

MEMORANDUM

To: Mayor and City Council

From: Amy King, Accounting Manger

Date: November 14, 2016

Subject: **YTD Financial Report for September 30, 2016**

ITEM DESCRIPTION

YTD Financial Report for September 30, 2016

NARRATIVE

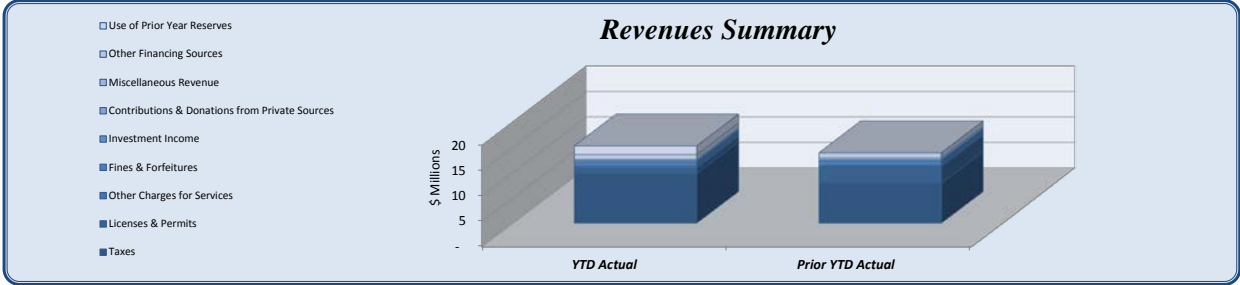
Following are the financial highlights for through September 30, 2016. Overall revenues are in line with the budget and, when the prior year DeKalb settlement is removed from the calculation in order to make all things equal, is ahead of prior year based on a slight increase in the digest and also a rise on the retail side. On the negative side, building permits are running both behind budget and behind the prior year pace. The October budget amendment addressed this deviation from the budget. Since September 30th, we have received the insurance premium tax of \$2,888,000, which came in at \$388,000 higher than budgeted. This positive surprise will not only help offset revenues trailing in other categories, but also reflects the increase on the retail side that we see in other retail categories such as occupation taxes and financial institutions taxes. Hotel taxes, a retail line not pacing the budget, saw a strong September which pushed the actuals much closer to budget than we've seen earlier in the year.

Expenses are as expected. The budget overages, which have been previously noted, were adjusted through a budget amendment that was approved as of October and will be reflected in the fourth quarter's financial statements.

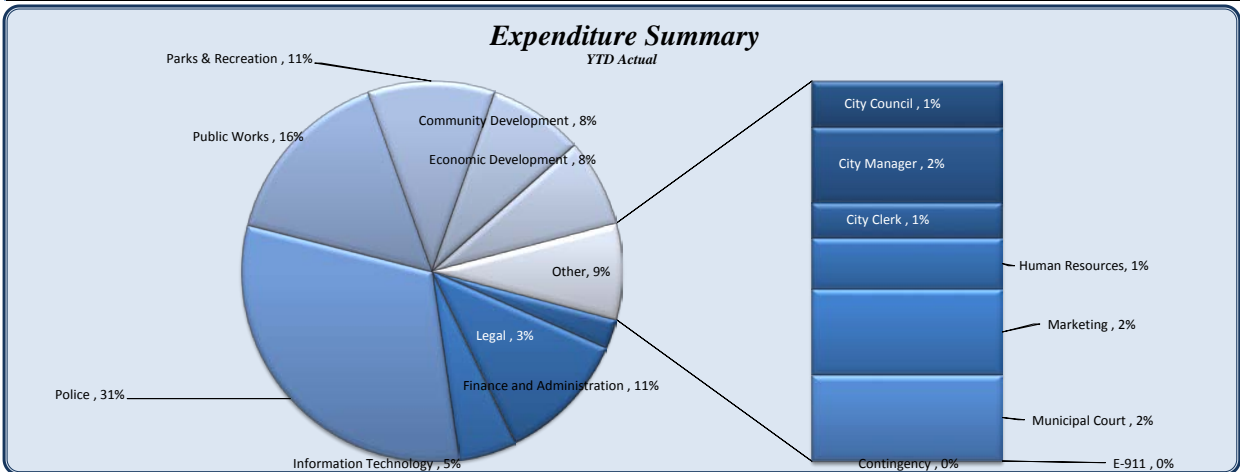
As Accounting Manager, I have reviewed this report. I am not aware of any material untrue statements or material omission; nor do I consider anything misleading. The financial statements and related information fairly present the financial condition and the results in all material respects. Management 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 September 30, 2016

<i>Revenues & Resources</i>	Total Annual	YTD Budget	YTD Actual	YTD Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget						
Taxes	17,886,000	9,605,000	9,843,184	238	102%	7,901,610	1,941,574
Licenses & Permits	1,997,500	1,160,625	1,022,799	(138)	88%	3,289,344	(2,266,544)
Other Charges for Services	426,000	330,750	411,130	80	124%	267,891	143,239
Fines & Forfeitures	1,350,000	1,012,500	924,727	(88)	91%	963,758	(39,030)
Investment Income	5,000	3,750	6,850	3	183%	2,622	4,227
Contributions & Donations from Private Sources	5,000	-	18,322	18		23,619	(5,297)
Miscellaneous Revenue	250,500	187,875	316,097	128	168%	418,168	(102,070)
Other Financing Sources	1,500,000	1,000,000	1,032,535	33	103%	1,046,578	(14,043)
Use of Prior Year Reserves	1,687,855	1,687,855	1,687,855	-	100%	-	1,687,855
Total Revenues & Resources	25,107,855	14,988,355	15,263,500	275	102%	17,913,590	(2,650,091)



<i>Expenditures</i>	Total Annual	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget						
City Council	259,592	209,694	176,169	34	84%	175,354	(815)
City Manager	394,347	295,979	288,116	8	97%	215,854	(72,262)
City Clerk	190,316	143,358	133,514	10	93%	145,169	11,656
Legal	370,000	295,000	462,620	(168)	157%	218,236	(244,384)
Finance and Administration	2,809,178	2,145,764	2,008,076	138	94%	2,013,095	5,019
Human Resources	351,892	263,919	197,343	67	75%	65,375	(119,975)
Information Technology	795,581	601,868	881,819	(280)	147%	645,369	(236,450)
Marketing	504,860	378,645	326,103	53	86%	316,429	(9,674)
Municipal Court	568,717	426,692	328,103	99	77%	296,459	(31,644)
Police	8,119,871	6,240,163	5,606,753	633	90%	5,100,956	(505,796)
E-911	151,640	113,730	(4,085)	118	-4%	110,464	114,549
Public Works	3,664,857	2,748,682	2,800,811	(52)	102%	2,408,832	(391,979)
Parks & Recreation	2,861,049	2,219,614	1,937,993	282	87%	4,839,086	2,901,093
Community Development	1,965,689	1,474,267	1,450,136	24	98%	3,391,106	1,940,969
Economic Development	1,790,265	1,342,699	1,348,901	(6)	100%	1,135,392	(213,509)
Contingency	300,000	225,000	-	225	0%	-	-
Total Expenditures	25,097,854	19,125,074	17,942,370	1,183	94%	21,077,177	3,146,799



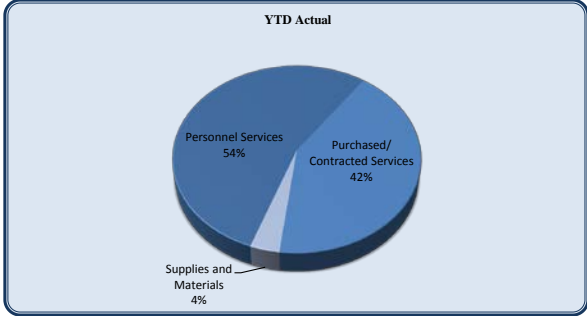
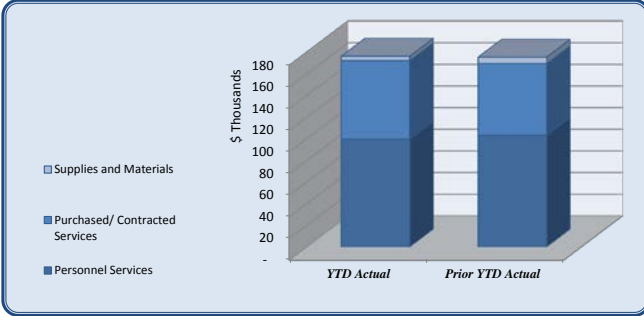
Total Revenues over/(under) Expenditures	361,893	(3,872,800)	(2,678,871)	1,193,929		(3,098,212)	419,341
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City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

