

**JULY
2024**



MONTHLY REVENUE REVIEW

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CFO, FINANCE

AUGUST 20, 2024

AGENDA

The **Monthly Revenue Review** provides an overview of the City's revenue status compared to forecasted figures and highlights economic trends and events impacting revenues.

Strategic Plan

Focus Area: Fiscal Stability & Strength

Strategy Area: Optimize Financial Structure & Systems

Priority Area: Transparent & Accessible Financial Information



Attachment 1

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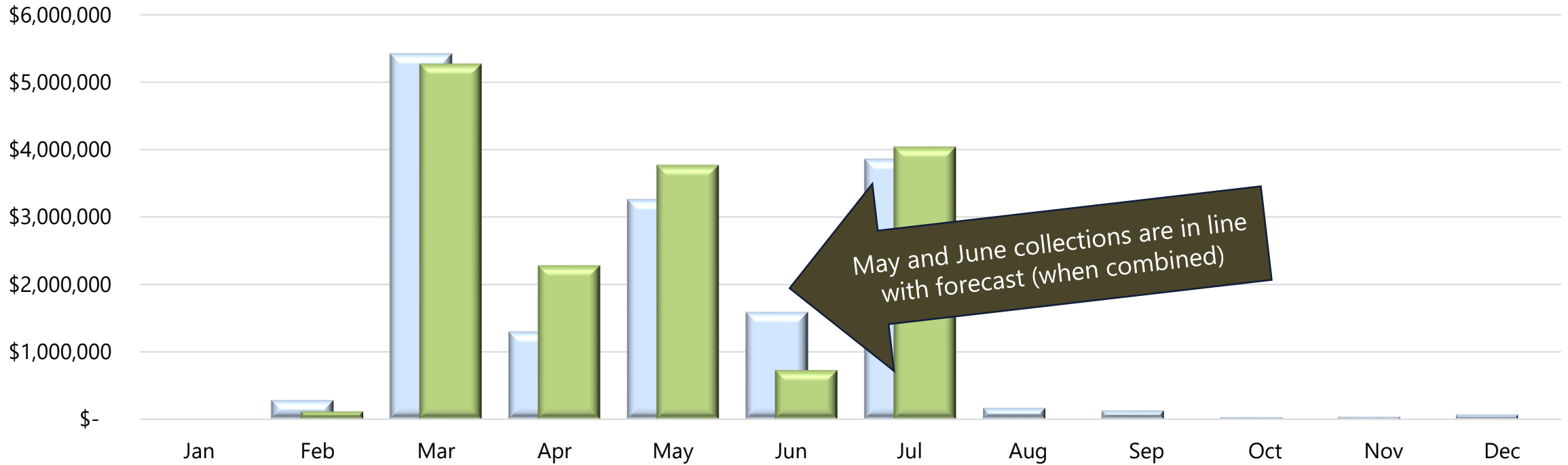
QUESTIONS

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 end of April
 - **Installments** are due end of February and mid June

Property Tax



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
Budget	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	\$ 15,708,002
Actuals	1,428	114,398	5,272,782	2,282,929	3,771,257	725,947	4,040,881	-	-	-	-	-	\$ 16,209,622	\$ 16,209,622
Surplus / (Deficit)	\$ 1,426	\$ (166,498)	\$ (144,226)	\$ 984,008	\$ 510,324	\$ (864,811)	\$ 181,397						\$ 81,744	\$ 501,621

Actual Property Tax Collected through July is 3.2% or \$501,621 more than Budget.

Actual Property Tax Collected through July is 30.4% or \$3,783,248 more than last year.

