

MEMORANDUM

To: Mayor and City Council
From: Christopher Pike, Finance Director
Date: February 13, 2017
Subject: **Annual Financial Report 2016**

Following are the financial highlights for 2016. Before the highlights, I want to remind Council the numbers below are unaudited and will be adjusted prior to the completion of the 2016 audit. Also, there are several approved projects in the 2016 budget that are still underway. The funding for these projects will be reallocated to 2017 in a subsequent amendment as we have done in the past. I add this reminder to caution the Council that the appearance of such a large surplus at year end is somewhat deceptive. There will be a surplus and it will reflect stronger than anticipated revenues with lowered expenses; just not as high as what you see on the following pages.

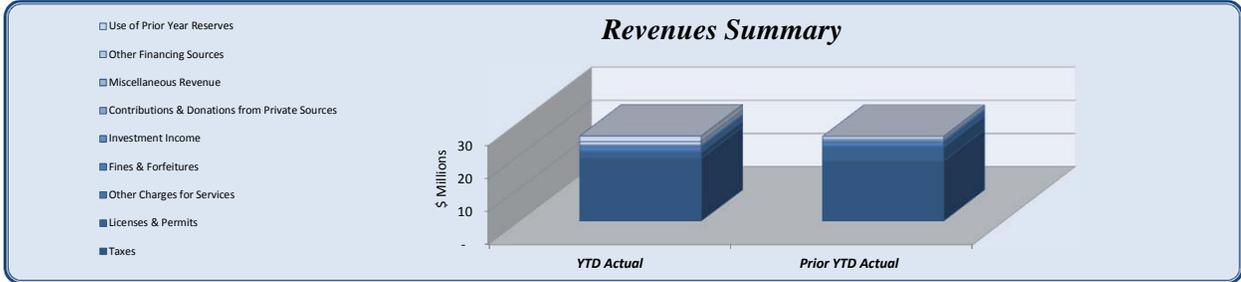
Our unaudited YTD numbers continue to trend strong for the City with most revenues at or above expectations. HOST, real property taxes, franchise fees, insurance premium tax, and E911 revenue are pacing to end the year well above initial budgeted levels. Year-to-date E911 revenues have exceeded the annual budgeted amount creating a budget surplus and preventing the use of general fund transfers to E911. Business permits are set to end the year below budget due to delays in anticipated construction projects; however, this overage was almost completely offset by a decrease in expenses incurred in relation to the building permits. It's worth stressing though this is more of a timing issue than anything else. We originally anticipated a major project in 2016 that never materialized. The 2017 budget anticipates the same, but the reverse should prove true. In speaking with Community Development, both the High Street project as well as the next phase for State Farm should hit at some point this year. Additionally, proceeds from sales of property fell short of budget due to the fourth closing of the year being delayed by the holidays. This closing did take place at the beginning of January which will be reflected in the 2017 financials.

Expenses are as expected. All departments, except Economic Development, show overall positive variances. The budget overage in Economic Development is due entirely to property taxes owed on the sites to be sold for development. A budget amendment to capture variances such as this will come at a later date. Departments with notable positive variances include Community Development, Parks and Recreation, and Police. As noted above, Community Development showed a positive variance due to lower expenses related to building permits. The positive variance in Police was related to both strategic management of resources and positions being open in that department. Parks and Recreation's positive surplus was primarily related to a delay in the Master Parks Plan in order to complete the land transaction with DeKalb Board of Education so that the new baseball fields adjacent to Brook Run Park could be included in the park design. A budget amendment to capture projects that were delayed to 2017 will also come at a later date.

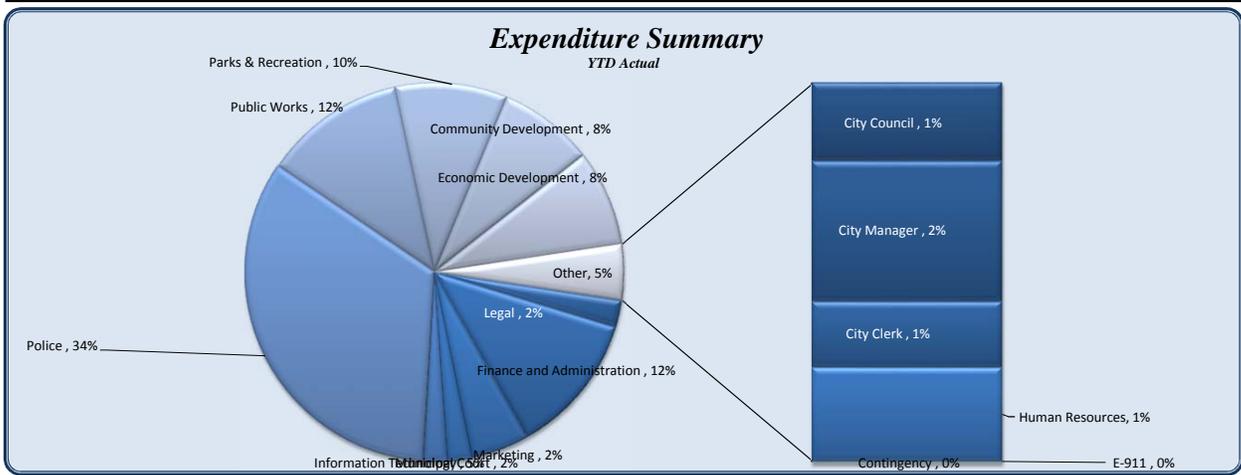
As Finance Director, I have reviewed this report. I am not aware of any material untrue statements or material omission; nor do I consider anything misleading. The financial statements and related information fairly present the financial condition and the results in all material respects. Management is responsible for internal controls and periodically evaluates these internal controls. No deficiencies in internal controls were discovered.

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

<i>Revenues & Resources</i>	Total Annual Budget	YTD Budget	YTD Actual	YTD Variance (\$ '000)	Prior YTD Actual (% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Taxes	17,686,000	17,686,000	19,088,726	1,403	108%	18,299,783	788,944
Licenses & Permits	1,847,500	1,847,500	1,759,841	(88)	95%	4,021,537	(2,261,695)
Other Charges for Services	426,000	426,000	538,888	113	126%	517,644	21,245
Fines & Forfeitures	1,200,000	1,200,000	1,231,779	32	103%	1,255,293	(23,514)
Investment Income	5,000	5,000	17,521	13	350%	43,547	(26,026)
Contributions & Donations from Private Sources	5,000	5,000	18,522	14	370%	29,069	(10,547)
Miscellaneous Revenue	250,500	250,500	445,395	195	178%	506,320	(60,925)
Other Financing Sources	1,500,000	1,500,000	1,059,092	(441)	71%	1,055,471	3,620
Use of Prior Year Reserves	1,687,855	1,687,855	1,687,855	-	100%	-	1,687,855
Total Revenues & Resources	24,607,855	24,607,855	25,847,621	1,240	105%	29,728,664	(3,881,043)



<i>Expenditures</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	Prior YTD Actual (% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
City Council	259,592	259,592	215,686	44	83%	211,492	(4,194)
City Manager	394,347	394,347	385,928	8	98%	308,896	(77,033)
City Clerk	190,316	190,316	181,254	9	95%	201,184	19,930
Legal	620,000	620,000	511,137	109	82%	291,703	(219,434)
Finance and Administration	2,809,178	2,809,178	2,655,594	154	95%	3,161,173	505,579
Human Resources	351,892	351,892	258,918	93	74%	97,870	(140,153)
Information Technology	1,140,906	1,140,906	1,092,589	48	96%	814,791	(277,798)
Marketing	504,860	504,860	462,364	42	92%	419,222	(43,142)
Municipal Court	568,717	568,717	447,800	121	79%	405,294	(42,506)
Police	7,867,977	7,867,977	7,364,315	504	94%	6,858,129	(506,186)
E-911	151,640	151,640	-	152	0%	27,276	27,276
Public Works	2,787,535	2,787,535	2,658,939	129	95%	3,617,997	959,058
Parks & Recreation	2,498,031	2,498,031	2,112,127	386	85%	5,616,398	3,504,270
Community Development	2,362,599	2,362,599	1,788,166	574	76%	3,973,228	2,185,062
Economic Development	1,790,265	1,790,265	1,803,471	(13)	101%	1,490,233	(313,238)
Contingency	300,000	300,000	-	300	0%	-	-
Total Expenditures	24,597,854	24,597,854	21,938,288	2,660	89%	27,494,885	5,577,491



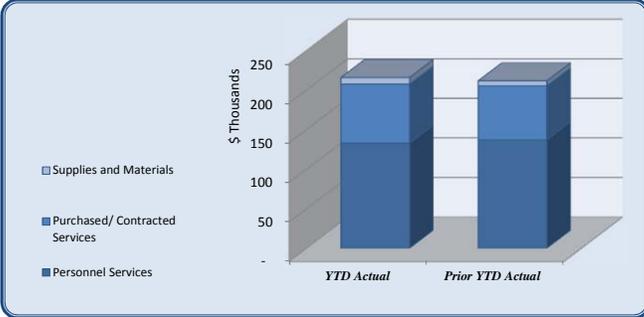
Total Revenues over/(under) Expenditures	361,893	361,893	3,909,332	3,547,439		2,331,649	1,577,683
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City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

