

City of Woodway Financial/Performance Report

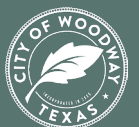
Three Months Ended December 31, 2024



City Manager
Adam Niolet, CPM, ICMA-CM

Assistant City Manager
Jennifer Rogers, TRMC

Finance Director
Brenda Hernandez, CPA



General Fund Revenues

| Revenue Source | FY 2025 | | | FY 2024 | | |
|------------------------------------|----------------------|---------------------|------------|----------------------|---------------------|------------|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| PROPERTY TAXES | | | | | | |
| Property Taxes | \$ 5,680,115 | \$ 2,813,703 | 50% | \$ 5,258,307 | \$ 2,758,117 | 52% |
| Delinquent Property Taxes | 15,000 | 4,919 | 33% | 15,000 | 4,073 | 27% |
| Interest & Penalties | 35,000 | 1,733 | 5% | 20,000 | 20,477 | 102% |
| Total Property Taxes | \$ 5,730,115 | \$ 2,820,355 | 49% | \$ 5,293,307 | \$ 2,782,667 | 53% |
| SALES TAX | | | | | | |
| Sales Tax (1%) | \$ 2,885,000 | \$ 747,346 | 26% | \$ 2,885,000 | \$ 751,455 | 26% |
| Sales Tax (.5%) | 1,440,000 | 373,673 | 26% | 1,440,000 | 375,728 | 26% |
| Sales Tax/380 Rebates | (20,000) | (2,610) | 13% | (15,000) | - | 0% |
| Total Sales Tax | \$ 4,305,000 | \$ 1,118,410 | 26% | \$ 4,310,000 | \$ 1,127,183 | 26% |
| FRANCHISE FEES | | | | | | |
| Oncor Electric Franchise | \$ 375,000 | \$ - | 0% | \$ 370,800 | \$ - | 0% |
| Telecommunication Franchise | 14,000 | 3,249 | 23% | 14,000 | 505 | 4% |
| Atmos Gas Franchise | 250,000 | - | 0% | 300,000 | - | 0% |
| Cable Television Franchise | 122,570 | 27,892 | 23% | 122,570 | 27,540 | 22% |
| Total Franchise Fees | \$ 761,570 | \$ 31,141 | 4% | \$ 807,370 | \$ 28,045 | 3% |
| OTHER REVENUE SOURCES | | | | | | |
| 1 Permits | \$ 146,000 | \$ 50,926 | 35% | \$ 158,700 | \$ 23,319 | 15% |
| Court Fines & Misc Fees | 137,050 | 22,063 | 16% | 153,000 | 29,527 | 19% |
| Interest Income | 196,000 | 32,431 | 17% | 175,000 | 37,704 | 22% |
| Mixed Beverage Tax | 15,000 | 4,440 | 30% | 12,000 | 3,360 | 28% |
| Park Reservations | 15,000 | 3,165 | 21% | 15,000 | 2,365 | 16% |
| Animal Control Fees | 500 | - | 0% | 1,000 | - | 0% |
| 2 Service Charges-Enterprise Funds | 529,035 | 132,259 | 25% | 423,443 | 105,861 | 25% |
| Dispatch Services | 48,000 | - | 0% | 48,000 | - | 0% |
| 3 School Resource Officer | - | - | 0% | 200,000 | 67,726 | 34% |
| Misc. Income | 6,652 | 3,684 | 55% | 9,500 | 1,519 | 16% |
| Lease Revenue/Amortization | 20,900 | - | 0% | 18,900 | 3,150 | 17% |
| 4 Family Center Revenues | 180,000 | 30,844 | 17% | 88,800 | 2,374 | 3% |
| 5 Grant Proceeds | - | - | - | - | 15,000 | - |
| Insurance Proceeds | - | 3,470 | - | - | - | - |
| Intergovernmental Revenue | 15,000 | 1,905 | - | - | - | - |
| Total Other Revenue Sources | \$ 1,309,137 | \$ 285,188 | 22% | \$ 1,303,343 | \$ 291,904 | 22% |
| TOTAL REVENUES | \$ 12,105,822 | \$ 4,255,093 | 35% | \$ 11,714,020 | \$ 4,229,798 | 36% |

For Three Months Ended December 31, 2024
25% of Fiscal Year Expired

Notes:

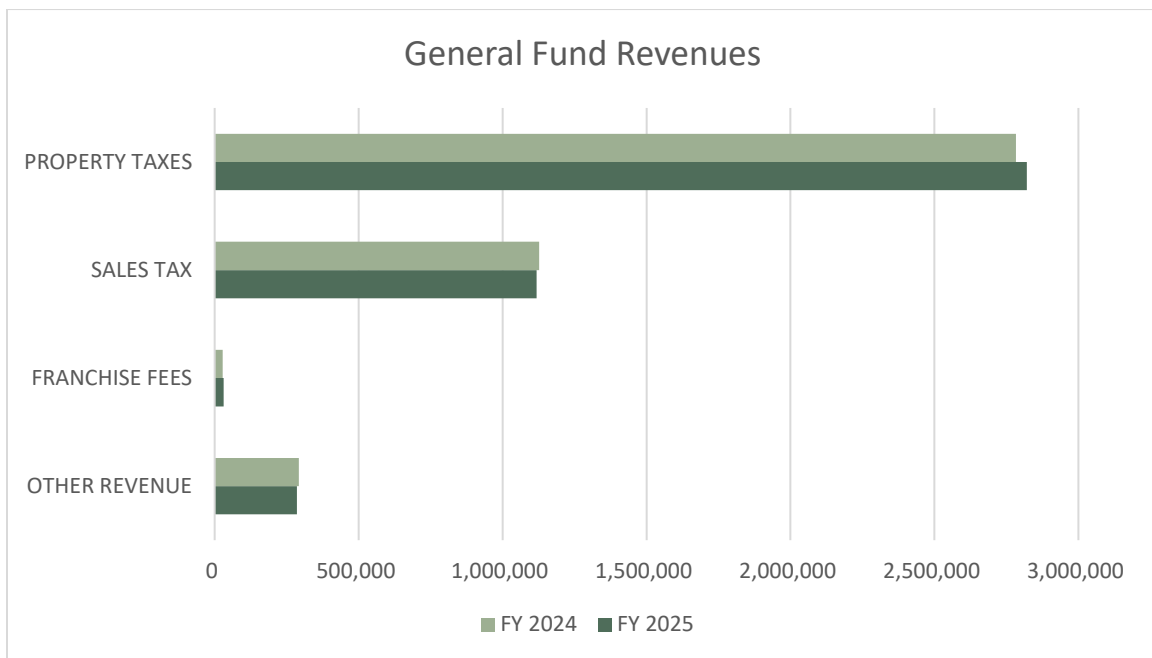
1: **Permits** – The \$28k increase in permits directly correlates with the increase in permits issued. In Q1 of FY 25, 205 permits were issued compared to the 181 permits issued in Q1 of FY 24. Additionally, permit revenue varies by the type of permit issued.

