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Monthly Financial Report

For the month ended March 31, 2022



FINANCE REPORT - CASH POSITION

MARCH 2022

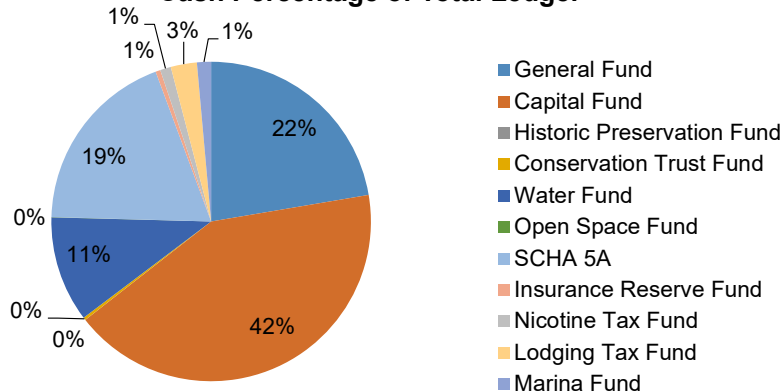
The cash position report shows the ending balance of each of the Town's 11 financial funds after recording the month's revenue and expenditure transactions. The majority of the Town's fund balance is held within the Capital Fund.

Additionally, the report lists the institutions/investments in which the cash balance is held.

LEDGER BALANCES:

General Fund	\$9,692,507.54
Capital Fund	\$18,263,961.37
Historic Preservation Fund	\$1,021.70
Conservation Trust Fund	\$119,492.25
Water Fund	\$4,644,610.99
Open Space Fund	\$12,502.80
SCHA 5A	\$8,205,830.33
Insurance Reserve Fund	\$211,809.04
Nicotine Tax Fund	\$473,712.81
Lodging Tax Fund	\$1,146,113.33
Marina Fund	\$617,966.37
TOTAL	\$43,389,528.53

Cash Percentage of Total Ledger



ALLOCATION OF FUNDS:

Wells Fargo Bank West NA - Operating Account Bank Balance	\$10,676,884.20
Wells Fargo Bank West NA - Payroll Account Bank Balance	(\$68,432.22)
Wells Fargo Bank West NA - Accounts Payable Bank Balance	(\$71,492.83)
DIT Cash Clearing Account	\$0.00
Colotrust Plus	\$19,776,110.69
CSAFE	\$1,744,475.62
CSIP	\$4,309,084.66
Solera National Bank Savings	\$1,402,942.32
Alpine Bank CD	\$273,835.76
FirstBank CD	\$276,417.20
Wells Fargo CD	\$2,538.29
Flatirons Bank CD	\$240,000.00
Western States Bank CD	\$252,737.22
LPL Financial	\$2,857,475.80
McCook National Bank CD	\$250,000.00
Mountain View Bank of Commerce CD	\$240,000.00
Mutual Securities	\$481,792.87
ProEquities	\$745,158.95
TOTAL	\$43,389,528.53

TREASURER'S REPORT FUND SUMMARIES - MARCH 2022

The Treasurer's report shows the revenue and expenditure/expense activity within each fund for the month. Additionally, it reports how this activity compares to the Town's annual budget. This percentage can be compared to the % of the year that has elapsed, reported at the bottom of the page. Note the seasonality of the Town's revenues, that peak in the winter months; expenditures often peak with the summer construction season.