Revenues							
	Total Annual Budget	YTD Budget	YTD Actual	Variance	(% of YTD Budget)	Prior YTD Actual	Flux
				(\$ '000)			(Diff from Prior Year)
Real Property Tax	5,871,000	5,871,000	6,138,330	267	105%	5,579,252	559,078
Personal Property Tax	400,000	400,000	455,605	56	114%	442,832	12,773
Motor Vehicle	230,000	230,000	272,778	43	119%	548,934	276,155
Intangibles (Reg & Recording)	70,000	70,000	173,515	104	248%	156,722	16,794
Franchise Fees	3,500,000	3,500,000	3,855,932	356	110%	3,893,061	(37,129)
Hotel/Motel Tax	1,620,000	1,620,000	1,601,523	(18)	99%	1,529,834	71,689
Alcoholic Beverage Excise Tax	620,000	620,000	665,173	45	107%	617,872	47,301
MVR Excise Tax	100,000	100,000	99,130	(1)	99%	113,116	(13,986)
Excise Tax on Energy	-	-	93,146	93		51,138	42,008
Business & Occupation Tax	2,650,000	2,650,000	2,572,815	(77)	97%	2,571,981	834
Insurance Premium Tax	2,500,000	2,500,000	2,887,902	388	116%	2,665,983	221,919
Financial Institutions Tax	105,000	105,000	225,814	121	215%	103,210	122,604
Penalties & int on delinq tax	5,000	5,000	3,936	(1)	79%	2,176	1,760
Pen & Int on delinq taxes-Business	15,000	15,000	43,126	28	288%	23,672	19,454
Taxes	17,686,000	17,686,000	19,088,726	1,403	108%	18,299,783	788,944
Alcoholic Beverage Licenses	450,000	450,000	526,913	77	117%	455,027	71,886
Other Licenses and Permits	2,500	2,500	14,610	12	584%	13,660	950
Planning & Zoning Fees	15,000	15,000	24,950	10	166%	26,532	(1,582)
Bldg Structures & Equipment	1,350,000	1,350,000	1,090,128	(260)	81%	3,338,321	(2,248,193)
OTC Inspections	-	-	250	0		-	250
Soil Erosion	15,000	15,000	22,804	8	152%	131,226	(108,421)
Plan Review-Fire	15,000	15,000	67,886	53	453%	56,771	11,115
Tree Bank	-	-	12,300	12		-	12,300
Licenses & Permits	1,847,500	1,847,500	1,759,841	(88)	95%	4,021,537	(2,261,695)
Local Government Grants	-	-	-	-		4,000,000	(4,000,000)
Intergovernmental Revenues	-	-	-	-		4,000,000	(4,000,000)
Special Police Services	12,000	12,000	25,900	14	216%	19,015	6,885
Fingerprinting Fee	6,000	6,000	6,214	0	104%	6,892	(678)
Public Safety-Other	36,000	36,000	91,929	56	255%	96,725	(4,795)
Special Assessments	20,000	20,000	22,846	3	114%	22,630	216
Streetlight Fees	327,000	327,000	345,321	18	106%	333,738	11,583
Charges for services: Parking	-	-	2,398	2	0%	-	2,398
Recreation Program Fees	-	-	20,761	21		18,751	2,010
Pavilion Rentals	25,000	25,000	22,800	(2)	91%	15,850	6,950
NSF Fees	-	-	719	1		324	395
Other Charges for Services	426,000	426,000	538,888	113	126%	517,644	21,245
Municipal Court Fines & Forfeitures	1,200,000	1,200,000	1,231,779	32	103%	1,255,293	(23,514)
Fines & Forfeitures	1,200,000	1,200,000	1,231,779	32	103%	1,255,293	(23,514)
Interest Revenue	5,000	5,000	17,521	13	350%	43,547	(26,026)
Investment Income	5,000	5,000	17,521	13	350%	43,547	(26,026)
Contr & Don From Priv Sources	-	-	7,347	7		16,300	(8,953)
Explorer Donations	5,000	5,000	10,900	6	218%	8,834	2,066
Donations	-	-	275	0		3,935	(3,660)
Contributions & Donations from Private Sources	5,000	5,000	18,522	14	370%	29,069	(10,547)
Rents & Royalties	235,500	235,500	382,724	147	163%	255,722	(127,002)
Reimb for damaged property	-	-	40,023	40		11,480	28,542
Other Charges For Services	15,000	15,000	1,942	(13)	13%	1,200	742
Miscellaneous Revenue	-	-	20,707	21		237,918	(217,211)
Miscellaneous Revenue	250,500	250,500	445,395	195	178%	506,320	(60,925)
Proceeds from sale of property	1,500,000	1,500,000	1,059,092	(441)	71%	1,049,554	9,538
Other Financing Sources	1,500,000	1,500,000	1,059,092	(441)	71%	1,055,471	3,620
Use of Prior Year Reserves	1,687,855	1,687,855	1,687,855	-	100%	-	1,687,855
Total Revenues	24,607,855	24,607,855	25,847,621	1,240	105%	29,728,664	(3,881,043)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

City Council	Total Annual	YTD Budget	YTD Actual	Variance		Prior YTD Actual	Flux (Diff from Prior Year)
	Budget			(% of YTD Budget)			
Personnel Services	145,942	145,942	132,672	13	91%	136,956	4,284
Purchased/ Contracted Services	97,650	97,650	74,758	23	77%	68,263	(6,495)
Supplies and Materials	16,000	16,000	8,256	8	52%	6,273	(1,983)
Total City Council	259,592	259,592	215,686	44	83%	211,492	(4,194)



City Council	Total Annual	YTD Budget	YTD Actual	Variance		Prior YTD Actual	Flux (Diff from Prior Year)
	Budget			(% of YTD Budget)			
Regular Salaries	88,000	88,000	88,000	0	100%	86,000	(2,000)
Group Insurance	51,210	51,210	38,156	13	75%	44,642	6,486
Social Security	5,456	5,456	5,050	0	93%	4,937	(113)
Medicare	1,276	1,276	1,181	0	93%	1,155	(26)
Workers' Compensation	-	-	285	(0)		216	(69)
Personnel Services	145,942	145,942	132,672	13	91%	136,956	4,284
Professional Services	4,000	4,000	700	3	18%	2,350	1,650
Technical Services	1,000	1,000	566	0	57%	-	(566)
Property/Liability Insurance	60,000	60,000	59,416	1	99%	52,422	(6,994)
Communications	6,500	6,500	2,163	4	33%	1,714	(449)
Printing & Binding	3,900	3,900	1,065	3	27%	1,548	482
Travel	11,700	11,700	5,187	7	44%	4,194	(993)
Dues & Fees	4,000	4,000	2,171	2	54%	2,365	195
Education & Training	6,550	6,550	3,490	3	53%	3,670	180
Purchased/ Contracted Services	97,650	97,650	74,758	23	77%	68,263	(6,495)
Supplies	4,000	4,000	2,601	1	65%	2,400	(201)
Food	4,800	4,800	659	4	14%	1,895	1,236
Books & Periodicals	700	700	-	1	0%	-	-
Small Equipment	4,000	4,000	4,995	(1)	125%	1,977	(3,017)
Repairs & Maintenance	2,500	2,500	-	3	0%	-	-
Supplies and Materials	16,000	16,000	8,256	8	52%	6,273	(1,983)
Total City Council	259,592	259,592	215,686	44	83%	211,492	(4,194)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

<i>City Council</i>	Shortal	Tallmadge	Nall	Riticher	Deutsch	Thompson	Heneghan	Unallocated	Total
Regular Salaries	16,000	12,000	12,000	12,000	12,000	12,000	12,000		88,000
Group Insurance	950		18,575				18,631		38,156
Social Security	981	744	614	744	699	524	744		5,050
Medicare	229	174	144	174	164	123	174		1,181
Workers' Compensation								286	286
Personnel Services	18,160	12,918	31,333	12,918	12,863	31,277	12,918	286	132,673
Professional Services								700	700
Technical Services							566		566
Property/Liability Insurance								59,416	59,416
Communications							1,845	318	2,163
Printing & Binding	500		75		491				1,065
Travel	1,046	212	1,059	514	1,093	1,229	35		5,187
Dues & Fees	186	188	1,363	188	208			40	2,171
Education & Training	480	255	925	610	610	610			3,490
Purchased/ Contracted Services	2,211	654	3,421	1,311	2,401	1,839	2,445	60,474	74,758
Supplies	462	217	180	68	100	120	812	642	2,601
Food	-	173						486	659
Books & Periodicals									-
Small Equipment					1,090			3,905	4,995
Supplies and Materials	462	390	180	68	1,190	120	812	5,033	8,256
Total City Council	20,833	13,963	34,934	14,297	16,454	33,237	16,175	65,793	215,687

Section 2.07 of the Dunwoody Code of Ordinances states, "The mayor shall be provided an annual expense allowance of \$5,000.00 and each councilmember shall be provided an annual expense allowance of \$3,000.00 for the reimbursement of expenses actually and necessarily incurred by the mayor and councilmembers in carrying out their duties as elected officials of the city."

Please see the subsequent page for a breakdown of all non-payroll expenses; including those charged to each Councilmember's discretionary allowance.

Section 2.07 of the Dunwoody Code of Ordinances states, "The mayor shall be provided an annual expense allowance of \$5,000.00 and each councilmember shall be provided an annual expense allowance of \$3,000.00 for the reimbursement of expenses actually and necessarily incurred by the mayor and councilmembers in carrying out their duties as elected officials of the city." The expenses highlighted below are those credited to that allowance and totaled separately. Expenses not highlighted are other expenses attributable to the City Council Department budget.

Project	Council Member	Date	Vendor	Description	Account	Non-Allowance	Charter Allowance	Total	
PT	Pam Talmadge	1/16/2016	GA Chamber of Commerce	Eggs and Issues	Dues and Fees		185.70		
		3/31/2016	UGA Georgia Center	Hotel	Travel	211.86			
		3/31/2016	Metro Awards	Name badge	Supplies	59.25			
		4/22/2016	P. Talmadge - Expense Reimbursement	GMA Meals	Food	85.06			
		4/25/2016	Southtrac	City of Dunwoody shirts	Supplies			158.00	
		9/23/2016	P. Talmadge - Expense Reimbursement	Mock Trial Food	Food			58.89	
		10/31/2016	P. Talmadge - Expense Reimbursement	GMA Meals	Education & Training	255.00			
		12/30/2016	P. Talmadge - Expense Reimbursement	Lunch meeting	Food	29.13			
							640.30	402.59	1,042.89
DT	Doug Thompson	3/31/2016	Georgia Municipal Association	GMA Conference Registration	Education & Training	610.00			
		4/25/2016	Southtrac		Supplies			120.00	
		6/30/2016	Westin Hotel	GMA Conference Accommodations	Travel	770.28			
		7/29/2016	Reimburseemnt	GMA Conference Expenses	Travel	459.04			
						1,839.32	120.00	1,959.32	
JH	John Heneghan	1/13/2016	Verizon	Cell Phone	Communications		466.79		
		2/13/2016	Verizon	Wireless voice/data	Communications		40.14		
		2/25/2016	J. Heneghan - Expense Reimbursement	Technical Services	Technical Services		345.99		
		2/25/2016	J. Heneghan - Expense Reimbursement	Office Supplies	Supplies		303.21		
		3/13/2016	Verizon	Wireless voice/data	Communications		44.81		
		4/25/2016	Southtrac	City of Dunwoody shirts	Supplies		186.00		
		5/8/2016	Verizon	Wireless voice/data	Communications		44.80		
		5/13/2016	Verizon	Wireless voice/data	Communications		44.80		
		6/13/2016	Verizon	Wireless voice/data	Communications		44.80		
		7/13/2016	Verizon	Wireless voice/data	Communications		44.81		
		8/13/2016	Verizon	Wireless voice/data	Communications		44.81		
		9/13/2016	Verizon	Wireless voice/data	Communications		44.81		
		10/14/2016	Verizon	Wireless voice/data	Communications		44.77		
		11/13/2016	Verizon	Wireless voice/data	Communications		44.77		
		12/13/2016	Verizon	Wireless voice/data	Communications		44.77		
		12/13/2016	J. Heneghan - Expense Reimbursement	Internet	Communications		891.36		
		12/2/2016	J. Heneghan - Expense Reimbursement	Technical Services	Technical Services		219.94		
		12/2/2016	J. Heneghan - Expense Reimbursement	Parking	Travel	34.50			
12/2/2016	J. Heneghan - Expense Reimbursement	Supplies	Supplies	322.99					
					357.49	2,901.38	3,258.87		
JR	Jim Riticher	1/16/2016	GA Chamber of Commerce	Eggs and Issues	Dues and Fees		187.50		
		3/31/2016	Georgia Municipal Association	GMA Conference Registration	Education & Training	610.00			
		4/25/2016	Southtrac	City of Dunwoody shirts	Supplies			68.00	
		6/30/2016	Westin Hotel	GMA Conference Accommodations	Travel	513.52			
					1,123.52	255.50	1,379.02		
LD	Lynn Deutsch	1/16/2016	GA Chamber of Commerce	Eggs and Issues	Dues and Fees		187.50		
		2/19/2016	Tech Association of Georgia	Attendance at TAG Meeting	Dues and Fees		20.00		
		3/31/2016	CDW Government	Laptop	Small Equipment	1,089.96			
		3/31/2016	Georgia Municipal Association	GMA Conference Registration	Education & Training	610.00			
		4/25/2016	Southtrac	City of Dunwoody shirts	Supplies			100.00	
		4/30/2016	Alphagraphics	Business cards	Printing & Binding	490.63			
		6/30/2016	Westin Hotel	GMA Conference Accommodations	Travel	770.28			
7/29/2016	Reimbursement	GMA Conference Expenses	Travel	322.83					
					3,283.70	307.50	3,591.20		
TN	Terry Nall	2/25/2016	Taste of Dunwoody	Taste of Dunwoody Sponsorship	Dues & Fees		100.00		
		3/31/2016	Georgia Municipal Association	GMA Conference Registration	Education & Training	660.00			
		3/31/2016	Metro Awards	Name badge	Printing & Binding	75.00			
		4/25/2016	Southtrac	City of Dunwoody shirts	Supplies			180.00	
		4/4/2016	Rotary Club of Dunwoody	Membership	Dues & Fees			300.00	

