



**TO:** TERRY EMERY, CITY MANAGER  
**FROM:** BRAD LUTZ  
**SUBJECT:** NOVEMBER 2021 FINANCIAL REPORT  
**DATE:** 12-3-2021

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## **BACKGROUND**

The purpose of this report is to provide a brief review of the revenues and expenditures for the following funds: General Fund, Security of Persons & Property Fund, Sanitation Fund, Sewer Fund, Water Fund, and Stormwater Fund.

Actual revenues and expenditures are compared to the budget to assess potential overages/shortages in budgeted categories. Comparisons with figures from last fiscal year are also included to indicate the differences by year, since budgeting techniques remain relatively uniform from one year to the next.

Appendix A provides detailed income tax information to highlight the reasons for income tax collection changes from year to year.

Appendix B details the year-to-date activity for all of the city's active fifty-three accounts. It is important to note the ending balance, encumbrances, and unencumbered balance. The unencumbered balance is the amount remaining in the fund if the city were to expend all the monies listed as encumbrances. The ending balance is the amount of funds available to the city as of November 30, 2021, and ties to the amount listed in Appendix B.

Appendix C is the Financial Statement for the city as of November 30, 2021. This statement provides a listing of the city's funds held at various financial institutions. Also presented are the interest earned to date, weighted average interest rate, and the weighted average maturity (days).

Appendix D is the Debt Schedule for the city through November 30, 2021. All principal and interest payments that have been paid to date are included in the schedule.

Appendix E is a graphical representation of the water and sewer utility consumption billed on a monthly basis in terms of cubic feet as well as dollars.

## GENERAL FUND

The General Fund is the main operating fund for the city and is used to account for all financial transactions which are not reported in other funds. Major sources of revenue include income tax and property tax. Please refer to page three for a breakdown of the revenues and expenditures through November 30, 2021.

### Revenues

The General Fund revenues performed as expected. However, the following revenue sources require additional explanations:

- Property Taxes – Have been fully collected for 2020 taxes payable in 2021. 3.8% increase over last years receipts.
- Income Tax – Year-to-date receipts total **\$20,976,222** which is **\$2,668,494, or 14.5%, more** than amount the City received during the same period in the prior year.
  - This increase is primarily due to an increase in withholdings from the top ten withholders in the City and significantly increased net profit receipts compared to a year ago (See Appendix A).
- Intergovernmental Receipts – These revenues are tracking higher than estimated receipts. There receipts are from the Local Government Fund (LGF) provided by the State and are paid monthly. The percentage received from the State is based on a formula which is applied to the State’s tax collections. These receipts coming in higher than expected indicates that the State is seeing the same increase in tax revenues that we are seeing locally.
- Other Taxes – These revenues are tracking higher than estimated receipts, which is great to see since the biggest portion of these are lodging taxes.
- Fees, Licenses, & Permits – This significant increase over 2020 receipts is primarily due to the receipts received related to the Marysville Flats Development.
- Miscellaneous – This significant increase over 2020 receipts is primarily due to the BWC refund received on 1/7 for \$628,025.07
- Earning on Investments –The effects of Covid-19 on global markets continue to have a significant impact return on investments and this will likely not change anytime soon with interest rates being kept low by the federal reserve.
- Charges for Services – The third quarter chargeback to the Enterprise funds was processed in October. There will be one more chargeback processed before year end.

### Expenditures

The General Fund expenditures performed as expected when compared to the 2021 budget.

**GENERAL FUND  
STATEMENT OF REVENUE AND EXPENDITURES  
NOVEMBER 2021**

|                             | 2020<br>ACTUAL<br>YTD NOV 30 | 2021<br>ACTUAL<br>YTD NOV 30 | 2021<br>TOTAL<br>BUDGET | 2021<br>% of<br>BUDGET |
|-----------------------------|------------------------------|------------------------------|-------------------------|------------------------|
| <b>REVENUES</b>             |                              |                              |                         |                        |
| Property Taxes              | 1,709,286                    | 1,773,986                    | 1,715,000               | 103.4%                 |
| Intergovernmental Receipts  | 500,120                      | 486,361                      | 356,000                 | 136.6%                 |
| Other Taxes                 | 341,869                      | 497,123                      | 433,000                 | 114.8%                 |
| Income Taxes                | 18,307,729                   | 20,976,222                   | 19,700,000              | 106.5%                 |
| Fees, Licenses, & Permits   | 79,329                       | 390,001                      | 100,000                 | 390.0%                 |
| Miscellaneous               | 200,944                      | 731,132                      | 15,000                  | 4874.2%                |
| Transfer In                 | -                            | -                            | -                       | -                      |
| Other Financing             | 666,247                      | 55,027                       | 10,000                  | 550.3%                 |
| Earnings on Investments     | 182,810                      | 71,647                       | 200,000                 | 35.8%                  |
| Charges for Services        | 961,471                      | 986,805                      | 1,252,000               | 78.8%                  |
| Donations                   | 139                          | -                            | -                       | -                      |
| <b>Total Revenues</b>       | <b>22,949,945</b>            | <b>25,968,303</b>            | <b>23,781,000</b>       | <b>109.2%</b>          |
| <b>EXPENDITURES</b>         |                              |                              |                         |                        |
| Council                     | 124,879                      | 116,730                      | 165,095                 | 70.7%                  |
| City Manager                | 668,178                      | 836,425                      | 709,772                 | 117.8%                 |
| Human Resources             | 268,257                      | 313,632                      | 351,860                 | 89.1%                  |
| Parks & Grounds             | 918,058                      | 1,064,509                    | 1,168,588               | 91.1%                  |
| Law Director                | 311,468                      | 318,969                      | 350,350                 | 91.0%                  |
| Information Technology      | 772,600                      | 893,179                      | 1,085,129               | 82.3%                  |
| Street Lighting             | 373,830                      | 423,119                      | 472,572                 | 89.5%                  |
| Finance Department          | 864,980                      | 910,699                      | 1,063,283               | 85.6%                  |
| Engineering Department      | 1,451,868                    | 1,589,668                    | 2,026,151               | 78.5%                  |
| Municipal Operations Center | 378,890                      | 382,857                      | 436,594                 | 87.7%                  |
| Transfers                   | 17,098,486                   | 17,756,701                   | 19,370,570              | 91.7%                  |
| <b>Total Expenditures</b>   | <b>23,231,494</b>            | <b>24,607,255</b>            | <b>27,199,964</b>       | <b>90.47%</b>          |

2021 total budget expenditures include \$35,575.82 in carryover encumbrances.

Denotes noteworthy items that are either exceeding estimated revenues or spending under expected budget appropriations at this point of the year and further explanation is provided on the Financial Report Summary

Denotes noteworthy items that are either not meeting estimated revenues or spending over expected budget appropriations at this point of the year and further explanation is provided on the Financial Report Summary

## SECURITY OF PERSONS & PROPERTY FUND

The Security of Persons & Property Fund is a Special Revenue Fund which means that the resources are restricted to only funding expenditures that support the court, police and fire divisions. Please refer to page five for a breakdown of the revenues and expenditures through November 30, 2021.

### Revenues

Several sources of revenue support this fund, including grants, fines, and charges for services. This fund is also subsidized by a transfer from the General Fund.

