

**APRIL  
2024**



City of Loveland

# **MONTHLY REVENUE REVIEW**

**BRIAN WALDES**

**CFO, FINANCE**

**MAY 21, 2024**



# AGENDA

The **Monthly Revenue Review** is used to convey the City's revenue status as it compares to forecasted numbers and to identify economic trends / events and its affect on revenues.

## Strategic Plan

**Focus Area:** Fiscal Stability & Strength

**Strategy Area:** Optimize Financial Structure & Systems

**Priority Area:** Transparent & Accessible Financial Information

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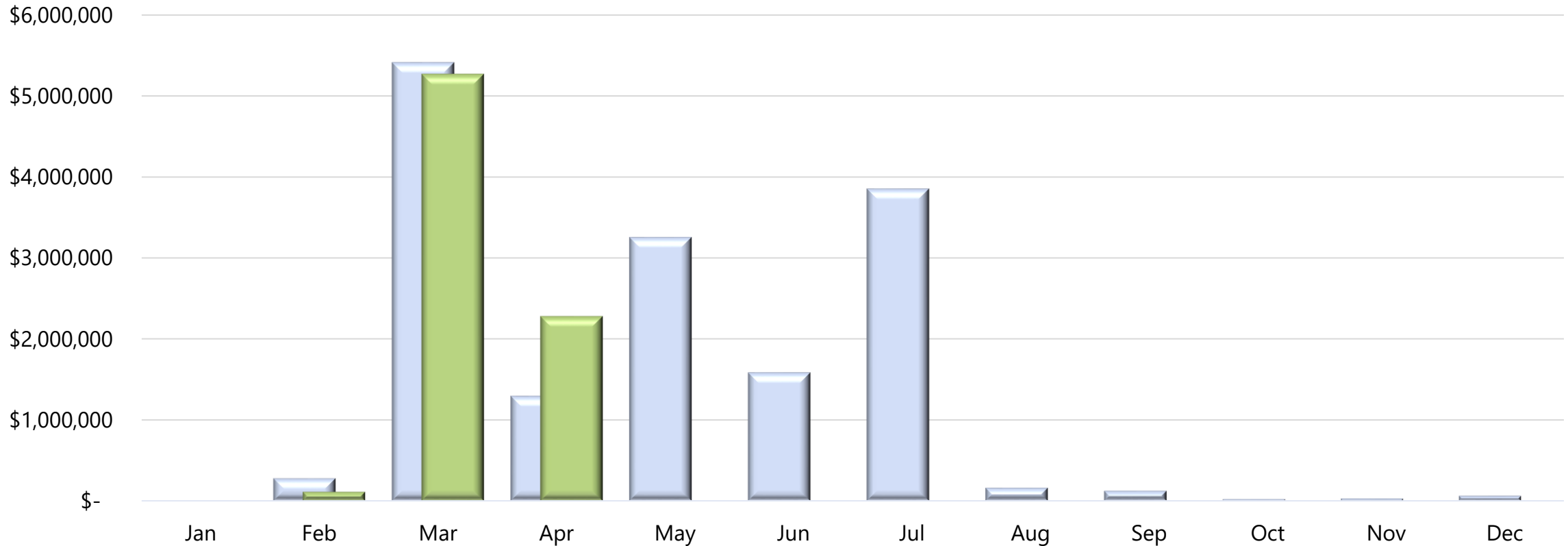
QUESTIONS

# PROPERTY TAX

In this section, we'll share information specifically related to **Property Tax collections**.

- The timing of property tax payments make this data more helpful at different points in the year
  - **Lump sum** payments are due beginning of May
  - **Installments** are due end February and mid June

# Property Tax



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
<b>Budget</b>	2	280,896	5,417,007	1,298,921	3,260,934	1,590,758	3,859,484	166,034	128,245	25,786	33,308	66,504	\$ 16,127,878	\$ 6,996,826
<b>Actuals</b>	1,428	114,398	5,272,782	2,282,929	-	-	-	-	-	-	-	-	\$ 7,671,537	\$ 7,671,537
<b>Surplus / (Deficit)</b>	\$ 1,426	\$ (166,498)	\$ (144,226)	\$ 984,008	-	-	-	-	-	-	-	-	\$ (8,456,341)	\$ 674,711

**Actual Property Tax Collected through April is 9.64% or \$674,711 more than Budget.**

**Actual Property Tax Collected through April is 38.6% or \$2,136,448 more than last year.**

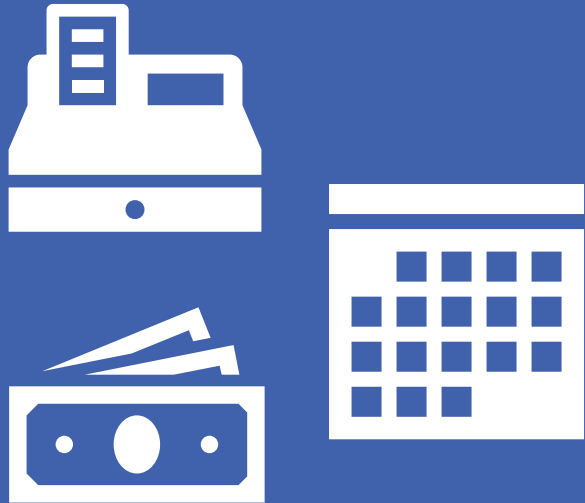
# SALES TAX

In this section, we'll share information related specifically to **Sales Tax collections**.