SALES TAX

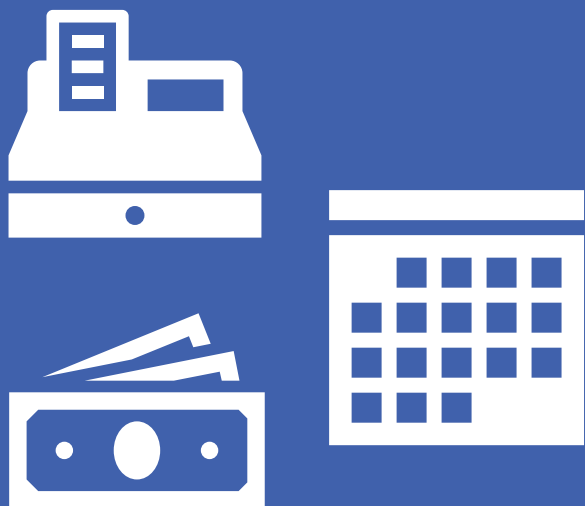
Attachment 1

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

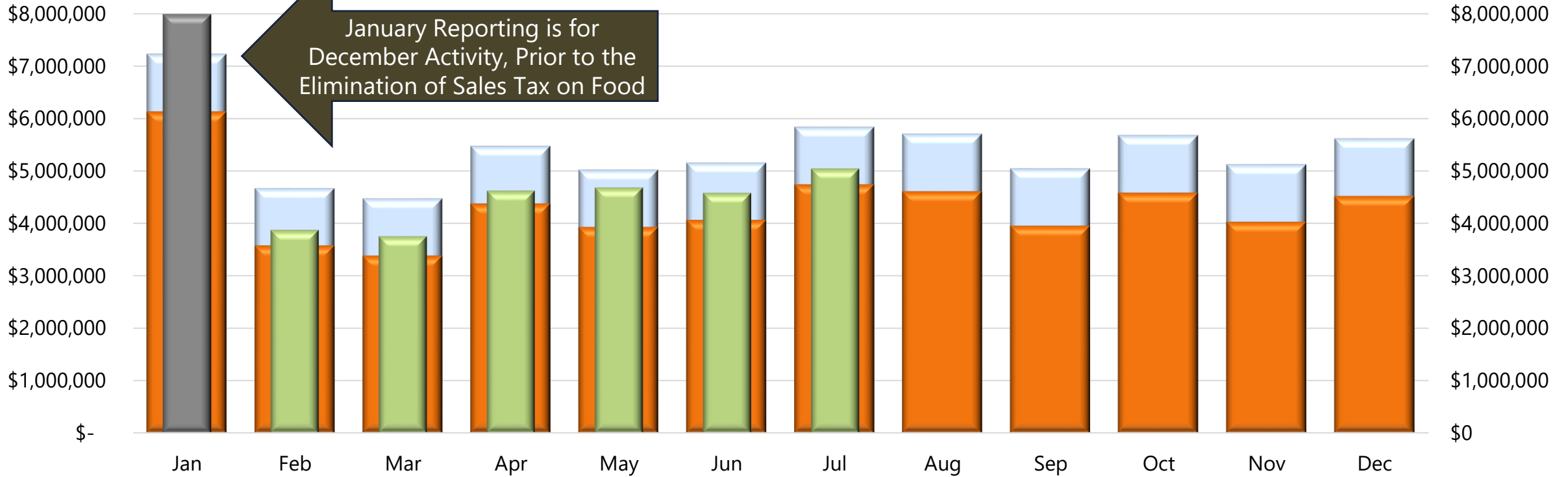
SALES TAX: CASH VS. ACCRUAL BASIS



- 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 GAAP¹ 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 (Traditionally Reported)



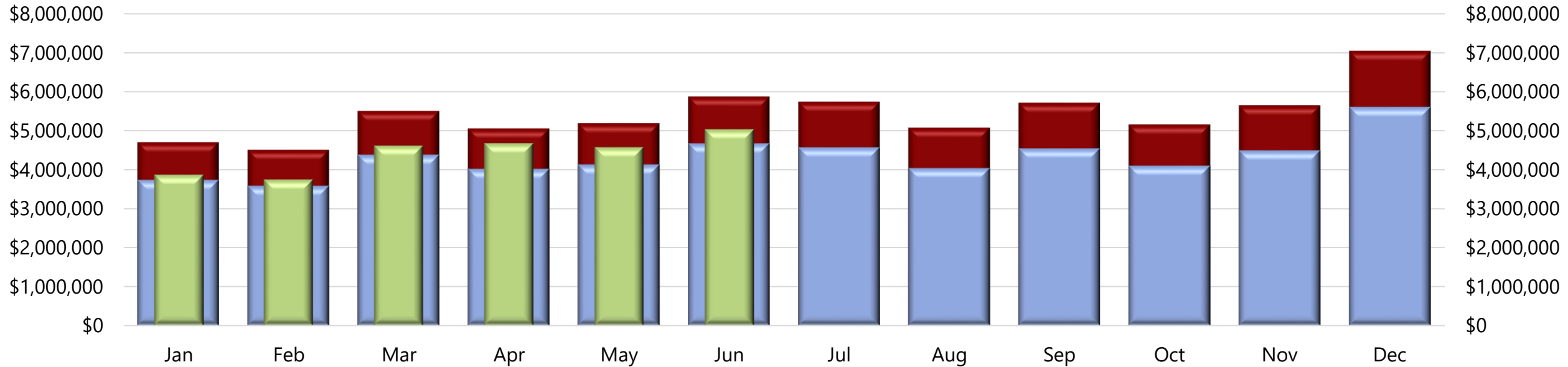
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
Adopted Budget	\$ 7,234,722	4,676,562	4,482,108	5,477,896	5,027,826	5,163,834	5,843,356	5,711,726	5,051,430	5,685,341	5,129,308	5,621,223	\$ 65,105,331	\$ 37,906,304
Revised Forecast	6,134,722	3,576,562	3,382,108	4,377,896	3,927,826	4,063,834	4,743,356	4,611,726	3,951,430	4,585,341	4,029,308	4,521,223	\$ 51,905,331	\$ 30,206,304
Actuals	7,991,757	3,865,256	3,746,561	4,614,689	4,672,882	4,569,774	5,033,911	-	-	-	-	-	\$ 34,494,832	\$ 34,494,832
+ / - Adopted	757,036	(811,306)	(735,547)	(863,206)	(354,943)	(594,060)	(809,445)						\$ (30,610,499)	\$ (3,411,472)
+ / - Revised	1,857,036	288,694	364,453	236,794	745,057	505,940	290,555						\$ (17,410,499)	\$ 4,288,528