- Fines & Costs – These receipts are still tracking to miss the budgeted estimated receipts.
- Charges for Services
  - EMS Billing - The city contracts with MED3000 to bill and collect the fees for providing EMS services. To date, the City has received **\$641,443**, which is **\$134,533, or 27%, more** than the same period from the prior year.
    - Effective October 1, 2017, the State of Ohio awarded the City of Marysville a contract for the medical transportation of inmates within the Ohio Reformatory for Women. The contract will last through November 30, 2022 and EMS billing rates will be as follows:
      - Local Transport Basic Life Support: \$650
      - Local Transport Advanced Life Support: \$820
      - OSU or Franklin Medical Center Transport Basic Life Support: \$650
      - OSU or Franklin Medical Center Transport Advanced Life Support: \$820
      - Transport Price per mile: \$0.00
  - Fire Contracts - The City of Marysville provides fire, rescue, and EMS services to the following communities: Paris Township, Dover Township, a small part of Darby Township, and southern half of Leesburg Township (EMS only). The City has received all payments, in full, for the year.

### Expenditures

The Security of Persons & Property Fund expenditures are performing as expected. Personal Costs in both Fire and Police are tracking a little ahead of budget and that is due to overtime costs. There may be a need for supplementals in those lines items before year end, but, in total, they would be relatively immaterial.

**SECURITY OF PERSONS AND PROPERTY FUND  
STATEMENT OF REVENUE AND EXPENDITURES  
NOVEMBER 2021**

|                                  | 2020<br>ACTUAL<br>YTD NOV 30 | 2021<br>ACTUAL<br>YTD NOV 30 | 2021<br>TOTAL<br>BUDGET | 2021<br>% of<br>BUDGET |
|----------------------------------|------------------------------|------------------------------|-------------------------|------------------------|
| <b>REVENUES</b>                  |                              |                              |                         |                        |
| Intergovernmental Receipts       | 3,969                        | 22,063                       | 6,000                   | 367.72%                |
| Fees, Licenses, & Permits        | 64,712                       | 68,876                       | 61,750                  | 111.54%                |
| Fines & Costs                    | 472,143                      | 563,558                      | 751,500                 | 74.99%                 |
| Miscellaneous                    | 2,414                        | 2,521                        | 12,000                  | 21.01%                 |
| Transfer In                      | 10,550,500                   | 11,364,503                   | 11,364,503              | 100.00%                |
| Charges for Services             | 1,264,429                    | 1,393,837                    | 1,474,434               | 94.53%                 |
| Donations                        | -                            | -                            | 6,000                   | -                      |
| <b>Total Revenues</b>            | 12,358,167                   | 13,415,359                   | 13,676,187              | 98.09%                 |
| <b>EXPENDITURES</b>              |                              |                              |                         |                        |
| <b>Municipal Court</b>           |                              |                              |                         |                        |
| Personal Services                | 785,677                      | 819,185                      | 932,218                 | 87.87%                 |
| Materials & Supplies             | 29,070                       | 43,303                       | 104,456                 | 41.46%                 |
| Contract Services                | 14,703                       | 17,944                       | 26,500                  | 67.71%                 |
| Other Expenses                   | 11,460                       | 12,261                       | 35,662                  | 34.38%                 |
| <b>Total Court Expenditures</b>  | 840,910                      | 892,693                      | 1,098,836               | 81.24%                 |
| <b>Police Division</b>           |                              |                              |                         |                        |
| Personal Services                | 5,181,003                    | 5,466,227                    | 5,911,264               | 92.47%                 |
| Materials & Supplies             | 70,589                       | 87,147                       | 119,444                 | 72.96%                 |
| Contract Services                | 78,566                       | 91,175                       | 95,600                  | 95.37%                 |
| Other Expenses                   | 127,291                      | 161,918                      | 231,644                 | 69.90%                 |
| Capital Improvements             | -                            | -                            | -                       | -                      |
| <b>Total Police Expenditures</b> | 5,457,449                    | 5,806,467                    | 6,357,952               | 91.33%                 |
| <b>Fire Division</b>             |                              |                              |                         |                        |
| Personal Services                | 5,349,968                    | 5,554,696                    | 6,030,221               | 92.11%                 |
| Materials & Supplies             | 62,751                       | 98,791                       | 115,525                 | 85.51%                 |
| Contract Services                | 57,541                       | 89,139                       | 134,526                 | 66.26%                 |
| Other Expenses                   | 145,746                      | 133,263                      | 200,236                 | 66.55%                 |
| Capital Outlay                   | 10,474                       | -                            | -                       | -                      |
| <b>Total Fire Expenditures</b>   | 5,626,481                    | 5,875,890                    | 6,480,508               | 90.67%                 |
| <b>Total Expenditures</b>        | 11,924,840                   | 12,575,050                   | 13,937,296              | 90.23%                 |

2021 total budget expenditures include \$1,934.96 in carryover encumbrances.

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## **SANITATION FUND**

The Sanitation Fund accounts for the costs of providing refuse services. This fund is an Enterprise Fund which means that the main source of revenue is the monthly fees charged to residents for this service. Please refer to page seven for a breakdown of the revenues and expenditures through November 30, 2021.

### **Revenues**

The Sanitation Fund revenues performed as expected. However, the following revenue sources require additional explanations:

- **Charges for Services** – 2021 receipts total **\$2,037,690**, which is **\$132,569, or 7%, more** than the City received in the prior year. At the end of the month, there were **6,514** utility customers received trash collection service.
  - Effective February 1, 2021, the refuse fees and sanitation fees increased by \$.50 with the exception of the refuse fee for residents over 65. That fee remained unchanged and has been the same since February 1, 2019.
  - There is another round of \$.50 increases in 2022. Those are the last codified increased scheduled.

### **Expenditures**

The Sanitation Fund expenditures performed as expected through November 30, 2021.

**SANITATION FUND  
STATEMENT OF REVENUE AND EXPENDITURES  
NOVEMBER 2021**

|                           | 2020<br>ACTUAL<br>YTD NOV 30 | 2021<br>ACTUAL<br>YTD NOV 30 | 2021<br>TOTAL<br>BUDGET | 2021<br>% of<br>BUDGET |
|---------------------------|------------------------------|------------------------------|-------------------------|------------------------|
| <b>REVENUES</b>           |                              |                              |                         |                        |
| Assessments               | 3,680                        | 4,492                        | 3,000                   | 149.74%                |
| Miscellaneous             | 2,078                        | -                            | -                       | -                      |
| Charges for Services      | 1,905,121                    | 2,037,690                    | 2,159,400               | 94.36%                 |
| <b>Total Revenues</b>     | 1,910,879                    | 2,042,182                    | 2,162,400               | 94.44%                 |
| <b>EXPENDITURES</b>       |                              |                              |                         |                        |
| Personal Services         | 287,106                      | 311,525                      | 332,051                 | 93.82%                 |
| Materials & Supplies      | 39,266                       | 47,161                       | 71,494                  | 65.97%                 |
| Contract Services         | 1,468,248                    | 1,563,065                    | 1,646,421               | 94.94%                 |
| Other Expenses            | 29,209                       | 26,026                       | 53,855                  | 48.33%                 |
| Capital Improvements      | 24,668                       | 17,034                       | 62,650                  | 27.19%                 |
| <b>Total Expenditures</b> | 1,848,496                    | 1,964,811                    | 2,166,471               | 90.69%                 |

*2021 total budget expenditures include \$0.00 in carryover encumbrances.*

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## SEWER FUND

The purpose of the Sewer Fund is to provide wastewater collection and treatment service to resident and commercial users. This fund is also an Enterprise Fund, with user fees financing the expenditures. Please refer to page nine for a breakdown of the revenues and expenditures through November 30, 2021.