Department	2022 Budget	Year to Date	% of Budget
General Fund:			
Revenues	\$16,809,261	\$3,630,595	21.6%
Expenditures	\$16,061,383	\$3,113,431	19.4%
Capital Fund:			
Revenues	\$3,134,193	\$330,816	10.6%
Expenditures	\$12,337,290	\$327,678	2.7%
Historic Preservation Fund:			
Revenues	\$5	-\$2	-38.2%
Expenditures	\$0	\$0	0.0%
Conservation Trust Fund:			
Revenues	\$40,100	\$9,830	24.5%
Expenditures	\$38,500	\$0	0.0%
Water Fund:			
Revenues	\$1,488,500	\$312,301	21.0%
Expenditures	\$1,737,793	\$402,865	23.2%
Open Space Fund:			
Revenues	\$15	-\$23	-154.7%
Expenditures	\$0	\$0	0.0%
SCHA 5A Fund:			
Revenues	\$1,751,840	\$170,753	9.7%
Expenditures	\$6,757,155	\$10,069	0.1%
Insurance Reserve Fund:			
Revenues	\$250	-\$393	-157.3%
Expenditures	\$65,000	\$0	0.0%
Nicotine Tax Fund:			
Revenues	\$587,150	\$69,164	11.8%
Expenditures	\$617,963	\$243,712	39.4%
Lodging Tax Fund:			
Revenues	\$634,150	\$243,545	38.4%
Expenditures	\$761,861	\$102,387	13.4%
Marina Fund			
Revenues	\$2,341,200	\$429,442	18.3%
Expenditures	\$3,579,610	\$238,204	6.7%

