



FINANCE DEPARTMENT MEMORANDUM

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Date: July 31, 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 new Monthly Financial Report for Fiscal Year 2019-20 through May 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 May if they are close to 92% 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. 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. 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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Through the Month Ended May 31, 2020

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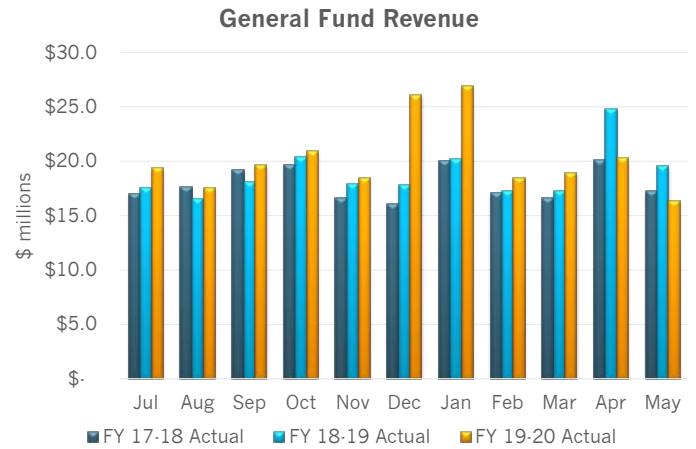
FY 19 - 20 Total Budget \$ 235,682,261

	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					
Total	\$ 197,420,225	\$ 207,582,654	\$ 223,049,209	94.6%	92.3%

Favorable

YTD Budget Variance
\$ 7,007,136

Trend Variance
2.3%



Through May 2020, General Fund revenues are slightly above target at \$223M or 94.6% of the annual budget. Revenues are \$15.5M or 7.5% 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 \$175.7M or 78.8% of General Fund revenues.

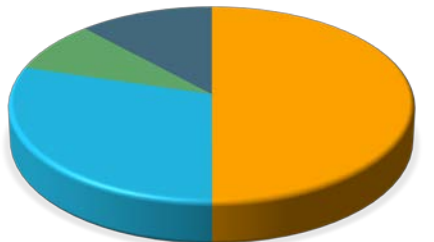
General Fund City Sales Tax collections are above target at \$112.5M or 95.5% of the annual budget. City Sales Tax increased by \$6.8M or 6.4% over the same time last year. General Fund City Sales Tax details by category can be found on page 2 of this report. State Shared Revenues are slightly below target at \$63.1M or 90.4% of the annual budget.

General Fund Revenue by Category

FY 19-20 ADOPTED BUDGET

\$ 20.1 M 8.5%
Fees, Licenses,
Permits & Arena

\$ 28 M 11.9%
Other Revenues



\$ 69.8 M 29.6%
State Shared
Revenue

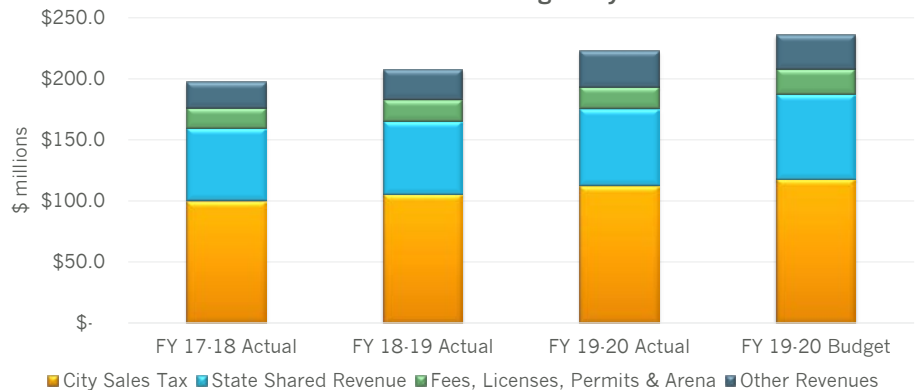
\$ 117.8 M 50%
City Sales Tax

Total \$235.7M

Cummulative Revenue through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
City Sales Tax	\$ 100,236,039	\$ 105,762,350	\$ 112,547,577	\$ 117,815,424	95.5%
State Shared Revenue	59,453,185	59,687,955	63,114,097	69,845,093	90.4%
Fees, Licenses, Permits	16,786,547	17,669,523	17,346,423	20,094,100	86.3%
Other Revenues	20,944,455	24,462,826	30,041,112	27,927,644	107.6%
	\$ 197,420,225	\$ 207,582,654	\$ 223,049,209	\$ 235,682,261	94.6%

Cummulative Revenue through May 2020



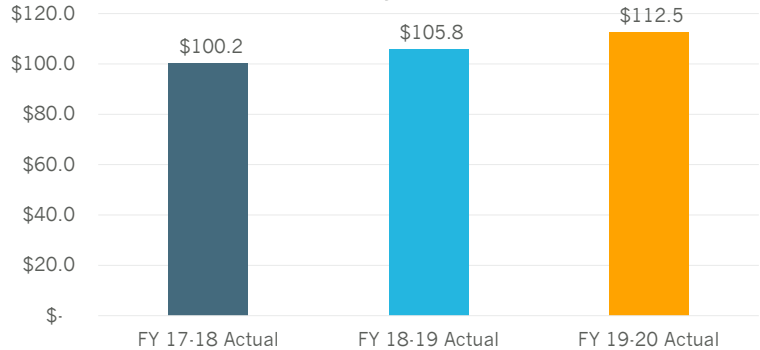
For each year, General Fund Sales Tax Revenue reported through May represents sales and business activity through April.

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

Through May 2020, General Fund sales tax revenues increased by \$6.8M or 6.4% over the same time last year as a result of growth in retail (\$4.4M), contracting (\$3.1M), and rental activity (\$373k).

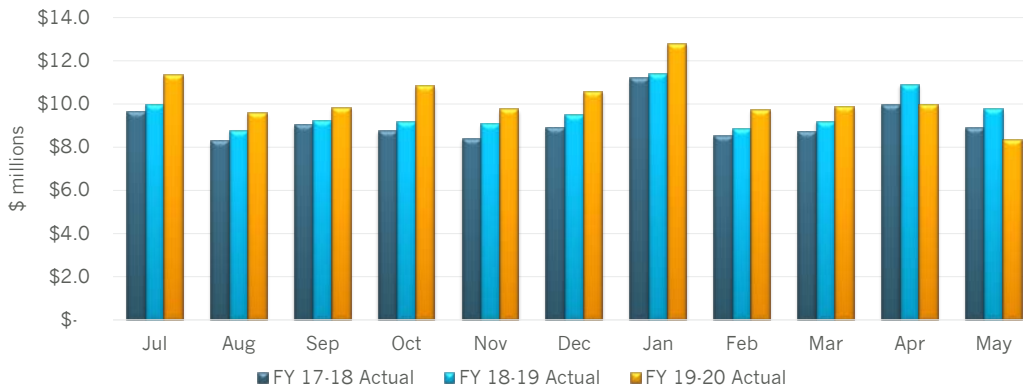
For April and May 2020, General Fund sales tax revenues decreased a total of \$2.3M (\$934k & \$1.4M, respectively) over last year as a result of the COVID-19 "stay-at-home" executive order.

General Fund City Sales Tax Collections through May 2020



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

City Sales Tax



General Fund City Sales Tax Collections by Category

	Current Month - May 2020			Fiscal Year to Date - May 2020		
	FY 18-19 Actual	FY 19-20 Actual	% Change	FY 18-19 Actual	FY 19-20 Actual	% Change
Tax Revenue by Business Activities						
Amusement	\$ 127,810	\$ 28,269	-77.9%	\$ 3,075,817	\$ 2,843,386	-7.6%
Contracting	452,011	697,917	54.4%	4,278,466	7,378,598	72.5%
Hotels	400,704	50,996	-87.3%	3,390,441	3,190,784	-5.9%
Rentals	1,152,585	1,042,672	-9.5%	11,588,886	11,961,749	3.2%
Restaurant/Bar	1,388,247	870,717	-37.3%	15,081,848	14,617,197	-3.1%
Retail over 5K	510,843	350,667	-31.4%	4,422,735	5,026,758	13.7%
Retail Sales	4,888,015	4,500,764	-7.9%	52,732,729	56,574,462	7.3%
Utilities	338,836	306,187	-9.6%	5,437,352	5,161,439	-5.1%
Penalty & Interest	5,944	-	-100.0%	69,740	27,938	-59.9%
Other	480,732	481,383	0.1%	5,684,336	5,765,267	1.4%
Totals	\$ 9,745,727	\$ 8,329,572	-14.5%	\$ 105,762,350	\$ 112,547,577	6.4%

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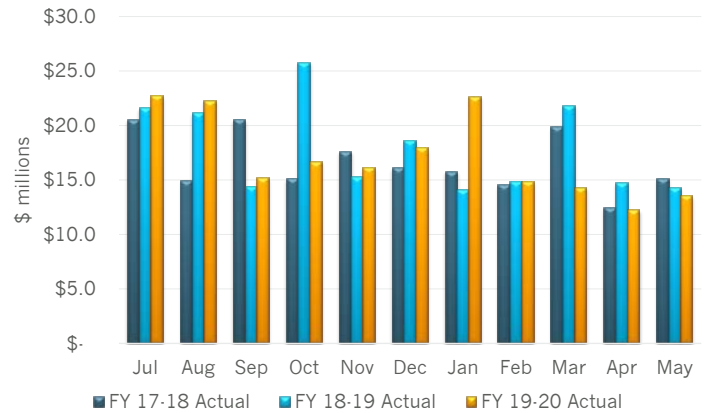
FY 19 - 20 Total Budget \$ 218,476,090