- Sales tax collections are typically similar month-to-month throughout the year with a predictable rise in January due to the prior month's holiday and timing of collections

sales tax

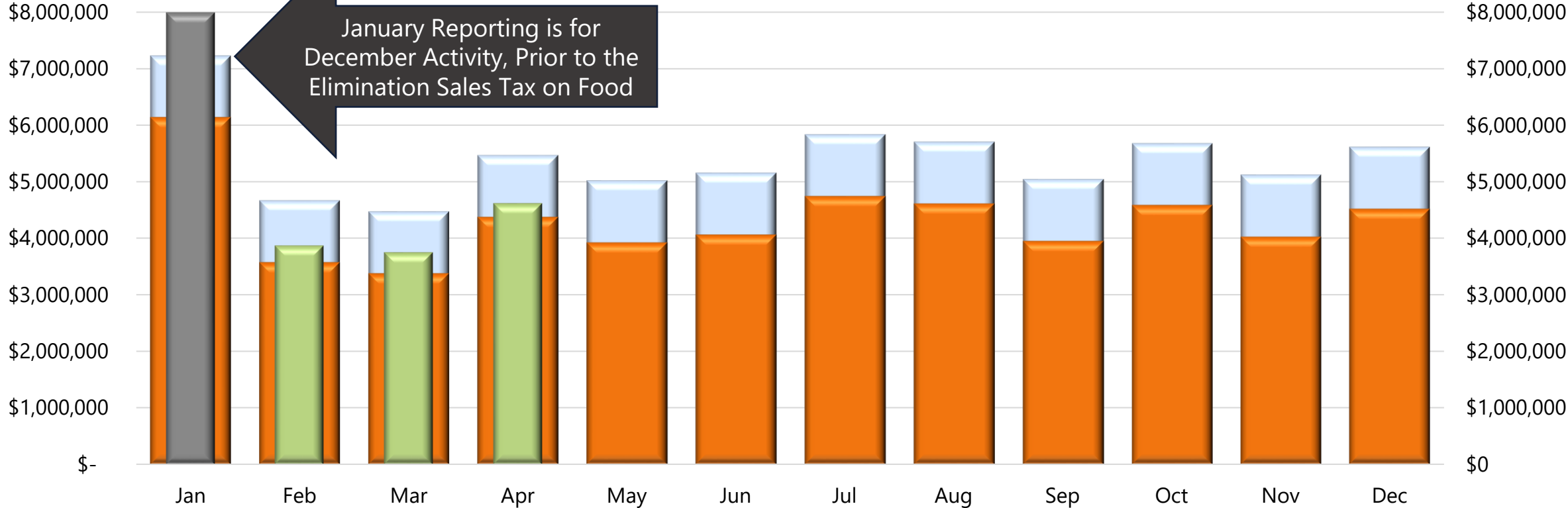
# SALES TAX: CASH VS. ACCRUAL BASIS



- To better reflect how recent changes to the City's sales tax base are affecting its finances, the Quarterly Financial Report now presents Sales Tax information in both cash and accrual formats.
- What does that mean?
  - Under cash basis accounting, sales taxes are recorded when the City receives them from the retailer – typically in the month following the purchase.
  - Under accrual basis accounting, all sales tax revenues are accounted for in the month the purchase is made. This is a requirement of GAAP<sup>1</sup> and is the basis for our official annual report.

We have always reported on a modified accrual basis for the purpose of our annual report (ACFR). Accrual basis accounting shows the **most accurate picture** of the impacts of revenue changes in 2024.

# Sales Tax – Cash Basis



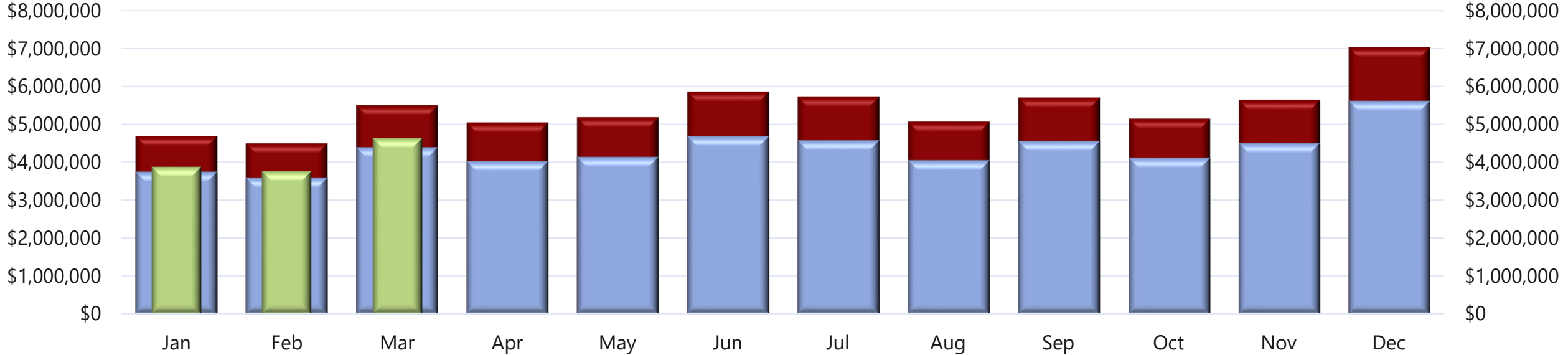
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
<b>Adopted Budget</b>	\$ 7,234,722	4,676,562	4,482,108	5,477,896	5,027,826	5,163,834	5,843,356	5,711,726	5,51,430	5,685,341	5,129,308	5,621,223	\$ 65,105,331	\$ 21,871,288
<b>Revised Forecast</b>	6,134,722	3,576,562	3,382,108	4,377,896	3,927,826	4,063,834	4,743,356	4,611,726	3,951,430	4,585,341	4,029,308	4,521,223	\$ 51,905,331	\$ 17,471,288
<b>Actuals</b>	7,991,757	3,865,256	3,746,561	4,614,689	-	-	-	-	-	-	-	-	\$ 20,218,264	\$ 20,218,264
<b>+ / - Adopted</b>	<b>757,036</b>	<b>(811,306)</b>	<b>(735,547)</b>	<b>(863,206)</b>	-	-	-	-	-	-	-	-	\$ (44,887,067)	\$ (1,653,023)
<b>+ / - Revised</b>	<b>1,857,036</b>	<b>288,694</b>	<b>364,453</b>	<b>236,794</b>	-	-	-	-	-	-	-	-	\$ (31,687,067)	\$ 2,746,977