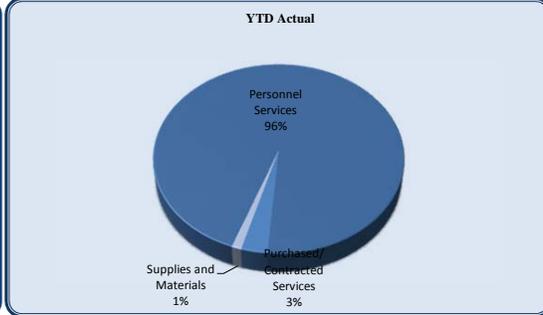
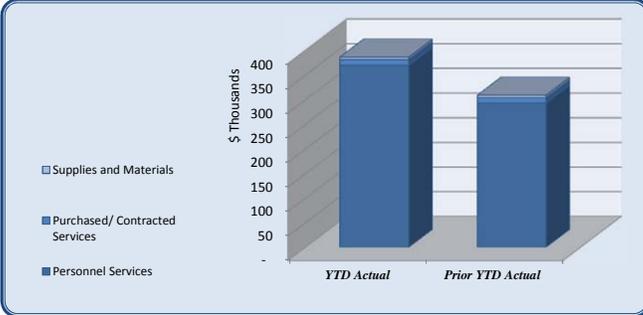
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	6/30/2016 Westin Hotel	GMA Conference Accommodations	Travel	770.28		
	7/4/2016 Rotary Club of Dunwoody	Membership	Dues & Fees	412.50		
	7/29/2016 Reimbursement - T. Nall	GMA Conference Expenses	Travel	288.36		
	7/29/2016 Reimbursement - T. Nall	Spruill Arts Center	Dues & Fees	125.00		
	10/1/2016 Reimbursement - T. Nall	Rotary Club of Dunwoody	Dues & Fees	425.00		
	12/31/2016 Reimbursement - T. Nall	GMA	Education & Training	265.00		
				2,058.64	1,542.50	3,601.14
DS	Denis Shortal					
	1/12/2016 Alphagraphics	Business cards	Printing & Binding	239.60		
	1/16/2016 GA Chamber of Commerce	Eggs and Issues	Dues and Fees	187.50		
	2/25/2016 D. Shortal Expense Reimbursement	Parking Fees	Travel	16.00		
	3/31/2016 Georgia Municipal Association	GMA Conference Registration	Education & Training	480.00		
	3/31/2016 Allegra Sandy Springs	Fold-over cards and notepads	Printing & Binding	260.00		
	4/25/2016 Southtrac	City of Dunwoody shirts	Supplies	30.00		
	5/31/2016 CDW Government	Printer ink	Supplies	79.96		
	5/31/2016 CDW Government	Printer ink	Supplies	64.00		
	5/31/2016 CDW Government	IPad CAD	Supplies	159.76		
	6/30/2016 Westin Hotel	GMA Conference Accommodations	Travel	770.28		
	6/30/2016 CDW Government	Printer ink	Supplies	128.00		
	7/29/2016 D. Shortal Expense Reimbursement	GMA Conference Expenses	Travel	250.56		
	7/29/2016 D. Shortal Expense Reimbursement	DeKalb Splost Meeting parking	Travel	4.00		
	12/30/2016 D. Shortal Expense Reimbursement	Parking Fees	Travel	5.00		
				2,197.16	477.50	2,674.66
	Council & Mayor General					
	1/13/2016 Verizon	Former mayor's last month of cell service	Communications	38.01		
	1/31/2016 Office Depot	Office Supplies	Supplies	35.52		
	2/9/2016 Staybridge Suites	Meeting space for Council Strategic Planning Retreat 2016	Prof Services	700.00		
	2/29/2016 Office Depot	Office Supplies	Supplies	38.41		
	3/19/2016 Exxon Mobile	Ice for drinks - Council Strategic Planning Retreat 2016	Food	2.56		
	3/19/2016 Carrabbas	Lunch for Council Strategic Planning Retreat 2016	Food	288.43		
	3/19/2016 Newks	Lunch for Council Strategic Planning Retreat 2016	Food	123.00		
	3/19/2016 Wal-Mart	Snacks for Council Strategic Planning Retreat 2016	Food	72.36		
	3/31/2016 DeKalb County Probate Court	Recording of oaths of elected officials	Dues & Fees	40.00		
	4/30/2016 Blooms of Dunwoody	Sympathy flowers	Supplies	96.30		
	5/31/2016 Blooms of Dunwoody	Sympathy flowers	Supplies	99.00		
	5/31/2016 GIRMA	Property/Liability Insurance	Property/Liability Insurance	59,416.23		
	6/30/2016 Action Specialty Carts	Cart rental for 4th of July parade	Supplies	373.00		
	10/31/2016 Technical Innovations	Council monitor	Small Equipment	3,904.88		
	10/31/2016 Purchase Power	Postage	Communications	278.13		
	12/31/2016 Purchase Power	Postage	Communications	0.47		
				65,506.30	-	65,506.30

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

City Manager	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget					
				(\$ '000)		

Personnel Services	369,618	369,618	369,567	0	100%	293,203	(76,364)
Purchased/ Contracted Services	20,017	20,017	11,962	8	60%	10,908	(1,053)
Supplies and Materials	4,712	4,712	4,399	0	93%	4,784	385
Total City Manager	394,347	394,347	385,928	8	98%	308,896	(77,033)



City Manager	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget					
				(\$ '000)		

Regular Salaries	271,359	271,359	276,517	(5)	102%	224,877	(51,641)
Group Insurance	49,490	49,490	36,530	13	74%	26,751	(9,779)
Medicare	3,935	3,935	3,946	(0)	100%	3,287	(659)
Retirement	43,961	43,961	51,451	(7)	117%	37,634	(13,817)
Workers' Compensation	873	873	1,123	(0)	129%	655	(469)
Personnel Services	369,618	369,618	369,567	0	100%	293,203	(76,364)

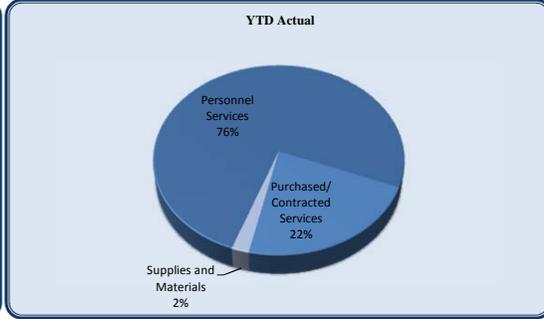
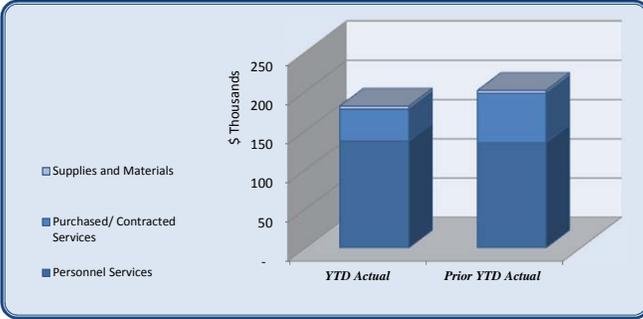
Professional Services	-	-	78	(0)	-	-	(78)
Communications	1,842	1,842	1,387	0	75%	1,879	492
Printing & Binding	625	625	376	0	60%	1,039	663
Travel	6,900	6,900	2,796	4	41%	979	(1,818)
Dues & Fees	5,235	5,235	4,429	1	85%	2,913	(1,516)
Education & Training	5,415	5,415	2,317	3	43%	3,503	1,186
Purchased/ Contracted Services	20,017	20,017	11,962	8	60%	10,908	(1,053)

Supplies	1,200	1,200	1,884	(1)	157%	3,495	1,611
Food	1,500	1,500	926	1	62%	812	(114)
Books & Periodicals	512	512	341	0	67%	278	(63)
Small Equipment	1,500	1,500	1,248	0	83%	200	(1,048)
Supplies and Materials	4,712	4,712	4,399	0	93%	4,784	385

Total City Manager	394,347	394,347	385,928	8	98%	308,896	(77,033)
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City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

City Clerk	Total Annual	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget						
Personnel Services	131,566	131,566	136,829	(5)	104%	134,792	(2,037)
Purchased/ Contracted Services	54,250	54,250	40,726	14	75%	62,791	22,065
Supplies and Materials	4,500	4,500	3,700	1	82%	3,601	(99)
Transfers Out	-	-	-	-	-	-	-
Total City Clerk	190,316	190,316	181,254	9	95%	201,184	19,930



City Clerk	Total Annual	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget						
Salaries	97,388	97,388	104,186	(7)	107%	102,812	(1,374)
Group Insurance	16,833	16,833	14,324	3	85%	14,138	(186)
Medicare	1,413	1,413	1,507	(0)	107%	1,461	(46)
Retirement	15,777	15,777	16,489	(1)	105%	16,153	(336)
Workers' Compensation	155	155	322	(0)	208%	228	(94)
Personnel Services	131,566	131,566	136,829	(5)	104%	134,792	(2,037)

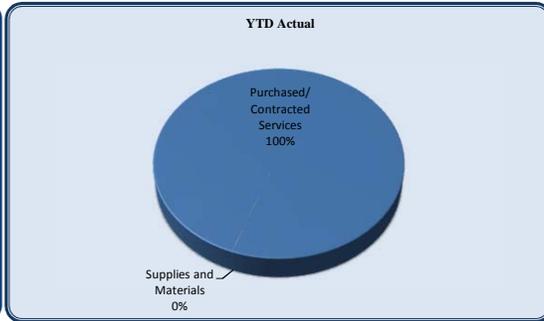
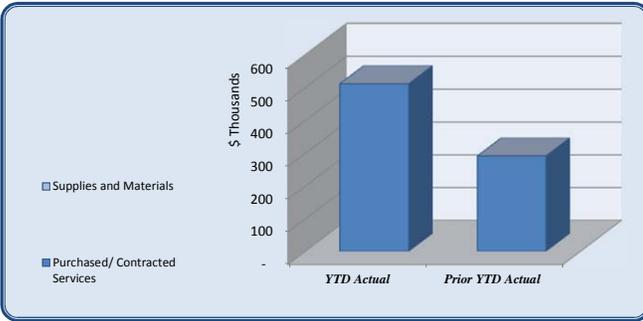
Professional Services	10,000	10,000	811	9	8%	34,610	33,799
Technical Services	800	800	1,350	(1)	169%	10	(1,340)
Repairs and Maintenance	30,050	31,878	31,878	-	106%	19,801	(12,078)
Communications	2,400	2,400	2,197	0	92%	1,333	(864)
Advertising	2,000	2,000	1,279	1	64%	1,098	(181)
Printing & Binding	1,500	1,500	795	1	53%	860	64
Travel	3,750	3,750	1,238	3	33%	2,691	1,453
Dues & Fees	275	275	527	(0)	192%	309	(218)
Education & Training	3,475	3,475	650	3	19%	2,080	1,430
Purchased/ Contracted Services	54,250	54,250	40,726	14	75%	62,791	22,065

Supplies	1,700	1,700	1,126	1	66%	600	(526)
Food	400	400	296	0	74%	249	(47)
Books & Periodicals	400	400	39	0	10%	-	(39)
Small Equipment	2,000	2,000	2,239	(0)	112%	2,752	513
Supplies and Materials	4,500	4,500	3,700	1	82%	3,601	(99)