	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	\$ 20,539,538	\$ 21,581,263	\$ 22,702,479	10.4%	10.3%
Aug	14,872,837	21,150,147	22,282,867	20.6%	19.1%
Sep	20,485,977	14,358,337	15,150,938	27.5%	27.6%
Oct	15,085,856	25,718,715	16,655,684	35.1%	37.6%
Nov	17,590,172	15,279,851	16,146,057	42.5%	45.6%
Dec	16,100,892	18,592,045	17,902,438	50.7%	54.1%
Jan	15,724,790	14,059,667	22,618,605	61.1%	61.4%
Feb	14,566,589	14,839,524	14,843,701	67.9%	68.6%
Mar	19,866,969	21,841,517	14,276,914	74.4%	78.8%
Apr	12,459,710	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					
Total	\$ 182,412,915	\$ 196,389,076	\$ 188,350,170	86.2%	92.6%

YTD Budget Variance
\$ 11,919,580 5.5%

Favorable

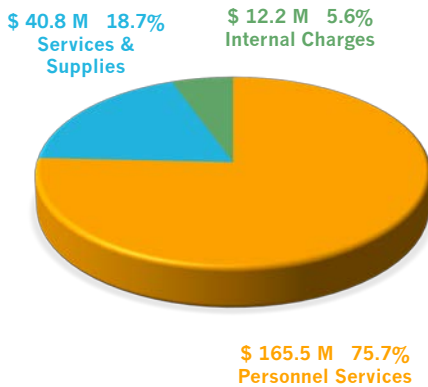
General Fund Expenditure



Through May 2020, General Fund expenditures are below target at \$188.4M or 86.2% of the annual budget. Expenditures are \$8.0M or 4.1% lower than the same time last year. Personnel Services are \$3.1M or 2.1% lower than last year due to a change in the method of accounting for salary expenditures for pay periods that cross fiscal years. Services & Supplies are \$6.6M lower than last year. Last years expenditures were unusually high due to additional sales tax rebate payments made to correct an error in prior years. Internal Charges are \$1.6M higher than last year due to an increase in IT projects and worker's compensation claims.

General Fund Expenditure by Category

FY 19-20 ADOPTED BUDGET

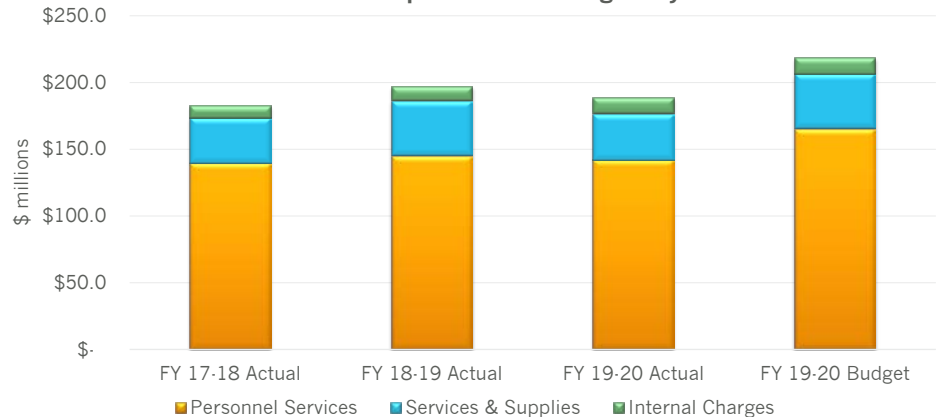


Total \$218.5M

Cummulative Expenditure through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Personnel Services	\$ 139,790,381	\$ 145,286,588	\$ 142,195,348	\$ 165,470,087	85.9%
Services & Supplies	33,797,213	41,138,286	34,541,323	40,653,147	85.0%
Internal Charges	8,867,783	9,964,201	11,613,499	12,119,533	95.8%
	\$ 182,455,377	\$ 196,389,076	\$ 188,350,170	\$ 218,242,766	86.3%

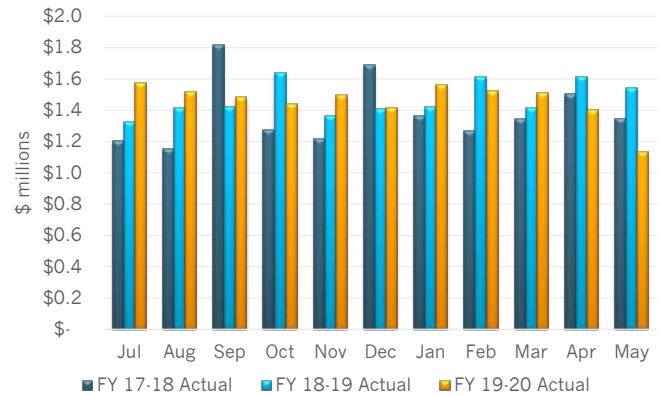
Cummulative Expenditures through May 2020



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

	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	\$ 1,202,437	\$ 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					
Total	\$ 15,182,070	\$ 16,180,697	\$ 16,061,510	94.9%	99.9%

HURF Revenue



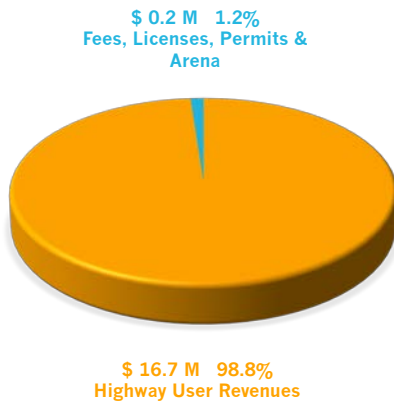
YTD Budget Variance \$ 547,523
Trend Variance -5.0%

Unfavorable

Through May 2020, Highway User Revenue Fund (HURF) revenues are above target at \$16.1M or 94.9% of the annual budget. Compared to historical trends, HURF revenues are 5% lower than the two-year historical average year-to-date revenues. 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. Revenues for April and May, respectively, are \$216k and 413k, lower than the prior year. Fees, licenses and permits are \$242k higher than last year. This is due to an increase in barricade permit fees.

HURF Revenue by Category

FY 19-20 ADOPTED BUDGET



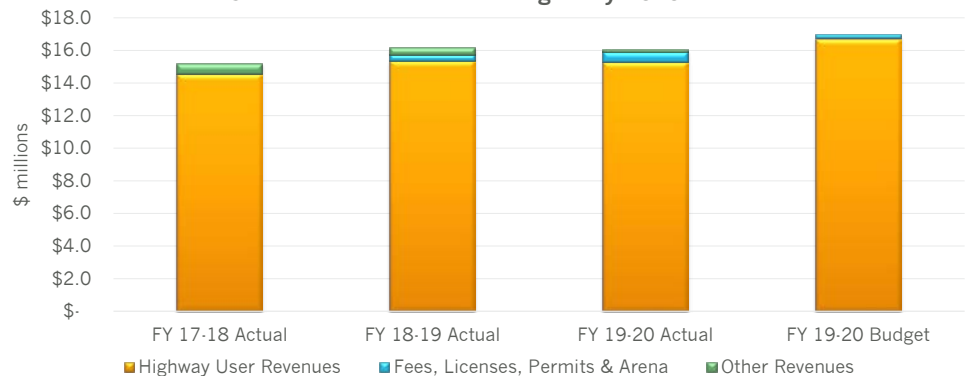
Total \$16.9M

Highway User Revenues
Fees, Licenses, Permits & Arena
Other Revenues

Cummulative Revenue through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Highway User Revenues	\$ 14,572,462	\$ 15,337,522	\$ 15,290,988	\$ 16,724,349	91.4%
Fees, Licenses, Permits & Arena	-	396,237	638,006	200,000	319.0%
Other Revenues	609,608	446,938	132,516	-	0.0%
Total	\$ 15,182,070	\$ 16,180,697	\$ 16,061,510	\$ 16,924,349	94.9%

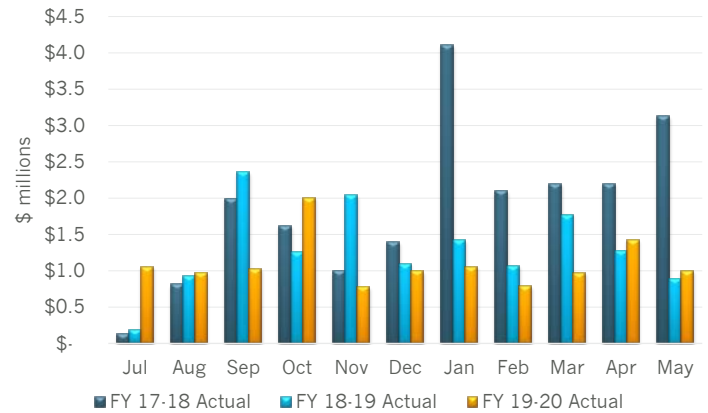
Cummulative Revenue through May 2020



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

	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	\$ 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					
Total	\$ 20,685,554	\$ 14,325,325	\$ 12,060,389	61.3%	59.7%

HURF Expenditure



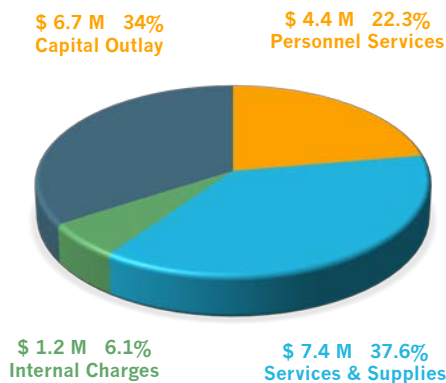
Favorable

\$ 5,965,150 30.3%

Through May 2020, HURF expenditures are below target at \$12.1M or 61.3% of the annual budget. Expenditures are also \$2.3M or 15.8% lower than the same time last year. These variances are primarily due to \$6.8M in budgeted capital expenditures which are typically spent unevenly throughout the fiscal year. Capital expenditures are \$2.4M or 36.5% of the annual budget at the end of May. Through May 2020, HURF has salary savings of \$203k due to vacancies and a hiring freeze.