Actual Sales Tax Collected through July is -9.0% or (\$3,411,472) less than the Adopted Budget.

Actual Sales Tax Collected through July is 14.2% or \$4,288,528 more than the Revised Forecast.

Actual Sales Tax Collected through July is -4.7% or (\$1,702,321) 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
Adopted Budget	\$ 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	\$ 65,105,331	\$ 30,778,895
Revised Forecast	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	\$ 51,905,331	\$ 24,538,524
Actuals	3,865,256	3,746,561	4,614,689	4,672,882	4,569,774	5,033,911	-	-	-	-	-	-	\$ 26,503,075	\$ 26,503,075
+/- Adopted	\$ (827,669)	\$ (751,228)	\$ (882,372)	\$ (372,535)	\$ (612,127)	\$ (829,890)							\$ (38,602,256)	\$ (4,275,821)
+/- Revised	\$ 123,814	\$ 160,691	\$ 232,148	\$ 650,416	\$ 438,495	\$ 358,986							\$ (25,402,256)	\$ 1,964,550

Actual Sales Tax Collected through June is -13.9% or (\$4,275,821) less than the Adopted Budget.

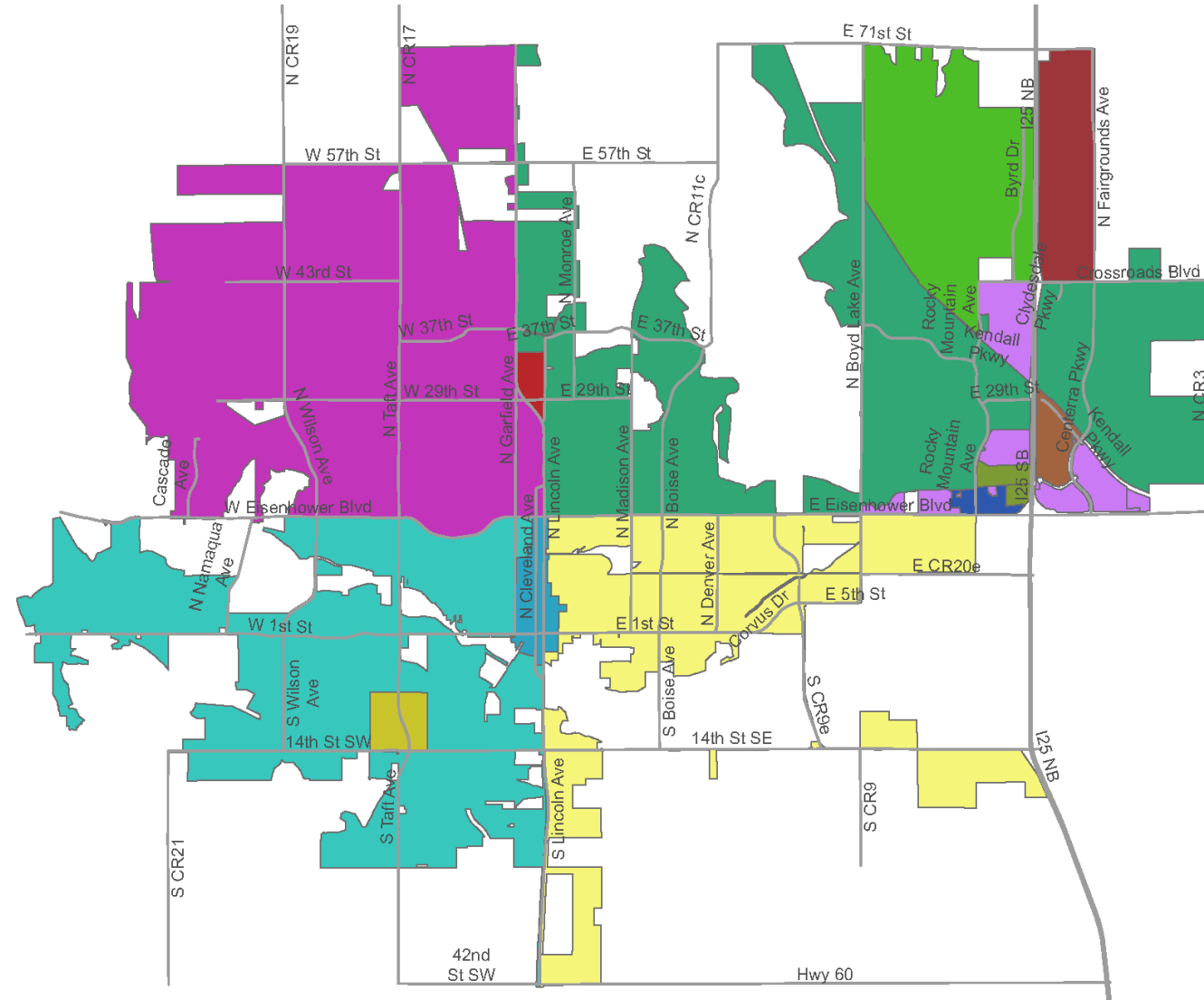
Actual Sales Tax Collected through June is 8.0% or \$1,964,550 more than the Revised Forecast.