### Revenues

The Sewer Fund revenues performed as expected. However, the following revenue sources require additional explanations:

- Charges for Services
  - Fees – These fees include tap-in fees and inspection fees for properties outside of the incorporated boundaries for the City of Marysville. They also include permit fees, rent and administrative fees. To date, 2021 fees collected in the Sewer Fund total **\$3,811,799**, which is **\$1,453,659, or 61.6%, more** than the amount collected in the same period in the prior year primarily due to development around of the City.
  - Service Charges – To date, 2021 service charges total **\$10,181,609**, which is **\$209,997, or 2.1%, more** than the amount collected in the same period in the prior year. At the end of the month, there were **9,473** utility customers with sewer service.
- Property Tax Revenues – Have been fully collected for 2020 taxes payable in 2021. 3.8% increase over last years receipts.
- Earning on Investments – The effects of Covid-19 on global markets continue to have a significant impact return on investments and this will likely not change anytime soon with interest rates being kept low by the federal reserve.
- City Capacity Fees – Year-to-date receipts of **\$2,720,358**, which is **\$938,830, or 53%, more** than the amount collected in the same period in the prior year. These receipts include tap-ins for properties within the incorporated boundaries for the City of Marysville. The revenue from these capacity fees are deposited in the Incremental Wastewater Capacity Fee Fund (Fund 534) and the Sewer Replacement and Improvement Fund (Fund 536) and, therefore, are not reflected in the financial statement below

### Expenditures

The Sewer Fund expenditures performed as expected through November 30, 2021.



**SEWER FUND  
STATEMENT OF REVENUE AND EXPENDITURES  
NOVEMBER 2021**

|                             | 2020<br>ACTUAL<br>YTD NOV 30 | 2021<br>ACTUAL<br>YTD NOV 30 | 2021<br>TOTAL<br>BUDGET | 2021<br>% of<br>BUDGET |
|-----------------------------|------------------------------|------------------------------|-------------------------|------------------------|
| <b>REVENUES</b>             |                              |                              |                         |                        |
| Property Tax (TIF)          | 5,380,446                    | 5,657,954                    | 5,100,000               | 110.94%                |
| Assessments                 | 16,529                       | 7,640                        | 17,000                  | 44.94%                 |
| Miscellaneous               | 14,929                       | 36                           | -                       | -                      |
| Earnings on Investments     | 242,554                      | 81,927                       | 250,000                 | 32.77%                 |
| <b>Charges for Services</b> |                              |                              |                         |                        |
| Fees                        | 2,358,140                    | 3,811,799                    | 1,174,200               | 324.63%                |
| Service Charges             | 9,971,613                    | 10,181,609                   | 11,000,000              | 92.56%                 |
| <b>Total Revenues</b>       | <b>17,984,210</b>            | <b>19,740,966</b>            | <b>17,541,200</b>       | <b>112.54%</b>         |
| <b>EXPENDITURES</b>         |                              |                              |                         |                        |
| Personal Services           | 1,826,590                    | 1,936,628                    | 2,092,535               | 92.55%                 |
| Materials & Supplies        | 710,618                      | 770,686                      | 1,007,728               | 76.48%                 |
| Contract Services           | 1,758,081                    | 1,945,928                    | 2,661,597               | 73.11%                 |
| Debt Service                | 6,788,467                    | 6,803,690                    | 7,372,594               | 92.28%                 |
| Transfer                    | -                            | 3,000,000                    | 3,000,000               | 100.00%                |
| Other Expenses              | 1,739,211                    | 1,929,142                    | 1,903,841               | 101.33%                |
| <b>Total Expenditures</b>   | <b>12,822,967</b>            | <b>16,386,075</b>            | <b>18,038,295</b>       | <b>90.84%</b>          |

2021 total budget expenditures include \$0.00 in carryover encumbrances.

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Denotes noteworthy items that are either not meeting estimated revenues or spending over expected budget appropriations at this point of the year and further explanation is provided on the Financial Report Summary

## WATER FUND

The Water Fund was established to account for the treatment and distribution of water to resident and commercial users. This fund is also an Enterprise Fund, with user fees financing the expenditures. Please refer to page eleven for a breakdown of the revenues and expenditures through November 30, 2021.

### Revenues

The Water Fund revenues performed as expected. However, the following revenue sources require additional explanations:

- Charges for Services
  - Fees - These fees include tap-in-fees and inspections fees for properties outside of the incorporated boundaries for the City of Marysville. They also include utility deposits, permits and inspection fees. To date, 2021 fees collected in the Water Fund total **\$3,008,216**, which is **\$1,299,806, or 76.1%, more** than the amount collected in the same period in the prior year primarily due to development around of the City.
  - Service Charges & Collections – 2021 service charges to date total **\$8,546,906, \$922,993 or 12.1% more** than the amount collected in the same period in the prior year. At the end of the month, there were **10,902** utility customers with water service.
- Earning on Investments – The effects of Covid-19 on global markets continue to have a significant impact return on investments and this will likely not change anytime soon with interest rates being kept low by the federal reserve.
- City Capacity Fees – Year-to-date receipts of **\$2,069,262**, which is **\$140,178, or 6%, less** than the amount collected in the same period in the prior year. These revenues include tap-ins for properties within the incorporated boundaries for the City of Marysville. For consideration, the revenue from these capacity fees are deposited in the Water Replacement and Improvement Fund (Fund 551) and the Incremental Water Capacity Fee Fund (Fund 553) and, therefore, are not reflected in the financial statement below.

### Expenditures

The Water Fund expenditures performed as expected through November 30, 2021.

**WATER FUND  
STATEMENT OF REVENUE AND EXPENDITURES  
NOVEMBER 2021**

|                             | 2020<br>ACTUAL<br>YTD NOV 30 | 2021<br>ACTUAL<br>YTD NOV 30 | 2021<br>TOTAL<br>BUDGET | 2021<br>% of<br>BUDGET |
|-----------------------------|------------------------------|------------------------------|-------------------------|------------------------|
| <b>REVENUES</b>             |                              |                              |                         |                        |
| Assessments                 | 14,182                       | 6,368                        | 15,000                  | 42.45%                 |
| Miscellaneous               | 86,872                       | 122,288                      | 51,000                  | 239.78%                |
| Earnings on Investments     | 390,046                      | 174,516                      | 350,000                 | 49.86%                 |
| <b>Charges for Services</b> |                              |                              |                         |                        |
| Fees                        | 1,708,411                    | 3,008,216                    | 1,160,000               | 259.33%                |
| Service Charges             | 7,623,913                    | 8,546,906                    | 7,600,000               | 112.46%                |
| <b>Total Revenues</b>       | <b>9,823,423</b>             | <b>11,858,294</b>            | <b>9,176,000</b>        | <b>129.23%</b>         |
| <b>EXPENDITURES</b>         |                              |                              |                         |                        |
| Personal Services           | 1,808,740                    | 1,948,248                    | 2,060,975               | 94.53%                 |
| Materials & Supplies        | 616,957                      | 757,850                      | 1,016,215               | 74.58%                 |
| Contract Services           | 904,014                      | 1,247,866                    | 1,842,974               | 67.71%                 |
| Debt Service                | 1,970,976                    | 2,933,917                    | 3,187,768               | 92.04%                 |
| Transfer                    | -                            | -                            | 2,000,000               | -                      |
| Other Expenses              | 93,137                       | 191,298                      | 235,428                 | 81.26%                 |
| <b>Total Expenditures</b>   | <b>5,393,824</b>             | <b>7,079,179</b>             | <b>10,343,360</b>       | <b>68.44%</b>          |

2021 total budget expenditures include \$295,125.31 in carryover encumbrances.

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## **STORMWATER FUND**

The Stormwater Fund is an Enterprise Fund that was established to account for the costs of repairing, replacing, and improving the city's storm drainage system. User fees sustain the expenditures of this fund. Please refer to page thirteen for a breakdown of the revenues and expenditures through November 30, 2021.

