



## Informational Memo

### Management Services - Memo No. 25-050

**Date:** October 21, 2024

**To:** Mayor and Council

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

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

**Subject:** Fiscal Year (FY) 2024-25 General Fund Revenue Summary, Sales Tax Collection Report, and Expenditure Reports through September 2024

Attached is the FY 2024-25 General Fund Revenue and Expenditure Reports for the period ending September 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 September 2024. This month reflects a 10.1% increase in total General Fund revenues from the budgeted revenues we would have anticipated being received to date based on historical trends, and a 0.6% decrease 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 August TPT reported/received in September. Overall, year to date (YTD) collections in Local TPT and State Shared TPT Revenue all came in above budget, and Urban Revenue Sharing only slightly below budget. It is important to note, that fluctuations related to development/contracting are considered one-time, since once the developments are completed, the related permit and local TPT collections cease. The Local TPT collections through September 2024, reflect an overall increase of 7.4% above budget, and a 0.1% increase compared to prior year actuals. Also, when comparing the TPT collections received

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in September 2024 to the same month in the prior year, collections are down 5.3% as anticipated.

Finally, the FY 2024-25 General Fund Expenditure Summary (Attachment 5) report reflects the percent of adjusted budget expended and encumbered through September 2024. This report then compares this spending percentage to the prior fiscal year. Overall department spending resulted in 34.0% spending through September 2024, compared to 42.4% for the same period last year which included a large Public Safety Personnel Retirement System (PSPRS) payment of \$73 million which was a one-time increase to the prior year.

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

Attachments: FY 2024-25 General Fund Monthly Revenue and Expenditure Reports through September 2024

c: Tadd Wille, Assistant City Manager  
Andy Bass, Deputy City Manager

## General Fund Revenue Summary

### FY 2024-25 Year-To-Date Actuals Through September 2024

General Fund Revenues	Budget		Actuals			Comparison to Prior Year Actuals		
	FY 2024-25 Adopted Budget	FY 2024-25 Budget Prorated Based on Historical Trend	FY 2024-25 Actual Revenue	+ or - of Actual to Budget	% Change of Actual to Budget	FY 2023-24 Actual Revenues for Same Period	Difference + or - from FY 2023-24 to FY 2024-25	% Change of Actuals to Same Period FY 2023-24
Local Sales Tax Collections	196,000,000	46,574,631	50,015,566	3,440,935	7.4%	49,976,138	39,428	0.1%
Local Sales Tax Fees, Audit Assessments, Penalties, Interest	1,908,400	408,352	434,932	26,580	6.5%	1,902,675	(1,467,743)	-77.1%
<b>Total Local Sales Tax Revenue</b>	<b>\$ 197,908,400</b>	<b>\$ 46,982,983</b>	<b>\$ 50,450,498</b>	<b>\$ 3,467,515</b>	<b>7.4%</b>	<b>\$ 51,878,813</b>	<b>\$ (1,428,315)</b>	<b>-2.8%</b>
Franchise Fees	3,650,000	38,748	85,527	46,779	120.7%	(26,103)	111,630	427.7%
Primary Property Taxes	8,783,722	57,548	29,138	(28,410)	-49.4%	53,780	(24,642)	-45.8%
State Shared Sales Tax Revenue	41,500,000	8,133,865	8,324,128	190,263	2.3%	8,694,949	(370,821)	-4.3%
Vehicle License Tax	13,500,000	2,827,656	2,979,180	151,524	5.4%	2,870,440	108,740	3.8%
Urban Revenue Sharing	60,100,000	14,904,721	14,899,837	(4,884)	0.0%	18,596,510	(3,696,673)	-19.9%
Smart and Safe	1,308,000	-	-	-	0.0%	-	-	0.0%
Public Safety State Allocation*	-	-	-	-	0.0%	562,500	(562,500)	-100.0%
Licenses & Permits	6,978,300	875,786	3,745,777	2,869,991	327.7%	569,574	3,176,203	557.6%
Charges for Services	15,707,789	2,612,175	3,152,083	539,908	20.7%	3,064,866	87,217	2.8%
Fines & Forfeitures	3,657,800	869,700	1,033,898	164,198	18.9%	1,050,777	(16,879)	-1.6%
Interest & Investments	3,777,000	463,556	1,392,193	928,637	200.3%	317,967	1,074,226	337.8%
Other Revenues	2,830,508	707,628	553,913	(153,715)	-21.7%	236,831	317,082	133.9%
Indirect Cost	8,532,282	2,133,074	2,133,071	(3)	0.0%	1,994,546	138,525	6.9%
<b>Total General Fund Revenues</b>	<b>\$ 368,233,801</b>	<b>\$ 80,607,440</b>	<b>\$ 88,779,243</b>	<b>\$ 8,171,803</b>	<b>10.1%</b>	<b>\$ 89,865,450</b>	<b>\$ (1,086,207)</b>	<b>-1.2%</b>
<b>Prior Month</b>	<b>\$ 368,233,801</b>	<b>\$ 52,616,049</b>	<b>\$ 59,455,151</b>	<b>\$ 6,839,102</b>	<b>13.0%</b>	<b>\$ 59,039,808</b>	<b>\$ 415,343</b>	<b>0.7%</b>
<b>Change from Prior Month</b>	<b>\$ -</b>	<b>\$ 27,991,391</b>	<b>\$ 29,324,092</b>	<b>\$ 1,332,701</b>	<b>-2.9%</b>	<b>\$ 30,825,642</b>	<b>\$ (1,501,550)</b>	<b>-1.9%</b>