**Actual Sales Tax Collected through April is -7.56% or (\$1,653,023) less than the Adopted Budget.**

**Actual Sales Tax Collected through April is 15.7% or \$2,746,977 more than the Revised Forecast.**

**Actual Sales Tax Collected through April is -3.2% or (\$666,872) less than last year.**

# Sales Tax - Accrual Basis



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
<b>Adopted Budget</b>	\$ 4,692,925	\$ 4,497,790	\$ 5,497,062	\$ 5,045,417	\$ 5,181,901	\$ 5,863,801	\$ 5,731,710	\$ 5,069,103	\$ 5,705,233	\$ 5,147,254	\$ 5,640,891	\$ 7,032,246	<b>\$ 65,105,331</b>	<b>\$ 14,687,776</b>
<b>Revised Forecast</b>	3,741,442	3,585,870	4,382,541	4,022,467	4,131,279	4,674,925	4,569,615	4,041,350	4,548,506	4,103,656	4,497,209	5,606,469	<b>\$ 51,905,331</b>	<b>\$ 11,709,854</b>
<b>Actuals</b>	3,865,256	3,746,561	4,614,689	-	-	-	-	-	-	-	-	-	<b>\$ 12,226,507</b>	<b>\$ 12,226,507</b>
<b>+/- Adopted</b>	<b>\$ (827,669)</b>	<b>\$ (751,228)</b>	<b>\$ (882,372)</b>	-	-	-	-	-	-	-	-	-	<b>\$ (52,878,824)</b>	<b>\$ (2,461,269)</b>
<b>+/- Revised</b>	<b>\$ 123,814</b>	<b>\$ 160,691</b>	<b>\$ 232,148</b>	-	-	-	-	-	-	-	-	-	<b>\$ (39,678,824)</b>	<b>\$ 516,653</b>

**Actual Sales Tax Collected through March is -16.8% or (\$2,461,269) less than the Adopted Budget.**

**Actual Sales Tax Collected through March is 4.4% or \$516,653 more than the Revised Forecast.**

**Actual Sales Tax Collected through March is -12.5% or (\$1,750,114) less than last year.**





## April 2024 Sales Tax Collections by Industry Code

Industry Sector	Change from Previous Year						Change from Same Month Last Year	
	YTD 2023	YTD 2024	\$ Change	% Change	% of Total	Dollar Amount	Percent Change	
Beer, Wine & Liquor Stores	\$ 337,311	\$ 291,348	\$ (45,963) ↓	-13.6%	1.4%	\$ (1,711) ↓	-2.3%	
Broadcasting & Telecommunications	260,979	236,140	(24,839) ↓	-9.5%	1.2%	(2,312) ↓	-3.6%	
Building Material & Lawn & Garden Supplies	1,574,888	1,670,875	95,987 ↑	6.1%	8.3%	46,039 ↑	10.4%	
Clothing & Clothing Accessories Stores	456,440	476,755	20,315 ↑	4.5%	2.4%	1,689 ↑	1.6%	
Consumer Goods & Commercial Equipment Rental	554,277	1,091,516	537,239 ↑	96.9%	5.4%	(12,895) ↓	-8.7%	
Department Stores & General Merchandise	3,571,479	2,509,314	(1,062,165) ↓	-29.7%	12.4%	(306,366) ↓	-37.1%	
Electronic Shopping & Mail-Order Houses	1,310,692	1,876,506	565,814 ↑	43.2%	9.3%	197,387 ↑	63.2%	
Electronics & Appliance Stores	416,013	368,753	(47,260) ↓	-11.4%	1.8%	(32,111) ↓	-28.2%	
Furniture & Home Furnishing Stores	202,295	170,880	(31,415) ↓	-15.5%	0.8%	(11,613) ↓	-21.1%	
Gasoline Stations with Convenience Stores	256,349	237,144	(19,205) ↓	-7.5%	1.2%	(11,007) ↓	-15.5%	
Grocery Stores & Specialty Foods	2,300,079	1,236,189	(1,063,890) ↓	-46.3%	6.1%	(395,341) ↓	-78.0%	
Health & Personal Care Stores	320,157	298,143	(22,014) ↓	-6.9%	1.5%	(7,979) ↓	-10.0%	
Hotels, Motels & Other Accommodations	382,672	436,343	53,671 ↑	14.0%	2.2%	(6,607) ↓	-5.2%	
Misc. Retail Including Used Merchandise Stores	960,947	946,196	(14,751) ↓	-1.5%	4.7%	(10,515) ↓	-4.0%	
Motor Vehicle Dealers, Auto Parts & Leasing	1,718,252	1,734,093	15,841 ↑	0.9%	8.6%	(32,839) ↓	-6.7%	
Office Supplies, Stationery & Gift Stores	70,907	66,530	(4,377) ↓	-6.2%	0.3%	881 ↑	5.2%	
Restaurants & Bars	2,470,284	2,660,235	189,951 ↑	7.7%	13.2%	50,077 ↑	7.4%	
Sporting Goods, Hobby, Book & Music Stores	537,061	488,347	(48,714) ↓	-9.1%	2.4%	(13,136) ↓	-10.5%	
Utilities	1,398,394	1,133,633	(264,761) ↓	-18.9%	5.6%	(47,499) ↓	-15.6%	
All Other Categories	1,785,661	2,289,324	503,663 ↑	28.2%	11.3%	(20,357) ↓	-4.7%	
<b>Total</b>	<b>\$ 20,885,137</b>	<b>\$ 20,218,264</b>	<b>\$ (666,873) ↓</b>	<b>-3.2%</b>	<b>100.0%</b>	<b>\$ (616,215) ↓</b>	<b>-11.8%</b>	

