

# Folsom City Council Staff Report

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|------------------------|--|
| <b>MEETING DATE:</b>   | 2/9/2021   |
| <b>AGENDA SECTION:</b> | Scheduled Presentations  |
| <b>SUBJECT:</b>        | City Manager’s Financial Report Including CAFR Findings for Fiscal Year 2020 and the Fiscal Year 2020-21 Second Quarter Financial Report |
| <b>FROM:</b>           | Finance Department   |

**RECOMMENDATION / CITY COUNCIL ACTION**

It is recommended that the City Council receive and file the City Manager’s Fiscal Year 2020-21 Second Quarter Financial Report.

**BACKGROUND / ISSUE**

Section 5.05R of the Charter of the City of Folsom requires the City Manager submit to the City Council a financial and management report showing the relationship between budgeted and actual revenues, and expenditures and encumbrances on a quarterly basis.

This Quarterly Financial Report is an analysis of the unaudited financial status of the City’s major funds for the second quarter of Fiscal Year (FY) 2020-21, covering the six-month period from July 2020 through December 2020. Tables and graphs have been integrated into the report to help illustrate financial performance. Please refer to the Appendices of the report for detailed schedules of the City’s key funds for the period ending December 31, 2020, including cumulative fund balances from the prior year.

The Finance Director will also be presenting the audited findings for the Comprehensive Annual Financial Report as of June 30, 2020.

## POLICY / RULE

Section 5.05R of the Charter of the City of Folsom requires the City Manager submit to the City Council a financial and management report showing the relationship between budgeted and actual revenues, and expenditures and encumbrances on a quarterly basis.

Section 3.02.050 (b) of the Folsom Municipal Code states "... within 30 days after the end of each quarter during the fiscal year, and more often if required by the City Council, the City Manager shall submit to the City Council a financial and management report."

## ANALYSIS

At the midpoint of the current fiscal year the National and California economies are both seeing hope for an economic recovery, based on the assumption that mass vaccinations would clear a path to productive normalcy for many industries (from UCLA Anderson Forecast). Unemployment as of December 2020 was 8.8%, 8.5% in California and Sacramento County respectively and in Folsom the unemployment rate was 5.1%. The UCLA Anderson Forecast is expecting unemployment in California to fall to 6.9% by the end of 2021.

For FY 2021 the General Fund is projected to end the year with the unassigned fund balance of \$13.10 million a decrease from \$13.78 million in FY 2020. The percentage of unrestricted fund balance to expenditures is projected to increase to 14.7% from 14.4% in FY 2020, which is due to lower projected expenditures in FY 2021. Projected revenues of \$88.65 million is an increase of \$1.22 million or 1.40% over FY 2020, mostly due to CARES Act funding received in the amount of \$1.00 million. Projected expenditures of \$89.06 million is a decrease from FY 2020 of \$6.35 million. After adjusting for the Transit annexation to Sacramento Regional Transit, the reduction in expenditures is \$3.40 million or 3.56%. The Fiscal Year 2021 budgeted expenditures are \$89.54 million and compared to the year-end projection, the projection is \$481,000 less or 0.50%.

The FY 2021 projected revenue decrease over appropriated revenues is seen mostly in charges for services. Property tax received through the second quarter was in the amount of \$12.31 million and compared to the prior fiscal year of \$11.81 million is an increase of \$505,654 or 4.28%. Property tax is projected to be \$29.88 million which would end the fiscal year 3.75% higher than the FY 2020 property tax receipts which were \$28.80 million. This increase is attributed to the valuation increase when properties are sold as well as sales of new homes. The average median sales price through the second quarter of FY 2021 was \$611,139 which is an increase of 5.41% over the prior fiscal year.

Sales tax is projected to end the fiscal year at the budgeted amount of \$22.78 million. In comparison to FY 2020 sales tax receipts are projected to increase by approximately \$168,000 or 0.74%. The FY 2020 amount was \$22.62 million.

Charges for services are projected to end the fiscal year at \$9.59 million which is \$1.89 million less than the budget and approximately \$2.92 million (23.36%) less than the prior fiscal year.

The decrease from the current year budgeted amount is seen in the Fire Department's ambulance fees (\$425,000) and Parks and Recreation fees (\$1.47 million). During the second quarter charges for services were \$4.67 million which is a decrease of \$2.19 million (31.93%) when compared to the 2<sup>nd</sup> Quarter of the prior year amount of \$6.87 million.

The FY 2021 projected expenditures are \$89.06 million, \$481,000 less than the appropriated amount (\$89.54 million). The projected expenditures include savings in salaries and benefits of \$157,800, a decrease in capital outlay of \$275,000, and a decrease of other operations and maintenance costs of \$49,000. The quarter-to-quarter comparison shows expenditures decreased by \$3.60 million or 7.65% compared to the same period last year.

The Solid Waste, Water and Wastewater Utility Operating Funds are all projected to end the fiscal year with operating revenues exceeding operating expenses. The Water and Solid Waste Operating Funds are projected to decrease net assets. The decrease in net assets in both funds is due to capital outlay expenses. In the case of Water, the capital outlay is for capital projects and in Solid Waste it is purchase of vehicles. A comparison of the quarter-to-quarter expenses and revenues show charges for service revenues in Water increased by \$1.79 million (22.43%) and operating expenses increased by \$560,000 (11.56%). Wastewater Operating charges for services revenues increased by \$827,000 (24.30%) and operating expenses increased by \$146,000 (7.17%). Solid Waste Operating charges for services revenues increased by \$1.92 million (35.63%) and operating expenses increased by \$421,400 (7.49%). Increases in charges for services revenues is due to the implementation of the rate increase and increases in expenses are mainly due to employee and contract costs.

Expenditures for capital improvements decreased in Water and Wastewater when compared to the same quarter in the prior year and increased in Solid Waste.

The Risk Management Fund is projected to end the year with unrestricted net assets of \$5.46 million or 27.79% of operational expenses. A quarter-to-quarter comparison shows revenues decreasing by \$653,794 and expenses increasing by \$172,113. The increase is seen mostly in property insurance and health care costs.

The negative cash balance in the Trail Grant Fund through the second quarter is \$1.11 million. A quarter-to-quarter comparison shows the negative balance decreased by \$198,000. The negative balance is mainly due to costs associated with the Oak Parkway Trail Undercrossing project of which \$1.03 million of grant reimbursements has not yet been received.

The Compensated Leaves Fund is estimated to end the fiscal year with an unrestricted fund balance of \$65,010. Compared to the prior fiscal year the fund balance would decrease by approximately \$560,000 which is due to a budgeted use of the fund balance in the current fiscal year.

**ATTACHMENTS**

1. City Manager's Fiscal Year 2020-21 Second Quarter Financial Report
2. Fiscal Year 2020-21 Second Quarter Financial Report and FY 2019-20 CAFR Results Presentation

Submitted,



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Elaine Andersen  
City Manager



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Stacey Tamagni  
Finance Director/CFO

## ATTACHMENT 1



CITY OF  
**FOLSOM**  
DISTINCTIVE BY NATURE

# **City of Folsom Quarterly Financial Report**

## **Fiscal Year 2020-21 Second Quarter**

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**February 9, 2021**

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

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# Second Quarter Financial Report

## Fiscal Year 2020-21



CITY OF  
**FOLSOM**  
DISTINCTIVE BY NATURE

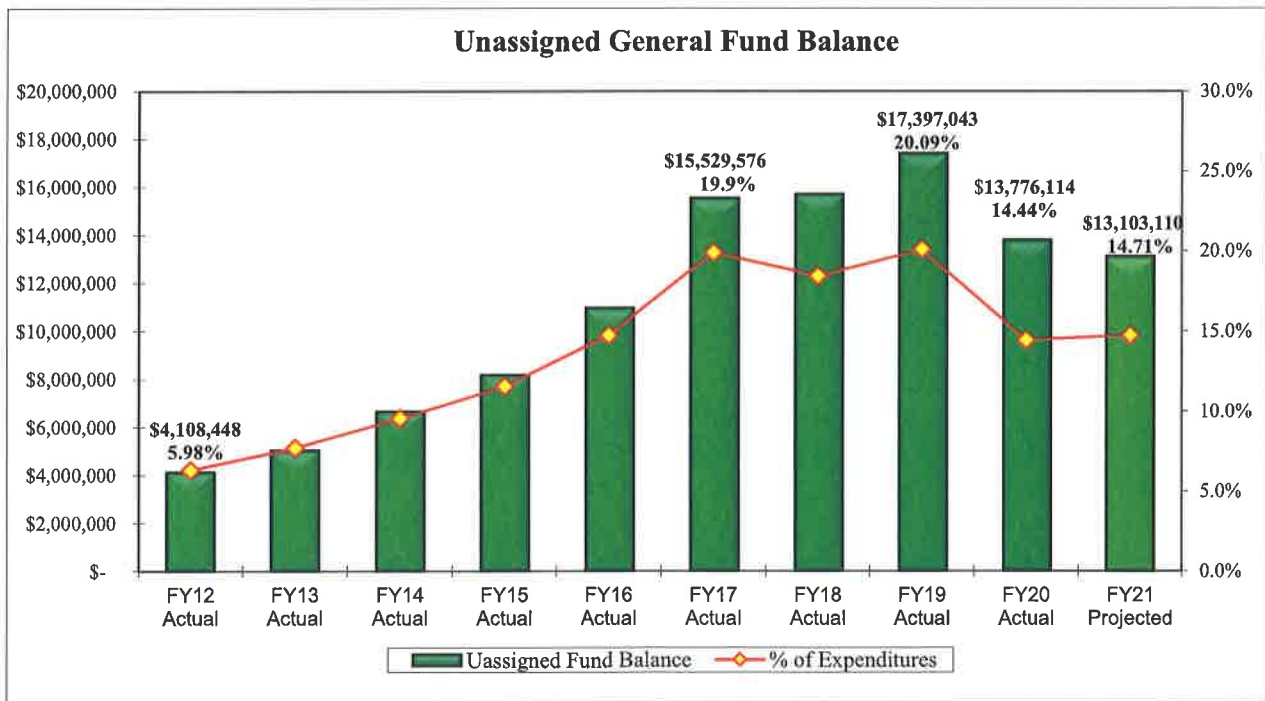
### Introduction

This financial report provides an overview of the City’s unaudited financial position through the second quarter of fiscal year (FY) 2020-21 (July 1, 2020, through December 31, 2020) 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 second quarter to second quarter and budget to actual comparisons are included in this report in addition to year-end projections.

### Executive Summary

The COVID-19 public health emergency and related stay-at-home orders have caused a sharp downturn in the City’s revenues, beginning in March 2020, and continuing into the current fiscal year. This is due to both the requirement that non-essential businesses shut their doors and that the City stop all non-essential programming. This has resulted in a projected \$1.9 million loss in Parks and Recreation programming revenues by June 30, 2021. The city did receive \$1.01 million in CARES Act funding which has been used to offset the costs associated with keeping customers and staff safe both in City buildings and out in the field. The City also received a credit for unemployment costs paid by the state. The total unemployment charges for the 3<sup>rd</sup> Quarter of the calendar year were \$187,676 of which \$93,235 was offset by the credit. The unemployment costs were due to temporary staff layoffs due to programming being halted. The total projected year-end General Fund revenues are \$88.65 million and projected expenditures are \$89.06 million.

We project the General Fund’s unassigned fund balance will decrease from \$13.78 million to \$13.10 million at the fiscal year end. Below is a chart of the unassigned fund balance over the last ten years and displays the projected change from FY 2019-20 to FY 2020-21.





## General Fund: Operating Revenues

The following table includes cumulative revenue comparisons through the second quarter of FY 2019-20 and FY 2020-21 and a revenue budget comparison for FY 2020-21 with year-end projections.