HURF Expenditure by Category

FY 19-20 ADOPTED BUDGET

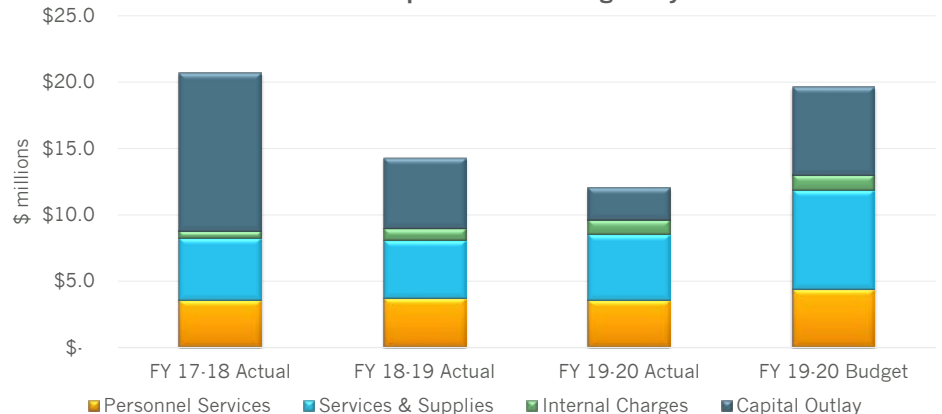


Total \$19.7M

Cummulative Expenditure through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Personnel Services	\$ 3,593,916	\$ 3,750,765	\$ 3,613,507	\$ 4,399,881	82.1%
Services & Supplies	4,653,464	4,348,505	4,920,332	7,439,606	66.1%
Internal Charges	552,056	878,008	1,093,118	1,154,342	94.7%
Capital Outlay	11,886,117	5,348,047	2,433,431	6,670,395	36.5%
Total	\$ 20,685,554	\$ 14,325,325	\$ 12,060,389	\$ 19,664,224	61.3%

Cummulative Expenditures through May 2020



FY 19 - 20 Total Budget \$ 30,592,943

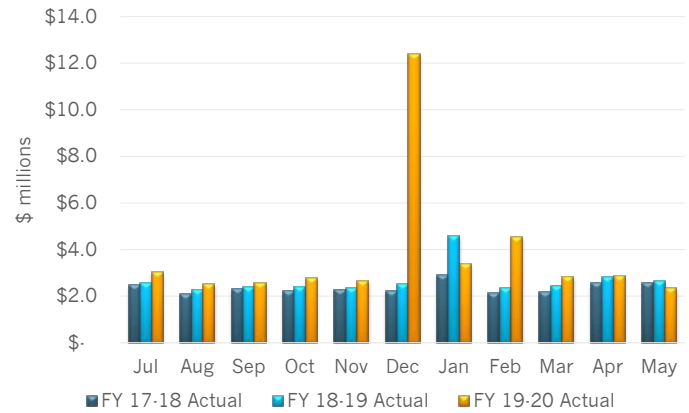
	FY 17-18 Actual Revenue	FY 18-19 Actual Revenue	FY 19-20 Actual Revenue	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 2,491,135	\$ 2,589,298	\$ 3,029,982	9.9%	9.5%
Aug	2,098,626	2,270,395	2,526,038	18.2%	17.6%
Sep	2,319,692	2,401,201	2,581,641	26.6%	26.4%
Oct	2,211,217	2,384,313	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					
Total	\$ 25,966,513	\$ 29,360,186	\$ 41,927,088	137.0%	103.1%

YTD Budget Variance
\$ 13,883,557

Trend Variance
33.9%

Favorable

Transportation Sales Tax Revenue



Through May 2020, Transportation Sales Tax revenues are significantly above target at \$41.9M or 137% of the annual budget. Revenues are \$12.6M or 42.8% 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 \$3.7M or 12.5% higher than the same time last year. Monthly Transportation Sales Tax detail by category can be found on page 7 of this report.

Transportation Sales Tax Revenue by Category

FY 19-20 ADOPTED BUDGET

\$ 0.1 M 0.3%
Transit Revenue

\$ 0.2 M 0.7%
Other Revenues

\$ 30.3 M 99%
City Sales Tax

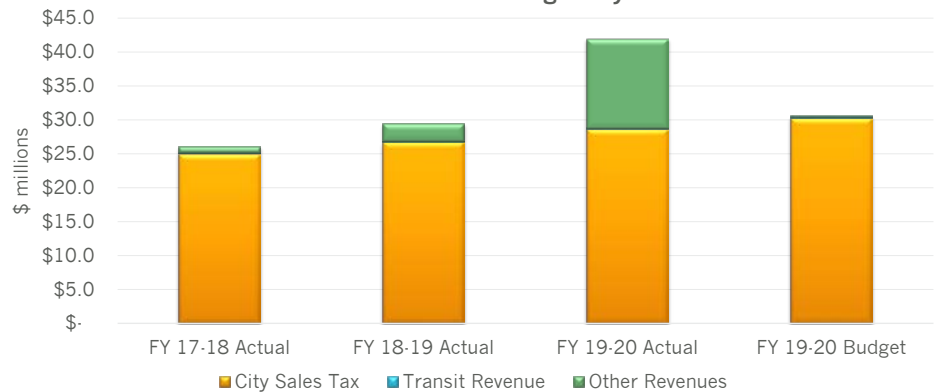
Total \$30.6M

City Sales Tax
Transit Revenue
Other Revenues

Cummulative Revenue through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
City Sales Tax	\$ 25,053,831	\$ 26,675,338	\$ 28,662,195	\$ 30,308,943	94.6%
Transit Revenue	121,214	131,081	92,152	124,000	74.3%
Other Revenues	791,468	2,553,767	13,172,741	160,000	8233.0%
Total	\$ 25,966,513	\$ 29,360,186	\$ 41,927,088	\$ 30,592,943	137.0%

Cummulative Revenue through May 2020



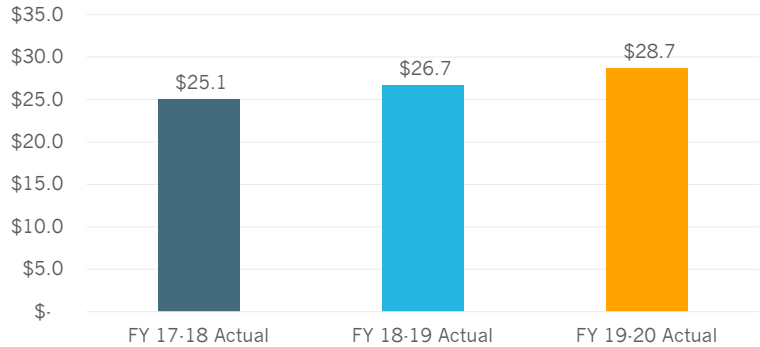
The following is a summary of the Transportation Sales Tax Revenue for May 2020. It is important to note that there is a one month lag in sales tax revenues. For example, revenues collected in May are for April sales activity reported to the Arizona Department of Revenue (ADOR).

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

Through May 2020, Transportation sales tax revenues increased by \$2M or 7.4% over the same time last year as a result of growth in retail sales (\$1.3M) and contracting (\$812k).

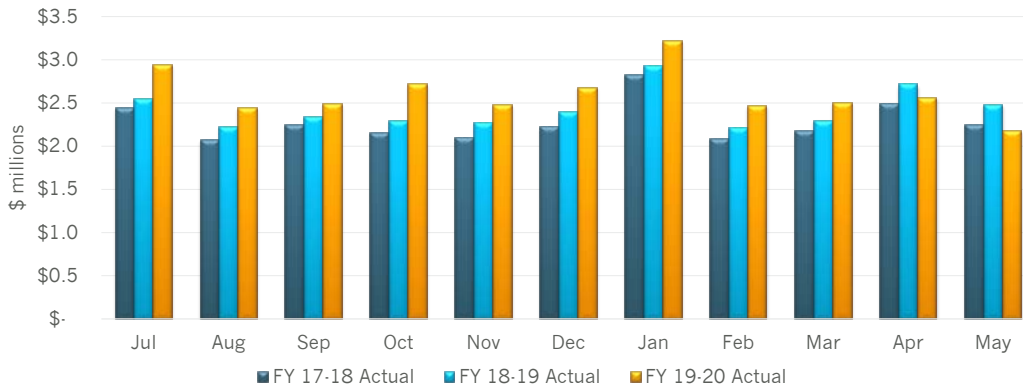
For April and May 2020, Transportation sales tax revenues decreased by a total of \$455k (\$155k & \$300k, respectively) over last year as a result of the COVID-19 "stay-at-home" executive order.