# Activity Measures

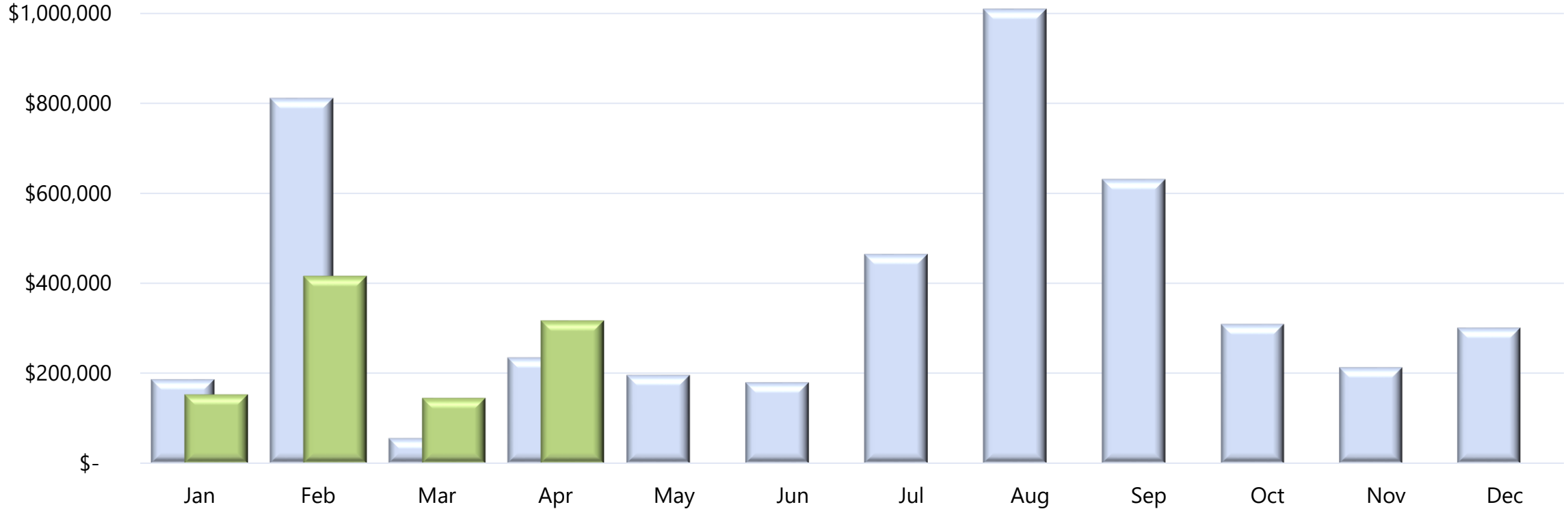
Measures	Apr '22	Apr '23	Apr '24	2022 YTD	2023 YTD	2024 YTD
<b>Governmental Measures</b>						
# of Building Permits	404	341	399	1,290	1,049	842
\$ Building Permit Valuations	\$ 48,079,519	\$ 21,475,514	\$ 37,424,472	\$ 185,288,941	\$ 116,792,464	\$ 150,353,747
# of Certified Occupancies	52	21	19	172	118	51
Net # of Sales Tax Licenses	27	52	12	79	20	77
\$ of Lodging Tax Collected	\$ 89,116	\$ 102,826	\$ 99,767	\$ 270,481	\$ 318,699	\$ 357,556
Sales & Use Tax System Receipts (SUTS)	\$ 88,844	\$ 291,785	\$ 435,685	\$ 289,561	\$ 798,220	\$ 1,674,549
<b>Enterprise Measures</b>						
New Residential Electric Meter Sets	183	33	25	403	191	85
# of Utility Bills Sent	42,503	43,634	44,768	169,482	173,880	178,155
KWH Demand (kH)	85,379	83,676	79,286	379,512	376,436	377,580
KWH Purchased (kwh)	54,027,474	53,682,418	53,952,558	232,655,969	232,701,708	232,672,374
Gallons of Water Sold	151,443,752	-	-	588,085,192	-	-
Rounds of Golf	12,677	13,552	11,979	17,990	19,264	25,427
<b>Internal Measures</b>						
\$ Average Health Claim Costs/Emp.	\$ 958	\$ 1,132	\$ 1,054	\$ 1,072	1,127	1,041
# of Workers' Comp Claims	11	\$ 11	5	40	50	29
\$ of Workers' Comp Claims	\$ 16,581	\$ 33,543	\$ 77,517	\$ 99,585	168,228	158,948
# of Total Open Claims	12	\$ 20	13	<i>Not Cumulative</i>		
\$ of Total Open Claims	\$ 175,479	\$ 277,855	\$ 249,162	<i>Not Cumulative</i>		

