74%. The average median sales price through the third quarter of FY 2023-24 was \$763,698, which is an increase of 4.1% over FY 2022-23. Property tax revenue for FY 2023-24 year-end is projected to meet the budgeted amount of \$40.1 million, an increase over the prior year of \$2.87 million or 7.71%.
- Sales tax revenues through the third quarter decreased from last year's cumulative third quarter by 14% or \$2.27 million. The most recent sales tax data shows the categories of food products and business to business transactions increasing while general retail, construction, and transportation experienced declines. Based on the latest sales tax forecast provided by the City's sales tax consultants, Avenu Insights, sales tax is trending to end the year below budget, at \$27.57 million. This would result in a decrease from the prior year's collections by \$537,000 or 1.91%. Below is a graph showing sales tax revenue for the current fiscal year (budget and year-end projection) and the past five fiscal years.



- Transient Occupancy Tax (TOT) collections are at \$872,000 through the third quarter and are projected to end the fiscal year at the budgeted amount of \$2.38 million.
- Charges for services, including Community Development building and engineering fees, Parks and Recreation user fees, and ambulance fees are at \$11.36 million through the third quarter and are projected to end the fiscal year at \$14.99 million. The Parks and Recreation charges through the third quarter were \$3.68 million and a comparison to the same quarter in the prior fiscal year shows an increase of \$319,000. Ambulance fee revenue through the third quarter was \$3.5 million and compared to the prior fiscal year this is an increase of \$53,000 or 1.53%, mostly due to new rates adopted by the City Council. The projection for ambulance fees at fiscal year-end is \$4.85 million. Community Development charges are at \$2.3 million through the third quarter and are currently projected to end the fiscal year at \$2.58 million or \$635,000 over budget. Compared to the prior fiscal year this would be a decrease of \$323,000 or 11.1%.
- License and permit fees and intergovernmental revenue increased \$1.36 million compared to the same quarter in the prior fiscal year and are projected to end the fiscal year at \$17.28 million (including \$1.46 million of ARPA funds) which would be an increase of \$2.32 million compared to the budget. \$1.75 million of the increase over budget is related to increased building permit revenue that is offset by increased Community Development contract expenses. \$497,000 is related to state grants that were received and spent but not included in the original budget.
- Miscellaneous revenues increased \$132,000 through the third quarter when compared to the same period in the prior fiscal year. This is mostly related to interest income, and roughly half is interest earned on restricted SPIF fee funds and is not available for general fund purposes.

General Fund: Department Operating Expenditures

The following table includes cumulative third quarter actual expenditure comparisons for FY 2022-23 and FY 2023-24 and an expenditure budget-to-actual comparison for FY 2023-24.

	FY 22-23 Actual Mar. 31, 2023	FY 23-24 Actual Mar. 31, 2024	FY 23-24 Budget	FY 23-24 Projected	Over/Under Budget	% of Budget
Salaries	\$ 32,285,515	\$ 34,307,917	\$ 47,758,143	\$ 45,993,067	\$ (1,765,076)	96.3%
Benefits	20,825,847	21,948,869	30,681,059	29,484,246	(1,196,813)	96.1%
O&M	21,907,532	22,391,888	28,041,033	33,513,233	5,472,201	119.5%
Capital Outlay	2,901,874	2,546,652	3,923,136	4,523,548	600,412	115.3%
Debt Service	349,393	130,347	348,631	348,631	-	100.0%
Total Expenditures	\$ 78,270,161	\$ 81,325,673	\$ 110,752,002	\$ 113,862,725	\$ 3,110,724	102.8%

Overall, cumulative third quarter General Fund expenditures increased 3.90% compared to the third quarter of the prior year and are coming in at 73.43% percent of the budget through the third quarter of FY 2023-24. Based on activity during the first three quarters of the year, the projection for the end of the fiscal year is for expenditures to be at \$113.86 million, which would be \$3.11 million or 2.81% over budget. The projected increase in expenditures is primarily due to increases in services and supplies such as utility costs, supply costs, emergency repair or replacement of equipment, and increased contracted service costs in Community Development covered by additional revenue.

The table below shows a comparison for FY 2022-23 and FY 2023-24 for each General Fund Department.

	FY 22-23 Actual Mar. 31, 2023	FY 23-24 Actual Mar. 31, 2024	FY 23-24 Budget	FY 23-24 Projected	Over/Under Budget	% of Budget
General Government	\$ 7,001,571	\$ 7,573,103	\$ 10,422,797	\$ 10,214,704	\$ (208,093)	98.0%
Police	19,614,491	20,643,255	27,467,097	27,525,833	58,737	100.2%
Fire	19,895,641	20,483,293	28,040,510	28,310,176	269,666	101.0%
Community Development	6,390,581	6,344,095	7,158,747	8,776,944	1,618,197	122.6%
Parks & Recreation	12,472,943	13,920,366	18,167,793	19,227,045	1,059,252	105.8%
Library	1,433,689	1,540,252	2,127,267	2,043,528	(83,739)	96.1%
Public Works	6,204,518	6,284,075	8,804,878	8,660,082	(144,796)	98.4%
Non-Departmental	5,256,727	4,537,234	8,562,913	9,104,413	541,500	106.3%
Total Expenditures	\$ 78,270,161	\$ 81,325,673	\$ 110,752,002	\$ 113,862,725	\$ 3,110,724	102.8%

The following is an explanation of significant variances of year-end projections as compared to the budget:

- The Parks & Recreation department, based on activity through the first three quarters of the year, is projected to end the fiscal year \$1.06 million (5.83%) over the budgeted amount. A portion of the projected expenditures over budget are related to prior year encumbrances and funding for those previously approved purchases was reserved in assigned fund balance in the prior year. Additional amounts over budget are mostly due to increases in categories such as utility costs, printing costs, credit cards service fees, supply costs, and emergency repairs or replacement of equipment. This increase is spread across most of the Parks and Recreation divisions and is partially offset by increased program revenues mentioned in the revenue section above. In addition, about \$263k of this increase is related to expenses for the approved ladder fuel grant and will be reimbursed.
- The Community Development department is projected to end the fiscal year \$1.62 million (22.6%) over the budgeted amount, which is due to increases in contracted service costs that are paid for by increased revenues in the Charges for Services and Licenses and Permits categories with the Community Development department.