Transportation Sales Tax Collections through May 2020



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

City Sales Tax



Transportation Sales Tax Collections by Category

	Current Month - May 2020			Fiscal Year to Date - May 2020		
	FY 18-19 Actual	FY 19-20 Actual	% Change	FY 18-19 Actual	FY 19-20 Actual	% Change
Tax Revenue by Business Activities						
Amusement	\$ 33,538	\$ 7,438	-77.8%	\$ 807,898	\$ 748,009	-7.4%
Contracting	118,090	183,601	55.5%	1,120,062	1,931,778	72.5%
Hotels	46,889	4,113	-91.2%	275,652	236,139	-14.3%
Rentals	354,995	326,541	-8.0%	3,608,224	3,753,728	4.0%
Restaurant/Bar	238,831	149,703	-37.3%	2,591,650	2,509,624	-3.2%
Retail over 5K	212,747	146,103	-31.3%	1,840,519	2,084,693	13.3%
Retail Sales	1,282,868	1,182,604	-7.8%	13,855,287	14,862,427	7.3%
Utilities	89,167	80,576	-9.6%	1,430,873	1,358,257	-5.1%
Penalty & Interest	-	-	-100.0%	-	-	-100.0%
Other	94,818	91,392	-3.6%	1,145,174	1,177,540	2.8%
Totals	\$ 2,471,944	\$ 2,172,071	-12.1%	\$ 26,675,338	\$ 28,662,195	7.4%

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

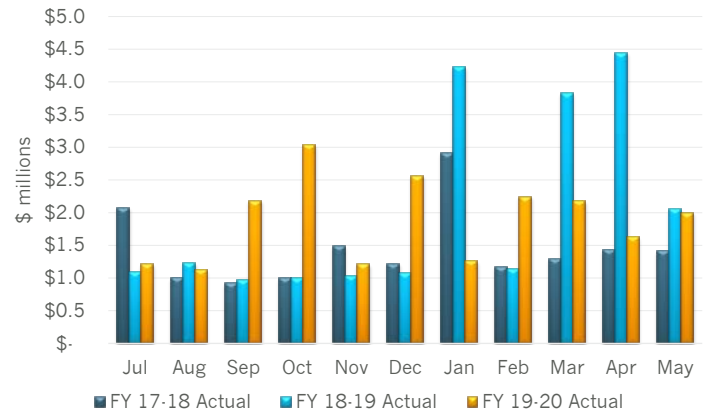
	FY 17-18 Actual Expenditure	FY 18-19 Actual Expenditure	FY 19-20 Actual Expenditure	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 2,070,535	\$ 1,094,768	\$ 1,215,027	4.7%	6.2%
Aug	1,004,019	1,234,923	1,121,603	9.1%	10.4%
Sep	918,254	977,465	2,183,936	17.5%	14.0%
Oct	1,000,672	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					
Total	\$ 15,912,047	\$ 22,132,834	\$ 20,636,736	80.1%	71.3%

YTD Budget Variance

Favorable

\$ 2,989,665 11.6%

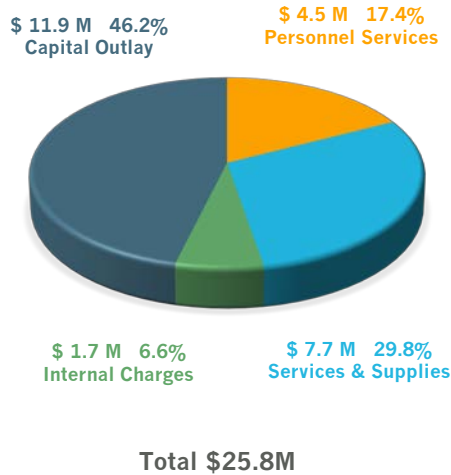
Transportation Sales Tax Expenditure



Through May 2020, Transportation Sales Tax Fund expenditures are below target at \$20.6M or 80.1% of the annual budget. Expenditures are \$1.5M or 6.8% lower than the same time last year. These variances are primarily due to \$11.9M in budgeted capital expenditures which are typically spent unevenly throughout the fiscal year. Capital expenditures are \$9M or 75.9% of the annual budget at the end of May. Due to vacancies and a hiring freeze salary savings are \$194k through May 2020.

Transportation Sales Tax Expenditure by Category

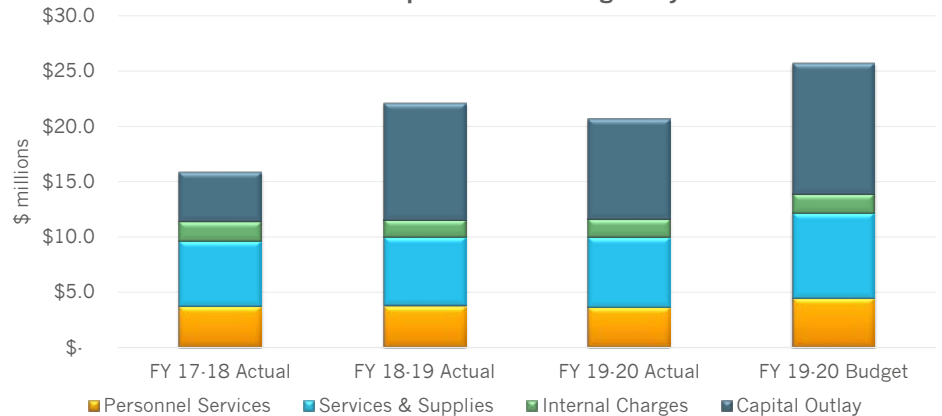
FY 19-20 ADOPTED BUDGET



Cummulative Expenditure through May 2020

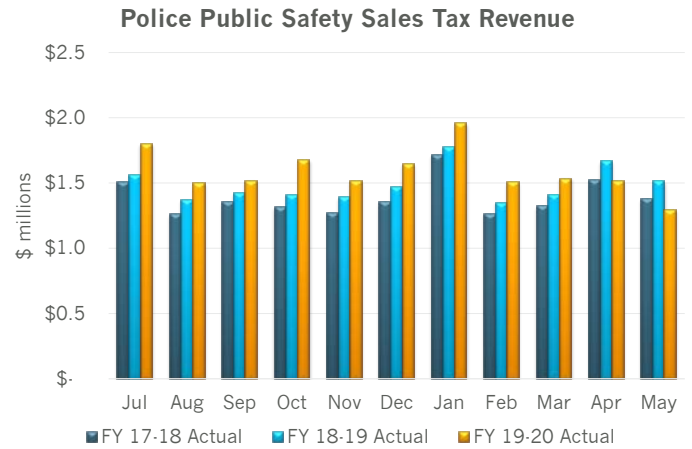
	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Personnel Services	\$ 3,723,838	\$ 3,806,791	\$ 3,632,682	\$ 4,478,726	81.1%
Services & Supplies	5,921,377	6,173,485	6,377,753	7,670,577	83.1%
Internal Charges	1,766,991	1,524,484	1,588,226	1,715,214	92.6%
Capital Outlay	4,499,840	10,628,074	9,038,074	11,909,739	75.9%
Total	\$ 15,912,047	\$ 22,132,834	\$ 20,636,736	\$ 25,774,256	80.1%

Cummulative Expenditures through May 2020



FY 19 - 20 Total Budget \$ 18,094,660

	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	\$ 1,507,334	\$ 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					
Total	\$ 15,283,439	\$ 16,351,637	\$ 17,475,157	96.6%	92.9%
	YTD Budget Variance			Trend Variance	
	\$ 1,123,519			6.9%	3.7%
	Favorable				

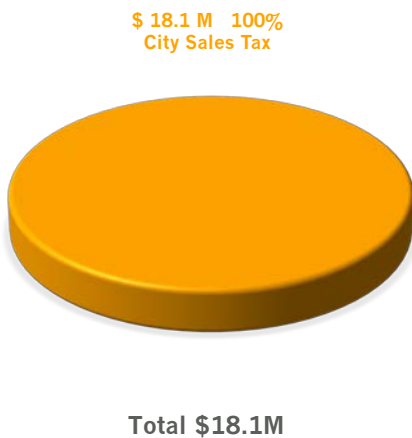


Through May 2020, Police Public Safety Sales Tax Fund revenues are above target at \$17.5M or 96.6% of the annual budget. Revenues are \$1.1M or 6.9% higher than the same time last year. Monthly Police Public Safety City Sales Tax detail by category can be found on page 10 of this report.

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.