Revenues	Total Annual	YTD Budget	YTD Actual	Variance (\$ '000)	Prior YTD Actual (% of YTD Budget)	Flux (Diff from Prior Year)	
	Budget						
Real Property Tax	5,871,000	3,695,000	3,893,606	199	105%	2,117,778	1,775,828
Personal Property Tax	400,000	275,000	276,843	2	101%	153,224	123,619
Motor Vehicle	430,000	322,500	189,366	(133)	59%	396,796	207,430
Intangibles (Reg & Recording)	70,000	52,500	133,998	81	255%	121,700	12,298
Franchise Fees	3,500,000	760,000	732,837	(27)	96%	697,721	35,115
Hotel/Motel Tax	1,620,000	1,260,000	1,220,600	(39)	97%	1,190,267	30,333
Alcoholic Beverage Excise Tax	620,000	465,000	504,744	40	109%	460,500	44,244
MVR Excise Tax	100,000	75,000	74,841	(0)	100%	87,783	(12,942)
Business & Occupation Tax	2,650,000	2,580,000	2,522,676	(57)	98%	2,516,634	6,042
Insurance Premium Tax	2,500,000	-	-	-	-	-	-
Financial Institutions Tax	105,000	105,000	225,814	121	215%	103,210	122,604
Penalties & int on delinq tax	5,000	3,750	7,590	4	202%	461	7,129
Pen & Int on delinq taxes-Business	15,000	11,250	29,578	18	263%	18,713	10,865
Taxes	17,886,000	9,605,000	9,843,184	238	102%	7,901,610	1,941,574
Alcoholic Beverage Licenses	450,000	-	90,634	91	-	39,187	51,447
Other Licenses and Permits	2,500	1,875	13,775	12	735%	13,660	115
Planning & Zoning Fees	15,000	11,250	20,930	10	186%	17,632	3,298
Bldg Structures & Equipment	1,500,000	1,125,000	824,407	(61)	73%	3,060,818	(2,236,411)
Soil Erosion	15,000	11,250	21,767	11	193%	115,476	(93,709)
Plan Review-Fire	15,000	11,250	51,286	40	456%	42,571	8,715
Licenses & Permits	1,997,500	1,160,625	1,022,799	(138)	88%	3,289,344	(2,266,544)
Local Government Grants	-	-	-	-	-	4,000,000	(4,000,000)
Intergovernmental Revenues	-	-	-	-	-	4,000,000	(4,000,000)
Special Police Services	12,000	9,000	18,620	10	207%	12,540	6,080
Fingerprinting Fee	6,000	4,500	4,666	0	104%	4,935	(269)
Public Safety-Other	36,000	27,000	75,467	48	280%	73,391	2,076
Special Assessments	20,000	18,000	18,293	0	102%	8,828	9,465
Streetlight Fees	327,000	253,500	259,310	6	102%	134,696	124,614
Recreation Program Fees	-	-	12,488	12	-	13,138	(650)
Pavilion Rentals	25,000	18,750	21,700	3	116%	16,350	5,350
NSF Fees	-	-	451	0	-	294	157
Other Charges for Services	426,000	330,750	411,130	80	124%	267,891	143,239
Municipal Court Fines & Forfeitures	1,350,000	1,012,500	924,727	(88)	91%	963,758	(39,030)
Fines & Forfeitures	1,350,000	1,012,500	924,727	(88)	91%	963,758	(39,030)
Interest Revenue	5,000	3,750	6,850	3	183%	2,622	4,227
Investment Income	5,000	3,750	6,850	3	183%	2,622	4,227
Contr & Don From Priv Sources	-	-	7,297	7	-	11,050	(3,753)
Explorer Donations	5,000	-	10,750	11	-	8,634	2,116
Contributions & Donations from Private Sources	5,000	-	18,322	18	-	23,619	(5,297)
Rents & Royalties	235,500	176,625	274,494	98	155%	195,483	(79,011)
Reimb for damaged property	-	-	40,023	40	-	2,696	37,327
Other Charges For Services	15,000	11,250	1,581	(10)	14%	655	926
Miscellaneous Revenue	-	-	-	-	-	219,335	(219,335)
Miscellaneous Revenue	250,500	187,875	316,097	128	168%	418,168	(102,070)
Proceeds from sale of property	1,500,000	1,000,000	1,032,535	33	103%	1,045,490	(12,954)
Other Financing Sources	1,500,000	1,000,000	1,032,535	33	103%	1,046,578	(14,043)
Use of Prior Year Reserves	1,687,855	1,687,855	1,687,855	-	100%	-	1,687,855
Total Revenues	25,107,855	14,988,355	15,263,500	275	102%	17,913,590	(2,650,091)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

City Council	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget					
				(\$ '000)		
Personnel Services	145,942	109,457	99,649	10	91%	3,580
Purchased/ Contracted Services	97,650	88,238	72,449	16	82%	(6,276)
Supplies and Materials	16,000	12,000	4,070	8	34%	1,881
Total City Council	259,592	209,694	176,169	34	84%	(815)



City Council	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget					
				(\$ '000)		
Regular Salaries	88,000	66,000	66,000	0	100%	(1,000)
Group Insurance	51,210	38,408	28,689	10	75%	4,717
Social Security	5,456	4,092	3,788	0	93%	(55)
Medicare	1,276	957	886	0	93%	(13)
Workers' Compensation	-	-	285	(0)		(69)
Personnel Services	145,942	109,457	99,649	10	91%	3,580
Professional Services	4,000	3,000	900	2	30%	1,450
Technical Services	1,000	750	346	0	46%	(346)
Property/Liability Insurance	60,000	60,000	59,416	1	99%	(6,994)
Communications	6,500	4,875	859	4	18%	545
Printing & Binding	3,900	2,925	1,065	2	36%	(130)
Travel	11,700	8,775	5,147	4	59%	(954)
Dues & Fees	4,000	3,000	1,746	1	58%	133
Education & Training	6,550	4,913	2,970	2	60%	20
Purchased/ Contracted Services	97,650	88,238	72,449	16	82%	(6,276)
Supplies	4,000	3,000	2,278	1	76%	(137)
Food	4,800	3,600	702	3	20%	1,130
Books & Periodicals	700	525	-	1	0%	-
Small Equipment	4,000	3,000	1,090	2	36%	888
Repairs & Maintenance	2,500	1,875	-	2	0%	-
Supplies and Materials	16,000	12,000	4,070	8	34%	1,881
Total City Council	259,592	209,694	176,169	34	84%	(815)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

<i>City Council</i>	Shortal	Tallmadge	Nall	Riticher	Deutsch	Thompson	Heneghan	Unallocated	Total
Regular Salaries	12,000	9,000	9,000	9,000	9,000	9,000	9,000		66,000
Group Insurance	776		13,931			13,982			28,689
Social Security	736	558	461	558	525	393	558		3,788
Medicare	172	131	108	131	123	92	131		886
Workers' Compensation								286	286
Personnel Services	13,684	9,689	23,499	9,689	9,647	23,467	9,689	286	99,649
Professional Services								900	900
Technical Services							346		346
Property/Liability Insurance								59,416	59,416
Communications							819	40	858
Printing & Binding	500		75		491				1,065
Travel	1,041	212	1,059	514	1,093	1,229			5,147
Dues & Fees	186	188	938	188	208			40	1,746
Education & Training	480		660	610	610	610			2,970
Purchased/ Contracted Services	2,206	399	2,731	1,311	2,401	1,839	1,165	60,396	72,449
Supplies	462	217	180	68	100	120	489	642	2,278
Food		144						558	702
Books & Periodicals									-
Small Equipment					1,090				1,090
Supplies and Materials	462	361	180	68	1,190	120	489	1,200	4,070
Total City Council	16,352	10,449	26,410	11,068	13,238	25,426	11,342	61,882	176,168

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.

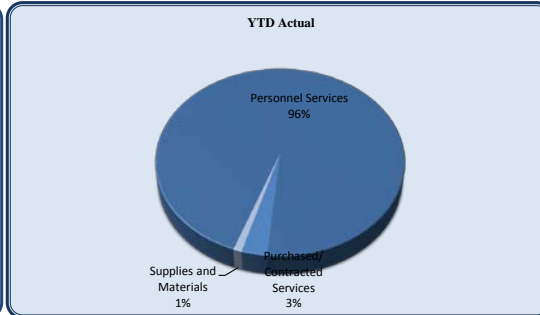
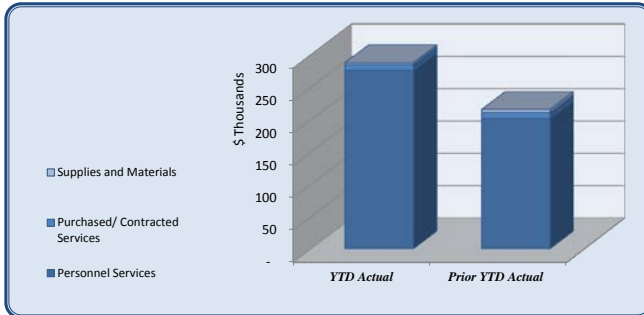
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Project	Council Member	Date	Vendor	Description	Account	Non-Allowance	Charter Allowance	Total
PT	Pam Talmadge	1/16/2016	GA Chamber of Commerce	Eggs and Issues	Dues and Fees		185.70	
		3/31/2016	UGA Georgia Center	Hotel	Travel	211.86		
		3/31/2016	Metro 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
						356.17	402.59	758.76
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	Reimbursemnt	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		
						-	1,655.77	1,655.77
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
		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	GMA Conference Expenses	Travel	288.36		
7/29/2016	Reimbursement	Sprull Arts Center	Dues & Fees			125.00		
						1,793.64	1,117.50	2,911.14
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	Reimbursement	GMA Conference Expenses	Travel	250.56		
7/29/2016	Reimbursement	DeKalb Splost Meeting parking	Travel	4.00				
						2,192.16	477.50	2,669.66
Council & Mayor General		1/13/2016	Verizon	Former mayor's last month of cell service	Communications	38.01		
		1/16/2016	Senior Connections	Donation in lieu of sympathy flowers	Prof Services	200.00		
		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					
5/31/2016	Jason's Deli	Lunch during litigation discussions	Insurance	59,416.23				
6/30/2016	Action Specialty Carts	Cart rental for 4th of July parade	Food	71.79				
						373.00		
						61,594.61	-	61,594.61

76,519.48

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

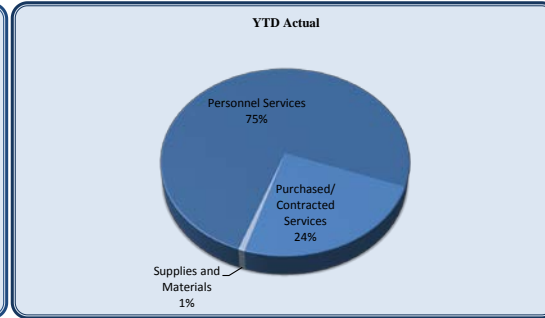
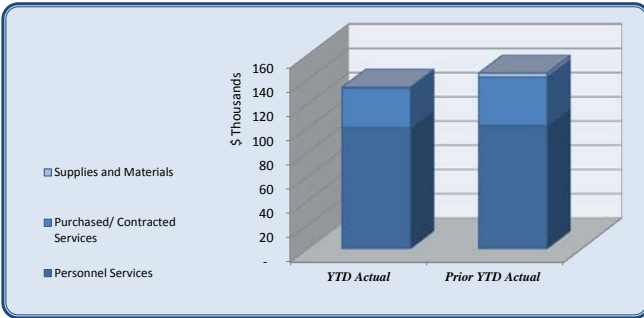
City Manager	Total Annual	YTD Budget	YTD Actual	Variance (% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)	
	Budget						
Personnel Services	369,618	277,432	276,488	1	100%	201,981	(74,507)
Purchased/ Contracted Services	20,017	15,013	8,753	6	58%	9,203	451
Supplies and Materials	4,712	3,534	2,875	1	81%	4,670	1,795
Total City Manager	394,347	295,979	288,116	8	97%	215,854	(72,262)