Actual Sales Tax Collected through June is -9.5% or (\$2,785,562) less than last year.

Sales Tax Collections by Geographical Area Cash Basis

Geographical Area	YTD 2023	YTD 2024	% Change
South East Loveland	\$ 8,334,111	\$ 7,128,967	-14.5%
North West Loveland	3,920,390	2,815,488	-28.2%
North East Loveland	3,238,967	2,891,936	-10.7%
Centerra	2,491,179	2,615,601	5.0%
Orchards Shopping Center	1,985,478	1,334,151	-32.8%
Thompson Valley Town Center	1,555,816	828,871	-46.7%
South West Loveland	1,476,785	1,417,486	-4.0%
Promenade Shops	1,208,434	1,254,255	3.8%
Downtown	1,118,771	1,086,190	-2.9%
Airport	645,666	567,657	-12.1%
Columbine Shopping Center	631,827	370,461	-41.4%
The Ranch	642,030	732,429	14.1%
Outlet Mall	92,321	106,431	15.3%
All Other Areas (1)	8,855,378	11,344,909	28.1%
Total	\$ 36,197,153	\$ 34,494,832	-4.7%

(1) Refers to sales tax remitted by vendors who are located outside of the City but make sales to customers within Loveland.



July 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	\$ 577,421	\$ 501,706	\$ (75,715) ↓	-13.1%	1.5%	\$ (7,855) ↓	-9.7%	
Broadcasting & Telecommunications	433,938	407,418	(26,520) ↓	-6.1%	1.2%	3,335 ↑	5.2%	
Building Material & Lawn & Garden Supplies	3,315,769	3,391,048	75,279 ↑	2.3%	9.8%	(27,465) ↓	-4.4%	
Clothing & Clothing Accessories Stores	769,552	807,034	37,482 ↑	4.9%	2.3%	4,224 ↑	3.3%	
Consumer Goods & Commercial Equipment Rental	946,692	1,480,420	533,728 ↑	56.4%	4.3%	13,332 ↑	8.6%	
Department Stores & General Merchandise	6,093,248	4,090,733	(2,002,515) ↓	-32.9%	11.9%	(315,532) ↓	-36.3%	
Electronic Shopping & Mail-Order Houses	2,183,587	3,330,304	1,146,717 ↑	52.5%	9.7%	188,826 ↑	60.0%	
Electronics & Appliance Stores	666,669	596,060	(70,609) ↓	-10.6%	1.7%	(10,525) ↓	-11.0%	
Furniture & Home Furnishing Stores	358,938	322,990	(35,948) ↓	-10.0%	0.9%	(13,847) ↓	-20.9%	
Gasoline Stations with Convenience Stores	484,058	423,550	(60,508) ↓	-12.5%	1.2%	(10,488) ↓	-13.9%	
Grocery Stores & Specialty Foods	3,821,330	1,628,193	(2,193,137) ↓	-57.4%	4.7%	(367,627) ↓	-70.8%	
Health & Personal Care Stores	528,860	490,544	(38,316) ↓	-7.2%	1.4%	(7,331) ↓	-9.2%	
Hotels, Motels & Other Accommodations	798,988	875,526	76,538 ↑	9.6%	2.5%	6,640 ↑	3.8%	
Misc. Retail Including Used Merchandise Stores	1,665,313	1,631,412	(33,901) ↓	-2.0%	4.7%	(4,487) ↓	-1.5%	
Motor Vehicle Dealers, Auto Parts & Leasing	3,139,328	3,117,583	(21,745) ↓	-0.7%	9.0%	(48,652) ↓	-9.3%	
Office Supplies, Stationery & Gift Stores	116,865	113,476	(3,389) ↓	-2.9%	0.3%	2,852 ↑	19.7%	
Restaurants & Bars	4,564,312	4,867,990	303,678 ↑	6.7%	14.1%	6,667 ↑	0.9%	
Sporting Goods, Hobby, Book & Music Stores	898,518	815,742	(82,776) ↓	-9.2%	2.4%	(5,145) ↓	-3.9%	
Utilities	2,001,782	1,758,283	(243,499) ↓	-12.2%	5.1%	16,726 ↑	9.3%	
All Other Categories	2,831,985	3,844,820	1,012,835 ↑	35.8%	11.1%	30,377 ↑	6.7%	
Total	\$ 36,197,153	\$ 34,494,832	\$ (1,702,321) ↓	-4.7%	100.0%	\$ (545,975) ↓	-9.8%	