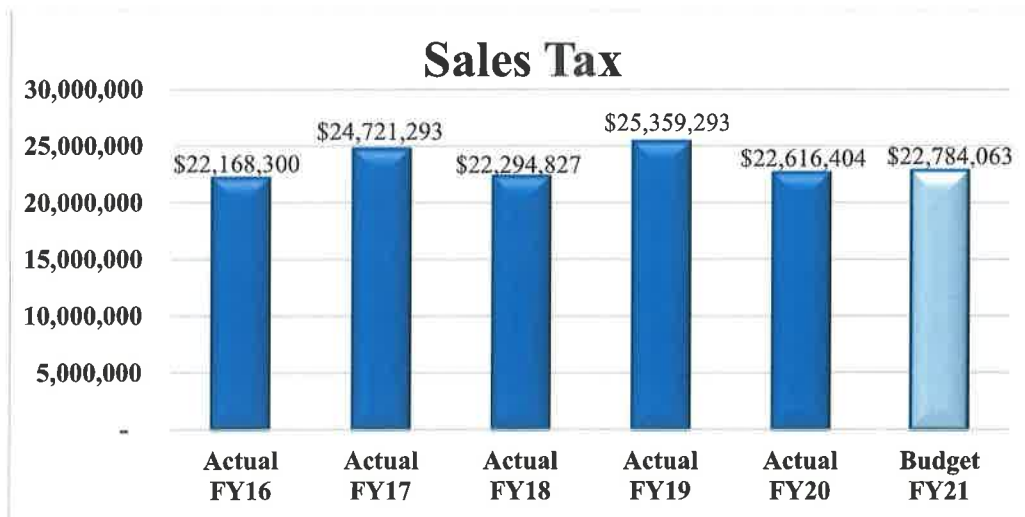
|                         | FY 19-20 Actual<br>Dec. 31, 2019 | FY 20-21 Actual<br>Dec. 31, 2020 | FY 20-21<br>Budget   | FY 20-21<br>Projected | Over/Under<br>Budget  | % of<br>Budget |
|-------------------------|----------------------------------|----------------------------------|----------------------|-----------------------|-----------------------|----------------|
| Property Tax            | \$ 11,808,716                    | \$ 12,314,370                    | \$ 29,884,989        | \$ 29,884,989         | \$ -                  | 100%           |
| Sales Tax               | 7,729,016                        | 8,208,867                        | 22,784,063           | 22,784,063            | -                     | 100%           |
| Transient Occupancy Tax | 638,116                          | 352,936                          | 1,255,000            | 1,255,000             | -                     | 100%           |
| Charges for Services    | 6,865,717                        | 4,673,475                        | 11,481,205           | 9,587,656             | (1,893,549)           | 84%            |
| License, Permits & VLF  | 2,038,269                        | 2,039,094                        | 10,565,421           | 10,565,421            | -                     | 100%           |
| Transfers In            | 2,720,848                        | 2,102,178                        | 10,043,152           | 10,043,152            | -                     | 100%           |
| All Other               | 1,026,316                        | 939,523                          | 3,524,644            | 3,524,644             | -                     | 100%           |
| <b>Subtotal Revenue</b> | <b>\$ 32,826,998</b>             | <b>\$ 30,630,443</b>             | <b>\$ 89,538,474</b> | <b>\$ 87,644,925</b>  | <b>\$ (1,893,549)</b> | <b>97.89%</b>  |
| CARES Act               | -                                | 1,007,649                        | -                    | 1,007,649             | 1,007,649             |                |
| <b>Total Revenue</b>    | <b>\$ 32,826,998</b>             | <b>\$ 31,638,092</b>             | <b>\$ 89,538,474</b> | <b>\$ 88,652,574</b>  | <b>\$ (885,900)</b>   | <b>99.01%</b>  |

General Fund operating revenues through the second quarter are \$31.64 million, or 3.62% below the same period in FY 2019-20. Revenues are at 35.33% of the budget through the second 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 installments. 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 second quarter by 4.28% or \$506,000. This increase is attributed to continued growth in the housing market. The projection for Fiscal Year 2021 year end is the budgeted amount of \$29.88 million, which would exceed the prior year by \$1.08 million or 3.75%.
- Sales tax revenues also exceeded last year's cumulative second quarter by 6.21% or \$480,000. This is primarily due to a change to the California sales tax law requiring large online sellers to remit state sales tax. Except for the categories of construction and the countywide pool, all over categories show a decrease both in a quarter-to-quarter comparison as well as the same quarter from the prior year. It is not surprising that large declines were seen in the categories of apparel stores and restaurants due to closures caused by the public health emergency.

Based on the latest sales tax forecast, sales tax is trending to end the year at the budget estimate of \$22.78 million. Below is a graph showing sales tax revenue for the current fiscal year and the past five fiscal years.



- Transient Occupancy Tax (TOT) collections are at \$353,000 through the second quarter and are projected to end the fiscal year at the budgeted amount of \$1.25 million, a decrease of \$423,000 (25.19%) when compared to the FY 2020 amount. This decrease is due to hotel stays being severely reduced during the public health emergency.
- Charges for services, including Building permit fees, Parks and Recreation user fees, and Ambulance fees are at \$4.67 million through the second quarter and are projected to end the fiscal year at \$9.59 million. The current projection is \$2.19 million less than the prior year amount of \$12.51 million. The revenues from Parks and Recreation fees have been impacted especially hard as facilities and programs have had to reduce attendance or stop all together. The Parks and Recreation charges through the second quarter were \$391,181 when compared to the prior fiscal year this is a decrease of \$1.86 million (82.65%). Ambulance fees through the second quarter were \$1.68 million and compared to the prior fiscal year this is a decrease of \$242,000 or 10.88%. Ambulance fees have also been impacted due to the public health emergency as more people are working from home.
- Building plan check fees and engineering inspection fees increased compared to the prior fiscal year and planning fees and building permit fees are flat. The increase from the prior fiscal year is due to continued development activity predominately in the plan area.

Other revenues decreased only slightly, 8.46% or \$86,800, over the second quarter FY 2019-20.

## General Fund: Department Operating Expenditures

The following table includes cumulative second quarter actual expenditure comparisons for FY 2019-20 and FY 2020-21 and an expenditure budget-to-actual comparison for FY 2020-21.

|                             | FY 19-20 Actual<br>Dec. 31, 2019 | FY 20-21 Actual<br>Dec. 31, 2020 | FY 20-21<br>Budget   | FY 20-21<br>Projected | Over/Under<br>Budget | % of<br>Budget |
|-----------------------------|----------------------------------|----------------------------------|----------------------|-----------------------|----------------------|----------------|
| Salaries                    | \$ 19,579,911                    | \$ 19,836,832                    | \$ 38,299,058        | \$ 38,944,512         | \$ 645,454           | 101.7%         |
| Benefits                    | 13,134,843                       | 13,288,409                       | 27,628,885           | 26,825,658            | (803,227)            | 97.1%          |
| O&M                         | 11,070,685                       | 9,117,361                        | 19,805,650           | 19,757,108            | (48,542)             | 99.8%          |
| Capital Outlay              | 1,794,618                        | 693,896                          | 2,900,000            | 2,624,943             | (275,057)            | 90.5%          |
| Debt Service                | 275,346                          | 494,381                          | 904,881              | 904,881               | -                    | 100.0%         |
| Adj. for Transit Annexation | 1,172,207                        | -                                | -                    | -                     | -                    | -              |
| <b>Total Expenditures</b>   | <b>\$ 47,027,610</b>             | <b>\$ 43,430,879</b>             | <b>\$ 89,538,474</b> | <b>\$ 89,057,102</b>  | <b>\$ (481,372)</b>  | <b>99.5%</b>   |

Overall, cumulative second quarter General Fund expenditures decreased 7.65% compared to the prior year. This is in part due to a planned decrease in the budget due to anticipated revenue reductions related to COVID-19 restrictions. General Fund expenditures are coming in at 48.51% percent of the budget through the second quarter of FY 2020-21. The projection for the end of the fiscal year is for expenditures to be at \$89.06 million which would be \$481,400 less than the budgeted amount or 99.50% of budget.

The table below shows a comparison for FY 2019-20 and FY 2020-21 for each General Fund Department.

|                           | <b>FY 19-20 Actual</b> | <b>FY 20-21 Actual</b> | <b>FY 20-21</b>      | <b>FY 20-21</b>      | <b>Over/Under</b>   | <b>% of</b>   |
|---------------------------|------------------------|------------------------|----------------------|----------------------|---------------------|---------------|
|                           | <b>Dec. 31, 2019</b>   | <b>Dec. 31, 2020</b>   | <b>Budget</b>        | <b>Projected</b>     | <b>Budget</b>       | <b>Budget</b> |
| City Council              | \$ 65,530              | \$ 50,492              | \$ 126,140           | \$ 104,435           | \$ (21,705)         | 82.8%         |
| City Manager              | 665,125                | 579,854                | 1,311,117            | 1,151,651            | (159,466)           | 87.8%         |
| City Clerk                | 299,690                | 372,252                | 682,889              | 682,203              | (686)               | 99.9%         |
| City Attorney             | 462,460                | 478,075                | 1,056,421            | 998,818              | (57,603)            | 94.5%         |
| Mgmt & Budget             | 2,489,327              | 2,689,696              | 4,864,469            | 4,936,029            | 71,560              | 101.5%        |
| Human Resources           | 349,754                | 304,217                | 863,321              | 651,920              | (211,401)           | 75.5%         |
| Police                    | 11,453,153             | 11,695,342             | 24,102,279           | 23,570,529           | (531,750)           | 97.8%         |
| Fire                      | 11,825,833             | 11,837,274             | 20,746,292           | 22,358,986           | 1,612,694           | 107.8%        |
| Community Dev             | 3,020,648              | 3,126,314              | 5,606,333            | 6,402,610            | 796,277             | 114.2%        |
| Parks & Recreation        | 7,729,307              | 6,333,218              | 15,121,284           | 14,168,585           | (952,699)           | 93.7%         |
| Library                   | 956,051                | 871,362                | 1,945,379            | 1,808,628            | (136,751)           | 93.0%         |
| Public Works              | 3,207,893              | 3,416,089              | 7,246,322            | 6,841,902            | (404,420)           | 94.4%         |
| Non-Departmental          | 3,330,632              | 1,676,694              | 5,866,228            | 5,380,806            | (485,422)           | 91.7%         |
| Adj. for Transit Annex    | 1,172,207              | -                      | -                    | -                    | -                   | -             |
| <b>Total Expenditures</b> | <b>\$ 47,027,610</b>   | <b>\$ 43,430,879</b>   | <b>\$ 89,538,474</b> | <b>\$ 89,057,102</b> | <b>\$ (481,372)</b> | <b>99.5%</b>  |

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

- Management & Budget department is projected to end the fiscal year \$71,600 (1.47%) over the budgeted amount, which is due to an increase in contracts and supplies associated with transitioning to virtual meetings.
- Community Development department is projected to end the fiscal year \$800,000 (14.20%) over the budgeted amount, which is mostly due to anticipated increases in contract costs that are mostly offset by increased revenues.
- Fire department is projected to end the fiscal year \$1.61million (7.77%) over the budgeted amount, which is mainly seen in overtime costs, vehicle maintenance and contracts. Overtime costs have been impacted by employees out after an exposure to COVID19. Contract cost increases are due to outside costs for plan checks.

Overall General Fund departments' expenditures are trending at budget (in line with the 50% 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 2019-20 and FY 2020-21 and a budget to actual comparison for FY 2020-21 for the Water Operating Fund.

|                        | FY 19-20 Actual<br>Dec. 31, 2019 | FY 20-21 Actual<br>Dec. 31, 2020 | FY 20-21<br>Budget   | FY 20-21<br>Projected | Over/Under<br>Budget  | % of<br>Budget |
|------------------------|----------------------------------|----------------------------------|----------------------|-----------------------|-----------------------|----------------|
| Program Revenues       | \$ 8,065,000                     | \$ 9,882,111                     | \$ 16,116,000        | \$ 17,732,000         | \$ 1,616,000          | 110.0%         |
| Salaries               | 1,425,463                        | 1,500,177                        | 3,158,943            | 2,960,792             | (198,151)             | 93.7%          |
| Benefits               | 1,041,585                        | 1,114,961                        | 2,296,088            | 2,193,470             | (102,618)             | 95.5%          |
| Operating Expenses     | 2,166,739                        | 2,381,144                        | 6,687,690            | 5,048,404             | (1,639,286)           | 75.5%          |
| Transfers Out          | 407,832                          | 444,304                          | 1,093,215            | 1,093,215             | -                     | 100.0%         |
| Debt Service           | 3,000                            | 10,123                           | 1,891,604            | 1,891,727             | 123                   | 100.0%         |
|                        | <u>\$ 5,044,619</u>              | <u>\$ 5,450,709</u>              | <u>\$ 15,127,540</u> | <u>\$ 13,187,608</u>  | <u>\$ (1,939,932)</u> | <u>87.2%</u>   |
| Capital Expenses       | \$ 1,165,660                     | \$ 955,870                       | \$ 13,688,467        | \$ 2,920,438          | \$ (10,768,029)       | 21.3%          |
| <b>Working Capital</b> |                                  |                                  | <b>\$ 18,611,833</b> | <b>\$ 21,253,191</b>  |                       |                |

The water operating fund is projected to end the year with program revenues of \$17.7 million, about \$1.6 million above the budgeted amount. Total operating expenses, including transfers out and debt service are projected to end the year at \$13.2 million, or 87.2% of budget. This reduction from budgeted amounts is mostly due to savings from budgeted contracts not anticipated to be fully needed this year. Total expenditures for capital projects are estimated to be \$2.9 million at year-end. The fund will end the year with projected working capital of \$21.3 million.