Overall, General Fund departments' expenditures are trending at budget (in line with the 75% expectation) at this point in the fiscal year.

Enterprise Funds:

Water Fund

The Water Fund is reported on a combined basis and includes the following funds: Water Impact, Water Operating, Water Capital and Water Meters.

The table below includes cumulative second quarter actual revenue and expense comparisons for FY 2022-23 and FY 2023-24 and a budget to actual comparison for FY 2023-24 for the Water Operating Fund.

	FY 22-23 Actual Mar. 31, 2023	FY 23-24 Actual Mar. 31, 2024	FY 23-24 Budget	FY 23-24 Projected	Over/Under Budget	% of Budget
Program Revenues	\$ 13,143,310	\$ 14,227,098	\$ 19,278,300	\$ 19,988,300	\$ 710,000	103.7%
Salaries	2,462,160	2,580,600	3,785,497	3,674,909	(110,588)	97.1%
Benefits	1,757,820	1,826,952	2,588,958	2,667,306	78,348	103.0%
Operating Expenses	4,783,468	4,589,143	9,286,009	7,851,009	(1,435,000)	84.5%
Transfers Out	677,211	707,511	1,332,209	1,164,209	(168,000)	87.4%
Debt Service	8,792	8,888	1,842,428	1,842,428	-	100.0%
	<u>\$ 9,689,451</u>	<u>\$ 9,713,094</u>	<u>\$ 18,835,101</u>	<u>\$ 17,199,861</u>	<u>\$ (1,635,240)</u>	<u>91.32%</u>
Capital Expenses	\$ 2,630,113	\$ 1,142,653	\$ 16,146,174	\$ 3,846,174	\$ (12,300,000)	23.82%
Working Capital			\$ 24,721,208	\$ 23,663,473		

The Water Fund is projected to end the year with program revenues of \$19.99 million. Total operating expenses, including transfers out are projected to end the year at \$17.20 million, or 91.32% of budget. This reduction from budgeted amounts is mostly due to savings due to less expenditures in contractual services than anticipated. Total expenditures for capital projects are estimated to be \$3.85 million at year-end. The fund will end the year with projected working capital of \$23.66 million.

Wastewater Fund

The Wastewater Fund is reported on a combined basis and includes the Wastewater and Wastewater Capital Funds.

	FY 22-23 Actual Mar. 31, 2023	FY 23-24 Actual Mar. 31, 2024	FY 23-24 Budget	FY 23-24 Projected	Over/Under Budget	% of Budget
Program Revenues	\$ 9,480,429	\$ 10,069,640	\$ 11,963,700	\$ 13,058,100	\$ 1,094,400	109.15%
Salaries	1,308,166	1,384,123	1,979,351	2,140,000	160,649	108.12%
Benefits	995,714	1,007,198	1,435,294	1,575,839	140,545	109.79%
Operating Expenses	1,036,999	1,142,123	2,251,372	1,831,372	(420,000)	81.34%
Transfers Out	543,476	530,816	743,616	743,616	-	100.00%
Debt Service	-	-	-	-	-	-
	<u>\$ 3,884,355</u>	<u>\$ 4,064,260</u>	<u>\$ 6,409,633</u>	<u>\$ 6,290,827</u>	<u>\$ (118,806)</u>	<u>98.15%</u>
Capital Expenses	\$ 1,837,396	\$ 5,579,215	\$ 21,456,916	\$ 10,956,916	\$ (10,500,000)	51.06%
Working Capital			\$ 21,768,416	\$ 17,578,773		

The Wastewater Fund is projected to end the year with program revenues of \$13.06 million. Total operating expenses, including transfers out, are projected to end the year at \$6.29 million, or 98.15% of budget. This reduction from budgeted amounts is mostly due to less expenses in supplies and contracts than anticipated. Total expenditures for capital projects are estimated to be \$10.96 million at year-end. The fund will end the year with projected working capital of \$17.58 million.

Solid Waste Fund

The Solid Waste Fund is reported on a combined basis and includes the Solid Waste Operating, Solid Waste Capital, and Solid Waste Plan Area Capital.