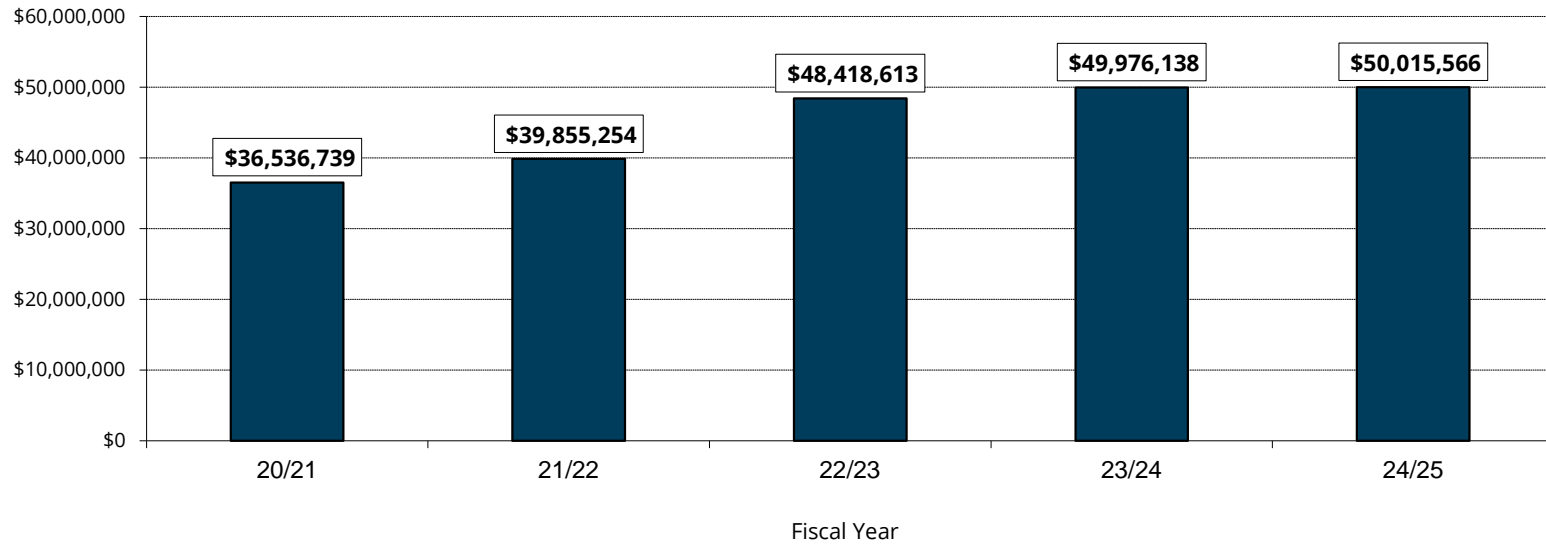
Note:

FY 2024-25 Adopted Budget excludes one-time Interfund Transfers-In of \$650,000 to the General Fund 101 for Impact Fee loan repayments, which are used to fund General Capital Projects in Fund 401.