Total City Clerk	190,316	190,316	181,254	9	95%	201,184	19,930
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City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

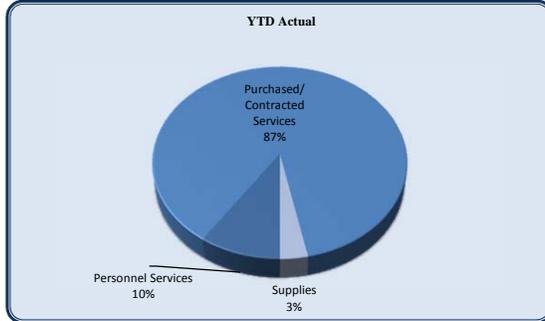
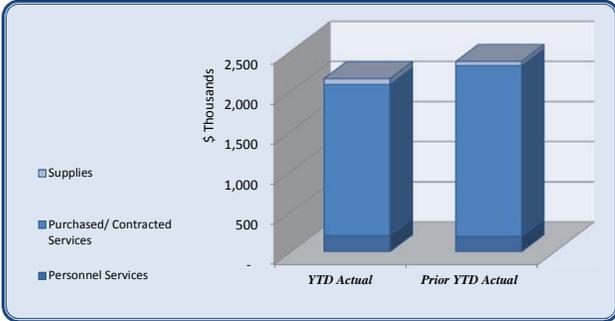
<i>Legal</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux	
				(% of YTD Budget)			(Diff from Prior Year)
				(\$ '000)			
Purchased/ Contracted Services	620,000	620,000	511,006	109	82%	291,596	(219,410)
Supplies and Materials	-	-	131	(0)		107	(24)
Total Legal	620,000	620,000	511,137	109	82%	291,703	(219,434)



<i>Legal</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux	
				(% of YTD Budget)			(Diff from Prior Year)
				(\$ '000)			
Professional Services	620,000	620,000	510,911	109	82%	291,458	(219,452)
Printing & Binding	-	-	-	-		-	-
Travel	-	-	-	-		10	10
Purchased/ Contracted Services	620,000	620,000	511,006	109	82%	291,596	(219,410)
Supplies	-	-	131	(0)		107	(24)
Supplies and Materials	-	-	131	(0)		107	(24)
Total Legal	620,000	620,000	511,137	109	82%	291,703	(219,434)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

<i>Finance and Administration</i>		Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Personnel Services		197,706	197,706	203,778	(6)	103%	192,991	(10,787)
Purchased/ Contracted Services		2,026,882	2,026,882	1,882,120	145	93%	2,125,545	243,425
Supplies		84,590	84,590	69,696	15	82%	52,637	(17,059)
Transfers Out		500,000	500,000	500,000	-	100%	790,000	290,000
Total Finance and Administration		2,809,178	2,809,178	2,655,594	154	95%	3,161,173	505,579

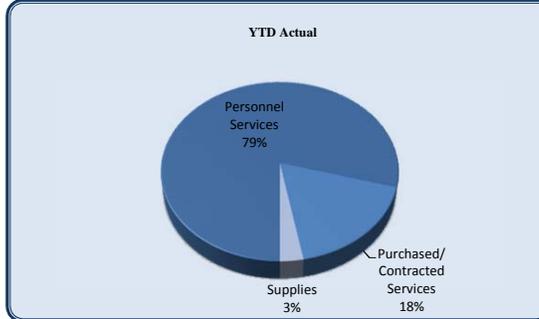
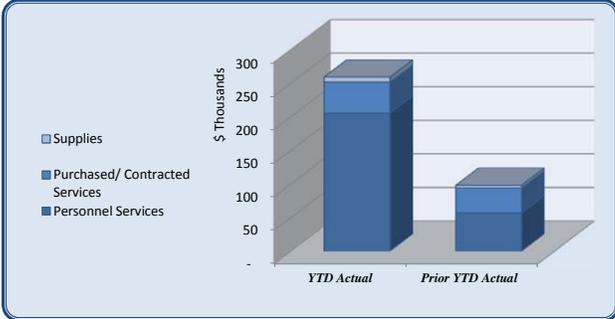


<i>Finance and Administration</i>		Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Regular Salaries		148,204	148,204	156,680	(8)	106%	146,297	(10,382)
Group Insurance		23,542	23,542	20,632	3	88%	20,412	(220)
Medicare		2,120	2,120	2,203	(0)	104%	2,030	(173)
Retirement		23,685	23,685	23,789	(0)	100%	23,907	118
Workers' Compensation		155	155	474	(0)	306%	345	(128)
Personnel Services		197,706	197,706	203,778	(6)	103%	192,991	(10,787)

Official/Admin Services		1,040,000	1,040,000	1,009,355	31	97%	1,326,166	316,811
Professional Services		82,500	82,500	59,540	23	72%	70,069	10,529
Technical Services		39,160	39,160	34,204	5	87%	37,239	3,035
Repairs & Maintenance		92,313	92,313	110,440	(18)	120%	67,168	(43,273)
Rentals		594,219	594,219	463,439	131	78%	449,528	(13,911)
Insurance		55,000	55,000	86,159	(31)	157%	57,396	(28,763)
Communications		8,080	8,080	7,246	1	90%	10,552	3,306
Advertising		3,600	3,600	322	3	9%	1,219	897
Printing & Binding		9,200	9,200	8,860	0	96%	9,368	507
Travel		3,500	3,500	5,308	(2)	152%	5,867	559
Dues & Fees		67,310	67,310	62,107	5	92%	62,242	135
Education & Training		3,200	3,200	2,944	0	92%	2,239	(705)
Other Charges		28,800	28,800	32,197	(3)	112%	26,494	(5,703)
Purchased/ Contracted Services		2,026,882	2,026,882	1,882,120	145	93%	2,125,545	243,425
Supplies		17,000	17,000	11,146	6	66%	11,419	274
Electricity		35,000	35,000	37,579	(3)	107%	24,729	(12,850)
Diesel		-	-	-	-	-	-	-
Food		13,290	13,290	9,918	3	75%	6,928	(2,990)
Books & Periodicals		1,400	1,400	548	1	39%	506	(42)
Small Equipment		17,900	17,900	10,505	7	59%	9,055	-
Supplies		84,590	84,590	69,696	15	82%	52,637	(17,059)
Transfers to Capital		500,000	500,000	500,000	-	100%	-	290,000
Transfers Out		500,000	500,000	500,000	-	100%	790,000	290,000
Total Finance and Administration		2,809,178	2,809,178	2,655,594	154	95%	3,161,173	505,579

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

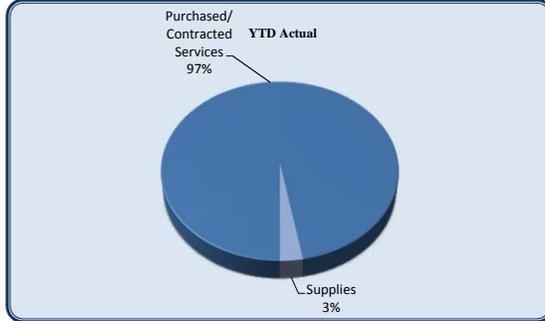
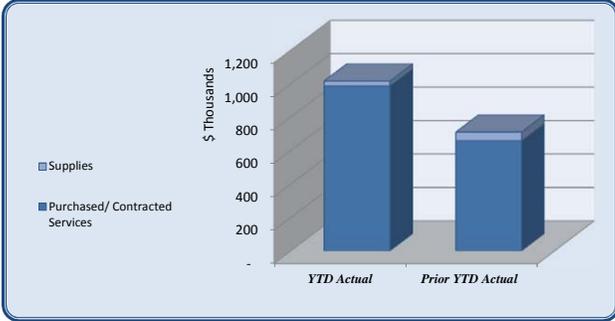
Human Resources	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget			(% of YTD Budget)		
				(\$ '000)		
Personnel Services	252,494	252,494	205,382	47	81%	56,765 (127,722.82)
Purchased/ Contracted Services	85,198	85,198	46,027	39	54%	37,112 (8,914.62)
Supplies	14,200	14,200	7,509	7	53%	3,993 (3,515.44)
Human Resources	351,892	351,892	258,918	93	74%	97,870 (140,152.88)



Human Resources	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget			(% of YTD Budget)		
				(\$ '000)		
Regular Salaries	148,865	148,865	143,192	6	96%	22,743 (120,450)
Group Insurance	24,983	24,983	13,419	12	54%	3,180 (10,239)
Medicare	2,159	2,159	2,060	0	95%	309 (1,751)
Retirement	24,117	24,117	21,837	2	91%	3,484 (18,352)
Workers' Compensation	310	310	380	(0)	122%	- (380)
Other Employee Benefits	52,060	52,060	24,495	28	7%	27,049 23,449
Personnel Services	252,494	252,494	205,382	47	81%	56,765 (127,723)
Professional Services	28,258	28,258	7,380	21	26%	652 (6,728)
Technical Services	3,200	3,200	396	3	12%	2,160 1,765
Insurance	-	-	-	-	-	348 348
Communications	1,640	1,640	1,095	1	67%	309 (786)
Advertising	500	500	-	1	0%	- -
Printing & Binding	2,500	2,500	381	2	15%	807 426
Travel	5,000	5,000	-	5	0%	- -
Dues & Fees	1,000	1,000	495	1	50%	550 55
Education & Training	43,100	43,100	36,279	7	84%	32,151 (4,129)
Other Charges	-	-	-	-	-	134 134
Purchased/ Contracted Services	85,198	85,198	46,027	39	54%	37,112 (8,915)
Supplies	1,700	1,700	353	1	21%	2,677 2,323
Food	7,800	7,800	2,611	5	33%	1,127 (1,484)
Books & Periodicals	100	100	-	0	0%	190 190
Small Equipment	4,600	4,600	4,544	0	99%	- (4,544)
Supplies	14,200	14,200	7,509	7	53%	3,993 (3,515)
Human Resources	351,892	351,892	258,918	93	74%	97,870 (140,153)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

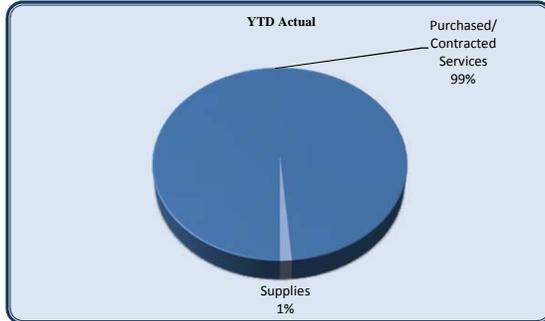
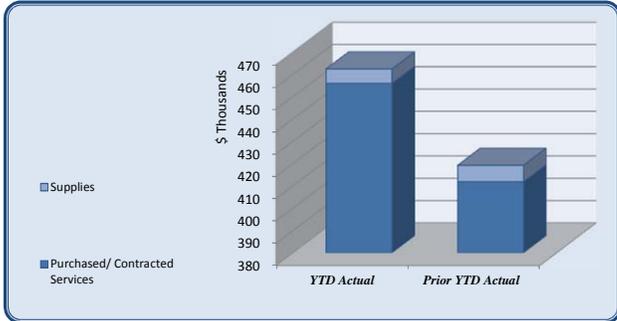
Information Technology	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Purchased/ Contracted Services	1,031,081	1,031,081	985,557	46	96%	658,321	(327,236)
Supplies	31,625	31,625	28,832	3	91%	50,849	22,018
Transfers Out	78,200	78,200	78,200	-	100%	105,620	27,420
Total Information Technology	1,140,906	1,140,906	1,092,589	48	96%	814,791	(277,798)