### Wastewater Fund

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

|                        | FY 19-20 Actual<br>Dec. 31, 2019 | FY 20-21 Actual<br>Dec. 31, 2020 | FY 20-21<br>Budget   | FY 20-21<br>Projected | Over/Under<br>Budget | % of<br>Budget |
|------------------------|----------------------------------|----------------------------------|----------------------|-----------------------|----------------------|----------------|
| Program Revenues       | \$ 3,402,035                     | \$ 4,228,558                     | \$ 8,112,200         | \$ 8,962,200          | \$ 850,000           | 110.48%        |
| Salaries               | 728,200                          | 791,964                          | 1,601,114            | 1,592,824             | (8,290)              | 99.48%         |
| Benefits               | 547,153                          | 597,990                          | 1,238,987            | 1,214,117             | (24,870)             | 97.99%         |
| Operating Expenses     | 472,851                          | 462,637                          | 1,983,322            | 1,110,911             | (872,411)            | 56.01%         |
| Transfers Out          | 285,972                          | 327,459                          | 680,207              | 650,074               | (30,133)             | 95.57%         |
| Debt Service           | -                                | -                                | -                    | -                     | -                    | -              |
|                        | <u>\$ 2,034,176</u>              | <u>\$ 2,180,050</u>              | <u>\$ 5,503,630</u>  | <u>\$ 4,567,926</u>   | <u>\$ (935,704)</u>  | <u>83.00%</u>  |
| Capital Expenses       | \$ 54,634                        | \$ 101,466                       | \$ 6,083,444         | \$ 536,831            | \$ (5,546,613)       | 8.82%          |
| <b>Working Capital</b> |                                  |                                  | <b>\$ 13,751,542</b> | <b>\$ 18,103,182</b>  |                      |                |

The wastewater operating fund is projected to end the year with program revenues of \$8.96 million, about \$850k above the budgeted amount. Total operating expenses, including transfers out, are projected to end the year at \$4.6 million, or 83% of budget. This reduction from budgeted amounts is mostly due to savings from budgeted contracts not anticipated



to be fully needed this year. Total expenditures for capital projects are estimated to be \$537,000 at year-end. The fund will end the year with projected working capital of \$18.1 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.

|                        | <b>FY 19-20 Actual<br/>Dec. 31, 2019</b> | <b>FY 20-21 Actual<br/>Dec. 31, 2020</b> | <b>FY 20-21<br/>Budget</b> | <b>FY 20-21<br/>Projected</b> | <b>Over/Under<br/>Budget</b> | <b>% of<br/>Budget</b> |
|------------------------|--|--|----------------------------|-------------------------------|------------------------------|------------------------|
| Program Revenues       | \$ 5,393,687                             | \$ 7,315,837                             | \$ 12,997,607              | \$ 14,257,607                 | \$ 1,260,000                 | 109.7%                 |
| Salaries               | 1,517,844                                | 1,596,707                                | 3,281,185                  | 3,173,048                     | (108,137)                    | 96.7%                  |
| Benefits               | 1,181,235                                | 1,255,458                                | 2,609,912                  | 2,520,346                     | (89,566)                     | 96.6%                  |
| Operating Expenses     | 2,243,529                                | 2,482,133                                | 5,327,692                  | 5,589,707                     | 262,015                      | 104.9%                 |
| Transfers Out          | 679,113                                  | 708,858                                  | 1,473,555                  | 1,473,555                     | -                            | 100.0%                 |
| Debt Service           | -  | -  | -                          | -                             | -                            | 0.0%                   |
|                        | <u>\$ 5,621,721</u>                      | <u>\$ 6,043,156</u>                      | <u>\$ 12,692,344</u>       | <u>\$ 12,756,656</u>          | <u>\$ 64,312</u>             | 100.5%                 |
| Capital Expenses       | \$ 22,423                                | \$ 988,952                               | \$ 2,500,000               | \$ 2,500,000                  | \$ -                         | 100.0%                 |
| <b>Working Capital</b> |  |  | <b>\$ 5,368,058</b>        | <b>\$ 4,369,009</b>           |                              |                        |

The solid waste operating fund is projected to end the year with program revenues of \$14.3 million, about \$1.3 million above the budgeted amount. Total operating expenses, including transfers out, are projected to end the year at \$12.8 million, or 100.5% of budget. Total expenditures for capital projects are estimated to be \$2.5 million at year-end. The fund will end the year with projected working capital of \$4.4 million.

## **Other Funds**

### **City Housing Fund**

The City Housing Fund as of December 31, 2020 had a cash balance of \$14,551,841. The City Council had previously approved a loan for the Parkway Apartment project in the amount of \$4,680,000, which has not yet been expended. There are also two additional requests for loans which the Community Development Department is currently reviewing.

### **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 December 31, 2020, the City has paid \$3.40 million for health, vision, and dental insurance for active employees and \$2.20 million for retired employees and \$1.16 million for workers compensation. Liability insurance payments were \$2.33 million. The total expenditures for FY 2021 are projected at \$19.64 million, which is an increase from the prior fiscal year by \$2.17 million, which is mostly seen in health and liability costs.

### **Lighting and Landscape Funds**

There are 29 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.

Some activities that have taken place in the L&L's during this time period include:

| District                      | Project  | Date     | Cost     |
|-------------------------------|--|----------|----------|
| Broadstone 3                  | Scholar Way / Hillswick Circle - Tree Planting and Replacement Project | November | \$7,696  |
| American River Canyon         | Trail bollard Renovation Project                                       | November | \$7,871  |
| Blue Ravine Oaks              | Sidewalk / Tree Well Renovation and Planting                           | October  | \$5,290  |
| Cobble Ridge II / Reflections | Fence Replacement Project  | October  | \$2,925  |
| Willow Creek Estates East     | LED retrofit / Change Out Project                                      | December | \$20,000 |
| Willow Creek Estates South    | Entry Sign Replacement Project   | December | \$7,900  |

### **Plan Area Impact Fees**

Total Plan Area Impact Fees received through the 2<sup>nd</sup> Quarter of FY 2021 was \$5.13 million. In December, the City made the second payment on the Corporation Yard property that is just south of the Plan Area. The payment was \$281,331.90 for a total of \$591,812.01 in principal and interest paid to date, with the Corp Yard Impact Fees. This leaves a balance of approximately \$277,000.

**APPENDIX A**

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

Revenue and Expense Statement  
Quarter Ended December 31, 2020

|                                      | FY 2020             | FY 2021             | FY 2020              | FY 2021              | FY21 Forecast        | VARIANCE           |              | VARIANCE            |            |
|--------------------------------------|---------------------|---------------------|----------------------|----------------------|----------------------|--------------------|--------------|---------------------|------------|
|                                      | As of<br>12/31/2019 | As of<br>12/31/2020 | ACTUAL               | BUDGET               | As of<br>12/31/2020  | Forecast vs Budget | %            | Acual vs Budget     | %          |
|                                      |                     |                     |                      |                      |                      | \$                 | %            | \$                  | %          |
| <b>REVENUES:</b>                     |                     |                     |                      |                      |                      |                    |              |                     |            |
| Taxes:                               |                     |                     |                      |                      |                      |                    |              |                     |            |
| Property                             | \$ 11,808,716       | \$ 12,314,370       | \$ 28,803,455        | \$ 29,884,989        | \$ 29,884,989        | \$ -               | 100%         | \$ (17,570,619)     | 41%        |
| Sales And Use                        | 7,729,016           | 8,208,867           | 22,616,404           | 22,784,063           | 22,784,063           | -                  | 100%         | (14,575,196)        | 36%        |
| Transient Occupancy                  | 638,116             | 352,936             | 1,677,631            | 1,255,000            | 1,255,000            | -                  | 100%         | (902,064)           | 28%        |
| Real Property Transfer               | -                   | -                   | 650,410              | 575,000              | 575,000              | -                  | 100%         | (575,000)           | 0%         |
| Franchise Fees                       | -                   | -                   | 765,091              | 826,000              | 826,000              | -                  | 100%         | (826,000)           | 0%         |
| Other                                | 303,655             | 208,847             | 788,526              | 1,120,000            | 1,120,000            | -                  | 100%         | (911,153)           | 19%        |
| Licenses And Permits                 | 2,038,269           | 2,039,094           | 3,287,917            | 2,415,416            | 2,415,416            | -                  | 100%         | (376,322)           | 84%        |
| Intergovernmental                    | 174,253             | 1,166,224           | 7,890,586            | 8,150,005            | 9,157,654            | 1,007,649          | 112%         | (6,983,781)         | 14%        |
| Charges For Current Services         | 6,865,717           | 4,673,475           | 12,509,604           | 11,481,205           | 9,587,656            | (1,893,549)        | 84%          | (6,807,730)         | 41%        |
| Fines And Forfeitures                | 49,542              | 59,360              | 169,015              | 196,500              | 196,500              | -                  | 100%         | (137,140)           | 30%        |
| Interest                             | 16,505              | 92,805              | 670,231              | 245,000              | 245,000              | -                  | 100%         | (152,195)           | 38%        |
| Miscellaneous                        | 482,361             | 419,936             | 771,681              | 562,144              | 562,144              | -                  | 100%         | (142,208)           | 75%        |
| Operating Transfers In               | 2,720,848           | 2,102,178           | 6,829,425            | 10,043,152           | 10,043,152           | -                  | 100%         | (7,940,974)         | 21%        |
| <b>TOTAL REVENUES</b>                | <b>32,826,998</b>   | <b>31,638,092</b>   | <b>87,429,976</b>    | <b>89,538,474</b>    | <b>88,652,574</b>    | <b>(885,900)</b>   | <b>99.0%</b> | <b>(57,900,382)</b> | <b>35%</b> |
| <b>EXPENDITURES:</b>                 |                     |                     |                      |                      |                      |                    |              |                     |            |
| Current Operating:                   |                     |                     |                      |                      |                      |                    |              |                     |            |
| General Government                   | \$ 5,583,210        | \$ 6,039,352        | \$ 11,700,296        | \$ 12,067,436        | \$ 11,782,396        | \$ (285,040)       | 98%          | \$ 6,028,084        | 50%        |
| Public Safety                        | 23,177,856          | 23,427,744          | 46,555,416           | 44,616,863           | 45,717,307           | 1,100,444          | 102%         | 21,189,119          | 53%        |
| Public Ways and Facilities           | 3,207,893           | 3,416,089           | 6,890,731            | 7,246,322            | 6,841,902            | (404,420)          | 94%          | 3,830,233           | 47%        |
| Community Services                   | 3,020,648           | 3,126,314           | 6,968,176            | 5,606,333            | 6,402,610            | 796,277            | 114%         | 2,480,019           | 56%        |
| Culture and Recreation               | 7,535,164           | 5,744,686           | 13,794,740           | 14,135,292           | 12,932,081           | (1,203,211)        | 91%          | 8,390,606           | 41%        |
| Non-Departmental                     | 4,502,839           | 1,676,694           | 9,493,007            | 5,866,228            | 5,380,806            | (485,422)          | 92%          | 4,189,534           | 29%        |
| Operating Transfers Out              | -                   | -                   | -                    | -                    | -                    | -                  | -            | -                   | -          |
| <b>TOTAL EXPENDITURES</b>            | <b>47,027,610</b>   | <b>43,430,879</b>   | <b>95,402,366</b>    | <b>89,538,474</b>    | <b>89,057,102</b>    | <b>(481,372)</b>   | <b>99.5%</b> | <b>46,107,595</b>   | <b>49%</b> |
| <b>APPROPRIATION OF FUND BALANCE</b> | <b>(14,200,612)</b> | <b>(11,792,787)</b> | <b>(7,972,390)</b>   | <b>-</b>             | <b>(404,528)</b>     |                    |              |                     |            |
| <b>FUND BALANCE, JULY 1</b>          | <b>23,670,012</b>   | <b>15,697,622</b>   | <b>23,670,012</b>    | <b>15,697,622</b>    | <b>15,697,622</b>    |                    |              |                     |            |
| <b>FUND BALANCE</b>                  | <b>9,469,400</b>    | <b>3,904,835</b>    | <b>15,697,622</b>    | <b>15,697,622</b>    | <b>15,293,094</b>    |                    |              |                     |            |
| <b>NONSPENDABLE FUND BALANCE</b>     | <b>(1,094,168)</b>  | <b>(758,530)</b>    | <b>(903,432)</b>     | <b>(758,530)</b>     | <b>(758,530)</b>     |                    |              |                     |            |
| <b>RESTRICTED FUND BALANCE</b>       | <b>-</b>            | <b>-</b>            | <b>-</b>             | <b>-</b>             | <b>-</b>             |                    |              |                     |            |
| <b>COMMITTED FUND BALANCE</b>        | <b>-</b>            | <b>-</b>            | <b>-</b>             | <b>-</b>             | <b>-</b>             |                    |              |                     |            |
| <b>ASSIGNED FUND BALANCE</b>         | <b>(717,035)</b>    | <b>(2,321,454)</b>  | <b>(1,018,076)</b>   | <b>-</b>             | <b>(1,431,454)</b>   |                    |              |                     |            |
| <b>UNRESTRICTED FUND BALANCE</b>     | <b>\$ 7,658,197</b> | <b>\$ 824,851</b>   | <b>\$ 13,776,114</b> | <b>\$ 14,939,092</b> | <b>\$ 13,103,110</b> |                    |              |                     |            |

