

# FINANCIAL REPORTS JUNE 30, 2023

# HOUSING AUTHORITY OF THE CITY OF MILWAUKEE FINANCIAL REPORTS TABLE OF CONTENTS

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HA of the City Milwaukee Financial Highlights As of June 30, 2023

# Financial Position (pp. 3-4)

As of June 30, 2023, HACM has total assets of \$314mm. Agency-wide working capital (difference between current assets & current liabilities) was at \$39mm indicating HACM's strong capacity to meet maturing obligations. Total cash & investments as of the end of June was \$26mm. These funds are invested in Institutional Trust, Local Government Investment Pool, certificate of deposits, money market placements, and regular checking accounts. All deposits are covered under FDIC insurance or are invested in secured US Treasury obligations. Total cash & investments are distributed as follow; (p. 3)

Low Rent Public Housing	\$6.22mm
Unsubsidized Housing	15.96
Rental Assistance Program	3.44
Central Office	0.04

Net unrestricted reserves as of June 30, of the major programs are as follow: (p. 4)

Low Rent Public Housing	\$2.65mm
Unsubsidized Housing	17.09
Rental Assistance Program-Admin	-0.75
Central office	-5.47

The unrestricted reserve is indicative of the program's ability to withstand funding or revenue shortfall in the coming years. Changes in funding level have significantly affected the overall financial position of HACM. Low Rent Public Housing and Rental Assistance Program were severely impacted. Given funding trend in the program, management has implemented a Resiliency Plan to address the projected decline in funding levels and subsidies to ensure HACM's long-term fiscal sustainability.

# Results of Operations (pp. 5-6)

Agency-wide revenues were 2% under budget (p. 5) and total spending was 13% under budget (p. 6). Administrative expenses compared to budgeted expenses was 22% under budget. Tenant services were 32% under budget; Utilities were 18% under budget; Maintenance expenses were 2% over budget, protective services were 29% under budget and general expenses were 6% under budget. Consolidated net income from operations for the period ended June 30, 2023 was \$2,604,568 (p. 6).

# Low Rent Public Housing (LRPH)

LRPH operations resulted in a net income from operations of \$640,404 (p. 6) in the second quarter. Operating revenue was \$110,686 over budget and total operating expenses for the period were \$745,701 under budget. All combined, LRPH posted a positive variance of \$856,386.

# Unsubsidized Housing

Unsubsidized Housing has a favorable result of operations during the quarter. Net income from operations was \$1,081,645 (p. 6) before amortization of principal on series 2015 bonds. Revenue was \$151,480 over budget and operating expenses were under budget by \$403,903 during the period. All combined, Unsubsidized Housing has a positive variance of \$555,383.

# Rental Assistance Program (RAP)

RAP has a net income of \$452,455 at the end of the period (p. 6). Administrative revenue was \$359,154 under budget and spending was under budget by \$795,565, resulting in an overall positive variance of \$436,413.

The Housing Assistance Payment (HAP) funding through April was \$13.2mm against total disbursement of \$13.31mm, reflecting a utilization of 99.20%. 2023 spending as a percentage of year to date funding with HUD held reserves was 92.55% (pp. 14-15).

# Central Office Cost Center (COCC)

COCC posted net income of \$430,064 (p. 6) at the end of the quarter. Total revenue was under budget by \$383,037. Operating expenses were under budget by \$785,490. All combined, COCC posted a positive variance of \$402,455.

# Grant Management

As of June 30, 2023, HACM is on track with its obligation and spending timelines as required by the grant agreements. Currently open grants are Capital Fund Programs 2019-2022. As of end of the quarter 96% has been obligated and 72% has been expended. Around 66% of the total grants will be spent on modernization. The balance is supplementing HACM operations (see p. 13).

## HOUSING AUTHORITY OF THE CITY OF MILWAUKEE BALANCE SHEETS

AS OF JUNE 30, 2023						June 30, 2023	June 30, 2022
	LRPH	UNSUBSIDIZED HOUSING	RAP	COCC	GRANTS/DEVT	Total HACM	Total HACM
ASSETS		noosnoo		0000	01111110/02111	Town In Terre	10000111110111
CURRENT ASSETS							
CASH							
UNRESTRICTED CASH	5,727,128	10,818,676	2,912,816	0	34,529	19,493,149	20,971,829
RESTRICTED CASH (Note 1)	5 7 7 7 1 2 9	4,615,103	110,714	39,698	24.520	4,765,515	4,423,957
TOTAL CASH	5,727,128	15,433,779	3,023,531	39,698	34,529	24,258,665	25,395,786
ACCOUNTS RECEIVABLE-TENANTS	2,243,963	1,427,271				3,671,234	3,049,597
ALLOWANCE FOR DOUBTFUL ACCOUNTS (Note 2)	(303,423)	(112,001)				(415,424)	(386,857
NET ACCOUNTS RECEIVABLE-TENANTS	1,940,540	1,315,270	0	0	0	3,255,810	2,662,740
ACCOUNTS RECEIVABLE-MISC							
AR-HUD (Note 3)	1,970,733				424,485	2,395,218	1,310,663
AR- DEVELOPMENT FEE (Note 4)				7,728,479		7,728,479	3,370,491
AR - OTHERS	352,481	(15)	50,551	1,922,299	1,055,441	3,380,757	3,164,731
TOTAL AR-MISC	2,323,214	(15)	50,551	9,650,778	1,479,926	13,504,454	7,845,885
INVESTMENTS							
RESTRICTED (Note 1)	495,552	529,760	416,754	33		1,442,099	1,394,583
TOTAL INVESTMENTS	495,552	529,760	416,754	33	0	1,442,099	1,394,583
	175,552	522,700	110,707		v	1,112,000	1,571,005
PREPAID EXPENSES AND OTHER ASSETS							
PREPAID EXPENSES AND OTHER ASSETS	183,713	4,055,395	82,166	11,643,324	5,965,578	21,930,176	27,674,329
TOTAL PREPAID EXPENSES AND OTHER ASSETS	183,713	4,055,395	82,166	11,643,324	5,965,578	21,930,176	27,674,329
CURRENT INTERFUNDS							
TOTAL DUE FROM AMOUNTS - CURRENT (Note 5)	0	0	0	222,078	(222,078)	0	0
TOTAL CURRENT ASSETS	10,670,147	21,334,189	3,573,002	21,555,911	7,257,955	64,391,204	64,973,323
NON CUDDENT ACCETC							
NON-CURRENT ASSETS FIXED ASSETS							
LAND & LAND IMPROVEMENTS	30,770,323	2,759,343		481,483	110,000	34,121,149	34,254,244
BUILDINGS	199,394,167	50,214,533		11,296,730	110,000	260,905,430	260,328,984
FURNITURES, EQPT. MACHINERY	1,322,981	203,303	72,604	1,835,022		3,433,910	3,426,728
CONSTRUCTION IN PROGRESS	19,968	,	,	88,050	1,849,714	1,957,732	27,444,681
TOTAL FIXED ASSETS	231,507,439	53,177,179	72,604	13,701,285	1,959,714	300,418,221	325,454,637
ACCUMULATED DEPRECIATION	(175,507,074)	(46,724,089)	(72,604)	(6,856,142)		(229,159,909)	(224,479,394
FIXED ASSETS,NET OF DEPRECIATION	56,000,365	6,453,090	0	6,845,143	1,959,714	71,258,312	100,975,243
OTHER ASSETS NOTES RECEIVABLE (Note 7)	56 553 601	2 000 000	125 000	49,263,851	40 907 602	150.050.015	122,701,360
NOTES RECEIVABLE (Note 7) NOTES INTEREST RECEIVABLE (Note 6)	56,552,681 14,542,398	3,000,000	425,880	2,211,089	40,807,603 881,792	150,050,015 17,635,279	15,993,633
FINANCING FEES & OTHER ASSETS	6,210,343		1,465,326	2,211,089	001,/92	10,637,381	11,387,345
TOTAL OTHER ASSETS	77,305,422	3,000,000	1,891,206	54,436,652	41,689,395	178,322,675	150,082,338
	77,505,722	5,000,000	1,071,200	51,150,052	11,009,393	170,522,075	100,002,000
TOTAL NON-CURRENT ASSETS	133,305,787	9,453,090	1,891,206	61,281,795	43,649,109	249,580,987	251,057,581
TOTAL ASSETS	143,975,934	30,787,279	5,464,208	82,837,706	50,907,064	313,972,191	316,030,904