25% OF THE FISCAL YEAR HAS ELAPSED

TAX REVENUE SUMMARY

FEBRUARY 2022

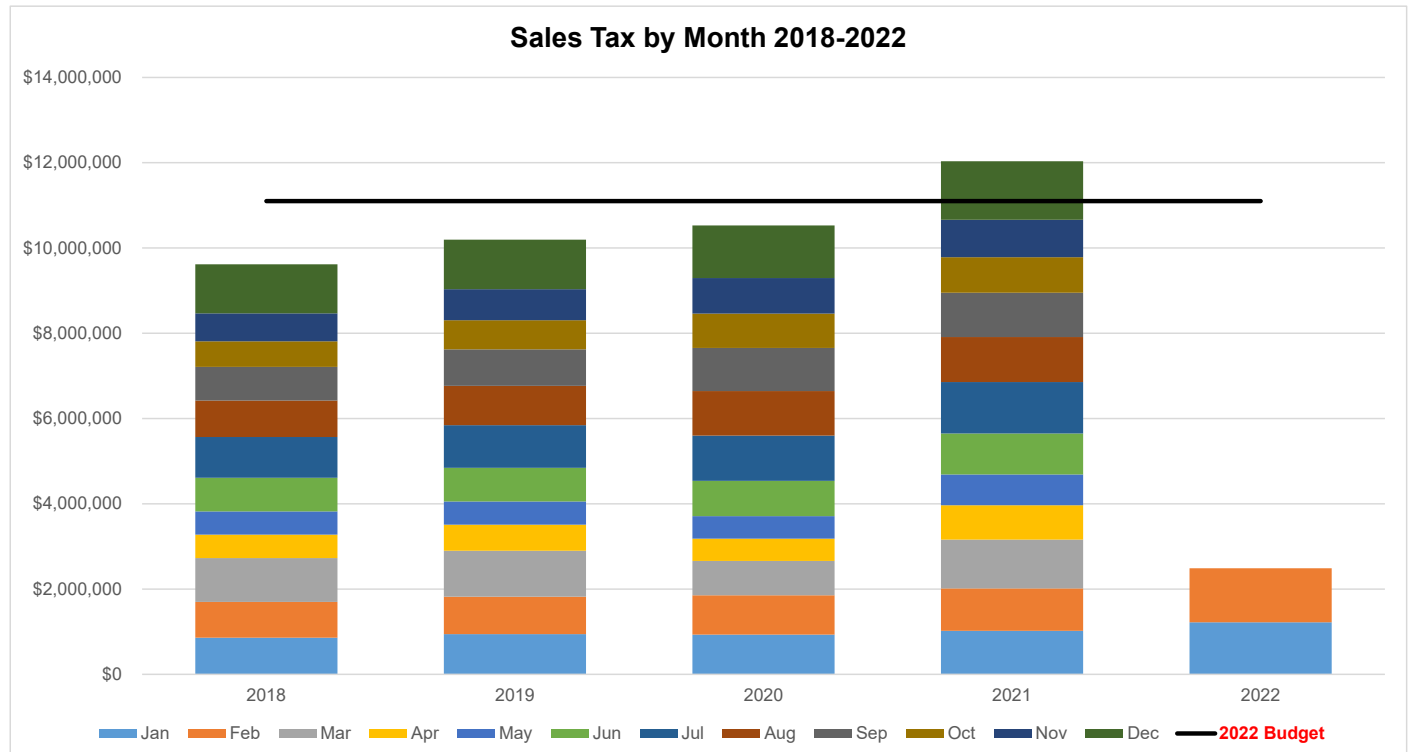
Sales Tax

The general sales tax rate includes 2% Town of Frisco Sales tax and 2% County Sales Tax distributed to the Town.

The actual year-to-date dollar amount for February is up to \$2,488,980 compared to \$2,014,771 for February 2021. For the month of February 2022, sales tax is up \$274,721 or 27.7% compared to February 2021.

In January 2022, we changed our business categories. We combined all the Retail, Liquor and Marijuana and renamed "Home Improvements" to "Construction Supplies", for a total of 8 categories instead of 17.

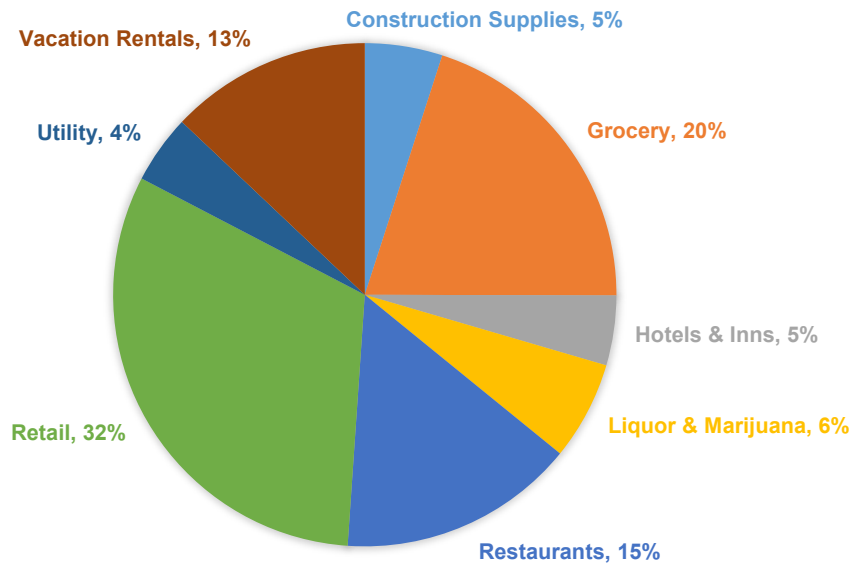
Town of Frisco - Sales Tax Year to Date through: February							
Month	2020	2021	2022	Over / (Under)		YTD Cumulative Budget	Over / (Under)
				Change from PY			YTD Cumulative Budget to Actual
				\$	%	\$	%
January	\$934,461	\$1,023,837	\$1,223,325	\$199,488	19.5%	\$ 944,337	129.5%
February	\$918,756	\$990,933	\$1,265,655	\$274,721	27.7%	\$1,858,324	133.9%
March	\$808,837	\$1,144,809					
April	\$518,807	\$806,026					
May	\$530,512	\$720,929					
June	\$827,484	\$961,226					
July	\$1,058,958	\$1,208,261					
August	\$1,048,637	\$1,056,646					
September	\$1,006,985	\$1,035,465					
October	\$807,829	\$833,744					
November	\$835,467	\$880,890					
December	\$1,231,165	\$1,371,707					
Total YTD Cumulative	\$1,853,217	\$2,014,771	\$2,488,980	\$474,209	23.5%	\$ 1,858,324	133.9%
Total Annual	\$10,527,897	\$12,034,472	\$2,488,980	n/a	n/a	\$11,100,000	n/a