Information Technology	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Official/Admin Svcs	671,244	671,244	671,244	-	100%	436,055	(235,189)
Professional Services	-	-	177	(0)	-	-	(177)
Technical Services	31,500	31,500	31,149	0	99%	12,673	(18,476)
Repairs & Maintenance	266,278	266,278	219,132	47	82%	139,749	(79,383)
Communications	58,559	58,559	60,286	(2)	103%	67,188	6,902
Printing & Binding	500	500	349	0	70%	-	(349)
Education & Training	3,000	3,000	3,220	(0)	107%	2,656	(564)
Purchased/ Contracted Services	1,031,081	1,031,081	985,557	46	96%	658,321	(327,236)
Supplies	650	650	1,045	(0)	161%	781	(264)
Small Equipment	30,975	30,975	27,787	3	90%	50,068	-
Supplies	31,625	31,625	28,832	3	91%	50,849	22,018
Transfers to Capital	78,200	78,200	78,200	-	100%	105,620	27,420
Transfers Out	78,200	78,200	78,200	-	100%	105,620	27,420
Total Information Technology	1,140,906	1,140,906	1,092,589	48	96%	814,791	(277,798)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

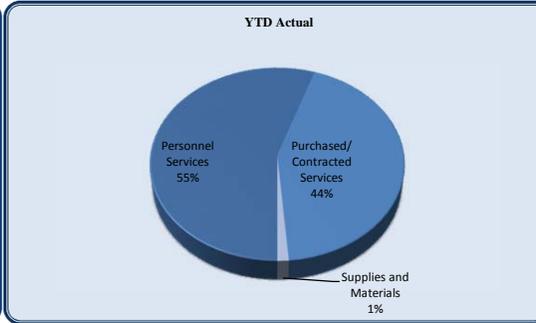
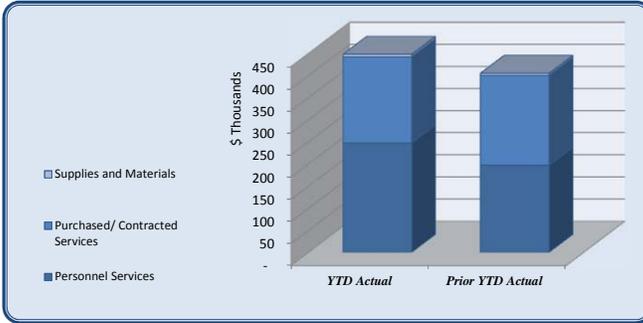
Marketing	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Purchased/ Contracted Services	487,860	487,860	456,022	32	93%	411,879	(44,143)
Supplies	17,000	17,000	6,342	11	37%	7,343	1,001
Total Marketing	504,860	504,860	462,364	42	92%	419,222	(43,142)



Marketing	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Official/Admin Services	309,856	309,856	309,856	0	100%	302,178	(7,678)
Professional Services	30,004	30,004	25,406	5	85%	41,233	15,827
Technical Services	14,500	14,500	13,413	1	93%	8,764	(4,649)
Communications	7,500	7,500	9,143	(2)	122%	140	(9,004)
Advertising	99,500	99,500	86,366	13	87%	34,463	(51,904)
Printing & Binding	25,000	25,000	11,837	13	47%	23,125	11,288
Dues & Fees	1,500	1,500	-	2	0%	1,977	1,977
Purchased/ Contracted Services	487,860	487,860	456,022	32	93%	411,879	(44,143)
Supplies	10,000	10,000	2,820	7	28%	6,928	4,108
Food	5,000	5,000	384	5	8%	415	31
Small Equipment	2,000	2,000	3,138	(1)	157%	-	-
Supplies	17,000	17,000	6,342	11	37%	7,343	1,001
Total Marketing	504,860	504,860	462,364	42	92%	419,222	(43,142)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

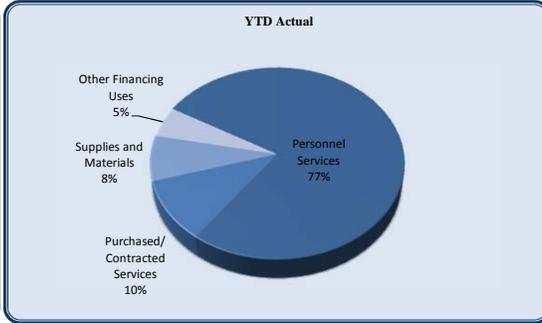
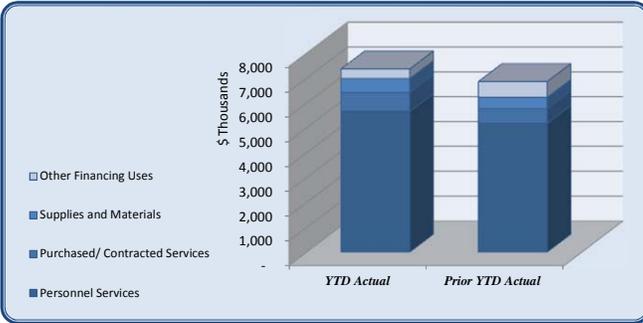
<i>Municipal Court</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance		Prior YTD Actual	Flux
					(% of YTD Budget)		(Diff from Prior Year)
				(\$ '000)			
Personnel Services	275,448	275,448	247,219	28	90%	196,980	(50,239)
Purchased/ Contracted Services	284,619	284,619	194,688	90	68%	203,095	8,407
Supplies and Materials	8,650	8,650	5,893	3	68%	4,804	(1,089)
Other Financing Uses	-	-	-	-		415	415
Total Municipal Court	568,717	568,717	447,800	121	79%	405,294	(42,506)



<i>Municipal Court</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance		Prior YTD Actual	Flux
					(% of YTD Budget)		(Diff from Prior Year)
				(\$ '000)			
Regular Salaries	181,923	181,923	174,550	7	96%	141,316	(33,234)
Overtime Salaries	12,785	12,785	2,533	10	20%	2,142	(390)
Group Insurance	48,010	48,010	38,324	10	80%	26,411	(11,913)
Medicare	2,638	2,638	2,585	0	98%	2,115	(470)
Retirement	29,472	29,472	28,666	1	97%	24,531	(4,134)
Workers' Compensation	620	620	562	0	91%	465	(97)
Personnel Services	275,448	275,448	247,219	28	90%	196,980	(50,239)
Professional Services	204,730	204,730	133,493	71	65%	139,670	6,177
Technical Services	30,740	30,740	30,296	0	99%	28,235	(2,061)
Repairs & Maintenance	18,504	18,504	21,114	(3)	114%	21,059	(54)
Rentals	5,500	5,500	745	5	14%	577	(169)
Communications	7,710	7,710	2,921	5	38%	3,117	196
Printing & Binding	1,100	1,100	1,324	(0)	120%	1,435	111
Travel	5,700	5,700	2,813	3	49%	2,807	(6)
Dues & Fees	685	685	1,500	(1)	219%	875	(625)
Education & Training	9,950	9,950	462	9	5%	5,320	4,859
Purchased/ Contracted Services	284,619	284,619	194,688	90	68%	203,095	8,407
Supplies	5,250	5,250	2,706	3	52%	3,173	468
Food	2,300	2,300	900	1	39%	735	(165)
Books & Periodicals	600	600	586	0	98%	-	(586)
Small Equipment	500	500	1,702	(1)	340%	896	(806)
Supplies and Materials	8,650	8,650	5,893	3	68%	4,804	(1,089)
Total Municipal Court	568,717	568,717	447,800	121	79%	405,294	(42,506)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

Police	Total Annual	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget						
Personnel Services	6,051,010	6,051,010	5,654,723	396	93%	5,178,118	(476,604)
Purchased/ Contracted Services	725,801	725,801	765,948	(40)	106%	586,110	(179,838)
Supplies and Materials	709,966	709,966	562,445	148	79%	462,400	(100,044)
Other Financing Uses	381,200	381,200	381,200	-	100%	631,500	250,300
Total Police	7,867,977	7,867,977	7,364,315	504	94%	6,858,129	(506,186)



Police	Total Annual	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget						
Regular Salaries	3,808,038	3,808,038	3,856,570	(49)	101%	3,480,383	(376,187)
Overtime Salaries	322,203	322,203	137,416	185	43%	121,203	(16,213)
Total Salaries	4,130,241	4,130,241	3,993,986	136	97%	3,601,586	(392,400)

Group Insurance	961,705	961,705	824,768	137	86%	824,690	(78)
Medicare	62,180	62,180	56,768	5	91%	51,521	(5,247)
Retirement	685,606	685,606	621,588	64	91%	576,501	(45,087)
Workers' Compensation	211,278	211,278	157,582	54	75%	123,814	(33,769)
Personnel Services	1,920,769	1,920,769	1,660,736	260	86%	1,576,532	(84,204)

Professional Services	20,500	20,500	18,345	2	89%	12,577	(5,768)
Technical Services	28,540	28,540	29,636	(1)	104%	55,336	25,700
Repairs & Maintenance	293,409	293,409	297,313	(4)	101%	213,216	(84,097)
Rentals	26,572	26,572	29,915	(3)	113%	17,975	(11,940)
Insurance	172,699	172,699	173,300	(1)	100%	103,129	(70,171)
Claims	-	-	31,960	(32)		8,635	(23,325)
Communications	76,800	76,800	79,708	(3)	104%	87,446	7,739
Advertising	2,500	2,500	1,878	1	75%	1,045	(833)
Printing & Binding	7,060	7,060	7,343	(0)	104%	4,196	(3,147)
Travel	39,000	39,000	50,528	(2)	130%	41,072	(9,455)
Dues & Fees	17,496	17,496	7,933	10	45%	10,329	2,395
Education & Training	41,225	41,225	38,049	3	92%	31,153	(6,896)
Purchased/ Contracted Services	725,801	725,801	765,948	(40)	106%	586,110	(179,838)

Supplies	129,905	129,905	142,539	(13)	110%	118,242	(24,297)
Supplies-Explorer Program	6,000	6,000	19,364	(13)	323%	15,686	(3,679)
Gasoline	225,000	225,000	143,860	81	64%	157,283	13,423
Food	6,000	6,000	3,753	2	63%	3,022	(731)
Books & Periodicals	2,500	2,500	815	2	33%	854	39
Cash Over & Short	-	-	10	(0)		10	-
Small Equipment	340,561	340,561	252,103	88	74%	167,304	(84,799)
Supplies and Materials	709,966	709,966	562,445	148	79%	462,400	(100,044)

Transfers to Capital Fund	381,200	381,200	381,200	-	100%	631,500	250,300
Other Financing Uses	381,200	381,200	381,200	-	100%	631,500	250,300

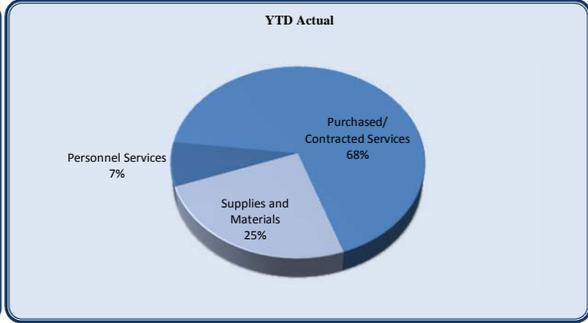
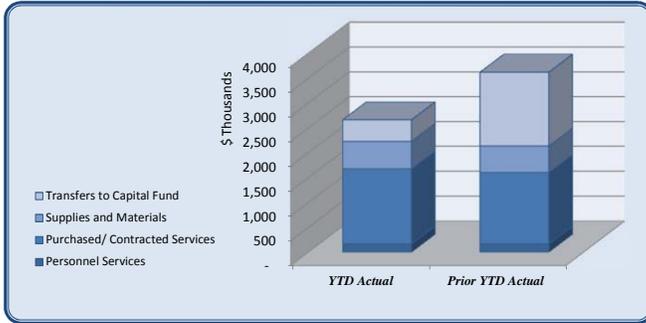
Total Police	7,867,977	7,867,977	7,364,315	504	94%	6,858,129	(506,186)
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City of Dunwoody
 YTD Statement of Revenues and
 Expenses Through December 31, 2016

