



Informational Memo

Management Services - Memo No. 24-100

Date: May 15, 2024

To: Mayor and Council

Thru: Joshua H. Wright, City Manager *JHW*
Dawn Lang, Deputy City Manager/CFO *DLL*

From: Matt Dunbar, Budget & Policy Director *MD*

Subject: Fiscal Year (FY) 2023-24 General Fund Revenue Summary, Sales Tax Collection Report, and Expenditure Reports through April 2024

Attached is the FY 2023-24 General Fund Revenue and Expenditure Reports for period ending April 30, 2024.

Included with this memo are the following attachments:

- Attachment 1 – General Fund Revenue Summary
- Attachment 2 – Local Sales Tax Revenue Five-Year Comparison
- Attachment 3 – Local Sales Tax Revenue by Class
- Attachment 4 – Local Sales Tax Revenue Month-by-Month Comparison to Prior Year
- Attachment 5 – General Fund Expenditure Summary

The General Fund Revenue Summary (Attachment 1) gives a budget to actual comparison of revenues through April 2024. This month reflects a 5.9% increase in total General Fund revenues from the budgeted revenues we would have anticipated being received to date based on historical trends, and a 7.5% increase over the same period of the prior year.

Collections in State and Local Transaction Privilege Tax (TPT) or Sales Tax (Attachments 1-4) shown in this report reflect sales for March TPT reported/received in April. The Local TPT collections through April 2024, reflect an overall increase of 5% above budget, and a 2.5% increase compared to prior year actuals. Also, when comparing the TPT collections received in April 2024 to the same month in the prior year, collections are up 4.1% in part due to the resolution of a tax issue that resulted in additional revenues in this month that will be one-time in nature.

Memo No. 24-100

May 15, 2024

Page 2

The State is reporting under collection in State Income Tax with the transition to a flat tax, which will have a direct impact on Urban Revenue Sharing and has been incorporated into the forecast for future year impacts. Current Urban Revenue Sharing reflects taxes collected at the State two years prior, so are anticipated to come in within budget. Overall, year to date (YTD) collections in Local TPT, State Shared Revenue, and Urban Revenue Sharing are all coming in over budget as a result of continued spending and development in our local economy, although growth is slowing. It is important to note, that fluctuations related to development/contracting are considered one-time, as once the developments are completed, the related permit and local TPT collections cease.

Finally, the FY 2023-24 General Fund Expenditure Summary (Attachment 5) report reflects the percent of adjusted budget expended and encumbered through April 2024. This report then compares this spending percentage to the prior fiscal year. Overall department spending, including an increased one-time Public Safety Personnel Retirement System (PSPRS) unfunded liability payment of \$73M, resulted in 80.9% spending through April 2024, compared to 79.4% for the same period last year. The difference coming primarily from the increased PSPRS payment amount, which was \$23M more than the prior year payment of \$50M.

Should you have any questions regarding this information, please contact Dawn Lang at x2255 or Matt Dunbar at x2256.

Attachment: FY 2023-24 General Fund Monthly Revenue and Expenditure Reports through April 2024