### **Revenues**

The Stormwater Fund revenues performed as expected. However, the following revenue sources require additional explanations:

- **Charges for Services**
  - Fees - These fees include permits and inspection fees. To date, 2021 fees collected in the Stormwater Fund total **\$86,963**, which is **\$49,432, or 132%**, more than the amount collected in the same period in the prior year primarily due to development in and south of the City.
  - **Service Charges** - 2021 service charges to date total **\$1,333,835**, which is **\$210,830, or 18.8%, more** than the amount collected in the same period in the prior year. At the end of the month there were **6,905** utility customers paying the stormwater fee on a monthly basis
    - Effective February 1, 2021, the stormwater rate is \$6.00 per month, an increase of \$.75 per month. NOTE: This is the last codified increase for this service scheduled.

### **Expenditures**

The Stormwater Fund expenditures performed as expected through November 30, 2021.

**STORMWATER FUND  
STATEMENT OF REVENUE AND EXPENDITURES  
NOVEMBER 2021**

|                           | 2020<br>ACTUAL<br>YTD NOV 30 | 2021<br>ACTUAL<br>YTD NOV 30 | 2021<br>TOTAL<br>BUDGET | 2021<br>% of<br>BUDGET |
|---------------------------|------------------------------|------------------------------|-------------------------|------------------------|
| <b>REVENUES</b>           |                              |                              |                         |                        |
| Assessments               | 2,744                        | 6,285                        | 3,000                   | 209.51%                |
| Miscellaneous             | 33,408                       | 14,903                       | 10,000                  | 149.03%                |
| Charges for Services      |                              |                              |                         |                        |
| Fees                      | 37,531                       | 86,963                       | 50,000                  | 173.93%                |
| Service Charges           | 1,123,004                    | 1,333,835                    | 1,310,916               | 101.75%                |
| <b>Total Revenues</b>     | <b>1,196,687</b>             | <b>1,441,985</b>             | <b>1,373,916</b>        | <b>104.95%</b>         |
| <b>EXPENDITURES</b>       |                              |                              |                         |                        |
| Personal Services         | 305,102                      | 302,372                      | 372,472                 | 81.18%                 |
| Materials & Supplies      | 95,342                       | 105,103                      | 142,705                 | 73.65%                 |
| Contract Services         | 157,776                      | 144,234                      | 216,950                 | 66.48%                 |
| Other Expenses            | 4,941                        | 39,488                       | 72,330                  | 54.59%                 |
| Capital Improvements      | 316,345                      | 546,335                      | 955,309                 | 57.19%                 |
| <b>Total Expenditures</b> | <b>879,505</b>               | <b>1,137,531</b>             | <b>1,759,766</b>        | <b>64.64%</b>          |

2021 total budget expenditures include \$6,616.73 in carryover encumbrances.

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APPENDIX A



**Top Ten Tax Withholding Businesses within the City (November YTD)**

| Ranking             | 2019 YTD Received  | 2020 YTD Received  | 2021 YTD Received  | \$ Change 2020 to 2021 | % Change 2020 to 2021 |
|---------------------|--------------------|--------------------|--------------------|------------------------|-----------------------|
| 1                   | \$1,875,920        | \$2,647,891        | \$2,881,688        | \$233,798              | 8.8%                  |
| 2                   | 987,044            | 902,396            | 1,208,399          | 306,003                | 33.9%                 |
| 3                   | 555,265            | 538,218            | 607,950            | 69,733                 | 13.0%                 |
| 4                   | 529,237            | 577,017            | 627,154            | 50,137                 | 8.7%                  |
| 5                   | 459,519            | 462,377            | 497,399            | 35,022                 | 7.6%                  |
| 6                   | 406,744            | 407,853            | 142,480            | (265,374)              | -65.1%                |
| 7                   | 327,973            | 367,122            | 420,885            | 53,763                 | 14.6%                 |
| 8                   | 286,991            | 256,419            | 246,515            | (9,903)                | -3.9%                 |
| 9                   | 291,458            | 217,799            | 202,135            | (15,664)               | -7.2%                 |
| 10                  | 169,963            | 190,519            | 209,302            | 18,782                 | 9.9%                  |
| <b>TOTAL TOP 10</b> | <b>\$5,890,113</b> | <b>\$6,567,610</b> | <b>\$7,043,907</b> | <b>\$476,297</b>       | <b>7.3%</b>           |



**Income Tax Receipts by Tax Source**

| Receipt type              | 2019 YTD Received   | 2020 YTD Received   | 2021 YTD Received   | \$ Change 2020 to 2021 | % Change 2020 to 2021 |
|---------------------------|---------------------|---------------------|---------------------|------------------------|-----------------------|
| Net Profit Receipts       | \$1,211,815         | \$1,093,211         | \$2,103,898         | \$1,010,687            | 92.5%                 |
| Individual Payer Receipts | 3,812,178           | 3,664,479           | 4,077,161           | 412,681                | 11.3%                 |
| Withholding Receipts      | 12,890,580          | 13,997,477          | 15,141,026          | 1,143,548              | 8.2%                  |
| <b>TOTAL*</b>             | <b>\$17,914,574</b> | <b>\$18,755,167</b> | <b>\$21,322,085</b> | <b>\$2,566,917</b>     | <b>13.7%</b>          |

\* Note: The totals above will not match the totals reported on the General Fund financial statements due to difference in timing between recognition of revenue in the tax system and deposits made into the bank.