City Manager	Total Annual	YTD Budget	YTD Actual	Variance (% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)	
	Budget						
Regular Salaries	271,359	203,519	205,337	(2)	101%	155,604	(49,733)
Group Insurance	49,490	37,118	27,375	10	74%	17,714	(9,661)
Medicare	3,935	2,951	3,035	(0)	103%	2,223	(812)
Retirement	43,961	32,971	39,618	(7)	120%	25,786	(13,833)
Workers' Compensation	873	873	1,123	(0)	129%	655	(469)
Personnel Services	369,618	277,432	276,488	1	100%	201,981	(74,507)
Communications	1,842	1,382	1,053	0	76%	1,443	391
Printing & Binding	625	469	376	0	80%	1,039	663
Travel	6,900	5,175	1,654	4	32%	654	(1,001)
Dues & Fees	5,235	3,926	3,699	0	94%	1,968	(1,731)
Education & Training	5,415	4,061	1,892	2	47%	3,503	1,611
Purchased/ Contracted Services	20,017	15,013	8,753	6	58%	9,203	451
Supplies	1,200	900	1,839	(1)	204%	3,460	1,621
Food	1,500	1,125	695	0	62%	732	38
Books & Periodicals	512	384	341	0	89%	278	(63)
Small Equipment	1,500	1,125	-	1	0%	200	200
Supplies and Materials	4,712	3,534	2,875	1	81%	4,670	1,795
Total City Manager	394,347	295,979	288,116	8	97%	215,854	(72,262)

City of Dunwoody
 YTD Statement of Revenues and
 Expenses Through September 30, 2016

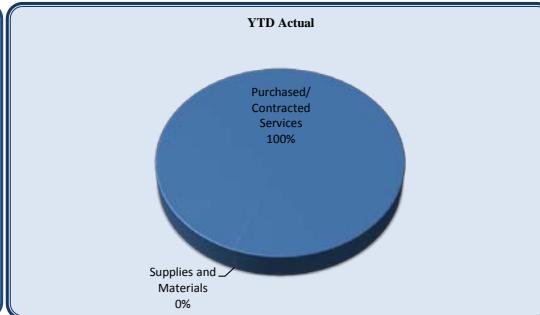
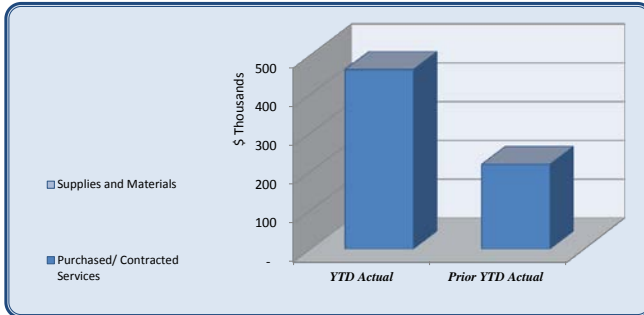
City Clerk	Total Annual	YTD Budget	YTD Actual	Variance (\$ '000)	Prior YTD Actual (% of YTD Budget)	Flux (Diff from Prior Year)
	Budget					
Personnel Services	131,566	98,713	100,369	(2)	102%	1,415
Purchased/ Contracted Services	54,250	41,270	32,162	9	78%	7,892
Supplies and Materials	4,500	3,375	982	2	29%	2,348
Transfers Out	-	-	-	-	-	-
Total City Clerk	190,316	143,358	133,514	10	93%	11,656



City Clerk	Total Annual	YTD Budget	YTD Actual	Variance (\$ '000)	Prior YTD Actual (% of YTD Budget)	Flux (Diff from Prior Year)
	Budget					
Salaries	97,388	73,041	75,817	(3)	104%	2,369
Group Insurance	16,833	12,625	10,723	2	85%	(102)
Medicare	1,413	1,060	1,136	(0)	107%	(87)
Retirement	15,777	11,833	12,372	(1)	105%	(671)
Workers' Compensation	155	155	322	(0)	208%	(94)
Personnel Services	131,566	98,713	100,369	(2)	102%	1,415
Professional Services	10,000	7,500	308	7	4%	13,017
Technical Services	800	600	1,350	(1)	225%	(1,350)
Repairs and Maintenance	30,050	25,338	25,338	-	112%	(5,538)
Communications	2,400	1,800	1,663	0	92%	(706)
Advertising	2,000	1,500	1,279	0	85%	(333)
Printing & Binding	1,500	1,125	758	0	67%	102
Travel	3,750	3,395	889	3	26%	1,802
Dues & Fees	275	206	527	(0)	255%	(257)
Education & Training	3,475	2,606	50	3	2%	1,155
Purchased/ Contracted Services	54,250	41,270	32,162	9	78%	7,892
Supplies	1,700	1,275	768	1	60%	(354)
Food	400	300	213	0	71%	(49)
Books & Periodicals	400	300	-	0	0%	-
Small Equipment	2,000	1,500	-	2	0%	2,752
Supplies and Materials	4,500	3,375	982	2	29%	2,348
Total City Clerk	190,316	143,358	133,514	10	93%	11,656

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

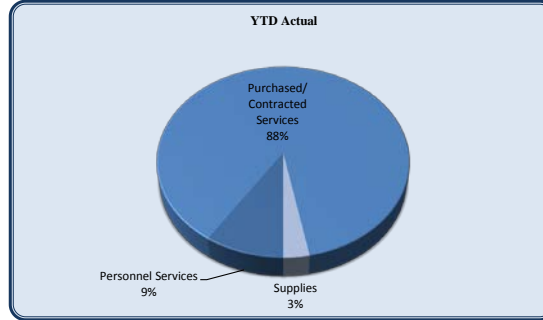
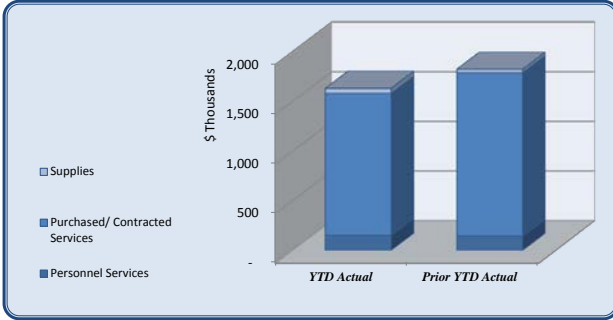
<i>Legal</i>	Total Annual		YTD Actual	Variance (% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget	YTD Budget				
Purchased/ Contracted Services	370,000	295,000	462,489	(167)	218,236	(244,253)
Supplies and Materials	-	-	131	(0)	-	(131)
Total Legal	370,000	295,000	462,620	(168)	218,236	(244,384)



<i>Legal</i>	Total Annual		YTD Actual	Variance (% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget	YTD Budget				
Professional Services	370,000	295,000	462,485	(167)	218,138	(244,347)
Printing & Binding	-	-	-	-	-	-
Travel	-	-	-	-	10	10
Purchased/ Contracted Services	370,000	295,000	462,489	(167)	218,236	(244,253)
Supplies	-	-	131	(0)	-	(131)
Supplies and Materials	-	-	131	(0)	-	(131)
Total Legal	370,000	295,000	462,620	(168)	218,236	(244,384)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

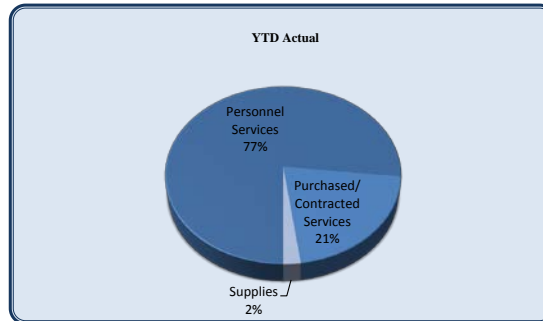
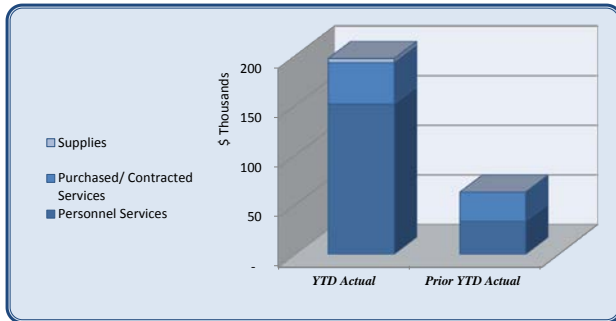
Finance and Administration								
	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)	
Personnel Services	197,706	148,280	151,699	(3)	102%	144,083	(7,615)	
Purchased/ Contracted Services	2,026,882	1,558,185	1,431,473	127	92%	1,646,497	215,024	
Supplies	84,590	64,300	49,904	14	78%	35,015	(14,889)	
Transfers Out	500,000	375,000	375,000	-	100%	187,500	(187,500)	
Total Finance and Administration	2,809,178	2,145,764	2,008,076	138	94%	2,013,095	5,019	



Finance and Administration								
	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)	
Regular Salaries	148,204	111,153	115,827	(5)	104%	109,672	(6,155)	
Group Insurance	23,542	17,657	15,433	2	87%	15,344	(89)	
Medicare	2,120	1,590	1,681	(0)	106%	1,441	(240)	
Retirement	23,685	17,764	18,284	(1)	103%	17,281	(1,003)	
Workers' Compensation	155	116	474	(0)	407%	345	(128)	
Personnel Services	197,706	148,280	151,699	(3)	102%	144,083	(7,615)	
Official/Admin Services	1,040,000	780,000	749,120	31	96%	1,006,271	257,151	
Professional Services	82,500	61,875	42,606	19	69%	52,613	10,007	
Technical Services	39,160	35,445	31,770	4	90%	36,282	4,512	
Repairs & Maintenance	92,313	71,785	69,770	2	97%	58,499	(11,271)	
Rentals	594,219	445,664	345,783	100	78%	331,487	(14,296)	
Insurance	55,000	55,000	86,159	(31)	157%	57,396	(28,763)	
Communications	8,080	6,060	4,693	1	77%	6,662	1,969	
Advertising	3,600	2,700	322	2	12%	1,219	897	
Printing & Binding	9,200	6,900	6,855	0	99%	6,356	(499)	
Travel	3,500	2,625	4,842	(2)	184%	4,648	(194)	
Dues & Fees	67,310	66,131	61,957	4	94%	62,092	135	
Education & Training	3,200	2,400	1,720	1	72%	1,699	(21)	
Other Charges	28,800	21,600	25,877	(4)	120%	21,273	(4,603)	
Purchased/ Contracted Services	2,026,882	1,558,185	1,431,473	127	92%	1,646,497	215,024	
Supplies	17,000	12,750	7,587	5	60%	7,045	(542)	
Electricity	30,000	22,500	25,402	(3)	113%	17,283	(8,119)	
Diesel	5,000	3,750	-	4	0%	-	-	
Food	13,290	9,968	5,989	4	60%	5,518	(471)	
Books & Periodicals	1,400	1,050	548	1	52%	174	(374)	
Small Equipment	17,900	14,282	10,378	4	73%	4,994	-	
Supplies	84,590	64,300	49,904	14	78%	35,015	(14,889)	
Transfers to Capital	500,000	375,000	375,000	-	100%	-	(187,500)	
Transfers Out	500,000	375,000	375,000	-	100%	187,500	(187,500)	
Total Finance and Administration	2,809,178	2,145,764	2,008,076	138	94%	2,013,095	5,019	