General Fund Revenue Summary
FY 2023-24 Year-To-Date Actuals Through April 2024

General Fund Revenues	Budget		Actuals	Comparison to Prior Year Actuals				
	FY 2023-24 Adopted Budget	FY 2023-24 Budget Prorated Based on Historical Trend	FY 2023-24 Actual Revenue	+ or - of Actual to Budget	% Change of Actual to Budget	FY 2022-23 Actual Revenues for Same Period	Difference + or - from FY 2022-23 to FY 2023-24	% Change of Actuals to Same Period FY 2022-23
Local Sales Tax Collections	194,950,000	161,671,158	169,745,436	8,074,278	5.0%	165,639,935	4,105,501	2.5%
Local Sales Tax Fees, Audit Assessments, Penalties, Interest	1,908,400	1,587,346	3,603,871	2,016,525	127.0%	3,930,581	(326,710)	-8.3%
Total Local Sales Tax Revenue	\$ 196,858,400	\$ 163,258,504	\$ 173,349,307	\$ 10,090,803	6.2%	\$ 169,570,516	\$ 3,778,791	2.2%
Franchise Fees	3,471,000	2,345,129	3,004,130	659,001	28.1%	2,591,676	412,454	15.9%
Primary Property Taxes	8,731,611	5,834,358	5,684,291	(150,067)	-2.6%	5,788,244	(103,953)	-1.8%
State Shared Sales Tax Revenue	39,000,000	30,714,159	32,945,215	2,231,056	7.3%	32,607,177	338,038	1.0%
Vehicle License Tax	13,000,000	10,245,429	10,961,480	716,051	7.0%	10,686,580	274,900	2.6%
Urban Revenue Sharing	74,000,000	61,634,136	61,988,366	354,230	0.6%	44,178,015	17,810,351	40.3%
Smart and Safe	1,100,000	391,516	717,994	326,478	83.4%	707,435	10,559	1.5%
Public Safety State Allocation*	-	800,828	2,250,000	1,449,172	181.0%	-	2,250,000	0.0%
Licenses & Permits	6,864,900	4,968,936	3,712,091	(1,256,845)	-25.3%	6,837,776	(3,125,685)	-45.7%
Charges for Services	13,932,139	9,809,375	11,158,749	1,349,374	13.8%	12,706,523	(1,547,774)	-12.2%
Fines & Forfeitures	3,549,850	2,947,252	3,606,665	659,413	22.4%	3,390,283	216,382	6.4%
Interest & Investments	3,818,000	2,636,146	3,623,282	987,136	37.4%	2,094,829	1,528,453	73.0%
Other Revenues	1,753,200	1,461,000	2,079,059	618,059	42.3%	1,530,893	548,166	35.8%
Indirect Cost	7,978,182	6,648,485	6,648,485	(0)	0.0%	6,553,853	94,632	1.4%
Total General Fund Revenues	\$ 374,057,282	\$ 303,695,253	\$ 321,729,114	\$ 18,033,861	5.9%	\$ 299,243,800	\$ 22,485,314	7.5%
Prior Month	\$ 374,057,282	\$ 272,189,206	\$ 289,844,809	\$ 17,655,603	6.5%	\$ 269,782,508	\$ 20,062,301	7.4%
Change from Prior Month	\$ -	\$ 31,506,047	\$ 31,884,305	\$ 378,258	-0.5%	\$ 29,461,292	\$ 2,423,013	0.1%

Note:

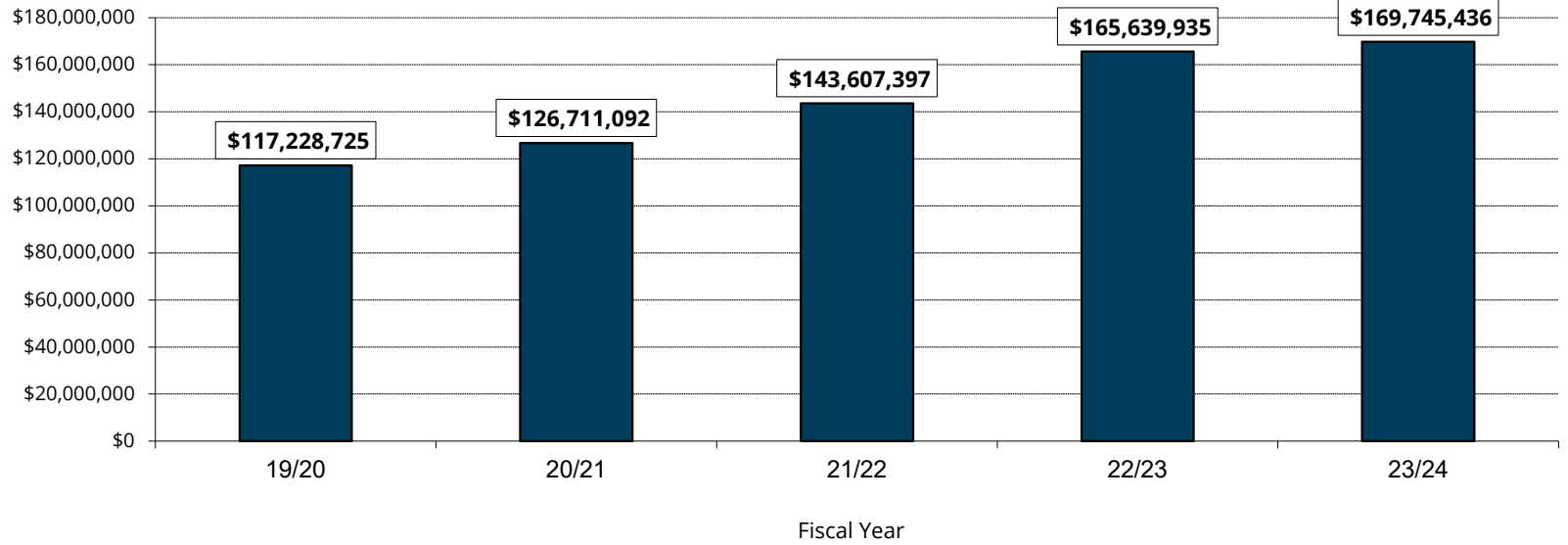
FY 2023-24 Adopted Budget excludes one-time Interfund Transfers-In of \$700,000 to the General Fund 101 for Impact Fee loan repayments, which are used to fund General Capital Projects in Fund 401. Excludes actual transfer in of \$29,025.93 from Public Facility Bond interest.

