

# September 2020 Financial Update

(activity thru August 2020)

September 21, 2020

Charae McDaniel

Chief Financial Officer



# Sales Tax Trends



(collections thru Aug 2020)

## **2.0% Sales and Use Tax:**

- S&U combined – up 2.61% for the month and down 5.11% year-to-date
  - Sales tax – up 0.09% for the month and down 5.25% year-to-date
  - Use tax – up 60.88% for the month and down 2.43% year-to-date

## **2.0% Lodger's Tax & 1.0% Auto Rental Tax:**

- LART Combined – down 36.41% for the month and down 49.27% year-to-date
  - Lodger's Tax – down 36.52% for the month and down 50.08% year-to-date
  - Auto Rental Tax – down 34.74% for the month and down 39.60% year-to-date

## **0.62% Road Tax:**

- 2C Road Tax – up 2.62% for the month and down 5.09% year-to-date

# Sales Tax Trends



(collections thru Aug 2020)

Category	\$ Change 2020 YTD compared to 2019 YTD	% Change 2020 YTD compared to 2019 YTD
Auto Dealers	19,842	0.2%
Auto Repair, Leases	(373,158)	(8.2%)
Building Materials	1,128,175	9.5%
Business Services *	130,809	4.6%
Clothing	(1,038,471)	(28.3%)
Commercial Machines *	(709,035)	(32.0%)
Department/Discount	415,319	5.5%
Furniture/Appliances/Electronics	(395,440)	(7.8%)
Grocery	339,759	7.5%
Hotel/Motel	(3,143,934)	(57.0%)
Medical Marijuana	433,817	40.2%
Miscellaneous Retail	323,941	3.0%
Restaurants	(2,450,061)	(18.4%)
Utilities	(261,794)	(12.1%)