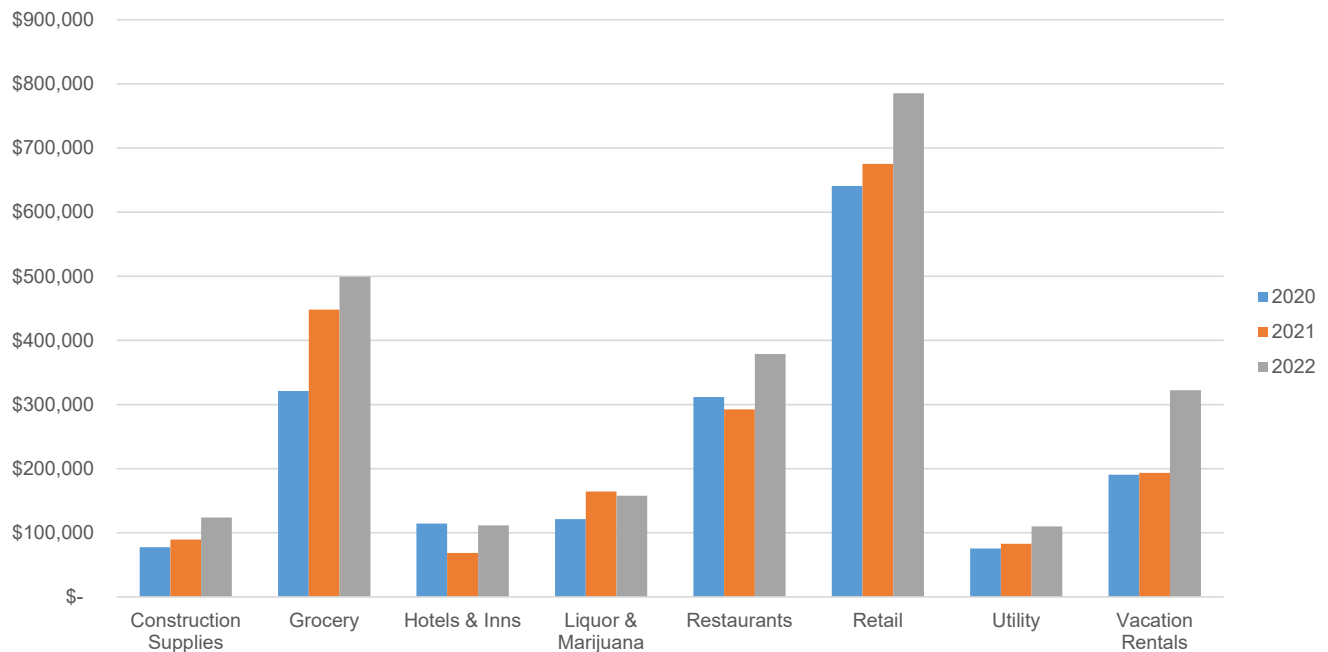
Sales Tax by Business Category

February 2022 had 8 out of our 8 new categories showing growth compared to the same month last year, with Vacation Rentals and Restaurants showing the biggest gains in terms of dollars. Vacation Rentals and Hotels & Inns show the biggest gain in percentage growth. Our new combined category Liquor & Marijuana shows the deepest declines YTD, even though in February there was an 11% increase in revenue compared to the same month last year.

YTD 2022



YTD 2022 Sales Tax by Business Category



Construction Supplies							
Month	2020	2021	2022	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$40,467	\$45,173	\$53,951	\$8,778	19.4%	\$8,778	19.4%
February	\$36,989	\$44,204	\$70,081	\$25,877	58.5%	\$34,655	38.8%
March	\$41,262	\$46,842	\$0				
April	\$83,868	\$60,485	\$0				
May	\$57,018	\$74,993	\$0				
June	\$85,823	\$91,514	\$0				
July	\$78,257	\$81,975	\$0				
August	\$85,877	\$84,449	\$0				
September	\$64,177	\$84,987	\$0				
October	\$63,477	\$85,951	\$0				
November	\$69,938	\$70,492	\$0				
December	\$82,152	\$79,959	\$0				
Total YTD							
Cumulative	\$77,456	\$89,377	\$124,032	\$34,655	38.8%	\$34,655	38.8%
Total Annual	\$789,305	\$851,024	\$124,032	n/a	n/a	n/a	n/a

