

# FINANCE DEPARTMENT MEMORANDUM

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Date: September 21, 2020
To: Mayor and Council

From: Lisette Camacho, Director, Budget and Finance

Subject: Monthly Financial Report for FY19-20

#### Mayor and Council:

Attached is the Preliminary Monthly Financial Report for Fiscal Year 2019-20 through June 2020. The financial results for fiscal year ending June 30, 2020 will be finalized when the financial audit is completed in October 2020. This report contains budget to actual comparisons of all the major operating funds and highlights major variances that may require additional monitoring or action. As a general guideline, revenues and expenditures are on target through June if they are close to 100% of the annual budgeted amount.

#### **REVENUE PERFORMANCE INDICATORS**

In the table of contents, you will see Favorable, Unfavorable, or Monitor revenue performance indicators. A Favorable indicator means the actual year-to-date revenues are within 2% of their **2-year historical trend**. Monitor means revenues are 2% to 5% lower than the trend and Unfavorable means revenues are 5% or more lower than the trend.

#### **EXPENDITURE PERFORMANCE INDICATORS**

In the table of contents, you will also see Favorable, Unfavorable, or Monitor expenditure performance indicators. A Favorable indicator means the actual year-to-date expenditures are within 2% of the calculated **year-to-date budget**. Monitor means expenditures are 2% to 5% over the budget and Unfavorable means expenditures are 5% or more higher than budget.

#### **SUMMARY**

Overall, revenues for the major operating funds show consistent financial results when compared to the budget. City Sales Tax Revenues are above target as a result of growth in contracting and retail sales. HURF revenues are above target when compared to the budget, but lower than the two-year historical year-to-date average. Expenditures either remain on track or are less than budgeted due primarily to unspent capital projects funding and salary savings from vacancies and a hiring freeze. General Fund expenditures are significantly below target when compared to the budget due to eligible public safety personnel costs that were expensed in the AZCares Fund. Staff will continue to monitor the actual results and prepare a monthly financial analysis.

#### REPORT NAVIGATION

The report includes a quick-reference Table of Contents on the following page that will allow you to quickly navigate to areas of interest by clicking on the page numbers. The table of contents link at the bottom of every page will return you to the Table of Contents. The report can also be found on the City's internet page under financial reports.

Please let me know if you have questions about the information contained in this report.



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### **Monthly Financial Performance Report**

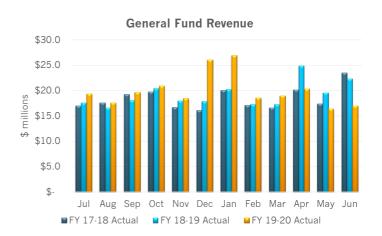
Through the Month Ended June 30, 2020 \*Preliminary as of August 21,2020

·	Performance Indicator	Page
General Fund		
Revenues	Favorable	1
City Sales Tax Expenditures	Favorable	<u>1</u> <u>2</u> 3
Experialitures	ravolable	<u> </u>
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City Sales Tax		<u>6</u> <u>7</u> <u>8</u>
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FY 19 - 20 Total Budget \$ 235,682,261

	FY 17-18 Actual Revenue	FY 18-19 Actual Revenue	FY 19-20 Actual Revenue	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 16,977,770	\$ 17,585,021	\$ 19,354,393	8.2%	7.9%
Aug	17,592,596	16,518,152	17,571,494	15.7%	15.7%
Sep	19,232,407	18,065,277	19,663,007	24.0%	24.2%
Oct	19,682,206	20,432,697	20,952,191	32.9%	33.3%
Nov	16,671,649	17,954,831	18,472,782	40.7%	41.2%
Dec	16,070,572	17,832,321	26,078,781	51.8%	48.9%
Jan	20,050,547	20,244,885	26,913,294	63.2%	58.1%
Feb	17,116,102	17,255,981	18,503,357	71.1%	66.0%
Mar	16,617,069	17,282,683	18,893,137	79.1%	73.7%
Apr	20,100,194	24,855,632	20,286,614	87.7%	83.9%
May	17,309,113	19,555,174	16,360,160	94.6%	92.3%
Jun	23,472,630	22,313,401	16,984,146	101.8%	102.8%
Total	\$ 220,892,855	\$ 229,896,055	\$ 240,033,355	101.8%	92.3%

YTD Budget Variance Trend Variance \$ 4,351,094 9.5%

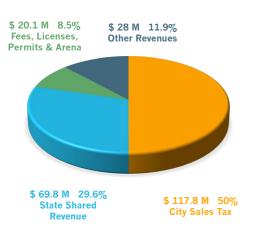


Through June 2020, General Fund revenues are on target at \$240M or 101.8% of the annual budget. Revenues are \$10.1M or 4.4% higher than the same time last year. The two largest components of General Fund revenues are City Sales Tax and State Shared Revenues. Together these two revenue sources represent \$190.5M or 79.4% of General Fund revenues. General Fund City Sales Tax collections are above target at \$121.5M or 103.2% of the annual budget. City Sales Tax increased by \$5.7M or 4.9% over the same time last year. General Fund City Sales Tax details by category can be found on page 2 of this report. State Shared Revenues are slightly below target at \$69M or 98.7% of the annual budget. Fees, Licenses, and permits are below target at \$18.6M or 92.4%. This is due to budgeted arena revenues that are typically received in the next fiscal year. Once they are received they will be accrued back to the prior year for financial reporting purposes.

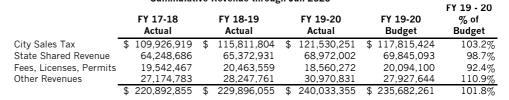
#### General Fund Revenue by Category

Favorable

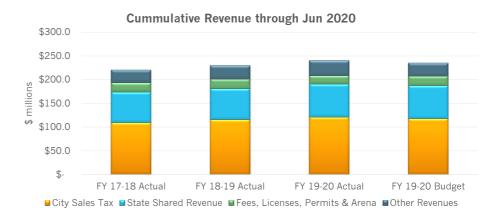
#### **FY 19-20 ADOPTED BUDGET**



Total \$235.7M



Cummulative Revenue through Jun 2020

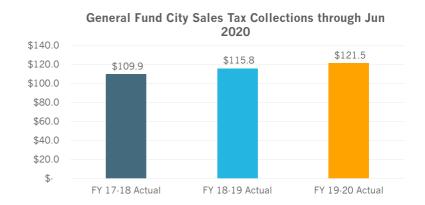


For each year, General Fund Sales Tax Revenue reported through June represents sales and business activity through May.

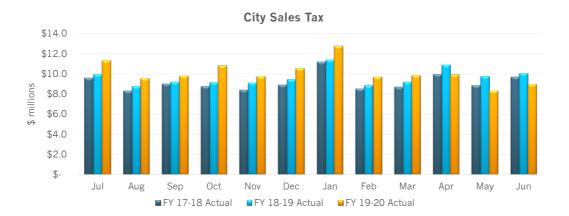
The graph to the right depicts historical year-to-date General Fund sales tax revenue from FY 2017-18 through FY 2019-20.

Through June 2020, General Fund sales tax revenues increased by \$5.7M or 4.9% over the same time last year as a result of growth in retail (\$3.8M), contracting (\$4.5M), and rental activity (\$453k).

For June 2020, General Fund sales tax revenues decreased \$1.1M or 10.6% over last year as a result of the COVID-19 "stay-at-home" executive order.