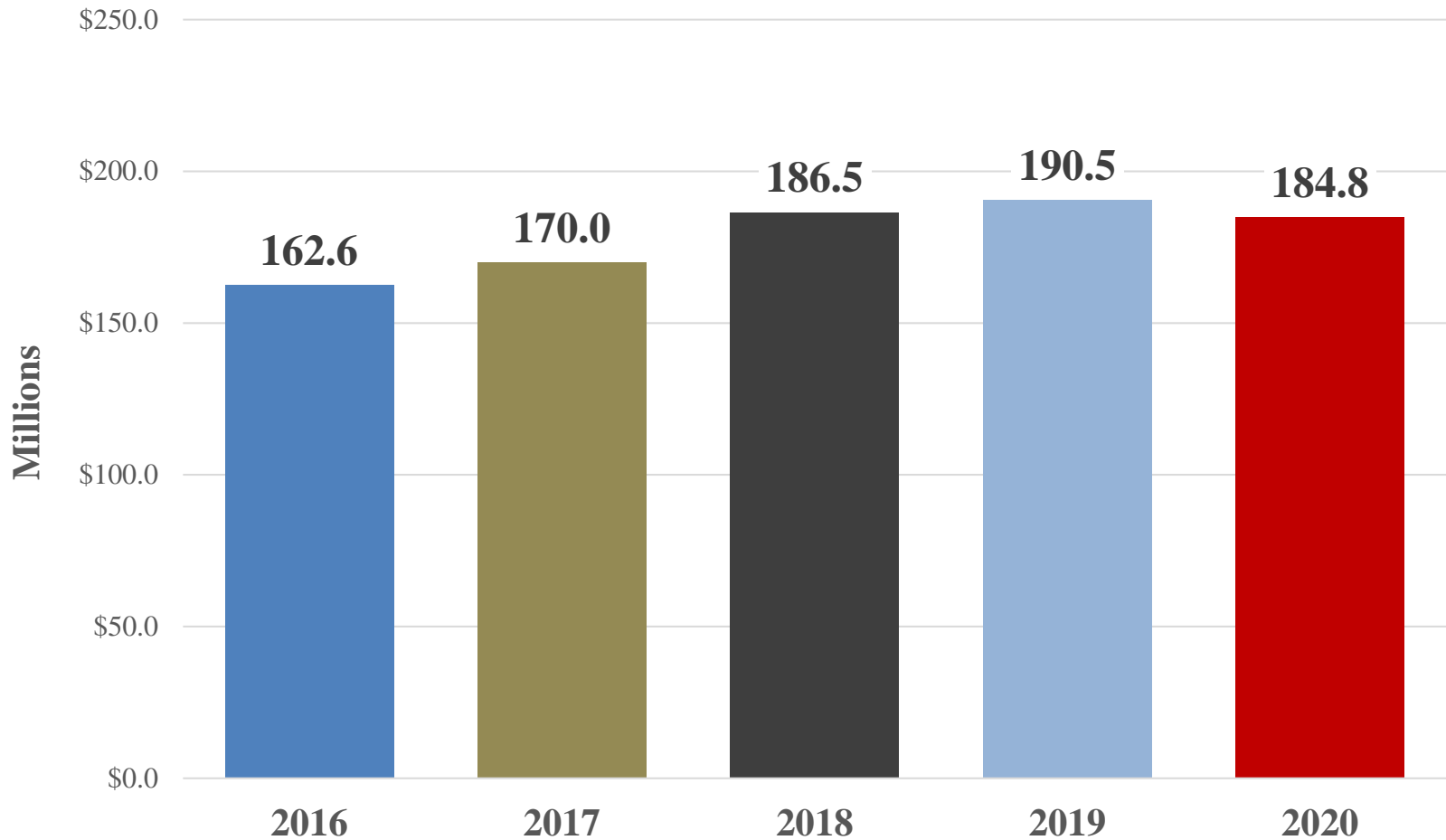
\*The most volatile categories

# 2020 General Fund Revenue



(activity thru Aug 2020)