**APPENDIX B**

**City of Folsom, California**

**Expenditure Summary - General Fund Departments  
Quarter Ended December 31, 2020**

|                            | FY 2020              | FY 2021              | FY 2020<br>ACTUAL    | FY 2021<br>BUDGET    | FY21 Forecast        | VARIANCE            |               | VARIANCE               |            |
|----------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|---------------------|---------------|------------------------|------------|
|                            | As of                | As of                |                      |                      | As of                | Forecast vs Budget  |               | Actual vs. Budget      |            |
|                            | 12/31/2019           | 12/31/2020           |                      |                      | 12/31/2020           | \$                  | %             | \$                     | %          |
| <b>EXPENDITURES:</b>       |                      |                      |                      |                      |                      |                     |               |                        |            |
| City Council               | \$ 65,530            | \$ 50,492            | \$ 129,452           | \$ 126,140           | \$ 104,435           | \$ (21,705)         | 82.79%        | \$ (75,648)            | 40%        |
| City Manager               | 665,125              | 579,854              | 1,372,589            | 1,311,117            | 1,151,651            | (159,466)           | 87.84%        | (731,263)              | 44%        |
| City Clerk                 | 299,690              | 372,252              | 605,492              | 682,889              | 682,203              | (686)               | 99.90%        | (310,637)              | 55%        |
| Office of Mgmt & Budget    | 2,489,327            | 2,689,696            | 4,863,858            | 4,864,469            | 4,936,029            | 71,560              | 101.47%       | (2,174,773)            | 55%        |
| City Attorney              | 462,460              | 478,075              | 1,001,723            | 1,056,421            | 998,818              | (57,603)            | 94.55%        | (578,346)              | 45%        |
| Human Resources            | 349,754              | 304,217              | 720,681              | 863,321              | 651,920              | (211,401)           | 75.51%        | (559,104)              | 35%        |
| Police                     | 11,453,153           | 11,695,342           | 23,522,120           | 24,102,279           | 23,570,529           | (531,750)           | 97.79%        | (12,406,937)           | 49%        |
| Fire                       | 11,825,833           | 11,837,274           | 23,252,017           | 20,746,292           | 22,358,986           | 1,612,694           | 107.77%       | (8,909,018)            | 57%        |
| Community Development      | 3,020,648            | 3,126,314            | 6,968,176            | 5,606,333            | 6,402,610            | 796,277             | 114.20%       | (2,480,019)            | 56%        |
| Parks & Recreation         | 7,729,307            | 6,333,218            | 14,640,093           | 15,121,284           | 14,168,585           | (952,699)           | 93.70%        | (8,788,066)            | 42%        |
| Library                    | 956,051              | 871,362              | 1,942,427            | 1,945,379            | 1,808,628            | (136,751)           | 92.97%        | (1,074,017)            | 45%        |
| Public Works               | 3,207,893            | 3,416,089            | 6,890,731            | 7,246,322            | 6,841,902            | (404,420)           | 94.42%        | (3,830,233)            | 47%        |
| Other                      | -                    | -                    | -                    | -                    | -                    | -                   | -             | -                      | -          |
| Non Departmental           | 4,502,839            | 1,676,694            | 9,493,007            | 5,866,228            | 5,380,806            | (485,422)           | 91.73%        | (4,189,534)            | 29%        |
| Operating Transfers Out    | -                    | -                    | -                    | -                    | -                    | -                   | -             | -                      | -          |
| <b>TOTAL EXPENDITURES:</b> | <b>\$ 47,027,610</b> | <b>\$ 43,430,879</b> | <b>\$ 95,402,366</b> | <b>\$ 89,538,474</b> | <b>\$ 89,057,102</b> | <b>\$ (481,372)</b> | <b>99.46%</b> | <b>\$ (46,107,595)</b> | <b>49%</b> |



**APPENDIX C**

**City of Folsom, California  
Housing Fund**

**Revenue and Expense Statement  
Quarter Ended December 31, 2020**

|   | FY 2021              | FY 2020              | FY 2021              | FY21 Forecast        | VARIANCE           |       | VARIANCE           |       |
|---|----------------------|----------------------|----------------------|----------------------|--------------------|-------|--------------------|-------|
|   | As of<br>12/31/2020  | ACTUAL               | BUDGET               | As of<br>12/31/2020  | Forecast vs Budget |       | Actual vs Budget   |       |
|   |                      |                      |                      |                      | \$                 | %     | \$                 | %     |
| <b>ASSETS</b>                               |                      |                      |                      |                      |                    |       |                    |       |
| Cash  | \$ 14,551,841        | \$ 14,780,989        |                      |                      |                    |       |                    |       |
| Restricted Cash                             | -                    | -                    |                      |                      |                    |       |                    |       |
| Investments                                 | 66,449               | 64,836               |                      |                      |                    |       |                    |       |
| Intergovernmental/State                     | -                    | -                    |                      |                      |                    |       |                    |       |
| Accounts receivable/accrued interest        | 64,836               | -                    |                      |                      |                    |       |                    |       |
| Interfund Receivable/Advances/Loans         | 12,738,995           | 12,738,995           |                      |                      |                    |       |                    |       |
| Inventory                                   | -                    | -                    |                      |                      |                    |       |                    |       |
| <b>TOTAL ASSETS</b>                         | <b>27,422,121</b>    | <b>27,584,820</b>    |                      |                      |                    |       |                    |       |
| <b>LIABILITIES</b>                          |                      |                      |                      |                      |                    |       |                    |       |
| Accounts Payable                            | 47,193               | 47,193               |                      |                      |                    |       |                    |       |
| Wages Payable                               | -                    | -                    |                      |                      |                    |       |                    |       |
| Accrued Compensated Absences                | -                    | -                    |                      |                      |                    |       |                    |       |
| Due to Other Funds                          | -                    | -                    |                      |                      |                    |       |                    |       |
| Deferred Rev/Refundable Deposits            | -                    | -                    |                      |                      |                    |       |                    |       |
| <b>TOTAL LIABILITIES</b>                    | <b>47,193</b>        | <b>47,193</b>        |                      |                      |                    |       |                    |       |
| <b>FUND BALANCE</b>                         |                      |                      |                      |                      |                    |       |                    |       |
| Reserved for Loans Receivable               | 2,261,875            | 2,261,875            |                      |                      |                    |       |                    |       |
| Reserved for encumbrances                   | -                    | -                    |                      |                      |                    |       |                    |       |
| Unreserved (deficit)                        | 25,113,053           | 25,275,752           |                      |                      |                    |       |                    |       |
| <b>TOTAL LIABILITIES &amp; FUND BALANCE</b> | <b>27,422,121</b>    | <b>27,584,820</b>    |                      |                      |                    |       |                    |       |
| <b>REVENUES:</b>                            |                      |                      |                      |                      |                    |       |                    |       |
| Taxes                                       | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -               |       | \$ -               |       |
| Intergovernmental                           | -                    | -                    | -                    | -                    | -                  |       | -                  |       |
| Charges for Current Services                | 9,460                | 14,020               | 15,000               | 15,000               | -                  | 100%  | (5,540)            | 63%   |
| Impact Fee Revenue                          | 1,585,206            | 2,032,772            | 135,000              | 1,916,214            | 1,781,214          | 1419% | 1,450,206          | 1174% |
| Interest Revenue                            | 151,294              | 630,289              | 150,000              | 330,000              | 180,000            | 220%  | 1,294              | 101%  |
| Other Revenue                               | 2,501,199            | -                    | 72,360               | 2,501,199            | 2,428,839          | 3457% | 2,428,839          | 3457% |
| Operating Transfers In                      | -                    | -                    | -                    | -                    | -                  |       | -                  |       |
| <b>TOTAL REVENUES</b>                       | <b>4,247,159</b>     | <b>2,677,081</b>     | <b>372,360</b>       | <b>4,762,413</b>     | <b>4,390,053</b>   | 1279% | <b>3,874,799</b>   | 1141% |
| <b>EXPENDITURES:</b>                        |                      |                      |                      |                      |                    |       |                    |       |
| Salary & Benefits                           | \$ -                 | \$ -                 | \$ -                 | \$ -                 | \$ -               |       | \$ -               |       |
| Services & Supplies                         | -                    | -                    | -                    | -                    | -                  |       | -                  |       |
| Contracts                                   | 3,325,875            | 112,869              | 260,000              | 3,355,875            | 3,095,875          | 1291% | (3,065,875)        | 1279% |
| Insurance                                   | -                    | -                    | -                    | -                    | -                  |       | -                  |       |
| Other Operating Expenses                    | -                    | -                    | -                    | -                    | -                  |       | -                  |       |
| Capital Outlay                              | -                    | -                    | -                    | -                    | -                  |       | -                  |       |
| Extraordinary Loss on Dissolution of RDAs   | -                    | -                    | -                    | -                    | -                  |       | -                  |       |
| Operating Transfers Out                     | 13,853               | 13,853               | 13,853               | 13,853               | -                  | 100%  | -                  | 100%  |
| <b>TOTAL EXPENDITURES</b>                   | <b>3,339,728</b>     | <b>126,722</b>       | <b>273,853</b>       | <b>3,369,728</b>     | <b>(3,095,875)</b> | 1230% | <b>(3,065,875)</b> | 1220% |
| <b>APPROPRIATION OF FUND BALANCE</b>        | <b>907,431</b>       | <b>2,550,359</b>     | <b>98,507</b>        | <b>1,392,685</b>     |                    |       |                    |       |
| <b>FUND BALANCE, JULY 1</b>                 | <b>27,537,627</b>    | <b>24,987,268</b>    | <b>27,537,627</b>    | <b>27,537,627</b>    |                    |       |                    |       |
| <b>FUND BALANCE</b>                         | <b>\$ 28,445,058</b> | <b>\$ 27,537,627</b> | <b>\$ 27,636,134</b> | <b>\$ 28,930,312</b> |                    |       |                    |       |
| <b>NONSPENDABLE FUND BALANCE</b>            | <b>(2,261,875)</b>   | <b>(2,261,875)</b>   | <b>(27,636,134)</b>  | <b>(28,930,312)</b>  |                    |       |                    |       |
| <b>RESTRICTED FUND BALANCE</b>              | <b>-</b>             | <b>-</b>             | <b>-</b>             | <b>-</b>             |                    |       |                    |       |
| <b>COMMITTED FUND BALANCE</b>               | <b>-</b>             | <b>-</b>             | <b>-</b>             | <b>-</b>             |                    |       |                    |       |
| <b>ASSIGNED FUND BALANCE</b>                | <b>-</b>             | <b>-</b>             | <b>-</b>             | <b>-</b>             |                    |       |                    |       |
| <b>UNRESTRICTED FUND BALANCE (DEFICIT)</b>  | <b>\$ 26,183,183</b> | <b>\$ 25,275,752</b> | <b>\$ -</b>          | <b>\$ -</b>          |                    |       |                    |       |

**APPENDIX D**

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

Revenue and Expenditure Statement  
Quarter Ended December 31, 2020

|                           | <u>Fund 204</u>   | <u>Fund 205</u>     | <u>Fund 207</u>       | <u>Fund 208</u>       | <u>Fund 209</u>          | <u>Fund 210</u>   | <u>Fund 212</u>        | <u>Fund 213</u>           | <u>Fund 214</u>             | <u>Fund 231</u>       | <u>Fund 232</u>      |
|---------------------------|-------------------|---------------------|-----------------------|-----------------------|--------------------------|-------------------|------------------------|---------------------------|-----------------------------|-----------------------|----------------------|
|                           | <u>Los Cerros</u> | <u>Briggs Ranch</u> | <u>Natoma Station</u> | <u>Folsom Heights</u> | <u>Broadstone Unit 3</u> | <u>Broadstone</u> | <u>Hannaford Cross</u> | <u>Lake Natoma Shores</u> | <u>Cobble Hills Reflect</u> | <u>Sierra Estates</u> | <u>Natoma Valley</u> |
| <b>Revenues:</b>          |                   |                     |                       |                       |                          |                   |                        |                           |                             |                       |                      |
| Special Assessment        | -                 | -                   | -                     | -                     | -                        | -                 | -                      | -                         | -                           | -                     | -                    |
| Interest                  | 754               | 2                   | -                     | 103                   | 247                      | -                 | 106                    | 463                       | -                           | 103                   | 1,010                |
| Other Revenue             | -                 | -                   | -                     | -                     | -                        | 270               | -                      | -                         | -                           | -                     | -                    |
| <b>Total Revenue</b>      | <b>\$ 754</b>     | <b>\$ 2</b>         | <b>\$ -</b>           | <b>\$ 103</b>         | <b>\$ 247</b>            | <b>\$ 270</b>     | <b>\$ 106</b>          | <b>\$ 463</b>             | <b>\$ -</b>                 | <b>\$ 103</b>         | <b>\$ 1,010</b>      |
| <b>Expenditures:</b>      |                   |                     |                       |                       |                          |                   |                        |                           |                             |                       |                      |
| Communications            | -                 | -                   | -                     | -                     | -                        | -                 | -                      | -                         | -                           | -                     | -                    |
| Utilities                 | 6,191             | 9,110               | 37,053                | 4,833                 | 636                      | 102,764           | 2,334                  | 2,464                     | 8,166                       | 776                   | 2,194                |
| Contracts                 | 2,542             | 2,341               | 9,146                 | 1,528                 | 2,968                    | 923               | 3,433                  | 2,268                     | 3,927                       | 526                   | 334                  |
| Maintenance               | 12,141            | 20,473              | 69,592                | 41                    | -                        | -                 | 3,706                  | 2,417                     | 9,901                       | 1,067                 | 10,072               |
| Supplies                  | -                 | 235                 | 1,672                 | -                     | -                        | -                 | -                      | -                         | -                           | -                     | -                    |
| Transfers Out             | 2,930             | 8,222               | 18,638                | 357                   | 646                      | 33,392            | 2,340                  | 1,782                     | 5,550                       | 701                   | 4,268                |
| <b>Total Expenditures</b> | <b>\$ 23,804</b>  | <b>\$ 40,381</b>    | <b>\$ 136,101</b>     | <b>\$ 6,759</b>       | <b>\$ 4,250</b>          | <b>\$ 137,079</b> | <b>\$ 11,813</b>       | <b>\$ 8,931</b>           | <b>\$ 27,544</b>            | <b>\$ 3,070</b>       | <b>\$ 16,868</b>     |