Police Public Safety Sales Tax Revenue

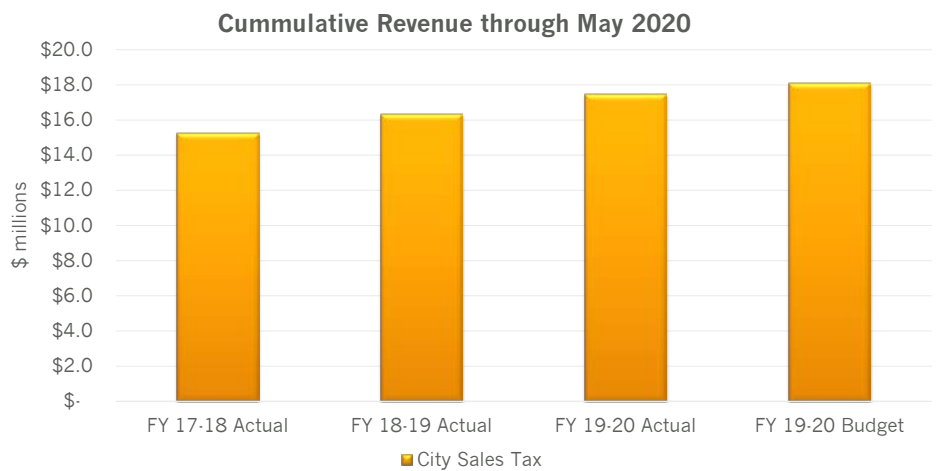
FY 19-20 ADOPTED BUDGET



City Sales Tax

Cummulative Revenue through May 2020

FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
\$ 15,283,439	\$ 16,351,637	\$ 17,475,157	\$ 18,094,660	96.6%
\$ 15,283,439	\$ 16,351,637	\$ 17,475,157	\$ 18,094,660	96.6%



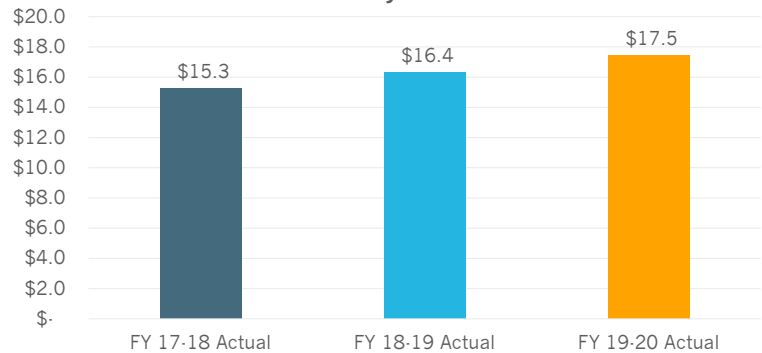
Below is the Summary of Police Public Safety Sales Tax Revenue Report for May 2020. It is important to note that there is a one month lag in sales tax revenues. For example, revenues collected in May are for April sales activity reported to the Arizona Department of Revenue (ADOR).

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 May 2020, Police Public Safety sales tax revenues increased by \$1.1M or 6.9% over the same time last year as a result of growth in retail sales (\$633k) and contracting (\$541k).

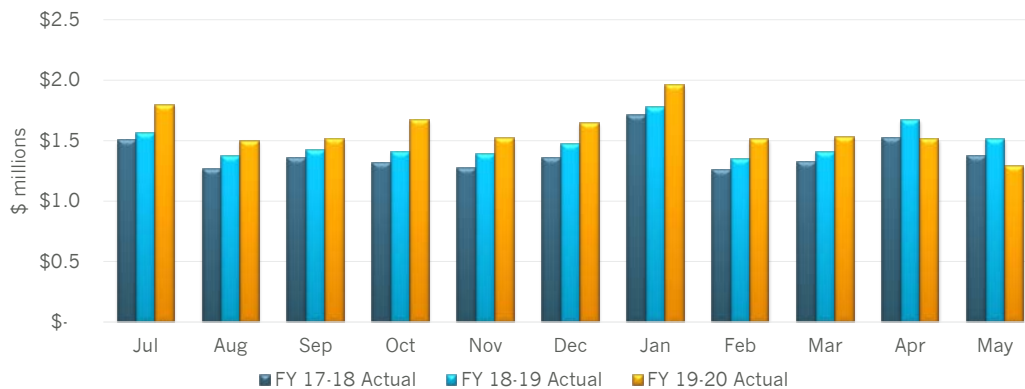
For April and May 2020, Police Public Safety sales tax revenues decreased by a total of \$376k (\$154k & \$222k, respectively) over last year as a result of the COVID-19 "stay-at-home" executive order.

Police Public Safety Sales Tax Collections through May 2020



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

City Sales Tax



Police Public Safety Sales Tax Collections by Category

	Current Month - May 2020			Fiscal Year to Date - May 2020		
	FY 18-19 Actual	FY 19-20 Actual	% Change	FY 18-19 Actual	FY 19-20 Actual	% Change
Tax Revenue by Business Activities						
Amusement	\$ 22,363	\$ 4,960	-77.8%	\$ 538,706	\$ 498,773	-7.4%
Contracting	78,742	122,425	55.5%	746,857	1,288,109	72.5%
Hotels	31,266	2,743	-91.2%	183,804	157,458	-14.3%
Rentals	236,711	217,738	-8.0%	2,405,964	2,502,986	4.0%
Restaurant/Bar	159,252	99,822	-37.3%	1,728,112	1,673,417	-3.2%
Retail over 5K	141,859	97,422	-31.3%	1,227,258	1,390,073	13.3%
Retail Sales	721,087	632,006	-12.4%	7,803,056	8,273,443	6.0%
Utilities	59,457	53,728	-9.6%	954,106	905,685	-5.1%
Penalty & Interest	-	-	-100.0%	-	-	-100.0%
Other	63,245	60,940	-3.6%	763,773	785,212	2.8%
Totals	\$ 1,513,983	\$ 1,291,783	-14.7%	\$ 16,351,637	\$ 17,475,157	6.9%

FY 19 - 20 Total Budget \$ 9,111,495

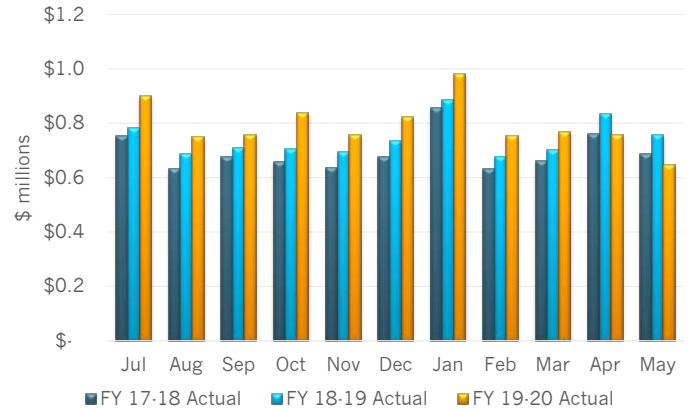
	FY 17-18 Actual Revenue	FY 18-19 Actual Revenue	FY 19-20 Actual Revenue	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 753,208	\$ 782,162	\$ 899,304	9.9%	9.0%
Aug	632,522	685,959	749,830	18.1%	16.6%
Sep	677,816	711,102	758,017	26.4%	24.7%
Oct	657,529	704,289	836,935	35.6%	32.7%
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					
Total	\$ 7,637,059	\$ 8,170,772	\$ 8,732,172	95.8%	92.2%

YTD Budget Variance
\$ 379,969

Trend Variance
3.7%

Favorable

Fire Public Safety Sales Tax Revenue



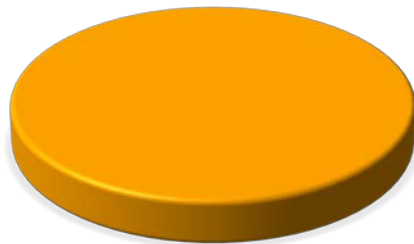
Through May 2020, Fire Public Safety Sales Tax Fund revenues are above target at \$8.7M or 95.8% of the annual budget. Revenues are \$561k or 6.9% higher than the same time last year. Monthly Police Public Safety City Sales Tax detail by category can be found on page 12 of this report.

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

FY 19-20 ADOPTED BUDGET

\$ 9.1 M 100%
City Sales Tax

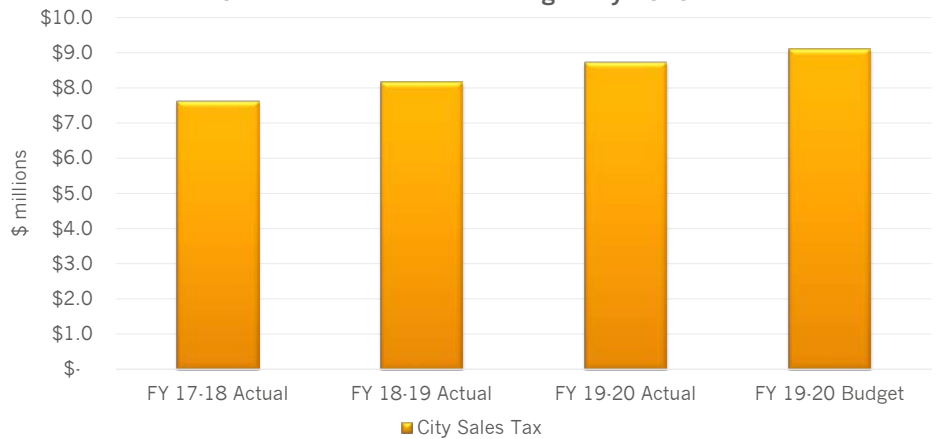


Total \$9.1M

Cummulative Revenue through May 2020

FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
\$ 7,637,059	\$ 8,170,772	\$ 8,732,172	\$ 9,111,495	95.8%
\$ 7,637,059	\$ 8,170,772	\$ 8,732,172	\$ 9,111,495	95.8%

Cummulative Revenue through May 2020



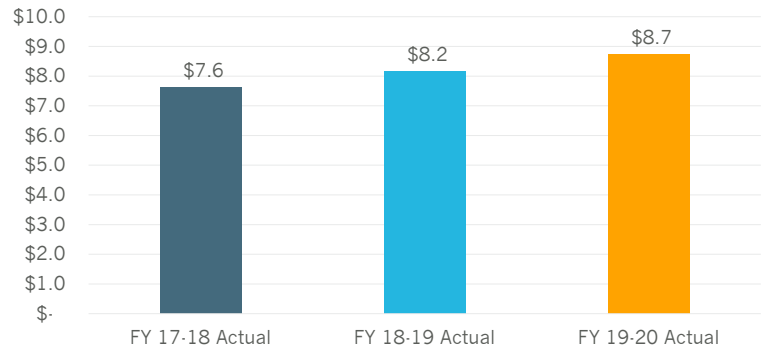
Below is the Summary of Fire Public Safety Sales Tax Revenue Report for May 2020. It is important to note that there is a one month lag in sales tax revenues. For example, revenues collected in May are for April sales activity reported to the Arizona Department of Revenue (ADOR).