## YTD Revenue Actuals



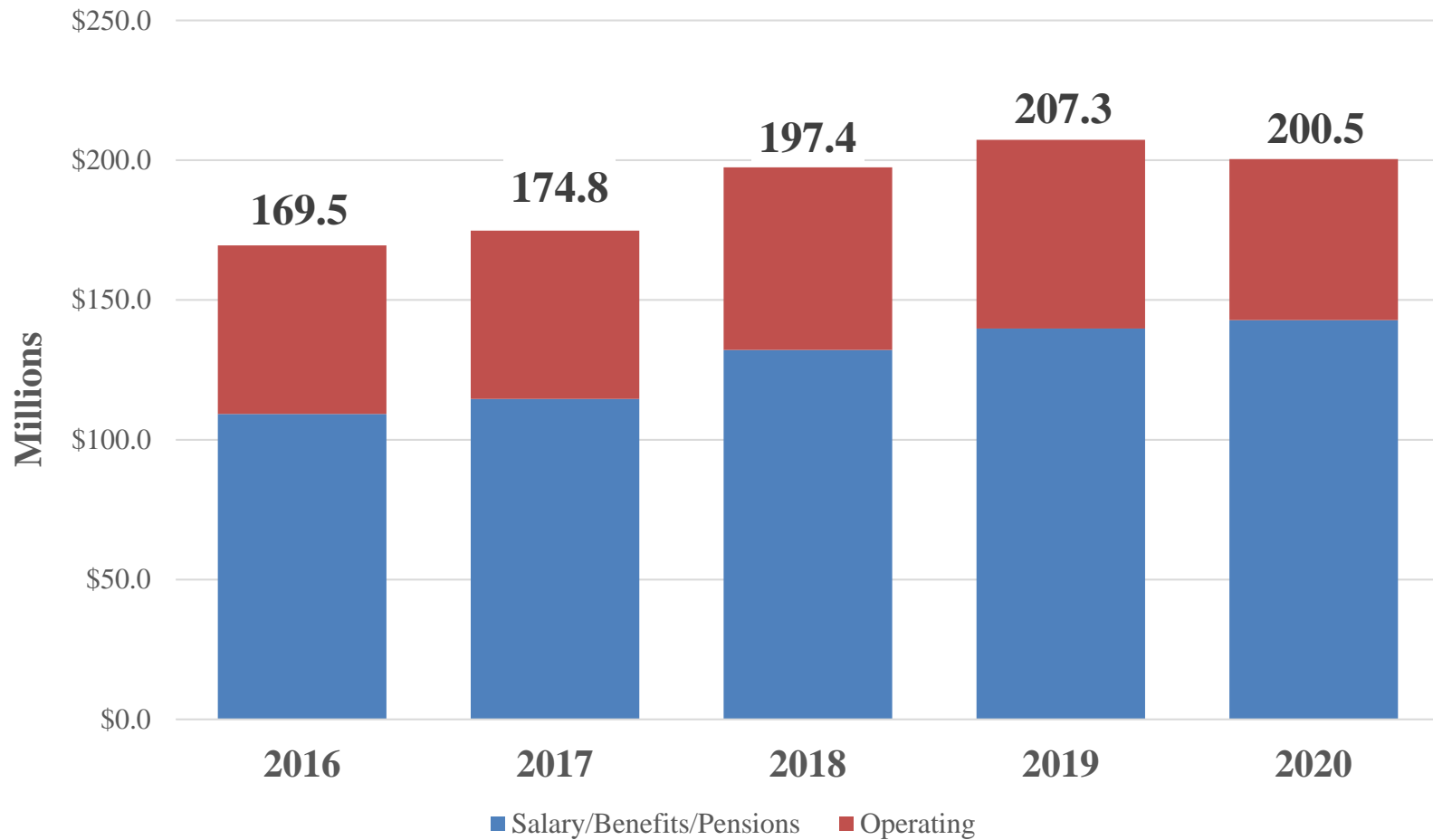
Note: Excludes Capital Lease Proceeds

# 2020 General Fund Expenditures



(activity thru Aug 2020)