Grocery							
Month	2020	2021	2022	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$124,607	\$224,345	\$243,295	\$18,950	8.4%	\$18,950	8.4%
February	\$196,616	\$223,758	\$256,049	\$32,290	14.4%	\$51,240	11.4%
March	\$256,827	\$240,180	\$0				
April	\$126,813	\$166,471	\$0				
May	\$138,013	\$139,929	\$0				
June	\$173,379	\$181,200	\$0				
July	\$228,779	\$235,526	\$0				
August	\$219,067	\$220,143	\$0				
September	\$243,702	\$238,122	\$0				
October	\$165,831	\$147,708	\$0				
November	\$183,993	\$184,990	\$0				
December	\$250,265	\$267,231	\$0				
Total YTD							
Cumulative	\$321,223	\$448,103	\$499,343	\$51,240	11.4%	\$51,240	11.4%
Total Annual	\$2,307,891	\$2,469,602	\$499,343	n/a	n/a	n/a	n/a

Hotels & Inns							
Month	2020	2021	2022	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$61,757	\$28,675	\$47,554	\$18,880	65.8%	\$18,880	65.8%
February	\$52,671	\$39,902	\$64,000	\$24,098	60.4%	\$42,978	62.7%
March	\$19,161	\$48,890	\$0				
April	\$15,775	\$14,473	\$0				
May	\$13,034	\$11,147	\$0				
June	\$24,929	\$24,321	\$0				
July	\$26,430	\$45,169	\$0				
August	\$24,898	\$34,813	\$0				
September	\$24,366	\$30,427	\$0				
October	\$14,731	\$16,247	\$0				
November	\$16,496	\$15,848	\$0				
December	\$32,922	\$47,386	\$0				
Total YTD							
Cumulative	\$114,428	\$68,576	\$111,554	\$42,978	62.7%	\$42,978	62.7%
Total Annual	\$327,170	\$357,297	\$111,554	n/a	n/a	n/a	n/a

Liquor & Marijuana							
Month	2020	2021	2022	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$68,805	\$81,992	\$66,327	(\$15,665)	-19.1%	(\$15,665)	-19.1%
February	\$52,769	\$82,447	\$91,481	\$9,033	11.0%	(\$6,632)	-4.0%
March	\$59,534	\$84,872	\$0				
April	\$42,301	\$51,955	\$0				
May	\$35,621	\$43,440	\$0				
June	\$64,211	\$54,872	\$0				
July	\$76,520	\$71,962	\$0				
August	\$73,731	\$61,082	\$0				
September	\$66,467	\$50,730	\$0				
October	\$58,029	\$45,144	\$0				
November	\$59,904	\$50,378	\$0				
December	\$93,959	\$84,670	\$0				
Total YTD							
Cumulative	\$121,574	\$164,439	\$157,807	(\$6,632)	-4.0%	(\$6,632)	-4.0%
Total Annual	\$751,850	\$763,543	\$157,807	n/a	n/a	n/a	n/a

Restaurants							
Month	2020	2021	2022	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$170,077	\$147,088	\$172,983	\$25,896	17.6%	\$25,896	17.6%
February	\$141,461	\$145,582	\$205,812	\$60,230	41.4%	\$86,126	29.4%
March	\$75,757	\$177,804	\$0				
April	\$40,447	\$121,170	\$0				
May	\$50,709	\$121,090	\$0				
June	\$105,428	\$179,417	\$0				
July	\$172,189	\$237,921	\$0				
August	\$199,979	\$194,041	\$0				
September	\$148,610	\$169,316	\$0				
October	\$114,398	\$120,833	\$0				
November	\$107,540	\$113,117	\$0				
December	\$121,279	\$178,143	\$0				
Total YTD							
Cumulative	\$311,538	\$292,670	\$378,796	\$86,126	29.4%	\$86,126	29.4%
Total Annual	\$1,447,874	\$1,905,523	\$378,796	n/a	n/a	n/a	n/a