	FY 22-23 Actual Mar. 31, 2023	FY 23-24 Actual Mar. 31, 2024	FY 23-24 Budget	FY 23-24 Projected	Over/Under Budget	% of Budget
Program Revenues	\$ 19,135,932	\$ 22,325,665	\$ 25,973,000	\$ 27,578,000	\$ 1,605,000	106.2%
Salaries	2,941,451	3,205,379	4,731,876	4,565,517	(166,359)	96.5%
Benefits	2,327,586	2,460,154	3,512,580	3,578,088	65,508	101.9%
Operating Expenses	6,680,799	6,311,922	9,702,783	9,064,283	(638,500)	93.4%
Transfers Out	1,228,850	1,215,072	1,663,916	1,663,916	-	100.0%
Debt Service	-	-	-	-	-	0.0%
	<u>\$ 13,178,686</u>	<u>\$ 13,192,527</u>	<u>\$ 19,611,155</u>	<u>\$ 18,871,804</u>	<u>\$ (739,351)</u>	<u>96.2%</u>
Capital Expenses	\$ 801,803	\$ 6,301,404	\$ 9,760,616	\$ 9,760,616	\$ -	100.0%
Working Capital			\$ 15,103,688	\$ 14,049,268		

The Solid Waste Fund is projected to end the year with program revenues of \$27.58 million. Total operating expenses, including transfers out, are projected to end the year at \$18.87 million, or 96.2% of budget. This reduction from budgeted amounts is mostly due to vacant positions for part of the fiscal year. Total expenditures for capital outlay costs are estimated to be \$9.76 million at year-end. The fund will end the year with projected working capital of \$14.05 million.

Other Funds

City Housing Fund

The City Housing Fund as of March 31, 2024 had a cash balance of \$16,494,396.

Risk Management Internal Service Fund

The Risk Management Fund captures the activity associated with employee and retiree health, dental and vision insurance, workers' compensation, and liability insurance expense.

As of March 31, 2024, the City has paid \$5.74 million for health, vision, and dental insurance for active employees and \$3.42 million for retired employees and \$2.07 million for workers' compensation. Liability insurance payments were \$4.34 million. The total expenditures for FY 2023-24 are projected at \$21.01 million, which is an increase from the prior fiscal year of \$1.21 million, which is mostly seen in health insurance and liability insurance costs.

The projected ending unrestricted net position is \$4.04 million, a \$650,000 decrease from FY 2022-23.

Lighting and Landscape Funds

There are 30 Lighting and Landscape (L&L) Districts in the City of Folsom. Each District has its own budget and maintenance requirements to maintain various types of assets ranging from shrub beds, mini parks, walls, fences, monument signs, streetlights, bollards, landscape lighting, irrigation systems, artwork, a waterfall, walkways/trails, open space, trees, and electrical services.

Below is a summary list of the main projects or activities that occurred in our L&L Districts during January, February and March 2024:

District	Project	Date	Cost
Briggs Ranch	Fence Replacements	3/5/2024	\$11,036.44
Blue Ravine Oaks	Soundwall Repair	3/25/2024	\$19,889.03
American River Canyon North	Fence Replacements	3/1/2024	\$20,673.20
Folsom Heights	Ladder Fuel Removal	1/8/2024	\$44,488.01
Steeplechase	Tree Removals	3/27/2024	\$5,750.00

Other activities that have taken place in the L&L's this quarter include:

- Multiple tree removals and replacements due to storm damage.
- Over 115 streetlight repairs, including several pole replacements.
- Appointed new committee member to the Landscaping and Lighting District Advisory Committee (Lake Natoma Shores, Mary Johnson).

Plan Area Impact Fees

Total Plan Area Impact Fees received through the third quarter of FY 2024-25 were \$14.53 million. Expenditures during the third quarter totaled approximately \$10.27 million in all Plan Area Impact Fee funds. Expenditures were for Fire Station 34 construction, Prospector Park construction, reimbursement for the Russell Ranch Bike Trail, and purchase of three Solid Waste Collection Vehicles.