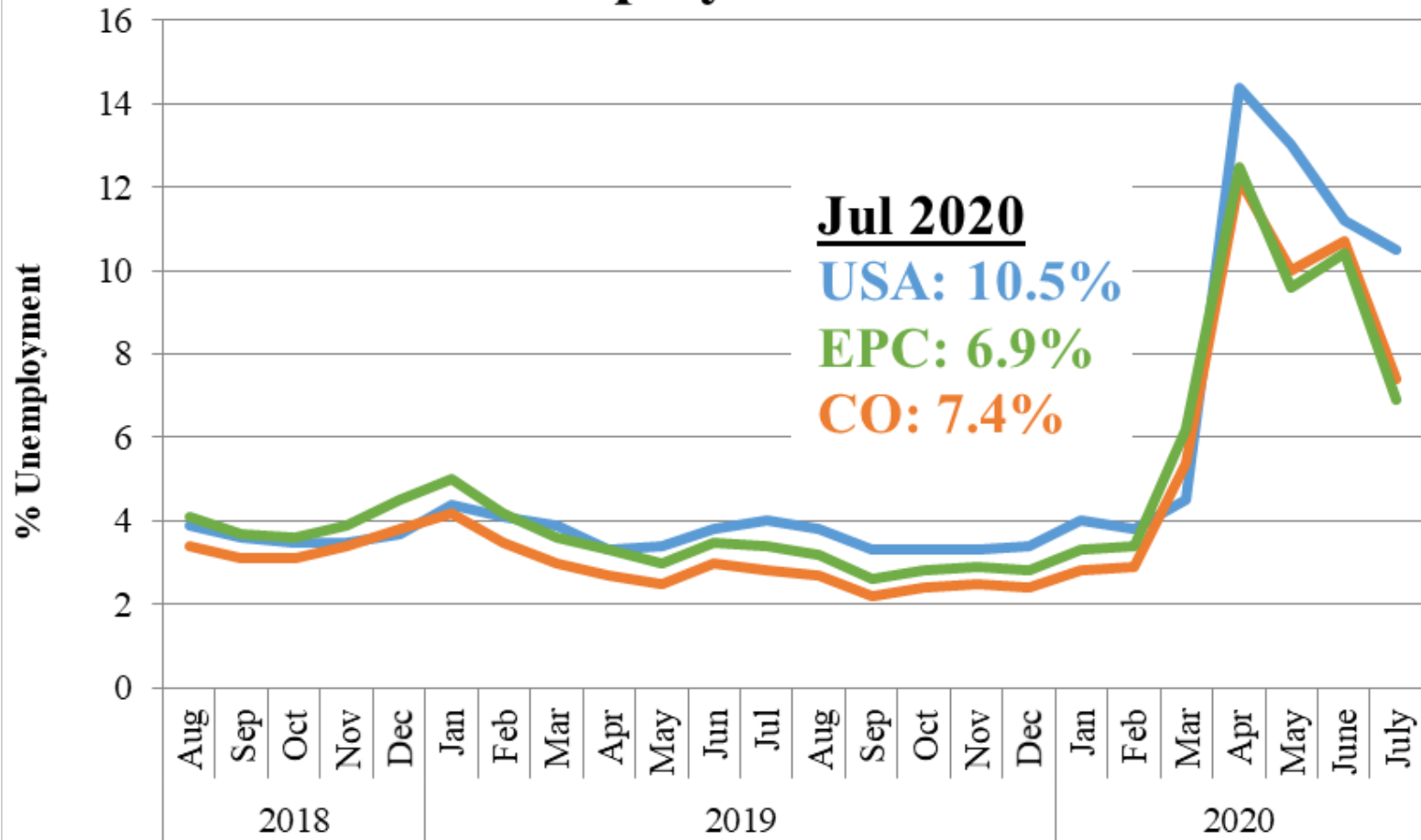
## YTD Expense Actuals



Note: Excludes Capital Lease Purchases

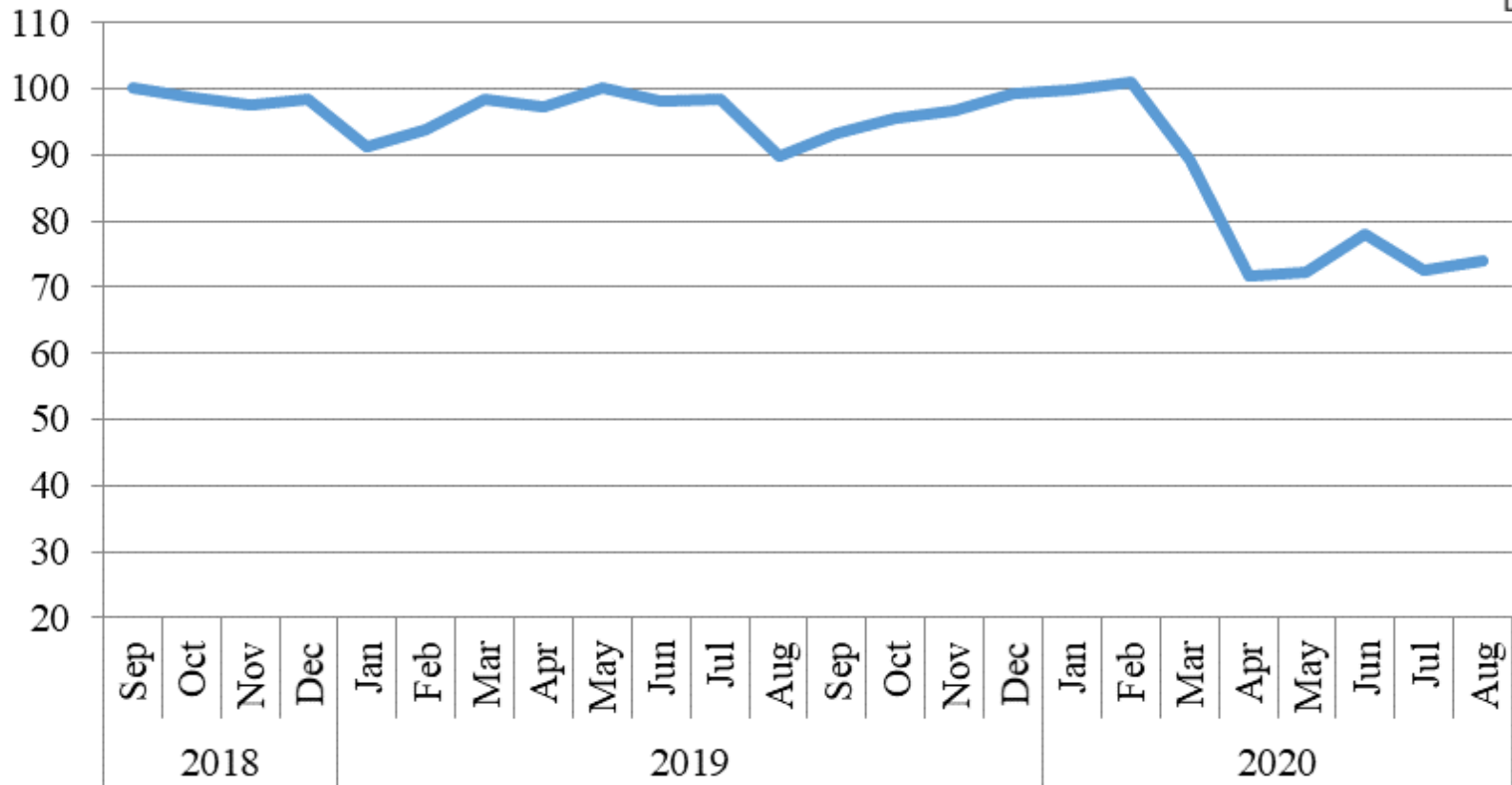