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

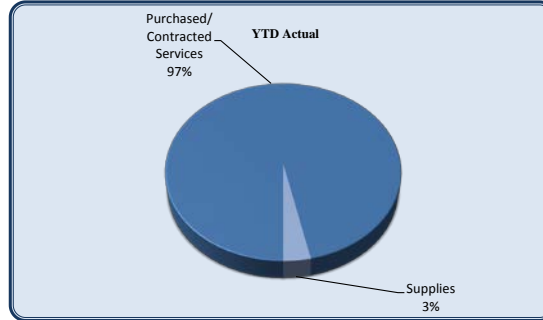
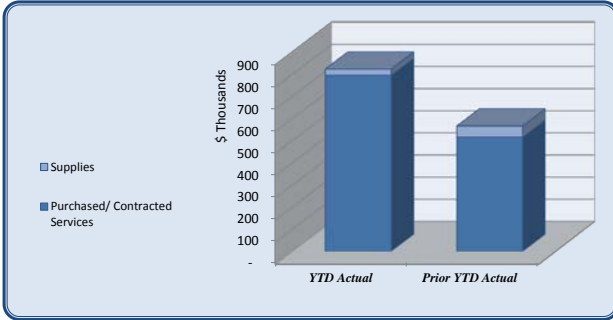
Human Resources							
	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux	
				(% of YTD Budget)		(Diff from Prior Year)	
				(\$ '000)			
Personnel Services	252,494	189,371	151,481	38	80%	33,340	(106,148.36)
Purchased/ Contracted Services	88,198	66,149	41,572	25	63%	29,294	(12,277.52)
Supplies	11,200	8,400	4,290	4	51%	-	-
Human Resources	351,892	263,919	197,343	67	75%	65,375	(119,974.64)



Human Resources							
	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux	
				(% of YTD Budget)		(Diff from Prior Year)	
				(\$ '000)			
Regular Salaries	148,865	111,649	105,024	7	94%	9,600.00	(95,424)
Group Insurance	24,983	18,737	12,250	6	65%	69.24	(12,181)
Medicare	2,159	1,619	1,549	0	96%	109.22	(1,440)
Retirement	24,117	18,088	16,226	2	90%	1,226.30	(15,000)
Workers' Compensation	310	233	380	(0)	163%	-	(380)
Other Employee Benefits	52,060	39,045	16,051	23	41%	22,335	18,277
Personnel Services	252,494	189,371	151,481	38	80%	33,340	(106,148)
Professional Services	28,258	21,194	7,380	14	35%	652	(6,728)
Technical Services	6,200	4,650	333	4	7%	2,048	1,716
Communications	1,640	1,230	803	0	65%	31	(773)
Advertising	500	375	-	0	0%	-	-
Printing & Binding	2,500	1,875	381	1	20%	-	(381)
Travel	5,000	3,750	-	4	0%	-	-
Dues & Fees	1,000	750	395	0	53%	260	(135)
Education & Training	43,100	32,325	32,280	0	100%	26,168	(6,111)
Other Charges	-	-	-	-	-	134	134
Purchased/ Contracted Services	88,198	66,149	41,572	25	63%	29,294	(12,278)
Supplies	1,700	1,275	245	1	19%	-	-
Food	9,400	7,050	2,611	4	37%	-	-
Books & Periodicals	100	75	-	0	0%	-	-
Small Equipment	-	-	1,434	(1)	-	-	(1,434)
Supplies	11,200	8,400	4,290	4	51%	-	-
Human Resources	351,892	263,919	197,343	1	75%	65,375	(119,975)

City of Dunwoody
 YTD Statement of Revenues and
 Expenses Through September 30, 2016

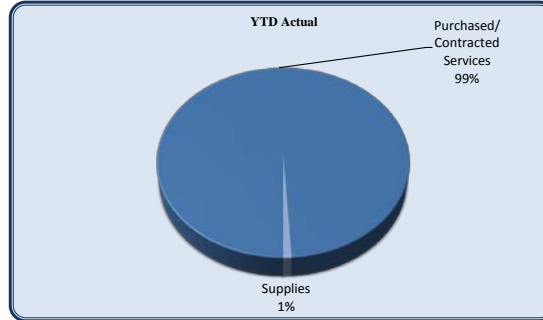
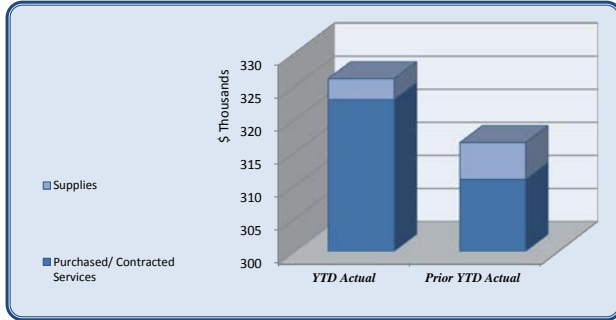
Information Technology	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Purchased/ Contracted Services	685,756	514,317	794,990	(281)	155%	515,949	(279,041)
Supplies	31,625	28,902	28,179	1	97%	50,205	22,026
Transfers Out	78,200	58,650	58,650	-	100%	79,215	20,565
Total Information Technology	795,581	601,868	881,819	(280)	147%	645,369	(236,450)



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	325,919	244,439	503,433	(259)	206%	321,534	(181,899)
Professional Services	-	-	177	(0)	-	-	(177)
Technical Services	31,500	23,625	8,871	1	38%	12,643	3,772
Repairs & Maintenance	266,278	199,708	222,923	(25)	112%	119,539	(103,384)
Communications	58,559	43,919	56,017	(1)	128%	59,577	3,560
Printing & Binding	500	375	349	0	93%	-	(349)
Education & Training	3,000	2,250	3,220	(1)	143%	2,656	(564)
Purchased/ Contracted Services	685,756	514,317	794,990	(281)	155%	515,949	(279,041)
Supplies	650	488	1,045	(1)	214%	781	(264)
Small Equipment	30,975	28,414	27,134	1	95%	49,423	-
Supplies	31,625	28,902	28,179	1	97%	50,205	22,026
Transfers to Capital	78,200	58,650	58,650	-	100%	79,215	20,565
Transfers Out	78,200	58,650	58,650	-	100%	79,215	20,565
Total Information Technology	795,581	601,868	881,819	(280)	147%	645,369	(236,450)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

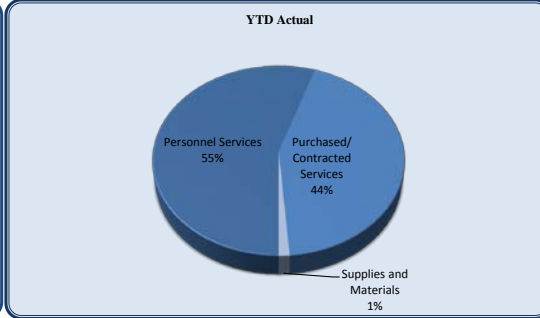
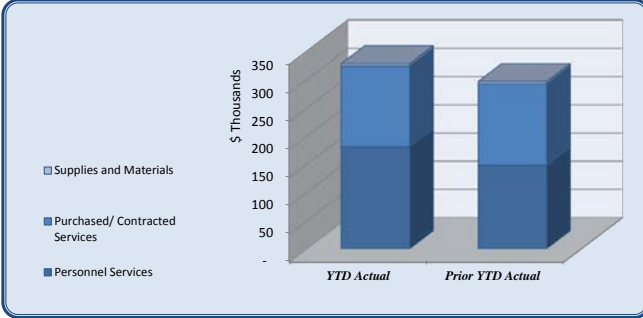
<i>Marketing</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Purchased/ Contracted Services	487,860	365,895	322,960	43	88%	310,871	(12,089)
Supplies	17,000	12,750	3,143	10	25%	5,558	2,415
Total Marketing	504,860	378,645	326,103	53	86%	316,429	(9,674)



<i>Marketing</i>	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	232,392	232,392	0	100%	225,189	(7,203)
Professional Services	30,004	22,503	11,398	11	51%	23,131	11,733
Technical Services	14,500	10,875	8,777	2	81%	4,655	(4,122)
Communications	7,500	5,625	6,944	(1)	123%	137	(6,807)
Advertising	99,500	74,625	62,649	12	84%	32,657	(29,992)
Printing & Binding	25,000	18,750	800	18	4%	23,125	22,325
Dues & Fees	1,500	1,125	-	1	0%	1,977	1,977
Purchased/ Contracted Services	487,860	365,895	322,960	43	88%	310,871	(12,089)
Supplies	10,000	7,500	1,390	6	19%	5,234	3,844
Food	5,000	3,750	267	3	7%	324	56
Small Equipment	2,000	1,500	1,486	0	99%	-	-
Supplies	17,000	12,750	3,143	10	25%	5,558	2,415
Total Marketing	504,860	378,645	326,103	53	86%	316,429	(9,674)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