**APPENDIX D**

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

Revenue and Expenditure Statement  
Quarter Ended December 31, 2020

|                           | Fund 234        | Fund 236          | Fund 237        | Fund 249          | Fund 250         | Fund 251         | Fund 252         | Fund 253            | Fund 260        | Fund 262            | Fund 266             |
|---------------------------|-----------------|-------------------|-----------------|-------------------|------------------|------------------|------------------|---------------------|-----------------|---------------------|----------------------|
|                           | Cobble Ridge    | 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 |
| <b>Revenues:</b>          |                 |                   |                 |                   |                  |                  |                  |                     |                 |                     |                      |
| Special Assessment        | -               | -                 | -               | -                 | -                | -                | -                | -                   | -               | -                   | -                    |
| Interest                  | 532             | -                 | 521             | -                 | 467              | 427              | 3,069            | 433                 | 221             | 1,748               | 7,170                |
| Other Revenue             | -               | -                 | -               | -                 | -                | -                | -                | -                   | -               | -                   | -                    |
| <b>Total Revenue</b>      | <b>\$ 532</b>   | <b>\$ -</b>       | <b>\$ 521</b>   | <b>\$ -</b>       | <b>\$ 467</b>    | <b>\$ 427</b>    | <b>\$ 3,069</b>  | <b>\$ 433</b>       | <b>\$ 221</b>   | <b>\$ 1,748</b>     | <b>\$ 7,170</b>      |
| <b>Expenditures:</b>      |                 |                   |                 |                   |                  |                  |                  |                     |                 |                     |                      |
| Communications            | -               | -                 | -               | -                 | -                | -                | -                | -                   | -               | -                   | -                    |
| Utilities                 | 689             | 42,336            | 336             | 12,798            | 10,403           | 2,534            | 34,671           | 28,792              | 2,142           | 15,556              | 77,389               |
| Contracts                 | 589             | 4,226             | 345             | 6,662             | 639              | 1,566            | 7,070            | 3,946               | 1,415           | -                   | 11,053               |
| Maintenance               | 911             | 66,306            | 1,281           | 12,641            | 4,484            | 5,979            | 4,299            | 1,308               | -               | 36,377              | 82,611               |
| Supplies                  | -               | 469               | -               | 213               | 96               | -                | 426              | -                   | -               | 1,058               | 13,912               |
| Transfers Out             | 810             | 33,199            | 781             | 1,006             | 586              | 2,413            | 5,653            | 2,734               | 401             | 8,439               | 38,495               |
| <b>Total Expenditures</b> | <b>\$ 2,999</b> | <b>\$ 146,536</b> | <b>\$ 2,743</b> | <b>\$ 33,320</b>  | <b>\$ 16,208</b> | <b>\$ 12,492</b> | <b>\$ 52,119</b> | <b>\$ 36,780</b>    | <b>\$ 3,958</b> | <b>\$ 61,430</b>    | <b>\$ 223,460</b>    |

**APPENDIX D**

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

Revenue and Expenditure Statement  
Quarter Ended December 31, 2020

|                           | Fund 267            | Fund 270        | Fund 271             | Fund 275         | Fund 278                  | Fund 281         | Fund 282         | Fund 283           | Fund 284                   | Fund 285          | Fund 288              | Fund 289              |                     |
|---------------------------|---------------------|-----------------|----------------------|------------------|---------------------------|------------------|------------------|--------------------|----------------------------|-------------------|-----------------------|-----------------------|---------------------|
|                           | ARC No.2<br>CFD #13 | ARC<br>No. 2    | Residences<br>At ARC | ARC<br>North #3  | Blue Ravine<br>Oaks No. 2 | Folsom<br>Hts #2 | Broadstone<br>#4 | Islands<br>CFD #16 | Willow Creek<br>Estates #2 | Prospect<br>Ridge | Maint Dist<br>CFD #18 | Maint Dist<br>CFD #19 | TOTAL               |
| <b>Revenues:</b>          |                     |                 |                      |                  |                           |                  |                  |                    |                            |                   |                       |                       |                     |
| Special Assessment        | -                   | -               | -                    | -                | -                         | -                | -                | -                  | -                          | -                 | -                     | -                     | -                   |
| Interest                  | 349                 | 799             | 325                  | 4,563            | 916                       | 1,188            | 1,533            | 1,479              | 628                        | 46                | 1,905                 | 1,485                 | 32,592              |
| Other Revenue             | -                   | -               | -                    | -                | -                         | -                | -                | -                  | -                          | -                 | -                     | -                     | 270                 |
| <b>Total Revenue</b>      | <b>\$ 349</b>       | <b>\$ 799</b>   | <b>\$ 325</b>        | <b>\$ 4,563</b>  | <b>\$ 916</b>             | <b>\$ 1,188</b>  | <b>\$ 1,533</b>  | <b>\$ 1,479</b>    | <b>\$ 628</b>              | <b>\$ 46</b>      | <b>\$ 1,905</b>       | <b>\$ 1,485</b>       | <b>\$ 32,862</b>    |
| <b>Expenditures:</b>      |                     |                 |                      |                  |                           |                  |                  |                    |                            |                   |                       |                       |                     |
| Communications            | -                   | -               | -                    | -                | -                         | -                | -                | -                  | -                          | -                 | -                     | -                     | -                   |
| Utilities                 | 13,657              | 114             | 2,470                | 107              | -                         | -                | -                | 6,257              | -                          | 1,804             | 34,580                | 6,988                 | 470,144             |
| Contracts                 | 1,477               | 2,653           | 1,938                | 13,271           | 16,198                    | -                | 36,803           | -                  | 18,526                     | 330               | -                     | -                     | 158,643             |
| Maintenance               | 18,391              | -               | 3,739                | 25,450           | 5,540                     | 4,970            | 49,332           | 20,020             | -                          | 3,000             | 20,495                | 4,504                 | 501,048             |
| Supplies                  | 1,638               | -               | -                    | 831              | -                         | -                | 4,178            | 730                | -                          | 75                | 10,490                | 209                   | 36,232              |
| Transfers Out             | 11,752              | 213             | 2,286                | 10,142           | 2,446                     | 3,057            | 5,491            | 7,854              | 8,442                      | 2,692             | 560                   | 251                   | 228,529             |
| <b>Total Expenditures</b> | <b>\$ 46,915</b>    | <b>\$ 2,980</b> | <b>\$ 10,433</b>     | <b>\$ 49,801</b> | <b>\$ 24,184</b>          | <b>\$ 8,027</b>  | <b>\$ 95,804</b> | <b>\$ 34,861</b>   | <b>\$ 26,968</b>           | <b>\$ 7,901</b>   | <b>\$ 66,125</b>      | <b>\$ 11,952</b>      | <b>\$ 1,394,596</b> |

**APPENDIX E**

**City of Folsom, California  
Combined Water Funds\*  
Revenue and Expense Statement  
Quarter Ended December 31, 2020**

|   | FY 2020              | FY 2021               | FY 2020               | FY 2021              | FY21 Forecast        | VARIANCE           |             | VARIANCE           |            |
|---|----------------------|-----------------------|-----------------------|----------------------|----------------------|--------------------|-------------|--------------------|------------|
|   | As of<br>12/31/2019  | As of<br>12/31/2020   | ACTUAL                | BUDGET               | As of<br>12/31/2020  | Forecast vs Budget |             | Actual vs Budget   |            |
|   |                      |                       |                       |                      |                      | \$                 | %           | \$                 | %          |
| <b>OPERATING REVENUES:</b>                                      |                      |                       |                       |                      |                      |                    |             |                    |            |
| Charges For Services  | 8,065,000            | 9,882,111             | 15,748,401            | 16,116,000           | 17,732,000           | 1,616,000          | 110%        | (6,233,889)        | 61%        |
| <b>TOTAL OPERATING REVENUES</b>                                 | <b>8,065,000</b>     | <b>9,882,111</b>      | <b>15,748,401</b>     | <b>16,116,000</b>    | <b>17,732,000</b>    | <b>1,616,000</b>   | <b>110%</b> | <b>(6,233,889)</b> | <b>61%</b> |
| <b>OPERATING EXPENSES:</b>                                      |                      |                       |                       |                      |                      |                    |             |                    |            |
| Employee Services   | 2,467,048            | 2,615,138             | 4,999,810             | 5,455,031            | 5,154,262            | (300,769)          | 94%         | (2,839,893)        | 48%        |
| Utilities   | 344,458              | 412,356               | 795,571               | 769,500              | 825,710              | 56,210             | 107%        | (357,144)          | 54%        |
| Supplies  | 368,286              | 504,688               | 680,592               | 1,239,093            | 1,066,200            | (172,893)          | 86%         | (734,405)          | 41%        |
| Maintenance and Operation                                       | 194,421              | 213,710               | 417,517               | 1,024,970            | 452,441              | (572,529)          | 44%         | (811,260)          | 21%        |
| Contractual Services  | 880,708              | 791,981               | 1,844,620             | 2,688,642            | 1,680,124            | (1,008,518)        | 62%         | (1,896,661)        | 29%        |
| Depreciation  | -                    | -                     | 4,293,283             | -                    | 4,293,283            | 4,293,283          | -           | -                  | -          |
| Other Operating Expenses  | 378,866              | 458,409               | 1,826,253             | 965,485              | 1,023,929            | 58,444             | 106%        | (507,076)          | 47%        |
| <b>TOTAL OPERATING EXPENSES</b>                                 | <b>4,633,787</b>     | <b>4,996,282</b>      | <b>14,857,646</b>     | <b>12,142,721</b>    | <b>14,495,949</b>    | <b>2,353,228</b>   | <b>119%</b> | <b>(7,146,439)</b> | <b>41%</b> |
| <b>OPERATING INCOME</b>   | <b>3,431,213</b>     | <b>4,885,829</b>      | <b>890,755</b>        | <b>3,973,279</b>     | <b>3,236,051</b>     |                    | <b>81%</b>  | <b>362,495</b>     |            |
| <b>NONOPERATING REVENUE (EXPENSES):</b>                         |                      |                       |                       |                      |                      |                    |             |                    |            |
| Impact Fees   | 366,413              | 208,714               | 704,346               | 671,970              | 466,170              | (205,800)          | 69%         | (463,256)          | 31%        |
| Other   | 10,772               | 1,683                 | 5,577,274             | 11,502,204           | 27,435               | (11,474,769)       | 0%          | (11,500,521)       | 0%         |
| Investment Income   | -                    | 103,527               | 613,444               | 272,000              | 265,950              | (6,050)            | 98%         | (168,473)          | 38%        |
| Intergovernmental   | 7,253                | -                     | 10,259                | -                    | -                    | -                  | -           | -                  | -          |
| Proceeds of Financing   | -                    | -                     | -                     | -                    | -                    | -                  | -           | -                  | -          |
| Debt Service Expense  | (3,000)              | (10,123)              | (774,149)             | (1,891,604)          | (1,891,727)          | (123)              | 100%        | 1,881,481          | 1%         |
| Other Reimbursements  | -                    | -                     | -                     | -                    | -                    | -                  | -           | -                  | -          |
| Capital Outlay - Projects                                       | (1,165,660)          | (955,870)             | (3,564)               | (13,688,467)         | (2,920,438)          | 10,768,029         | 21%         | 12,732,597         | 7%         |
| <b>TOTAL NONOPERATING REVENUE (EXPENSE)</b>                     | <b>(784,222)</b>     | <b>(652,069)</b>      | <b>6,127,610</b>      | <b>(3,133,897)</b>   | <b>(4,052,610)</b>   | <b>(918,713)</b>   | <b>129%</b> | <b>2,481,828</b>   | <b>21%</b> |
| <b>INCOME (LOSS) BEFORE CAPITAL CONTRIBUTIONS AND TRANSFERS</b> | <b>2,646,991</b>     | <b>4,233,760</b>      | <b>7,018,365</b>      | <b>839,382</b>       | <b>(816,559)</b>     |                    |             |                    |            |
| <b>CAPITAL CONTRIBUTIONS AND TRANSFERS:</b>                     |                      |                       |                       |                      |                      |                    |             |                    |            |
| Transfers In  | 20,863               | -                     | 141,726               | 253,833              | 253,833              | -                  | 100%        | (253,833)          | 0%         |
| Transfers Out   | (407,832)            | (444,304)             | (929,126)             | (1,093,215)          | (1,093,215)          | (918,713)          | 100%        | 648,911            | 41%        |
| <b>TOTAL CAPITAL CONTRIBUTIONS AND TRANSFERS</b>                | <b>(386,969)</b>     | <b>(444,304)</b>      | <b>(787,400)</b>      | <b>(839,382)</b>     | <b>(839,382)</b>     |                    |             |                    |            |
| <b>CHANGE IN NET ASSETS</b>                                     | <b>2,260,022</b>     | <b>3,789,456</b>      | <b>6,230,965</b>      | <b>-</b>             | <b>(1,655,941)</b>   |                    |             |                    |            |
| <b>NET ASSETS, JULY 1</b>                                       | <b>96,133,601</b>    | <b>102,364,564</b>    | <b>96,133,599</b>     | <b>102,364,564</b>   | <b>102,364,564</b>   |                    |             |                    |            |
| <b>NET ASSETS</b>   | <b>98,393,623</b>    | <b>106,154,020</b>    | <b>102,364,564</b>    | <b>102,364,564</b>   | <b>100,708,623</b>   |                    |             |                    |            |
| <b>RESTRICTED NET ASSETS</b>                                    | <b>(844,347)</b>     | <b>(4,145,191)</b>    | <b>-</b>              | <b>(4,145,191)</b>   | <b>(4,145,191)</b>   |                    |             |                    |            |
| <b>UNRESTRICTED NET ASSETS</b>                                  | <b>\$ 97,549,276</b> | <b>\$ 102,008,829</b> | <b>\$ 102,364,564</b> | <b>\$ 98,219,373</b> | <b>\$ 96,563,432</b> |                    |             |                    |            |