2: **Service Charges** – Service charges comprise of a percentage of the general fund departmental budgets paid by the water/sewer fund and excess revenue over expenditures from the sanitation fund. This amount varies from year to year based on the budget.

3: **School Resource Officers**– This revenue was derived from Midway ISD paying Woodway Public Safety Officers to serve as SROs. Because Midway created its police department the SRO positions were eliminated.

4: **Family Center Revenues** – The \$28k increase in Family Center revenues is derived from basketball league fees, facility rentals, and clinics in FY 25 that were not present in FY 24. The new facility was not open in Q1 of FY 24 to host this type of programming.

5: **Grant Proceeds** – In FY 24, the City was awarded \$15,000 from McLennan County 911 for upgrades to our recorder system. This funding was not present in FY 25.



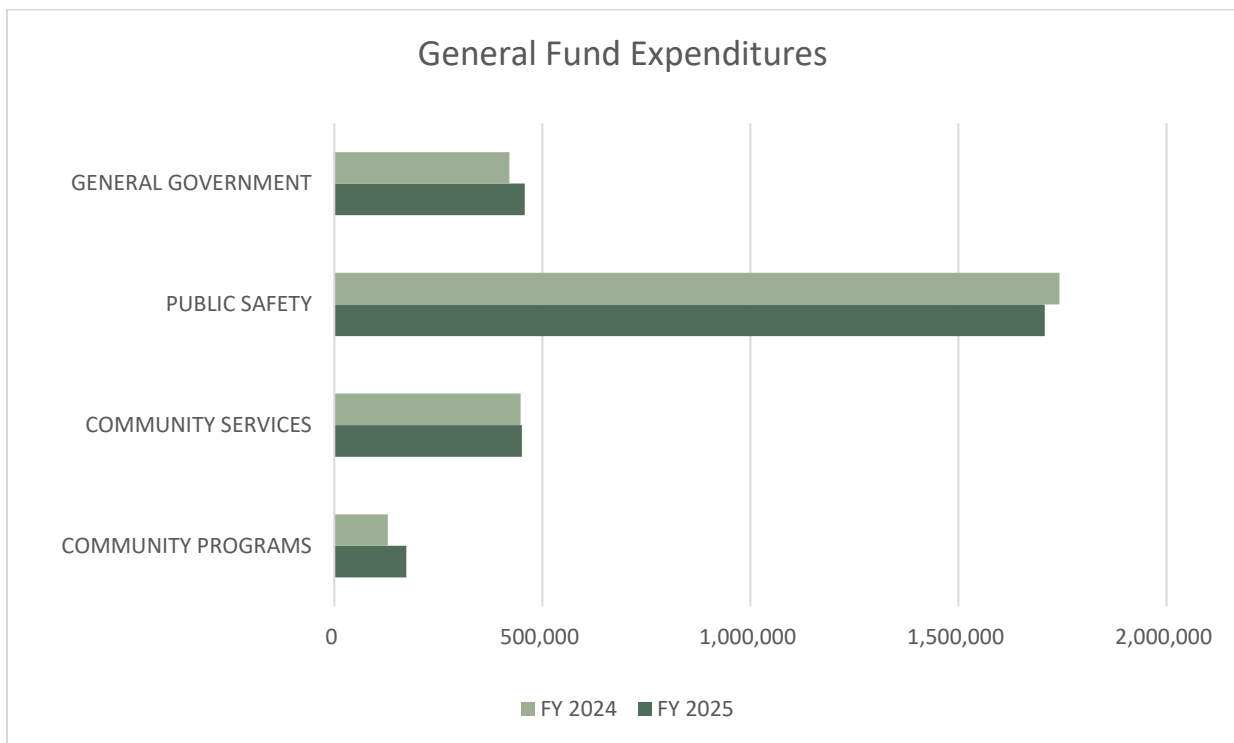
General Fund Expenditures

| Expenditures by Division | FY 2025 | | | FY 2024 | | |
|---------------------------------|----------------------------|----------------------------|------------|----------------------------|----------------------------|------------|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| General Government | | | | | | |
| City Secretary | \$ 282,024 | \$ 80,961 | 29% | \$ 268,279 | \$ 73,858 | 28% |
| 1 Administration | 840,732 | 190,068 | 23% | 887,958 | 214,810 | 24% |
| 2 Finance | 600,512 | 149,701 | 25% | 571,108 | 107,099 | 19% |
| 3 Non-Departmental | 244,217 | 37,236 | 15% | 275,933 | 24,642 | 9% |
| Total General Government | \$ 1,967,485 | \$ 457,967 | 23% | \$ 2,003,278 | \$ 420,408 | 21% |
| Public Safety | | | | | | |
| Public Safety | \$ 7,193,588 | \$ 1,643,540 | 23% | \$ 7,476,765 | \$ 1,682,177 | 22% |
| Municipal Court | 241,230 | 63,520 | 26% | 255,218 | 60,717 | 24% |
| Total Public Safety | \$ 7,434,818 | \$ 1,707,060 | 23% | \$ 7,731,983 | \$ 1,742,895 | 23% |
| Community Services | | | | | | |
| Streets | \$ 635,373 | \$ 123,123 | 19% | \$ 612,296 | \$ 122,038 | 20% |
| Parks | 527,412 | 121,506 | 23% | 546,576 | 133,160 | 24% |
| 4 Public Buildings | 303,564 | 89,840 | 30% | 235,133 | 72,945 | 31% |
| Administration/Inspections | 509,118 | 116,096 | 23% | 484,264 | 119,548 | 25% |
| Total Community Services | \$ 1,975,467 | \$ 450,565 | 23% | \$ 1,878,269 | \$ 447,691 | 24% |
| Community Programs | | | | | | |
| Community Development | \$ 50,000 | \$ 5,640 | 11% | \$ 60,000 | \$ 7,688 | 13% |
| Youth Commission | 3,000 | 200 | 7% | 3,000 | 668 | 22% |
