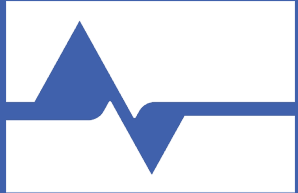


**AUGUST  
2024**



City of Loveland

# **MONTHLY REVENUE REVIEW**

**BRIAN WALDES**

**CFO, FINANCE**

**SEPTEMBER 17, 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

1

PROPERTY TAX

2

SALES TAX

3

BUILDING MATERIALS USE TAX

4

AUTO USE TAX

5

GENERAL FUND EXPENDITURES

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UPCOMING TOUCH-POINTS

7

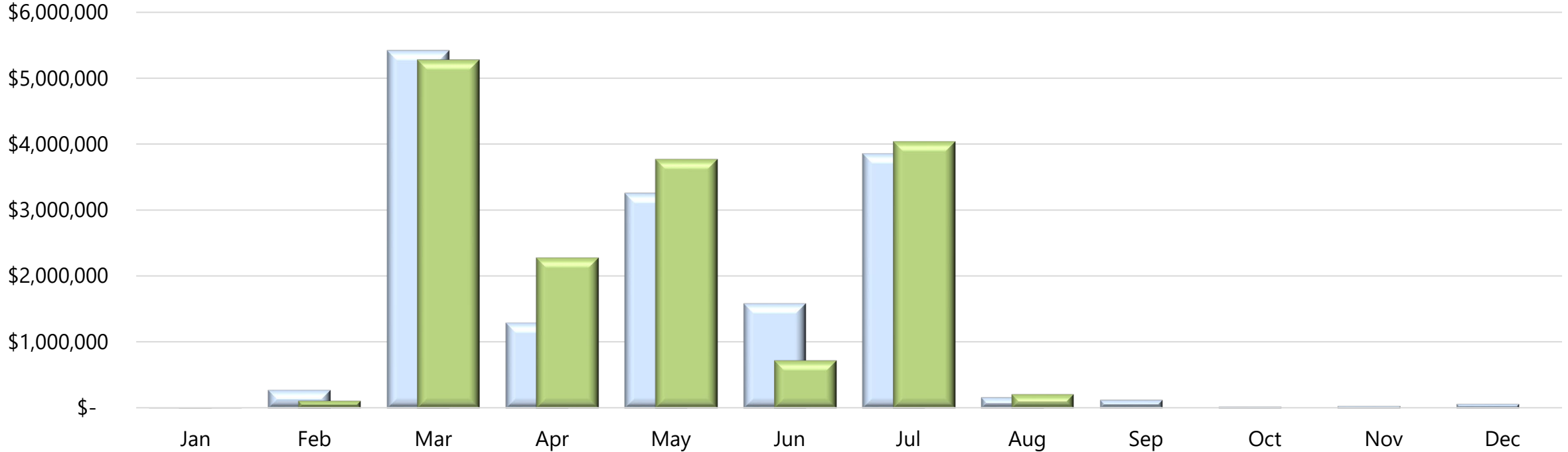
QUESTIONS

# 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
<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	<b>\$ 16,127,878</b>	<b>\$ 15,874,036</b>
<b>Actuals</b>	1,428	114,398	5,272,782	2,282,929	3,771,257	725,947	4,040,881	214,037	-	-	-	-	<b>\$ 16,423,660</b>	<b>\$ 16,423,660</b>
<b>Surplus / (Deficit)</b>	<b>\$ 1,426</b>	<b>\$(166,498)</b>	<b>\$(144,226)</b>	<b>\$ 984,008</b>	<b>\$ 510,324</b>	<b>\$(864,811)</b>	<b>\$ 181,397</b>	<b>\$ 48,003</b>					<b>\$ 295,782</b>	<b>\$ 549,624</b>

**Actual Property Tax Collected through August is 3.5% or \$549,624 more than Budget.**

**Actual Property Tax Collected through August is 30.8% or \$3,865,937 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