Activity Measures

Measures	July '22	July '23	July '24	2022 YTD	2023 YTD	2024 YTD
Governmental Measures						
# of Building Permits	339	303	466	2,389	1,987	2,454
\$ Building Permit Valuations	\$ 39,823,293	\$ 50,649,359	32,099,753	732,389,418	214,726,777	286,613,815
# of Certified Occupancies	39	45	45	345	246	191
Net # of Sales Tax Licenses	72	7	36	175	40	107
\$ of Lodging Tax Collected	\$ 134,858	\$ 168,752	158,453	588,582	706,793	746,359
Sales & Use Tax System Receipts (SUTS)	\$ 131,203	\$ 329,146	406,475	629,078	1,637,810	2,955,038
Enterprise Measures						
New Residential Electric Meter Sets	129	26	20	733	297	173
# of Utility Bills Sent	43,099	44,033	45,438	298,509	305,618	314,073
KWH Demand (kH)	163,288	151,793	158,067	799,156	760,186	779,837
KWH Purchased (kwh)	77,397,795	71,933,325	73,793,895	432,984,875	418,303,524	426,956,185
Gallons of Water Sold	618,508,271	-	-	1,903,207,333	-	-
Rounds of Golf	24,132	25,150	23,280	82,684	85,753	92,755
Internal Measures						
\$ Average Health Claim Costs/Emp.	\$ 747	\$ 1,047	\$ 1,249	\$ 1,034	1,182	1,028
# of Workers' Comp Claims	15	\$ 15	\$ 12	\$ 87	88	58
\$ of Workers' Comp Claims	\$ 41,768	\$ 12,424	\$ 44,659	\$ 193,909	263,309	256,669
# of Total Open Claims	24	\$ 20	\$ 18	<i>Not Cumulative</i>		
\$ of Total Open Claims	\$ 325,436	\$ 218,595	\$ 275,292	<i>Not Cumulative</i>		

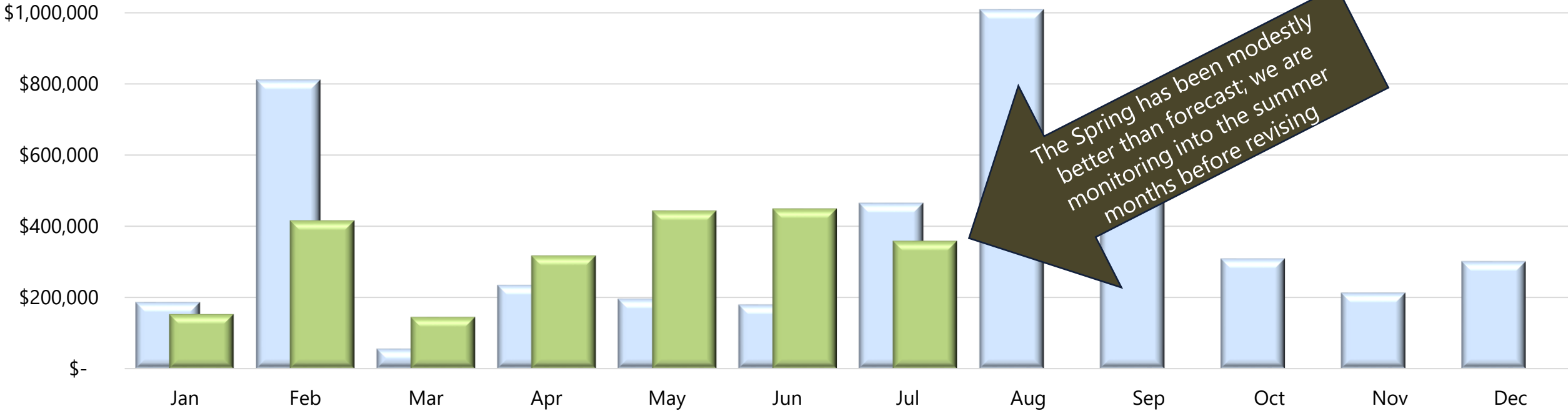
BUILDING MATERIALS USE TAX

Attachment 1

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



The Spring has been modestly better than forecast; we are monitoring into the summer months before revising

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
Budget	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	\$ 4,600,000	\$ 2,133,671
Actuals	152,947	415,452	145,172	316,718	442,897	448,591	357,984	-	-	-	-	-	\$ 2,279,762	\$ 2,279,762
Surplus / (Deficit)	\$ (34,268)	\$ (396,575)	\$ 88,895	\$ 81,222	\$ 246,400	\$ 268,236	\$ (107,819)						\$ (2,320,238)	\$ 146,090

Actual Building Materials Use Tax Collected through July is 6.8% or \$146,090 more than Budget.