| 5 Woodway Family Center | 675,052 | 167,329 | 25% | 592,454 | 120,363 | 20% |
| Total Community Programs | \$ 728,052 | \$ 173,169 | 24% | \$ 655,454 | \$ 128,719 | 20% |
| TOTAL EXPEDITURES | <u>\$12,105,822</u> | <u>\$ 2,788,762</u> | 23% | <u>\$12,268,984</u> | <u>\$ 2,739,712</u> | 22% |

For Three Months Ended December 31, 2024
25% of Fiscal Year Expired

Notes:

- 1: **Administration** –The decrease in expenditures correlates with the decrease in budget.
- 2: **Finance** – The increase in expenditures is due to being fully staffed in Q1 of FY 25. In Q1 of FY 24, the HR Manager position was vacant until 11/27/2024. The additional increase in expenditures correlates with the increase in budget.
- 3: **Nondepartmental**– \$8.7k of this increase is due to the installation of a camera in the council chambers to stream meetings. The remaining increase relates to the professional fees incurred from Hicks-Ray Associates in FY 25 that were not present in Q1 FY 24.
- 4: **Public Buildings**– This increase is due to allocating 100% of a custodian position to this department in FY 25. That position was previously split between Administration, Public Safety, and Public Buildings in FY 24.
- 5: **Woodway Family Center** – This increase is due to the opening of the new family center which incurred additional costs in insurance, utilities, and contract labor that were not present in Q1 of FY 2024.



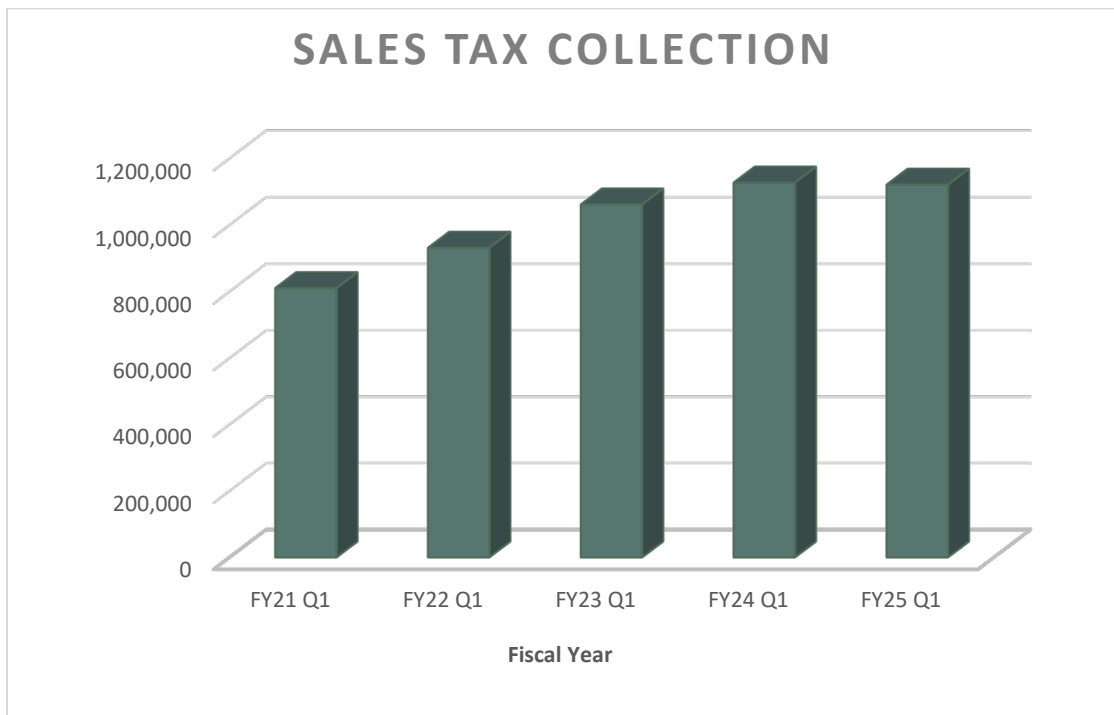
Sales & Use Tax Comparison

Sales & Use Tax Comparison December 31, 2024

| Month | Prior Year | | | Current Year | | | |
|-----------|------------|------------|-------|--------------|------------|---------------------|--------------------|
| | Budget | Actual | % | Budget | Actual | Budget v. Actual \$ | Budget v. Actual % |
| October | \$ 358,237 | \$ 361,443 | 8.45% | \$ 365,369 | \$ 378,329 | \$ 12,961 | 3.55% |
| November | 387,710 | 379,022 | 8.86% | 383,139 | 378,089 | (5,050) | -1.32% |
| December | 357,438 | 386,718 | 9.04% | 390,919 | 364,601 | (26,318) | -6.73% |
| January | 328,773 | 347,718 | 8.13% | 351,495 | | | |
| February | 431,178 | 347,398 | 8.12% | 351,171 | | | |
| March | 323,108 | 314,887 | 7.36% | 318,308 | | | |
| April | 316,613 | 322,658 | 7.54% | 326,163 | | | |
| May | 402,917 | 366,676 | 8.57% | 370,659 | | | |
| June | 343,705 | 330,337 | 7.72% | 333,925 | | | |
| July | 335,929 | 345,921 | 8.09% | 349,679 | | | |
| August | 383,135 | 395,655 | 9.25% | 399,953 | | | |
| September | 356,256 | 380,091 | 8.88% | 384,220 | | | |