The graph below compares monthly General Fund sales tax collections for three years.



#### General Fund City Sales Tax Collections by Category

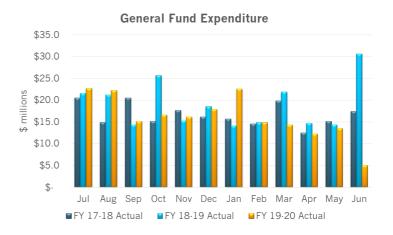
	Curren	t Month - Jun 2020	)	Fiscal Year to Date - Jun 2020						
	FY 18-19 Actual	FY 19-20 Actual	% Change	FY 18-19 Actual		FY 19-20 Actual	% Change			
Tax Revenue by Business Activ	vities .									
Amusement	\$ 216,882	\$ (947,674)	-537.0%	\$ 3,292,700	\$	1,895,712	-42.4%			
Contracting	454,847	1,810,397	298.0%	4,733,313		9,188,995	94.1%			
Hotels	228,522	32,780	-85.7%	3,618,963		3,223,564	-10.9%			
Rentals	1,107,050	1,187,200	7.2%	12,695,936		13,148,949	3.6%			
Restaurant/Bar	1,499,860	927,951	-38.1%	16,581,708		15,545,148	-6.3%			
Retail over 5K	658,759	240,922	-63.4%	5,081,494		5,267,680	3.7%			
Retail Sales	5,023,208	4,765,026	-5.1%	57,755,937		61,339,488	6.2%			
Utilities	392,615	491,804	25.3%	5,829,968		5,653,244	-3.0%			
Penalty & Interest	29,388		-100.0%	99,128		27,938	-71.8%			
Other	438,322	474,267	8.2%	6,122,657		6,239,534	1.9%			
Totals	\$ 10,049,454	\$ 8,982,674	-10.6%	\$ 115,811,804	\$	121,530,251	4.9%			

FY 19 - 20 Total Budget \$ 218,476,090

	FY 17-18 Actual Expenditure	FY 18-19 Actual Expenditure	FY 19-20 Actual Expenditure	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 20.544.452	\$ 21.581.263	\$ 22.702.479	10.4%	10.3%
Aug	14,877,877	21,150,147	22,282,867	20.6%	19.1%
Sep	20,493,285	14,358,337	15,150,938	27.5%	27.6%
Oct	15,090,455	25,718,715	16,655,684	35.1%	37.6%
Nov	17,592,188	15,279,851	16,146,057	42.5%	45.6%
Dec	16,103,569	18,592,045	17,902,438	50.7%	54.1%
Jan	15,729,101	14,059,667	22,618,605	61.1%	61.4%
Feb	14,571,710	14,839,524	14,843,701	67.9%	68.6%
Mar	19,873,710	21,841,517	14,276,914	74.4%	78.8%
Apr	12,459,444	14,689,678	12,222,527	80.0%	85.4%
May	15,119,587	14,278,333	13,547,959	86.2%	92.6%
Jun	17,405,123	30,677,221	5,011,323	88.5%	-83.7%
Total	\$ 199,860,500	\$ 227,066,297	\$ 193,361,492	88.5%	92.6%

11.5%

25,114,598

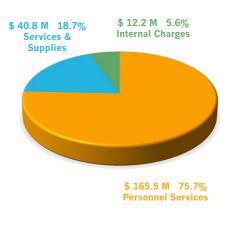


Through June 2020, General Fund expenditures are significantly below target at \$193.4M or 88.5% of the annual budget. Expenditures are \$33.7M or 14.8% lower than the same time last year. Personnel Services are \$22.4M or 13.8% lower than last year. This is primarily due to approximately \$20M in eligible public safety personnel costs that were moved from the General Fund and expensed in the AZCares Fund. Services & Supplies are \$14M lower than last year. Last year's expenditures were unusually high due to additional sales tax rebate payments made to correct an error in prior years. Internal Charges are \$2.7M higher than last year due to an increase in IT projects and worker's compensation claims.

#### General Fund Expenditure by Category

Favorable

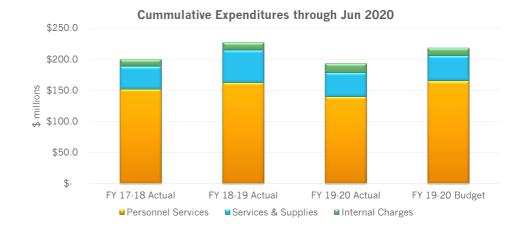
### FY 19-20 ADOPTED BUDGET



Total \$218.5M

Personnel Services \$ 15 Services & Supplies 3 Internal Charges 1

	FY 17-18	FY 18-19	FY 19-20	FY 19-20	FY 19 - 20
	Actual	Actual	Actual	Budget	% of Budget
\$	152,157,085	\$ 162,622,900	\$ 140,253,899	\$ 165,470,087	84.8%
	36,779,469	52,674,540	38,688,593	40,769,809	94.9%
	10,923,946	11,768,857	14,419,001	12,236,195	117.8%
\$	199,860,500	\$ 227,066,297	\$ 193,361,492	\$ 218,476,090	88.5%



Cummulative Expenditure through Jun 2020

FY 19 - 20 Total Budget \$ 16,924,349

				FY 19-20	
	FY 17-18	FY 18-19	FY 19-20	YTD	2-Year Avg
	Actual	Actual	Actual	% of	Historical YTD % of
	Revenue	Revenue	Revenue	Budget	Budget
Jul	\$ 1,202,437	\$ 1,325,928	\$ 1,577,993	9.3%	8.1%
Aug	1,151,037	1,415,845	1,515,423	18.3%	16.2%
Sep	1,820,011	1,420,556	1,485,904	27.1%	26.6%
Oct	1,272,949	1,638,784	1,439,853	35.6%	35.8%
Nov	1,216,710	1,364,537	1,495,596	44.4%	44.1%
Dec	1,691,906	1,407,902	1,415,482	52.8%	53.9%
Jan	1,363,394	1,418,840	1,565,159	62.0%	62.8%
Feb	1,266,677	1,615,972	1,523,207	71.0%	72.0%
Mar	1,346,519	1,411,580	1,511,097	79.9%	80.8%
Apr	1,506,303	1,614,963	1,399,087	88.2%	90.7%
May	1,344,129	1,545,790	1,132,710	94.9%	99.9%
Jun	1,782,687	1,688,769	1,384,924	103.1%	111.0%
Total	\$ 16,964,757	\$ 17,869,467	\$ 17,446,434	103.1%	111.0%

522,085

\$

**HURF** Revenue \$2.0 \$1.8 \$1.6 \$1.4 \$ millions \$1.2 \$1.0 \$0.8 \$0.6 \$0.4 \$0.2 \$-FY 17-18 Actual FY 18-19 Actual FY 19-20 Actual

Through June 2020, Highway User Revenue Fund (HURF) revenues are above target at \$17.4M or 103.1% of the annual budget. The largest component of HURF revenues is gasoline tax which has been impacted by reduced commuting and traveling as a result of the COVID-19 pandemic. Though June 2020, combined HURF revenues are \$423k lower than last year. Fees, licenses and permits are \$287k higher than last year. This is due to an increase in barricade permit fees. For fiscal year 2020, HURF received \$576k of special distribution revenue from the State of Arizona.