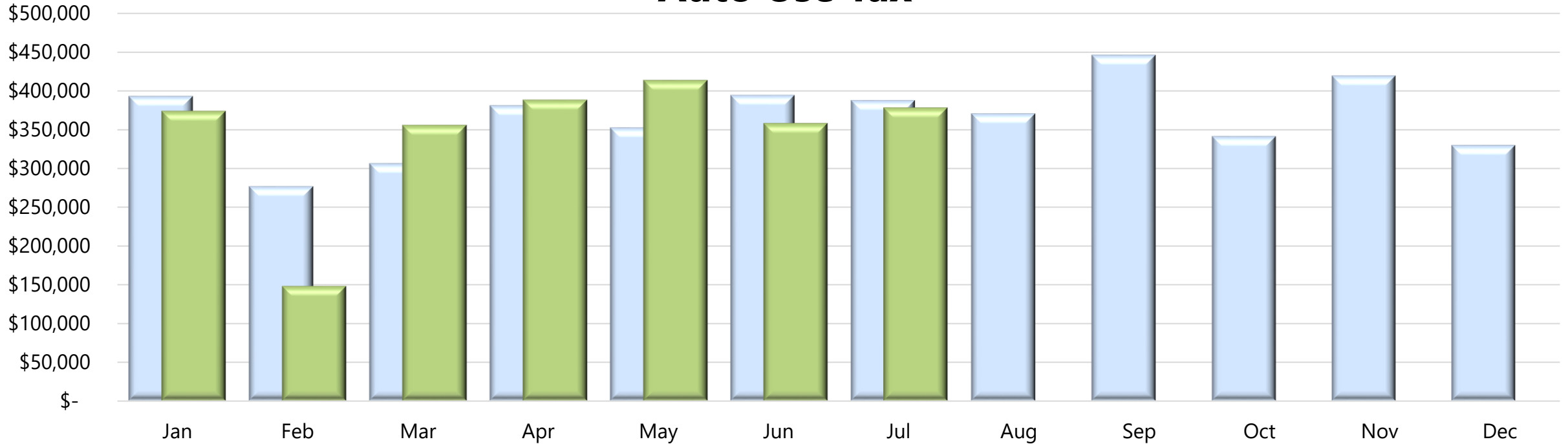
Actual Building Materials Use Tax Collected through July is -2.0% or (\$46,245) less than last year.

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
Budget	393,092	276,855	306,480	381,095	352,461	394,449	387,791	370,572	446,219	341,446	419,547	329,992	\$ 4,400,000	\$ 2,492,223
Actuals	373,761	148,197	355,861	388,333	413,581	358,109	378,031	-	-	-	-	-	\$ 2,415,873	\$ 2,415,873
Surplus / (Deficit)	\$ (19,331)	\$ (128,658)	\$ 49,381	\$ 7,238	\$ 61,121	\$ (36,340)	\$ (9,761)						\$ (1,984,127)	\$ (76,350)

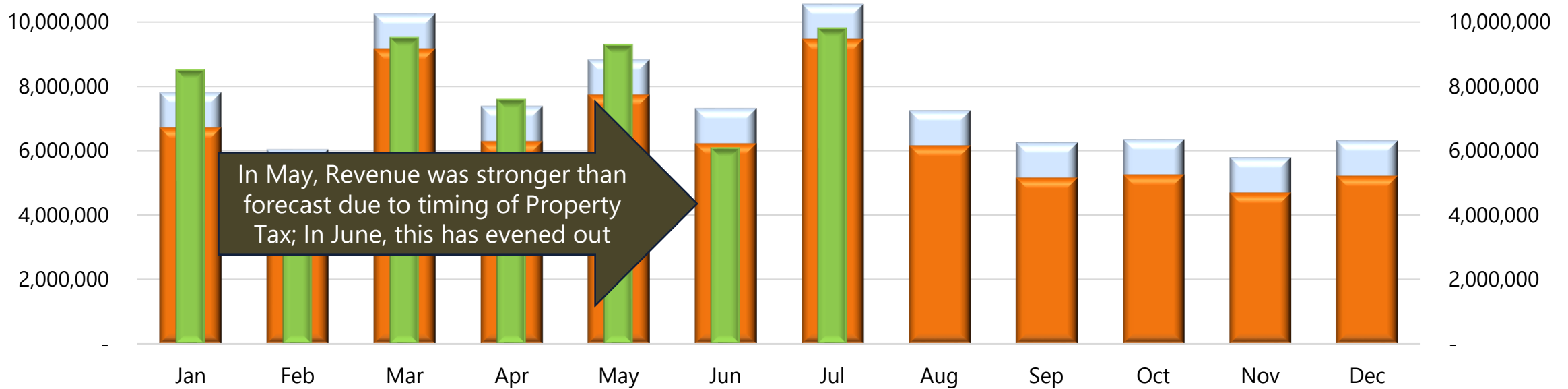
Actual Auto Use Tax Collected through July is -3.1% or (\$76,350) less than Budget.