APPENDIX A

**City of Folsom, California
Combined General Fund**

**Revenue and Expense Statement
Quarter Ended March 31, 2024**

	FY 2023	FY 2024	FY 2023	FY 2024	FY24 Forecast	VARIANCE		VARIANCE	
	As of 3/31/2023	As of 3/31/2024	ACTUAL	BUDGET	As of 3/31/2024	Forecast vs Budget	%	Acutal vs Budget	%
						\$	%	\$	%
REVENUES:									
Taxes:									
Property	\$ 18,441,933	\$ 20,102,962	\$ 37,224,284	\$ 40,094,946	\$ 40,094,946	\$ -	100%	\$ (19,991,984)	50%
Sales And Use	16,238,775	13,965,137	28,102,378	29,257,969	27,565,261	(1,692,708)	94%	(15,292,832)	48%
Transient Occupancy	1,186,429	871,750	2,496,365	2,375,000	2,375,000	-	100%	(1,503,250)	37%
Real Property Transfer	641,565	348,891	1,027,125	900,000	697,782	(202,218)	78%	(551,109)	39%
Franchise Fees	3,224	2,828	831,235	817,000	817,000	-	100%	(814,172)	0%
Other	592,313	410,442	1,236,529	1,187,500	1,187,500	-	100%	(777,058)	35%
Licenses And Permits	3,098,550	4,093,458	3,944,073	3,293,325	5,108,325	1,815,000	155%	800,133	124%
Intergovernmental	5,543,117	5,909,039	12,665,805	11,665,704	12,169,204	503,500	104%	(5,756,665)	51%
Charges For Current Services	11,361,275	11,361,712	15,423,489	12,438,834	14,985,629	2,546,795	120%	(1,077,122)	91%
Fines And Forfeitures	53,773	131,325	134,751	106,000	186,000	80,000	175%	25,325	124%
Interest	693,484	1,090,051	894,693	250,000	768,651	518,651	307%	840,051	436%
Miscellaneous	632,364	765,071	1,242,559	881,000	1,066,000	185,000	121%	(115,929)	87%
Operating Transfers In	3,825,369	4,267,239	6,134,877	7,484,724	7,484,724	-	100%	(3,217,485)	57%
TOTAL REVENUES	62,312,172	63,319,905	111,358,164	110,752,002	114,506,022	3,754,020	103.39%	(47,432,097)	57%
EXPENDITURES:									
Current Operating:									
General Government	\$ 7,001,572	\$ 7,573,103	\$ 9,558,104	\$ 10,422,797	\$ 10,214,703	\$ (208,094)	98%	\$ 2,849,694	73%
Public Safety	39,510,132	41,126,548	51,880,001	55,507,607	55,836,009	328,403	101%	14,381,059	74%
Public Ways and Facilities	6,204,518	6,284,075	8,308,069	8,804,878	8,660,082	(144,796)	98%	2,520,803	71%
Community Services	6,390,581	6,344,095	9,175,090	7,158,747	8,776,944	1,618,197	123%	814,652	89%
Culture and Recreation	13,906,632	15,460,618	21,003,260	20,295,060	21,270,573	975,513	105%	4,834,442	76%
Non-Departmental	5,256,727	4,537,234	7,588,332	8,462,913	9,004,413	541,500	106%	3,925,679	54%
Operating Transfers Out	-	-	-	100,000	100,000	-	100%	100,000	0%
TOTAL EXPENDITURES	78,270,161	81,325,673	107,512,855	110,752,002	113,862,725	3,110,724	102.8%	29,426,329	73%
APPROPRIATION OF FUND BALANCE	(15,957,989)	(18,005,768)	3,845,309	-	643,296				
FUND BALANCE, JULY 1	26,919,048	30,764,357	26,919,048	30,764,357	30,764,357				
FUND BALANCE	10,961,059	12,758,590	30,764,357	30,764,357	31,407,654				
NONSPENDABLE FUND BALANCE	(222,349)	(1,356,572)	(1,507,764)	1,356,572	(1,356,572)				
RESTRICTED FUND BALANCE	-	-	-	-	-				
COMMITTED FUND BALANCE	-	-	-	-	-				
ASSIGNED FUND BALANCE	(2,322,821)	(6,263,698)	(6,294,654)	-	(6,263,698)				
UNRESTRICTED FUND BALANCE	\$ 8,415,889	\$ 5,138,320	\$ 22,961,939	\$ 32,120,930	\$ 23,787,383				

APPENDIX B

City of Folsom, California

Expenditure Summary - General Fund Departments Quarter Ended March 31, 2024

	FY 2023		FY 2024		FY24 Forecast		VARIANCE		VARIANCE	
	As of		As of		As of		Forecast vs Budget		Actual vs. Budget	
	3/31/2023	3/31/2024	FY 2023 ACTUAL	FY 2024 BUDGET	3/31/2024	\$	%	\$	%	
EXPENDITURES:										
City Council	\$ 81,241	\$ 87,678	118,539	\$ 117,437	\$ 117,748	\$ 311	100.26%	\$ (29,759)	75%	
City Manager	880,002	935,004	1,207,940	1,256,732	1,268,370	11,638	100.93%	(321,728)	74%	
City Clerk	532,883	471,303	694,280	681,049	649,088	(31,961)	95.31%	(209,746)	69%	
Office of Mgmt & Budget	4,077,234	4,555,890	5,556,187	6,246,759	6,108,456	(138,303)	97.79%	(1,690,869)	73%	
City Attorney	963,474	907,185	1,307,443	1,234,309	1,240,577	6,268	100.51%	(327,124)	73%	
Human Resources	466,738	616,044	673,714	886,511	830,464	(56,047)	93.68%	(270,467)	69%	
Police	19,614,491	20,643,255	26,259,847	27,467,097	27,525,833	58,737	100.21%	(6,823,841)	75%	
Fire	19,895,641	20,483,293	25,620,154	28,040,510	28,310,176	269,666	100.96%	(7,557,217)	73%	
Community Development	6,390,581	6,344,095	9,175,090	7,158,747	8,776,944	1,618,197	122.60%	(814,652)	89%	
Parks & Recreation	12,472,943	13,920,366	18,810,497	18,167,793	19,227,045	1,059,252	105.83%	(4,247,427)	77%	
Library	1,433,689	1,540,252	2,192,763	2,127,267	2,043,528	(83,739)	96.06%	(587,015)	72%	
Public Works	6,204,518	6,284,075	8,308,069	8,804,878	8,660,082	(144,796)	98.36%	(2,520,803)	71%	
Other	-	-	-	-	-	-	-	-	-	
Non Departmental	5,256,727	4,537,234	7,588,332	8,462,913	9,004,413	541,500	106.40%	(3,925,679)	54%	
Operating Transfers Out	-	-	-	100,000	100,000	-	100.00%	(100,000)	0%	
TOTAL EXPENDITURES:	<u>\$ 78,270,161</u>	<u>\$ 81,325,673</u>	<u>\$ 107,512,855</u>	<u>\$ 110,752,002</u>	<u>\$ 113,862,725</u>	<u>\$ 3,110,724</u>	102.81%	<u>\$ (29,426,329)</u>	73%	