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 May 2020, Fire Public Safety Sales Tax revenues increased by \$561k or 6.9% over the same time last year as a result of growth in retail sales (\$316k) and contracting (271k).

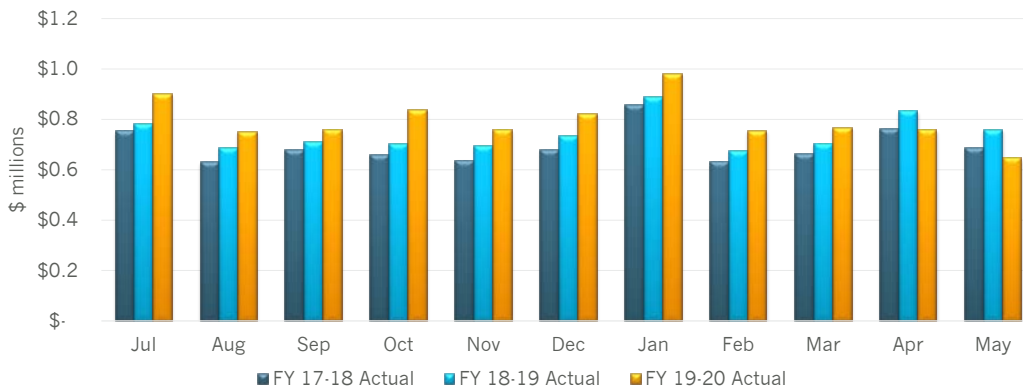
For April and May 2020, Fire Public Safety sales tax revenues decreased by a total of \$188k (\$77k & \$111k, respectively) over last year as a result of the COVID-19 "stay-at-home" executive order.

Fire Public Safety Sales Tax Collections through May 2020



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

City Sales Tax



Fire Public Safety Sales Tax Collections by Category

	Current Month - May 2020			Fiscal Year to Date - May 2020		
	FY 18-19 Actual	FY 19-20 Actual	% Change	FY 18-19 Actual	FY 19-20 Actual	% Change
Tax Revenue by Business Activities						
Amusement	\$ 11,175	\$ 2,479	-77.8%	\$ 269,191	\$ 249,237	-7.4%
Contracting	39,348	61,176	55.5%	373,205	643,668	72.5%
Hotels	15,624	1,371	-91.2%	91,847	78,682	-14.3%
Rentals	118,284	108,804	-8.0%	1,202,260	1,250,742	4.0%
Restaurant/Bar	79,578	49,881	-37.3%	863,538	836,207	-3.2%
Retail over 5K	70,887	48,682	-31.3%	613,261	694,620	13.3%
Retail Sales	360,312	315,796	-12.4%	3,899,026	4,134,067	6.0%
Utilities	29,711	26,848	-9.6%	476,767	452,571	-5.1%
Penalty & Interest	-	-	-100.0%	-	-	-100.0%
Other	31,605	30,452	-3.6%	381,677	392,380	2.8%
Totals	\$ 756,524	\$ 645,486	-14.7%	\$ 8,170,772	\$ 8,732,172	6.9%

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

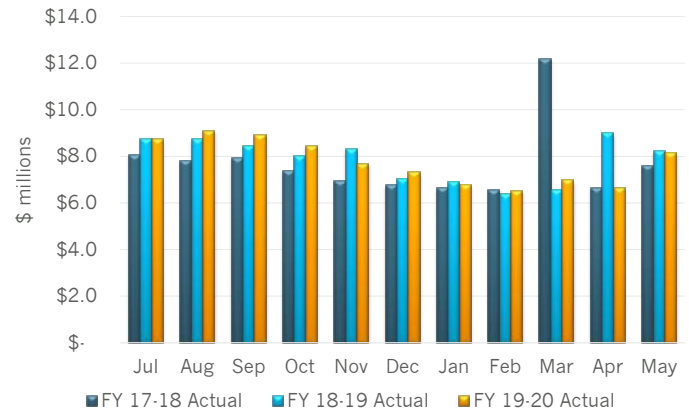
	FY 17-18 Actual Revenue	FY 18-19 Actual Revenue	FY 19-20 Actual Revenue	FY 19-20 YTD % of Budget	2-Year Avg Historical YTD % of Budget
Jul	\$ 8,056,936	\$ 8,727,245	\$ 8,727,230	9.3%	9.6%
Aug	7,823,688	8,740,360	9,091,694	19.0%	19.2%
Sep	7,944,971	8,430,060	8,934,907	28.5%	28.6%
Oct	7,380,360	8,027,136	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					
Total	\$ 84,554,145	\$ 86,435,547	\$ 85,277,170	90.7%	98.4%

YTD Budget Variance
\$ (916,997)

Trend Variance
-7.7%

Unfavorable

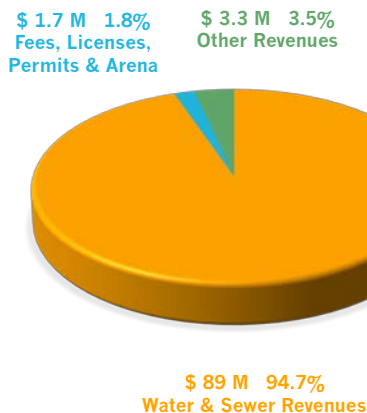
Water Services Revenue



Through May 2020, combined Water and Sewer Enterprise Fund revenues are slightly below target at \$85.3M or 90.7% of the annual budget. Water Revenues are at \$47.3M which is \$1.9M or 4.4% higher than the same time last year. Sewer Revenues are at \$32.7M which is \$748k or 2.2% lower due to decreased consumption during the 3 month period when sewer fees are calculated for the upcoming 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.

Water Services Revenue by Category

FY 19-20 ADOPTED BUDGET

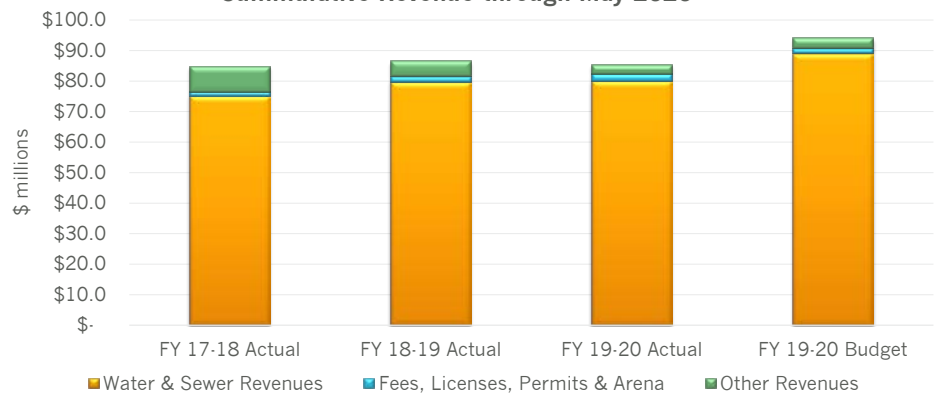


Total \$94M

Cummulative Revenue through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Water & Sewer Revenues	\$ 75,006,331	\$ 79,743,397	\$ 80,099,949	\$ 88,998,713	90.0%
Fees, Licenses, Permits & Other Revenues	1,429,955	1,794,524	2,342,543	1,700,000	137.8%
Other Revenues	8,117,860	4,897,626	2,834,678	3,331,287	85.1%
Total	\$ 84,554,145	\$ 86,435,547	\$ 85,277,170	\$ 94,030,000	90.7%

Cummulative Revenue through May 2020



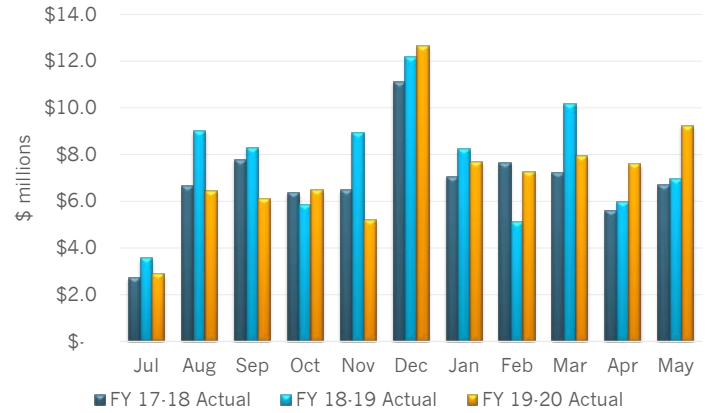
FY 19 - 20 Total Budget \$ 139,476,583

	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	\$ 2,710,570	\$ 3,559,142	\$ 2,873,226	2.1%	2.9%
Aug	6,641,254	9,034,219	6,453,568	6.7%	10.0%
Sep	7,765,147	8,306,071	6,103,095	11.1%	17.4%
Oct	6,382,868	5,831,818	6,476,420	15.7%	22.9%
Nov	6,478,241	8,948,264	5,206,823	19.4%	30.0%
Dec	11,108,186	12,208,791	12,666,275	28.5%	40.6%
Jan	7,051,565	8,227,990	7,704,366	34.0%	47.6%
Feb	7,655,542	5,106,359	7,270,111	39.3%	53.5%
Mar	7,196,039	10,176,028	7,949,960	45.0%	61.4%
Apr	5,606,182	5,972,942	7,584,154	50.4%	66.7%
May	6,716,183	6,961,967	9,244,513	57.0%	72.9%
Jun					
Total	\$ 75,311,778	\$ 84,333,592	\$ 79,532,512	57.0%	72.9%