(activity thru Jul 2020)

## Unemployment Rate



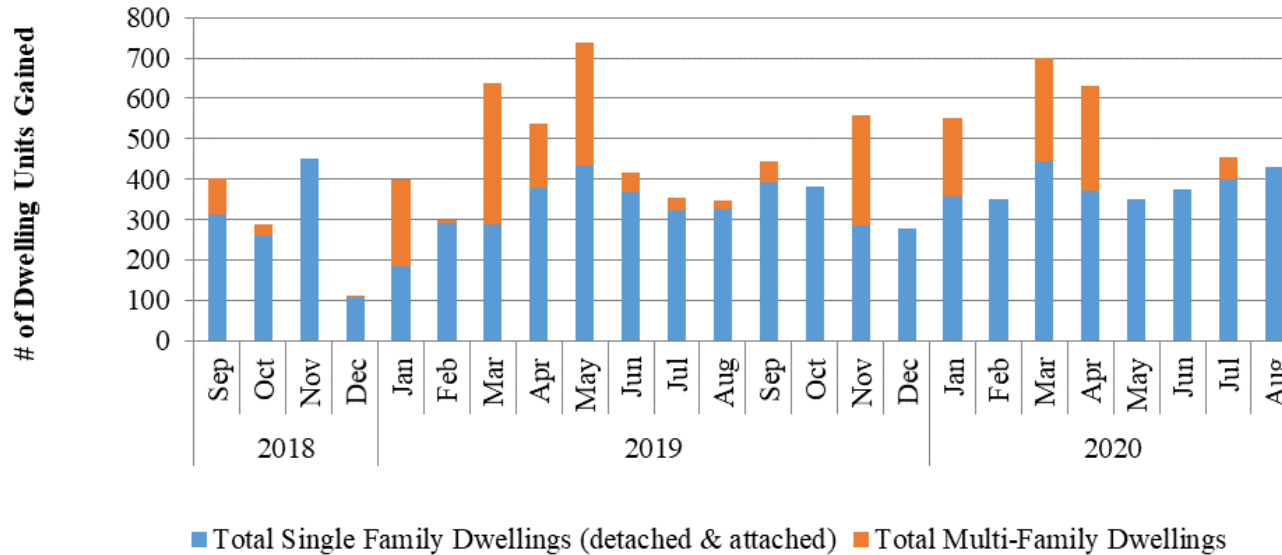
(activity thru Aug 2020)