Actual Auto Use Tax Collected through July is -9.0% or (\$237,871) 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 July 2024



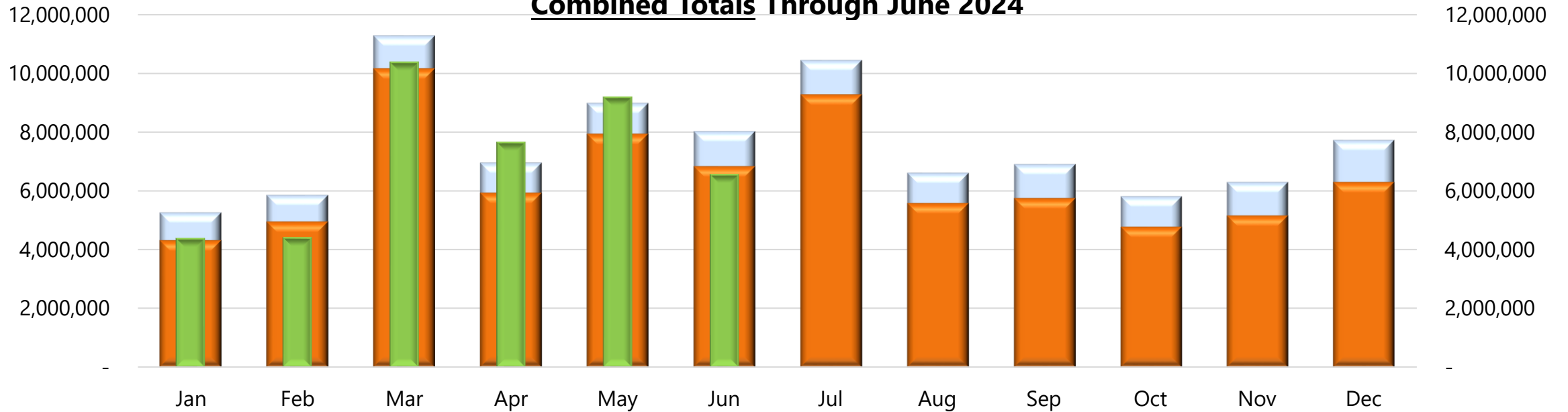
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
Adopted Budget	7,815,031	6,046,340	10,261,872	7,393,408	8,837,718	7,329,397	10,556,434	7,257,780	6,257,544	6,362,471	5,795,770	6,319,444	90,233,209	\$ 58,240,200
Revised Forecast	6,715,031	4,946,340	9,161,872	6,293,408	7,737,718	6,229,397	9,456,434	6,157,780	5,157,544	5,262,471	4,695,770	5,219,444	77,033,209	\$ 50,540,200
Actuals	8,519,893	4,543,303	9,520,376	7,602,670	9,300,618	6,102,421	9,810,807	-	-	-	-	-	55,400,089	\$ 55,400,089
+ / - Adopted	704,863	(1,503,037)	(741,497)	209,262	462,900	(1,226,975)	(745,627)	-	-	-	-	-	(34,833,120)	\$ (2,840,111)
+ / - Revised	\$ 1,804,863	\$ (403,037)	\$ 358,503	\$ 1,309,262	\$ 1,562,900	\$ (126,975)	\$ 354,373	-	-	-	-	-	(21,633,120)	\$ 4,859,889

Actual Combined Revenue Collected through July is **-4.9%** or **(\$2,840,111)** less than the **Original Budget**.

Actual Combined Revenue Collected through July is **9.6%** or **\$4,859,889** more than the **Revised Forecast**.

Actual Combined Revenue Collected through July is **3.4%** or **\$1,796,810** more than last year.

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



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal through 6/2024
Adopted Budget	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	\$ 46,399,714
Revised Forecast	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	\$ 40,159,343
Actuals	4,393,393	4,424,608	10,388,504	7,660,863	9,197,510	6,566,558	-	-	-	-	-	-	42,631,436	\$ 42,631,436
+ / - Adopted	(879,841)	(1,442,959)	(888,322)	699,933	205,717	(1,462,805)	-	-	-	-	-	-	(47,601,773)	\$ (3,768,278)
+ / - Revised	\$ 71,642	\$ (531,040)	\$ 226,198	\$ 1,722,884	\$ 1,256,339	\$ (273,929)	-	-	-	-	-	-	(34,401,773)	\$ 2,472,093

Actual Combined Revenue Collected through June is -9.8% or (\$3,768,278) less than the Original Budget.