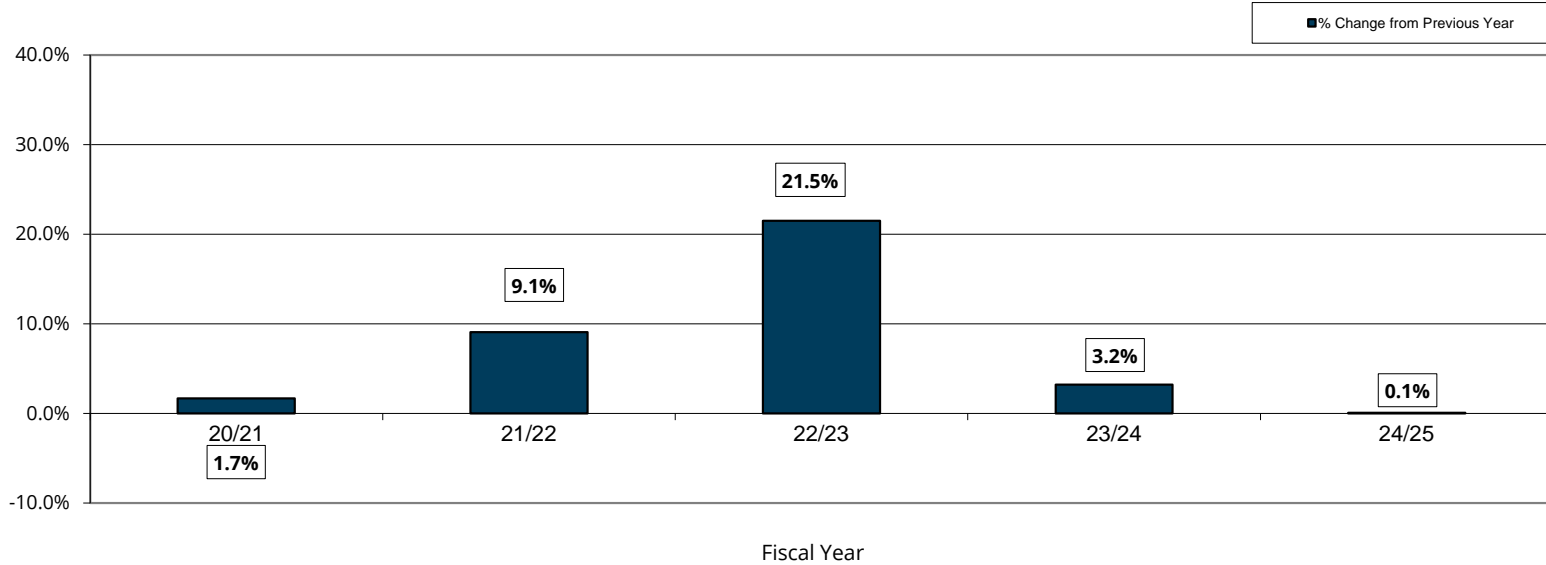
\*Public Safety State Allocation is a new revenue line established in FY 2023-24 with a final total received of \$2,500,000. No additional funding is anticipated in the current FY.

**Attachment 1**

### Local Sales Tax Revenue\* Through Month of September (Based on Sales Through August)



### Local Sales Tax Revenue\* % Change from September 2024 through September of Previous Years (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 September Each Year (Year-to-Date) Revised