# BUILDING MATERIALS USE TAX

In this section, we'll share information related specifically to **Building Materials Use Tax collections**.

- Building Materials Use Tax collections can vary month-to-month depending on new projects developing throughout the City.

# Building Materials Use Tax



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
<b>Budget</b>	187,215	812,027	56,277	235,497	196,498	180,355	465,803	1,009,448	631,650	309,898	213,607	301,725	<b>\$ 4,600,000</b>	<b>\$ 1,291,016</b>
<b>Actuals</b>	152,947	415,452	145,172	316,718	-	-	-	-	-	-	-	-	<b>\$ 1,030,289</b>	<b>\$ 1,030,289</b>
<b>Surplus / (Deficit)</b>	<b>\$ (34,268)</b>	<b>\$(396,575)</b>	<b>\$ 88,895</b>	<b>\$ 81,222</b>	-	-	-	-	-	-	-	-	<b>\$ (3,569,711)</b>	<b>\$ (260,727)</b>

**Actual Building Materials Use Tax Collected through April is -20.2% or (\$260,727) less than Budget.**

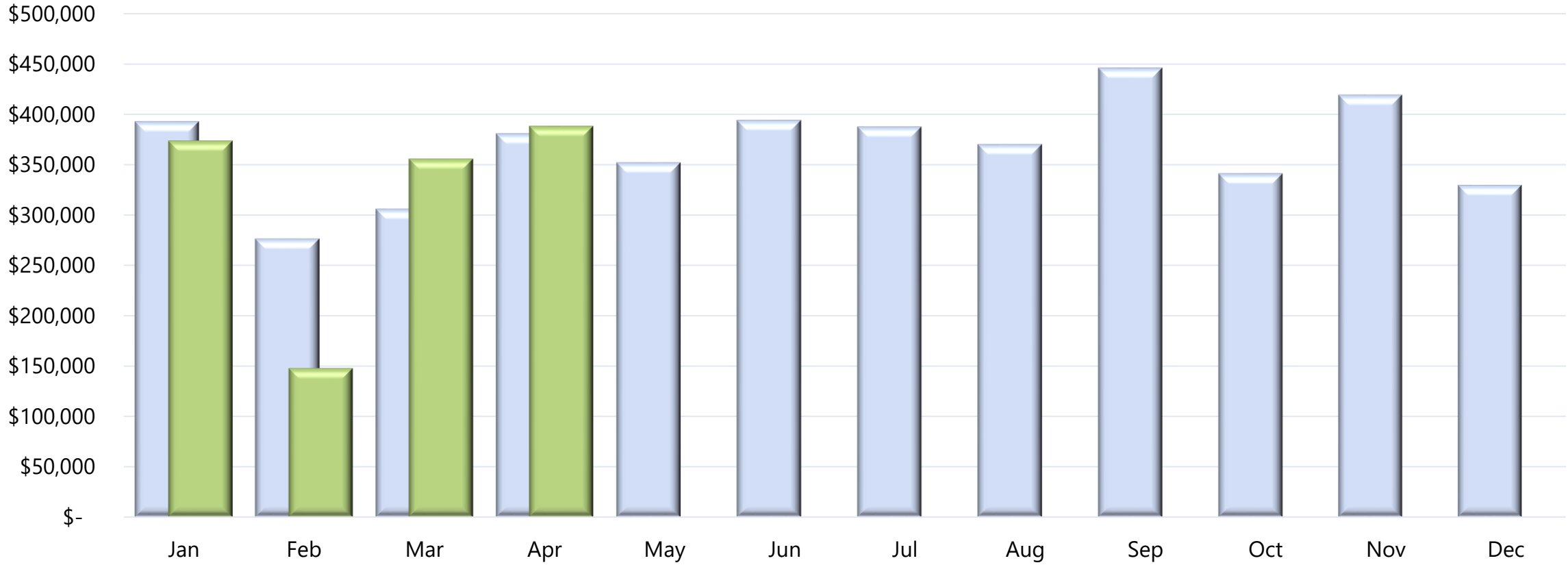
**Actual Building Materials Use Tax Collected through April is -26.8% or (\$377,103) less than last year.**

# AUTO USE TAX

In this section, we'll share information related specifically to **Auto Use Tax collections**.

- Auto Use Tax collections stay relatively consistent throughout the year. COVID has impacted this regularity for various reasons (cost, supply shortages, demand etc.).