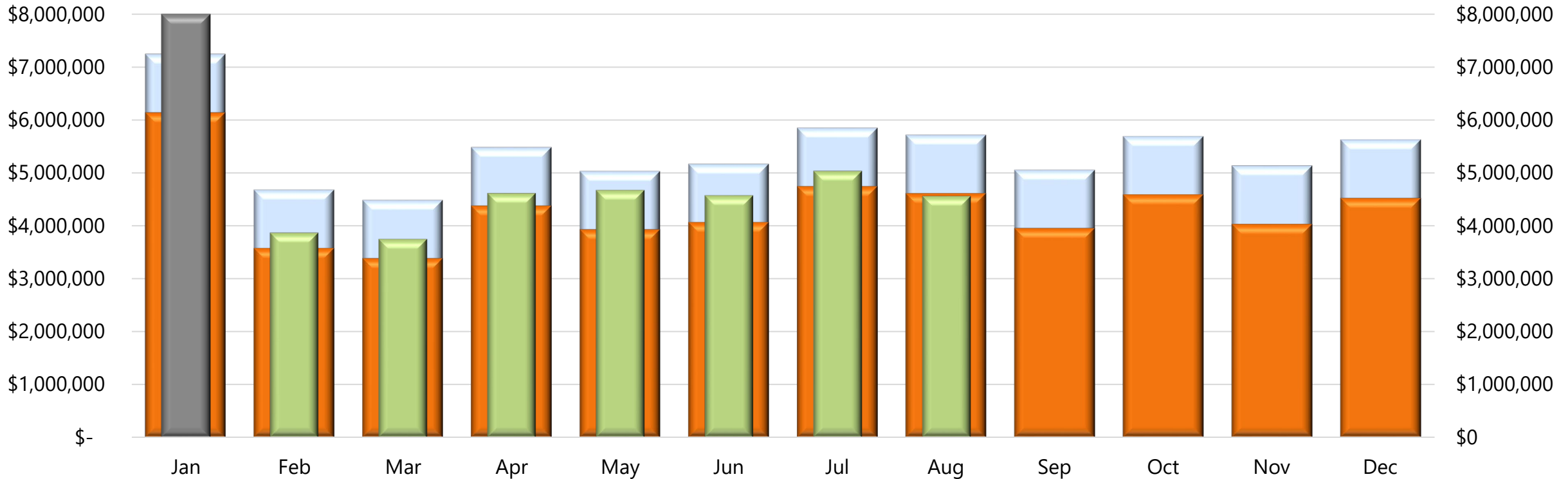
# SALES TAX: CASH VS. ACCRUAL BASIS



- 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 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 (Traditionally Reported)