## Index of Consumer Sentiment



## Pikes Peak Region Residential Building Permits

(activity thru Aug 2020)



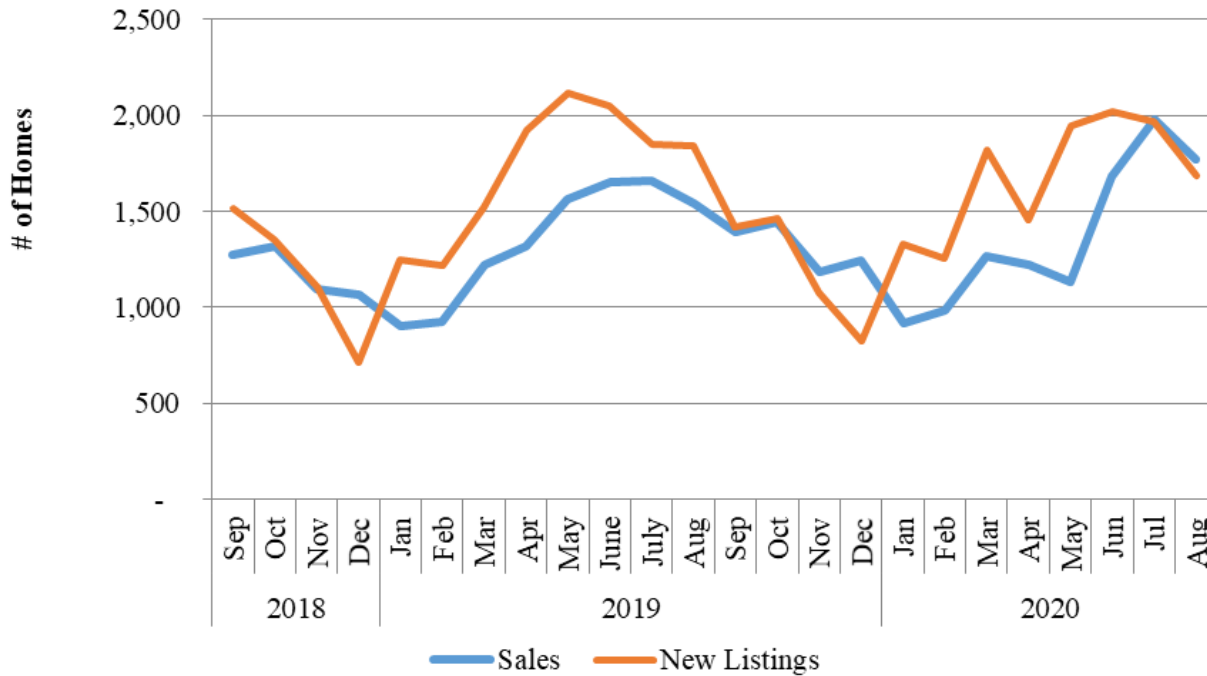
YTD Activity	2020	2019	% Change
Single Family Dwellings	3,077	2,595	18.6
Multi-Family Dwellings	763	1,134	(32.7)

YTD Valuation	2020	2019	% Change
Total Residential	1,340,455,518	1,149,177,683	16.6



## Pikes Peak Region Home Sales Single Family/Patio Homes

(activity thru Aug 2020)