YTD Budget Variance
\$ 48,321,023 34.6%

Favorable

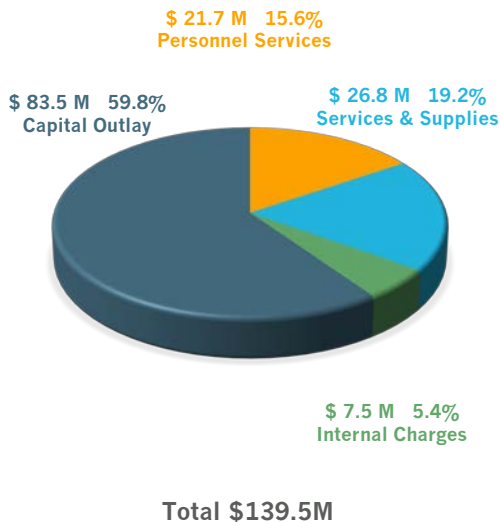
Water Services Expenditure



Through May 2020, expenditures in the Water and Wastewater Enterprise Fund are significantly below target at \$79.5M or 57% of the annual budget. This is primarily due to \$83.4M in budgeted capital expenditures in this fund which are typically spent unevenly throughout the fiscal year. Capital expenditures are \$29.2M or 35% of the annual budget at the end of May. Due to vacancies and a hiring freeze, salary savings through May 2020 are \$716k.

Water Services Expenditure by Category

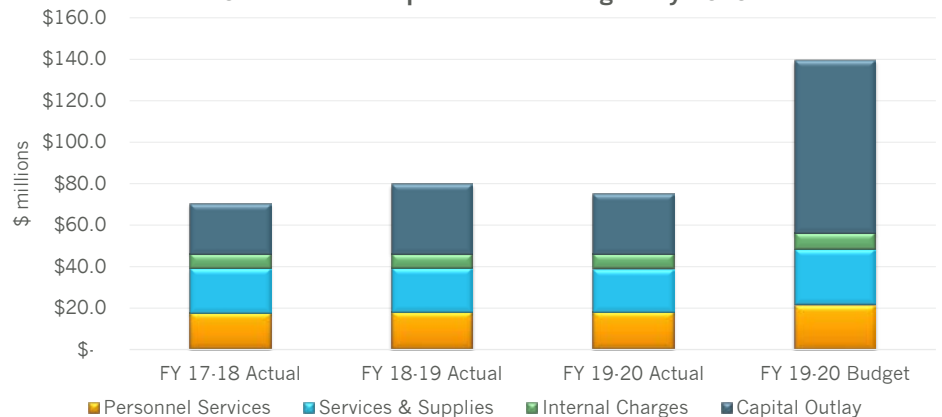
FY 19-20 ADOPTED BUDGET



Cummulative Expenditure through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Personnel Services	\$ 17,485,537	\$ 18,234,320	\$ 18,101,036	\$ 21,718,890	83.3%
Services & Supplies	21,676,391	21,217,300	20,937,269	26,848,009	78.0%
Internal Charges	7,001,190	6,777,298	6,952,061	7,518,610	92.5%
Capital Outlay	24,215,837	33,400,850	29,214,471	83,391,074	35.0%
Total	\$ 70,378,954	\$ 79,629,768	\$ 75,204,837	\$ 139,476,583	53.9%

Cummulative Expenditures through May 2020

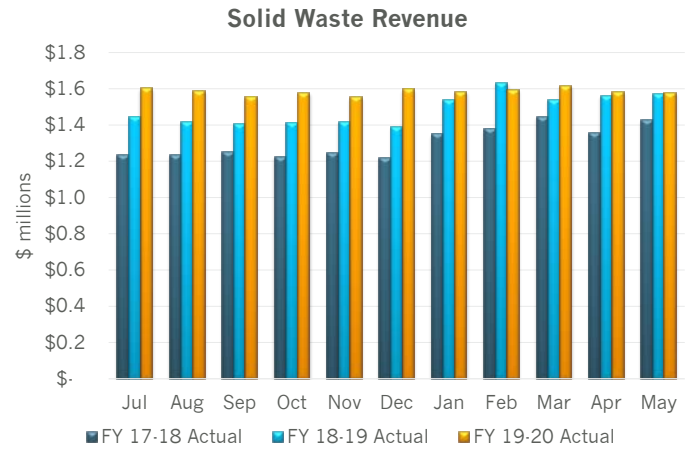


FY 19 - 20 Total Budget \$ 19,219,096

	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					
Total	\$ 14,375,691	\$ 16,316,854	\$ 17,431,143	90.7%	92.3%

	YTD Budget Variance	Trend Variance
	\$ (186,361)	-1.6%

Favorable



Through May 2020, combined Solid Waste revenues are slightly below target at \$17.4M or 90.7% of the annual budget. Residential Solid Waste revenues are on target at \$13.5M or 91.5% of the annual budget and increased \$1M 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 below target at \$3.7M or 89.4% of the annual budget.

Solid Waste Revenue by Category

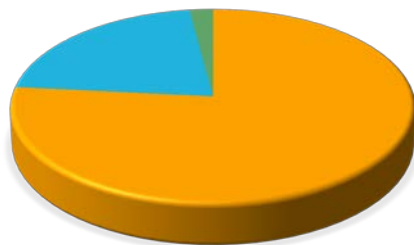
FY 19-20 ADOPTED BUDGET

Cummulative Revenue through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Residential Sanitation Rev	\$ 10,775,256	\$ 12,474,048	\$ 13,491,239	\$ 14,739,384	91.5%
Commercial Sanitation Rev	3,419,513	3,560,864	3,672,606	4,109,697	89.4%
Other Revenues	180,922	281,942	267,299	370,015	72.2%
	\$ 14,375,691	\$ 16,316,854	\$ 17,431,143	\$ 19,219,096	90.7%

\$ 4.1 M 21.4%
Commercial Sanitation
Revenues

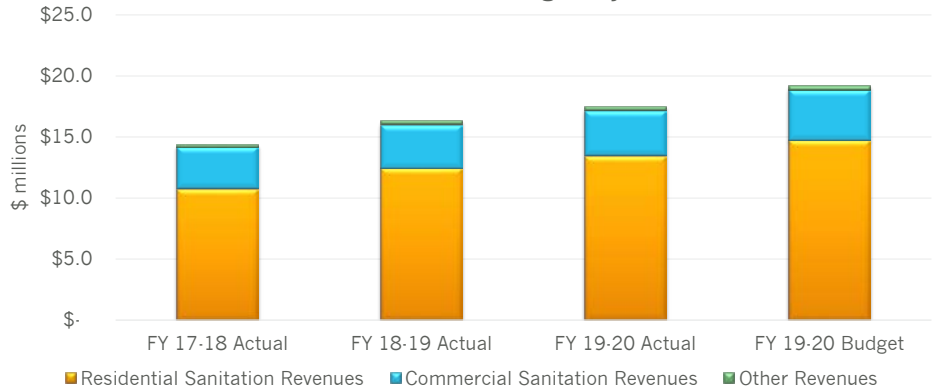
\$ 0.4 M 2%
Other Revenues



\$ 14.7 M 76.6%
Residential Sanitation
Revenues

Total \$19.2M

Cummulative Revenue through May 2020



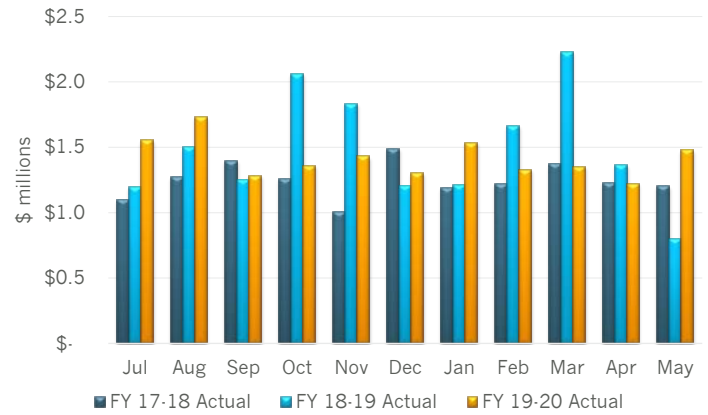
FY 19 - 20 Total Budget \$ 18,842,047

	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					
Total	\$ 13,740,805	\$ 16,307,386	\$ 15,580,177	82.7%	91.3%

YTD Budget Variance
\$ 1,691,699 9.0%

Favorable

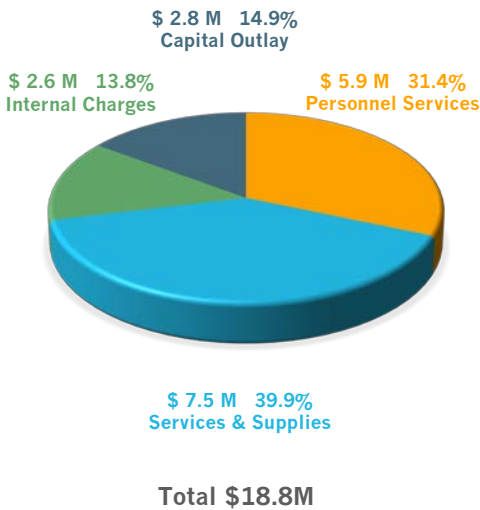
Solid Waste Expenditure



Through May 2020, expenditures in the Solid Waste Enterprise Fund are significantly below target \$15.6M or 82.7% of the annual budget. This is primarily due to \$2.8M in budgeted capital expenditures in this fund which are typically spent unevenly throughout the fiscal year. Capital expenditures are \$879k or 31.7% of the annual budget at the end of May. Salary savings for Solid Waste are \$178k at the end of May 2020.