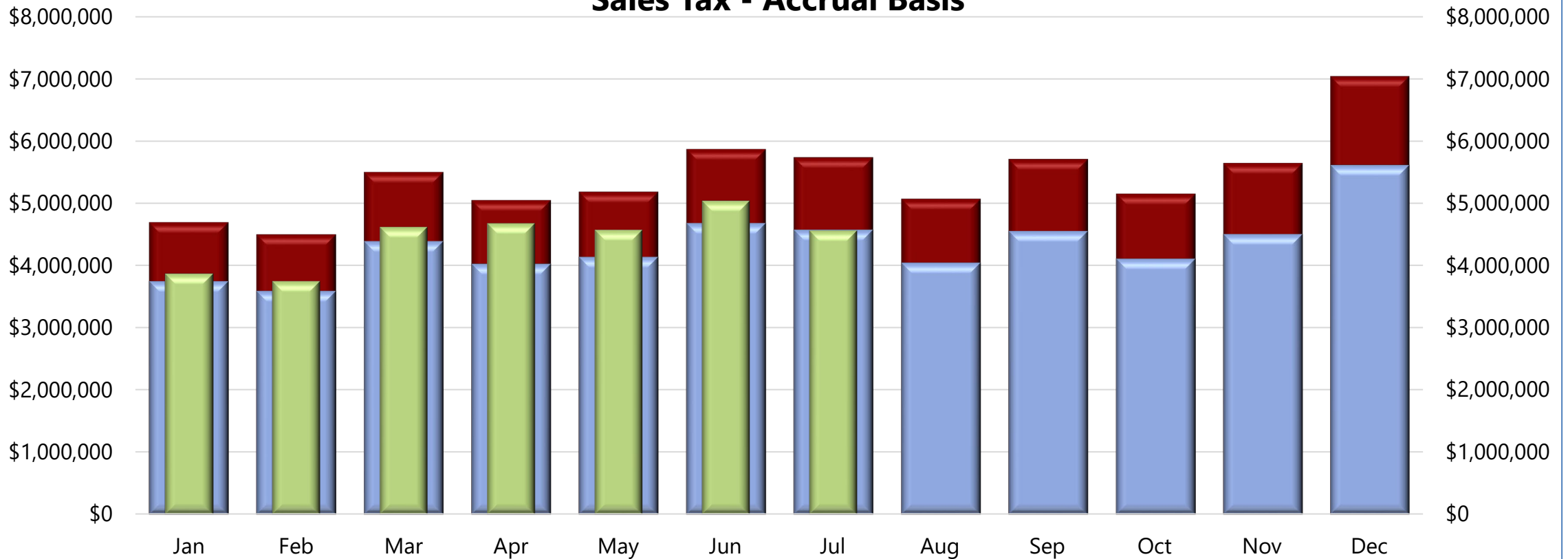
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
<b>Adopted Budget</b>	\$ 7,234,722	4,676,562	4,482,108	5,477,896	5,027,826	5,163,834	5,843,356	5,711,726	5,051,430	5,685,341	5,129,308	5,621,223	\$ 65,105,331	\$ 43,618,030
<b>Revised Forecast</b>	6,134,722	3,576,562	3,382,108	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	\$ 34,818,030
<b>Actuals</b>	7,991,757	3,865,256	3,746,561	4,614,689	4,672,882	4,569,774	5,033,911	4,557,930	-	-	-	-	\$ 39,052,762	\$ 39,052,762
<b>+ / - Adopted</b>	<b>757,036</b>	<b>(811,306)</b>	<b>(735,547)</b>	<b>(863,206)</b>	<b>(354,943)</b>	<b>(594,060)</b>	<b>(809,445)</b>	<b>(1,153,795)</b>					\$ (26,052,569)	\$ (4,565,268)
<b>+ / - Revised</b>	<b>1,857,036</b>	<b>288,694</b>	<b>364,453</b>	<b>236,794</b>	<b>745,057</b>	<b>505,940</b>	<b>290,555</b>	<b>(53,795)</b>					\$ (12,852,569)	\$ 4,234,732

**Actual Sales Tax Collected through August is -10.5% or (\$4,565,268) less than the Adopted Budget.**

**Actual Sales Tax Collected through August is 12.2% or \$4,234,732 more than the Revised Forecast.**

**Actual Sales Tax Collected through August is -6.2% or (\$2,598,581) 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	\$ 65,105,331	\$ 36,510,605
<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	\$ 51,905,331	\$ 29,108,139
<b>Actuals</b>	3,865,256	3,746,561	4,614,689	4,672,882	4,569,774	5,033,911	4,557,930	-	-	-	-	-	\$ 31,061,005	\$ 31,061,005
<b>+/- Adopted</b>	\$ (827,669)	\$ (751,228)	\$ (882,372)	\$ (372,535)	\$ (612,127)	\$ (829,890)	\$ (1,173,780)						\$ (34,044,326)	\$ (5,449,600)
<b>+/- Revised</b>	\$ 123,814	\$ 160,691	\$ 232,148	\$ 650,416	\$ 438,495	\$ 358,986	\$ (11,685)						\$ (20,844,326)	\$ 1,952,865