APPENDIX C

**City of Folsom, California
Housing Fund**

Revenue and Expense Statement
Quarter Ended March 31, 2024

	FY 2024	FY 2023	FY 2024	FY24 Forecast	VARIANCE		VARIANCE	
	As of 3/31/2024	ACTUAL	BUDGET	As of 3/31/2024	Forecast vs Budget \$	%	Actual vs Budget \$	%
REVENUES:								
Taxes	\$ -	\$ -	\$ -	\$ -	\$ -		\$ -	
Intergovernmental	-	-	-	-	-		-	
Charges for Current Services	14,378	14,730	20,000	20,000	-	100%	(5,622)	72%
Impact Fee Revenue	4,397,883	4,176,929	300,000	5,800,000	5,500,000	1933%	4,097,883	1466%
Interest Revenue	267,756	385,276	250,000	300,000	50,000	120%	17,756	107%
Other Revenue	-	(129,762)	496,105	496,105	-	100%	(496,105)	0%
Operating Transfers In	-	-	-	-	-		-	
TOTAL REVENUES	4,680,017	4,447,173	1,066,105	6,616,105	5,550,000	621%	3,613,912	439%
EXPENDITURES:								
Salary & Benefits	\$ -	\$ -	\$ -	\$ -	\$ -		\$ -	
Services & Supplies	-	-	-	-	-		-	
Contracts	349,537	75,909	575,000	575,000	-	100%	225,463	61%
Insurance	-	-	-	-	-		-	
Other Operating Expenses	1,000	12,509	40,300	4,000	(36,300)	10%	39,300	2%
Capital Outlay	-	-	-	-	-		-	
Extroardinary Loss on Dissolution of RDAs	-	-	-	-	-		-	
Operating Transfers Out	8,327	115,529	11,102	11,102	-	100%	2,775	75%
TOTAL EXPENDITURES	358,864	203,947	626,402	590,102	36,300	94%	267,538	57%
APPROPRIATION OF FUND BALANCE	4,321,153	4,243,226	439,703	6,026,003				
FUND BALANCE, JULY 1	42,032,267	37,789,041	42,032,267	42,032,267				
FUND BALANCE	\$ 46,353,420	\$ 42,032,267	\$ 42,471,970	\$ 48,058,270				
NONSPENDABLE FUND BALANCE	(29,710,715)	(30,574,821)	(42,471,970)	(48,058,270)				
RESTRICTED FUND BALANCE	-	-	-	-				
COMMITTED FUND BALANCE								
ASSIGNED FUND BALANCE								
UNRESTRICTED FUND BALANCE (DEFICIT)	\$ 16,642,705	\$ 11,457,446	\$ -	\$ -				

APPENDIX D

**City of Folsom, California
Lighting and Landscaping Districts**

Revenue and Expenditure Statement
Quarter Ended March 31, 2024

	Fund 204	Fund 205	Fund 207	Fund 208	Fund 209	Fund 210	Fund 212	Fund 213	Fund 214	Fund215	Fund 231	Fund 232	Fund 234
	Los Cerros	Briggs Ranch	Natoma Station	Folsom Heights	Broadstone Unit 3	Broadstone	Hannaford Cross	Lake Natoma Shores	Cobble Hills Reflect	Prairie Oaks #2	Sierra Estates	Natoma Valley	Cobble Ridge
Revenues:													
Special Assessment	22,673	46,425	90,909	11,595	18,345	216,728	10,530	12,898	24,767	169,593	6,146	38,997	7,840
Interest	3,703	-	-	1,378	755	4,598	-	2,724	-	7,114	551	7,903	3,808
Other Revenue	-	-	-	-	540	270	-	-	-	-	-	-	-
Total Revenue	\$ 26,376	\$ 46,425	\$ 90,909	\$ 12,973	\$ 19,640	\$ 221,596	\$ 10,530	\$ 15,622	\$ 24,767	\$ 176,707	\$ 6,697	\$ 46,900	\$ 11,648
Expenditures:													
Communications	-	-	1,271	6	-	-	-	-	-	-	-	-	-
Utilities	9,857	15,656	50,641	7,539	1,401	128,718	3,968	3,482	10,149	-	1,012	2,716	1,319
Contracts	4,623	11,400	25,557	1,034	517	42,287	3,937	3,250	7,968	517	1,963	6,682	1,878
Maintenance	24,885	51,699	81,982	1,328	9,237	-	11,997	13,099	23,241	291,901	10,720	35,558	5,292
Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfers Out	909	1,742	4,061	351	586	3,756	383	368	1,069	902	131	962	231
Total Expenditures	\$ 40,274	\$ 80,497	\$ 163,512	\$ 10,258	\$ 11,741	\$ 174,761	\$ 20,285	\$ 20,199	\$ 42,427	\$ 293,320	\$ 13,826	\$ 45,918	\$ 8,720

APPENDIX D

**City of Folsom, California
Lighting and Landscaping Districts**

Revenue and Expenditure Statement
Quarter Ended March 31, 2024

	Fund 236	Fund 237	Fund 249	Fund 250	Fund 251	Fund 252	Fund 253	Fund 260	Fund 262	Fund 266	Fund 267	Fund 270
	Praire Oaks Ranch	Silverbrook	Willow Creek East	Blue Ravine Oaks	Steeplechase	Willow Creek So.	Am River Canyon No.	Willow Springs	Willow Sprgs CFD#11	Broadstone 3 CFD #12	ARC No.2 CFD #13	ARC No. 2
Revenues:												
Special Assessment	109,989	11,388	33,663	6,715	13,741	89,778	58,115	8,015	23,858	322,290	66,323	4,907
Interest	-	2,559	-	4,383	1,351	15,438	13	327	7,192	40,702	341	5,707
Other Revenue	270	-	-	-	-	-	-	-	-	8,342	-	-
Total Revenue	\$ 110,259	\$ 13,947	\$ 33,663	\$ 11,098	\$ 15,092	\$ 105,216	\$ 58,128	\$ 8,342	\$ 31,050	\$ 371,334	\$ 66,664	\$ 10,614
Expenditures:												
Communications	-	-	-	6	-	-	-	-	-	-	-	-
Utilities	57,700	636	16,590	10,415	4,511	56,354	43,782	4,750	13,913	67,205	18,395	258
Contracts	45,718	1,963	517	517	4,119	5,086	517	517	10,217	51,765	20,060	517
Maintenance	27,393	4,080	4,995	522	8,940	74,854	129,922	2,435	110,630	292,658	61,305	1,778
Supplies	-	-	-	-	-	-	-	-	-	-	-	-
Transfers Out	4,758	227	849	486	523	3,899	2,576	247	2,586	12,089	1,659	285
Total Expenditures	\$ 135,569	\$ 6,906	\$ 22,951	\$ 11,946	\$ 18,093	\$ 140,193	\$ 176,797	\$ 7,949	\$ 137,346	\$ 423,717	\$ 101,419	\$ 2,838