# HOUSING AUTHORITY OF THE CITY OF MILWAUKEE

### BALANCE SHEETS

BALANCE SHEETS AS OF JUNE 30, 2023						June 30, 2023	June 30, 2022
	LRPH	UNSUBSIDIZED HOUSING	RAP	COCC	GRANTS/DEVT	Total HACM	Total HACM
LIABILITIES AND EQUITY		notonito	I.I.I	euce	GRANIE	Total Intervi	Total Interv
CURRENT LIABILITIES							
ACCOUNTS PAYABLE							
ACCOUNTS PAYABLE	72,270	78,405	288,761	10,677,457	3,539,196	14,656,089	12,876,555
TOTAL ACCOUNTS PAYABLE	72,270	78,405	288,761	10,677,457	3,539,196	14,656,089	12,876,555
ACCRUED LIABILITIES							
ACCRUED SALARIES & BENEFITS	690		32,530	703,614	82,360	819,194	911,353
ACCRUED INTEREST PAYABLE		247,212				247,212	262,018
DEFERED REVENUE						0	0
DUE TO GOVERNMENT - PILOT & OTHERS	799,046	1,005,848		(2,000)		1,802,894	3,655,684
ACCRUED COMPENSATED ABSENCES (Note 7)	0	0	0	637,711	0	637,711	697,554
OTHER ACCRUED LIABILITIES				3,935,091		3,935,091	1,109,953
TOTAL ACCRUED LIABILITIES	799,736	1,253,060	32,530	5,274,416	82,360	7,442,102	6,636,562
OTHER CURRENT LIABILITIES							
TENANT SECURITY DEPOSITS	824,886	777,996		4,200		1,607,082	1,334,361
FSS ESCROW ACCOUNT	145,552	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	416,754	.,200		562,306	511,776
NOTES PAYABLE	- )					0	0
CURRENT PORTION-LT DEBT		875,000				875,000	845,000
TOTAL OTHER CURRENT LIABILITIES	970,438	1,652,996	416,754	4,200	0	3,044,388	2,691,137
TOTAL CURRENT LIABILITIES	1,842,444	2,984,461	738,046	15,956,073	3,621,556	25,142,580	22,204,254
NON-CURRENT LIABILITIES							
LONG TERM DEBT MORTGAGE REVENUE BONDS		13,813,330				13,813,330	14,634,768
NOTES PAYABLE		15,815,550			1,661,876	1,661,876	23,497,196
TOTAL	0	13,813,330	0	0	, ,	15,475,206	38,131,964
LESS CURRENT PORTION	U	(875,000)	0	0	1,001,070	(875,000)	(845,000
TOTAL LONG TERM DEBT - NET	0	12,938,330	0	0	1,661,876	14,600,206	37,286,964
NONCURRENT LIABILITIES-OTHER							
NET OPEB LIABILITY (Note 8)	4,900,286		3,970,715	11,030,487		19,901,488	13,419,041
NET PENSION LIABILITY	1,276,559		1,803,281	1,886,441		4,966,281	12,652,744
TOTAL NONCURRENT LIABILITIES-OTHER	6,176,845	0	5,773,996	12,916,928	0	24,867,769	26,071,785
TOTAL NON-CURRENT LIABILITIES	6,176,845	12,938,330	5,773,996	12,916,928	1,661,876	39,467,975	63,358,749
TOTAL LIABILITIES	8,019,289	15,922,791	6,512,042	28,873,001	5,283,432	64,610,555	85,563,003
εομιτν							
EQUITY INVESTED IN CAPITAL ASSETS, NET OF DEBT	56,000,365	(7,360,240)	0	6,845,143	1,959,714	57,444,982	86,340,475
UNRESTRICTED RESERVE	2,650,858	(7,360,240) 17,079,865	(75,361)	(5,470,380)	· · · ·	16,159,505	496,278
RESTRICTED RESERVE	77,305,422	5,144,863	(972,473)	52,589,942		175,757,149	143,631,148
TOTAL EQUITY	135,956,645	14,864,488	(1,047,834)	53,964,705	45,623,632	249,361,636	230,467,901
TOTAL LIABILITIES AND EQUITY	143,975,934	30,787,279	5,464,208	82,837,706	50,907,064	313,972,191	316,030,904