Retail							
Month	2020	2021	2022	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$321,076	\$360,321	\$427,828	\$67,507	18.7%	\$67,507	18.7%
February	\$319,729	\$315,106	\$357,654	\$42,547	13.5%	\$110,054	16.3%
March	\$262,029	\$375,152	\$0				
April	\$162,289	\$314,252	\$0				
May	\$210,063	\$263,500	\$0				
June	\$315,989	\$328,154	\$0				
July	\$388,998	\$406,336	\$0				
August	\$367,078	\$357,127	\$0				
September	\$369,356	\$360,037	\$0				
October	\$316,118	\$341,143	\$0				
November	\$321,898	\$349,215	\$0				
December	\$500,741	\$501,581	\$0				
Total YTD							
Cumulative	\$640,805	\$675,428	\$785,482	\$110,054	16.3%	\$110,054	16.3%
Total Annual	\$3,855,363	\$4,271,924	\$785,482	n/a	n/a	n/a	n/a

Utility							
Month	2020	2021	2022	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$40,632	\$44,445	\$55,670	\$11,225	25.3%	\$11,225	25.3%
February	\$35,053	\$38,341	\$54,088	\$15,747	41.1%	\$26,973	32.6%
March	\$46,458	\$55,179	\$0				
April	\$27,264	\$33,692	\$0				
May	\$24,481	\$29,359	\$0				
June	\$38,266	\$40,012	\$0				
July	\$23,960	\$27,207	\$0				
August	\$21,025	\$24,310	\$0				
September	\$32,600	\$37,601	\$0				
October	\$23,570	\$31,150	\$0				
November	\$26,708	\$35,937	\$0				
December	\$49,441	\$48,717	\$0				
Total YTD							
Cumulative	\$75,685	\$82,786	\$109,758	\$26,973	32.6%	\$26,973	32.6%
Total Annual	\$389,459	\$445,949	\$109,758	n/a	n/a	n/a	n/a

Vacation Rentals							
Month	2020	2021	2022	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$107,040	\$91,800	\$155,716	\$63,916	69.6%	\$63,916	69.6%
February	\$83,338	\$101,593	\$166,491	\$64,898	63.9%	\$128,814	66.6%
March	\$47,809	\$115,891	\$0				
April	\$20,050	\$43,527	\$0				
May	\$1,573	\$37,471	\$0				
June	\$19,458	\$61,736	\$0				
July	\$63,826	\$102,166	\$0				
August	\$56,982	\$80,681	\$0				
September	\$57,708	\$64,245	\$0				
October	\$51,674	\$45,569	\$0				
November	\$48,991	\$60,914	\$0				
December	\$100,537	\$164,020	\$0				
Total YTD							
Cumulative	\$190,378	\$193,393	\$322,207	\$128,814	66.6%	\$128,814	66.6%
Total Annual	\$658,985	\$969,613	\$322,207	n/a	n/a	n/a	n/a

Bag fees

The disposable bag fee program began January 1, 2020.



Note: bag fee program reporting is quarterly.