<i>E-911</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance (% of YTD Budget) (\$ '000)	Prior YTD Actual	Flux (Diff from Prior Year)
Transfers to E-911 Fund	151,640	151,640	-	152	0%	27,276
Total E-911	151,640	151,640	-	152	0%	27,276

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

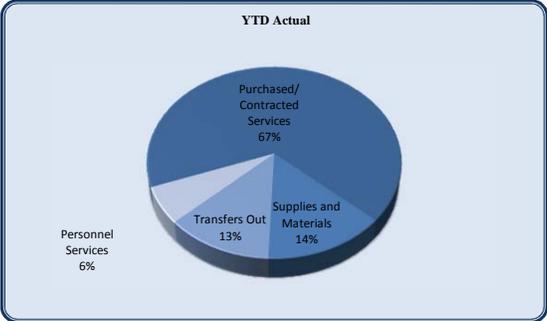
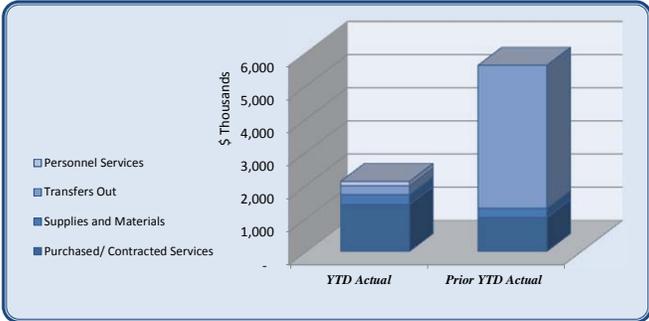
Public Works	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
				(% of YTD Budget) (\$ '000)		(Diff from Prior Year)
Personnel Services	166,701	166,701	165,932	1	100%	163,360 (2,572)
Purchased/ Contracted Services	1,636,453	1,636,453	1,508,732	128	92%	1,437,221 (71,511)
Supplies and Materials	551,450	551,450	551,344	0	100%	532,416 (18,928)
Transfers to Capital Fund	432,930	432,930	432,931	(0)	100%	1,485,000 1,052,070
Total Public Works	2,787,535	2,787,535	2,658,939	129	95%	3,617,997 959,058



Public Works	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
				(% of YTD Budget) (\$ '000)		(Diff from Prior Year)
Salaries	122,056	122,056	123,307	(1)	101%	119,805 (3,502)
Group Insurance	22,948	22,948	20,472	2	89%	20,097 (375)
Medicare	1,770	1,770	1,766	0	100%	1,695 (71)
Retirement	19,773	19,773	19,805	(0)	100%	19,742 (63)
Workers' Compensation	155	155	583	(0)	376%	2,020 1,437
Personnel Services	166,701	166,701	165,932	1	100%	163,360 (2,572)
Official/Admin Svcs	307,998	307,998	307,998	0	100%	224,999 (82,998)
Professional Services	100,000	100,000	15,289	85	15%	82,441 67,152
Tree Fund Expenses	93,000	93,000	59,655	33	64%	94,240 34,585
Professional Services	-	-	-	-	-	6,509 6,509
Technical Services	83,900	83,900	7,600	76	9%	2,400 (5,200)
Repairs & Maintenance	23,300	23,300	2,795	21	12%	22,864 20,069
R&M - Storm Damage Removal	40,000	40,000	6,655	33	17%	2,400 (4,255)
R&M - Street Maintenance	646,000	646,000	683,258	(37)	106%	679,039 (4,219)
R&M - Traffic Signals	196,000	196,000	231,362	(35)	118%	281,865 50,503
R&M - Right of Way Maint	129,000	129,000	185,456	(56)	144%	31,124 (154,333)
Rentals	-	-	-	-	-	- -
Claims	1,000	1,000	526	0	53%	4,764 4,239
Communications	4,700	4,700	2,195	3	47%	2,872 678
Advertising	2,500	2,500	1,219	1	49%	- (1,219)
Printing & Binding	1,500	1,500	2,350	(1)	157%	1,130 (1,220)
Dues & Fees	275	275	21	0	0%	250 250
Travel	4,280	4,280	970	3	23%	324 (646)
Education & Training	3,000	3,000	1,383	2	46%	- (1,383)
Purchased/ Contracted Services	1,636,453	1,636,453	1,508,732	128	92%	1,437,221 (71,511)
Supplies-Office	1,200	1,200	1,176	0	98%	1,080 (95)
Supplies-Road Materials	65,000	65,000	86,715	(22)	133%	63,003 (23,712)
Electricity	485,000	485,000	462,902	22	95%	464,878 1,976
Food	-	-	232	(0)	0%	- (232)
Books & Periodicals	250	250	-	0	0%	- -
Small Equipment	-	-	319	(0)	-	3,454 3,135
Supplies and Materials	551,450	551,450	551,344	0	100%	532,416 (18,928)
Transfers to Capital Fund	432,930	432,930	432,931	(0)	100%	1,485,000 1,052,070
Transfers to Capital Fund	432,930	432,930	432,931	(0)	100%	1,485,000 1,052,070
Total Public Works	2,787,535	2,787,535	2,658,939	129	95%	3,617,997 959,058

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

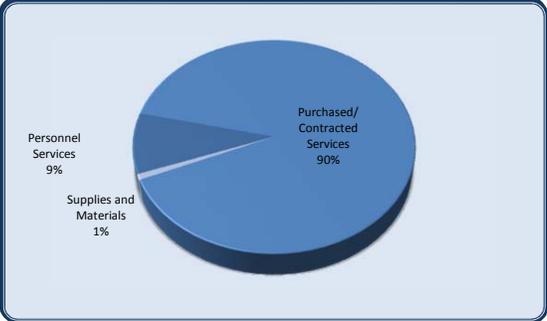
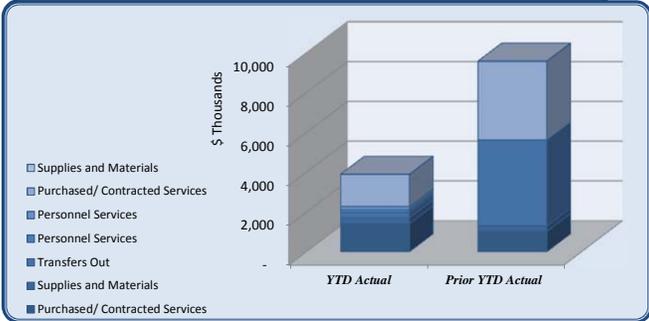
Parks and Recreation							
	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux	
				(% of YTD Budget)		(Diff from Prior Year)	
				(\$ '000)			
Personnel Services	130,483	130,483	132,380	(2)	101%	-	(132,380)
Purchased/ Contracted Services	1,779,299	1,779,299	1,415,462	364	780%	1,025,596	(389,865)
Supplies and Materials	323,900	323,900	299,936	24	93%	277,434	(22,502)
Transfers Out	264,349	264,349	264,349	(0)	100%	4,313,367	4,049,018
Total Parks and Recreation	2,498,031	2,498,031	2,112,127	386	85%	5,616,398	3,504,270



Parks and Recreation							
	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux	
				(% of YTD Budget)		(Diff from Prior Year)	
				(\$ '000)			
Regular Salaries	97,750	97,750	98,262	(1)	101%	-	(8,074)
Group Insurance	15,324	15,324	18,062	(3)	118%	-	1,000
Medicare	1,418	1,418	1,260	0	89%	-	(228)
Retirement	15,836	15,836	14,409	1	91%	-	-
Workers' Compensation	155	155	388	(0)	250%	-	(840)
Personnel Services	130,483	130,483	132,380	(2)	101%	-	-
Official/Admin Svcs	78,144	78,144	78,000	0	100%	202,800	124,800
Professional Services	493,355	493,355	97,305	396	20%	21,636	(75,669)
R&M-Parks	1,162,500	1,162,500	1,197,918	(35)	103%	769,443	(428,476)
Rentals	2,000	2,000	3,882	(2)	194%	-	(3,882)
Property/Liability Insurance	32,100	32,100	34,935	(3)	109%	26,862	(8,074)
Communications	6,500	6,500	1,235	5	19%	1,006	(228)
Printing & Binding	-	-	840	(1)	-	-	(840)
Dues & Fees	400	400	941	(1)	235%	450	(491)
Travel	2,600	2,600	-	3	0%	-	-
Education & Training	1,700	1,700	-	2	0%	-	-
Purchased/ Contracted Services	1,779,299	1,779,299	1,415,462	364	780%	1,025,596	(389,865)
Supplies	122,300	122,300	112,594	10	92%	112,959	365
Utilities	185,586	185,586	171,181	14	92%	156,763	(14,419)
Small Equipment	16,014	16,014	16,014	0	100%	7,652	(8,362)
Supplies and Materials	323,900	323,900	299,936	24	93%	277,434	(22,502)
Transfers to Debt Service Fund	108,367	108,367	108,367	(0)	100%	108,367	(0)
Transfers to Capital Fund	155,982	155,982	155,982	(0)	100%	4,205,000	4,049,018
Transfers Out	264,349	264,349	264,349	(0)	100%	4,313,367	4,049,018
Total Parks and Recreation	2,498,031	2,498,031	2,112,127	386	85%	5,616,398	3,504,270

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

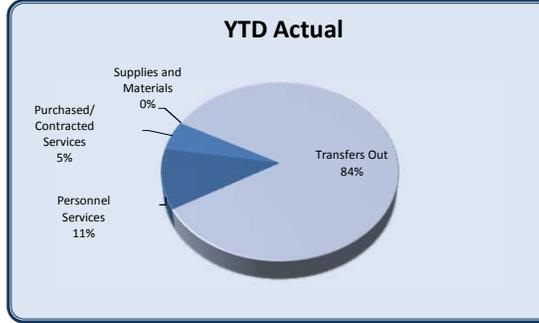
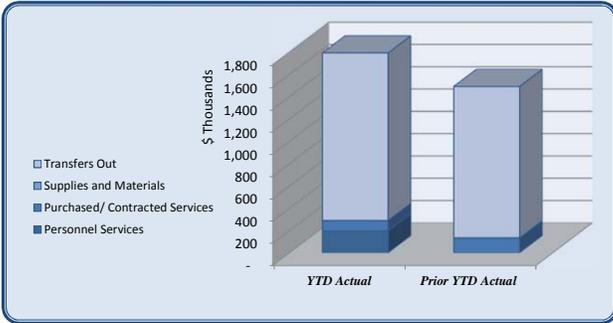
Community Development	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget			(% of YTD Budget)		
				(\$ '000)		
Personnel Services	160,689	160,689	164,067	(3)	80%	(12,346)
Purchased/ Contracted Services	2,186,910	2,186,910	1,608,881	578	74%	2,348,048
Supplies and Materials	15,000	15,000	15,219	(0)	101%	1,081
Total Community Development	2,362,599	2,362,599	1,788,166	574	76%	3,973,228