# HA OF THE CITY OF MILWAUKEE

**CONSOLIDATED STATEMENT OF REVENUE & EXPENSES** 

BUDGETED PROGRAM ONLY

AS OF JUNE 30, 2023

	UNSUBSIDIZED				YTD	YTD	VARIA	NCE	
	LRPH	HSNG	RAP	COCC	ACTUAL	BUDGET	AMOUNT	PERCENT	JUNE 2022
Operating Income									
Operating/admin subsidies	3,913,350		2,216,957		6,130,307	5,809,418	320.889	6%	5,558,232
Dwelling rents	4,619,506	4,074,214	_,		8,693,720	8,488,587	205,133	2%	8,530,217
Excess utilities & other	157,801	98,530			256,331	135,565	120,766	89%	221,846
Capital fund transfer in (Note 10)	1,257,115	,			1,257,115	2,252,152	(995,037)	-44%	1,257,115
Other income	325,290	55,167	3,078	801,894	1,185,429	713,078	472,351	66%	502,033
Management fees	,	,	,	1,700,124	1,700,124	2,085,747	(385,623)	-18%	2,090,860
Central maintenance revenue				2,066,401	2,066,401	1,887,562	178,839	9%	1,438,161
Developers fee				323,602	323,602	711,799	(388,197)	-55%	1,257,637
Interest on general fund	2,775	27,024		17,105	46,904	56,050	(9,146)	-16%	102,331
Total Income	10,275,837	4,254,935	2,220,035	4,909,126	21,659,933	22,139,957	(480,024)	-2%	20,958,432
Operating Expenditures									
Administrative									
Salaries	420,955	115,853	975,555	1,433,264	2,945,627	3,333,451	387,824	12%	2,965,951
Employee benefits	129,430	68,634	212,738	449,035	859,837	1,479,756	619,919	42%	1,294,189
Legal and accounting	48,009	6,471	7,784	55,910	118,174	80,634	(37,540)	-47%	47,436
Audit	24,429	10,298	6,765	3,608	45,100	67,311	22,211	33%	86,377
Travel and training	1,540		17,814	134,397	153,751	164,700	10,949	7%	54,360
Contracted property management				50,259	50,259	368,055	317,796	86%	103,675
Management fees	1,316,400	383,725			1,700,125	2,085,747	385,622	18%	2,090,860
Housing intake	126,686				126,686	282,714	156,028	55%	212,420
Office supplies & printing	29,384	3,453	22,005	19,124	73,966	109,305	35,339	32%	77,574
Telephone	8,633	338	3,739	48,640	61,350	61,800	450	1%	48,498
Postage	60		95	1,870	2,025	29,802	27,777	93%	1,648
Other contracted services	147,603	6,605	295,185	253,647	703,040	665,206	(37,834)	-6%	525,284
Other	169,042	60,068	169,165	51,465	449,740	657,483	207,743	32%	736,485
Total admin	2,422,171	655,445	1,710,844	2,501,219	7,289,679	9,385,965	2,096,286	22%	8,244,757
Tenant Services									
Salaries & benefits	37,210			6,121	43,331	85,097	41,766	49%	51,785
Contracts, trainings, others	90,254			6,370	96,624	120,050	23,426	20%	50,471
Total tenant services	127,464	0	0	12,491	139,955	205,147	65, 192	32%	102,256

# HA OF THE CITY OF MILWAUKEE

**CONSOLIDATED STATEMENT OF REVENUE & EXPENSES** 

BUDGETED PROGRAM ONLY

AS OF JUNE 30, 2023

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		UNSUBSIDIZED			YTD	YTD	VARIA	NCE	
	LRPH	HSNG	RAP	cocc	ACTUAL	BUDGET	AMOUNT	PERCENT	JUNE 2022
Utilities									
Water	793,944	285,691		3,707	1,083,342	1,492,204	408,862	27%	1,082,014
Electric	446,629	23,881		23,851	494,361	596,786	102,425	17%	467,833
Gas	488,826	21,802		16,603	527,231	463,654	(63,577)	-14%	541,602
Total utilities	1,729,399	331,374	0	44,161	2,104,934	2,552,644	447,710	18%	2,091,449
Ordinary maintenance									
Salaries	337,808	170,085		706,505	1,214,398	1,819,518	605,120	33%	1,359,270
Employee benefits Maint	169,374	72,670		324,578	566,622	619,613	52,991	9%	741,050
Maintenance materials	1,014,083	145,563	1,310	45,066	1,206,022	959,034	(246,988)	-26%	728,322
Maintenance contracts	2,551,175	527,118	471	746,944	3,825,708	3,251,177	(574,531)	-18%	2,711,134
Total maintenance	4,072,440	915,436	1,781	1,823,093	6,812,750	6,649,342	(163,408)	-2%	5,539,776
Protective Services									
Public safety allocation	394,941	28,313	1,746	5,707	430,707	610,722	180,015	29%	530,822
Contracts, others	11,817				11,817	13,500	1,683	12%	18,299
Total protective services	406,758	28,313	1,746	5,707	442,524	624,222	181,698	29%	549,121
General									
Insurance	411,705	108,252	40,916	74,086	634,959	708,700	73,741	10%	559,347
Pilot	229,494	411,816			641,310	600,594	(40,716)	-7%	643,330
Interest Expense		247,212			247,212	240,000	(7,212)	-3%	262,018
Subsidy to Mixed finance dev't.					0	0	0	0%	0
Other general expense	19,153		12,294	16,385	47,832	125,194	77,362	62%	47,645
Total general	660,352	767,280	53,210	90,471	1,571,313	1,674,488	103,175	6%	1,512,340
Total Operating Expenditures	9,418,584	2,697,848	1,767,580	4,477,142	18,361,154	21,091,807	2,730,653	13%	18,039,699
Excess (deficiency) of total revenue									
over expenses	857,253	1,557,087	452,455	431,984	3,298,779	1,048,150	2,250,628	215%	2,918,733
Extra-ordinary maintenance	216,849	475,442		1,920	694,211	415,868	(278,343)	-67%	3,835
Program Income					0	0	0	0%	0
Net income(loss) from operations	640,404	1,081,645	452,455	430,064	2,604,568	632,282	1,972,285	312%	2,914,898
Depreciation expense	1,902,405	206,996		104,124	2,213,525				1,924,900
	.,,,,,	,			_,0,320				.,02.,000
Net Income (loss)	(1,262,001)	874,649	452,455	325,940	391,043				989,998

# **Balance Sheet**

Period = Jun 2023

Book = Accrual ; Tree = hcv balance sht

# **Current Balance**

#### ASSETS

CURRENT ASSETS	
CASH	
UNRESTRICTED CASH	2,912,816.38
RESTRICTED CASH	110,714.49
TOTAL CASH	3,023,530.87
ACCOUNTS RECEIVABLE-MISC	
AR-OTHERS	50,551.00
TOTAL AR-MISC	50,551.00
INVESTMENTS	
RESTRICTED	416,753.83
TOTAL INVESTMENTS	416,753.83
PREPAID EXPENSES AND OTHER ASSETS	82,165.94
TOTAL CURRENT ASSETS	3,573,001.64
NON-CURRENT ASSETS	
FIXED ASSETS	
FURNITURES. EQPT., MACHINERY	72,604.13
TOTAL FIXED ASSETS	72,604.13
ACCUMULATED DEPRECIATION	-72,604.13
FIXED ASSETS, NET OF DEPRECIATION	0.00
OTHER ASSETS	
NOTES RECEIVABLE	425,880.00
TOTAL OTHER ASSETS	425,880.00
TOTAL NON-CURRENT ASSETS	425,880.00
DEFERRED OUTFLOWS OF RESOURCES	
DEFERRED OUTFLOWS OF RESOURCES	1,465,326.40
TOTAL DEFERRED OUTFLOWS OF RESOURCES	1,465,326.40
TOTAL ASSETS	5,464,208.04
LIABILITIES AND EQUITY	
CURRENT LIABILITIES	
ACCOUNTS PAYABLE	288,761.43
ACCRUED LIABILITIES	200,701.43
ACCRUED SALARIES & BENEFITS	32,530.34
TOTAL ACCRUED LIABILITIES	32,530.34
FSS ESCROW ACCOUNT	416,753.83