*Public Safety State Allocation is a new revenue line established this FY with an anticipated total to be received of \$2,250,000.

Attachment 1

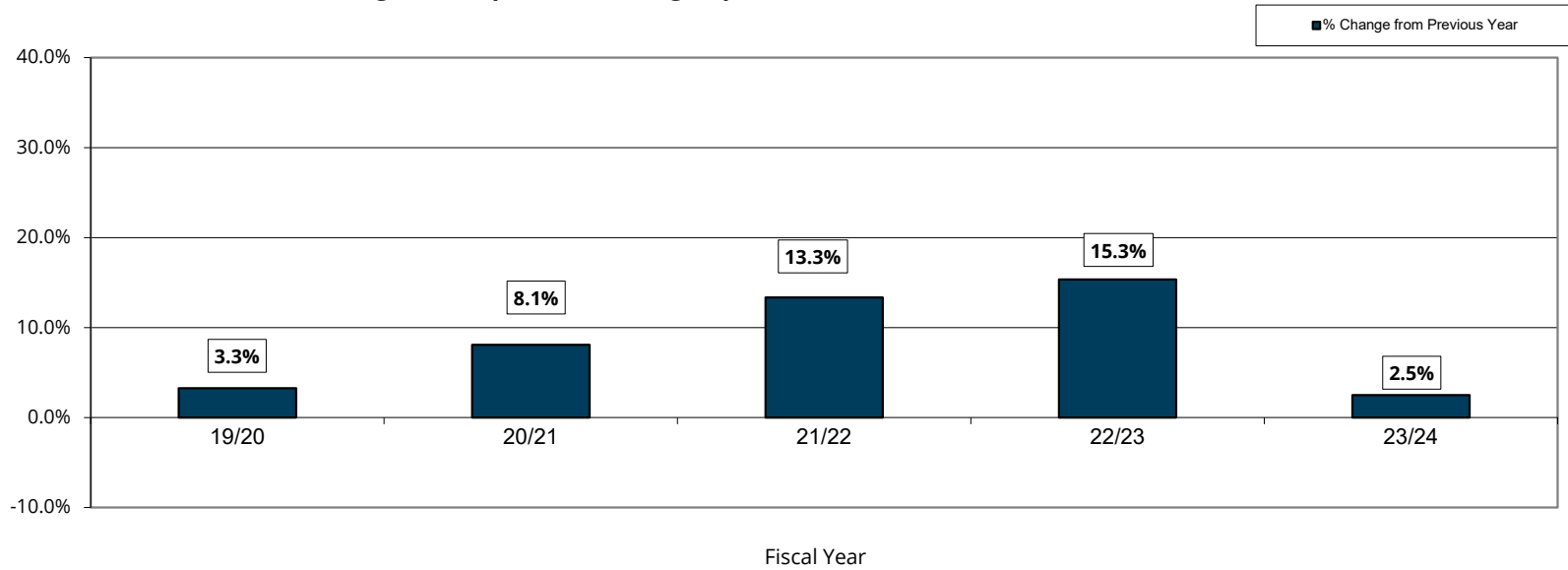
Local Sales Tax Revenue* Through Month of April