\* 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 December 31, 2020**

|   | FY 2020              | FY 2021              | FY 2020              | FY 2021              | FY21 Forecast        | VARIANCE           |             | VARIANCE           |            |
|---|----------------------|----------------------|----------------------|----------------------|----------------------|--------------------|-------------|--------------------|------------|
|   | As of                | As of                | FY 2020              | FY 2021              | As of                | Forecast vs Budget |             | Actual vs Budget   |            |
|   | 12/31/2019           | 12/31/2020           | ACTUAL               | BUDGET               | 12/31/2020           | \$                 | %           | \$                 | %          |
| <b>OPERATING REVENUES:</b>                                      |                      |                      |                      |                      |                      |                    |             |                    |            |
| Charges For Services  | 3,368,435            | 4,194,958            | 7,389,618            | 8,045,000            | 8,895,000            | 850,000            | 111%        | (3,850,042)        | 52%        |
| Prison Services   | 33,600               | 33,600               | 67,200               | 67,200               | 67,200               | -                  | 100%        | (33,600)           | 50%        |
| <b>TOTAL OPERATING REVENUES</b>                                 | <b>3,402,035</b>     | <b>4,228,558</b>     | <b>7,456,818</b>     | <b>8,112,200</b>     | <b>8,962,200</b>     | <b>850,000</b>     | <b>110%</b> | <b>(3,883,642)</b> | <b>52%</b> |
| <b>OPERATING EXPENSES:</b>                                      |                      |                      |                      |                      |                      |                    |             |                    |            |
| Employee Services   | 1,275,353            | 1,389,954            | 2,608,483            | 2,840,101            | 2,806,941            | (33,160)           | 99%         | (1,450,147)        | 49%        |
| Utilities   | 31,109               | 41,079               | 88,564               | 75,000               | 92,229               | 17,229             | 123%        | (33,921)           | 55%        |
| Supplies  | 159,706              | 131,808              | 376,673              | 530,014              | 266,890              | (263,124)          | 50%         | (398,206)          | 25%        |
| Maintenance and Operation                                       | 62,383               | 67,306               | 183,776              | 328,500              | 142,962              | (185,538)          | 44%         | (261,194)          | 20%        |
| Contractual Services  | 58,492               | 37,662               | 344,481              | 768,200              | 242,123              | (526,077)          | 32%         | (730,538)          | 5%         |
| Depreciation  | -                    | -                    | 2,035,576            | -                    | 2,110,576            | 2,110,576          | -           | -                  | -          |
| Other Operating Expenses  | 161,161              | 184,782              | 738,088              | 301,608              | 376,707              | 75,099             | 125%        | (116,826)          | 61%        |
| <b>TOTAL OPERATING EXPENSES</b>                                 | <b>1,748,204</b>     | <b>1,852,591</b>     | <b>6,375,641</b>     | <b>4,843,423</b>     | <b>6,038,428</b>     | <b>1,195,005</b>   | <b>125%</b> | <b>(2,990,832)</b> | <b>38%</b> |
| <b>OPERATING INCOME (LOSS)</b>                                  | <b>1,653,831</b>     | <b>2,375,967</b>     | <b>1,081,177</b>     | <b>3,268,777</b>     | <b>2,923,772</b>     |                    | <b>89%</b>  |                    |            |
| <b>NONOPERATING REVENUE (EXPENSES):</b>                         |                      |                      |                      |                      |                      |                    |             |                    |            |
| Impact Fees   | 34,725               | 29,496               | 56,832               | 206,215              | 46,215               | (160,000)          | 22%         | (176,719)          | 14.3%      |
| Investment Income   | 772                  | 73,543               | 427,412              | 135,000              | 147,000              | 12,000             | 109%        | (61,457)           | 54%        |
| Other   | 8,206                | 6,052                | 4,707,423            | 3,599,475            | 34,741               | (3,564,734)        | 1%          | (3,593,423)        | 0%         |
| Debt Service  | -                    | -                    | -                    | -                    | -                    | -                  | -           | -                  | -          |
| Capital Outlay - Projects                                       | (54,634)             | (101,466)            | (341,540)            | (6,558,444)          | (611,831)            | 5,946,613          | 9%          | 6,456,978          | 2%         |
| <b>TOTAL NONOPERATING REVENUE (EXPENSE)</b>                     | <b>(10,931)</b>      | <b>7,625</b>         | <b>4,850,127</b>     | <b>(2,617,754)</b>   | <b>(383,875)</b>     | <b>2,233,879</b>   | <b>15%</b>  | <b>2,625,379</b>   | <b>0%</b>  |
| <b>INCOME (LOSS) BEFORE CAPITAL CONTRIBUTIONS AND TRANSFERS</b> | <b>1,642,900</b>     | <b>2,383,592</b>     | <b>5,931,304</b>     | <b>651,023</b>       | <b>2,539,897</b>     |                    |             |                    |            |
| <b>CAPITAL CONTRIBUTIONS AND TRANSFERS:</b>                     |                      |                      |                      |                      |                      |                    |             |                    |            |
| Transfers In  | 11,942               | -                    | 23,884               | 30,133               | 30,133               | -                  | 0%          | (30,133)           | 0%         |
| Transfers Out   | (286,473)            | (327,934)            | (584,539)            | (681,156)            | (681,156)            | -                  | 0%          | (353,222)          | 93%        |
| <b>TOTAL CAPITAL CONTRIBUTIONS AND TRANSFERS</b>                | <b>(274,531)</b>     | <b>(327,934)</b>     | <b>(560,655)</b>     | <b>(651,023)</b>     | <b>(651,023)</b>     |                    |             |                    |            |
| <b>CHANGE IN NET ASSETS</b>                                     | <b>1,368,369</b>     | <b>2,055,658</b>     | <b>5,370,649</b>     | <b>-</b>             | <b>1,888,874</b>     |                    |             |                    |            |
| <b>NET ASSETS, JULY 1</b>                                       | <b>59,638,604</b>    | <b>65,009,254</b>    | <b>59,638,605</b>    | <b>65,009,254</b>    | <b>65,009,254</b>    |                    |             |                    |            |
| <b>NET ASSETS</b>   | <b>61,006,973</b>    | <b>67,064,912</b>    | <b>65,009,254</b>    | <b>65,009,254</b>    | <b>66,898,128</b>    |                    |             |                    |            |
| <b>RESTRICTED NET ASSETS</b>                                    | <b>(884,301)</b>     | <b>(344,433)</b>     | <b>-</b>             | <b>(344,433)</b>     | <b>(344,433)</b>     |                    |             |                    |            |
| <b>UNRESTRICTED NET ASSETS</b>                                  | <b>\$ 60,122,672</b> | <b>\$ 66,720,479</b> | <b>\$ 65,009,254</b> | <b>\$ 64,664,821</b> | <b>\$ 66,553,695</b> |                    |             |                    |            |

\* 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 December 31, 2020**

|   | FY 2020               | FY 2021               | FY 2020               | FY 2021               | FY21 Forecast         | VARIANCE           |              | VARIANCE           |              |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--------------------|--------------|--------------------|--------------|
|   | As of                 | As of                 | FY 2020               | FY 2021               | As of                 | Forecast vs Budget |              | Actual vs Budget   |              |
|   | 12/31/2019            | 12/31/2020            | ACTUAL                | BUDGET                | 12/31/2020            | \$                 | %            | \$                 | %            |
| <b>OPERATING REVENUES:</b>                                      |                       |                       |                       |                       |                       |                    |              |                    |              |
| Charges For Services  | 5,393,687             | 7,315,837             | 11,774,723            | 12,997,607            | 14,257,607            | 1,260,000          | 110%         | (5,681,770)        | 56%          |
| <b>TOTAL OPERATING REVENUES</b>                                 | <b>5,393,687</b>      | <b>7,315,837</b>      | <b>11,774,723</b>     | <b>12,997,607</b>     | <b>14,257,607</b>     | <b>1,260,000</b>   | <b>110%</b>  | <b>(5,681,770)</b> | <b>56%</b>   |
| <b>OPERATING EXPENSES:</b>                                      |                       |                       |                       |                       |                       |                    |              |                    |              |
| Employee Services   | 2,699,079             | 2,852,165             | 5,303,256             | 5,891,097             | 5,693,394             | (197,703)          | 97%          | (3,038,932)        | 48%          |
| Utilities   | 5,034                 | 18,296                | 26,996                | 20,500                | 38,792                | 18,292             | 189%         | (2,204)            | 89%          |
| Supplies  | 461,587               | 390,500               | 889,668               | 1,180,598             | 1,130,598             | (50,000)           | 96%          | (790,098)          | 33%          |
| Maintenance and Operation                                       | 450,598               | 437,757               | 861,589               | 538,133               | 876,535               | 338,402            | 163%         | (100,376)          | 81%          |
| Contractual Services  | 1,073,689             | 1,410,205             | 3,019,626             | 3,236,087             | 3,091,408             | (144,679)          | 96%          | (1,825,882)        | 44%          |
| Depreciation  | -                     | -                     | 570,252               | -                     | 570,252               | 570,252            | -            | -                  | -            |
| Other Operating Expenses  | 252,621               | 225,375               | 1,321,179             | 537,374               | 537,374               | -                  | 100%         | (311,999)          | 42%          |
| <b>TOTAL OPERATING EXPENSES</b>                                 | <b>4,942,608</b>      | <b>5,334,298</b>      | <b>11,992,566</b>     | <b>11,403,789</b>     | <b>11,938,353</b>     | <b>534,564</b>     | <b>105%</b>  | <b>(6,069,491)</b> | <b>47%</b>   |
| <b>OPERATING INCOME (LOSS)</b>                                  | <b>451,079</b>        | <b>1,981,539</b>      | <b>(217,843)</b>      | <b>1,593,818</b>      | <b>2,319,254</b>      |                    |              |                    |              |
| <b>NONOPERATING REVENUE (EXPENSE):</b>                          |                       |                       |                       |                       |                       |                    |              | 391,690            |              |
| Impact Fees   | 132,788               | 169,367               | 211,585               | 434,045               | 269,045               | (165,000)          | 62.0%        | (264,678)          | 39%          |
| Investment Income   | -                     | 30,545                | 188,737               | 50,500                | 69,597                | 19,097             | 138%         | (19,955)           | 60%          |
| Intergovernmental Revenues                                      | 33,156                | 498                   | 159,159               | 40,499                | 40,499                | -                  | 100%         | (40,001)           | 1%           |
| Other   | 72,706                | 120,955               | 185,791               | 1,933,383             | 210,918               | (1,722,465)        | 11%          | (1,812,428)        | 6%           |
| Debt Service-Expense  | -                     | -                     | -                     | -                     | -                     | -                  | -            | -                  | -            |
| Capital Outlay  | (22,423)              | (988,952)             | (2,424)               | (2,500,000)           | (2,500,000)           | -                  | 100%         | 1,511,048          | 40%          |
| <b>TOTAL NONOPERATING REVENUE (EXPENSE)</b>                     | <b>216,227</b>        | <b>(667,587)</b>      | <b>742,848</b>        | <b>(41,573)</b>       | <b>(1,909,941)</b>    | <b>(1,868,368)</b> | <b>4594%</b> | <b>(626,014)</b>   | <b>1606%</b> |
| <b>INCOME (LOSS) BEFORE CAPITAL CONTRIBUTIONS AND TRANSFERS</b> | <b>667,306</b>        | <b>1,313,952</b>      | <b>525,005</b>        | <b>1,552,245</b>      | <b>409,313</b>        |                    |              |                    |              |
| <b>CAPITAL CONTRIBUTIONS AND TRANSFERS:</b>                     |                       |                       |                       |                       |                       |                    |              |                    |              |
| Transfers In  | 30,159                | 4,400                 | 60,178                | 438,320               | 438,320               | -                  | 0%           | (433,920)          | -1%          |
| Transfers Out   | (679,316)             | (709,412)             | (1,370,455)           | (1,830,020)           | (1,830,020)           | -                  | 0%           | 1,120,608          | -63%         |
| <b>TOTAL CAPITAL CONTRIBUTIONS AND TRANSFERS</b>                | <b>(649,157)</b>      | <b>(705,012)</b>      | <b>(1,310,277)</b>    | <b>(1,391,700)</b>    | <b>(1,391,700)</b>    |                    |              |                    |              |
| <b>CHANGE IN NET ASSETS</b>                                     | <b>18,149</b>         | <b>608,940</b>        | <b>(785,272)</b>      | <b>160,545</b>        | <b>(982,387)</b>      |                    |              |                    |              |
| <b>NET ASSETS, JULY 1</b>                                       | <b>(4,864,125)</b>    | <b>(5,649,397)</b>    | <b>(4,864,125)</b>    | <b>(5,939,762)</b>    | <b>(5,939,762)</b>    |                    |              |                    |              |
| <b>NET ASSETS</b>   | <b>(4,845,976)</b>    | <b>(5,040,457)</b>    | <b>(5,649,397)</b>    | <b>(5,779,217)</b>    | <b>(6,922,149)</b>    |                    |              |                    |              |
| <b>RESTRICTED NET ASSETS</b>                                    | <b>(166,259)</b>      | <b>(213,019)</b>      | <b>-</b>              | <b>(213,019)</b>      | <b>(213,019)</b>      |                    |              |                    |              |
| <b>UNRESTRICTED NET ASSETS</b>                                  | <b>\$ (5,012,235)</b> | <b>\$ (5,253,476)</b> | <b>\$ (5,649,397)</b> | <b>\$ (5,992,236)</b> | <b>\$ (7,135,168)</b> |                    |              |                    |              |