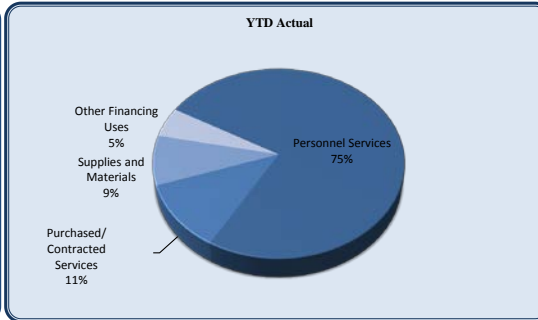
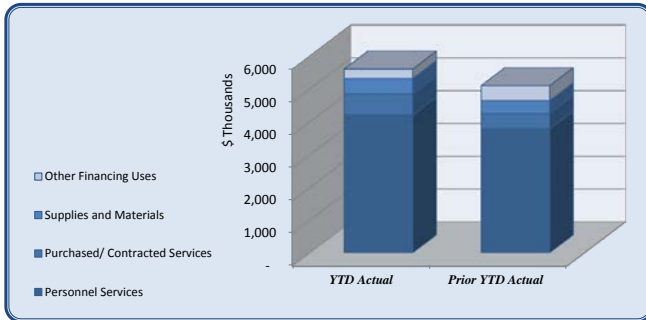
<i>Municipal Court</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance	(% of YTD Budget)	Prior YTD Actual	Flux
				(\$ '000)			(Diff from Prior Year)
Personnel Services	275,448	206,741	180,838	26	87%	147,906	(32,932)
Purchased/ Contracted Services	284,619	213,464	143,122	70	67%	144,624	1,502
Supplies and Materials	8,650	6,488	4,143	2	64%	3,929	(214)
Other Financing Uses	-	-	-	-	-	-	-
Total Municipal Court	568,717	426,692	328,103	99	77%	296,459	(31,644)



<i>Municipal Court</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance	(% of YTD Budget)	Prior YTD Actual	Flux
				(\$ '000)			(Diff from Prior Year)
Regular Salaries	181,923	136,442	125,992	10	92%	106,208	(19,784)
Overtime Salaries	12,785	9,589	1,967	8	21%	1,697	(270)
Group Insurance	48,010	36,008	28,811	7	80%	20,075	(8,736)
Medicare	2,638	1,978	1,937	0	98%	1,532	(405)
Retirement	29,472	22,104	21,568	1	98%	17,929	(3,639)
Workers' Compensation	620	620	562	0	91%	465	(97)
Personnel Services	275,448	206,741	180,838	26	87%	147,906	(32,932)
Professional Services	204,730	153,548	102,833	51	67%	95,810	(7,023)
Technical Services	30,740	23,055	15,291	8	66%	16,832	1,541
Repairs & Maintenance	18,504	13,878	18,402	(5)	133%	19,313	911
Rentals	5,500	4,125	586	4	14%	402	(185)
Communications	7,710	5,783	2,189	4	38%	2,211	22
Printing & Binding	1,100	825	1,324	(0)	160%	1,435	111
Travel	5,700	4,275	840	3	20%	2,426	1,586
Dues & Fees	685	514	1,175	(1)	229%	875	(300)
Education & Training	9,950	7,463	462	7	6%	5,320	4,859
Purchased/ Contracted Services	284,619	213,464	143,122	70	67%	144,624	1,502
Supplies	5,250	3,938	1,738	2	44%	2,834	1,096
Food	2,300	1,725	704	1	41%	673	(31)
Books & Periodicals	600	450	-	0	0%	-	-
Small Equipment	500	375	1,702	(1)	454%	423	(1,279)
Supplies and Materials	8,650	6,488	4,143	2	64%	3,929	(214)
Total Municipal Court	568,717	426,692	328,103	99	77%	296,459	(31,644)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

Police	Total Annual			Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget	YTD Budget	YTD Actual				
Personnel Services	6,252,904	4,742,498	4,207,277	535	89%	3,781,514	(425,763)
Purchased/ Contracted Services	725,801	624,274	639,991	(16)	103%	469,693	(170,298)
Supplies and Materials	759,966	587,492	473,586	114	81%	396,375	(77,210)
Other Financing Uses	381,200	285,900	285,900	-	100%	453,375	167,475
Total Police	8,119,871	6,240,163	5,606,753	633	90%	5,100,956	(505,796)



Police	Total Annual			Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
	Budget	YTD Budget	YTD Actual				
Regular Salaries	3,859,932	2,894,949	2,811,693	83	97%	2,510,488	(301,205)
Overtime Salaries	372,203	279,152	101,879	177	36%	72,217	(29,663)
Total Salaries	4,232,135	3,174,101	2,913,572	261	92%	2,582,705	(330,868)
Group Insurance	1,061,705	796,279	627,694	169	79%	622,486	(5,208)
Medicare	62,180	46,635	42,803	4	92%	36,159	(6,644)
Retirement	685,606	514,205	465,625	49	91%	416,351	(49,274)
Workers' Compensation	211,278	211,278	157,582	54	75%	123,814	(33,769)
Personnel Services	2,020,769	1,568,396	1,293,705	275	82%	1,198,809	(94,896)
Professional Services	20,500	15,375	16,284	(1)	106%	9,851	(6,432)
Technical Services	28,540	21,405	26,930	(6)	126%	44,043	17,113
Repairs & Maintenance	293,409	256,805	245,463	14	96%	157,494	(87,969)
Rentals	26,572	19,929	20,148	(0)	101%	13,346	(6,802)
Insurance	172,699	172,699	173,300	(1)	100%	102,888	(70,412)
Claims	-	-	19,506	(20)		7,635	(11,871)
Communications	76,800	57,600	56,958	1	99%	65,094	8,137
Advertising	2,500	1,875	1,878	(0)	100%	1,045	(833)
Printing & Binding	7,060	5,295	5,940	(1)	112%	2,421	(3,518)
Travel	39,000	29,250	33,363	(4)	114%	32,411	(952)
Dues & Fees	17,496	13,122	6,956	6	53%	6,955	(1)
Education & Training	41,225	30,919	33,266	(2)	108%	26,508	(6,758)
Purchased/ Contracted Services	725,801	624,274	639,991	(16)	103%	469,693	(170,298)
Supplies	129,905	114,946	125,778	(11)	109%	93,942	(31,836)
Supplies-Explorer Program	6,000	4,500	18,758	(14)	417%	15,397	(3,362)
Gasoline	275,000	206,250	106,400	100	52%	121,954	15,554
Food	6,000	4,500	2,665	2	59%	1,598	(1,067)
Books & Periodicals	2,500	1,875	326	2	17%	426	101
Small Equipment	340,561	255,421	207,608	48	81%	163,058	(44,549)
Supplies and Materials	759,966	587,492	473,586	114	81%	396,375	(77,210)
Transfers to Capital Fund	381,200	285,900	285,900	-	100%	453,375	167,475
Other Financing Uses	381,200	285,900	285,900	-	100%	453,375	167,475
Total Police	8,119,871	6,240,163	5,606,753	633	90%	5,100,956	(505,796)

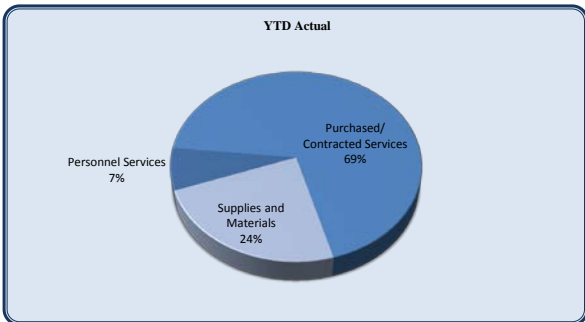
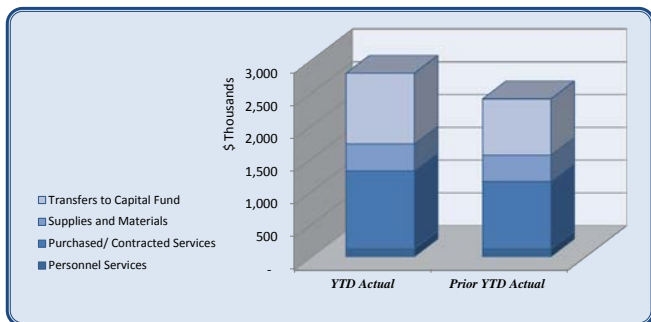
City of Dunwoody
 YTD Statement of Revenues and
 Expenses Through September 30, 2016

#4.

<i>E-911</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance (% of YTD (\$ '000) Budget)	Prior YTD Actual	Flux (Diff from Prior Year)	
Transfers to E-911 Fund	151,640	113,730	(4,085)	118	-4%	110,464	114,549
Total E-911	151,640	113,730	(4,085)	118	-4%	110,464	114,549

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

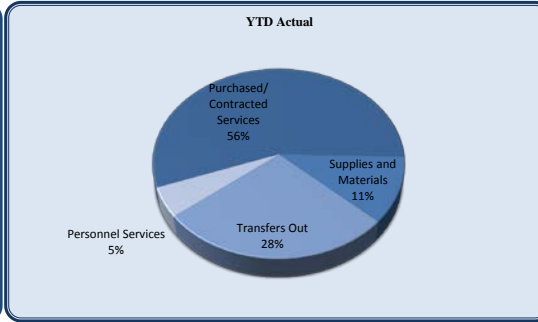
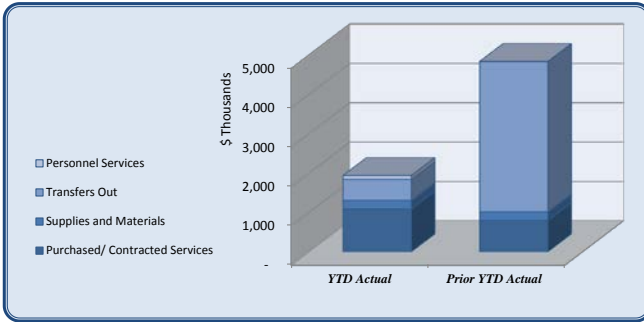
Public Works	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget					
				(% of YTD Budget)		(Diff from Prior Year)
				(\$ '000)		
Personnel Services	166,701	125,065	123,699	1	99%	122,478 (1,221)
Purchased/ Contracted Services	1,506,211	1,129,658	1,187,022	(57)	105%	1,023,173 (163,849)
Supplies and Materials	551,450	413,588	409,718	4	99%	404,431 (5,287)
Transfers to Capital Fund	1,440,495	1,080,371	1,080,372	(0)	100%	858,750 (221,622)
Total Public Works	3,664,857	2,748,682	2,800,811	(52)	102%	2,408,832 (391,979)