Community Development	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget			(% of YTD Budget)		
				(\$ '000)		
Regular Salaries	124,250	124,250	124,727	(0)	100%	-
Group Insurance	14,353	14,353	18,349	(4)	128%	-
Medicare	1,802	1,802	1,763	0	98%	2,185,062
Retirement	20,129	20,129	18,923	1	94%	-
Workers' Compensation	155	155	304	(0)	196%	-
Personnel Services	160,689	160,689	164,067	(3)	0%	-
Official/Admin Svcs	1,669,000	1,669,000	1,432,566	236	86%	2,190,044
Professional Services	185,000	185,000	77,540	107	42%	127,513
Technical Services	106,910	106,910	42,209	65	39%	31,627
Repairs & Maintenance	188,100	188,100	32,618	155	17%	(6,461)
Rentals	-	-	6,254	(6)	-	(1,164)
Communications	4,500	4,500	2,919	2	65%	(678)
Advertising	15,000	15,000	6,275	9	42%	4,829
Printing & Binding	5,000	5,000	2,024	3	40%	(177)
Travel	5,000	5,000	2,845	2	57%	(2,807)
Dues & Fees	1,900	1,900	1,302	1	69%	(572)
Education & Training	6,500	6,500	2,330	4	36%	(1,035)
Purchased/ Contracted Services	2,186,910	2,186,910	1,608,881	578	74%	2,348,048
Supplies	11,500	11,500	12,096	(1)	105%	(1,851)
Food	1,000	1,000	1,283	(0)	128%	285
Books & Periodicals	1,000	1,000	326	1	33%	736
Small Equipment	1,500	1,500	1,514	(0)	101%	1,910
Supplies and Materials	15,000	15,000	15,219	(0)	101%	1,081
Total Community Development	2,362,599	2,362,599	1,788,166	574	76%	3,973,228

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

Economic Development							
	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux	
				(% of YTD Budget)		(Diff from Prior Year)	
				(\$ '000)			
Personnel Services	195,047	195,047	187,393	8	96%	(187,393)	
Purchased/ Contracted Services	93,718	93,718	114,521	(21)	122%	18,182	
Supplies and Materials	1,500	1,500	1,557	(0)	104%	(27)	
Transfers Out	1,500,000	1,500,000	1,500,000	-	100%	(144,000)	
Total Economic Development	1,790,265	1,790,265	1,803,471	(13)	101%	1,490,233	



Economic Development							
	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux	
				(% of YTD Budget)		(Diff from Prior Year)	
				(\$ '000)			
Regular Salaries	152,922	152,922	153,313	(0)	100%	(153,313)	
Group Insurance	15,514	15,514	12,346	3	80%	(12,346)	
Medicare	1,527	1,527	2,182	(1)	143%	(2,182)	
Retirement	24,774	24,774	18,944	6	76%	(18,944)	
Workers' Compensation	310	310	608	(0)	196%	(608)	
Personnel Services	195,047	195,047	187,393	8	96%	(187,392.65)	
Professional Services	30,000	30,000	30,000	-	100%	500	
Technical Services	11,300	11,300	8,296	3	73%	(82)	
Communications	968	968	657	0	68%	(651)	
Advertising	36,450	36,450	35,265	1	97%	(4,708)	
Travel	1,500	1,500	141	1	9%	840	
Dues & Fees	13,500	13,500	1,876	2	14%	2,175	
Utilities	-	-	38,286	(8)	-	20,108	
Purchased/ Contracted Services	93,718	93,718	114,521	(21)	122%	18,182	
Supplies	-	-	26	(0)	-	(26)	
Food	1,500	1,500	1,531	(0)	102%	(396)	
Supplies and Materials	1,500	1,500	1,557	(0)	104%	(27)	
Transfers to Debt Service Fund	1,500,000	1,500,000	1,500,000	-	100%	(144,000)	
Transfers Out	1,500,000	1,500,000	1,500,000	-	101%	1,490,233	
Total Economic Development	1,790,265	1,790,265	1,803,471	(13)	101%	1,490,233	

Contingency							
	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux	
				(% of YTD Budget)		(Diff from Prior Year)	
				(\$ '000)			
Contingency	300,000	300,000	-	300	0%	-	
Total Contingency	300,000	300,000	-	300	0%	-	
Total General Fund Expenditures	24,245,962	24,245,962	21,938,288	2,308	90%	5,717,644	
Total Revenues over/(under) Expenditures	361,893	361,893	3,909,332	3,547	1080%	1,577,683	

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

<i>Capital Projects Fund</i>	Original Budget	Adjustments/ Amendments	Total Project Budget	Spent in Prior Years	Spent in Current Year	Total Spent to Date	Project Balance
Expenditures							
Physical Access and Video Control Management System	50,000	-	50,000	-	(50,084)	(50,084)	(84)
Unified Threat Management System	30,000	-	30,000	(35,792)		(35,792)	(5,792)
GIS Server	21,500		21,500			-	21,500
Data Center Switch Replacement	56,700		56,700		(49,641)	(49,641)	7,059
Information Technology	158,200	-	158,200	(242,195)	(99,725)	(135,517)	22,683
City Hall Design, Construction & Equipment	100,000	10,650,000	10,750,000	-	(8,260,862)	(8,260,862)	2,489,138
Programming Study for City Hall	50,000	-	50,000	(1,200)	(50,000)	(51,200)	(1,200)
Facilities Improvement Partnership Program (2015 FIPP)	250,000	-	250,000	(22,941)	(315,685)	(315,685)	(65,685)
FIPP15-Unallocated	250,000	(200,000)	50,000	-	0	-	50,000
FIPP15-DPT bathroom and meeting room	-	200,000	200,000	-	(315,685)	(315,685)	(115,685)
FIPP15-	-	-	-	-	0	-	-
Facilities Improvement Partnership Program (2016 FIPP)	250,000	-	250,000	-	0	-	250,000
Facilities	650,000	10,650,000	11,300,000	(1,200)	(8,626,546)	(8,627,746)	2,672,254
Fixed LPR & Mobile LPR	119,875	-	119,875	(49,459)	0	(49,459)	70,416
Vehicle Replacement	2,200,000	59,026	2,259,026	(1,224,345)	(463,365)	(1,687,709)	571,316
Surveillance System	113,000	180,375	293,375	(216,451)	0	(216,451)	76,924
New Position-Detective Machinery & Equipment	30,000	160,000	190,000	(26,057)	0	(26,057)	163,943
Police Department	2,462,875	399,401	2,862,276	(1,516,312)	(463,365)	(1,979,676)	882,599
Operating Transfers to E-911 Fund							
E-911	-	-	-	-	0	-	-
Dunwoody Village TE Project	2,100,000	(525,103)	1,574,897	(1,163,836)	0	(1,163,836)	411,061
Road Resurfacing	12,929,495	83,697	13,863,192	(8,892,439)	(3,725,653)	(12,618,092)	1,245,101
Tilly Mill Sidewalk Womack to N. P'tree - Phase 1	250,000	48,790	298,790	(25,519)	(56,728)	(82,247)	216,543
Peeler Road Sidewalk & Bike Lane	50,000	35,000	85,000		(37,168)	(37,168)	47,833
Womack Sidewalk Design & Bike Lane		45,000	45,000		(2,000)	(2,000)	43,000
Traffic Calming Radar Signs	100,000	100,000	100,000	(12,570)	0	(12,570)	87,430
Meadow Lane Signal	75,000	75,000	150,000	-	(8,530)	(8,530)	141,470
N. Peachtree Rd/Tilly Mill Intersection Improvement	2,850,000	159,045	3,350,000	(604,262)	(1,092,295)	(1,696,558)	1,653,442
Mt. Vernon Rd/Vermack Intersection Improvement	325,000	106,000	431,000	(171,645)	(157,502)	(329,147)	101,853
Womack/Vermack Intersection Improvement	200,000	200,000	400,000	(69,912)	0	(69,912)	330,088
Chamblee Dunwoody & Spalding Drive	370,000	55,000	425,000	(119,935)	(35,916)	(155,851)	269,149
Concept Funding-Tilly Mill at Mt. Vernon Place	25,000	-	25,000	(6,250)	(13,700)	(19,950)	5,050
Concept Funding-Mt. Vernon at Tilly Mill	25,000	-	25,000	(5,000)		(5,000)	20,000
Concept Funding-Chamblee Dunwoody at Peeler	50,000	-	50,000	-	0	-	50,000
Citywide Traffic Signal Communications (ITS)	265,000	26,000	291,000	(91,131)	33,901	(57,230)	233,770
Chamblee Dunwoody Rd Bicycle & Pedestrian Imprv (Cambridge to VV)	1,650,000	3,200,000	4,850,000	(88,940)	(3,767,690)	(3,856,630)	993,370
Construction Funding Mt. Vernon/Womack Pedestrian Crossing Improvements	-	150,000	150,000	(45,379)		(45,379)	104,621
Chamblee Dunwoody Georgetown Corridor	275,000	150,000	1,175,000	(58,431)	(208,960)	(267,391)	907,609
Watermain Project with DeKalb (will be reimbursed)	-	1,516,597	1,516,597	(1,263,645)	(1,302,563)	(2,566,208)	(1,049,611)
Pedestrian Crossing Imprvts-Chamblee Dunwoody at Redfield & N. P'tree Rd at Barclay	135,000		135,000			-	135,000
Westside Connector - Concept	200,000		200,000			-	200,000
Cotillion Drive Multi-use Path Design	50,000		50,000		(12,722)	(12,722)	37,278
Winters Chapel Multi-use Path Design	100,000		100,000		(77,572)	(77,572)	22,428
N. Peachtree Off Ramp 285					(5,100)	(5,100)	(5,100)
Public Works	22,024,495	7,265,982	29,290,477	(12,618,893)	(10,470,200)	(23,089,093)	6,201,384
Nancy Creek Greenway	25,000	-	25,000	(17,463)	0	(17,463)	7,538
Dunwoody Gateway Marker Installation	150,000	-	150,000	(9,618)	0	(9,618)	140,382
Donaldson Chesnut Facility Stabilization	226,000	100,000	326,000	(115,868)	(140,166)	(256,034)	69,966
Design for Future Parks Trails Projects	25,000	-	25,000	-	(6,261)	(6,261)	18,739
Georgetown Park-Play Structure	-	25,000	25,000	-	0	-	25,000
DeKalb Settlement Park System Improvements	-	3,200,000	3,200,000	-	(45,770)	(45,770)	3,154,230
Constr. Great Lawn @ Brook Run	-	300,000	300,000	-	0	-	300,000
NDCAC Bathroom Renovation	115,000		115,000		(128,729)	(128,729)	(13,729)
Surveillance Cameras at Pernoshal Park	205,000		205,000			-	205,000
P'tree Charter Baseball					(16,380)	(16,380)	(16,380)
Georgetown Park Surveillance (playground at Avon Avenue)	26,000		26,000			-	26,000
Georgetown Park Surveillance (West Point Park)	40,000		40,000			-	40,000
Parks	812,000	3,625,000	4,437,000	(142,949)	(337,306)	(480,254)	3,956,746
Completed/Abandoned Projects Closed Out	5,931,028	4,902,540	10,833,568	(8,762,860)	(1,742,442)	(10,505,302)	328,266
Unallocated	5,931,028	4,902,540	10,833,568	(8,762,860)	(1,742,442)	(10,505,302)	328,266
Total	32,038,598	26,842,923	58,881,521	(23,284,408)	(21,739,583)	(44,817,589)	14,063,932