\* 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

# APPENDIX H

## City of Folsom, California

### Risk Management

#### Revenue and Expense Statement

Quarter Ended December 31, 2020

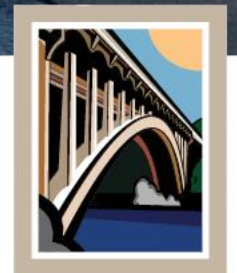
|   | FY 2020<br>As of<br>12/31/2019 | FY 2021<br>As of<br>12/31/2020 | FY 2020<br>ACTUAL | FY 2021<br>BUDGET | FY 2021 Forecast<br>As of<br>12/31/2020 |
|---|--------------------------------|--------------------------------|-------------------|-------------------|---|
| <b>OPERATING REVENUES:</b>              |                                |                                |                   |                   |   |
| Charges for services                    | 7,796,159                      | 7,042,429                      | 16,414,501        | 14,084,858        | 14,084,858                              |
| Penalty Fines                           | -                              | -                              | -                 | -                 | -                                       |
| Interest revenue                        | -                              | 19,101                         | 227,373           | 65,000            | 57,500                                  |
| Reimbursement                           | 668,458                        | 764,377                        | 1,575,935         | 2,044,985         | 1,844,985                               |
| Other revenue                           | 15,381                         | 297                            | 1,068             | 3,692,925         | 10,000                                  |
| <b>Total operating revenues</b>         | <b>8,479,998</b>               | <b>7,826,204</b>               | <b>18,218,877</b> | <b>19,887,768</b> | <b>15,997,343</b>                       |
| <b>OPERATING EXPENSES:</b>              |                                |                                |                   |                   |   |
| Employee Services                       |                                |                                |                   |                   |   |
| Active Employees:                       |                                |                                |                   |                   |   |
| Wages                                   | 66,334                         | 71,467                         | 146,666           | 157,310           | 159,400                                 |
| FICA                                    | 5,118                          | 5,551                          | 11,352            | 12,558            | 12,558                                  |
| PERS                                    | 27,301                         | 30,563                         | 60,361            | 67,275            | 67,275                                  |
| Deferred Compensation                   | 1,658                          | 1,787                          | 3,666             | 3,933             | 3,985                                   |
| Workers Compensation                    | 1,082,768                      | 1,156,337                      | 2,054,908         | 2,320,236         | 2,320,236                               |
| Liability                               | 1,785,754                      | 2,331,720                      | 1,791,980         | 2,331,720         | 2,331,720                               |
| Health Insurance                        | 2,989,619                      | 3,122,602                      | 6,572,915         | 7,453,087         | 7,400,000                               |
| Vision                                  | 50,257                         | 41,207                         | 110,762           | 98,354            | 98,354                                  |
| Dental                                  | 266,493                        | 238,037                        | 585,683           | 568,151           | 580,000                                 |
| Employee Assistance Program             | 5,537                          | 5,527                          | 9,850             | 10,863            | 10,863                                  |
| Health Retirement Account               | 69,675                         | 35,478                         | 154,325           | 166,650           | 91,178                                  |
| Health Savings Account                  | 14,050                         | 7,234                          | 22,474            | 13,265            | 13,265                                  |
| Contracts                               | 923,262                        | 564,863                        | 1,017,430         | 1,010,780         | 1,010,780                               |
| Small Equipment                         | -                              | -                              | -                 | -                 | -                                       |
| Transfers Out                           | 145,263                        | -                              | 290,526           | 707,000           | 707,000                                 |
| Retirees:                               |                                |                                |                   |                   |   |
| PERS                                    | 11,314                         | 11,532                         | 11,314            | 15,000            | 11,532                                  |
| Health Insurance                        | 1,985,137                      | 1,944,387                      | 4,191,516         | 4,311,278         | 4,311,278                               |
| Vision                                  | 34,427                         | 31,116                         | 61,778            | 62,280            | 62,280                                  |
| Dental                                  | 186,041                        | 186,240                        | 373,418           | 372,000           | 365,000                                 |
| Retiree HRA                             | -                              | 36,472                         | -                 | -                 | 86,900                                  |
| <b>Total operating expenses</b>         | <b>9,650,008</b>               | <b>9,822,121</b>               | <b>17,470,924</b> | <b>19,681,740</b> | <b>19,643,604</b>                       |
| <b>CHANGE IN NET ASSETS</b>             | <b>(1,170,010)</b>             | <b>(1,995,917)</b>             | <b>747,953</b>    | <b>206,028</b>    | <b>(3,646,261)</b>                      |
| <b>NET ASSETS, BEGINNING OF YEAR</b>    | <b>12,335,083</b>              | <b>13,083,036</b>              | <b>12,335,083</b> | <b>13,083,036</b> | <b>13,083,036</b>                       |
| <b>RESTRICTED FOR INSURANCE DEPOSIT</b> | <b>3,726,923</b>               | <b>3,978,049</b>               | <b>3,978,049</b>  | <b>3,978,049</b>  | <b>3,978,049</b>                        |
| <b>UNRESTRICTED NET ASSETS</b>          | <b>7,469,876</b>               | <b>7,109,081</b>               | <b>9,104,987</b>  | <b>9,311,015</b>  | <b>5,458,726</b>                        |
| <b>NET ASSETS</b>                       | <b>11,165,073</b>              | <b>11,087,119</b>              | <b>13,083,036</b> | <b>13,289,064</b> | <b>9,436,775</b>                        |



## ATTACHMENT 2

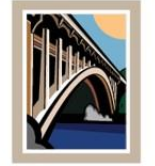
# FY 2020-21 Second Quarter Financial Report and FY 2019-20 CAFR Results

Presentation to the Folsom City Council  
February 9, 2021



CITY OF  
**FOLSOM**

# General Fund Summary



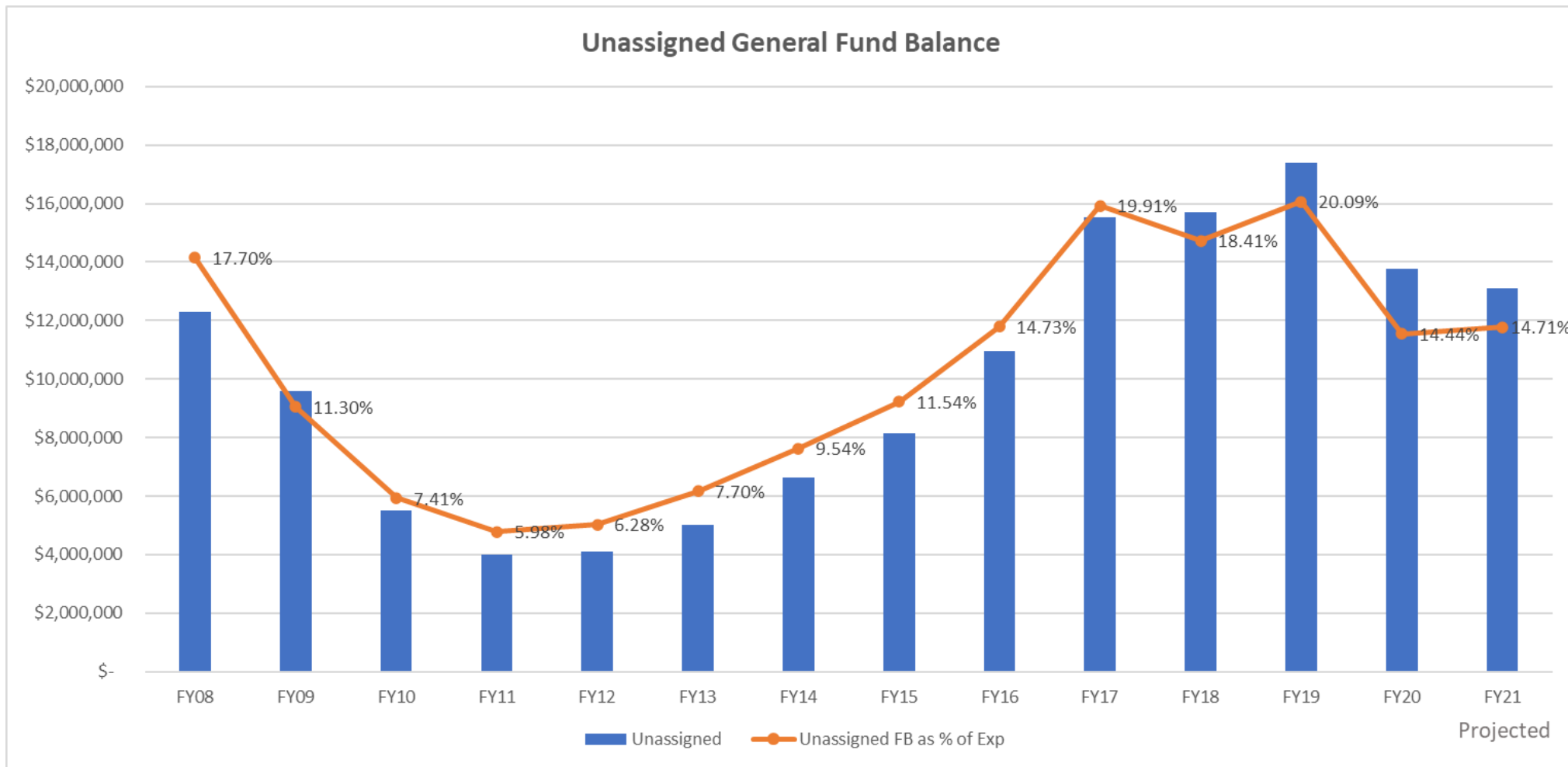
CITY OF  
**FOLSOM**

|                                | <b>CAFR<br/>FY 18-19</b> | <b>CAFR<br/>FY 19-20</b> | <b>Projected<br/>FY 20-21</b> |
|--------------------------------|--------------------------|--------------------------|-------------------------------|
| Revenue                        | \$ 92,260,837            | \$ 87,429,976            | \$ 87,644,925                 |
| Expenditures                   | (86,601,533)             | (95,402,366)             | (89,057,102)                  |
| Adj. for Transit Annexation    | (2,900,000)              | 2,900,000                | -                             |
| CARES Act Reimbursement        | -                        | -                        | 1,007,649                     |
| Change in Total Fund Balance   | \$ 2,759,304             | \$ (5,072,390)           | \$ (404,528)                  |
| Estimated Encumbrances         | 2,214,552                | 1,018,076                | 1,286,552                     |
| <b>Unassigned Fund Balance</b> | <b>\$17,364,046</b>      | <b>\$13,776,114</b>      | <b>\$13,103,110</b>           |
| % of Expenditures              | 20.1%                    | 14.4%                    | 14.7%                         |