## APPENDIX B



**YEAR TO DATE FUND REPORT**  
**November 30, 2021**

| <b>Fund #</b> | <b>FUND</b>                      | <b>BEGINNING<br/>BALANCE</b> | <b>YTD<br/>REVENUES</b> | <b>YTD<br/>EXPEND</b> | <b>ENDING<br/>BALANCE</b> | <b>ENCUMB</b> | <b>UNENCUMB<br/>BALANCE</b> |
|---------------|----------------------------------|------------------------------|-------------------------|-----------------------|---------------------------|---------------|-----------------------------|
| 100           | General Fund                     | 9,060,066.63                 | 25,968,302.91           | 24,607,255.29         | 10,419,781.34             | 442,197.04    | 9,977,584.30                |
| 203           | Veyance Incentive                | 566.38                       | -                       | -                     | 566.38                    | -             | 566.38                      |
| 204           | Financial Incentive              | -                            | 39,513.00               | 39,513.00             | -                         | -             | -                           |
| 206           | Enterprise Zone Revenue          | -                            | -                       | -                     | -                         | -             | -                           |
| 207           | Pool                             | 9,656.75                     | 242,691.57              | 214,170.46            | 40,322.86                 | 12,074.37     | 28,248.49                   |
| 208           | City Events and Recreation       | 31,580.91                    | 288,395.70              | 261,348.54            | 58,628.07                 | 27,345.04     | 31,283.03                   |
| 211           | Police Pension                   | 8,288.40                     | 151,677.68              | 145,736.35            | 14,229.73                 | -             | 14,229.73                   |
| 212           | Fire Pension                     | 8,288.40                     | 149,829.98              | 145,736.35            | 12,382.03                 | -             | 12,382.03                   |
| 213           | Police Grant                     | 15,950.45                    | 9,048.08                | -                     | 24,998.53                 | -             | 24,998.53                   |
| 214           | Fire Grant                       | 8,181.26                     | -                       | 3,296.68              | 4,884.58                  | -             | 4,884.58                    |
| 224           | Street Tree Fund                 | 250,860.90                   | 127,063.54              | 194,995.61            | 182,928.83                | 44,947.08     | 137,981.75                  |
| 225           | Street Maintenance               | 252,457.29                   | 1,420,778.34            | 1,209,835.31          | 463,768.14                | 115,679.42    | 348,088.72                  |
| 226           | Law Enforcement Trust            | 46,147.25                    | 2,400.32                | -                     | 48,547.57                 | -             | 48,547.57                   |
| 227           | Mandatory Drug Fine              | 117,810.17                   | 815.09                  | -                     | 118,625.26                | -             | 118,625.26                  |
| 228           | DUI Alcohol Educ & Enforce       | 35,092.30                    | 828.00                  | -                     | 35,920.30                 | -             | 35,920.30                   |
| 229           | DUI Indigent Driver's Treatment  | 173,617.60                   | -                       | -                     | 173,617.60                | -             | 173,617.60                  |
| 230           | State Highway                    | 32,335.82                    | 153,839.92              | 136,862.20            | 49,313.54                 | 41,554.21     | 7,759.33                    |
| 231           | Accrued Leave Fund               | 41,788.86                    | 80,000.00               | 92,367.13             | 29,421.73                 | -             | 29,421.73                   |
| 232           | Security of Persons & Property   | 439,402.57                   | 13,421,172.85           | 12,575,050.29         | 1,285,525.13              | 270,555.87    | 1,014,969.26                |
| 233           | Federal Law Enforcement          | 504.81                       | -                       | -                     | 504.81                    | -             | 504.81                      |
| 238           | Court Computer & Research        | 383,604.42                   | 21,456.66               | -                     | 405,061.08                | -             | 405,061.08                  |
| 242           | Court Clerk Computerization      | 181,942.76                   | 21,476.47               | 15,384.88             | 188,034.35                | 2,365.12      | 185,669.23                  |
| 243           | Court Special Projects           | 597,726.66                   | 45,993.96               | 48,045.76             | 595,674.86                | -             | 595,674.86                  |
| 244           | Court Probation Fine             | 279,945.38                   | 12,331.94               | 12,619.12             | 279,658.20                | -             | 279,658.20                  |
| 245           | CHIP Grand Fund                  | -                            | -                       | -                     | -                         | -             | -                           |
| 247           | Coleman's Crossing TIF           | 1,116,848.36                 | 2,776,454.41            | 2,080,143.89          | 1,813,158.88              | -             | 1,813,158.88                |
| 259           | Eljer Park                       | 31,524.34                    | -                       | -                     | 31,524.34                 | -             | 31,524.34                   |
| 260           | Cemetery Maintenance             | 40,741.65                    | 3,762.96                | -                     | 44,504.61                 | -             | 44,504.61                   |
| 263           | Cemetery Endowment               | 12,553.30                    | 139.49                  | -                     | 12,692.79                 | -             | 12,692.79                   |
| 266           | Indigent Drivers Local Interlock | 204,206.16                   | 13,903.05               | -                     | 218,109.21                | -             | 218,109.21                  |
| 267           | Indigent Drivers State Interlock | 267,403.00                   | 22,470.99               | -                     | 289,873.99                | -             | 289,873.99                  |
| 275           | CHIP Grant                       | 61,876.22                    | 20,912.10               | -                     | 82,788.32                 | -             | 82,788.32                   |

## APPENDIX B



**YEAR TO DATE FUND REPORT**  
**November 30, 2021**

| Fund # | FUND                            | BEGINNING<br>BALANCE  | YTD<br>REVENUES       | YTD<br>EXPEND         | ENDING<br>BALANCE     | ENCUMB               | UNENCUMB<br>BALANCE  |
|--------|---------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|----------------------|----------------------|
| 277    | Covid Aid, Relief, Econ Aid     | 1,027,111.02          | 1,291,947.19          | 1,024,325.80          | 1,294,732.41          | 10,403.35            | 1,284,329.06         |
| 337    | Debt Service                    | 271,415.49            | 7,844,109.18          | 8,368,557.27          | (253,032.60)          | -                    | (253,032.60)         |
| 410    | Parkland Development            | 373,323.04            | 771,110.25            | 47,404.16             | 1,097,029.13          | 83,666.84            | 1,013,362.29         |
| 439    | CIP                             | 1,637,155.80          | 4,065,876.66          | 4,241,845.44          | 1,461,187.02          | 2,876,066.04         | (1,414,879.02)       |
| 440    | Capital Reserve Fund            | 1,935,865.36          | -                     | 385,865.36            | 1,550,000.00          | 300,000.00           | 1,250,000.00         |
| 441    | TIF Capital Fund                | -                     | 3,010,000.00          | 1,470,964.43          | 1,539,035.57          | 538,235.57           | 1,000,800.00         |
| 477    | ODNR Grant Fund                 | -                     | -                     | -                     | -                     | -                    | -                    |
| 478    | City Development Grant Fund     | -                     | -                     | -                     | -                     | -                    | -                    |
| 479    | Town Run Restoration Fund       | -                     | -                     | -                     | -                     | -                    | -                    |
| 480    | OPWC Capital Project Fund       | -                     | -                     | 79,572.38             | (79,572.38)           | 707,508.98           | (787,081.36)         |
| 482    | NW 33 Grant Fund                | 260,446.02            | 61,325.04             | 44,427.68             | 277,343.38            | 38,070.78            | 239,272.60           |
| 483    | CDBG Formula Grant              | -                     | -                     | 123,611.59            | (123,611.59)          | 18,388.41            | (142,000.00)         |
| 488    | Pedestrian Bridge Fund          | -                     | -                     | -                     | -                     | -                    | -                    |
| 489    | Safe Routes to School Grant     | 123,599.85            | -                     | -                     | 123,599.85            | -                    | 123,599.85           |
| 490    | SR 31 Fund                      | -                     | -                     | -                     | -                     | 1,767,520.47         | (1,767,520.47)       |
| 491    | Bike Route Grant fund           | -                     | -                     | -                     | -                     | -                    | -                    |
| 505    | Sanitation                      | 194,456.40            | 2,042,181.83          | 1,964,811.45          | 268,105.43            | 159,079.34           | 109,026.09           |
| 534    | Incr Wastewater Capacity Fee    | 8,132,047.10          | 2,645,488.47          | 691,470.74            | 10,086,064.83         | 6,875,513.53         | 3,210,551.30         |
| 535    | Sewer                           | 21,937,456.30         | 19,740,965.51         | 16,386,674.72         | 25,284,297.68         | 1,129,042.85         | 24,155,254.83        |
| 536    | Sewer Replace & Improve         | 1,685,527.31          | 3,213,398.24          | 2,229,480.45          | 2,669,445.10          | 1,579,715.68         | 1,089,729.42         |
| 550    | Water Revenue                   | 20,501,433.80         | 11,858,294.24         | 7,079,179.05          | 25,258,179.91         | 264,950.42           | 24,993,229.49        |
| 551    | Water Replacement & Improve     | 42,745,193.90         | 1,122,244.53          | 20,286,864.13         | 23,580,574.30         | 28,537,573.64        | (4,956,999.34)       |
| 553    | Incremental Water Capacity Fee  | 7,347,795.67          | 1,040,425.12          | 182,928.58            | 8,205,292.21          | 40,004.12            | 8,165,288.09         |
| 570    | Stormwater Assessment           | 915,575.87            | 1,441,985.41          | 1,137,531.14          | 1,217,237.47          | 331,959.30           | 885,278.17           |
| 582    | OPWC Stormwater Capital Projec  | 2,653.14              | -                     | -                     | 2,653.14              | -                    | 2,653.14             |
| 909    | Union County Law Library        | 12,577.21             | 59,732.95             | 55,598.66             | 16,711.50             | -                    | 16,711.50            |
| 980    | Water Rescue Task Force         | -                     | 30,000.00             | 11,700.00             | 18,300.00             | -                    | 18,300.00            |
| 991    | Unclaimed Moneys                | 71,395.81             | 11,428.53             | 135.00                | 82,572.03             | -                    | 82,572.03            |
| 998    | NW 33 COG                       | 217,291.87            | 546,297.99            | 398,896.04            | 364,693.82            | 195,640.23           | 169,053.59           |
| 999    | Marysville-Union Cnty Port Auth | 11,922.16             | -                     | -                     | 11,922.16             | -                    | 11,922.16            |
|        |                                 | <b>123,115,212.12</b> | <b>105,792,070.15</b> | <b>107,994,204.93</b> | <b>120,877,807.43</b> | <b>46,410,057.70</b> | <b>74,467,749.73</b> |