**Actual Sales Tax Collected through July is -14.9% or (\$5,449,600) less than the Adopted Budget.**

**Actual Sales Tax Collected through July is 6.7% or \$1,952,865 more than the Revised Forecast.**

**Actual Sales Tax Collected through July is -10.6% or (\$3,681,823) less than last year.**





## August 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	\$ 657,733	\$ 576,825	\$ (80,908) ↓	-12.3%	1.5%	\$ (5,193) ↓	-6.5%	
Broadcasting & Telecommunications	486,612	457,269	(29,343) ↓	-6.0%	1.2%	(2,823) ↓	-5.4%	
Building Material & Lawn & Garden Supplies	3,860,587	3,911,096	50,509 ↑	1.3%	10.0%	(24,770) ↓	-4.5%	
Clothing & Clothing Accessories Stores	873,128	899,362	26,234 ↑	3.0%	2.3%	(11,248) ↓	-10.9%	
Consumer Goods & Commercial Equipment Rental	1,057,144	1,592,188	535,044 ↑	50.6%	4.1%	1,316 ↑	1.2%	
Department Stores & General Merchandise	6,937,975	4,603,206	(2,334,769) ↓	-33.7%	11.8%	(332,254) ↓	-39.3%	
Electronic Shopping & Mail-Order Houses	2,470,817	3,880,976	1,410,159 ↑	57.1%	9.9%	263,442 ↑	91.7%	
Electronics & Appliance Stores	776,314	681,656	(94,658) ↓	-12.2%	1.7%	(24,049) ↓	-21.9%	
Furniture & Home Furnishing Stores	401,233	361,091	(40,142) ↓	-10.0%	0.9%	(4,194) ↓	-9.9%	
Gasoline Stations with Convenience Stores	575,828	504,340	(71,488) ↓	-12.4%	1.3%	(10,980) ↓	-12.0%	
Grocery Stores & Specialty Foods	4,626,345	1,762,019	(2,864,326) ↓	-61.9%	4.5%	(671,189) ↓	-83.4%	
Health & Personal Care Stores	592,051	543,180	(48,871) ↓	-8.3%	1.4%	(10,555) ↓	-16.7%	
Hotels, Motels & Other Accommodations	982,428	1,032,408	49,980 ↑	5.1%	2.6%	(26,558) ↓	-14.5%	
Misc. Retail Including Used Merchandise Stores	1,877,581	1,831,740	(45,841) ↓	-2.4%	4.7%	(11,940) ↓	-5.6%	
Motor Vehicle Dealers, Auto Parts & Leasing	3,704,065	3,629,020	(75,045) ↓	-2.0%	9.3%	(53,300) ↓	-9.4%	
Office Supplies, Stationery & Gift Stores	130,229	126,803	(3,426) ↓	-2.6%	0.3%	(37) ↓	-0.3%	
Restaurants & Bars	5,280,689	5,569,503	288,814 ↑	5.5%	14.3%	(14,864) ↓	-2.1%	
Sporting Goods, Hobby, Book & Music Stores	1,010,799	916,865	(93,934) ↓	-9.3%	2.3%	(11,158) ↓	-9.9%	
Utilities	2,226,449	2,025,822	(200,627) ↓	-9.0%	5.2%	42,872 ↑	19.1%	
All Other Categories	3,123,336	4,147,393	1,024,057 ↑	32.8%	10.6%	11,221 ↑	3.9%	
<b>Total</b>	<b>\$ 41,651,343</b>	<b>\$ 39,052,762</b>	<b>\$ (2,598,581) ↓</b>	<b>-6.2%</b>	<b>100.0%</b>	<b>\$ (896,261) ↓</b>	<b>-16.4%</b>	

## Activity Measures

Measures	August '22	August '23	August '24	2022 YTD	2023 YTD	2024 YTD
<b>Governmental Measures</b>						
# of Building Permits	399	337	648	2,788	2,324	3,102
\$ Building Permit Valuations	29,755,983	78,688,621	43,322,810	762,145,401	293,415,398	329,936,625
# of Certified Occupancies	54	41	33	399	287	224
Net # of Sales Tax Licenses	16	24	24	191	64	131
\$ of Lodging Tax Collected	124,285	173,587	202,993	712,866	880,380	949,352
Sales & Use Tax System Receipts (SUTS)	146,546	251,558	381,555	775,624	1,889,368	3,336,593
<b>Enterprise Measures</b>						
New Residential Electric Meter Sets	118	29	26	851	326	199
# of Utility Bills Sent	43,196	44,135	45,426	341,705	349,753	359,499
KWH Demand (kH)	157,657	155,847	160,989	956,813	916,033	940,826
KWH Purchased (kwh)	77,900,420	71,587,136	73,426,545	510,885,295	489,890,660	500,382,730
Rounds of Golf	23,063	24,681	21,852	105,747	110,434	114,607
<b>Internal Measures</b>						
\$ Average Health Claim Costs/Emp.	914	875	1,101	1,019	1,144	1,037
# of Workers' Comp Claims	10	11	12	97	99	70
\$ of Workers' Comp Claims	60,115	40,571	23,493	254,024	303,880	280,162
# of Total Open Claims	15	14	19	<i>Not Cumulative</i>		
\$ of Total Open Claims	342,335	188,241	234,734	<i>Not Cumulative</i>		