-7.9%

Trend Variance

Highway User Revenues Fees, Licenses, Permits & Arena

Other Revenues

### G HURF Revenue by Category

## FY 19-20 ADOPTED BUDGET



\$ 0.2 M 1.2%

\$ 16.7 M 98.8% Highway User Revenues

Total \$16.9M

#### Cummulative Revenue through Jun 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	% of Budget
\$	16,002,976	\$ 16,844,112	\$ 16,564,321	\$ 16,724,349	99.0%
	-	442,104	729,116	200,000	364.6%
	961,782	583,250	152,997	-	0.0%
\$	16,964,757	\$ 17,869,467	\$ 17,446,434	\$ 16,924,349	103.1%



FY 19 - 20

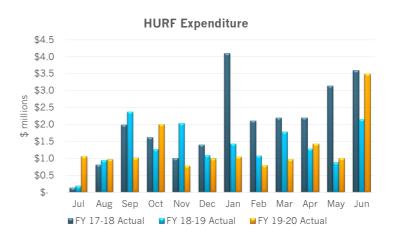
FY 19 - 20 Total Budget \$ 19,664,224

	FY 17-18	FY 18-19	FY 19-20	FY 19-20 YTD	2-Year Avg Historical
	Actual	Actual	Actual	% of	YTD % of
_	Expenditure	Expenditure	Expenditure	Budget	Budget
Jul	\$ 130,053	\$ 192,291	\$ 1,055,328	5.4%	0.6%
Aug	812,762	934,917	974,319	10.3%	3.7%
Sep	1,995,534	2,365,184	1,019,838	15.5%	11.5%
Oct	1,613,846	1,264,821	2,008,832	25.7%	16.4%
Nov	994,331	2,036,906	782,050	29.7%	22.1%
Dec	1,394,808	1,091,785	991,988	34.7%	26.4%
Jan	4,106,033	1,429,003	1,049,878	40.1%	35.3%
Feb	2,103,862	1,072,837	794,918	44.1%	40.6%
Mar	2,200,817	1,776,595	966,275	49.0%	47.4%
Apr	2,196,816	1,273,994	1,420,226	56.3%	53.3%
May	3,136,693	886,992	996,738	61.3%	59.7%
Jun	3,599,015	2,150,956	3,489,204	79.1%	62.2%
Total	\$ 24,284,569	\$ 16,476,280	\$ 15,549,593	79.1%	59.7%

4.114.631

20.9%

Capital Outlay

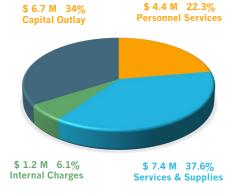


Through June 2020, HURF expenditures are significantly below target at \$15.5M or 79.1% of the annual budget. Expenditures are also \$927k or 5.6% lower than the same time last year. These variances are primarily due to \$6.7M in budgeted capital expenditures of which only 62.7% or \$4.2 million have been spent at the end of June. Unspent capital project appropriation is carried over to the next fiscal year. Services and Supplies are significantly below target at \$6.1M or 82.4% of the budget. This is due to unspent appropriation in the Right-of-Way division for city-wide right of way improvements that was carried over to FY 20-21. Through June 2020, HURF has salary savings of \$323k due to vacancies and a hiring freeze.

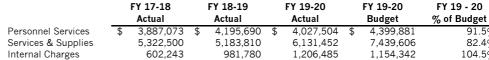
#### G HURF Expenditure by Category

Favorable

### **FY 19-20 ADOPTED BUDGET**



Total \$19.7M



14,472,753

24,284,569

Cummulative Expenditure through Jun 2020

6,115,000

\$

16,476,280

4,184,152

15,549,593

6,670,395

19,664,224

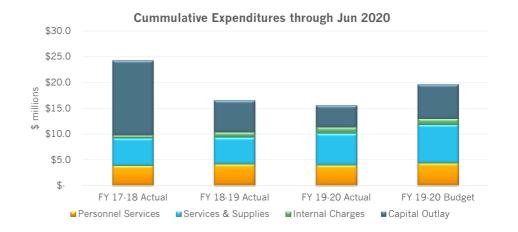


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91.5%

82.4% 104.5%

62.7%

79.1%

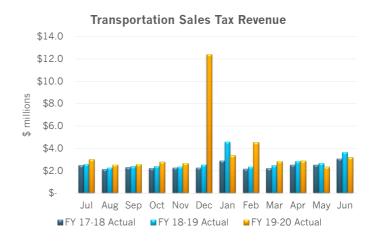
#### C Transportation Sales Tax Revenue Monthly Analysis

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	FY 19 ·	- 20	Total Budget	*	30,592,943		
	FY 17-18 Actual Revenue		FY 18-19 Actual Revenue		FY 19-20 Actual Revenue	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 2,491,135	\$	2,589,298	\$	3,029,982	9.9%	9.5%
Aug	2,098,626		2,270,395		2,526,038	18.2%	17.6%
Sep	2,319,692		2,401,201		2,581,641	26.6%	26.4%
Oct	2,211,217		2,384,313		2,801,746	35.8%	35.0%
Nov	2,269,661		2,354,585		2,643,637	44.4%	43.6%
Dec	2,235,435		2,504,687		12,388,650	84.9%	52.5%
Jan	2,900,039		4,571,558		3,371,054	95.9%	66.3%
Feb	2,147,461		2,336,982		4,544,824	110.8%	74.7%
Mar	2,199,206		2,462,274		2,815,606	120.0%	83.4%
Apr	2,547,887		2,847,139		2,877,840	129.4%	93.4%
May	2,546,154		2,637,755		2,346,069	137.0%	103.1%
Jun	3,071,755		3,643,185		3,170,972	147.4%	115.6%
Total	\$ 29,038,268	\$	33,003,371	\$	45,098,060	147.4%	115.6%

YTD Budget Variance

\$ 14,505,117



Through June 2020, Transportation Sales Tax Fund revenues are significantly above target at \$45.1M or 147.4% of the annual budget. Revenues are \$12.1M or 36.7% higher than the same time last year. This is primarily due to \$8.9M in grant revenue from the Federal Aviation Administration (FAA) for land acquisition at the Glendale Airport. Excluding the FAA grant revenue, Transportation Sales Tax revenues are \$3.2M or 9.7% higher than the same time last year. Monthly Transportation Sales Tax detail by category can be found on page 7 of this report.

31.8%

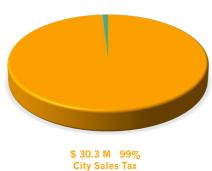
Trend Variance

#### C Transportation Sales Tax Revenue by Category

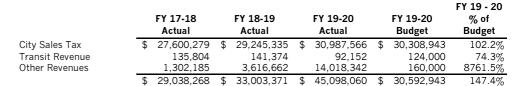
**Favorable** 

#### **FY 19-20 ADOPTED BUDGET**

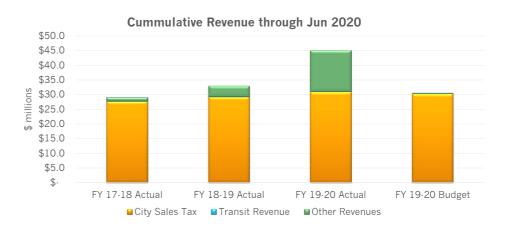
\$ 0.1 M 0.3% \$ 0.2 M 0.7% Other Revenues



Total \$30.6M



Cummulative Revenue through Jun 2020

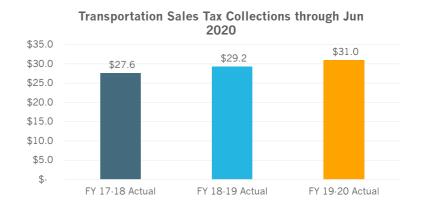


For each year, Transportation Sales Tax Revenue reported through June represents sales and business activity through May.