# Auto Use Tax



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
<b>Budget</b>	393,092	276,855	306,480	381,095	352,461	394,449	387,791	370,572	446,219	341,446	419,547	329,992	<b>\$ 4,400,000</b>	<b>\$ 1,357,522</b>
<b>Actuals</b>	373,761	148,197	355,861	388,333	-	-	-	-	-	-	-	-	<b>\$ 1,266,152</b>	<b>\$ 1,266,152</b>
<b>Surplus / (Deficit)</b>	<b>\$ (19,331)</b>	<b>\$ (128,658)</b>	<b>\$ 49,381</b>	<b>\$ 7,238</b>	-	-	-	-	-	-	-	-	<b>\$ (3,133,848)</b>	<b>\$ (91,370)</b>

**Actual** Auto Use Tax Collected through April is **-6.73%** or **(\$91,370)** less than **Budget**.

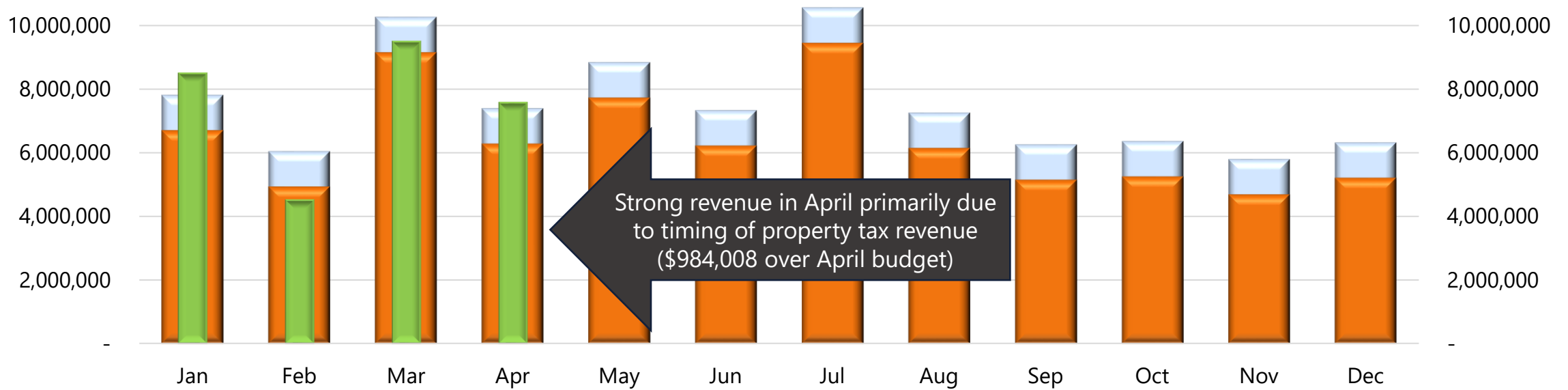
**Actual** Auto Use Tax Collected through April is **-12.4%** or **(\$179,351)** less than last year.

# TAX REVENUE COMBINED TOTALS

In this section, we'll review the combined totals of **Property Tax, Sales Tax, Building Materials Use Tax, and Auto Use Tax** collections.



## General Fund Primary Tax Revenue - Cash Basis Combined Totals Through April 2024



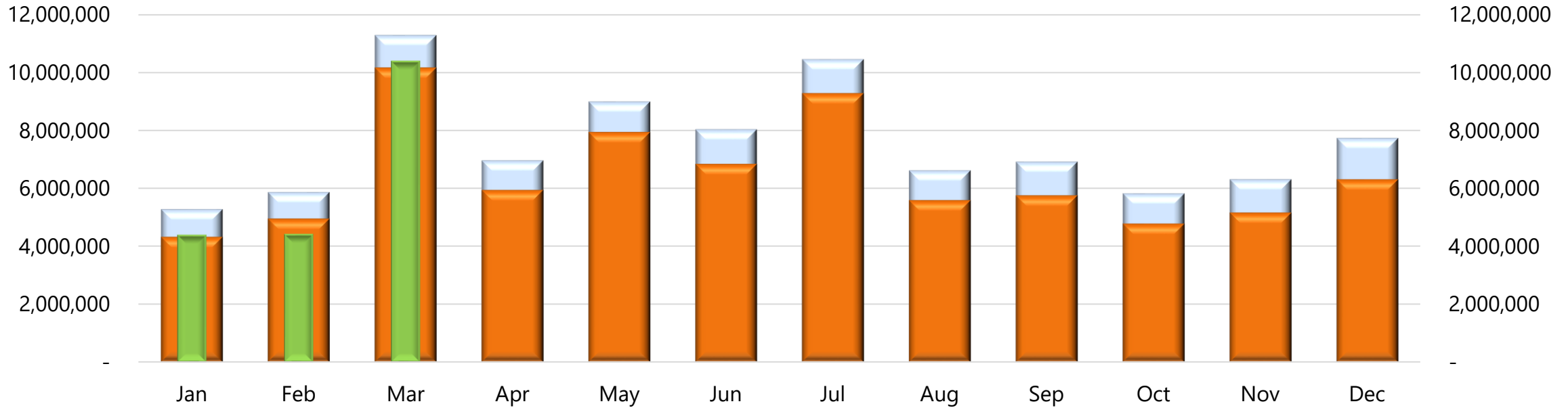
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	SubTotal through 4/2024
<b>Adopted Budget</b>	7,815,031	6,046,340	10,261,872	7,393,408	8,837,718	7,329,397	10,556,434	7,257,780	6,257,544	6,362,471	5,795,770	6,319,444	90,233,209	<b>\$31,516,652</b>
<b>Revised Forecast</b>	6,715,031	4,946,340	9,161,872	6,293,408	7,737,718	6,229,397	9,456,434	6,157,780	5,157,544	5,262,471	4,695,770	5,219,444	77,033,209	<b>\$27,116,652</b>
<b>Actuals</b>	8,519,893	4,543,303	9,520,376	7,602,670	-	-	-	-	-	-	-	-	30,186,243	<b>\$30,186,243</b>
<b>+ / - Adopted</b>	<b>\$704,863</b>	<b>\$(1,503,037)</b>	<b>\$(741,497)</b>	<b>\$209,262</b>	-	-	-	-	-	-	-	-	\$(60,046,966)	<b>\$(1,330,409)</b>
<b>+ / - Revised</b>	<b>\$1,804,863</b>	<b>\$(403,037)</b>	<b>\$358,503</b>	<b>\$1,309,262</b>	-	-	-	-	-	-	-	-	\$(46,846,966)	<b>\$ 3,069,591</b>