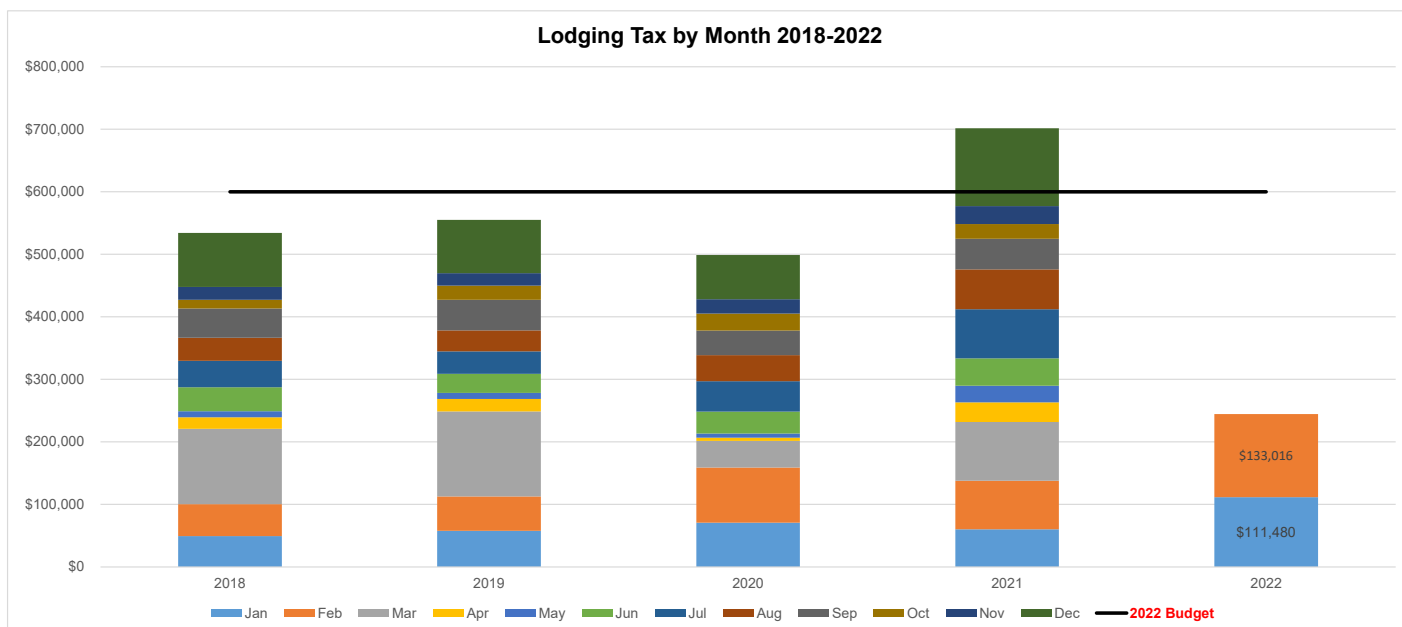
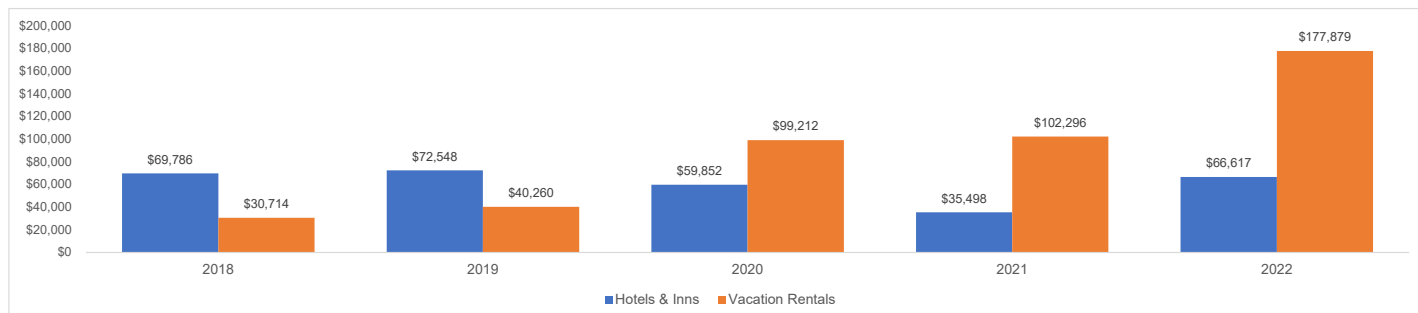
Lodging Tax

The Lodging category (Hotels & Inn / Vacation Rentals) includes an additional 2.35% lodging tax.