**CITY OF MARYSVILLE, OHIO  
FINANCIAL STATEMENT  
November 30, 2021**

|  | Interest Rate | YTD<br>Interest<br>Earned | Ending<br>Balance     |
|--|---------------|---------------------------|-----------------------|
| <b>Checking/Depository</b>                   |               |                           |                       |
| Checking (Operating & Payroll)*              | 0.00%         | \$ -                      | \$ 12,741,340         |
| Escrow Accounts                              |               |                           | 44,443                |
| <b>Total Bank Deposits</b>                   |               |                           | <b>\$ 12,785,783</b>  |
| <b>Investments</b>                           |               |                           |                       |
| Star Ohio                                    | 0.09%         | \$ 23,872                 | \$ 27,925,039         |
| Star Ohio 2                                  | 0.09%         | \$ 507                    | \$ 592,686            |
| Star Ohio 3                                  | 0.09%         | \$ 392                    | \$ 458,600            |
| Richwood Bank - Sweep                        | 0.17%         | \$ 4,370                  | \$ 2,646,837          |
| Redtree Investments - Operating Account      | 0.97%         | \$ 347,707                | \$ 35,899,585         |
| Redtree Investments - Bond Proceeds          | 0.26%         | \$ 105,222                | \$ 40,569,278         |
| <b>Total Investments</b>                     |               | <b>\$ 482,070</b>         | <b>\$ 108,092,024</b> |
| <b>TOTAL BANK DEPOSITS &amp; INVESTMENTS</b> |               | <b>\$ 482,070</b>         | <b>\$ 120,877,807</b> |

\* The city participates in an Earning Credit Allowance program. The City maintains a minimum balance in the checking account so that a credit is earned that then offsets the monthly service charge.

I certify that the balances stated above are true to the best of my knowledge.