TOTAL \$4,325,000 \$4,278,523.10 \$4,325,000 \$1,121,020 **(\$18,407.43)**

Collections to budget 25.92%



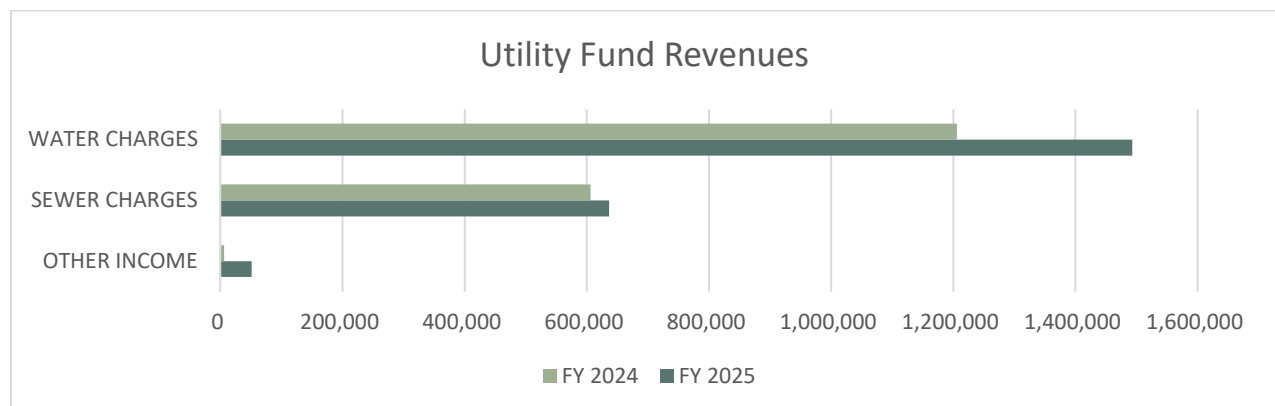
Utility Fund Revenues

| REVENUE SOURCE | FY 2025 | | | FY 2024 | | |
|------------------------------|---------------------|---------------------|-------------|---------------------|---------------------|------------|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| WATER SERVICE CHARGES | | | | | | |
| Water Sales - Residential | \$ 4,103,000 | \$ 1,161,146 | 28% | \$ 3,730,000 | \$ 921,811 | 25% |
| Water Sales - Commercial | 970,690 | 296,668 | 31% | 882,445 | 238,970 | 27% |
| Water Sales - Wholesale | 136,800 | 20,192 | 15% | 136,800 | 21,000 | 15% |
| Water Taps | 33,000 | - | 0% | 50,000 | 2,750 | 6% |
| Reconnects & Transfers | 93,500 | 14,908 | 16% | 85,000 | 21,490 | 25% |
| 1 Total Water Charges | \$ 5,336,990 | \$ 1,492,912 | 28% | \$ 4,884,245 | \$ 1,206,021 | 25% |
| SEWER SYSTEM CHARGES | | | | | | |
| Sewer Charges - Residential | \$ 2,420,000 | \$ 583,643 | 24% | \$ 2,200,000 | \$ 549,481 | 25% |
| Sewer Charges - Commercial | 240,845 | 52,804 | 22% | 220,000 | 54,847 | 25% |
| Sewer Taps | 9,900 | - | 0% | 15,000 | 1,625 | 11% |
| Total Sewer Charges | \$ 2,670,745 | \$ 636,447 | 24% | \$ 2,435,000 | \$ 605,952 | 25% |
| OTHER INCOME | | | | | | |
| Interest Income | \$ 28,866 | \$ 11,944 | 41% | \$ 25,000 | \$ 6,100 | 24% |
| 2 Miscellaneous Income | 5,000 | 39,500 | 790% | 1,000 | 275 | 28% |
| Insurance Proceeds | - | - | | 65,500 | - | 0% |
| Total Other Income | \$ 33,866 | \$ 51,444 | 152% | \$ 91,500 | \$ 6,375 | 7% |
| TOTAL INCOME | \$ 8,041,601 | \$ 2,180,804 | 27% | \$ 7,410,745 | \$ 1,818,349 | 25% |

Notes:

1: **Water Sales** – The increase in water revenue is due to a consumption increase of 46M gallons for residential/commercial customers. During the 1st quarter of fiscal year 2025, there were 231,152,841 gallons consumed compared to fiscal year 2024’s consumption of 184,897,740. Additionally, there was an increase in rates effective October 1, 2024, that contributed to the increase in revenue.

2: **Miscellaneous** – The increase in miscellaneous income relates to a \$39,450 payment from the City of Waco WMARSS that was not present in FY 2024. The remaining increase is derived from interest income from more revenue in this fund in FY 25 compared to FY 24.