# **Balance Sheet**

Period = Jun 2023

Book = Accrual ; Tree = hcv balance sht

	<b>Current Balance</b>
TOTAL CURRENT LIABILITIES	738,045.60
NON-CURRENT LIABILITIES	
NONCURRENT LIABILITIES-OTHER	
NET OPEB LIABILITY	2,747,265.32
NET PENSION LIABILITY	1,803,280.88
TOTAL NONCURRENT LIABILITIES-OTHER	4,550,546.20
TOTAL NON-CURRENT LIABILITIES	4,550,546.20
DEFERRED INFLOWS OF RESOURCES	
DEFERRED INFLOWS OF RESOURCES	1,223,449.83
TOTAL DEFERRED INFLOWS OF RESOURCES	1,223,449.83
TOTAL LIABILITIES	6,512,041.63
EQUITY	
UNRESTRICTED RESERVES	-75,360.64
RESTRICTED RESERVES	-972,472.95
TOTAL EQUITY	-1,047,833.59
TOTAL LIABILITIES AND EQUITY	5,464,208.04

**Budget Comparison** 

Period = Jan 2023-Jun 2023

Book = Accrual ; Tree = hcv income stmt

	PTD Actual	PTD Budget	Variance	% Var	Annual	Budget Remaining
OPERATING REVENUE						
HAP INCOME						
HAP FUNDING	21,882,573.00	23,092,098.00	-1,209,525.00	-5%	46,184,200.00	24,301,627
FRAUD RECOVERY RETAINED	5,542.00	6,498.00	-956.00	-15%	13,000.00	7,458
HAP DISBURSEMENTS	20,450,502.76	23,092,098.00	2,641,595.24	11%	46,184,200.00	25,733,697
EXCESS (DEFICIENCY) FUNDING	1,437,612.24	6,498.00	1,431,114.24	22024%	13,000.00	-1,424,612
ADMINISTRATIVE INCOME						
ADMINISTRATIVE FEE	2,216,957.00	2,572,686.00	-355,729.00	-14%	5,145,377.00	2,928,420
PORTABILITY IN	3,659.10	0.00	3,659.10	0%	0.00	-3,659
FRAUD RECOVERY - PHA SHARE	-5,542.00	6,498.00	-12,040.00	-185%	13,000.00	18,542
OTHER INCOME	4,960.47	0.00	4,960.47	0%	0.00	-4,960
TOTAL ADMINISTRATIVE INCOME	2,220,034.57	2,579,184.00	-359,149.43	-14%	5,158,377.00	2,938,342
TOTAL REVENUE	3,657,646.81	2,585,682.00	1,071,964.81	41%	5,171,377.00	1,513,730
OPERATING EXPENDITURES						
	975,554.70	1,044,588.00	69,033.30	7%	2,089,170.00	1,113,615
ADMINISTRATIVE EXPENSE	975,554.70 212,737.95	1,044,588.00 556,182.00	69,033.30 343,444.05	7% 62%	2,089,170.00 1,112,360.00	
ADMINISTRATIVE EXPENSE SALARIES						899,622
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS	212,737.95	556,182.00	343,444.05	62%	1,112,360.00	899,622 -3,784
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING	212,737.95 7,784.00	556,182.00 2,004.00	343,444.05 -5,780.00	62% -288%	1,112,360.00 4,000.00	899,622 -3,784 13,428
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT	212,737.95 7,784.00 6,765.00	556,182.00 2,004.00 10,098.00	343,444.05 -5,780.00 3,333.00	62% -288% 33%	1,112,360.00 4,000.00 20,193.00	899,622 -3,784 13,428 56,186
EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT TRAVEL AND TRAINING	212,737.95 7,784.00 6,765.00 17,813.78	556,182.00 2,004.00 10,098.00 36,996.00	343,444.05 -5,780.00 3,333.00 19,182.22	62% -288% 33% 52%	1,112,360.00 4,000.00 20,193.00 74,000.00	1,113,615 899,622 -3,784 13,428 56,186 850,000 52,995
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT TRAVEL AND TRAINING MANAGEMENT FEES	212,737.95 7,784.00 6,765.00 17,813.78 0.00	556,182.00 2,004.00 10,098.00 36,996.00 424,998.00	343,444.05 -5,780.00 3,333.00 19,182.22 424,998.00	62% -288% 33% 52% 100%	1,112,360.00 4,000.00 20,193.00 74,000.00 850,000.00	899,622 -3,784 13,428 56,186 850,000 52,995
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT TRAVEL AND TRAINING MANAGEMENT FEES OFFICE SUPPLIES & PRINTING	212,737.95 7,784.00 6,765.00 17,813.78 0.00 22,004.59	556,182.00 2,004.00 10,098.00 36,996.00 424,998.00 37,500.00	343,444.05 -5,780.00 3,333.00 19,182.22 424,998.00 15,495.41	62% -288% 33% 52% 100% 41%	1,112,360.00 4,000.00 20,193.00 74,000.00 850,000.00 75,000.00	899,622 -3,784 13,428 56,186 850,000 52,995 16,260
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT TRAVEL AND TRAINING MANAGEMENT FEES OFFICE SUPPLIES & PRINTING TELEPHONE	212,737.95 7,784.00 6,765.00 17,813.78 0.00 22,004.59 3,739.42	556,182.00 2,004.00 10,098.00 36,996.00 424,998.00 37,500.00 10,002.00	343,444.05 -5,780.00 3,333.00 19,182.22 424,998.00 15,495.41 6,262.58	62% -288% 33% 52% 100% 41% 63%	1,112,360.00 4,000.00 20,193.00 74,000.00 850,000.00 75,000.00 20,000.00	899,622 -3,784 13,428 56,186 850,000 52,995 16,260 39,905
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT TRAVEL AND TRAINING MANAGEMENT FEES OFFICE SUPPLIES & PRINTING TELEPHONE POSTAGE	212,737.95 7,784.00 6,765.00 17,813.78 0.00 22,004.59 3,739.42 94.68	556,182.00 2,004.00 10,098.00 36,996.00 424,998.00 37,500.00 10,002.00 19,998.00	343,444.05 -5,780.00 3,333.00 19,182.22 424,998.00 15,495.41 6,262.58 19,903.32	62% -288% 33% 52% 100% 41% 63% 100%	1,112,360.00 4,000.00 20,193.00 74,000.00 850,000.00 75,000.00 20,000.00 40,000.00	899,622 -3,784 13,428 56,186 850,000 52,995 16,260 39,905 204,815
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT TRAVEL AND TRAINING MANAGEMENT FEES OFFICE SUPPLIES & PRINTING TELEPHONE POSTAGE OTHER CONTRACTED SERVICES	212,737.95 7,784.00 6,765.00 17,813.78 0.00 22,004.59 3,739.42 94.68 295,184.63	556,182.00 2,004.00 10,098.00 36,996.00 424,998.00 37,500.00 10,002.00 19,998.00 249,996.00	343,444.05 -5,780.00 3,333.00 19,182.22 424,998.00 15,495.41 6,262.58 19,903.32 -45,188.63	62% -288% 33% 52% 100% 41% 63% 100% -18%	1,112,360.00 4,000.00 20,193.00 74,000.00 850,000.00 75,000.00 20,000.00 40,000.00	899,622 -3,784 13,428 56,186 850,000 52,999 16,260 39,909 204,815 19,670
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT TRAVEL AND TRAINING MANAGEMENT FEES OFFICE SUPPLIES & PRINTING TELEPHONE POSTAGE OTHER CONTRACTED SERVICES OTHER	212,737.95 7,784.00 6,765.00 17,813.78 0.00 22,004.59 3,739.42 94.68 295,184.63 169,165.04	556,182.00 2,004.00 10,098.00 36,996.00 424,998.00 37,500.00 10,002.00 19,998.00 249,996.00 94,416.00	343,444.05 -5,780.00 3,333.00 19,182.22 424,998.00 15,495.41 6,262.58 19,903.32 -45,188.63 -74,749.04	62% -288% 33% 52% 100% 41% 63% 100% -18% -79%	1,112,360.00 4,000.00 20,193.00 74,000.00 850,000.00 75,000.00 20,000.00 40,000.00 500,000.00 188,836.00	899,622 -3,784 13,428 56,186 850,000 52,999 16,260 39,909 204,815 19,670
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT TRAVEL AND TRAINING MANAGEMENT FEES OFFICE SUPPLIES & PRINTING TELEPHONE POSTAGE OTHER CONTRACTED SERVICES OTHER	212,737.95 7,784.00 6,765.00 17,813.78 0.00 22,004.59 3,739.42 94.68 295,184.63 169,165.04	556,182.00 2,004.00 10,098.00 36,996.00 424,998.00 37,500.00 10,002.00 19,998.00 249,996.00 94,416.00	343,444.05 -5,780.00 3,333.00 19,182.22 424,998.00 15,495.41 6,262.58 19,903.32 -45,188.63 -74,749.04	62% -288% 33% 52% 100% 41% 63% 100% -18% -79%	1,112,360.00 4,000.00 20,193.00 74,000.00 850,000.00 75,000.00 20,000.00 40,000.00 500,000.00 188,836.00	899,622 -3,784 13,426 56,186 850,000 52,995 16,260 39,905 204,815 19,670 3,262,715
ADMINISTRATIVE EXPENSE SALARIES EMPLOYEE BENEFITS LEGAL AND ACCOUNTING AUDIT TRAVEL AND TRAINING MANAGEMENT FEES OFFICE SUPPLIES & PRINTING TELEPHONE POSTAGE OTHER CONTRACTED SERVICES OTHER TOTAL ADMINISTRATIVE EXPENSE	212,737.95 7,784.00 6,765.00 17,813.78 0.00 22,004.59 3,739.42 94.68 295,184.63 169,165.04 1,710,843.79	556,182.00 2,004.00 10,098.00 36,996.00 424,998.00 37,500.00 10,002.00 19,998.00 249,996.00 94,416.00 2,486,778.00	343,444.05 -5,780.00 3,333.00 19,182.22 424,998.00 15,495.41 6,262.58 19,903.32 -45,188.63 -74,749.04 775,934.21	62% -288% 33% 52% 100% 41% 63% 100% -18% -79% 31%	1,112,360.00 4,000.00 20,193.00 74,000.00 850,000.00 75,000.00 20,000.00 40,000.00 188,836.00 4,973,559.00	899,622 -3,784 13,428 56,186 850,000