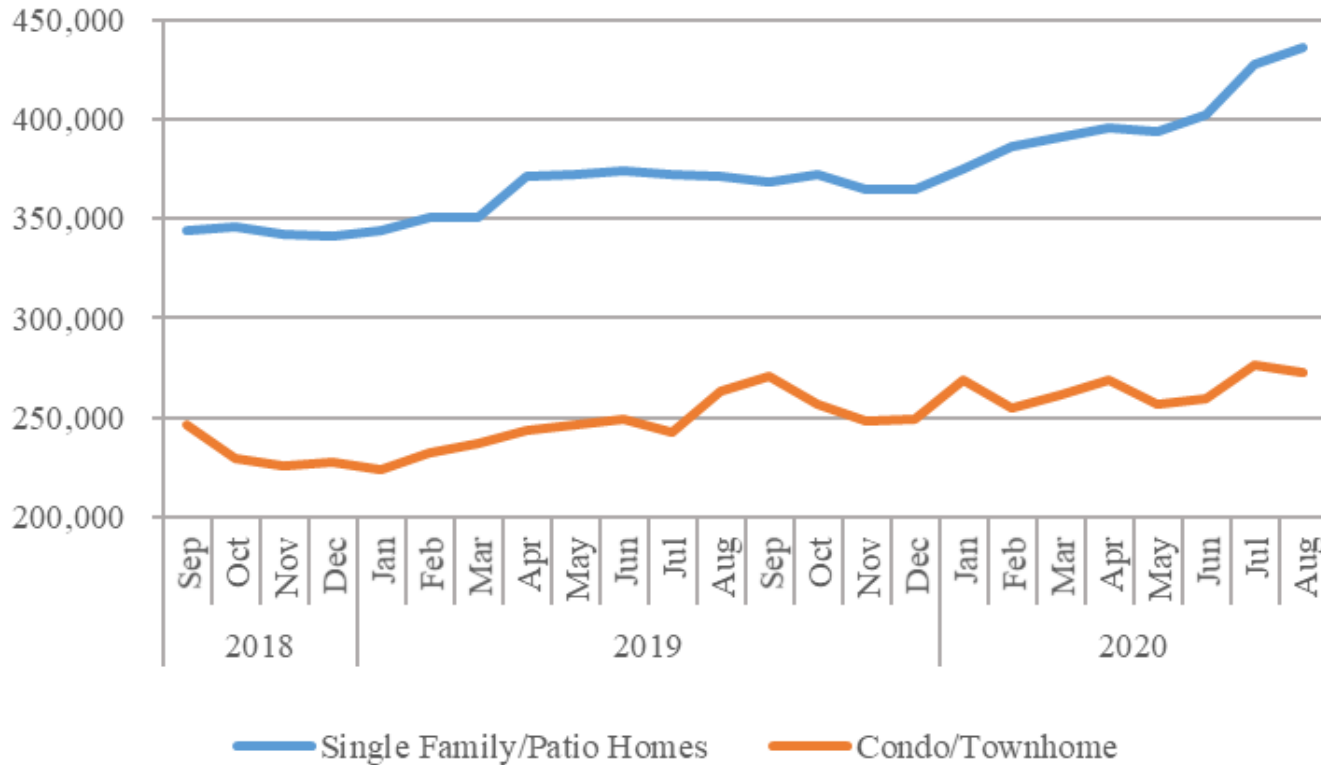
YTD Activity	2020	2019	% Change
Sales	10,955	10,788	1.5
New Listings	13,490	13,775	(2.1)

# Economic Indicators



## Average Sales Price

(activity thru Aug 2020)