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

<i>E911 Fund</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
				(\$ '000)	(% of YTD Budget)	(Diff from Prior Year)
Revenues						
E911 Revenue	1,100,000	1,100,000	1,215,615	116	111%	1,186,574 (29,041)
Transfers In	151,640	151,640	-	(152)	0%	27,276 27,276
Residual Equity Transfer	-	-	-	-		-
Total Revenues	1,251,640	1,251,640	1,215,615	(36)	97%	1,213,850 (1,765)
Expenditures						
Communications	126,640	126,640	68,772	58	54%	87,624 18,852
Intergovernmental-E911 (Chatcomm)	1,125,000	1,125,000	1,125,000	-	100%	1,125,000 -
Transfers Out-Debt	-	-	-	-		-
Total Expenditures	1,251,640	1,251,640	1,195,447	56	96%	1,213,850 18,403
Total Revenues over/(under) Expenditures	-	-	20,167	20		- (20,167)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

<i>Hotel Excise Tax Fund</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance		Prior YTD Actual	Flux
				(\$ '000)	(% of YTD Budget)		(Difference from Prior Year)
Revenues							
Hotel/Motel Tax	2,700,000	2,700,000	2,669,185	(31)	99%	2,549,702	(119,483)
Interest Revenue	-	-	13	0		14	1
Total Revenues	2,700,000	2,700,000	2,669,197	(31)	99%	2,549,716	(119,482)
Expenditures							
Transfers to General Fund	1,620,000	1,620,000	1,601,523	18	99%	1,529,834	(71,689)
Transfers to Component Unit - CVBD	1,080,000	1,080,000	1,067,674	12	99%	1,019,881	(47,793)
Total Expenditures	2,700,000	2,700,000	2,669,197	31	99%	2,549,715	(119,482)
Total Revenues over/(under) Expenditures	-	-	-	-		1	1

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

<i>Motor Vehicle Rental Excise Tax</i> <i>Fund</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
				(\$ '000)	(% of YTD Budget)	(Difference from Prior Year)
Revenues						
MV Rental Excise Tax	100,000	100,000	99,130	(1)	99%	113,116
Total Revenues	100,000	100,000	99,130	(1)	99%	113,116
Expenditures						
Transfers to General Fund	100,000	100,000	99,130	1	99%	113,116
Total Expenditures	100,000	100,000	99,130	1	99%	113,116
Total Revenues over/(under) Expenditures	-	-	-	-		-

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

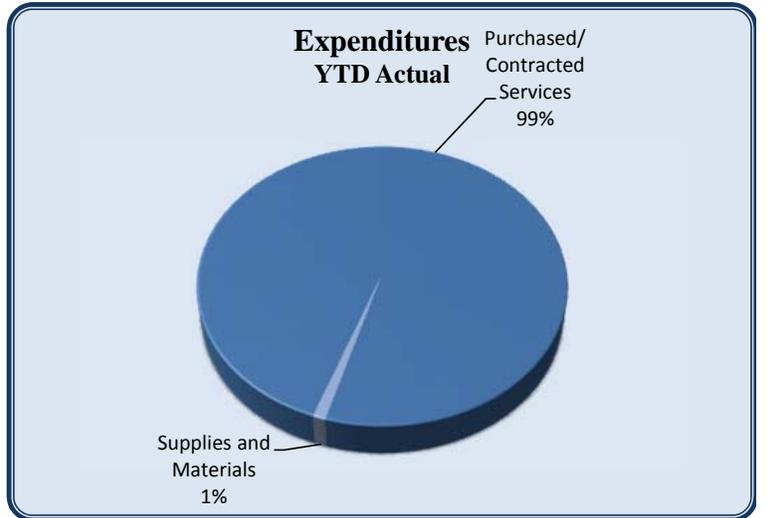
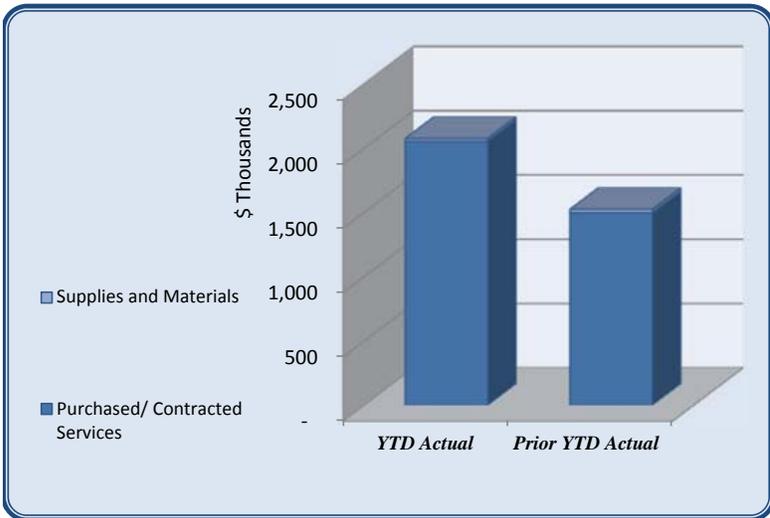
<i>HOST Fund</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
				(\$ '000)	(% of YTD Budget)	(Difference from Prior Year)
Revenues						
Homestead Option Sales Tax	6,398,673	6,398,673	6,398,673	0	100%	5,375,676 (1,022,997)
Interest Revenue	4,500	4,500	1,841	(3)	41%	1,977 136
Residual Equity Transfer	800,000	800,000	800,000	-	100%	- (800,000)
Total Revenues	7,203,173	7,203,173	7,200,514	(3)	100%	77,653 875,676
Expenditures						
Transfers Out - Capital (PW)	7,198,673	7,198,673	7,198,673	-	100%	5,300,000 (1,898,673)
Total Expenditures	7,198,673	7,198,673	7,198,673	-	100%	5,300,000 (1,898,673)
Total Revenues over/(under) Expenditures	4,500	4,500	1,841	(3)	41%	77,653 875,676

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

<i>Debt Service Fund</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
				(\$ '000)	(% of YTD Budget)	(Difference from Prior Year)
Revenues						
Transfers from General Fund	1,608,367	1,608,367	1,608,367	0	100%	1,464,367 (144,000)
Total Revenues	1,608,367	1,608,367	1,608,367	0	100%	1,464,367 (144,000)
Expenditures						
Lease Principal	-	-	-	-		-
Lease Interest	-	-	-	-		-
Transfers Out - CU	1,708,367	1,708,367	841,040	867	49%	1,464,088 623,048
Total Expenditures	1,708,367	1,708,367	841,040	867	49%	1,464,088 623,048
Total Revenues over/(under) Expenditures	(100,000)	(100,000)	767,327	867	-767%	279 (767,048)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

<i>Stormwater fund</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Difference from Prior Year)
Revenues							
Stormwater Utility Charges	1,879,396	1,879,396	2,010,307	131	107%	1,888,798	(121,509)
Interest Revenue	800	800	1,447	1	181%	723	(724)
Residual Equity Transfer In	525,000	525,000	525,000	-	100%	-	(525,000)
Total Revenues	2,405,196	2,405,196	2,536,755	132	105%	1,889,521	(647,233)
Expenditures							
Official/Admin Svcs	212,290	212,290	225,000	(13)	106%	99,998	(125,002)
Professional Services-Stormwater	137,406	137,406	71,111	66	52%	138,792	67,681
Repairs & Maintenance	1,999,000	1,999,000	1,751,418	248	88%	1,251,374	(500,043)
Rep & Maint-Riprap Program	5,000	5,000	4,244	1	85%	5,142	898
Insurance Claims	-	-	1,000	(1)	-	-	(1,000)
Dues & Fees	500	500	500	0	100%	500	-
Purchased/ Contracted Services	2,354,696	2,354,696	2,053,272	301	87%	1,495,811	(557,461)
Supplies	50,000	50,000	20,846	29	42%	27,214	6,368
Books & Periodicals	500	500	-	1	0%	-	-
Supplies and Materials	50,500	50,500	21,194	29	42%	27,214	6,020
Total Expenditures	2,405,196	2,405,196	2,078,842	326	86%	1,523,025	(555,816)
Total Revenues over/(under) Expenditures	(0)	(0)	457,913	458	-508792145%	366,496	(91,417)



Convention Visitors' Bureau of Dunwoody
YTD Statement of Revenues and
Expenses Through December 31, 2016

CVB of Dunwoody			Variance		
	Total Annual Budget	YTD Budget	YTD Actual	(% of YTD Budget)	Prior YTD Actual
Fund Balance	-	-	-		
Revenues					
Interest Revenue	504	504	2,556	507%	1,515
Rental Income	13,205	13,205	15,293	116%	9,000
Tax Revenue	1,091,821	1,091,821	1,067,674	98%	1,019,881
Total Revenues	1,105,530	1,105,530	1,085,522	98%	1,030,396
Expenditures					
<i>Employees/Personnel</i>					
Salaries	320,965	320,965	302,289	94%	294,317
Benefits	38,400	38,400	40,548	106%	29,071
Payroll Taxes	32,097	32,097	23,538	73%	22,408
<i>Total Employees/Personnel Expenditures</i>	391,462	391,462	366,374	94%	345,796
<i>Administrative</i>					
Depreciation Expense	-	-	-		3,478
Legal & Professional Fees	18,300	18,300	16,403	90%	17,959
Rent	69,349	69,349	56,237	81%	56,476
Employee Development	5,125	5,125	3,354	65%	5,798
IT Support	6,960	6,960	8,085	116%	9,097
Insurance	3,900	3,900	5,349	137%	5,067
Postage/Courier/Ovenight Mail	-	-	-		1,809
Telephone/Internet	8,832	8,832	6,947	79%	7,020
Licenses & Fees	3,050	3,050	699	23%	39
Miscellaneous	1,200	1,200	1,231	103%	447
Office Expense	2,400	2,400	2,283	95%	10,025
Meals & Meeting Expenses	3,200	3,200	2,972	93%	2,392
Travel	4,200	4,200	3,311	79%	3,184
Small Equipment	4,100	4,100	6,248	152%	9,803
<i>Total Administrative Expenditures</i>	130,616	130,616	113,119	87%	134,428
<i>Marketing</i>					
Research	-	-	-		40,154
Graphic Design	24,000	24,000	22,949	96%	24,123
Public Relations	27,000	27,000	22,915	85%	18,351
Website Management	41,000	41,000	35,425	86%	72,270
Website Marketing	66,000	66,000	81,651	124%	44,454
Advertising - Print	75,000	75,000	101,163	135%	95,365
Advertising - Digital	99,000	99,000	102,920	104%	60,764
Printing	15,000	15,000	10,345	69%	9,233
Postage/Courier/Ovenight Mail	2,400	2,400	874	36%	9
Dues & Subscriptions	17,955	17,955	28,504	159%	20,270
Memberships	12,310	12,310	12,519	102%	14,423
Customer Relationship Management Tool	13,500	13,500	13,500	100%	13,500
Photography	31,000	31,000	14,102	45%	4,101
Miscellaneous	1,800	1,800	522	29%	83
<i>Total Marketing Expenditures</i>	425,965	425,965	447,388	105%	417,100
<i>Promotional</i>					
Conventions and Trade Shows	26,050	26,050	15,880	61%	23,809
Event Hosting & Site Visits	46,800	46,800	30,437	65%	45,560
Sponsorships	-	-	1,500		22,600
Group Sales Show Sponsorships	40,000	40,000	50,200	126%	-
Meals and Business Development	3,600	3,600	4,989	139%	5,105
Meeting Bids and Incentives	10,000	10,000	372	4%	-
Promotions	54,000	54,000	36,832	68%	45,179
Travel	13,200	13,200	8,554	65%	13,908
Promotional Materials	14,400	14,400	12,509	87%	18,393
<i>Total Promotional Expenditures</i>	208,050	208,050	161,273	78%	174,554
Total Expenditures	1,156,093	1,156,093	1,088,155	94%	1,071,879
Total Revenues over/(under) Expenditures	(50,563)	(50,563)	(2,633)		(41,483)