APPENDIX D

**City of Folsom, California
Lighting and Landscaping Districts**

Revenue and Expenditure Statement
Quarter Ended March 31, 2024

	Fund 271	Fund 275	Fund 278	Fund 281	Fund 282	Fund 283	Fund 284	Fund 285	Fund 288	Fund 289	Fund 291	Fund 293	
	Residences At ARC	ARC North #3	Blue Ravine Oaks No. 2	Folsom Hts #2	Broadstone #4	Islands CFD #16	Willow Creek Estates #2	Prospect Ridge	Maint Dist CFD #18	Maint Dist CFD #19	Maint Dist CFD #23 A1	Maint Dist CFD #23 IA3	TOTAL
Revenues:													
Special Assessment	15,659	138,187	-	34,315	53,418	-	44,761	22,199	-	-	-	-	1,734,767
Interest	1,283	34,201	4,421	8,413	-	19,026	2,169	1,075	56,044	21,661	6,724	5,625	271,189
Other Revenue	-	-	-	33,213	-	-	-	-	-	-	-	-	42,635
Total Revenue	\$ 16,942	\$ 172,388	\$ 4,421	\$ 75,941	\$ 53,418	\$ 19,026	\$ 46,930	\$ 23,274	\$ 56,044	\$ 21,661	\$ 6,724	\$ 5,625	\$ 2,048,591
Expenditures:													
Communications	-	6	-	-	-	-	-	-	-	-	-	-	1,289
Utilities	3,318	1,541	-	-	-	7,999	-	1,356	114,587	7,382	2,303	-	669,453
Contracts	4,114	12,618	4,165	4,418	6,354	10,596	11,447	5,019	73,820	689	7,646	-	394,012
Maintenance	8,952	66,830	21,752	99,773	214,204	56,662	37,038	9,940	274,195	18,862	6,094	-	2,094,753
Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfers Out	455	3,005	645	1,112	4,872	1,977	2,293	482	8,609	1,064	198	-	70,347
Total Expenditures	\$ 16,839	\$ 84,000	\$ 26,562	\$ 105,303	\$ 225,430	\$ 77,234	\$ 50,778	\$ 16,797	\$ 471,211	\$ 27,997	\$ 16,241	\$ -	\$ 3,229,854

APPENDIX E

**City of Folsom, California
Combined Water Funds*
Revenue and Expense Statement
Quarter Ended March 31, 2024**

	FY 2023	FY 2024	FY 2023 ACTUAL	FY 2024 BUDGET	FY24 Forecast	VARIANCE		VARIANCE	
	As of	As of			As of	Forecast vs Budget		Actual vs Budget	
	3/31/2023	3/31/2024			3/31/2024	\$	%	\$	%
OPERATING REVENUES:									
Charges For Services	13,143,310	14,227,098	19,763,490	19,278,300	19,988,300	710,000	104%	(5,051,202)	74%
TOTAL OPERATING REVENUES	13,143,310	14,227,098	19,763,490	19,278,300	19,988,300	710,000	104%	(5,051,202)	74%
OPERATING EXPENSES:									
Salaries	2,462,160	2,580,600	3,302,101	3,785,497	3,674,909	(110,588)	97%	(1,204,897)	68%
Benefits	1,757,820	1,826,952	2,692,580	2,588,958	2,667,306	78,348	103%	(762,006)	71%
Utilities	636,546	586,178	985,271	912,500	912,500	-	100%	(326,322)	64%
Supplies	1,023,759	973,286	1,401,651	1,703,100	1,603,100	(100,000)	94%	(729,814)	57%
Maintenance and Operation	743,941	705,659	822,075	1,102,430	1,057,430	(45,000)	96%	(396,771)	64%
Contractual Services	1,606,709	1,407,545	2,079,114	3,949,965	2,959,965	(990,000)	75%	(2,542,420)	36%
Depreciation	3,487,170	-	4,791,075	-	-	-	-	-	-
Other Operating Expenses	772,513	916,475	941,038	1,618,014	1,318,014	(300,000)	81%	(701,539)	57%
TOTAL OPERATING EXPENSES	12,490,618	8,996,695	17,014,906	15,660,464	14,193,224	(1,467,240)	91%	(6,663,769)	57%
OPERATING INCOME	652,692	5,230,403	2,748,584	3,617,836	5,795,076		160%	(3,493,924)	
NONOPERATING REVENUE (EXPENSES):									
Impact Fees	298,196	643,678	353,900	252,510	677,510	425,000	268%	391,168	255%
Other	99,472	169,855	5,605,847	14,616,908	5,768,866	(8,848,042)	39%	(14,447,054)	1%
Investment Income	486,152	894,524	654,734	365,000	1,185,000	820,000	325%	529,524	245%
Intergovernmental	6,756	-	15,256	-	-	-	-	-	-
Proceeds of Financing	-	-	-	-	-	-	-	-	-
Debt Service Expense	(8,792)	(8,888)	(437,148)	(1,842,428)	(1,842,428)	-	100%	1,833,540	0%
Other Reimbursements	-	-	-	-	-	-	-	-	-
Capital Outlay - Projects	(2,630,113)	(1,142,653)	(54,883)	(16,146,174)	(3,846,174)	12,300,000	24%	15,003,521	7%
TOTAL NONOPERATING REVENUE (EXPENSE)	(1,748,329)	556,515	6,137,706	(2,754,184)	1,942,774	4,696,958	-71%	3,310,699	-20%
INCOME (LOSS) BEFORE CAPITAL CONTRIBUTIONS AND TRANSFERS	(1,095,637)	5,786,918	8,886,290	863,652	7,737,850				
CAPITAL CONTRIBUTIONS AND TRANSFERS:									
Transfers In	-	75,557	207,763	468,557	468,557	-	100%	(393,000)	16%
Transfers Out	(677,211)	(707,511)	(1,111,334)	(1,332,209)	(1,164,209)	(168,000)	87%	624,698	53%
TOTAL CAPITAL CONTRIBUTIONS AND TRANSFERS	(677,211)	(631,954)	(903,571)	(863,652)	(695,652)				
CHANGE IN NET ASSETS	(1,772,848)	5,154,964	7,982,719	-	7,042,198				
NET ASSETS, JULY 1	112,989,848	120,972,567	112,989,848	120,972,567	120,972,567				
NET ASSETS	111,217,000	126,127,531	120,972,567	120,972,567	128,014,765				
RESTRICTED NET ASSETS	(2,151,992)	(4,028,602)	(1,789,908)	(4,028,602)	(4,028,602)				
UNRESTRICTED NET ASSETS	\$ 109,065,008	\$ 122,098,929	\$ 119,182,659	\$ 116,943,965	\$ 123,986,163				