# **Budget Comparison**

Period = Jan 2023-Jun 2023

Book = Accrual ; Tree = hcv income stmt

	PTD Actual	PTD Budget	Variance	% Var	Annual	<b>Budget Remaining</b>
PROTECTIVE SERVICES						
PUBLIC SAFETY ALLOCATION	1,745.63	0.00	-1,745.63	0%	0.00	-1,745.63
TOTAL PROTECTIVE SERVICES	1,745.63	0.00	-1,745.63	0%	0.00	-1,745.63
GENERAL						
INSURANCE	40,915.94	62,616.00	21,700.06	35%	125,226.00	84,310.06
PORTABILITY OUT EXPENSE	12,293.78	11,502.00	-791.78	-7%	23,000.00	10,706.22
TOTAL GENERAL	53,209.72	74,118.00	20,908.28	28%	148,226.00	95,016.28
TOTAL OPERATING EXPENDITURES	1,767,579.87	2,563,146.00	795,566.13	31%	5,126,285.00	3,358,705.13
EXCESS (DEFICIENCY) OF TOTAL REVENUE	1,890,066.94	22,536.00	1,867,530.94	8287%	45,092.00	-1,844,974.94
NET INCOME(LOSS)	1,890,066.94	22,536.00	1,867,530.94	8287%	45,092.00	-1,844,974.94
Additional Information:						
Excess (Deficiency) of HAP Funding	\$1,437,612.24	\$6,498.00	\$1,431,114.24	22024%	\$13,000.00	(\$1,424,612.24)
Net Income HCV Administration	\$452,454.70	\$16,038.00	\$436,416.70	27%	\$32,092.00	(\$420,362.70)
NET INCOME (LOSS)	\$1,890,066.94	\$22,536.00	\$1,867,530.94	22051%	\$45,092.00	(\$1,844,974.94)