Public Works	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget					
				(% of YTD Budget)		(Diff from Prior Year)
				(\$ '000)		
Salaries	122,056	91,542	91,248	0	100%	89,557 (1,691)
Group Insurance	22,948	17,211	15,349	2	89%	15,108 (241)
Medicare	1,770	1,327	1,352	(0)	102%	1,232 (119)
Retirement	19,773	14,830	15,169	(0)	102%	14,561 (608)
Workers' Compensation	155	155	583	(0)	376%	2,020 1,437
Personnel Services	166,701	125,065	123,699	1	99%	122,478 (1,221)
Official/Admin Svcs	177,756	133,317	230,998	(98)	173%	168,749 (62,249)
Professional Services	100,000	75,000	11,916	63	16%	39,344 27,428
Tree Fund Expenses	93,000	69,750	58,780	11	84%	21,315 (37,465)
Technical Services	83,900	62,925	6,800	56	11%	1,800 (5,000)
Repairs & Maintenance	23,300	17,475	9,096	8	52%	11,474 2,378
R&M - Storm Damage Removal	40,000	30,000	5,855	24	20%	1,750 (4,105)
R&M - Street Maintenance	646,000	484,500	546,706	(62)	113%	530,828 (15,879)
R&M - Traffic Signals	196,000	147,000	178,286	(31)	121%	214,462 36,176
R&M - Right of Way Maint	129,000	96,750	127,758	(31)	132%	24,457 (103,301)
Claims	1,000	750	526	0	70%	4,764 4,239
Communications	4,700	3,525	1,696	2	48%	2,512 816
Advertising	2,500	1,875	1,219	1	65%	- (1,219)
Printing & Binding	1,500	1,125	2,350	(1)	209%	1,105 (1,246)
Dues & Fees	275	206	21	0	0%	250 250
Travel	4,280	3,210	906	2	28%	363 (543)
Education & Training	3,000	2,250	1,383	1	61%	- (1,383)
Purchased/ Contracted Services	1,506,211	1,129,658	1,187,022	(57)	105%	1,023,173 (163,849)
Supplies-Office	1,200	900	1,047	(0)	116%	1,002 (45)
Supplies-Road Materials	65,000	48,750	65,327	(17)	134%	50,179 (15,149)
Electricity	485,000	363,750	343,024	21	94%	349,796 6,772
Small Equipment	-	-	319	(0)	(0)	3,454 3,135
Supplies and Materials	551,450	413,588	409,718	4	99%	404,431 (5,287)
Transfers to Capital Fund	1,440,495	1,080,371	1,080,372	(0)	100%	858,750 (221,622)
Transfers to Capital Fund	1,440,495	1,080,371	1,080,372	(0)	100%	858,750 (221,622)
Total Public Works	3,664,857	2,748,682	2,800,811	(52)	102%	2,408,832 (391,979)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

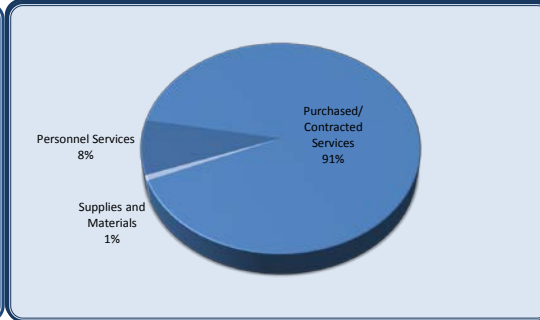
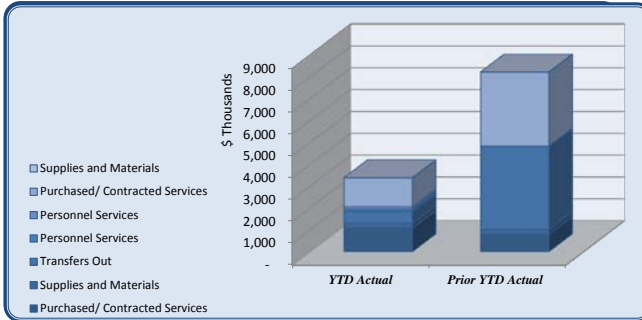
Parks and Recreation							
	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Personnel Services	130,483	97,862	97,986	(0)	100%	-	(97,986)
Purchased/ Contracted Services	1,779,299	1,342,499	1,084,725	258	465%	793,223	(291,501)
Supplies and Materials	323,900	242,925	218,955	24	90%	220,838	1,882
Transfers Out	627,367	536,327	536,327	0	100%	3,825,025	3,288,698
Total Parks and Recreation	2,861,049	2,219,614	1,937,993	282	87%	4,839,086	2,901,093



Parks and Recreation							
	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Regular Salaries	97,750	73,313	72,750	0	99%	-	(10,536)
Medicare	1,418	1,064	961	0	90%	-	(114)
Retirement	15,836	11,877	10,859	0	91%	-	-
Workers' Compensation	155	116	388	(0)	334%	-	(349)
Personnel Services	130,483	97,862	97,986	(0)	100%	-	-
Official/Admin Svcs	78,144	58,608	58,500	0	100%	152,100	93,600
Professional Services	493,355	370,016	91,460	279	25%	14,336	(77,124)
R&M-Parks	1,162,500	871,875	900,837	(29)	103%	600,829	(300,008)
Rentals	2,000	1,500	-	2	0%	-	-
Property/Liability Insurance	32,100	32,100	32,223	(0)	100%	21,688	(10,536)
Communications	6,500	4,875	985	4	20%	871	(114)
Dues & Fees	400	300	350	(0)	117%	-	(350)
Purchased/ Contracted Services	1,779,299	1,342,499	1,084,725	258	465%	793,223	(291,501)
Supplies	122,300	91,725	82,812	9	90%	88,052	5,240
Utilities	201,600	151,200	123,573	28	82%	132,725	9,152
Small Equipment	-	-	12,514	(13)	-	-	(12,514)
Supplies and Materials	323,900	242,925	218,955	24	90%	220,838	1,882
Transfers to Debt Service Fund	108,367	81,275	81,275	0	100%	81,275	0
Transfers to Capital Fund	519,000	455,052	455,052	-	100%	3,743,750	3,288,698
Transfers Out	627,367	536,327	536,327	0	100%	3,825,025	3,288,698
Total Parks and Recreation	2,861,049	2,219,614	1,937,993	282	87%	4,839,086	2,901,093

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

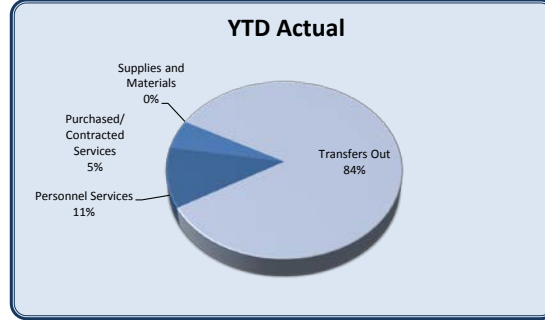
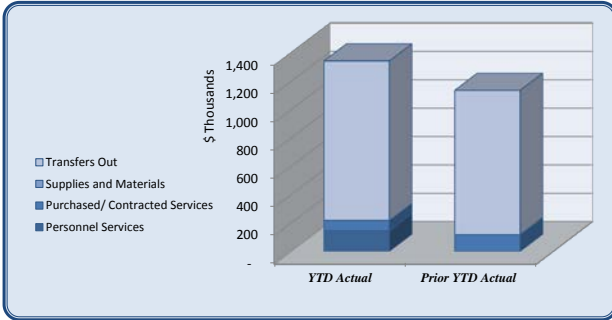
Community Development	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget			(% of YTD Budget)		
				(\$ '000)		
Personnel Services	160,689	120,517	121,662	(1)	76%	(8,890)
Purchased/ Contracted Services	1,790,000	1,342,500	1,316,946	26	98%	2,059,940
Supplies and Materials	15,000	11,250	11,528	(0)	102%	2,691
Total Community Development	1,965,689	1,474,267	1,450,136	24	98%	3,391,106



Community Development	Total Annual	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
	Budget			(% of YTD Budget)		
				(\$ '000)		
Regular Salaries	124,250	93,188	92,523	1	99%	-
Medicare	1,802	1,352	1,344	0	99%	1,940,969
Retirement	20,129	15,097	14,267	1	95%	-
Workers' Compensation	155	116	304	(0)	261%	-
Personnel Services	160,689	120,517	121,662	(1)	0%	-
Official/Admin Svcs	1,244,000	933,000	1,186,206	(53)	127%	3,112,893
Professional Services	185,000	138,750	75,940	63	55%	78,759
Technical Services	135,000	101,250	3,294	98	3%	59,250
Repairs & Maintenance	188,100	141,075	32,618	108	23%	(6,461)
Rentals	-	-	4,847	(5)	-	(863)
Communications	4,500	3,375	1,992	1	59%	(367)
Advertising	15,000	11,250	4,404	7	39%	5,521
Printing & Binding	5,000	3,750	1,630	2	43%	(866)
Travel	5,000	3,750	2,835	1	76%	(2,812)
Dues & Fees	1,900	1,425	810	1	57%	(530)
Education & Training	6,500	4,875	2,330	3	48%	(1,035)
Purchased/ Contracted Services	1,790,000	1,342,500	1,316,946	26	98%	2,059,940
Supplies	11,500	8,625	10,425	(2)	121%	(1,718)
Food	1,000	750	828	(0)	110%	685
Books & Periodicals	1,000	750	128	1	17%	794
Small Equipment	1,500	1,125	146	1	13%	2,930
Supplies and Materials	15,000	11,250	11,528	(0)	102%	2,691
Total Community Development	1,965,689	1,474,267	1,450,136	24	98%	3,391,106

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

<i>Economic Development</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Personnel Services	195,047	146,285	139,146	7	95%	-	(139,146)
Purchased/ Contracted Services	93,718	70,289	83,436	(13)	119%	117,047	33,612
Supplies and Materials	1,500	1,125	1,319	(0)	117%	1,345	26
Transfers Out	1,500,000	1,125,000	1,125,000	(0)	100%	1,017,000	(108,000)
Total Economic Development	1,790,265	1,342,699	1,348,901	(6)	100%	1,135,392	(213,509)