(Based on Sales Through March)



Local Sales Tax Revenue*

% Change from April 2024 through April of Previous Year (Year-to-Date)



*Totals are for sales tax only, and exclude privilege license fees, audit assessments, interest, and penalties.

Sales Tax Revenue By Class

Through April Each Year (Year-to-Date) Revised

Sales Tax Category	FY22-23 % of Total	% Chg Fm PY	FY 2023-24	% Chg Fm PY	FY 2022-23	% Chg Fm PY	FY 2021-22	% Chg Fm PY	FY 2020-21	% Chg Fm PY	FY 2019-20
Utilities	8.4%	9.4%	\$ 15,763,069	7.9%	\$ 14,404,631	1.3%	\$ 13,350,984	8.2%	\$ 13,177,834	-1.7%	\$ 12,182,696
Telecommunications	0.9%	17.4%	\$ 1,693,155	8.2%	\$ 1,442,555	-11.8%	\$ 1,332,649	-22.9%	\$ 1,510,930	10.5%	\$ 1,959,386
Publishing / Advertising / Printing / Transportation	0.1%	-17.8%	\$ 150,885	8.4%	\$ 183,449	4.4%	\$ 169,299	54.6%	\$ 162,184	-34.8%	\$ 104,910
Restaurants & Bars	8.8%	5.2%	\$ 15,231,375	9.7%	\$ 14,473,737	28.8%	\$ 13,190,412	-1.9%	\$ 10,238,976	-0.1%	\$ 10,434,587
Amusements	0.7%	13.3%	\$ 1,375,531	14.8%	\$ 1,213,556	80.2%	\$ 1,057,328	-39.7%	\$ 586,906	-6.1%	\$ 972,979
Real Property Rentals	11.6%	6.2%	\$ 20,724,427	12.9%	\$ 19,520,183	9.7%	\$ 17,289,896	3.2%	\$ 15,759,025	10.2%	\$ 15,266,485
Tangible Personal Property Rentals	2.6%	46.2%	\$ 6,260,391	22.9%	\$ 4,282,847	11.8%	\$ 3,483,935	-16.4%	\$ 3,116,805	11.0%	\$ 3,729,260
Hotels / Motels	3.4%	-2.7%	\$ 5,520,706	18.8%	\$ 5,671,302	93.9%	\$ 4,771,895	-28.7%	\$ 2,461,238	2.4%	\$ 3,451,564
Contracting	13.8%	-4.2%	\$ 20,788,507	61.2%	\$ 21,694,619	14.7%	\$ 13,458,799	2.2%	\$ 11,736,239	-14.9%	\$ 11,489,183
Retail / Manufactured Buildings / Jet Fuel	46.1%	2.9%	\$ 79,127,934	10.3%	\$ 76,872,300	13.2%	\$ 69,720,850	15.1%	\$ 61,582,857	8.5%	\$ 53,511,696
Use Tax	3.4%	-47.1%	\$ 3,109,455	1.7%	\$ 5,880,755	-9.4%	\$ 5,781,351	54.6%	\$ 6,378,097	-3.9%	\$ 4,125,980
Total Sales Tax Revenue*	100.0%	2.5%	\$ 169,745,436	15.3%	\$ 165,639,935	13.3%	\$ 143,607,397	8.1%	\$ 126,711,092	3.3%	\$ 117,228,725