# HOUSING AUTHORITY OF THE CITY OF MILWAUKEE THREE YEAR TREND ANALYSIS

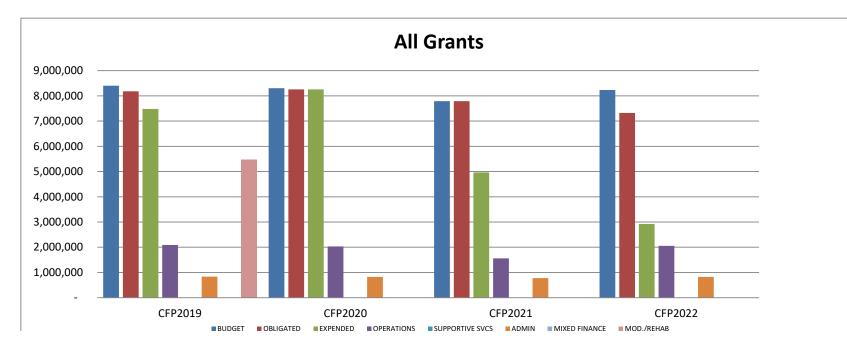
		June 30, 2023				June 30,	2022		June 30, 2021			
	YTD	YTD	VARIANCE		YTD	YTD	VARIANCE		YTD	YTD	VARIANCE	
	ACTUAL	BUDGET	AMOUNT	PERCENT	ACTUAL	BUDGET	AMOUNT	PERCENT	ACTUAL	BUDGET	AMOUNT	PERCENT
Operating Income												
Operating/admin subsidies	6,130,307	5,809,418	320,889	6%	5,558,232	5,488,827	69,406	1%	5,964,966	4,683,310	1,281,656	27%
Dwelling rents	8,693,720	8,488,587	205,133	2%	8,530,217	8,106,995	423,223	5%	7,887,907	8,440,074	(552,167)	-7%
Excess utilities & other	256,331	135,565	120,766	89%	221,846	135,565	86,281	64%	100,960	165,136	(64,176)	-39%
Capital fund transfer in (Note 10)	1,257,115	2,252,152	(995,037)	-44%	1,257,115	1,190,358	66,758	6%	1,425,042	1,427,777	(2,735)	0%
Other income	1,185,429	713,078	472,351	66%	502,033	741,000	(238,967)	-32%	1,251,493	397,492	854,002	215%
Management fees	1,700,124	2,085,747	(385,623)	-18%	2,090,860	2,070,082	20,778	1%	1,996,241	2,118,384	(122,143)	-6%
Central maintenance revenue	2,066,401	1,887,562	178,839	9%	1,438,161	2,221,693	(783,532)	-35%	1,444,241	1,715,520	(271,279)	-16%
Developers fee	323,602	711,799	(388,197)	-55%	1,257,637	653,543	604,094	92%	515,000	861,825	(346,825)	-40%
Interest on general fund	46,904	56,050	(9,146)	-16%	102,331	60,800	41,531	68%	40,485	81,250	(40,765)	-50%
Total Income	21,659,933	22,139,957	(480,024)	-2%	20,958,432	20,668,861	289,571	1%	20,626,335	19,890,767	735,568	4%
Operating Expenditures												
Administrative												
Salaries	2,945,627	3,333,451	387,824	12%	2,965,951	3,154,818	188,867	6%	2,815,315	3,065,398	250,083	8%
Employee benefits	859,837	1,479,756	619,919	42%	1,294,189	1,348,752	54,563	4%	1,309,124	1,302,322	(6,803)	-1%
Legal and accounting	118,174	80,634	(37,540)	-47%	47,436	79,454	32,018	40%	25,802	86,707	60,905	70%
Audit	45,100	67,311	22,211	33%	86,377	65,354	(21,024)	-32%	106,649	63,388	(43,261)	-68%
Travel and training	153,751	164,700	10,949	7%	54,360	130,200	75,840	58%	20,250	116,600	96,350	83%
Contracted property management	50,259	368,055	317,796	86%	103,675	389,977	286,302	73%	148,242	147,897	(345)	0%
Management fees	1,700,125	2,085,747	385,622	18%	2,090,860	2,070,082	(20,778)	-1%	1,996,242	2,118,385	122,143	6%
Housing intake	126,686	282,714	156,028	55%	212,420	219,616	7,196	3%	291,864	266,942	(24,923)	-9%
Office supplies & printing	73,966	109,305	35,339	32%	77,574	89,457	11,883	13%	33,499	57,176	23,677	41%
Telephone	61,350	61,800	450	1%	48,498	32,125	(16,373)	-51%	25,032	34,625	9,593	28%
Postage	2,025	29,802	27,777	93%	1,648	22,298	20,650	93%	3,327	37,408	34,081	91%
Other contracted services	703,040	665,206	(37,834)	-6%	525,284	511,900	(13,384)	-3%	930,427	517,400	(413,027)	-80%
Other	449,740	657,483	207,743	32%	736,485	615,703	(120,782)	-20%	723,171	553,990	(169,182)	-31%
Total admin	7,289,679	9,385,965	2,096,286	22%	8,244,757	8,729,734	484,977	6%	8,428,944	8,368,235	(60,709)	-1%
Tenant Services												
Salaries & benefits	43,331	85,097	41,766	49%	51,785	87,426	35,641	41%	69,148	82,361	13,213	16%
Contracts, trainings, others	96,624	120,050	23,426	20%	50,471	120,050	69,579	58%	53,585	120,050	66,465	55%
Total tenant services	139,955	205,147	65,192	32%	102,256	207,476	105,220	51%	122,733	202,411	79,678	39%