*Brad Lutz*  
Finance Director

November 30, 2021  
Date

*Terry Emery*  
City Manager

November 30, 2021  
Date

APPENDIX D

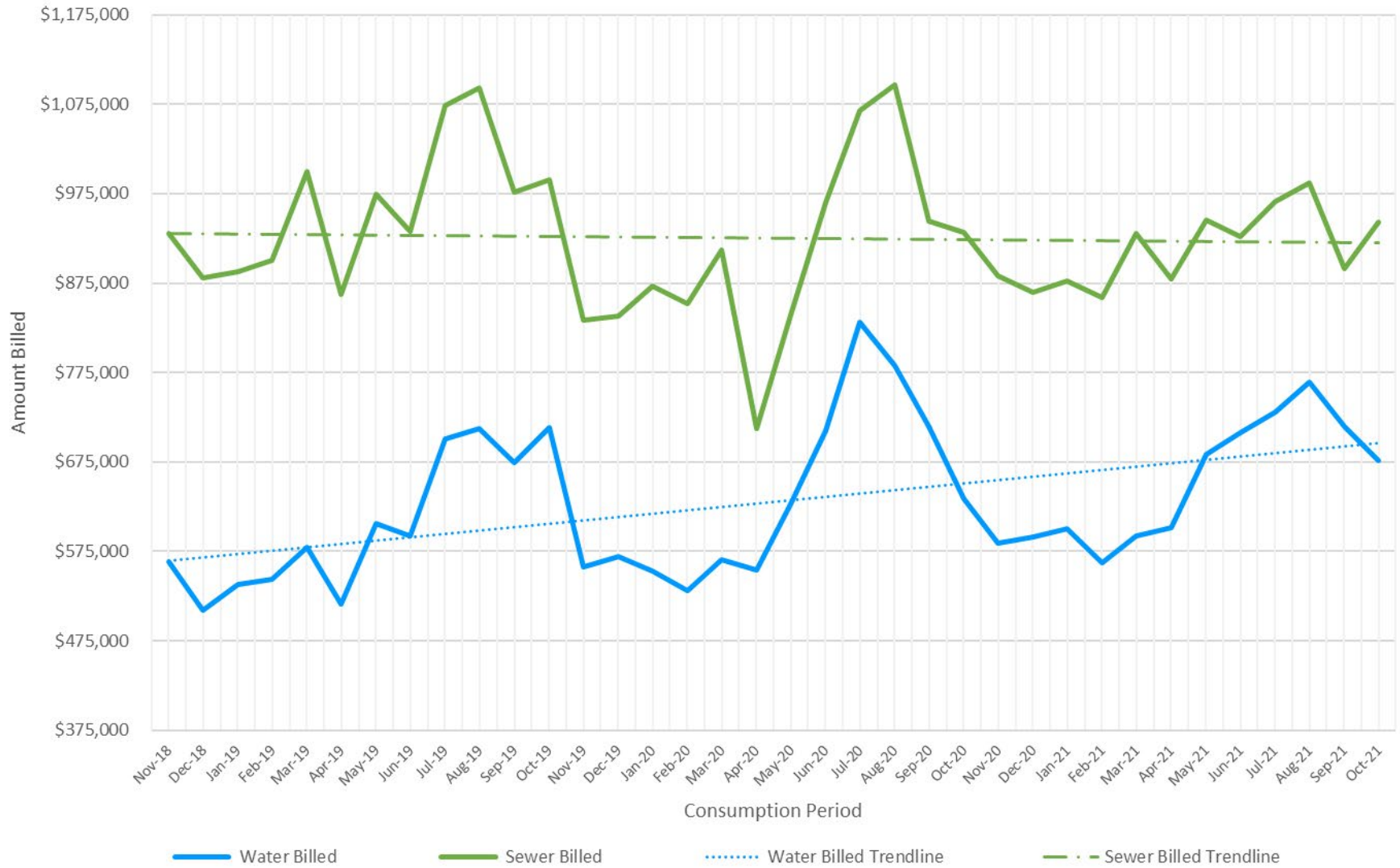


**DEBT SCHEDULE  
NOVEMBER 2021**

| Description of Debt                     | Net Interest Cost | Maturity Date | 1/1/2021           |                  |                   | YTD Ending Balance | Interest Paid    | YTD Payments      |
|---|-------------------|---------------|--------------------|------------------|-------------------|--------------------|------------------|-------------------|
|   |                   |               | Beginning Balance  | Additions        | Deletions         |                    |                  |                   |
| <b>SHORT TERM DEBT</b>                  |                   |               |                    |                  |                   |                    |                  |                   |
| 2020A Capital Improvement BAN           | 2.00%             | 03/25/21      | 4,535,000          | -                | 4,535,000         | -                  | 90,448           | 4,625,448         |
| 2021A Capital Improvement BAN           | 0.75%             | 03/24/22      |                    | 4,035,000        |                   | 4,035,000          |                  |                   |
| 2020B Capital Improvement BAN           | 1.00%             | 08/19/21      | 2,435,000          | -                | 2,435,000         | -                  | 24,282           | 2,459,282         |
| 2021B Capital Improvement BAN           | 1.00%             | 08/17/22      |                    | 1,835,000        | -                 | 1,835,000          | -                | -                 |
| <b>TOTAL SHORT TERM DEBT</b>            |                   |               | <b>6,970,000</b>   | <b>5,870,000</b> | <b>6,970,000</b>  | <b>5,870,000</b>   | <b>114,730</b>   | <b>7,084,730</b>  |
| <b>LONG TERM DEBT</b>                   |                   |               |                    |                  |                   |                    |                  |                   |
| Non-Tax Rev Bonds (TIF) Colemans Cross  | 3.29%             | 12/01/34      | 8,195,000          | -                | 475,000           | 7,720,000          | 273,788          | 748,788           |
| Non-Tax Rev Bonds (TIF) Cook's Pointe   | 4.75%             | 12/01/48      | 3,464,024          | -                | -                 | 3,464,024          | 115,279          | 115,279           |
| PP Loan*                                | 3.99%             | 12/01/24      | 550,000            | -                | 550,000           | -                  | 6,381            | 556,381           |
| Various Purpose Facility GO             | 2.00%             | 12/01/31      | 9,165,000          | -                | 730,000           | 8,435,000          | 187,350          | 917,350           |
| Wastewater Imp Refunded (2015)          | 3.83%             | 12/01/47      | 40,033,241         | -                | 1,301,667         | 38,731,574         | 1,518,743        | 2,820,410         |
| Wastewater GO Bonds (2015)              | 3.75%             | 12/01/47      | 9,230,000          | -                | 220,000           | 9,010,000          | 326,400          | 546,400           |
| Wastewater Imp Refunded (2016)          | 3.80%             | 12/01/47      | 73,362,122         | -                | 825,000           | 72,537,122         | 2,611,880        | 3,436,880         |
| OPWC Loan                               | 0.00%             | 01/01/31      | 340,134            | -                | 44,352            | 295,782            | -                | 44,352            |
| Water Revenue Reservoir Refunded (2016) | 3.08%             | 12/01/38      | 15,655,417         | -                | 797,500           | 14,857,917         | 552,803          | 1,350,303         |
| Water System Revenue Bonds (2020)       | 3.90%             | 54758         | 41,452,931         | -                | 197,083           | 41,255,847         | 1,342,179        | 1,539,262         |
| <b>TOTAL LONG TERM DEBT</b>             |                   |               | <b>201,447,869</b> | <b>-</b>         | <b>5,140,602</b>  | <b>196,307,266</b> | <b>6,934,802</b> | <b>12,075,405</b> |
| <b>TOTAL DEBT</b>                       |                   |               | <b>208,417,869</b> | <b>5,870,000</b> | <b>12,110,602</b> | <b>202,177,266</b> | <b>7,049,533</b> | <b>19,160,135</b> |