Sales Tax Category	FY23-24 % of Total	% Chg Fm PY	FY 2024-25	% Chg Fm PY	FY 2023-24	% Chg Fm PY	FY 2022-23	% Chg Fm PY	FY 2021-22	% Chg Fm PY	FY 2020-21
Utilities	9.3%	14.5%	\$ 6,637,460	6.6%	\$ 5,795,966	3.1%	\$ 5,438,421	2.7%	\$ 5,275,268	8.8%	\$ 5,136,864
Telecommunications	1.0%	2.7%	\$ 527,465	31.5%	\$ 513,774	-6.0%	\$ 390,596	-21.1%	\$ 415,317	-12.2%	\$ 526,118
Publishing / Advertising / Printing / Transportation	0.1%	-4.1%	\$ 45,327	-17.2%	\$ 47,284	32.8%	\$ 57,114	4.5%	\$ 43,017	-542.3%	\$ 41,164
Restaurants & Bars	9.2%	4.6%	\$ 4,438,842	3.3%	\$ 4,244,209	12.7%	\$ 4,108,325	32.7%	\$ 3,645,531	-11.2%	\$ 2,747,763
Amusements	0.8%	19.0%	\$ 453,474	11.0%	\$ 380,956	33.3%	\$ 343,142	172.8%	\$ 257,502	-66.0%	\$ 94,394
Real Property Rentals	12.3%	3.1%	\$ 6,188,459	12.4%	\$ 5,999,984	15.2%	\$ 5,336,700	3.2%	\$ 4,630,549	-3.1%	\$ 4,486,716
Tangible Personal Property Rentals	3.6%	5.5%	\$ 1,494,101	25.2%	\$ 1,416,371	12.4%	\$ 1,130,902	12.0%	\$ 1,006,132	-24.7%	\$ 898,226
Hotels / Motels	3.4%	2.0%	\$ 1,085,533	-6.3%	\$ 1,064,426	29.2%	\$ 1,136,427	63.8%	\$ 879,858	-26.2%	\$ 537,295
Contracting	12.7%	-29.4%	\$ 5,055,074	9.9%	\$ 7,162,295	95.8%	\$ 6,518,272	-6.7%	\$ 3,328,345	-21.6%	\$ 3,567,062
Retail / Manufactured Buildings / Jet Fuel	49.0%	-2.2%	\$ 22,517,546	3.8%	\$ 23,013,477	17.3%	\$ 22,165,970	10.5%	\$ 18,902,745	14.2%	\$ 17,103,702
Use Tax	2.0%	366.0%	\$ 1,572,284	-81.2%	\$ 337,395	21.9%	\$ 1,792,745	5.3%	\$ 1,470,991	19.2%	\$ 1,397,435
<b>Total Sales Tax Revenue*</b>	<b>103.5%</b>	<b>0.1%</b>	<b>\$ 50,015,566</b>	<b>3.2%</b>	<b>\$ 49,976,138</b>	<b>21.5%</b>	<b>\$ 48,418,613</b>	<b>9.1%</b>	<b>\$ 39,855,254</b>	<b>1.7%</b>	<b>\$ 36,536,739</b>

## Sales Tax Revenue By Class

Through September (Month-over-Month)