Sales Tax Revenue By Class

Through April (Month-over-Month)

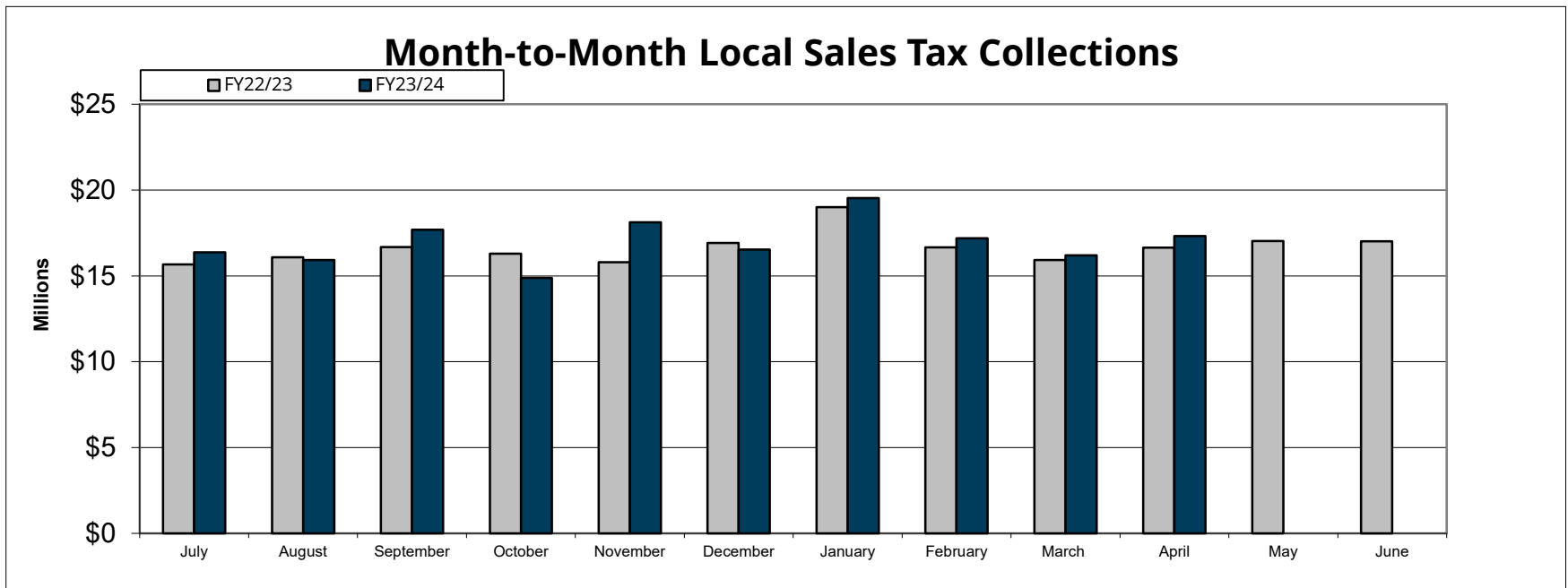
Sales Tax Category	% Chg Fm PY	FY 2023-24	% Chg Fm PY	FY 2022-23	% Chg Fm PY	FY 2021-22	% Chg Fm PY	FY 2020-21	% Chg Fm PY	FY 2019-20
Utilities	6.7%	\$ 1,194,007	19.7%	\$ 1,118,810	-5.5%	\$ 934,499	12.7%	\$ 989,238	-44.1%	\$ 877,611
Telecommunications	-18.5%	\$ 172,670	62.6%	\$ 211,775	-11.0%	\$ 130,266	-22.7%	\$ 146,310	4.7%	\$ 189,397
Publishing / Advertising / Printing / Transportation	-27.6%	\$ 13,082	-6.0%	\$ 18,072	24.0%	\$ 19,216	2.1%	\$ 15,496	6.7%	\$ 15,178
Restaurants & Bars	6.1%	\$ 1,792,141	6.1%	\$ 1,689,327	28.4%	\$ 1,592,671	41.7%	\$ 1,240,584	-12.4%	\$ 875,637
Amusements	32.4%	\$ 199,931	-15.3%	\$ 150,993	101.1%	\$ 178,324	28.1%	\$ 88,682	-25.0%	\$ 69,246
Real Property Rentals	5.9%	\$ 2,114,346	11.1%	\$ 1,996,476	6.9%	\$ 1,796,586	8.4%	\$ 1,681,376	7.5%	\$ 1,550,914
Tangible Personal Property Rentals	12.6%	\$ 571,706	32.9%	\$ 507,680	15.3%	\$ 382,083	4.3%	\$ 331,325	2.6%	\$ 317,515
Hotels / Motels	2.7%	\$ 980,722	-3.6%	\$ 954,851	106.3%	\$ 990,637	47.5%	\$ 480,239	25.6%	\$ 325,495
Contracting	-16.3%	\$ 1,586,729	-3.6%	\$ 1,896,842	103.1%	\$ 1,967,445	-8.1%	\$ 968,576	2.0%	\$ 1,053,629
Retail / Manufactured Buildings / Jet Fuel	7.1%	\$ 8,077,591	-5.5%	\$ 7,542,189	18.1%	\$ 7,981,472	23.1%	\$ 6,757,359	19.2%	\$ 5,487,524
Use Tax	11.7%	\$ 614,924	-14.5%	\$ 550,617	-17.4%	\$ 644,083	50.8%	\$ 779,583	48.6%	\$ 516,850
Total Sales Tax Revenue*	4.1%	\$ 17,317,851	0.1%	\$ 16,637,632	23.3%	\$ 16,617,281	19.5%	\$ 13,478,769	3.9%	\$ 11,278,996