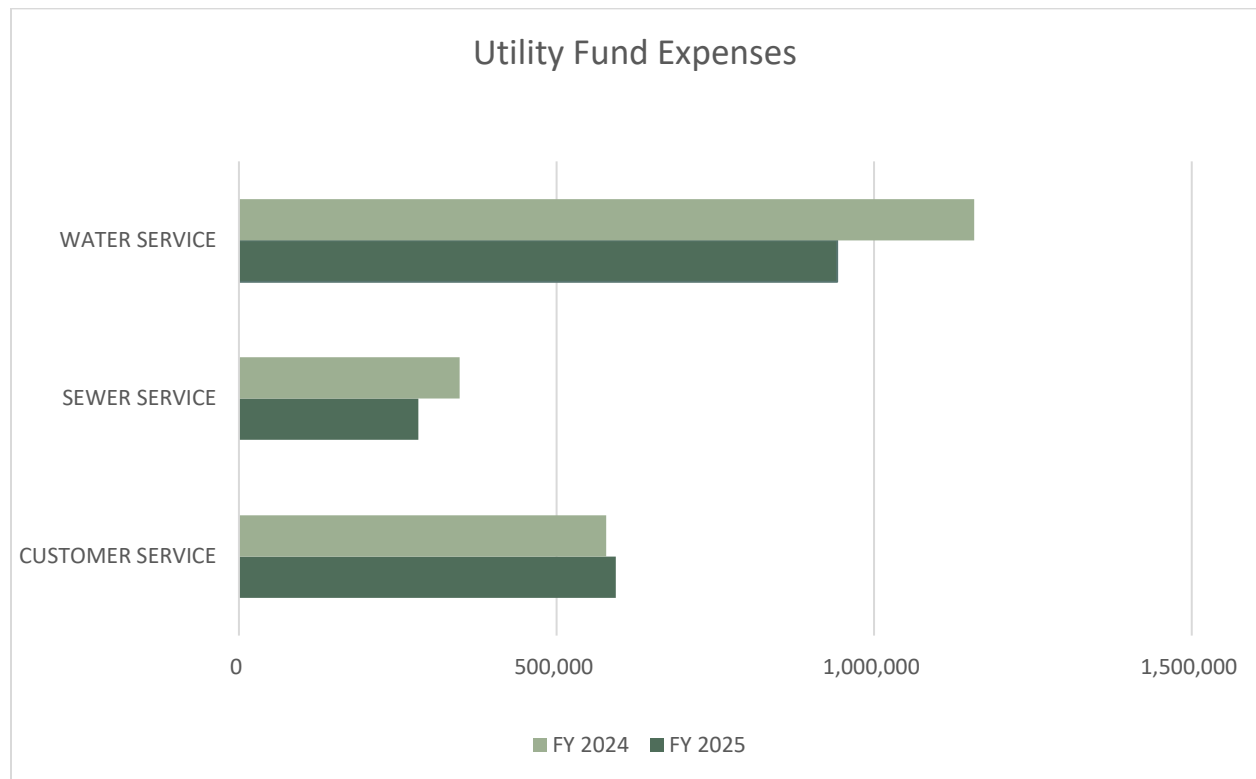
Utility Fund Expenses

| Expenditures by Division | FY 2025 | | | FY 2024 | | |
|---------------------------|---------------------|---------------------|------------|---------------------|---------------------|------------|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| 1 Water Service | \$ 3,909,836 | \$ 941,770 | 24% | \$ 3,542,353 | \$ 1,157,742 | 33% |
| 2 Sewer Service | 1,741,762 | 282,678 | 16% | 1,569,949 | 347,467 | 22% |
| Customer Service | 2,390,003 | 593,492 | 25% | 2,298,443 | 578,013 | 25% |
| TOTAL EXPENDITURES | \$ 8,041,601 | \$ 1,817,940 | 23% | \$ 7,410,745 | \$ 2,083,223 | 28% |

Notes:

1: **Water Service** – During FY 24 the City incurred significant costs in repair and maintenance from three pumps being out of service which led to more water purchases from the City of Waco. During Q1 of FY 25, only one pump incurred repairs, and all others were operational.

2: **Sewer Service** – The decrease in sewer service is due to the decrease in WMARSS cost in FY 2024. This charge fluctuates from month to month depending on usage.



Water System

| | FY2025 | FY2024 |
|--|---------------------|---------------------|
| Revenues: | | |
| Water Sales | \$ 1,478,005 | \$ 1,181,781 |
| Water Taps | - | 2,750 |
| Reconnects & Transfers | 14,908 | 21,490 |
| Other Income (75%) | 38,583 | 4,781 |
| Total Revenues | \$ 1,531,496 | \$ 1,210,803 |
| Expenses: | | |
| Water Service | \$ 941,770 | \$ 1,157,742 |
| Customer Services less Debt Service (75%) | 101,674 | 90,000 |
| Debt Service | 72,100 | 72,075 |
| Total Expenses | \$ 1,115,544 | \$ 1,319,817 |
| Increase (decrease) in net position | \$ 415,952 | \$ (109,014) |

Sewer System

| | FY2025 | FY2024 |
|---|--------------------|---------------------|
| Revenues: | | |
| Sewer Charges | \$ 636,447 | \$ 604,327 |
| Sewer Taps | - | 1,625 |
| Other Income (25%) | 12,861 | 1,594 |
| Total Revenues | \$ 649,308 | \$ 607,546 |
| Expenses: | | |
| Sewer Service | \$ 282,678 | \$ 347,467 |
| Customer Services less Debt Service (25%) | 33,891 | 30,000 |
| Debt Service | 385,827 | 385,939 |
| Total Expenses | \$ 702,396 | \$ 763,406 |
| (Decrease) in net position | \$ (53,088) | \$ (155,860) |

The water/sewer fund is self-supporting as of December 31, 2024.