**Actual** Combined Revenue Collected through April is **-4.2%** or **(\$1,330,409)** less than the **Original Budget**.

**Actual** Combined Revenue Collected through April is **11.3%** or **\$3,069,591** more than the **Revised Forecast**.

**Actual** Combined Revenue Collected through April is **3.1%** or **\$913,122** more than last year.

## General Fund Primary Tax Revenue - Accrual Basis Combined Totals Through March 2024



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	SubTotal through 4/2024
<b>Adopted Budget</b>	5,273,234	5,867,568	11,276,826	6,960,930	8,991,793	8,029,363	10,444,788	6,615,157	6,911,348	5,824,383	6,307,353	7,730,467	90,233,209	<b>\$29,378,557</b>
<b>Revised Forecast</b>	4,321,751	4,955,648	10,162,306	5,937,980	7,941,171	6,840,487	9,282,693	5,587,405	5,754,621	4,780,786	5,163,672	6,304,691	77,033,209	<b>\$25,377,685</b>
<b>Actuals</b>	4,393,393	4,424,608	10,388,504	-	-	-	-	-	-	-	-	-	19,206,505	<b>\$19,206,505</b>
<b>+ / - Adopted</b>	<b>\$(879,841)</b>	<b>\$(1,442,959)</b>	<b>\$(888,322)</b>	-	-	-	-	-	-	-	-	-	<b>(71,026,704)</b>	<b>\$(3,211,123)</b>
<b>+ / - Revised</b>	<b>\$ 71,642</b>	<b>\$(531,040)</b>	<b>\$ 226,198</b>	-	-	-	-	-	-	-	-	-	<b>(57,826,704)</b>	<b>\$(233,200)</b>

**Actual** Combined Revenue Collected through March is **-14.3%** or **(\$3,211,123)** less than the **Original Budget**.