# General Fund Summary



CITY OF  
**FOLSOM**



# General Fund – Revenues

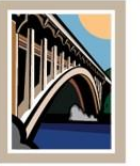


CITY OF  
FOLSOM

|                         | <b>FY 19-20<br/>Actual</b> | <b>FY 20-21<br/>Budgeted</b> | <b>FY 20-21<br/>Projected</b> | <b>Over/(Under)<br/>Budget</b> | <b>% of<br/>Budget</b> |
|-------------------------|----------------------------|------------------------------|-------------------------------|--------------------------------|------------------------|
| Property Tax            | \$ 28,803,455              | \$ 29,884,989                | \$ 29,884,989                 | \$ -                           | 100.0%                 |
| Sales Tax               | 22,616,404                 | 22,784,063                   | 22,784,063                    | \$ -                           | 100.0%                 |
| Transient Occupancy Tax | 1,677,631                  | 1,255,000                    | 1,255,000                     | \$ -                           | 100.0%                 |
| Charges for Services    | 12,244,065                 | 11,481,205                   | 9,587,656                     | \$ (1,893,549)                 | 83.5%                  |
| Licenses, Permits & VLF | 10,777,411                 | 10,565,421                   | 10,565,421                    | \$ -                           | 100.0%                 |
| Transfers In            | 6,483,635                  | 10,043,152                   | 10,043,152                    | \$ -                           | 100.0%                 |
| All other               | 4,827,375                  | 3,524,644                    | 3,524,644                     | \$ -                           | 100.0%                 |
| <b>Subtotal Revenue</b> | <b>\$ 87,429,976</b>       | <b>\$ 89,538,474</b>         | <b>\$ 87,644,925</b>          | <b>\$ (1,893,549)</b>          | <b>97.9%</b>           |
| CARES Act funding       | -                          | -                            | <b>1,007,649</b>              | <b>1,007,649</b>               |                        |
| <b>Total Revenue</b>    | <b>\$ 87,429,976</b>       | <b>\$ 89,538,474</b>         | <b>\$ 88,652,574</b>          | <b>\$ (885,900)</b>            | <b>99.0%</b>           |



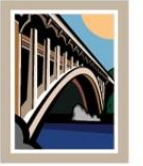
# General Fund – Revenues



CITY OF  
FOLSOM

|                                | <b>FY 19-20</b>     | <b>FY 20-21</b>     | <b>FY 20-21</b>     |
|--------------------------------|---------------------|---------------------|---------------------|
|                                | <b>Actual</b>       | <b>Budgeted</b>     | <b>Projected</b>    |
| <b>All Tax Related Revenue</b> | <b>\$55,301,518</b> | <b>\$56,445,052</b> | <b>\$56,445,052</b> |
| <b>All Non-Tax Revenue</b>     | <b>\$32,128,458</b> | <b>\$33,093,422</b> | <b>\$32,207,522</b> |
| Development Fees               | 2,822,758           | 2,774,056           | 2,774,056           |
| Building Permits               | 2,261,039           | 1,502,000           | 1,502,000           |
| Parks & Rec Fees               | 3,484,262           | 2,697,445           | 1,228,896           |
| Fire Charges for Svcs          | 4,942,558           | 4,971,100           | 4,546,100           |
| <b>Total Revenue</b>           | <b>\$87,429,976</b> | <b>\$89,538,474</b> | <b>\$88,652,574</b> |

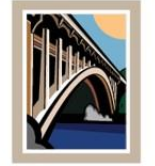
# General Fund - Expenditures



CITY OF  
**FOLSOM**

|                           | <b>FY 19-20</b>     | <b>FY 20-21</b>     | <b>FY 20-21</b>     | <b>Over/(Under)</b> | <b>% of</b>   |
|---------------------------|---------------------|---------------------|---------------------|---------------------|---------------|
|                           | <b>Actual</b>       | <b>Budgeted</b>     | <b>Projected</b>    | <b>Budget</b>       | <b>Budget</b> |
| Salaries                  | \$38,557,657        | \$38,299,058        | \$38,944,512        | \$645,454           | 101.7%        |
| Benefits                  | 26,692,687          | 27,628,885          | \$26,825,658        | (\$803,227)         | 97.1%         |
| O&M                       | 26,420,864          | 19,805,650          | \$19,757,108        | (\$48,542)          | 99.8%         |
| Capital Outlay            | 2,825,424           | 2,900,000           | \$2,624,943         | (\$275,057)         | 90.5%         |
| Debt Service              | 905,734             | 904,881             | \$904,881           | \$0                 | 100.0%        |
| <b>Total Expenditures</b> | <b>\$95,402,366</b> | <b>\$89,538,474</b> | <b>\$89,057,102</b> | <b>(\$481,372)</b>  | <b>99.5%</b>  |

# General Fund - Expenditures

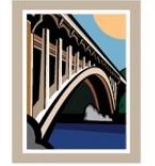


CITY OF  
**FOLSOM**

|                           | <b>FY 20-21<br/>Budgeted</b> | <b>FY 20-21<br/>Projected</b> | <b>% of Budget</b> |
|---------------------------|------------------------------|-------------------------------|--------------------|
| City Council              | \$ 126,140                   | \$ 104,435                    | 82.8%              |
| City Manager              | 1,311,117                    | 1,151,651                     | 87.8%              |
| City Clerk                | 682,889                      | 682,203                       | 99.9%              |
| City Attorney             | 1,056,421                    | 998,818                       | 94.5%              |
| Management & Budget       | 4,864,469                    | 4,936,029                     | 101.5%             |
| Human Resources           | 863,321                      | 651,920                       | 75.5%              |
| Police                    | 24,102,279                   | 23,570,529                    | 97.8%              |
| Fire                      | 20,746,292                   | 22,358,986                    | 107.8%             |
| Community Development     | 5,606,333                    | 6,752,610                     | 120.4%             |
| Parks & Recreation        | 15,121,284                   | 14,168,585                    | 93.7%              |
| Library                   | 1,945,379                    | 1,808,628                     | 93.0%              |
| Public Works              | 7,246,322                    | 6,841,902                     | 94.4%              |
| Non-Dept                  | 5,866,228                    | 5,030,806                     | 85.8%              |
| <b>Total Expenditures</b> | <b>\$ 89,538,474</b>         | <b>\$ 89,057,102</b>          | <b>99.5%</b>       |



# Looking Forward...



CITY OF  
FOLSOM

## Budget monitoring:

- Continue to spend cautiously, looking for savings wherever possible

## Tracking revenue and economic indicators:

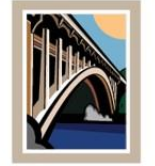
- Home sales/New home construction
- Building permit activity
- Sales taxes
- Charges for Services and Parks and Recreation program revenue



CITY OF  
**FOLSOM**

# Enterprise Funds

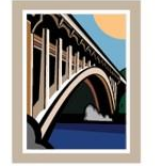
# Water Enterprise Fund



CITY OF  
**FOLSOM**

|                        | <b>Actual</b>   |                   | <b>Budget</b>   |                   | <b>Projected</b> |                   |
|------------------------|-----------------|-------------------|-----------------|-------------------|------------------|-------------------|
|                        | <b>FY 19-20</b> |                   | <b>FY 20-21</b> |                   | <b>FY 20-21</b>  |                   |
| Program Revenues       | \$              | 15,561,068        | \$              | 16,116,000        | \$               | 17,732,000        |
| Salaries               | \$              | 2,868,518         | \$              | 3,158,943         | \$               | 2,960,792         |
| Benefits               |                 | 2,830,891         |                 | 2,296,088         |                  | 2,193,470         |
| Operating Expenses     |                 | 4,868,514         |                 | 6,687,690         |                  | 5,048,404         |
| Transfers Out          |                 | 829,126           |                 | 1,093,215         |                  | 1,093,215         |
| Debt Service           |                 | 2,158,623         |                 | 1,891,604         |                  | 1,891,727         |
|                        | \$              | 13,555,672        | \$              | 15,127,540        | \$               | 13,187,608        |
| Capital Expenses       | \$              | 4,189,593         | \$              | 13,688,467        | \$               | 2,920,438         |
| <b>Working Capital</b> | <b>\$</b>       | <b>18,611,833</b> | <b>\$</b>       | <b>18,611,833</b> | <b>\$</b>        | <b>21,253,191</b> |

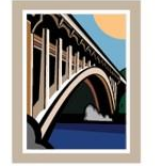
# Wastewater Enterprise Fund



CITY OF  
**FOLSOM**

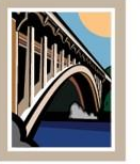
|                        | <b>Actual</b>   |                   | <b>Budget</b>   |                   | <b>Projected</b> |                   |
|------------------------|-----------------|-------------------|-----------------|-------------------|------------------|-------------------|
|                        | <b>FY 19-20</b> |                   | <b>FY 20-21</b> |                   | <b>FY 20-21</b>  |                   |
| Program Revenues       | \$              | 7,459,060         | \$              | 8,112,200         | \$               | 8,962,200         |
| Salaries               | \$              | 1,466,851         | \$              | 1,601,114         | \$               | 1,592,824         |
| Benefits               |                 | 1,540,262         |                 | 1,238,988         |                  | 1,214,117         |
| Operating Expenses     |                 | 1,674,492         |                 | 1,983,322         |                  | 1,110,911         |
| Transfers Out          |                 | 584,539           |                 | 680,207           |                  | 650,074           |
|                        | \$              | 5,266,144         | \$              | 5,503,631         | \$               | 4,567,926         |
| Capital Expenses       | \$              | 450,886           | \$              | 6,083,444         | \$               | 536,831           |
| <b>Working Capital</b> | <b>\$</b>       | <b>13,751,542</b> | <b>\$</b>       | <b>13,751,542</b> | <b>\$</b>        | <b>18,103,182</b> |

# Solid Waste Enterprise Fund



CITY OF  
**FOLSOM**

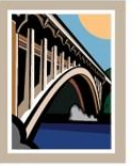
|                        | <b>Actual</b>   |                  | <b>Budget</b>   |                  | <b>Projected</b> |                  |
|------------------------|-----------------|------------------|-----------------|------------------|------------------|------------------|
|                        | <b>FY 19-20</b> |                  | <b>FY 20-21</b> |                  | <b>FY 20-21</b>  |                  |
| Program Revenues       | \$              | 11,774,722       | \$              | 12,997,607       | \$               | 14,257,607       |
| Salaries               | \$              | 2,982,266        | \$              | 3,281,185        | \$               | 3,173,048        |
| Benefits               |                 | 3,027,142        |                 | 2,609,912        |                  | 2,520,346        |
| Operating Expenses     |                 | 5,478,006        |                 | 5,327,692        |                  | 5,589,707        |
| Transfers Out          |                 | 1,321,973        |                 | 1,473,555        |                  | 1,473,555        |
|                        | \$              | 12,809,387       | \$              | 12,692,344       | \$               | 12,756,656       |
| Capital Expenses       | \$              | 1,103,425        | \$              | 2,500,000        | \$               | 2,500,000        |
| <b>Working Capital</b> | <b>\$</b>       | <b>5,368,058</b> | <b>\$</b>       | <b>5,368,058</b> | <b>\$</b>        | <b>4,369,009</b> |



CITY OF  
**FOLSOM**

# Internal Service Fund

# Risk Management

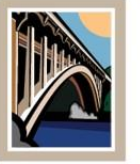


CITY OF  
**FOLSOM**

|                                  | <b>Actual</b>       | <b>Budget</b>       | <b>Projected</b>    |
|----------------------------------|---------------------|---------------------|---------------------|
|                                  | <b>FY 19-20</b>     | <b>FY 20-21</b>     | <b>FY 20-21</b>     |
| Charges for Services             | \$ 16,414,501       | \$ 14,084,858       | \$ 14,084,858       |
| Operating Expenses               | \$ 17,470,924       | \$ 19,681,740       | \$ 19,643,604       |
| <b>Unrestricted Net Position</b> | <b>\$ 9,104,987</b> | <b>\$ 9,104,987</b> | <b>\$ 5,458,726</b> |

## Major Expense Categories:

|                     |              |              |              |
|---------------------|--------------|--------------|--------------|
| Act Employee Health | \$ 7,269,360 | \$ 8,119,592 | \$ 8,078,354 |
| Retiree Health      | \$ 4,626,712 | \$ 4,745,558 | \$ 4,738,558 |
| Workers Comp        | \$ 2,054,908 | \$ 2,320,236 | \$ 2,320,236 |
| Liability Ins       | \$ 1,791,980 | \$ 2,331,720 | \$ 2,331,720 |

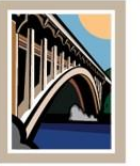


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# Budget Principles



# The budget should:



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- Maintain the functional balance of services that provide the unique Folsom experience.
- Allocate financial resources based on functional priorities and programmatic goals.
- Ensure that the financial stability of the City is sustainable beyond the next fiscal year.
- Maintain effectiveness of our primary services and functions.
- Maintain or grow the general fund balance.
- Consider alternative service delivery models in order to preserve services to the community.
- Be transparent to the public.
- Be accountable for results.
- Be responsive to the community.



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# QUESTIONS / COMMENTS