<i>Economic Development</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Regular Salaries	152,922	114,692	113,685	1	99%	-	(113,685)
Group Insurance	15,514	11,636	8,890	3	76%	-	(8,890)
Medicare	1,527	1,145	1,662	(1)	145%	-	(1,662)
Retirement	24,774	18,581	14,301	4	77%	-	(14,301)
Workers' Compensation	310	233	608	(0)	262%	-	(608)
Personnel Services	195,047	146,285	139,146	7	95%	-	(139,145.89)
Professional Services	30,000	22,500	25,000	(3)	111%	25,500	500
Technical Services	11,300	8,475	82	8	1%	-	(82)
Communications	968	726	523	0	72%	6	(517)
Advertising	36,450	27,338	17,770	10	65%	24,585	6,815
Travel	1,500	1,125	119	1	11%	400	281
Dues & Fees	13,500	10,125	1,656	8	16%	4,051	2,395
Purchased/ Contracted Services	93,718	70,289	83,436	(13)	119%	117,047	33,612
Supplies	-	-	26	(0)	-	-	(26)
Food	1,500	1,125	1,293	(0)	115%	950	(343)
Supplies and Materials	1,500	1,125	1,319	(0)	117%	1,345	26
Transfers to Debt Service Fund	1,500,000	1,125,000	1,125,000	(0)	100%	1,017,000	(108,000)
Transfers Out	1,500,000	1,125,000	1,125,000	(0)	100%	1,135,392	(213,509)
Total Economic Development	1,790,265	1,342,699	1,348,901	(6)	100%	1,135,392	(213,509)

<i>Contingency</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance (\$ '000)	(% of YTD Budget)	Prior YTD Actual	Flux (Diff from Prior Year)
Contingency	300,000	225,000	-	225	0%	-	-
Total Contingency	300,000	225,000	-	225	0%	-	-
Total General Fund Expenditures	24,745,962	18,861,155	17,942,370	919	95%	21,011,802	3,266,774
Total Revenues over/(under) Expenditures	361,893	(3,872,800)	(2,678,871)	1,194	69%	(3,098,212)	419,341

City of Dunwoody
YTD Statement of
Expenses Through September 30, 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							
Data Center Power Protection	25,620	-	25,620	(5,675)	(735)	(6,410)	19,210
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			-	56,700
Information Technology	389,220	-	389,220	(242,195)	(50,819)	(293,014)	96,206
City Hall Design, Construction & Equipment	100,000	750,000	850,000	-	(8,237,509)	(8,237,509)	(7,387,509)
Programming Study for City Hall	50,000	-	50,000	(1,200)	(50,000)	(51,200)	(1,200)
City Hall Reconfiguration for Efficiency	31,500	40,000	71,500	(53,265)	(10,876)	(64,141)	7,359
Facilities Improvement Partnership Program (2015 FIPP)	250,000	50,000	300,000	(22,941)	(17,500)	(40,441)	259,559
Facilities Improvement Partnership Program (2016 FIPP)	250,000	-	250,000	-	(90,739)	(90,739)	159,261
Facilities	681,500	840,000	1,521,500	(77,406)	(8,406,625)	(8,484,031)	(6,962,531)
Fixed LPR & Mobile LPR	119,875	-	119,875	(49,459)	0	(49,459)	70,416
Code Red	24,500	-	24,500	(18,875)	0	(18,875)	5,625
Vehicle Replacement	2,200,000	59,026	2,259,026	(1,224,345)	(417,278)	(1,641,623)	617,403
Daily Report Software	12,400	-	12,400	-	0	-	12,400
Surveillance System	113,000	180,375	293,375	(216,451)	0	(216,451)	76,924
<i>Brook Run Surveillance Camera System COMPLETED 2014</i>	113,000	30,375	143,375	(143,375)	0	(143,375)	-
Video Surveillance	-	150,000	150,000	(73,076)		(73,076)	76,924
New Position-Detective Machinery & Equipment	30,000	160,000	190,000	(26,057)	0	(26,057)	163,943
AFIS Automated Fingerprint Identification System	54,398	-	54,398	(48,325)		(48,325)	6,073
Interview Room Recording Upgrade/Replacement	10,000	-	10,000		(3,400)	(3,400)	6,600
Gated Community Access Controls	-	40,000	40,000	(25,523)	(10,819)	(36,342)	3,658
Speed/Message Trailer	11,200	-	11,200	-	(11,145)	(11,145)	55
Police Department	2,575,373	439,401	3,014,774	(1,609,035)	(442,642)	(2,051,677)	963,097
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	13,263,192	(8,892,439)	(1,834,478)	(10,726,917)	2,536,275
New Sidewalks and ADA Ramps	2,970,000	26,210	2,996,210	(2,744,997)	(355,841)	(3,075,318)	(79,108)
Tilly Mill Sidewalk Womack to N. P'tree - Phase 1	250,000	48,790	298,790	(25,519)	(41,423)	(66,942)	231,848
Village Creek Drive Sidewalk	156,000	-	156,000		(256,223)	(256,223)	(100,223)
Peeler Road Sidewalk & Bike Lane	50,000	-	50,000		(31,602)	(31,602)	18,398
Traffic Calming Radar Signs	100,000	150,000	250,000	(12,570)	(4,700)	(17,270)	232,730
N. Peachtree Rd/Tilly Mill Intersection Improvement	2,850,000	-	3,350,000	(604,262)	(861,306)	(1,465,568)	1,884,432
Mt. Vernon Rd/Vermack Intersection Improvement	325,000	106,000	431,000	(171,645)	(139,680)	(311,324)	119,676
Womack/Vermack Intersection Improvement	200,000	200,000	400,000	(69,912)	0	(69,912)	330,088
Wayfinding	150,000	-	150,000	(121,695)	(26,591)	(148,286)	1,714
Chamblee Dunwoody & Spalding Drive	370,000	55,000	425,000	(119,935)	(26,003)	(145,938)	279,063
School Pedestrian Safety Improvements - COMPLETED 2015	-	40,000	40,000	(41,916)		(41,916)	(1,916)
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	126,000	391,000	(91,131)	(53,805)	(144,936)	246,064
Chamblee Dunwoody Rd Bicycle & Pedestrian Imprv (Cambridge to VV)	1,650,000	3,200,000	4,850,000	(88,940)	(1,540,037)	(1,628,977)	3,221,023
Chesnut Elementary Pedestrian Project	-	13,915	13,915	(13,915)	0	(13,915)	-
Kingsley Safe Routes to School-retaining walls - COMPLETED 2016	-	82,845	82,845	(85,883)	(23,639)	(109,522)	(26,676)
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)	(49,419)	(107,849)	1,067,151
Watermain Project with DeKalb (will be reimbursed)	-	1,357,552	1,357,552	(1,263,645)	(2,061,142)	(3,324,787)	(1,967,235)
Pedestrian Crossing Imprvts-Chamblee Dunwoody at Redfield & N. P'tree Rd at Barclay	135,000	-	135,000		(15,762)	(15,762)	119,238
Westside Connector - Concept	200,000	-	200,000		-	-	200,000
Cotillion Drive Multi-use Path Design	50,000	-	50,000		-	-	50,000
Winters Chapel Multi-use Path Design	100,000	-	100,000		(45,635)	(45,635)	54,365
Crosswalk replacement with PCID (will be reimbursed)	-	939,356	939,356	(973,225)	0	(973,225)	(33,869)
IGA Doraville Crosswalk	-	40,000	40,000	-	0	-	40,000
Peachford Road Extension	-	-	-	-	(3,550)	(3,550)	(3,550)
Public Works	25,225,495	7,744,263	32,969,758	(16,575,004)	(7,384,535)	(23,959,539)	9,010,219
Pernoshal Park	1,025,000	2,225,000	3,250,000	(2,066,371)	(848,590)	(2,914,961)	335,039
Brook Run Trail	572,010	675,179	1,247,189	(1,241,215)	(1,149)	(1,242,364)	4,825
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)	(136,281)	(252,149)	73,851
Donaldson Chesnut Facility Stabilization (2012)	100,000	(100,000)	-	-	(28,190)	(28,190)	(28,190)

City of Dunwoody
YTD Statement of
Expenses Through September 30, 2016

#4.

<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							
Donaldson Chesnut Facility Stabilization (2013)	126,000	200,000	326,000	(115,868)	(108,091)	(223,959)	102,041
Design for Future Parks Trails Projects	25,000	-	25,000	-	(6,261)	(6,261)	18,739
Brook Run Dog Park Relocation - COMPLETED 2016	195,000	-	195,000	(167,945)	(27,055)	(195,000)	-
Dunwoody Park Parking Lot Resurfacing - COMPLETED 2015	100,000	-	100,000	(82,431)	0	(82,431)	17,569
Georgetown Park-Play Structure	-	25,000	25,000	-	0	-	25,000
Dunwoody Nature Center Parking Lot Resurfacing - COMPLETED 2016	100,000	-	100,000	(60,716)	-	(60,716)	39,284
DeKalb Settlement Park System Improvements	-	3,200,000	3,200,000	-	(19,000)	(19,000)	3,181,000
Constr. Great Lawn @ Brook Run	-	300,000	300,000	-	0	-	300,000
50 Perimeter Center East and 185 Perimeter Center Parkway - COMPLETED 2015	-	380,000	380,000	(380,022)	-	(380,022)	(22)
DNC Dam Stabilization - COMPLETED 2016	33,000	-	33,000	-	(26,552)	(26,552)	6,448
NDCAC Bathroom Renovation	115,000	-	115,000	-	(5,225)	(5,225)	109,775
Surveillance Cameras at Pernoshal Park	205,000	-	205,000	-	-	-	205,000
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	3,072,010	7,107,124	10,179,134	(4,565,222)	(1,070,113)	(5,635,334)	4,543,799
Electric Vehicle Charging Station	-	-	-	-	(28,070)	(28,070)	(28,070)
Community Development	20,000	-	20,000	(9,144)	(28,070)	(37,214)	(17,214)
Total	31,963,598	16,130,787	48,094,385	(23,078,006)	(17,382,803)	(40,460,809)	7,633,576

#4.

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 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	825,000	899,064	74	109%	792,025 (107,038)
Transfers In	151,640	113,730	(2,338)	116	-2%	110,464 112,802
Residual Equity Transfer	-	-	-	-		-
Total Revenues	1,251,640	938,730	896,726	(42)	96%	902,490 5,764
Expenditures						
Communications	126,640	94,980	51,229	44	54%	75,642 24,413
Intergovernmental-E911 (Chatcomm)	1,125,000	843,750	843,750	-	100%	843,750 -
Transfers Out-Debt	-	-	-	-		-
Total Expenditures	1,251,640	938,730	894,979	44	95%	920,618 25,639
Total Revenues over/(under) Expenditures	-	-	1,747	2		(18,128) (19,875)

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

#4.