Solid Waste Expenditure by Category

FY 19-20 ADOPTED BUDGET

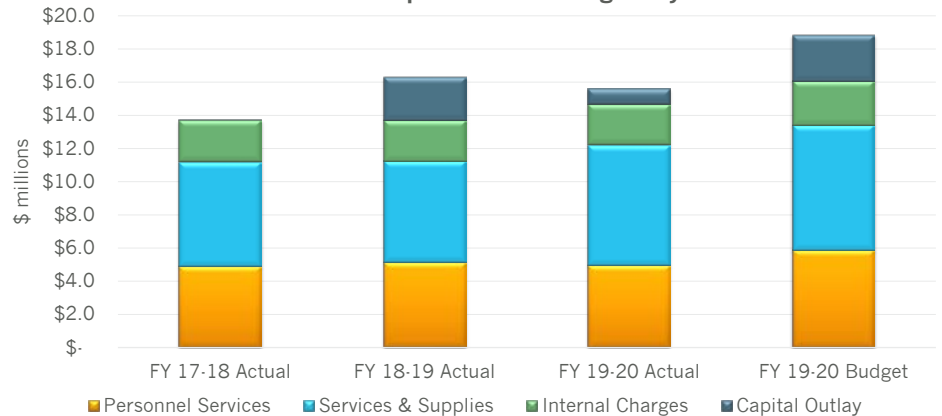


Cummulative Expenditure through May 2020

Personnel Services
Services & Supplies
Internal Charges
Capital Outlay

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Personnel Services	\$ 4,933,846	\$ 5,165,632	\$ 4,978,224	\$ 5,882,970	84.6%
Services & Supplies	6,287,679	6,104,974	7,261,705	7,535,922	96.4%
Internal Charges	2,503,964	2,434,571	2,461,380	2,649,108	92.9%
Capital Outlay	15,316	2,602,207	878,868	2,774,046	31.7%
Total	\$ 13,740,805	\$ 16,307,386	\$ 15,580,177	\$ 18,842,047	82.7%

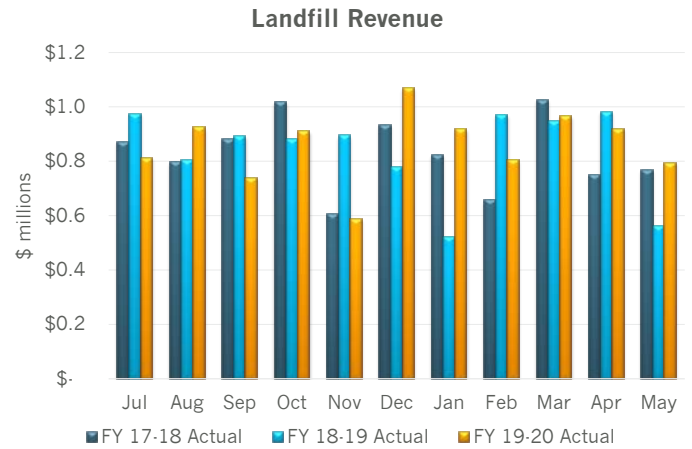
Cummulative Expenditures through May 2020



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					
Total	\$ 9,127,175	\$ 9,217,037	\$ 9,451,279	87.2%	85.8%

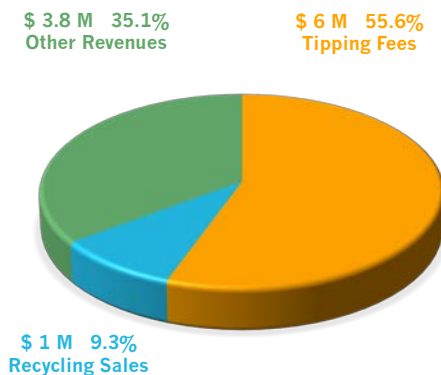
	YTD Budget Variance	Trend Variance
Favorable	\$ (482,681)	1.5%



Through May 2020, combined Landfill revenues are below target at \$9.5M or 87.2% of the annual budget. Tipping fees are \$319k 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 below target at \$451k or 45.1% of the annual budget. This is due to reduced recycling services and the continued downward trend in the overall recycling commodities market.

Landfill Revenue by Category

FY 19-20 ADOPTED BUDGET



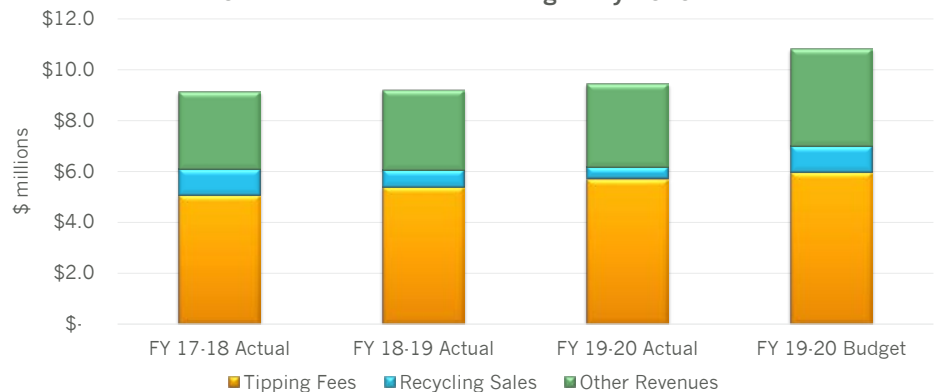
Total \$10.8M

Tipping Fees
Recycling Sales
Other Revenues

Cummulative Revenue through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Tipping Fees	\$ 5,088,828	\$ 5,403,716	\$ 5,722,572	\$ 5,998,957	95.4%
Recycling Sales	1,008,103	669,450	451,489	1,000,000	45.1%
Other Revenues	3,030,244	3,143,871	3,277,219	3,838,091	85.4%
Total	\$ 9,127,175	\$ 9,217,037	\$ 9,451,279	\$ 10,837,048	87.2%

Cummulative Revenue through May 2020

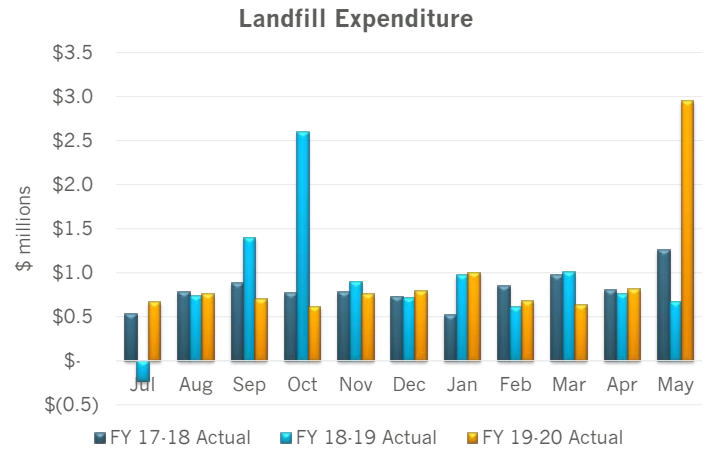


FY 19 - 20 Total Budget \$ 16,900,589

	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	\$ 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					
Total	\$ 8,900,861	\$ 10,144,797	\$ 10,367,072	61.3%	57.1%

YTD Budget Variance
\$ 5,125,135 30.3%

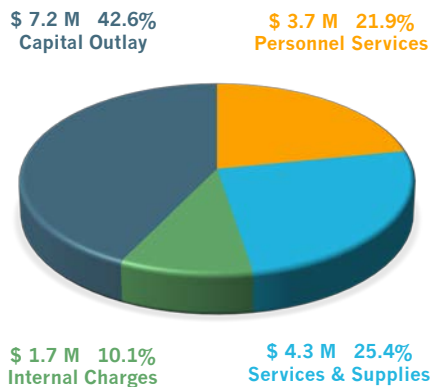
Favorable



Through May 2020, expenditures in the Landfill Enterprise Fund are significantly below target \$10.4M or 61.3% of the annual budget. This is primarily due to \$7.2M in budgeted capital expenditures in this fund which are typically spent unevenly throughout the fiscal year. Capital expenditures are \$2.3M or 32.4% of the annual budget at the end of May. Landfill has \$278k in salary savings due to vacancies and the hiring freeze at the end of May 2020.

Landfill Expenditure by Category

FY 19-20 ADOPTED BUDGET



Total \$16.9M

Cummulative Expenditure through May 2020

	FY 17-18 Actual	FY 18-19 Actual	FY 19-20 Actual	FY 19-20 Budget	FY 19 - 20 % of Budget
Personnel Services	\$ 2,968,459	\$ 2,948,742	\$ 2,839,840	\$ 3,662,399	77.5%
Services & Supplies	3,471,113	3,135,062	3,598,315	4,283,723	84.0%
Internal Charges	1,265,638	1,411,125	1,583,926	1,710,281	92.6%
Capital Outlay	1,195,652	2,649,868	2,344,990	7,244,186	32.4%
Total	\$ 8,900,861	\$ 10,144,797	\$ 10,367,072	\$ 16,900,589	61.3%

Cummulative Expenditures through May 2020