# HOUSING AUTHORITY OF THE CITY OF MILWAUKEE THREE YEAR TREND ANALYSIS

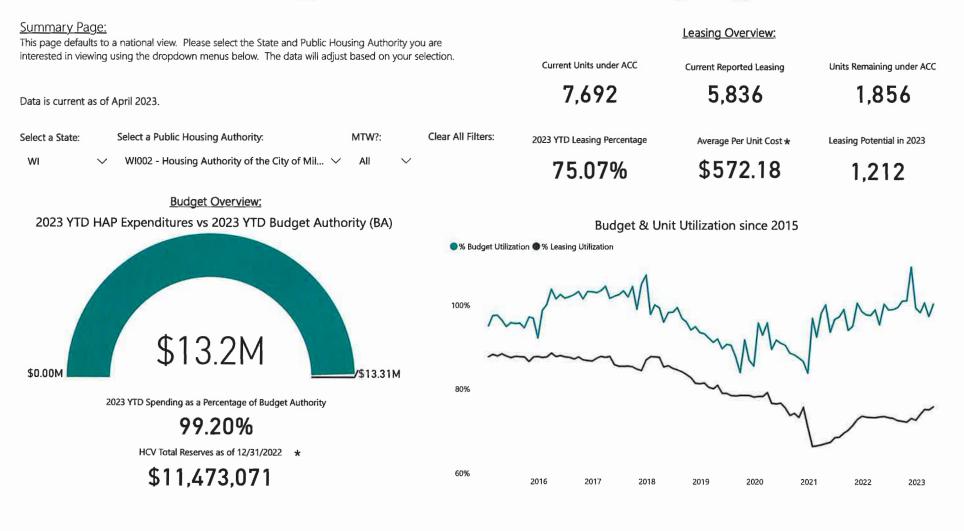
	June 30, 2023			June 30, 2022				June 30, 2021				
	YTD	YTD	VARIANCE		YTD	YTD	VARIANCE		YTD	YTD	VARIANCE	
	ACTUAL	BUDGET	AMOUNT	PERCENT	ACTUAL	BUDGET	AMOUNT	PERCENT	ACTUAL	BUDGET	AMOUNT	PERCENT
Utilities												
Water	1,083,342	1,492,204	408,862	27%	1,082,014	1,342,182	260,168	19%	799,270	1,263,188	463,918	37%
Electric	494,361	596,786	102,425	17%	467,833	561,904	94,071	17%	461,974	551,535	89,561	16%
Gas	527,231	463,654	(63,577)	-14%	541,602	308,292	(233,310)	-76%	376,782	338,310	(38,473)	
Total utilities	2,104,934	2,552,644	447,710	18%	2,091,449	2,212,378	120,929	5%	1,638,026	2,153,032	515,006	24%
Ordinary maintenance												
Salaries	1,214,398	1,819,518	605,120	33%	1,359,270	1,630,364	271,094	17%	1,281,876	1,680,077	398,201	24%
Employee benefits Maint	566,622	619,613	52,991	9%	741,050	682,599	(58,451)	-9%	664,631	667,524	2,893	0%
Maintenance materials	1,206,022	959,034	(246,988)	-26%	728,322	798,078	69,756	9%	886,390	814,032	(72,359)	
Maintenance contracts	3,825,708	3,251,177	(574,531)	-18%	2,711,134	3,112,726	401,592	13%	2,507,198	2,387,731	(119,468)	
Total maintenance	6,812,750	6,649,342	(163,408)	-2%	5,539,776	6,223,766	683,990	13%	5,340,095	5,549,363	209,268	4%
	0,012,700	0,0 10,0 12	(200) 100)	273	0,000,110	0,220,700			0,010,000	0,010,000		.,,,
Protective Services												
Public safety allocation	430,707	610,722	180,015	29%	530,822	448,353	(82,470)	-18%	567,640	408,521	(159,119)	-39%
Contracts, others	11,817	13,500	1,683	12%	18,299	12,100	(6,199)	-51%	12,481	12,100	(381)	-3%
Total protective services	442,524	624,222	181,698	29%	549,121	460,453	(88,669)	-19%	580,121	420,621	(159,500)	-38%
General												
Insurance	634,959	708,700	73,741	10%	559,347	634,249	74,902	12%	626,275	596,302	(29,973)	-5%
Pilot	641,310	600,594	(40,716)	-7%	643,330	596,725	(46,605)	-8%	591,488	641,139	49,651	8%
Interest Expense	247,212	240,000	(7,212)	-3%	262,018	254,615	(7,404)	-3%	274,878	268,436	(6,443)	-2%
Subsidy to Mixed finance dev't.	0	0	0	0%	0	95,920	95,920	100%	0	93,420	93,420	100%
Other general expense	47,832	125,194	77,362	62%	47,645	121,378	73,733	61%	36,524	124,668	88,144	71%
Total general	1,571,313	1,674,488	103,175	6%	1,512,340	1,702,886	190,546	11%	1,529,165	1,723,964	194,799	11%
Total Operating Expenditures	18,361,154	21,091,807	2,730,653	13%	18,039,699	19,536,691	1,496,992	8%	17,639,084	18,417,625	778,541	4%
Excess (deficiency) of total revenue												
	2 200 770	1 040 150	2 250 620	215%	2 010 722	1 1 2 2 1 7 0	1 700 500	158%	2 007 251	1 472 1 42	1 514 100	1020/
over expenses	3,298,779	1,048,150	2,250,628	215%	2,918,733	1,132,170	1,786,563	158%	2,987,251	1,473,142	1,514,108	103%
Extra-ordinary maintenance	694,211	415,868	(278,343)	-67%	3,835	1,042,854	1,039,019	100%	326,144	536,433	210,288	39%
Program Income	0	0	0	0%	0	(749,997)	(749,997)	100%	0	(105,000)	(105,000)	100%
	-	-			-	. , ,	. , ,		-	. , -,	, , -,	
Net income(loss) from operations	2,604,568	632,282	1,972,285	312%	2,914,898	839,313	2,075,586	247%	2,661,106	1,041,710	1,619,396	155%

### HACM MAJOR GRANTS SUMMARY 30-Jun-23

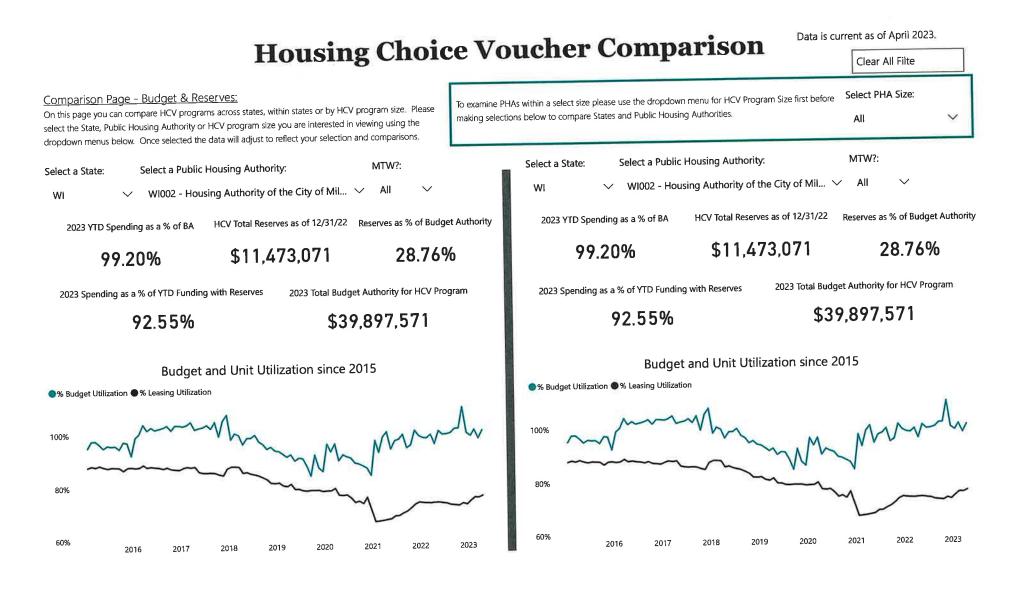
				SPENDING PLAN				END DATE	
	BUDGET	OBLIGATED	EXPENDED	OPERATIONS	SUPPORTIVE SVCS	ADMIN	MIXED FINANCE	MOD./REHAB	
CFP2019	8,399,756	8,178,539	7,478,530	2,089,464	-	835,786		5,474,506	4/15/2025
CFP2020	8,301,779	8,255,755	8,255,755	2,029,978	-	825,575		5,446,226	3/25/2026
CFP2021	7,791,782	7,791,782	4,963,306	1,558,356	-	779,178		5,454,248	2/22/2025
CFP2022	8,231,011	7,320,809	2,921,663	2,057,752	-	823,101		5,350,158	5/11/2026
TOTAL	32,724,328	31,546,885	23,619,254	7,735,550	-	3,263,640	-	21,725,138	
PERCENT	100%	96%	72%	24%	0%	10%	0%	66%	



# **Housing Choice Voucher - Summary Page**



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# HOUSING AUTHORITY OF THE CITY OF MILWAUKEE NOTES TO FINANCIAL REPORT

# 1. Restricted Cash & investments

The amount presented is restricted either by regulation or contractual agreements. RAP restricted cash represents the net housing assistance payments (HAP). Excess of HAP grants over HAP disbursements to landlords can be spent only for rental assistance. Under the terms of mortgage agreement, certain developments (VETS Housing) are required to maintain replacement reserved to pay major rehabilitation expenses in the future. Disbursements from this money need the approval of lender or investor. Hence, restricted cash is not available to be used for general operations of the agency.