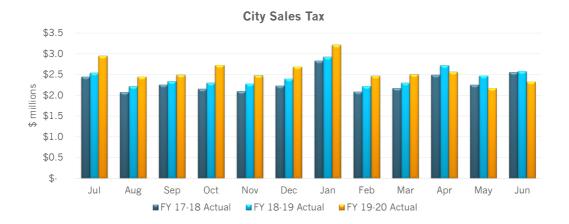
The graph to the right depicts historical year-to-date Transportation sales tax revenue from FY 2017-18 through FY 2019-20.

Through June 2020, Transportation sales tax revenues increased by \$1.7M or 6% over the same time last year as a result of growth in retail sales (\$1M) and contracting (\$1.2M).

For June 2020, Transportation sales tax revenues decreased by \$245k over last year as a result of the COVID-19 "stay-at-home" executive order.



The graph below compares monthly Transportation Sales Tax collections for three years.



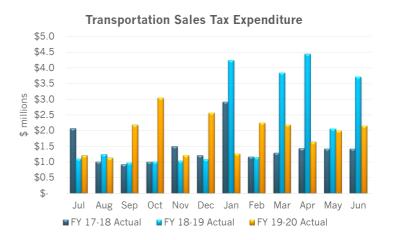
#### Category Transportation Sales Tax Collections by Category

		Current	Mc	onth - Jun 202	0	Fiscal Year to Date - Jun 2020						
		FY 18-19 Actual		FY 19-20 Actual	% Change		FY 18-19 Actual		FY 19-20 Actual	% Change		
Tax Revenue by Business Activit	ies				-							
Amusement	\$	57,096	\$	(249,550)	-537.1%	\$	864,994	\$	498,460	-42.4%		
Contracting		119,361		467,494	291.7%		1,239,423		2,399,272	93.6%		
Hotels		17,891		2,353	-86.8%		293,542		238,492	-18.8%		
Rentals		342,553		375,153	9.5%		3,950,777		4,128,881	4.5%		
Restaurant/Bar		257,582		159,398	-38.1%		2,849,232		2,669,021	-6.3%		
Retail over 5K		274,281		100,491	-63.4%		2,114,800		2,185,184	3.3%		
Retail Sales		1,318,160		1,250,910	-5.1%		15,173,447		16,113,337	6.2%		
Utilities		103,328		129,422	25.3%		1,534,202		1,487,679	-3.0%		
Penalty & Interest		-										
Other		79,746		89,700	12.5%		1,224,919		1,267,240	3.5%		
Totals	\$	2,569,997	\$	2,325,371	-9.5%	\$	29,245,335	\$	30,987,566	6.0%		

FY 19 - 20 Total Budget \$ 25,774,256

		FY 17-18		FY 18-19	FY 19-20	FY 19-20	2-Year Avg
						YTD	Historical
	_	Actual	_	Actual	Actual	% of	YTD % of
		Expenditure	Е	xpenditure	Expenditure	Budget	Budget
Jul	\$	2,070,535	\$	1,094,768	\$ 1,215,027	4.7%	6.2%
Aug		1,004,019		1,234,923	1,121,603	9.1%	10.4%
Sep		918,254		977,465	2,183,936	17.5%	14.0%
Oct		1,000,672		1,002,241	3,041,704	29.3%	17.8%
Nov		1,489,274		1,028,968	1,208,472	34.0%	22.7%
Dec		1,212,387		1,078,874	2,554,576	43.9%	27.1%
Jan		2,909,956		4,237,901	1,260,820	48.8%	40.4%
Feb		1,166,419		1,146,024	2,245,792	57.5%	44.9%
Mar		1,286,036		3,838,714	2,177,789	66.0%	54.1%
Apr		1,438,239		4,437,565	1,631,651	72.3%	64.8%
May		1,416,255		2,055,390	1,995,366	80.1%	71.3%
Jun		1,421,028		3,709,999	2,148,592	88.4%	-42.1%
Total	\$	17,333,075	\$	25,842,833	\$ 22,785,328	88.4%	71.3%

YTD Budget Variance 2.988,928 11.6%

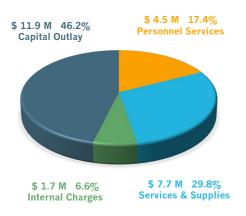


Through June 2020, Transportation Sales Tax Fund expenditures are significantly below target at \$22.8M or 88.4% of the annual budget. Expenditures are \$3.1M or 11.8% lower than the same time last year. These variances are primarily due to \$11.9M in budgeted capital expenditures of which only 79.7% or \$9.5M have been spent at the end of June. Unspent capital project appropriation is carried over to the next fiscal year. Through June 2020, the Transportation Sales Tax Fund has salary savings of \$301k due to vacancies and a hiring freeze.

#### Category Transportation Sales Tax Expenditure by Category

## **FY 19-20 ADOPTED BUDGET**

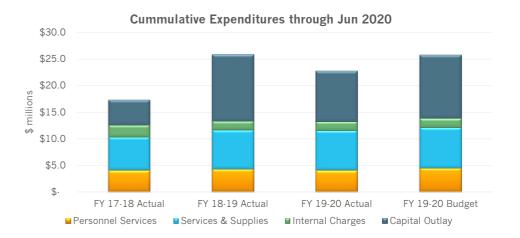
**Favorable** 



Total \$25.8M

### Cummulative Expenditure through Jun 2020

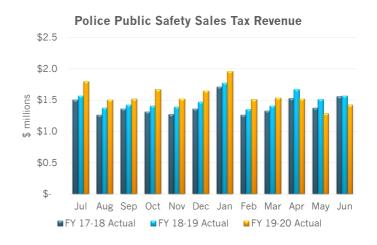
	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Personnel Services	\$ 4,080,442	\$ 4,338,384	\$ 4,088,238	\$ 4,478,726	91.3%
Services & Supplies	6,297,457	7,325,635	7,477,982	7,670,577	97.5%
Internal Charges	2,222,591	1,679,876	1,728,689	1,715,214	100.8%
Capital Outlay	4,732,585	12,498,938	9,490,420	11,909,739	79.7%
	\$ 17,333,075	\$ 25,842,833	\$ 22,785,328	\$ 25,774,256	88.4%



	FY 19	- 20	<b>Total Budget</b>	\$ 18,094,660		
					FY 19-20	2-Year Avg
	FY 17-18		FY 18-19	FY 19-20	YTD	Historical
	Actual		Actual	Actual	% of	YTD % of
	Revenue		Revenue	Revenue	Budget	Budget
Jul \$	1,507,334	\$	1,565,286	\$ 1,799,722	9.9%	9.0%
Aug	1,265,812		1,372,758	1,500,587	18.2%	16.8%
Sep	1,356,469		1,423,084	1,516,973	26.6%	24.9%
Oct	1,315,860		1,409,446	1,674,905	35.9%	32.9%
Nov	1,274,477		1,392,921	1,518,708	44.3%	40.8%
Dec	1,357,509		1,470,468	1,646,359	53.4%	49.1%
Jan	1,715,022		1,776,214	1,962,492	64.2%	59.3%
Feb	1,261,391		1,351,076	1,510,985	72.6%	67.0%
Mar	1,326,833		1,405,269	1,535,070	81.1%	75.0%
Apr	1,525,137		1,671,132	1,517,574	89.4%	84.4%
May	1,377,595		1,513,983	1,291,783	96.6%	92.9%
Jun	1,562,252		1,567,752	1,425,166	104.5%	102.1%
Total \$	16,845,691	\$	17,919,390	\$ 18,900,323	104.5%	102.1%

980,933

\$



Through June 2020, Police Public Safety Sales Tax Fund revenues are above target at \$18.9M or 104.5% of the annual budget. Revenues are \$981k or 5.5% higher than the same time last year. Monthly Police Public Safety City Sales Tax detail by category can be found on page 10 of this report.