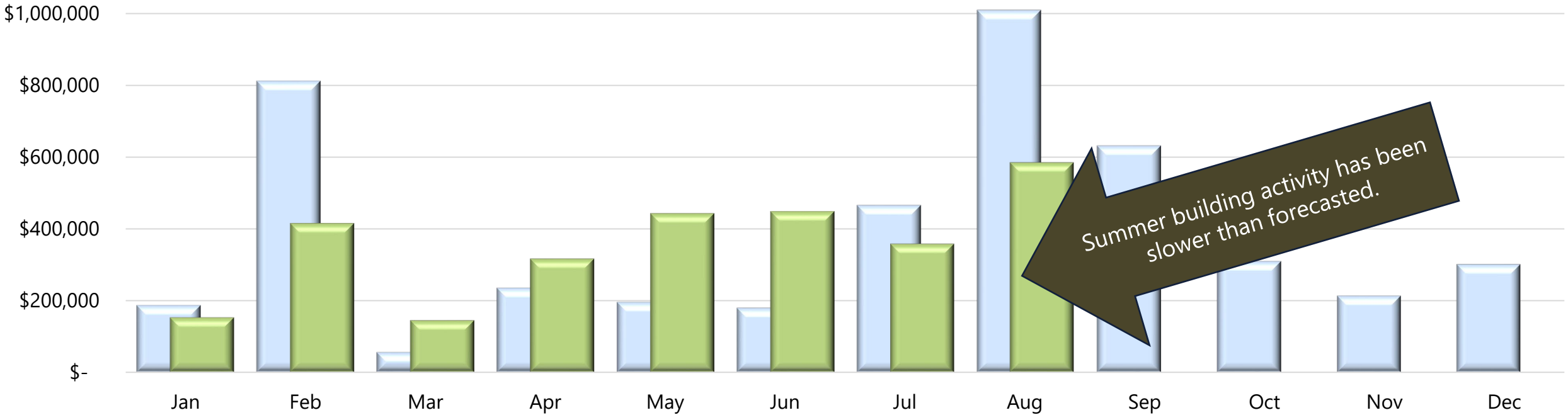
# BUILDING MATERIALS USE TAX

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



	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	\$ 4,600,000	\$ 3,143,119
<b>Actuals</b>	152,947	415,452	145,172	316,718	442,897	448,591	357,984	584,654	-	-	-	-	\$ 2,864,416	\$ 2,864,416
<b>Surplus / (Deficit)</b>	\$ (34,268)	\$ (396,575)	\$ 88,895	\$ 81,222	\$ 246,400	\$ 268,236	\$ (107,819)	\$ (424,793)					\$ (1,735,584)	\$ (278,703)