* Includes the following funds: Water Impact Fee, Water Operating, Water Capital and Water Meters
Prior year includes prior period adjustment for GASB 68

APPENDIX F

**City of Folsom, California
 Combined Wastewater Funds*
 Revenue and Expense Statement
 Quarter Ended March 31, 2024**

	FY 2023	FY 2024	FY 2023	FY 2024	FY24 Forecast	VARIANCE		VARIANCE	
	As of 3/31/2023	As of 3/31/2024	ACTUAL	BUDGET	As of 3/31/2024	Forecast vs Budget \$	%	Actual vs Budget \$	%
OPERATING REVENUES:									
Charges For Services	9,430,029	10,024,840	11,631,677	11,896,500	12,996,500	1,100,000	109%	(1,871,660)	84%
Prison Services	50,400	44,800	67,200	67,200	61,600	(5,600)	92%	(22,400)	67%
TOTAL OPERATING REVENUES	9,480,429	10,069,640	11,698,877	11,963,700	13,058,100	1,094,400	109%	(1,894,060)	84%
OPERATING EXPENSES:									
Salaries	1,308,166	1,384,123	1,738,619	1,979,351	2,140,000	160,649	108%	(595,228)	70%
Benefits	995,714	1,007,198	1,495,264	1,435,294	1,575,839	140,545	110%	(428,096)	70%
Utilities	69,077	61,279	109,956	95,000	95,000	-	100%	(33,721)	65%
Supplies	262,858	228,532	336,500	535,512	385,512	(150,000)	72%	(306,980)	43%
Maintenance and Operation	177,240	210,790	228,565	298,190	318,190	20,000	107%	(87,400)	71%
Contractual Services	241,636	328,308	331,313	838,194	573,194	(265,000)	68%	(509,886)	39%
Depreciation	1,693,353	-	2,279,803	-	-	-	-	-	-
Other Operating Expenses	286,187	313,214	344,557	484,476	459,476	(25,000)	95%	(171,262)	65%
TOTAL OPERATING EXPENSES	5,034,232	3,533,445	6,864,577	5,666,017	5,547,211	(118,806)	98%	(2,132,572)	62%
OPERATING INCOME (LOSS)	4,446,197	6,536,195	4,834,300	6,297,683	7,510,889		119%		
NONOPERATING REVENUE (EXPENSES):									
Impact Fees	164,052	54,137	219,485	79,950	59,950	(20,000)	75%	(1,500,787)	67.7%
Investment Income	432,086	763,105	426,409	215,000	1,012,000	797,000	471%	(25,813)	355%
Other	10,897	52,018	3,499,935	18,192,819	4,171,832	(14,020,987)	23%	548,105	0%
Debt Service	-	-	(486)	-	-	-	-	-	-
Capital Outlay - Projects	(1,837,396)	(5,579,215)	39,460	(21,456,916)	(10,956,916)	10,500,000	51%	(18,140,802)	0%
TOTAL NONOPERATING REVENUE (EXPENSE)	(1,230,360)	(4,709,956)	4,184,803	(2,969,147)	(5,713,134)	(2,743,987)	192%	(1,740,809)	159%
INCOME (LOSS) BEFORE CAPITAL CONTRIBUTIONS AND TRANSFERS	3,215,837	1,826,239	9,019,103	3,328,536	1,797,755				
CAPITAL CONTRIBUTIONS AND TRANSFERS:									
Transfers In	-	-	101,100	-	-	-	-	-	-
Transfers Out	(543,476)	(530,816)	(725,258)	(743,616)	(743,616)	-	0%	(212,800)	249%
TOTAL CAPITAL CONTRIBUTIONS AND TRANSFERS	(543,476)	(530,816)	(624,158)	(743,616)	(743,616)				
CHANGE IN NET ASSETS	2,672,361	1,295,423	8,394,945	2,584,920	1,054,139				
NET ASSETS, JULY 1	70,888,708	79,283,653	70,888,708	79,283,653	79,283,653				
NET ASSETS	73,561,068	80,579,076	79,283,653	81,868,573	80,337,792				
RESTRICTED NET ASSETS	(2,850,819)	(312,152)	(11,416,040)	(312,152)	(312,152)				
UNRESTRICTED NET ASSETS	\$ 70,710,250	\$ 80,266,924	\$ 67,867,613	\$ 81,556,421	\$ 80,025,640				