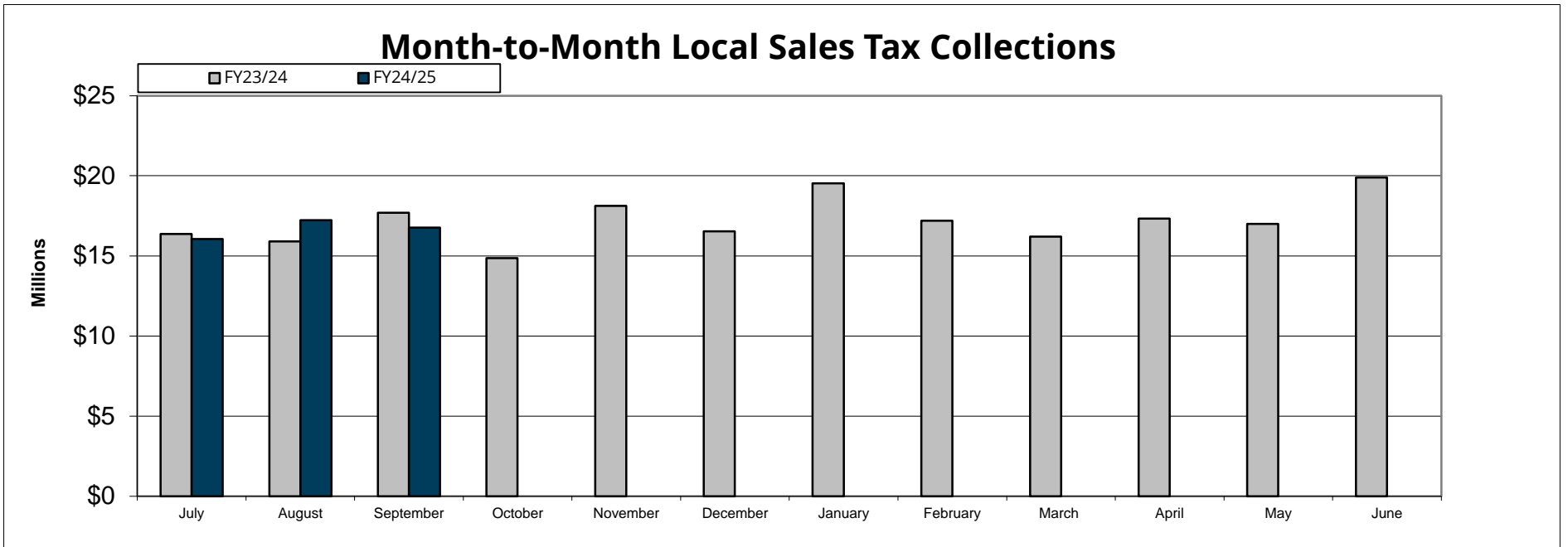
Sales Tax Category	% Chg Fm PY	FY 2024-25	% Chg Fm PY	FY 2023-24	% Chg Fm PY	FY 2022-23	% Chg Fm PY	FY 2021-22	% Chg Fm PY	FY 2020-21
Utilities	7.1%	\$ 2,467,546	11.3%	\$ 2,303,137	7.2%	\$ 2,069,758	-2.9%	\$ 1,930,659	6.6%	\$ 1,988,469
Telecommunications	4.2%	\$ 180,799	34.1%	\$ 173,542	-10.7%	\$ 129,376	-15.5%	\$ 144,806	-13.8%	\$ 171,465
Publishing / Advertising / Printing / Transportation	11.5%	\$ 16,153	-39.1%	\$ 14,491	62.8%	\$ 23,799	-1.8%	\$ 14,621	18.8%	\$ 14,884
Restaurants & Bars	3.5%	\$ 1,444,317	0.3%	\$ 1,395,774	14.7%	\$ 1,391,140	32.5%	\$ 1,212,741	-13.2%	\$ 915,421
Amusements	32.3%	\$ 149,474	4.2%	\$ 112,990	14.2%	\$ 108,401	124.1%	\$ 94,932	-50.8%	\$ 42,357
Real Property Rentals	5.7%	\$ 2,026,124	6.9%	\$ 1,916,368	38.1%	\$ 1,791,850	-13.4%	\$ 1,297,540	6.7%	\$ 1,497,484
Tangible Personal Property Rentals	-2.2%	\$ 502,894	27.8%	\$ 514,006	16.6%	\$ 402,305	21.7%	\$ 345,005	-21.1%	\$ 283,411
Hotels / Motels	3.5%	\$ 349,336	-12.2%	\$ 337,385	21.7%	\$ 384,117	88.5%	\$ 315,747	-32.7%	\$ 167,492
Contracting	-39.8%	\$ 1,829,137	30.5%	\$ 3,040,840	97.2%	\$ 2,330,349	-6.8%	\$ 1,181,902	13.2%	\$ 1,268,050
Retail / Manufactured Buildings / Jet Fuel	-1.7%	\$ 7,361,910	-0.6%	\$ 7,488,565	20.2%	\$ 7,534,162	10.1%	\$ 6,267,973	17.4%	\$ 5,695,251
Use Tax	7.9%	\$ 427,201	-21.4%	\$ 395,979	13.0%	\$ 503,501	5.4%	\$ 445,651	190.7%	\$ 422,698
<b>Total Sales Tax Revenue*</b>	<b>-5.3%</b>	<b>\$ 16,754,892</b>	<b>6.1%</b>	<b>\$ 17,693,076</b>	<b>25.8%</b>	<b>\$ 16,668,758</b>	<b>6.3%</b>	<b>\$ 13,251,577</b>	<b>9.9%</b>	<b>\$ 12,466,981</b>