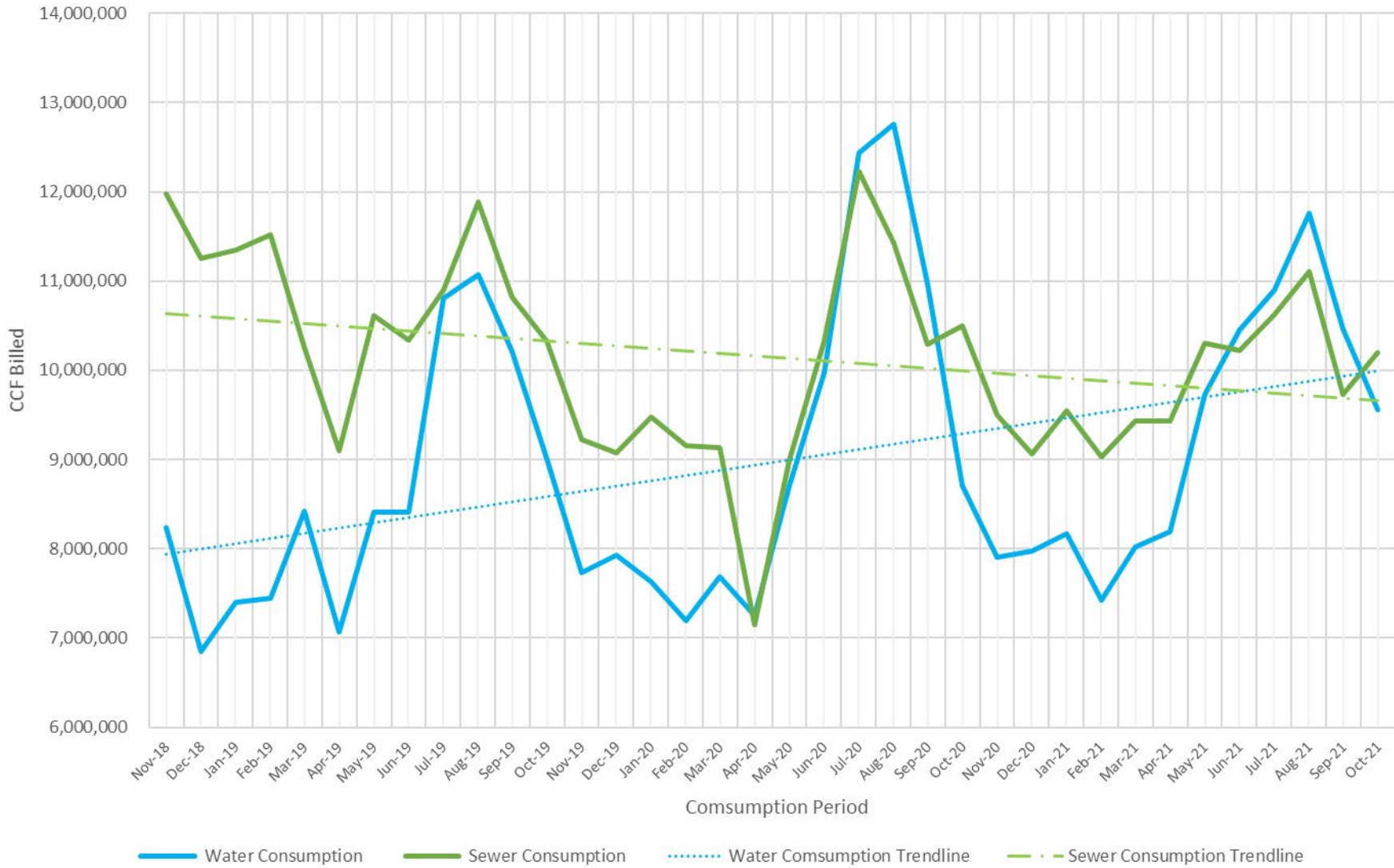


### Water/Sewer Monthly Amount Billed 36 Month Reporting Period





### Water/Sewer Monthly Consumption (CF Units) Billed 36 Month Reporting Period



| Billing Month | Consumption Period | Water Customers | Water Consumption | Water Billed | Sewer Customers | Sewer Consumption | Sewer Billed | Sanitation Customers | Sanitation Billed | Stormwater Customers | Stormwater ERU | Stormwater Billed |
|---------------|--------------------|-----------------|-------------------|--------------|-----------------|-------------------|--------------|----------------------|-------------------|----------------------|----------------|-------------------|
| Dec-18        | Nov-18             | 9,064           | 8,241,737         | \$ 563,080   | 8,726           | 11,983,631        | \$ 930,858   | 6,109                | \$ 93,524         | 6,493                | 20,818         | \$ 78,067         |
| Jan-19        | Dec-18             | 9,092           | 6,846,509         | \$ 508,598   | 8,733           | 11,250,553        | \$ 880,677   | 6,107                | \$ 93,602         | 6,509                | 21,784         | \$ 81,690         |
| Feb-19        | Jan-19             | 9,074           | 7,397,878         | \$ 537,543   | 8,696           | 11,351,816        | \$ 888,125   | 6,110                | \$ 93,324         | 6,521                | 21,312         | \$ 79,920         |
| Mar-19        | Feb-19             | 9,097           | 7,449,250         | \$ 543,213   | 8,702           | 11,519,320        | \$ 900,508   | 6,102                | \$ 119,322        | 6,521                | 19,703         | \$ 88,663         |
| Apr-19        | Mar-19             | 9,440           | 8,416,574         | \$ 578,993   | 8,601           | 10,261,009        | \$ 999,491   | 6,109                | \$ 118,199        | 6,549                | 19,487         | \$ 87,692         |
| May-19        | Apr-19             | 9,523           | 7,072,615         | \$ 516,155   | 8,615           | 9,096,689         | \$ 862,221   | 6,118                | \$ 119,229        | 6,546                | 18,766         | \$ 84,445         |
| Jun-19        | May-19             | 9,601           | 8,415,410         | \$ 605,567   | 8,664           | 10,610,312        | \$ 974,746   | 6,141                | \$ 119,021        | 6,550                | 21,131         | \$ 95,089         |
| Jul-19        | Jun-19             | 9,650           | 8,406,686         | \$ 591,902   | 8,696           | 10,337,658        | \$ 932,532   | 6,155                | \$ 119,498        | 6,564                | 20,460         | \$ 92,070         |
| Aug-19        | Jul-19             | 9,687           | 10,807,280        | \$ 700,202   | 8,724           | 10,901,702        | \$ 1,073,955 | 6,167                | \$ 119,631        | 6,570                | 18,878         | \$ 84,949         |
| Sep-19        | Aug-19             | 9,726           | 11,068,688        | \$ 712,536   | 8,909           | 11,884,879        | \$ 1,092,582 | 6,175                | \$ 119,823        | 6,575                | 18,903         | \$ 85,061         |
| Oct-19        | Sep-19             | 9,789           | 10,214,748        | \$ 674,285   | 8,780           | 10,816,985        | \$ 976,426   | 6,201                | \$ 120,116        | 6,606                | 18,921         | \$ 85,144         |
| Nov-19        | Oct-19             | 9,824           | 9,002,150         | \$ 713,739   | 8,807           | 10,330,562        | \$ 990,089   | 6,205                | \$ 120,495        | 6,614                | 18,954         | \$ 85,292         |
| Dec-19        | Nov-19             | 9,815           | 7,729,163         | \$ 558,194   | 8,799           | 9,222,532         | \$ 833,357   | 6,197                | \$ 120,550        | 6,613                | 18,828         | \$ 84,727         |
| Jan-20        | Dec-19             | 9,867           | 7,929,886         | \$ 569,583   | 8,838           | 9,078,940         | \$ 837,549   | 6,220                | \$ 120,764        | 6,641                | 21,162         | \$ 95,228         |
| Feb-20        | Jan-20             | 9,895           | 7,626,136         | \$ 553,282   | 8,841           | 9,472,433         | \$ 872,049   | 6,215                | \$ 123,361        | 6,652                | 23,379         | \$ 105,203        |
| Mar-20        | Feb-20             | 9,874           | 7,190,813         | \$ 530,537   | 8,834           | 9,152,874         | \$ 852,242   | 6,208                | \$ 123,080        | 6,656                | 22,088         | \$ 99,397         |
| Apr-20        | Mar-20             | 9,952           | 7,689,426         | \$ 565,190   | 8,891           | 9,131,372         | \$ 912,221   | 6,245                | \$ 123,548        | 6,670                | 22,101         | \$ 99,456         |
| May-20        | Apr-20             | 9,988           | 7,254,203         | \$ 554,208   | 8,906           | 7,149,809         | \$ 711,880   | 6,264                | \$ 123,882        | 6,679                | 21,929         | \$ 98,679         |
| Jun-20        | May-20             | 10,069          | 8,711,694         | \$ 627,813   | 8,973           | 8,995,203         | \$ 839,070   | 6,293                | \$ 124,326        | 6,693                | 22,137         | \$ 99,614         |
| Jul-20        | Jun-20             | 10,111          | 9,973,940         | \$ 709,599   | 8,986           | 10,320,643        | \$ 965,158   | 6,300                | \$ 124,362        | 6,700                | 23,920         | \$ 107,641        |
| Aug-20        | Jul-20             | 10,178          | 12,433,702        | \$ 830,958   | 9,033           | 12,235,416        | \$ 1,067,592 | 6,324                | \$ 124,825        | 6,725                | 23,052         | \$ 103,732        |
| Sep-20        | Aug-20             | 10,181          | 12,753,382        | \$ 782,237   | 9,032           | 11,430,922        | \$ 1,096,165 | 6,322                | \$ 125,084        | 6,726                | 23,083         | \$ 103,873        |
| Oct-20        | Sep-20             | 10,227          | 10,963,546        | \$ 714,467   | 9,056           | 10,297,473        | \$ 944,609   | 6,327                | \$ 125,226        | 6,728                | 23,102         | \$ 103,960        |
| Nov-20        | Oct-20             | 10,248          | 8,709,463         | \$ 633,630   | 9,055           | 10,502,635        | \$ 931,535   | 6,328                | \$ 125,396        | 6,733                | 23,613         | \$ 106,257        |
| Dec-20        | Nov-20             | 10,318          | 7,906,786         | \$ 583,967   | 9,100           | 9,504,896         | \$ 883,621   | 6,344                | \$ 125,637        | 6,761                | 22,638         | \$ 101,871        |
| Jan-21        | Dec-20             | 10,336          | 7,976,195         | \$ 591,406   | 9,110           | 9,059,959         | \$ 865,108   | 6,357                | \$ 125,771        | 6,770                | 22,631         | \$ 101,837        |
| Feb-21        | Jan-21             | 10,362          | 8,171,562         | \$ 600,278   | 9,144           | 9,548,381         | \$ 876,818   | 6,375                | \$ 129,286        | 6,794                | 26,133         | \$ 117,598        |
| Mar-21        | Feb-21             | 10,392          | 7,423,376         | \$ 562,136   | 9,159           | 9,028,044         | \$ 859,044   | 6,382                | \$ 129,500        | 6,810                | 27,955         | \$ 125,797        |
| Apr-21        | Mar-21             | 10,421          | 8,018,522         | \$ 592,207   | 9,181           | 9,431,236         | \$ 930,002   | 6,394                | \$ 130,110        | 6,813                | 26,510         | \$ 119,296        |
| May-21        | Apr-21             | 10,460          | 8,196,015         | \$ 601,692   | 9,207           | 9,427,324         | \$ 879,298   | 6,399                | \$ 130,220        | 6,820                | 27,292         | \$ 122,816        |
| Jun-21        | May-21             | 10,536          | 9,734,807         | \$ 683,628   | 9,251           | 10,298,378        | \$ 945,657   | 6,414                | \$ 130,217        | 6,822                | 26,506         | \$ 119,277        |
| Jul-21        | Jun-21             | 10,623          | 10,448,024        | \$ 707,406   | 9,300           | 10,219,262        | \$ 926,829   | 6,447                | \$ 130,757        | 6,844                | 26,652         | \$ 119,934        |
| Aug-21        | Jul-21             | 10,646          | 10,901,269        | \$ 730,970   | 9,312           | 10,621,299        | \$ 966,430   | 6,447                | \$ 131,036        | 6,848                | 27,864         | \$ 125,390        |
| Sep-21        | Aug-21             | 10,758          | 11,766,046        | \$ 763,810   | 9,385           | 11,108,043        | \$ 987,321   | 6,487                | \$ 131,729        | 6,875                | 26,656         | \$ 119,951        |
| Oct-21        | Sep-21             | 10,815          | 10,459,670        | \$ 714,204   | 9,409           | 9,732,660         | \$ 891,003   | 6,491                | \$ 131,859        | 6,884                | 26,936         | \$ 121,211        |
| Nov-21        | Oct-21             | 10,902          | 9,560,471         | \$ 676,779   | 9,473           | 10,199,385        | \$ 942,877   | 6,514                | \$ 132,412        | 6,905                | 27,216         | \$ 122,472        |