* Includes the following funds: Sewer Operating and Sewer Capital
 Prior year includes prior period adjustment for GASB 68

APPENDIX G

**City of Folsom, California
Combined Solid Waste Funds*
Revenue and Expense Statement
Quarter Ended March 31, 2024**

	FY 2023	FY 2024	FY 2023	FY 2024	FY24 Forecast	VARIANCE		VARIANCE	
	As of 3/31/2023	As of 3/31/2024	ACTUAL	BUDGET	As of 3/31/2024	Forecast vs Budget \$	%	Actual vs Budget \$	%
OPERATING REVENUES:									
Charges For Services	19,135,932	22,325,665	23,949,088	25,973,000	27,578,000	1,605,000	106%	(3,647,335)	86%
TOTAL OPERATING REVENUES	19,135,932	22,325,665	23,949,088	25,973,000	27,578,000	1,605,000	106%	(3,647,335)	86%
OPERATING EXPENSES:									
Salaries	2,941,451	3,205,379	3,912,798	4,731,876	4,565,517	(166,359)	96%	(1,526,497)	68%
Benefits	2,327,586	2,460,154	3,358,053	3,512,580	3,578,088	65,508	102%	(1,052,426)	70%
Utilities	33,644	35,457	46,542	48,500	48,500	-	100%	(13,043)	73%
Supplies	1,600,079	974,403	1,924,591	2,008,868	1,620,368	(388,500)	81%	(1,034,465)	49%
Maintenance and Operation	960,815	1,000,005	1,284,290	944,533	1,344,533	400,000	142%	55,472	106%
Contractual Services	3,529,229	3,691,246	5,267,427	5,766,084	5,266,084	(500,000)	91%	(2,074,838)	64%
Depreciation	654,815	-	1,037,047	-	-	-	-	-	-
Other Operating Expenses	557,033	610,810	707,601	934,798	784,798	(150,000)	84%	(323,988)	65%
TOTAL OPERATING EXPENSES	12,604,651	11,977,455	17,538,349	17,947,239	17,207,888	(739,351)	96%	(5,969,784)	67%
OPERATING INCOME (LOSS)	6,531,281	10,348,210	6,410,739	8,025,761	10,370,112				
NONOPERATING REVENUE (EXPENSE):									
Impact Fees	288,145	433,809	573,568	526,066	586,066	60,000	111.4%	(627,196)	82%
Investment Income	271,618	536,306	242,789	138,000	695,300	557,300	504%	398,306	389%
Intergovernmental Revenues	40,474	-	121,546	120,415	35,415	(85,000)	29%	(120,415)	0%
Other	226,881	379,354	311,488	10,996,790	516,047	(10,480,743)	5%	(10,617,436)	3%
Debt Service-Expense	-	-	(2,367)	-	-	-	-	-	-
Capital Outlay	(801,803)	(6,301,404)	19,984	(9,760,616)	(9,760,616)	-	100%	3,459,212	65%
TOTAL NONOPERATING REVENUE (EXPENSE)	25,316	(4,951,935)	1,267,008	2,020,655	(7,927,788)	(9,948,443)	-392%	(6,972,590)	-245%
INCOME (LOSS) BEFORE CAPITAL CONTRIBUTIONS AND TRANSFERS	6,556,596	5,396,275	7,677,747	10,046,416	2,442,324				
CAPITAL CONTRIBUTIONS AND TRANSFERS:									
Transfers In	-	-	-	-	-	-	-	-	-
Transfers Out	(1,228,850)	(1,215,072)	(1,639,216)	(1,663,916)	(1,663,916)	-	0%	448,844	-271%
TOTAL CAPITAL CONTRIBUTIONS AND TRANSFERS	(1,228,850)	(1,215,072)	(1,639,216)	(1,663,916)	(1,663,916)				
CHANGE IN NET ASSETS	5,327,746	4,181,203	6,038,531	8,382,500	778,408				
NET ASSETS, JULY 1	1,003,668	7,042,199	1,003,668	7,042,199	7,042,199				
NET ASSETS	6,331,414	11,223,401	7,042,199	15,424,699	7,820,607				
RESTRICTED NET ASSETS	(7,136,102)	(2,899,717)	(7,214,754)	(2,899,717)	(2,899,717)				
UNRESTRICTED NET ASSETS	\$ (804,688)	\$ 8,323,685	\$ (172,556)	\$ 12,524,982	\$ 4,920,890				

* Includes the following funds: Solid Waste Operating, Solid Waste Capital, and Solid Waste Plan Area Capital
Prior year includes prior period adjustment for GASB 68