**Actual** Building Materials Use Tax Collected through August is **-8.9%** or **(\$278,703)** less than **Budget**.

**Actual** Building Materials Use Tax Collected through August is **-16.4%** or **(\$562,034)** less than last year.

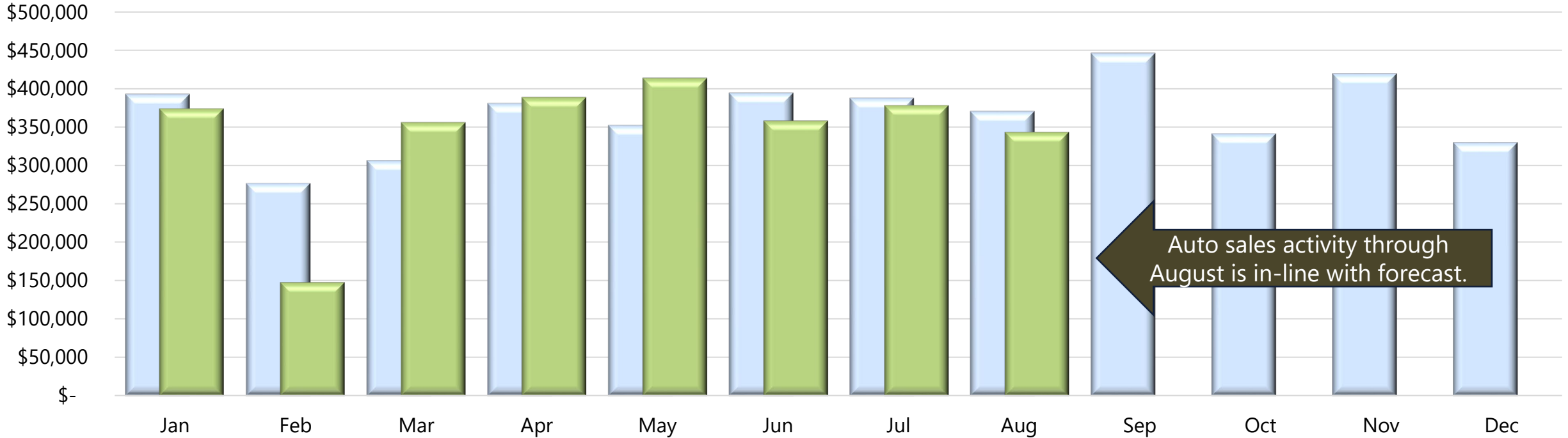


# AUTO USE TAX

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	\$ 4,400,000	\$ 2,862,795
<b>Actuals</b>	373,761	148,197	355,861	388,333	413,581	358,109	378,031	343,390	-	-	-	-	\$ 2,759,264	\$ 2,759,264
<b>Surplus / (Deficit)</b>	\$ (19,331)	\$ (128,658)	\$ 49,381	\$ 7,238	\$ 61,121	\$ (36,340)	\$ (9,761)	\$ (27,182)					\$ (1,640,737)	\$ (103,532)

**Actual** Auto Use Tax Collected through August is **-3.6%** or **(\$103,532)** less than **Budget**.

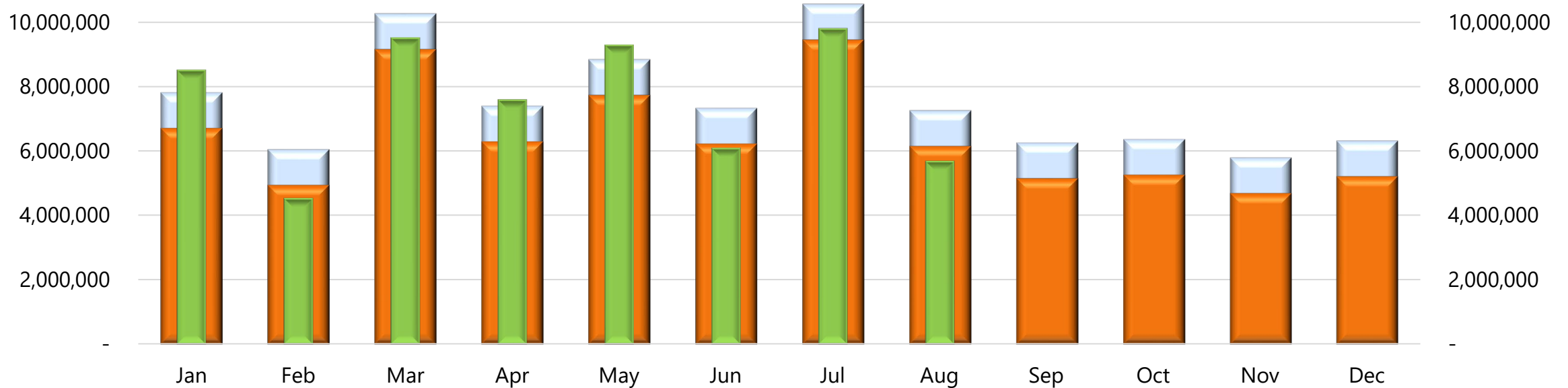
**Actual** Auto Use Tax Collected through August is **-9.5%** or **(\$289,070)** less than last year.