Year-to-date through February is up for Hotels & Inns 87.7% or \$31,119 and up for Vacation Rentals 73.9% or \$75,583 compared to YTD 2021. The actual year-to-date dollar amount through February 2022 is \$244,496 compared to \$137,794 through February 2021.

Hotels & Inns are close to pre-pandemic levels, even though one hotel continues to be under construction.

Town of Frisco - Lodging tax Year to Date through: February												
Month	2020		2021		2022		Hotels & Inns Over / (Under)		Vacation Rentals Over / (Under)		YTD Cumulative Budget	Over / (Under) YTD Cumulative Budget to Actual
	Hotels & Inns	Vacation Rentals	Hotels & Inns	Vacation Rentals	Hotels & Inns	Vacation Rentals	Change from PY		Change from PY			
							\$	%	\$	%		
January	\$20,572	\$50,266	\$16,695	\$43,574	\$26,601	\$84,879	\$9,906	59.3%	\$41,304	94.8%	\$51,548	216.3%
February	\$39,280	\$48,946	\$18,803	\$58,722	\$40,016	\$93,000	\$21,213	112.8%	\$34,278	58.4%	\$117,854	207.5%
March	\$6,387	\$36,347	\$28,008	\$66,210								
April	\$2,854	\$2,279	\$7,298	\$24,075								
May	\$3,485	\$3,038	\$5,912	\$20,678								
June	\$17,026	\$17,936	\$13,461	\$30,337								
July	\$13,396	\$35,293	\$26,011	\$52,384								
August	\$14,746	\$26,808	\$19,936	\$43,875								
September	\$13,922	\$25,384	\$18,264	\$30,641								
October	\$10,035	\$17,204	\$10,380	\$13,263								
November	\$5,721	\$17,184	\$9,159	\$19,514								
December	\$18,168	\$52,694	\$29,595	\$94,717								
Total YTD Cumulative	\$59,852	\$99,212	\$35,498	\$102,296	\$66,617	\$177,879	\$31,119	87.7%	\$75,583	73.9%	\$117,854	207.5%
Total Annual	\$165,592	\$333,379	\$203,523	\$497,991	\$66,617	\$177,879	n/a	n/a	n/a	n/a	\$600,000	n/a



Real Estate Investment Fee (REIF)

A 1% Real Estate Investment Fee is imposed on all real estate transfers within the Town.

Year-to-date through March is up 12.9% or \$41,549 compared to YTD 2021. The actual year-to-date dollar amount is \$364,719 compared to \$323,170 YTD 2021. For the month of March, REIF's are down -18.4% or (\$25,003) compared to March 2021.

Sales prices are at an all time high and inventory in Frisco remains very low. For the month of February there were 9 transactions that were sold with consideration. The average sale in the month of February was \$1,234,191. It has been months since the average sale in Frisco was below \$1MM. The market continues to price out our local workforce.

[For a full detail report of the REIF for the month of March 2022 click here or visit Friscogov.com](#)

Real Estate Investment Fee (REIF)							
Year to Date through:							
March							
Month	2020	2021	2022	Over / (Under)		YTD Cumulative Budget	Over / (Under)
				Change from PY			YTD Cumulative Budget to Actual
				\$	%		\$
January	\$179,276	\$79,358	\$129,850	\$50,493	63.6%	\$ 64,419	201.6%
February	\$121,781	\$107,733	\$123,792	\$16,059	14.9%	\$151,872	167.0%
March	\$74,435	\$136,080	\$111,077	(\$25,003)	-18.4%	\$262,337	139.0%
April	\$59,525	\$172,276					
May	\$41,230	\$217,042					
June	\$83,155	\$343,383					
July	\$198,224	\$240,220					
August	\$263,186	\$272,794					
September	\$364,364	\$338,688					
October	\$193,029	\$270,503					
November	\$310,738	\$363,278					
December	\$153,934	\$168,803					
Total YTD Cumulative	\$375,492	\$323,170	\$364,719	\$41,549	12.9%	\$262,337	139.0%
Total Annual	\$2,042,876	\$2,710,156	\$364,719	n/a	n/a	\$2,200,000	n/a