Trend Variance

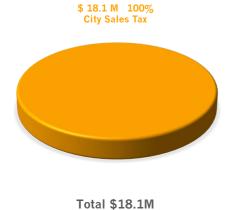
2.4%

Due to the change in the method of accounting and budgeting for enhanced police services, there are no budgeted expenditures in this fund and all uses are accounted for as transfers to the General Fund.

5.5%

#### Police Public Safety Sales Tax Revenue by Category

#### Cummulative Revenue through Jun 2020 FY 19 - 20 FY 17-18 FY 18-19 FY 19-20 FY 19-20 % of Actual Actual Actual **Budget Budget FY 19-20 ADOPTED BUDGET** 104.5% 16,845,691 17,919,390 18,900,323 18,094,660 City Sales Tax 16,845,691 17,919,390 18,900,323 18,094,660 104.5%



**Favorable** 

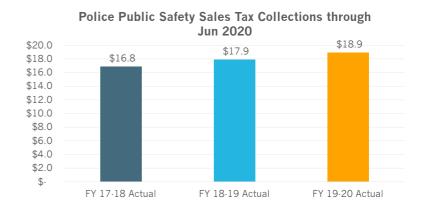


For each year, Police Public Safety Sales Tax Revenue reported through June represents sales and business activity through May.

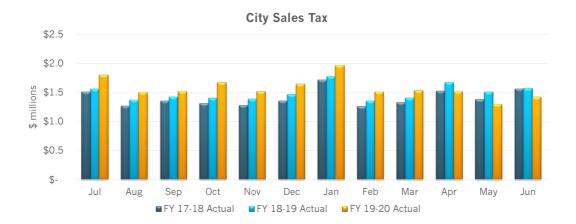
The graph to the right depicts historical year-to-date Police Public Safety sales tax revenue from FY 2017-18 through FY 2019-20.

Through June 2020, Police Public Safety sales tax revenues increased by \$981k or 5.5% over the same time last year as a result of growth in retail sales (\$493k) and contracting (\$773k).

For June 2020, Police Public Safety sales tax revenues decreased by a \$143k over last year as a result of the COVID-19 "stay-at-home" executive order.



The graph below compares monthly Police Public Safety sales tax collections for three years.



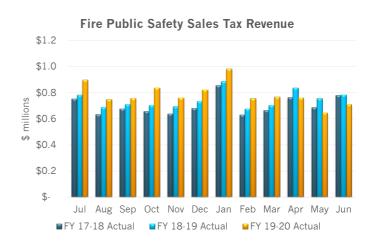
### Police Public Safety Sales Tax Collections by Category

		Currer	t Mo	onth - Jun 2020	)	Fiscal Ye	ar to	Date - Jun 2020	0
		FY 18-19 Actual		FY 19-20 Actual	% Change	FY 18-19 Actual		FY 19-20 Actual	% Change
Tax Revenue by Business Activ	vities								
Amusement	\$	38,072	\$	(166,400)	-537.1%	\$ 576,778	\$	332,373	-42.4%
Contracting		79,590		311,725	291.7%	826,447		1,599,834	93.6%
Hotels		11,930		1,569	-86.8%	195,734		159,026	-18.8%
Rentals		228,414		250,152	9.5%	2,634,378		2,753,138	4.5%
Restaurant/Bar		171,755		106,286	-38.1%	1,899,868		1,779,704	-6.3%
Retail over 5K		182,891		67,007	-63.4%	1,410,149		1,457,081	3.3%
Retail Sales		733,041		708,716	-3.3%	8,536,097		8,982,159	5.2%
Utilities		68,899		86,299	25.3%	1,023,006		991,984	-3.0%
Penalty & Interest				-					
Other		53,161		59,812	12.5%	816,934		845,024	3.4%
Totals	\$	1,567,752	\$	1,425,166	-9.1%	\$ 17,919,390	\$	18,900,323	5.5%

		FY 19 -	20	Total Budget	\$	9,111,495		
		FY 17-18 Actual Revenue		FY 18-19 Actual Revenue		FY 19-20 Actual Revenue	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$	753.208	\$	782.162	\$	899.304	9.9%	9.0%
Aug	•	632,522	,	685,959	•	749,830	18.1%	16.6%
Sep		677,816		711,102		758,017	26.4%	24.7%
Oct		657,529		704,289		836,935	35.6%	32.7%
Nov		636,850		696,031		758,896	43.9%	40.5%
Dec		678,340		734,779		822,670	53.0%	48.7%
Jan		856,984		887,556		980,638	63.7%	58.9%
Feb		630,312		675,121		755,025	72.0%	66.5%
Mar		663,014		702,198		767,061	80.4%	74.4%
Apr		762,106		835,051		758,310	88.8%	83.8%
May		688,379		756,524		645,486	95.8%	92.2%
Jun		780,600		783,392		712,142	103.7%	101.3%
Total	\$	8,417,659	\$	8,954,164	\$	9,444,314	103.7%	101.3%

332,819

\$



Through June 2020, Fire Public Safety Sales Tax Fund revenues are above target at \$9.4M or 103.7% of the annual budget. Revenues are \$490k or 5.5% higher than the same time last year. Monthly Police Public Safety City Sales Tax detail by category can be found on page 12 of this report.

Trend Variance

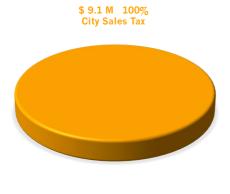
2.3%

Due to the change in the method of accounting and budgeting for enhanced fire services, there are no budgeted expenditures in this fund and all uses are accounted for as transfers to the General Fund.

### Fire Public Safety Sales Tax Revenue by Category

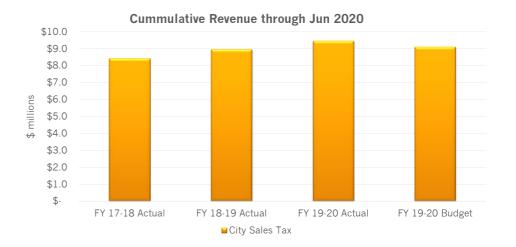
#### FY 19 - 20 FY 17-18 FY 18-19 FY 19-20 FY 19-20 % of Actual Actual Actual Budget Budget **FY 19-20 ADOPTED BUDGET** 103.7% City Sales Tax 8,417,659 8,954,164 9,444,314 9,111,495 9,444,314 9,111,495 8,417,659 \$ 8,954,164 \$ 103.7%

Cummulative Revenue through Jun 2020



Total \$9.1M

**Favorable** 

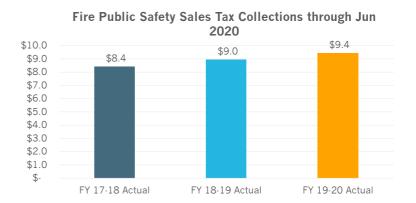


For each year, Fire Public Safety Sales Tax Revenue reported through June represents sales and business activity through May.