Actual Combined Revenue Collected through June is 7.4% or \$2,472,093 more than the Revised Forecast.

Actual Combined Revenue Collected through June is -0.2% or (\$89,429) less than last year.

GENERAL FUND EXPENDITURES



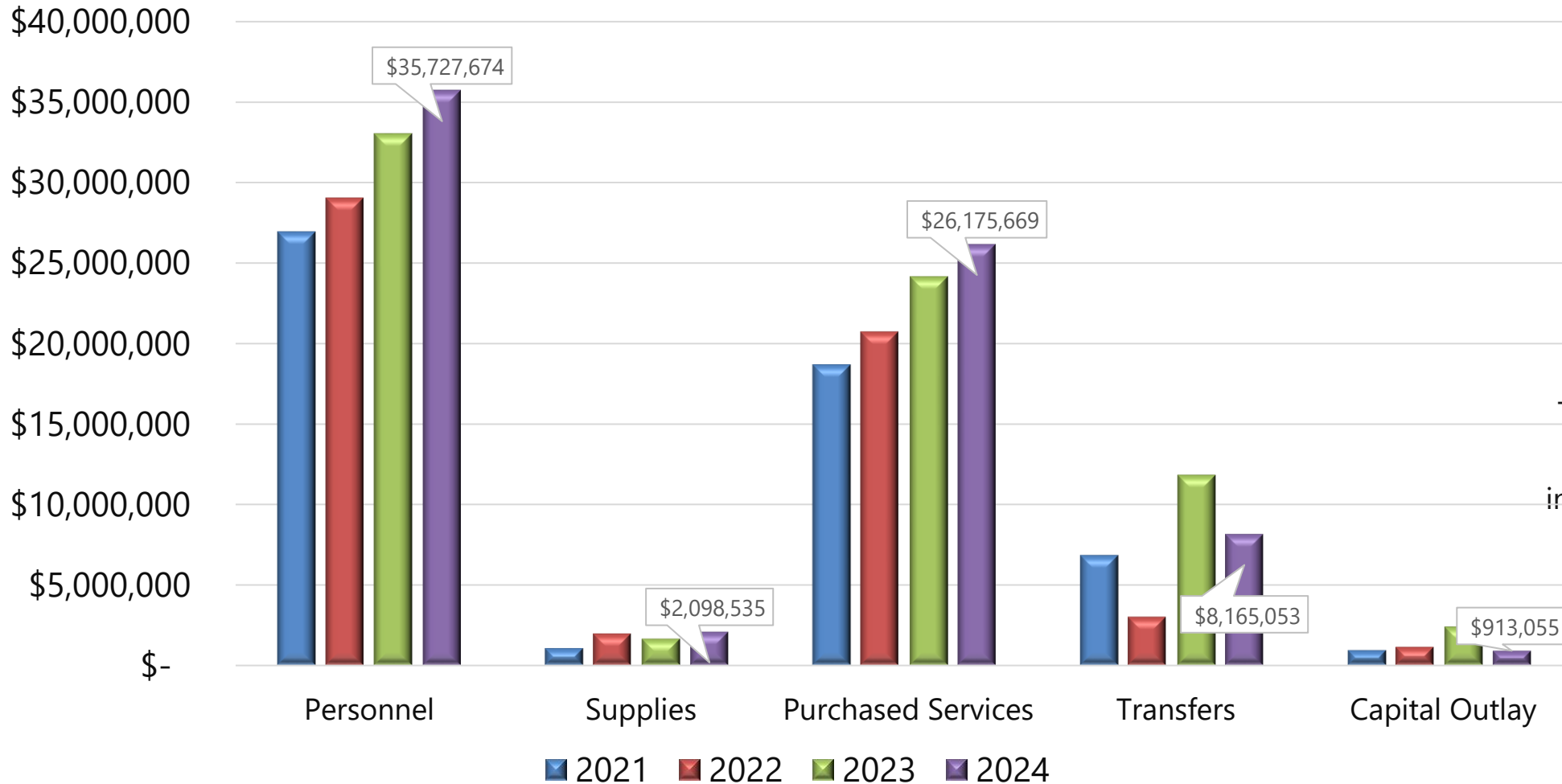
The following slide compares
expenditures through the current month
over the past three (3) years

General Fund Expenditures Summary

**July 2024
Total General Fund
Actual Expenditures
= \$73.1 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 July are 0.0% or \$2,480 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 slide depicts a brief outline
of upcoming Council meetings or items
relating to City finances only.

BUDGET TIMELINE



Questions