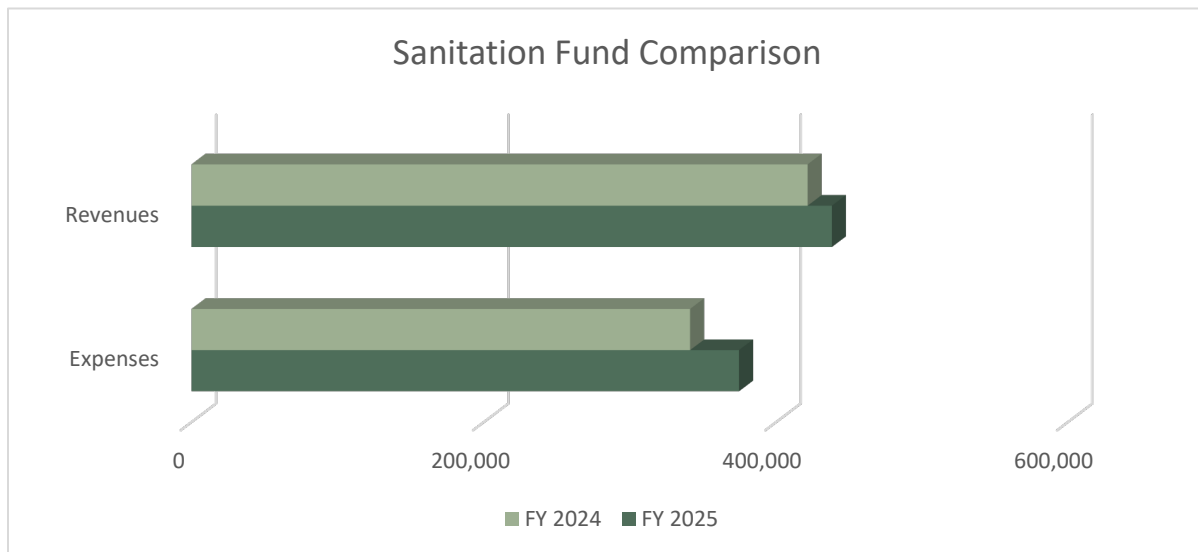
Sanitation Fund Revenues & Expenses

| Revenue Source | FY 2025 | | | FY 2024 | | |
|----------------------------|---------------------|-------------------|-----|---------------------|-------------------|-----|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| Sanitation Fund | | | | | | |
| Waste Collection Franchise | \$ 66,341 | \$ 11,556 | 17% | \$ 62,100 | \$ 15,739 | |
| Residential | 1,068,300 | 266,581 | 25% | 1,000,000 | 243,212 | 24% |
| Commercial | 801,225 | 160,122 | 20% | 750,000 | 162,678 | 22% |
| Interest Income | 1,000 | 15 | 2% | 1,000 | - | |
| | \$ 1,936,866 | \$ 438,274 | 23% | \$ 1,813,100 | \$ 421,628 | 23% |

| Expenditures by Division | FY 2025 | | | FY 2024 | | |
|---------------------------|---------------------|-------------------|-----|---------------------|-------------------|-----|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| Sanitation Fund | | | | | | |
| 1 Service Charges-GF | \$ 298,866 | \$ 74,717 | 25% | \$ 254,662 | \$ 63,665 | 25% |
| Disposal-Landfill | 276,000 | 68,838 | 25% | 263,438 | 65,880 | 25% |
| Residential | 850,000 | 143,458 | 17% | 800,000 | 133,634 | 17% |
| Commercial | 500,000 | 87,655 | 18% | 480,000 | 78,021 | 16% |
| Hazard Waste | 12,000 | - | 0% | 15,000 | - | 0% |
| TOTAL EXPENDITURES | \$ 1,936,866 | \$ 374,668 | 19% | \$ 1,813,100 | \$ 341,200 | 19% |

Notes:

1: **Service Charges-GF**– This amount varies from year to year based on the budget. It is the excess revenue over expenditure that is transferred to the general fund.



Cash Accounts

December 31, 2024

| Type | Account Name | Bank Balance 9/30/2024 | Bank Balance 12/31/2024 | \$Variance |
|------|--------------|---------------------------|----------------------------|------------|
|------|--------------|---------------------------|----------------------------|------------|

Checking Accounts

| | | | | | | |
|-------------------------|----|--------|----|--------|----|-----|
| Combined Operating Fund | \$ | - | \$ | - | \$ | - |
| CBA Interest Proceeds | | 21,139 | | 21,290 | | 151 |
| Subtotal: | \$ | 21,139 | \$ | 21,290 | \$ | 151 |

Money Market Investment Accounts

| | | | | | | |
|----------------------|----|------------|----|------------|----|-----------|
| Combined Investment | \$ | 12,462,580 | \$ | 12,260,757 | \$ | (201,824) |
| Water Deposit Escrow | | 116,339 | | 116,393 | | 54 |
| Builder's Deposits | | 354,511 | | 357,044 | | 2,533 |
| Subtotal: | \$ | 12,933,431 | \$ | 12,734,194 | \$ | (199,237) |

Savings Accounts

| | | | | | | |
|----------------------------------|----|--------|----|--------|----|---------|
| Drug Seizure Restricted Fund | \$ | 14,386 | \$ | 16,122 | \$ | 1,736 |
| Asset Forfeiture Restricted Fund | | 12,692 | | 11,150 | | (1,542) |
| Subtotal: | \$ | 27,078 | \$ | 27,272 | \$ | 193 |

| | | | | | | |
|----------------------------|--|----------------------|--|----------------------|--|---------------------|
| Total Cash Accounts | | \$ 12,981,649 | | \$ 12,782,756 | | \$ (198,893) |
|----------------------------|--|----------------------|--|----------------------|--|---------------------|

Notes:

Major changes in cash accounts during Q1 of FY 2025:

1. \$2,049,305.60 wire from American Bank Operating to LOGIC Government Investment Pool
2. \$3,416,469.76 worth of deposits from the McLennan County Tax Office
3. Routine budgeted expenditure from October-December 2024