*Totals are for sales tax only, and exclude privilege license fees, audit assessments, interest, and penalties.

Local Sales Tax Revenue

Monthly Actuals Compared to Prior Year

Local Sales Tax Collections *	Monthly Collections FY22/23	Monthly Collections FY23/24	\$ Difference + / (-) FY23/24 over FY22/23	% Difference + / (-) FY23/24 over FY22/23
July	15,662,901	16,367,375	704,474	4.5%
August	16,086,953	15,915,687	(171,267)	-1.1%
September	16,668,758	17,693,076	1,024,318	6.1%
October	16,286,090	14,875,472	(1,410,617)	-8.7%
November	15,790,137	18,124,782	2,334,645	14.8%
December	16,920,770	16,527,924	(392,846)	-2.3%
January	18,997,718	19,530,608	532,890	2.8%
February	16,662,379	17,197,955	535,576	3.2%
March	15,926,597	16,194,706	268,109	1.7%
April	16,637,632	17,317,851	680,219	4.1%
May	17,023,794		(17,023,794)	-100.0%
June	17,019,863		(17,019,863)	-100.0%
Totals	\$ 165,639,935	\$ 169,745,436	\$ 4,105,501	2.5%



***Totals are for sales tax only, and exclude privilege license fees, audit assessments, interest, and penalties.**

General Fund Expenditure Summary Thru April 2024

Department	Adopted Budget	Adjusted Budget	Expenses & Encumbrances Thru April 2024	Percentage of Adjusted Budget Expended & Encumbered Thru April 2024	Percentage of Adjusted Budget Expended & Encumbered Thru April 2023	Over/Under Last Year's Percentage
City Clerk	\$ 836,937	\$ 1,077,546	\$ 846,896	78.6%	65.1%	13.5%
City Manager and Organization Support ⁽¹⁾						
City Manager	2,053,320	2,118,950	1,774,977	83.8%	82.7%	1.1%
Diversity, Equity, and Inclusion	593,070	715,445	423,499	59.2%	68.9%	-9.7%
Human Resources	2,408,834	2,515,725	1,840,021	73.1%	79.2%	-6.1%
Buildings & Facilities	8,513,745	9,055,133	8,141,856	89.9%	81.1%	8.8%
Fleet Services	1,386,437	1,445,131	1,074,904	74.4%	80.8%	-6.4%
Economic Development	2,207,660	2,502,362	1,981,720	79.2%	72.1%	7.1%
Transportation Policy	3,196,401	3,239,463	657,248	20.3%	16.7%	3.6%
Cultural Development	4,542,297	4,787,032	4,066,489	84.9%	83.4%	1.5%
Communications & Public Affairs	3,809,110	4,248,337	3,259,843	76.7%	65.4%	11.3%
Community Services	33,452,125	35,915,012	29,001,782	80.8%	80.9%	-0.1%
Development Services	10,980,344	11,442,215	8,400,920	73.4%	73.2%	0.2%
Fire	44,819,411	49,013,615	41,900,527	85.5%	86.0%	-0.5%
Information Technology	21,304,000	24,165,500	18,035,077	74.6%	68.6%	6.0%
Law	4,687,089	4,817,953	4,003,767	83.1%	83.2%	-0.1%
Magistrate	5,400,966	5,617,814	3,869,194	68.9%	66.9%	2.0%
Management Services	8,188,881	8,528,920	6,161,099	72.2%	71.4%	0.8%
Mayor and Council	1,262,159	1,298,899	986,089	75.9%	77.6%	-1.7%
Neighborhood Resources	6,700,823	10,203,074	6,736,027	66.0%	49.1%	16.9%
Police	92,895,766	102,078,972	84,498,821	82.8%	81.4%	1.4%
Public Works & Utilities	10,597,467	12,285,849	9,747,730	79.3%	83.0%	-3.7%
Non-Departmental (Personnel Services and O&M)	99,431,981	89,267,133	75,191,652	84.2%	84.3%	-0.1%
Subtotal Prior to Contingencies/Reserves	\$ 369,268,823	\$ 386,340,080	\$ 312,600,138	80.9%	79.4%	1.5%
Non-Departmental Reserves (Carryforward, Utility, Fuel & DT)	16,124,552	3,430,000	-	0.0%	0.0%	0.0%
Non-Departmental Contingencies (15% & Council)	55,395,400	50,662,927	-	0.0%	0.0%	0.0%
Total General Fund Expenditures	\$ 440,788,775	\$ 440,433,007	\$ 312,600,138	71.0%	70.9%	0.1%

⁽¹⁾ Organization Support includes Buildings and Facilities, Economic Development, Diversity, Equity & Inclusion, Fleet Services, Human Resources, Transportation Policy and Cultural Development.

Adopted Budget: Includes estimated reserves for encumbrance carryforward from the previous fiscal year and full Council approved reserve/contingency established in the budget.

Adjusted Budget: Includes movement of estimated reserves for encumbrance appropriation to departments based on actual end-of-year encumbrances and Council approved contingency transfers. Reserves/Contingency appropriation cannot be spent from Reserve/Contingency line items; it must be moved to spendable lines within Departments.

NOTE: The total Adopted budget compared to the total Adjusted budget always equals when viewing **all** funds. When looking at the General Fund only, it is not uncommon for the amounts to differ. This is due to estimated carryforward appropriation, personnel adjustment appropriation or Council approved contingency transfers being moved to other funds, as directed by Council and authorized by the Budget Resolution.