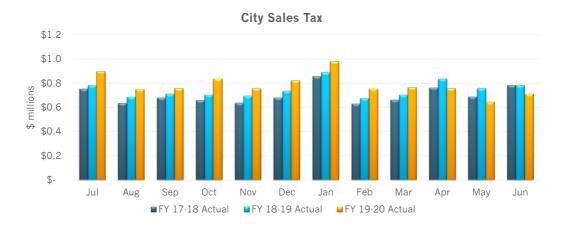
The graph to the right depicts year-to-date Fire Public Safety historical sales tax revenue from FY 2017-18 through FY 2019-20.

Through June 2020, Fire Public Safety Sales Tax revenues increased by \$490k or 5.5% over the same time last year as a result of growth in retail sales (\$246k) and contracting (\$386k).

For June 2020, Fire Public Safety sales tax revenues decreased by \$71k over last year as a result of the COVID-19 "stay-at-home" executive order.



The graph below compares monthly Fire Public Safety sales tax collections for three years.



#### Fire Public Safety Sales Tax Collections by Category

		Curren	t Mo	nth - Jun 202	0	Fiscal Ye	ar to	Date - Jun 202	0
		FY 18-19 Actual		FY 19-20 Actual	% Change	FY 18-19 Actual		FY 19-20 Actual	% Change
Tax Revenue by Business Ac	tivities								
Amusement	\$	19,024	\$	(83,150)	-537.1%	\$ 288,216	\$	166,087	-42.4%
Contracting		39,771		155,769	291.7%	412,976		799,437	93.6%
Hotels		5,961		784	-86.8%	97,808		79,466	-18.8%
Rentals		114,139		125,001	9.5%	1,316,399		1,375,743	4.5%
Restaurant/Bar		85,826		53,111	-38.1%	949,364		889,318	-6.3%
Retail over 5K		91,390		33,484	-63.4%	704,651		728,103	3.3%
Retail Sales		366,284		354,131	-3.3%	4,265,310		4,488,198	5.2%
Utilities		34,429		43,123	25.3%	511,196		495,695	-3.0%
Penalty & Interest		-		-		-		-	
Other		26,567		29,888	12.5%	408,244		422,268	3.4%
Totals	\$	783 392	\$	712 142	-9 1%	\$ 8 954 164	\$	9 444 314	5.5%

#### FY 19 - 20 Total Budget \$ 94,030,000

	FY 17-18 Actual Revenue	FY 18-19 Actual Revenue	FY 19-20 Actual Revenue	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 8,056,936	\$ 8,727,245	\$ 8,727,230	9.3%	9.6%
Aug	7,823,688	8,740,360	9,091,694	19.0%	19.2%
Sep	7,944,971	8,430,060	8,934,907	28.5%	28.6%
Oct	7,380,360	8,027,136	8,434,219	37.4%	37.4%
Nov	6,928,051	8,327,443	7,686,524	45.6%	46.2%
Dec	6,757,011	7,050,953	7,313,150	53.4%	54.1%
Jan	6,663,310	6,889,304	6,780,996	60.6%	61.9%
Feb	6,579,182	6,400,177	6,508,406	67.5%	69.4%
Mar	12,174,323	6,578,701	6,997,832	74.9%	80.4%
Apr	6,642,359	9,023,873	6,653,994	82.0%	89.3%
May	7,603,954	8,240,294	8,148,218	90.7%	98.4%
Jun	9,601,677	8,474,218	8,758,358	100.0%	3.4%
Total	\$ 94,155,823	\$ 94,909,765	\$ 94,035,528	100.0%	98.4%

\$14.0
\$12.0
\$10.0
\$38.0
\$4.0
\$2.0
\$Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun

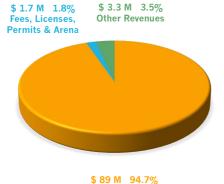
FY 17-18 Actual FY 18-19 Actual FY 19-20 Actual

YTD Budget Variance Trend Variance
Favorable \$ 5,528 1.6%

Through June 2020, combined Water and Sewer Enterprise Fund revenues are on target at \$94.M or 100% of the annual budget Water Revenues are at \$52.9M which is \$3.0M or 5.7% higher than the same time last year. Sewer Revenues are at \$35.7M which is \$641k or 1.8% lower than last year due to decreased consumption during the 3 month period when sewer fees are calculated for the upcoming year. Fees, Licenses, Permits & Arena revenues are significantly above target at \$2.5M or 146.4% of the annual budget. This is due to an increase in Development Impact Fee revenues. Other Revenues are \$2.9M lower than last year. This is due to \$1.9M in land proceeds in the prior year. The spike in revenues in March FY 17-18 is due to the \$5.7M sale of a parcel of land at 99th Avenue and Bethany Home Road.

#### G Water Services Revenue by Category

#### **FY 19-20 ADOPTED BUDGET**



Water & Sewer Revenues

Total \$94M

#### Water & Sewer Revenues Fees, Licenses, Permits & Arena Other Revenues

FY 17-18 Actual	FY 18-19 Actual		FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
\$ 83,556,215	\$ 87,192,336	\$	88,672,776	\$ 88,998,713	99.6%
1,558,259	1,957,255		2,488,516	1,700,000	146.4%
9,041,349	5,760,174		2,874,236	3,331,287	86.3%
\$ 9/1155 823	\$ 9/1 9/19 7/65	Φ.	9/1 035 528	\$ 84 U3U UUU	100 007



Cummulative Revenue through Jun 2020

#### G Water Services Expenditure Monthly Analysis

FY 19 - 20 Total Budget \$ 139,476,583

		FY 17-18 Actual		FY 18-19 Actual		FY 19-20 Actual	FY 19-20 YTD % of	2-Year Avg Historical YTD % of
-	E	Expenditure	E	Expenditure	I	Expenditure	Budget	Budget
Jul	\$	2,710,767	\$	3,559,142	\$	2,873,226	2.1%	2.9%
Aug		6,641,398		9,034,219		6,453,568	6.7%	10.0%
Sep		7,765,371		8,306,071		6,103,095	11.1%	17.4%
Oct		6,383,088		5,831,818		6,476,420	15.7%	22.9%
Nov		6,476,936		8,947,214		5,206,823	19.4%	30.0%
Dec		6,178,272		7,509,900		12,666,275	28.5%	36.2%
Jan		7,050,075		8,226,273		7,704,366	34.0%	43.2%
Feb		7,655,631		5,106,359		7,270,111	39.3%	49.1%
Mar		7,196,778		10,174,862		7,949,960	45.0%	57.0%
Apr		5,605,381		5,971,942		7,584,154	50.4%	62.3%
May		6,715,257		6,961,967		9,244,513	57.0%	68.5%
Jun		15,206,843		12,712,862		10,001,265	64.2%	-21.3%
Total	\$	85,585,797	\$	92,342,630	\$	89,533,778	64.2%	68.5%
						YTD Budget V	ariance	