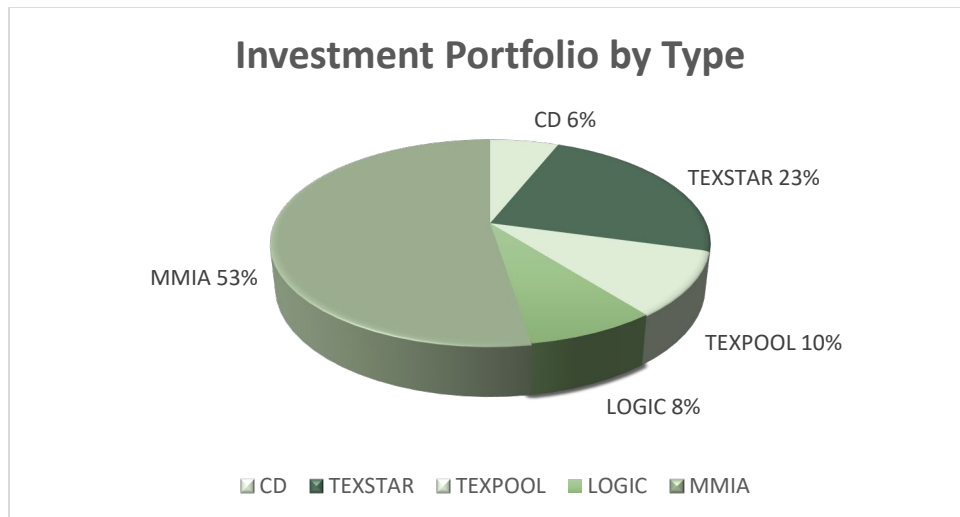
Investments

December 31, 2024

| Certificates of Deposit | | Interest | Balance | | | Balance | Accrued |
|--|------------|----------|----------------------|---------------------|---------------------|----------------------|------------------|
| Account Name | CD # | Rate | 09/30/2024 | Additions | Maturities | 12/31/2024 | Interest |
| Certificates of Deposit | | | | | | | |
| <u>FNBCT</u> | 150046 | 4.35% | \$ 1,500,000 | \$ - | \$ - | \$ 1,500,000 | \$ 15,480 |
| Date of Maturity 09/18/2025 | | | | | | | |
| Local Government Investment Pools | | | | | | | |
| <u>Logic</u> | | | | | | | |
| LT Capital Projects* | 1393948001 | 4.69% | \$ - | \$ 2,051,928 | \$ - | \$ 2,051,928 | \$ - |
| <u>Texpool</u> | | | | | | | |
| General Fund | 1551700003 | 4.72% | \$ 2,380,628 | \$ 28,524 | \$ - | \$ 2,409,153 | \$ - |
| Utility Fund | 1551700001 | 4.72% | \$ 90,445 | \$ 1,084 | \$ - | \$ 91,528 | \$ - |
| | | | \$ 2,471,073 | \$ 29,608 | \$ - | \$ 2,500,681 | \$ - |
| <u>TexStar</u> | | | | | | | |
| 2021 Utility Improven | 2021-000 | 4.73% | \$ 5,625,720 | \$ 65,471 | \$ (370,158) | \$ 5,321,033 | \$ - |
| 2021 WFC Improven | 2021-001 | 4.73% | \$ 404,750 | \$ 4,756 | \$ (17,644) | \$ 391,863 | \$ - |
| | | | \$ 6,030,470 | \$ 70,227 | \$ (387,802) | \$ 5,712,896 | \$ - |
| Total Investments | | | \$ 10,001,543 | \$ 2,151,763 | \$ (387,802) | \$ 11,765,505 | \$ 15,480 |

Notes:

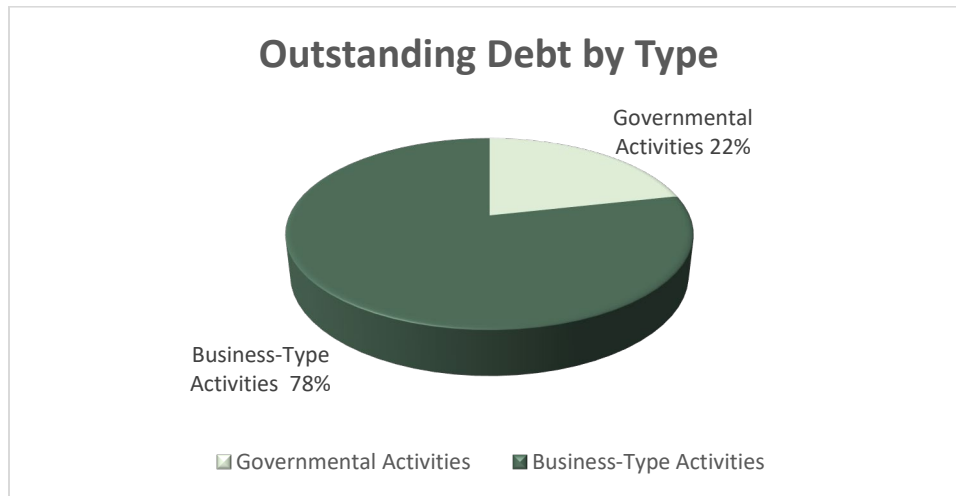
*Initial deposits of \$1,500,000 and \$549,305.60 were made on 12/20 and 12/27, respectively.