\*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 FY23/24	Monthly Collections FY24/25	\$ Difference + / (-) FY24/25 over FY23/24	% Difference + / (-) FY24/25 over FY23/24
July	16,367,375	16,041,259	(326,116)	-2.0%
August	15,915,687	17,219,415	1,303,727	8.2%
September	17,693,076	16,754,892	(938,185)	-5.3%
October	14,875,472		(14,875,472)	-100.0%
November	18,124,782		(18,124,782)	-100.0%
December	16,527,924		(16,527,924)	-100.0%
January	19,530,608		(19,530,608)	-100.0%
February	17,197,955		(17,197,955)	-100.0%
March	16,194,706		(16,194,706)	-100.0%
April	17,317,851		(17,317,851)	-100.0%
May	16,986,687		(16,986,687)	-100.0%
June	19,885,235		(19,885,235)	-100.0%
<b>Totals</b>	<b>\$ 49,976,138</b>	<b>\$ 50,015,566</b>	<b>\$ 39,426</b>	<b>0.1%</b>



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

## General Fund Expenditure Summary Thru September 2024

Department	Adopted Budget	Adjusted Budget	Expenses & Encumbrances Thru September 2024	Percentage of Adjusted Budget Expended & Encumbered Thru September 2024	Percentage of Adjusted Budget Expended & Encumbered Thru September 2023	Over/Under Last Year's Percentage
City Clerk	\$ 1,491,484	\$ 1,524,419	\$ 353,897	23.2%	26.7%	-3.5%
City Manager and Organization Support <sup>(1)</sup>						
City Manager	2,344,587	2,429,049	639,964	26.3%	26.0%	0.3%
Buildings & Facilities	8,760,515	9,324,981	3,873,860	41.5%	43.7%	-2.2%
Cultural Development	5,187,478	5,550,997	1,503,507	27.1%	30.6%	-3.6%
Diversity, Equity, and Inclusion	712,984	794,617	156,386	19.7%	18.2%	1.5%
Economic Development	2,249,706	2,872,066	1,405,741	48.9%	33.9%	15.0%
Fleet Services	1,526,315	1,606,897	461,028	28.7%	24.4%	4.3%
Human Resources	2,477,410	2,588,949	777,693	30.0%	25.5%	4.5%
Transportation Policy	3,335,785	3,510,957	1,365,878	38.9%	9.5%	29.4%
Communications & Public Affairs	3,535,004	4,001,545	1,157,820	28.9%	37.1%	-8.2%
Community Services	34,953,712	37,771,791	12,390,805	32.8%	34.0%	-1.2%
Development Services	13,044,834	13,994,538	3,376,299	24.1%	22.5%	1.6%
Fire	48,798,146	49,254,197	16,659,832	33.8%	29.8%	4.0%
Information Technology	24,028,446	30,223,450	12,907,965	42.7%	39.2%	3.5%
Law	4,816,283	5,008,251	1,302,529	26.0%	25.9%	0.1%
Magistrate	5,847,458	6,097,899	1,780,679	29.2%	24.1%	5.1%
Management Services	8,924,130	9,315,572	2,482,830	26.7%	24.6%	2.1%
Mayor and Council	1,288,723	1,356,303	324,241	23.9%	19.7%	4.2%
Neighborhood Resources	10,262,729	10,052,377	3,029,170	30.1%	10.5%	19.5%
Police	100,299,908	108,390,754	34,793,009	32.1%	29.1%	3.0%
Public Works & Utilities	10,257,708	11,929,517	6,015,865	50.4%	48.9%	1.5%
Non-Departmental (Personnel Services and O&M)	28,479,897	21,344,501	8,567,468	40.1%	80.0%	-39.9%
<b>Subtotal Prior to Contingencies/Reserves</b>	<b>\$ 322,623,242</b>	<b>\$ 338,943,627</b>	<b>\$ 115,326,466</b>	<b>34.0%</b>	<b>42.4%</b>	<b>-8.4%</b>
Non-Departmental Reserves (Carryforward, Utility, Fuel & DT)	14,899,800	3,750,592	-	0.0%	0.0%	0.0%
Non-Departmental Contingencies (15% & Council)	54,345,300	45,827,131	-	0.0%	0.0%	0.0%
<b>Total General Fund Expenditures</b>	<b>\$ 391,868,342</b>	<b>\$ 388,521,350</b>	<b>\$ 115,326,466</b>	<b>29.7%</b>	<b>37.2%</b>	<b>-7.5%</b>

<sup>(1)</sup> 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.