**Actual** Combined Revenue Collected through March is **-1.2%** or **(\$233,200)** less than the **Revised Forecast**.

**Actual** Combined Revenue Collected through March is **-7.1%** or **(\$1,468,023)** less than last year. <sup>18</sup>

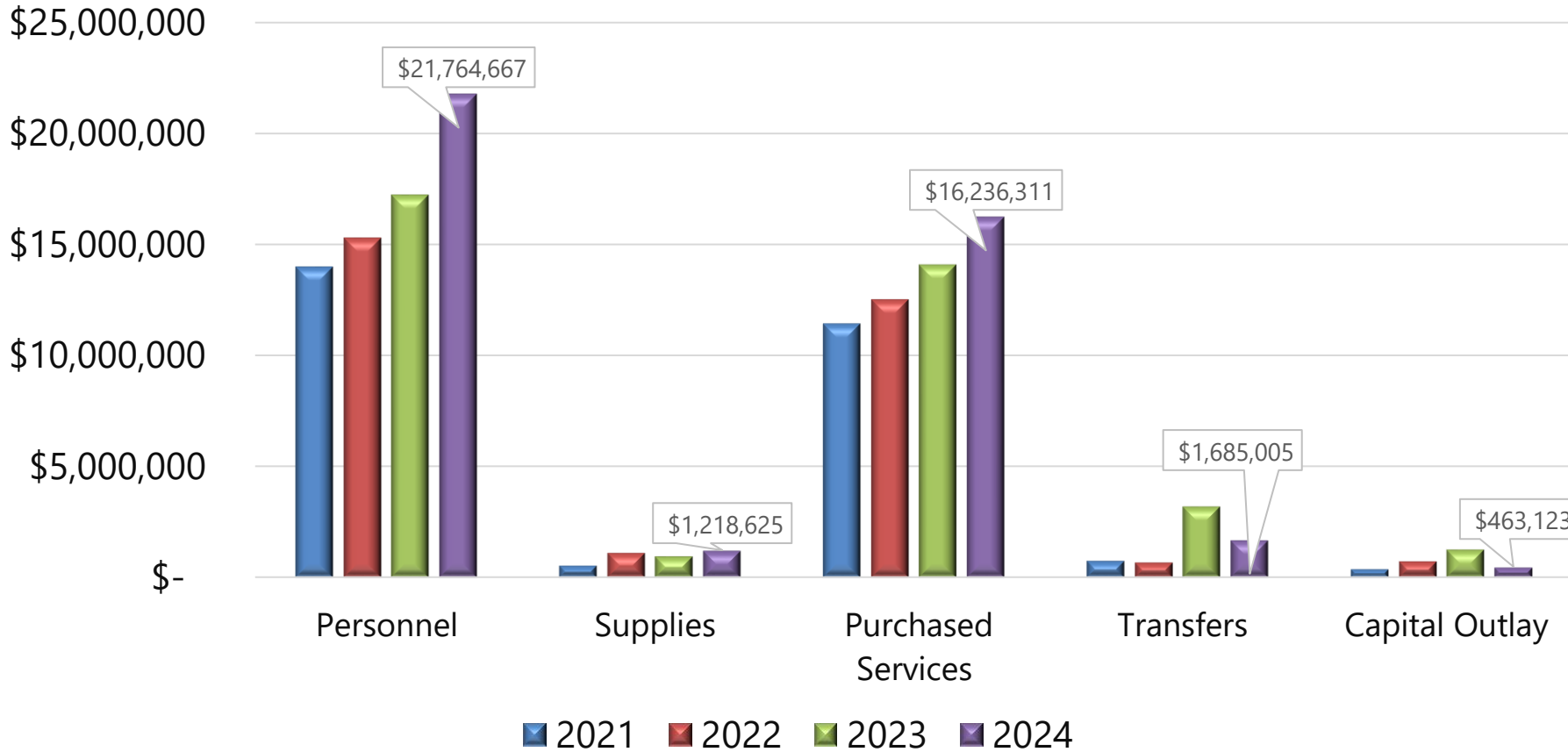


# GENERAL FUND EXPENDITURES



The following slides compare expenditures through the current month over the past three (3) years

## General Fund Expenditures Summary



**April 2024  
Total General Fund  
Actual Expenditures  
= \$41.4 Million**

### Purchased Services

The contribution to the Loveland Fire Rescue Authority (LFRA) increased \$1.6M or 52.0% over the prior year largely due to the recently approved Apparatus

General Fund Expenditures through April are 12.59% or \$4.6 million more than last year. Increases in actual expenditures are in line with forecasts and 2024 revised budget. Expenditures will be presented in more detail on the quarterly report.



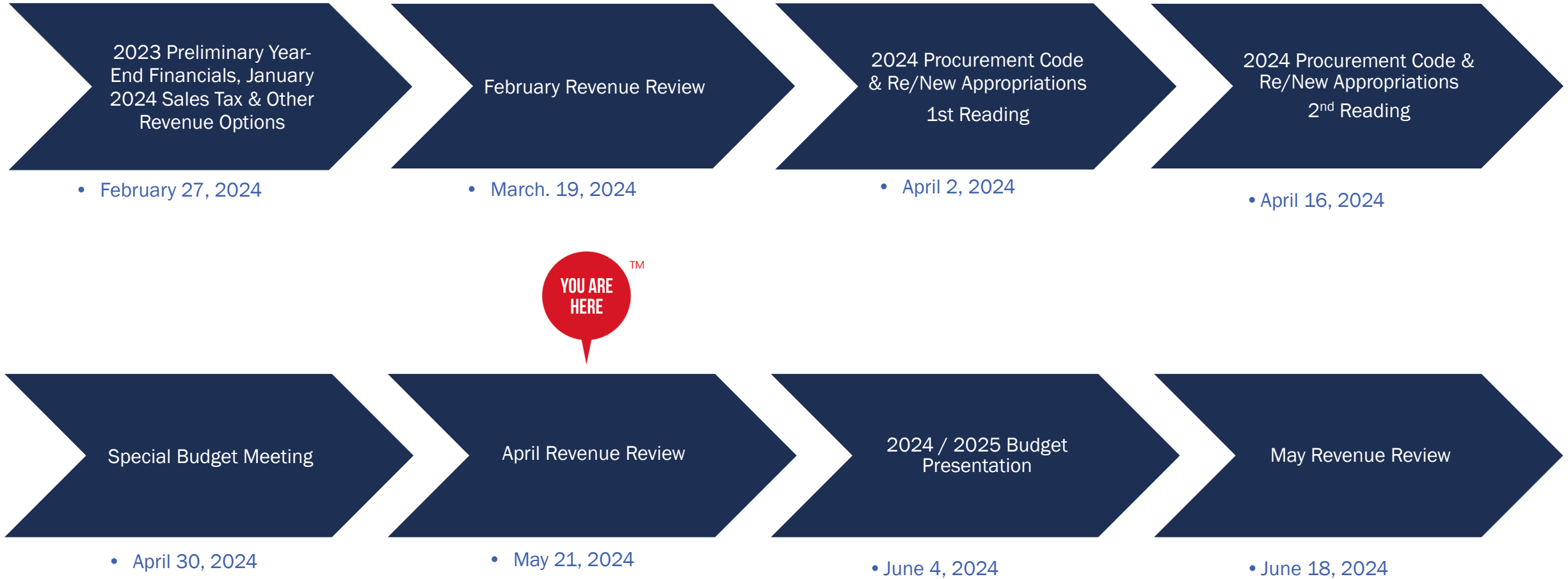
# UPCOMING BUDGET TOUCH-POINTS



The following slides depict a brief outline  
of upcoming Council meetings or items  
relating to City finances only.



# BUDGET TIMELINE



# Questions