Outstanding Debt

| | Outstanding at 12/31/2024 | Due 8/15/2025 | Maturity Date |
|----------------------------------|------------------------------|----------------------------|------------------|
| Governmental Activities: | | | |
| Certificate of Obligation 2011 | \$ 100,000 | \$ 100,000 | 2025 |
| Certificate of Obligation 2021 | 5,855,000 | 180,000 | 2046 |
| | <u>\$ 5,955,000</u> | <u>\$ 280,000</u> | |
| Business-Type Activities: | | | |
| GO Refunding Bond 2016 | \$ 1,095,000 | \$ 355,000 | 2027 |
| Certificate of Obligation 2016 | 1,860,000 | 250,000 | 2031 |
| Certificate of Obligation 2017 | 8,045,000 | 300,000 | 2042 |
| Certificate of Obligation 2021 | 10,280,000 | 310,000 | 2046 |
| | <u>\$ 21,280,000</u> | <u>\$ 1,215,000</u> | |
| Total | <u>\$ 27,235,000</u> | <u>\$ 1,495,000</u> | |

Total Cash & Investments **24,548,261**
 Cash & Investments/Debt Ratio **0.90**



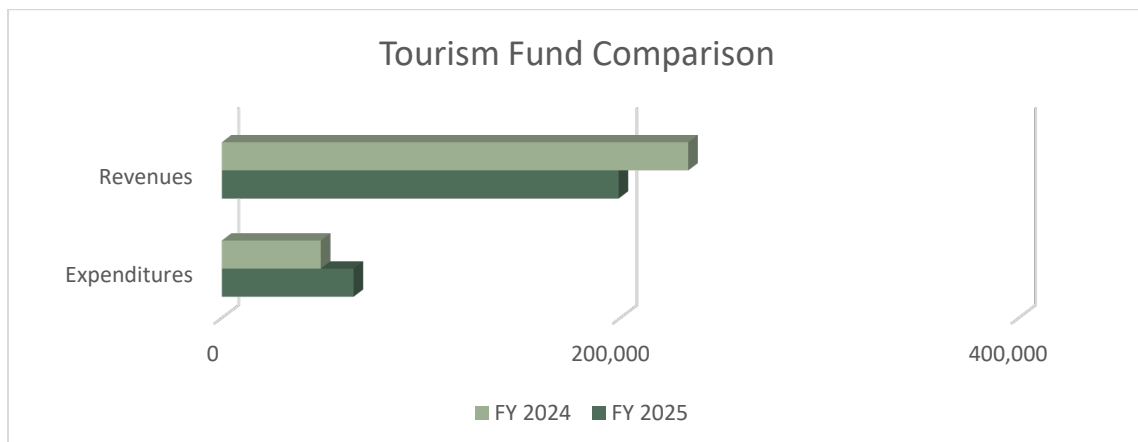
Tourism Fund Revenues & Expenditures

| REVENUE SOURCE | FY 2025 | | | FY 2024 | | |
|-----------------------|-------------------|-------------------|------------|-------------------|-------------------|------------|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| Hotel Occupancy Tax | | | | | | |
| 1 Hotel Occupancy Tax | \$ 975,000 | \$ 198,273 | 20% | \$ 900,000 | \$ 233,181 | 26% |
| Other Income | | | | | | |
| Interest Income | 16,000 | 860 | 5% | 5,000 | 845 | 17% |
| Total Income | \$ 991,000 | \$ 199,133 | 20% | \$ 905,000 | \$ 234,026 | 26% |

| EXPENDITURES BY DIVISION | FY 2025 | | | FY 2024 | | |
|--|---------------------|------------------|-----------|-------------------|------------------|-----------|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| Category A | | | | | | |
| Principal | \$ 100,000 | \$ - | 0% | \$ 95,000 | \$ - | 0% |
| Interest | 4,000 | - | 0% | 7,800 | - | 0% |
| Paying Agent Fees | 500 | - | 0% | 300 | - | 0% |
| Signage/Special Studies | - | - | 0% | 25,000 | 15,000 | 60% |
| Transfer to CBA Fund for Vistor Center | 680,368 | - | 0% | 580,757 | - | 0% |
| Transfer to CBA Construction | 75,000 | - | 0% | - | - | 0% |
| Transfer to Discover Woodway | 40,000 | - | 0% | - | - | 0% |
| Category C | | | | | | |
| 2 Tourism Advertising & Promotions | 150,000 | 66,091 | 44% | 125,000 | 34,611 | 28% |
| Total Expenditures | \$ 1,049,868 | \$ 66,091 | 6% | \$ 833,857 | \$ 49,611 | 6% |

Notes:

- Hotel Occupancy Tax**– Revenue fluctuates based on occupancy rates at local hotels/motels.
- Advertising & Promotions**– The increase in advertising and promotions is due to the timing of the Baylor Athletics sponsorship that was paid in Q1 of FY 25 and in Q2 of FY 2024. Additionally, there is a partnership with the Greater Waco Sports Commission that was present in Q1 of FY 25, but not in FY 2024.



CBA Operations Revenues & Expenditures

| REVENUE SOURCE | FY 2025 | | | FY 2025 | | |
|----------------------------|-------------------|---|-----------|-------------------|------------------|-----------|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| Arboretum Rentals | \$ 300,000 | \$ 33,420 | 11% | \$ 300,000 | \$ 32,300 | 11% |
| Transfer from Tourism Fund | 680,368 | - | 0% | 613,698 | - | 0% |
| Interest Income | 4,998 | - | 0% | 5,000 | 845 | 17% |
| Total Income | \$ 985,366 | \$ 33,420 ▲ | 3% | \$ 918,698 | \$ 33,145 | 4% |

| EXPENDITURES BY DIVISION | FY 2025 | | | FY 2025 | | |
|----------------------------|-------------------|--|------------|-------------------|-------------------|------------|
| | BUDGET | YTD | % | BUDGET | YTD | % |
| 1 Carleen Bright Arboretum | \$ 470,329 | \$ 132,021 | 28% | \$ 432,898 | \$ 103,803 | 24% |
| Pavilion | 515,037 | 129,006 | 25% | 485,800 | 117,737 | 24% |
| Total Expenditures | \$ 985,366 | \$ 261,028 ▲ | 26% | \$ 918,698 | \$ 221,540 | 24% |

Notes:

1: **Carleen Bright Arboretum**– The increase is due to contract labor for planting in the Arboretum that was not present in this department in FY 24. In the prior year, all contract labor for this fund was included in the Pavilion’s budget, but beginning in FY 25 this was split between the two departments.