<i>Hotel Excise Tax Fund</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance	Prior YTD Actual	Flux
				(\$ '000)		(Difference from Prior Year)
				(% of YTD Budget)		
Revenues						
Hotel/Motel Tax	2,700,000	2,070,000	2,031,912	(38)	98%	1,983,763 (48,148)
Interest Revenue	-	-	8	0		12 5
Total Revenues	2,700,000	2,070,000	2,031,920	(38)	98%	1,983,776 (48,144)
Expenditures						
Transfers to General Fund	1,620,000	1,260,000	1,220,600	39	97%	1,190,267 (30,333)
Transfers to Component Unit - CVBD	1,080,000	810,000	811,312	(1)	100%	793,505 (17,806)
Total Expenditures	2,700,000	2,070,000	2,031,912	38	98%	1,983,772 (48,140)
Total Revenues over/(under) Expenditures	-	-	8	0		4 (4)

#4.

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

<i>Motor Vehicle Rental 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						
MV Rental Excise Tax	100,000	75,000	74,841	(0)	100%	87,783
Total Revenues	100,000	75,000	74,841	(0)	100%	87,783
Expenditures						
Transfers to General Fund	100,000	75,000	74,841	0	100%	87,783
Total Expenditures	100,000	75,000	74,841	0	100%	87,783
Total Revenues over/(under) Expenditures	-	-	-	-	-	-

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 2016

#4.

<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	4,500,000	1,530,000	1,985,385	455	130%	2,132,876	147,492
Interest Revenue	4,500	3,375	1,372	(2)	41%	1,455	83
Residual Equity Transfer	500,000	375,000	375,000	-	100%	-	(375,000)
Total Revenues	5,004,500	1,908,375	2,361,757	453	124%	134,331	1,897,492
Expenditures							
Transfers Out - Capital (PW)	5,000,000	3,750,000	3,750,000	-	100%	2,000,000	(1,750,000)
Total Expenditures	5,000,000	3,750,000	3,750,000	-	100%	2,000,000	(1,750,000)
Total Revenues over/(under) Expenditures	4,500	(1,841,625)	(1,388,243)	453	75%	134,331	1,897,492

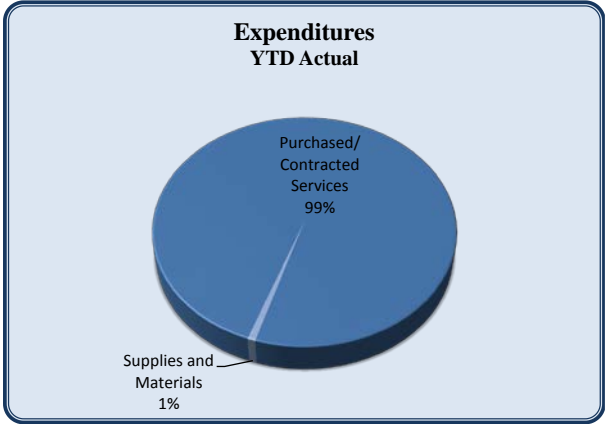
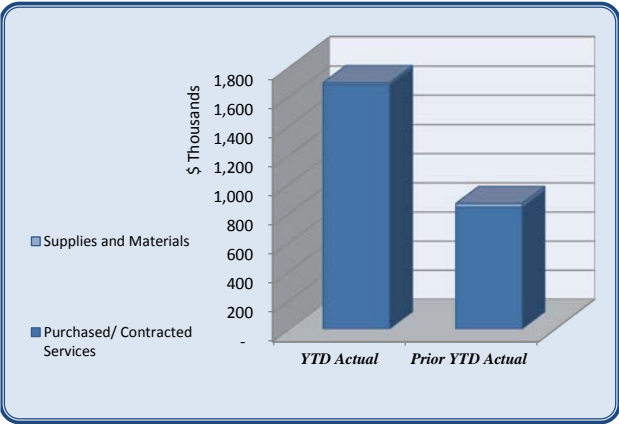
#4.

City of Dunwoody
YTD Statement of Revenues and
Expenses Through September 30, 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	1,206,275	1,206,275	0	100%	1,098,275 (108,000)
Total Revenues	1,608,367	1,206,275	1,206,275	0	100%	1,098,275 (108,000)
Expenditures						
Lease Principal	-	-	-	-		-
Lease Interest	-	-	-	-		-
Transfers Out - CU	1,708,367	830,997	813,948	17	98%	1,385,566 571,618
Total Expenditures	1,708,367	830,997	813,948	17	98%	1,385,566 571,618
Total Revenues over/(under) Expenditures	(100,000)	375,278	392,327	17	105%	(287,290) (679,618)

City of Dunwoody
 YTD Statement of Revenues and
 Expenses Through September 30, 2016

<i>Stormwater fund</i>	Total Annual Budget	YTD Budget	YTD Actual	Variance		Prior YTD Actual	Flux
				(\$ '000)	(% of YTD Budget)		
Revenues							
Stormwater Utility Charges	1,879,396	1,301,066	1,303,561	2	100%	779,440	(524,121)
Interest Revenue	800	600	553	(0)	92%	482	(70)
Residual Equity Transfer In	25,000	25,000	25,000	-	100%	-	(25,000)
Total Revenues	1,905,196	1,326,666	1,329,113	2	100%	779,922	(549,191)
Expenditures							
Official/Admin Svcs	212,290	159,218	168,750	(0)	106%	74,999	(93,752)
Professional Services-Stormwater	137,406	103,055	40,222	(0)	39%	77,774	37,553
Repairs & Maintenance	1,499,000	1,124,250	1,464,303	(340)	130%	681,097	(783,206)
Rep & Maint-Riprap Program	5,000	3,750	3,892	(0)	104%	4,186	294
Printing & Binding	500	375	-	0	0%	5	5
Dues & Fees	500	375	500	(0)	133%	500	-
Purchased/ Contracted Services	1,854,696	1,391,022	1,678,141	(287)	121%	838,561	(839,580)
Supplies	50,000	37,500	13,038	24	35%	24,442	11,405
Books & Periodicals	500	375	-	0	0%	-	-
Supplies and Materials	50,500	37,875	13,038	25	34%	24,442	11,405
Total Expenditures	1,905,196	1,428,897	1,695,554	(267)	119%	863,003	(832,551)
Total Revenues over/(under) Expenditures	(0)	(102,231)	(366,440)	(264)	358%	(83,080)	283,360



Convention Visitors' Bureau of Dunwoody
 Monthly Statement of Revenues and Expenses
 September 30, 2016

CVB of Dunwoody			Variance		Prior YTD Actual
	Total Annual Budget	YTD Budget	YTD Actual	(% of YTD Budget)	
Fund Balance	-	-	-		
Revenues					
Interest Revenue	504	378	193	51%	368
Rental Income	13,205	8,687	8,309	96%	5,754
Tax Revenue	1,091,821	848,840	811,312	96%	793,505
Total Revenues	1,105,530	857,906	819,814	96%	799,628
Expenditures					
<i>Employees/Personnel</i>					
Salaries	320,965	240,752	230,097	96%	201,955
Benefits	38,400	28,800	28,802	100%	22,668
Payroll Taxes	32,097	24,076	17,989	75%	15,376
<i>Total Employees/Personnel Expenditures</i>	391,462	293,628	276,889	94%	239,998
<i>Administrative</i>					
Depreciation Expense	-	-	-		-
Legal & Professional Fees	18,300	15,100	12,456	82%	14,791
Rent	69,349	45,795	47,925	105%	44,857
Employee Development	5,125	4,625	3,254	70%	5,798
IT Support	6,960	5,220	6,001	115%	7,495
Insurance	3,900	700	1,551	222%	2,157
Postage/Courier/Ovenight Mail	-	-	-		1,335
Telephone/Internet	8,832	6,624	5,789	87%	5,256
Licenses & Fees	3,050	2,300	699	30%	39
Miscellaneous	1,200	900	575	64%	442
Office Expense	2,400	1,800	1,316	73%	10,176
Meals & Meeting Expenses	3,200	2,350	2,130	91%	1,665
Travel	4,200	3,150	2,250	71%	2,918
Small Equipment	4,100	4,100	5,275	129%	9,803
<i>Total Administrative Expenditures</i>	130,616	92,664	89,222	96%	108,567
<i>Marketing</i>					
Research	-	-	-		40,154
Graphic Design	24,000	18,000	22,949	127%	22,958
Public Relations	27,000	21,750	17,590	81%	15,051
Website Management	41,000	31,700	28,150	89%	58,645
Website Marketing	66,000	49,500	56,151	113%	33,561
Advertising - Print	75,000	56,250	68,235	121%	78,658
Advertising - Digital	99,000	76,000	82,164	108%	40,118
Printing	15,000	14,000	1,657	12%	8,732
Postage/Courier/Ovenight Mail	2,400	1,800	846	47%	9
Dues & Subscriptions	17,955	9,760	27,800	285%	20,029
Memberships	12,310	12,310	8,244	67%	9,063
Customer Relationship Management Tool	13,500	-	-		-
Photography	31,000	28,000	12,852	46%	2,851
Miscellaneous	1,800	1,350	210	16%	83
<i>Total Marketing Expenditures</i>	425,965	320,420	326,848	102%	329,911
<i>Promotional</i>					
Conventions and Trade Shows	26,050	25,100	13,535	54%	24,529
Event Hosting & Site Visits	46,800	43,100	24,840	58%	12,166
Sponsorships	-	-	1,500		16,600
Group Sales Show Sponsorships	40,000	30,000	41,700	139%	-
Meals and Business Development	3,600	2,700	4,334	161%	4,306
Meeting Bids and Incentives	10,000	7,500	372	5%	-
Promotions	54,000	48,000	35,296	74%	27,269
Travel	13,200	9,900	4,456	45%	10,071
Promotional Materials	14,400	10,800	11,635	108%	18,393
<i>Total Promotional Expenditures</i>	208,050	177,100	137,669	78%	113,335
Total Expenditures	1,156,093	883,812	830,628	94%	791,811
Total Revenues over/(under) Expenditures	(50,563)	(25,906)	(10,814)		7,817