# 2. Allowance for Doubtful Accounts

This amount represents charges to tenants who have already moved out/evicted from the housing units. These amounts are deemed uncollectible and will be written off or removed from the records once the board approval is obtained to charge off the accounts. Collection is pursued through tax lien or when the tenants try to re-apply for public housing or RAP assistance in the future.

# 3. Accounts Receivable (AR) - HUD

These represent advanced disbursements on grants (from capital fund & stimulus grants) that are yet to be reimbursed by Housing and Urban Development (HUD). Grants are operated on reimbursement type basis. Grant expenditures during the month are usually paid or reimbursed the following month. Also included in this account are accruals of management fee on capital grant programs.

# 4. AR Development Fee

This represents development fee income from the mixed finance developments. The amount is usually paid once the tax credit investors pay their final capital contribution to the project.

# 5. Due From Accounts

This represents inter-program receivable (payable) balances. HACM maintains a central disbursing account under the Central Office Cost Center (COCC). Cost/expense allocation and charges result in inter-program transactions. Each program regularly settles their accounts through cash transfers.

# 6. Notes Receivable & Accrued Interest

This represents various loans extended to the different mixed finance developments. The loans have various terms of up to a maximum of 50 yrs. Interest rates vary from zero to 8%. Principal and accrued interest are payable depending the excess cash flow of each development. Considering that the mixed finance developments are supposed to operate at breakeven, loans and accrued interest are usually not paid until the end of the compliance period (15 years). After the 15 years, HACM will exercise its option to purchase the property. The Notes & accrued

interest accumulated balances are set-off during the process. Also included in this account are  $2^{nd}$  loans extended to the homeownership program participants. These loans are forgivable over a certain period of time.

7. Accrued Compensated Absences

This is the accumulated unused vacation & sick leave balances of employees. The leave balances are paid out when employees resign or retire from the agency.

8. Net OPEB Liability

This amount represents the accrued actuarial liability on Other Post Employment Benefits (OPEB). HACM provides post-employment health care benefits through a non-contributory single employer defined benefit health care plan. The plan provides medical insurance benefits to eligible retirees and their spouses. In 2007, an actuarial valuation was made to determine the amount of future liabilities. The total projected unfunded actuarial accrued liability (UAAL) was \$5,200,400. Every year, HACM accrues 1/10 of the UAAL as required under Governmental Accounting Standards Board (GASB) statement 45.

9. Restricted Reserved

This is the difference between restricted cash & investments and the related liabilities. Notes receivables from mixed finance developments are also restricted as these are expected to pay off the acquisition of the property at the end of the compliance period, hence may not available for general operations.

10. Capital Fund Transfer - in

This is the amount of money transferred from capital fund program to support the operations of the housing developments. HUD regulations allows up to a maximum of 40% of the capital fund grant to supplement the operating subsidy received by the public housing development. The amount of capital transfer is determined based on the current operating needs of the project.

11. Contingent Liabilities

Under the terms of the mixed finance agreements, HACM provides guarantee on the lowincome tax credits generated by the project and operating deficit subsidies to the various mixed finance projects. The total cumulative not to exceed guarantee is \$8,926,000, broken down as follows:

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Highland Park	\$1,000,000	
Olga Village	1,026,000	
Town Homes at Carver Park	800,000	
Cherry Court	300,000	
Convent Hill	100,000	
Scattered Sites I	100,000	
Scattered Sites II	100,000	
Lapham Park LLC	2,000,000	
Westlawn Renaissance	3,500,000	
Total	\$8,926,000	

HACM FINANCIAL REPORTS GLOSSARY OF TERMS & BASIC DEFINITIONS

AMP – Asset management projects. These are the various developments or rental property sites that HACM owned.

ARRA – American Recovery and Reinvestments Act, otherwise known as "stimulus"

- CFP Capital fund program
- COCC Central office cost center
- FSS Family self sufficiency
- HAP Housing assistance payment
- HUD Housing and Urban Development
- IT Information technology
- LRPH Low rent public housing
- OPEX operating expenses
- PILOT Payment in-lieu of taxes

RAP – Rental assistance program. Also, referred to Section 8 or Housing Voucher Choice Program

- ROSS Resident opportunity and supportive services
- VETS Veterans housing projects

NL – Now looks. As presented in the trend graph, Now looks is the expected balance of the revenue, expense or income item at the end of the year. Now looks is calculated at: *Actual year to date expense plus the remaining budget or projected balances if known at the time of the report presentation.* 

#### **Balance** Sheets

A balance sheet is a snapshot of a business' financial condition at a specific moment in time, usually at the close of an accounting period. A balance sheet comprises assets, liabilities, and owners' or stockholders' equity. Assets and liabilities are divided into short- and long-term obligations including cash accounts such as checking, money market, or government securities. At any given time, assets must equal liabilities plus owners' equity. An asset is anything the business owns that has monetary value. Liabilities are the claims of creditors against the assets of the business.

## What is a balance sheet used for?

A balance sheet helps a small business owner quickly get a handle on the financial strength and capabilities of the business. Is the business in a position to expand? Can the business easily handle the normal financial ebbs and flows of revenues and expenses? Or should the business take immediate steps to bolster cash reserves?

Balance sheets can identify and analyze trends, particularly in the area of receivables and payables. Is the receivables cycle lengthening? Can receivables be collected more aggressively? Is some debt uncollectable? Has the business been slowing down payables to forestall an inevitable cash shortage?

Balance sheets, along with income statements, are the most basic elements in providing financial reporting to potential lenders such as banks, investors, and vendors who are considering how much credit to grant the firm.

#### Statement of revenue and expenses

Otherwise known as income statement or a profit and loss statement, is a summary of a company's profit or loss during any one given period of time, such as a month, three months, or one year. The income statement records all revenues for a business during this given period, as well as the operating expenses for the business.

#### What are income statements used for?

You use an income statement to track revenues and expenses so that you can determine the operating performance of your business over a period of time. Small business owners use these statements to find out what areas of their business are over budget or under budget. Specific items that are causing unexpected expenditures can be pinpointed, such as phone, fax, mail, or supply expenses

Income statements, along with balance sheets, are the most basic elements required by potential lenders, such as banks, investors, and vendors. They will use the financial reporting contained therein to determine credit limits.

Source: www.businesstown.com