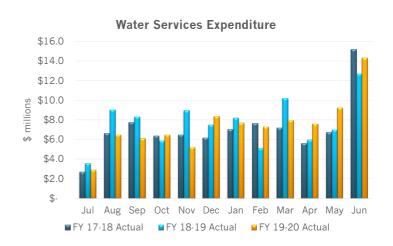
49,942,806

35.8%

Personnel Services Services & Supplies

Internal Charges

Capital Outlay



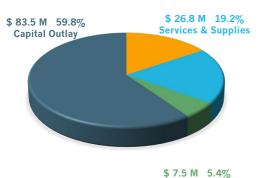
Through June 2020, expenditures in the Water and Wastewater Enterprise Fund are significantly below target at \$89.5M or 64.2% of the annual budget. Expenditures are also \$2.8M or 3.0% lower than last year. These variances are primarily due to \$83.4M in budgeted capital expenditures of which only 45.2% or \$37.7M have been spent at the end of June. Unspent capital project appropriation is carried over to the next fiscal year. Services and Supplies are significantly below target at \$23.9M, or 89.1% of the annual budget. This is due to lower electricity usage and equipment maintenance costs. Through June 2020, Water Services has salary savings of \$1.3M due to vacancies and a hiring freeze.

**Favorable** 

#### Water Services Expenditure by Category

### **FY 19-20 ADOPTED BUDGET**

\$ 21.7 M 15.6% **Personnel Services** 

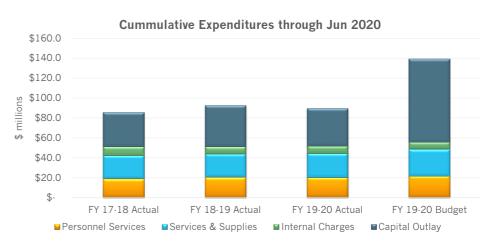


**Internal Charges** 

Total \$139.5M

#### Cummulative Expenditure through Jun 2020

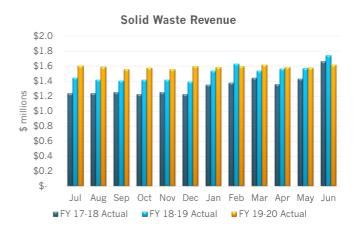
	FY 17-18	FY 18-19	FY 19-20	FY 19-20	FY 19 - 20
	Actual	Actual	Actual	Budget	% of Budget
\$	19,021,747	\$ 20,475,836	\$ 20,326,793	\$ 21,718,890	93.6%
	23,451,596	23,440,833	23,934,358	26,848,009	89.1%
	8,817,475	7,417,080	7,590,685	7,518,610	101.0%
	34,294,979	41,008,880	37,681,941	83,391,074	45.2%
\$	85 585 797	\$ 92 342 630	\$ 89 533 778	\$ 139 476 583	64 2%



FY 19 - 20 Total Budget \$ 19,219,096

_	FY 17-18 Actual Revenue	FY 18-19 Actual Revenue	FY 19-20 Actual Revenue	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul \$	1,235,558	\$ 1,442,847	\$ 1,602,458	8.3%	8.0%
Aug	1,237,128	1,415,859	1,589,509	16.6%	16.0%
Sep	1,251,304	1,404,102	1,555,991	24.7%	24.0%
Oct	1,226,073	1,414,451	1,578,696	32.9%	32.0%
Nov	1,247,966	1,416,827	1,553,747	41.0%	40.0%
Dec	1,220,236	1,388,297	1,599,062	49.3%	47.8%
Jan	1,351,769	1,536,728	1,581,681	57.6%	56.5%
Feb	1,378,963	1,629,755	1,595,178	65.9%	65.5%
Mar	1,444,935	1,536,712	1,616,602	74.3%	74.5%
Apr	1,355,080	1,560,217	1,582,254	82.5%	83.3%
May	1,426,678	1,571,059	1,575,965	90.7%	92.3%
Jun	1,664,854	1,743,735	1,616,618	99.1%	92.3%
Total \$	16,040,545	\$ 18,060,588	\$ 19,047,761	99.1%	92.3%

(171,335)



Through June 2020, combined Solid Waste revenues are on target at 19.0M or 99.1% of the annual budget. Residential Solid Waste revenues are on target at \$14.7M or 99.9% of the annual budget and increased \$978k over last year. The increase in revenue is due to the increase in residential solid waste rates approved by Council in FY18-19. Commercial Solid Waste revenues are \$122k higher than last year.

Trend Variance

6.8%

#### Solid Waste Revenue by Category

## FY 19-20 ADOPTED BUDGET

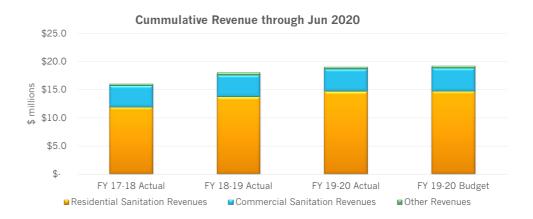


Total \$19.2M

Revenues

Residential Sanitation Revenues
Commercial Sanitation Revenues
Other Revenues

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	% of Budget
9	11,957,937	\$ 13,747,972	\$ 14,725,693	\$ 14,739,384	99.9%
	3,769,065	3,866,934	3,988,848	4,109,697	97.1%
	313,543	445,682	333,220	370,015	90.1%
9	16,040,545	\$ 18,060,588	\$ 19,047,761	\$ 19,219,096	99.1%



Cummulative Revenue through Jun 2020

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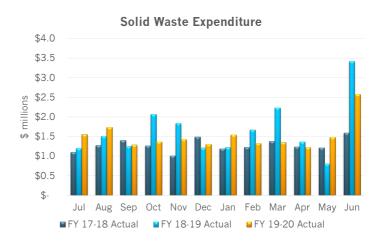
FY 19 - 20

FY 19 - 20 Total Budget \$ 18.842.047

_	FY 17-18 Actual Expenditure	FY 18-19 Actual Expenditure	FY 19-20 Actual Expenditure	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 1,100,503	\$ 1,194,621	\$ 1,558,064	8.3%	7.0%
Aug	1,273,950	1,498,683	1,733,656	17.5%	15.4%
Sep	1,395,882	1,247,044	1,281,548	24.3%	23.6%
Oct	1,260,795	2,061,499	1,359,735	31.5%	33.5%
Nov	1,006,849	1,829,489	1,431,242	39.1%	42.0%
Dec	1,485,901	1,207,185	1,303,950	46.0%	50.3%
Jan	1,190,463	1,215,889	1,536,982	54.2%	57.7%
Feb	1,219,094	1,662,440	1,328,259	61.2%	66.4%
Mar	1,373,938	2,229,750	1,345,868	68.4%	77.2%
Apr	1,229,227	1,361,903	1,220,130	74.8%	85.1%
May	1,204,202	798,882	1,480,742	82.7%	91.3%
Jun	1,589,283	3,418,290	2,567,936	96.3%	-24.9%
Total	\$ 15,330,088	\$ 19,725,676	\$ 18,148,113	96.3%	91.3%

3.7%

693,934



Through June 2020, expenditures in the Solid Waste Enterprise Fund are below target at \$18.1M or 96.3% of the annual budget. Expenditures are also \$1.6M or 8% lower than last year. These variances are primarily due to \$2.8M in budgeted capital expenditures, of which only 50.8% or \$1.4M have been spent at the end of June. Unspent capital project appropriations are carried over to the next fiscal year. Services and Supplies are significantly above target at \$8.4M, which is 111.3% of the annual budget. This is due to an increase in shop charges for repair and maintenance costs of aging vehicles. Through June 2020, Solid Waste has salary savings of \$328k due to vacancies and a hiring freeze.