# 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 August 2024



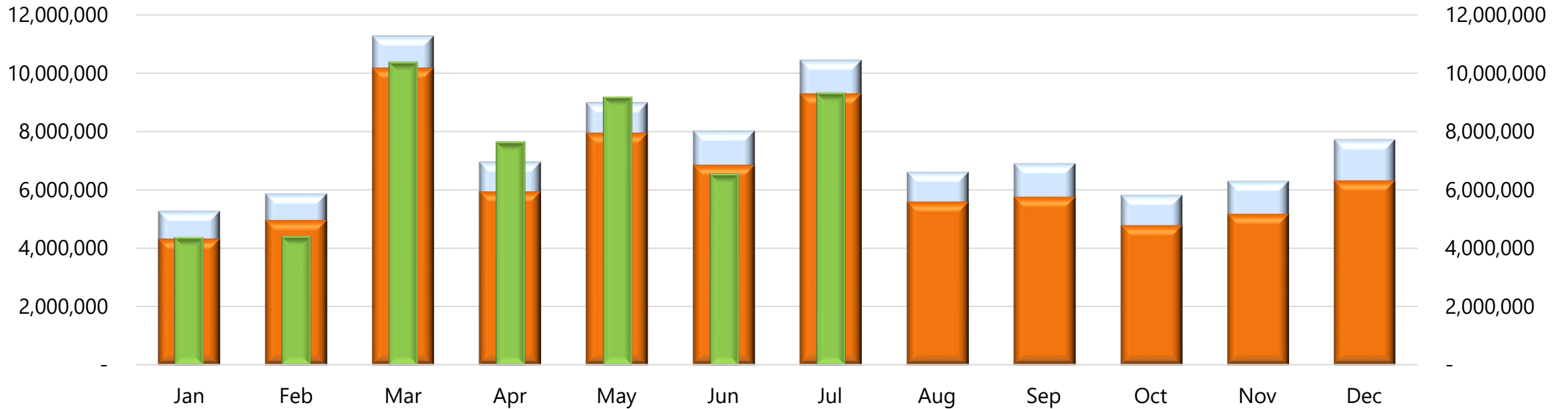
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal YTD 2024
<b>Adopted Budget</b>	7,815,031	6,046,340	10,261,872	7,393,408	8,837,718	7,329,397	10,556,434	7,257,780	6,257,544	6,362,471	5,795,770	6,319,444	90,233,209	\$ <b>65,497,980</b>
<b>Revised Forecast</b>	6,715,031	4,946,340	9,161,872	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>56,697,980</b>
<b>Actuals</b>	8,519,893	4,543,303	9,520,376	7,602,670	9,300,618	6,102,421	9,810,807	5,700,012	-	-	-	-	61,100,101	\$ <b>61,100,101</b>
<b>+ / - Adopted</b>	<b>704,863</b>	<b>(1,503,037)</b>	<b>(741,497)</b>	<b>209,262</b>	<b>462,900</b>	<b>(1,226,975)</b>	<b>(745,627)</b>	<b>(1,557,768)</b>	-	-	-	-	<b>(29,133,108)</b>	\$ <b>(4,397,879)</b>
<b>+ / - Revised</b>	\$ <b>1,804,863</b>	\$ <b>(403,037)</b>	\$ <b>358,503</b>	\$ <b>1,309,262</b>	\$ <b>1,562,900</b>	\$ <b>(126,975)</b>	\$ <b>354,373</b>	\$ <b>(457,768)</b>	-	-	-	-	<b>(15,933,108)</b>	\$ <b>4,402,121</b>

**Actual** Combined Revenue Collected through August is **-6.7%** or **(\$4,397,879)** less than the **Original Budget**.

**Actual** Combined Revenue Collected through August is **7.8%** or **\$4,402,121** more than the **Revised Forecast**.

**Actual** Combined Revenue Collected through August is **0.7%** or **\$416,253** more than last year.

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



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024 Total	Subtotal through 7/2024
<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	\$ 56,844,502
<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	\$ 49,442,036
<b>Actuals</b>	4,393,393	4,424,608	10,388,504	7,660,863	9,197,510	6,566,558	9,334,826	-	-	-	-	-	51,966,262	\$ 51,966,262
<b>+ / - Adopted</b>	(879,841)	(1,442,959)	(888,322)	699,933	205,717	(1,462,805)	(1,109,962)	-	-	-	-	-	(38,266,947)	\$ (4,878,239)
<b>+ / - Revised</b>	\$ 71,642	\$ (531,040)	\$ 226,198	\$ 1,722,884	\$ 1,256,339	\$ (273,929)	\$ 52,133	-	-	-	-	-	(25,066,947)	\$ 2,524,227

**Actual** Combined Revenue Collected through July is **-8.6%** or **(\$4,878,239)** less than the **Original Budget**.

**Actual** Combined Revenue Collected through July is **5.1%** or **\$2,524,227** more than the **Revised Forecast**.

**Actual** Combined Revenue Collected through July is **-0.4%** or **(\$182,691)** less than last year.

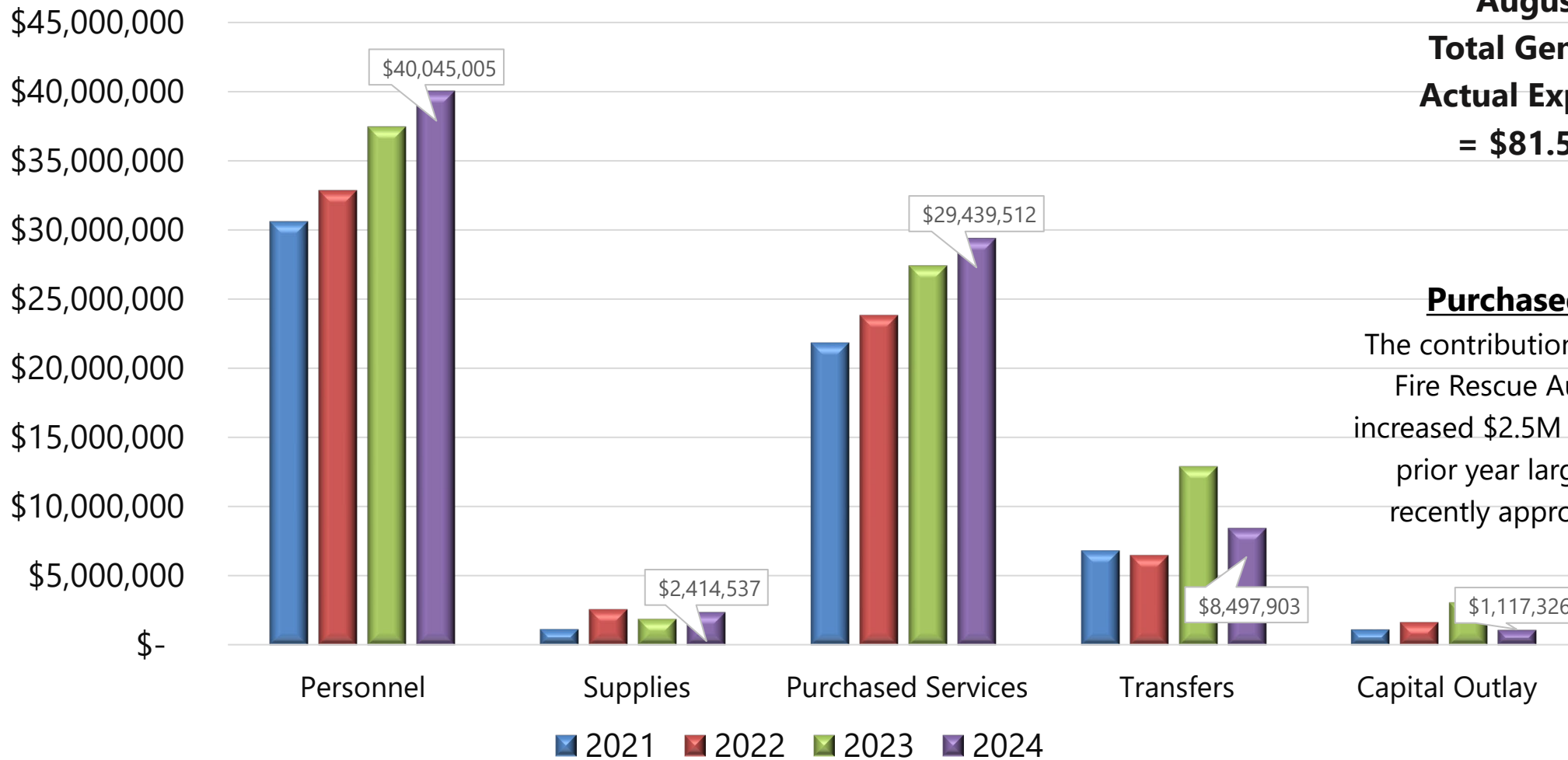
# GENERAL FUND EXPENDITURES



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

### General Fund Expenditures Summary

**August 2024  
Total General Fund  
Actual Expenditures  
= \$81.5 Million**



**Purchased Services**  
The contribution to the Loveland Fire Rescue Authority (LFRA) increased \$2.5M or 18.5% over the prior year largely due to the recently approved Apparatus

General Fund Expenditures through August are -1.4% or (\$1,181,004) less 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