#### G Solid Waste Expenditure by Category

## FY 19-20 ADOPTED BUDGET

\$ 2.8 M 14.9% Capital Outlay

**Favorable** 

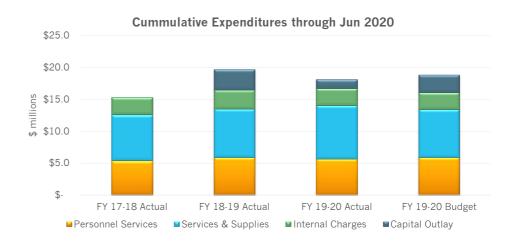


\$ 7.5 M 39.9% Services & Supplies

**Total \$18.8M** 

#### Cummulative Expenditure through Jun 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Personnel Services	\$ 5,390,871	\$ 5,884,515	\$ 5,635,224	\$ 5,882,970	95.8%
Services & Supplies	7,192,304	7,585,201	8,390,690	7,535,922	111.3%
Internal Charges	2,731,597	3,005,530	2,713,684	2,649,108	102.4%
Capital Outlay	15,316	3,250,430	1,408,516	2,774,046	50.8%
	\$ 15.330.088	\$ 19.725.676	\$ 18.148.113	\$ 18.842.047	96.3%



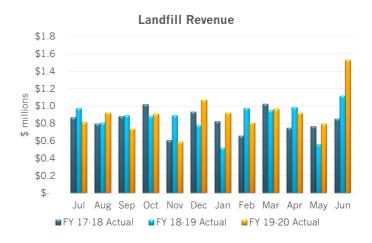
#### FY 19 - 20 Total Budget \$ 10,837,048

	FY 17-18 Actual Revenue	FY 18-19 Actual Revenue			FY 19-20 Actual Revenue	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 870,596	\$	974,430	\$	812,149	7.5%	8.6%
Aug	796,835		805,425		924,592	16.0%	16.1%
Sep	880,881		894,862		737,968	22.8%	24.4%
Oct	1,018,593		883,150		909,786	31.2%	33.3%
Nov	605,181		895,100		588,781	36.7%	40.3%
Dec	933,012		777,628		1,070,891	46.5%	48.3%
Jan	822,371		520,213		920,017	55.0%	54.6%
Feb	656,395		971,973		806,233	62.5%	62.2%
Mar	1,026,041		948,665		966,796	71.4%	71.4%
Apr	749,660		983,033		920,491	79.9%	79.5%
May	767,610		562,559		793,574	87.2%	85.8%
Jun	854,671		1,115,863		1,529,696	101.3%	85.8%
Total	\$ 9,981,846	\$	10,332,900	\$	10,980,975	101.3%	85.8%

YTD Budget Variance

143,927

\$



Through June 2020, combined Landfill revenues are on target at \$11.0M or 101.3% of the annual budget. Tipping fees are significantly above target at \$6.5M or 109.2% and are \$710k higher than last year. This is due to a flat rate fee put into effect at the Landfill to minimize personal interaction during the COVID-19 pandemic and increased tonnage. Recycling revenues are significantly below target at \$517k or 51.7% of the annual budget. This is due to reduced recycling services and the continued downward trend in the overall recycling commodities market.

15.6%

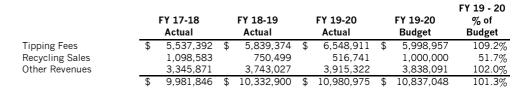
Trend Variance

#### Category Landfill Revenue by Category

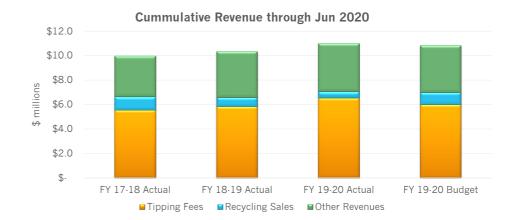
### FY 19-20 ADOPTED BUDGET



Total \$10.8M



Cummulative Revenue through Jun 2020

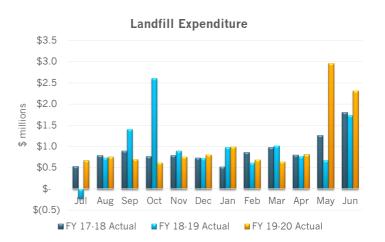


#### C Landfill Expenditure Monthly Analysis

FY 19 - 20 Total Budget \$ 16,900,589

				FY 19-20	2-Year Avg
	FY 17-18	FY 18-19	FY 19-20	YTD	Historical
	Actual	Actual	Actual	% of	YTD % of
	Expenditure	Expenditure	Expenditure	Budget	Budget
Jul S	\$ 531,048	\$ (229,031)	\$ 670,629	4.0%	0.8%
Aug	785,221	732,832	754,703	8.4%	5.4%
Sep	888,153	1,400,236	698,080	12.6%	12.3%
Oct	769,494	2,602,079	614,993	16.2%	22.5%
Nov	783,011	891,218	756,794	20.7%	27.5%
Dec	729,384	719,425	796,591	25.4%	31.9%
Jan	522,273	971,018	993,180	31.3%	36.4%
Feb	855,973	607,578	677,736	35.3%	40.7%
Mar	971,605	1,012,843	637,283	39.1%	46.7%
Apr	800,027	764,454	814,137	43.9%	51.3%
May	1,264,673	672,146	2,952,944	61.3%	57.1%
Jun	1,800,167	1,735,171	2,315,500	75.0%	33.4%
Total	\$ 10,701,028	\$ 11,879,968	\$ 12,682,572	75.0%	57.1%

YTD Budget Variance 4,218,017 25.0%

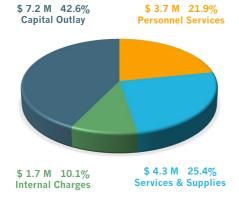


Through June 2020, expenditures in the Landfill Enterprise Fund are significantly below target \$12.7 or 75.0% of the annual budget. This is primarily due to \$7.2 M in budgeted capital expenditures of which only 51.4% or \$3.7M have been spent at the end of June. Through June 2020, Landfill has \$314k in salary savings due to vacancies and a hiring freeze.

#### Category Landfill Expenditure by Category

**Favorable** 

## FY 19-20 ADOPTED BUDGET



Total \$16.9M

	FY 17-18		FY 18-19		FY 19-20		FY 19-20		FY 19 - 20
		Actual		Actual		Actual		Budget	% of Budget
Personnel Services	\$	3,151,105	\$	3,419,264	\$	3,180,696	\$	3,662,399	86.8%
Services & Supplies		3,966,506		3,891,842		4,047,307		4,283,723	94.5%
Internal Charges		1,595,611		1,541,033		1,732,313		1,710,281	101.3%
Capital Outlay		1,987,806		3,027,829		3,722,256		7,244,186	51.4%
	\$	10,701,028	\$	11,879,968	\$	12,682,572	\$	16,900,589	75.0%

Cummulative Expenditure through Jun 2020