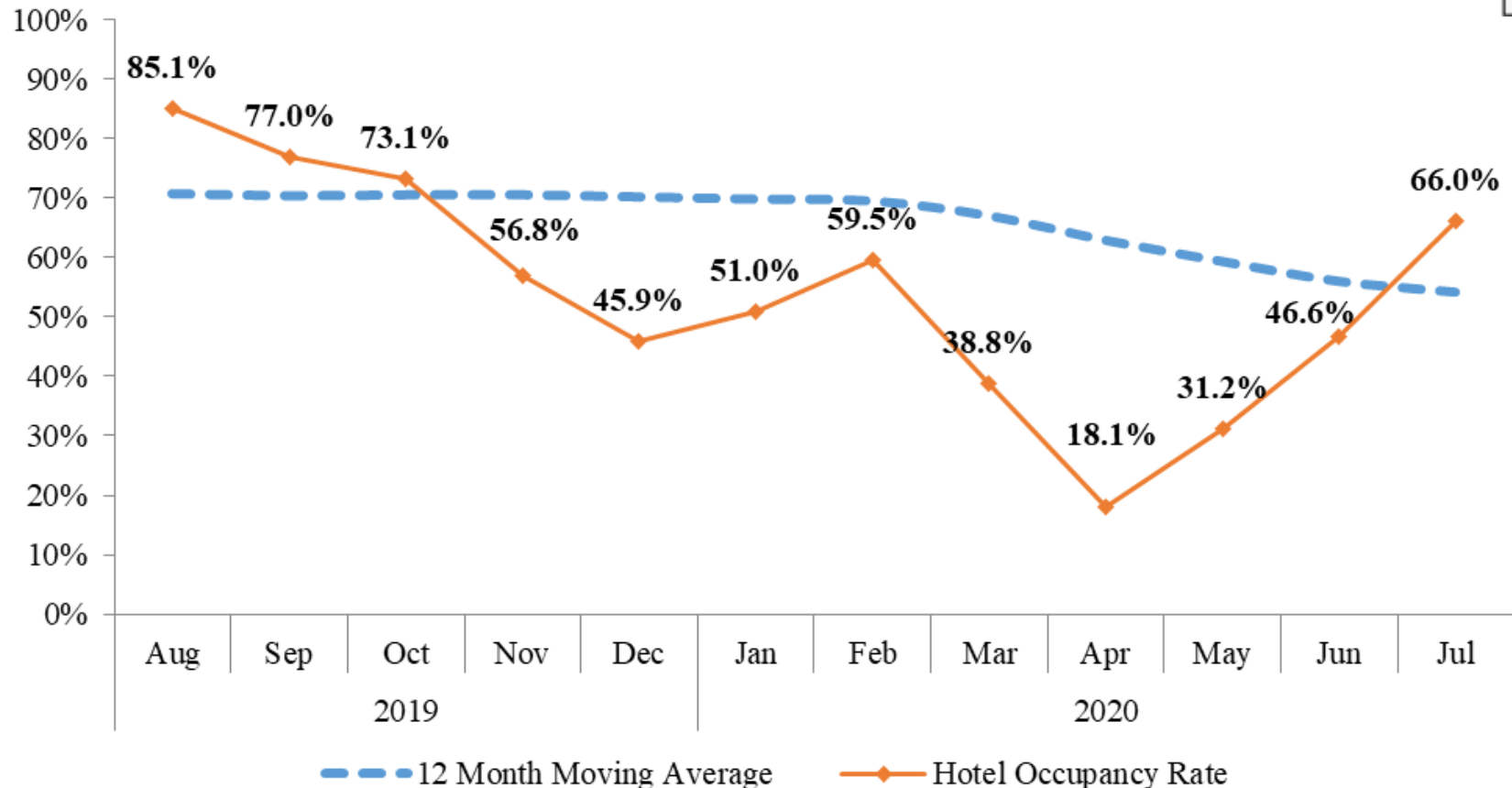


Avg Sales Price Comparison	Aug 2020	Aug 2019	% Change
<b>Single Family/Patio Homes</b>	\$435,922	\$371,552	17.3
<b>Condo/Townhomes</b>	\$273,104	\$262,877	3.9

(activity thru Jul 2020)



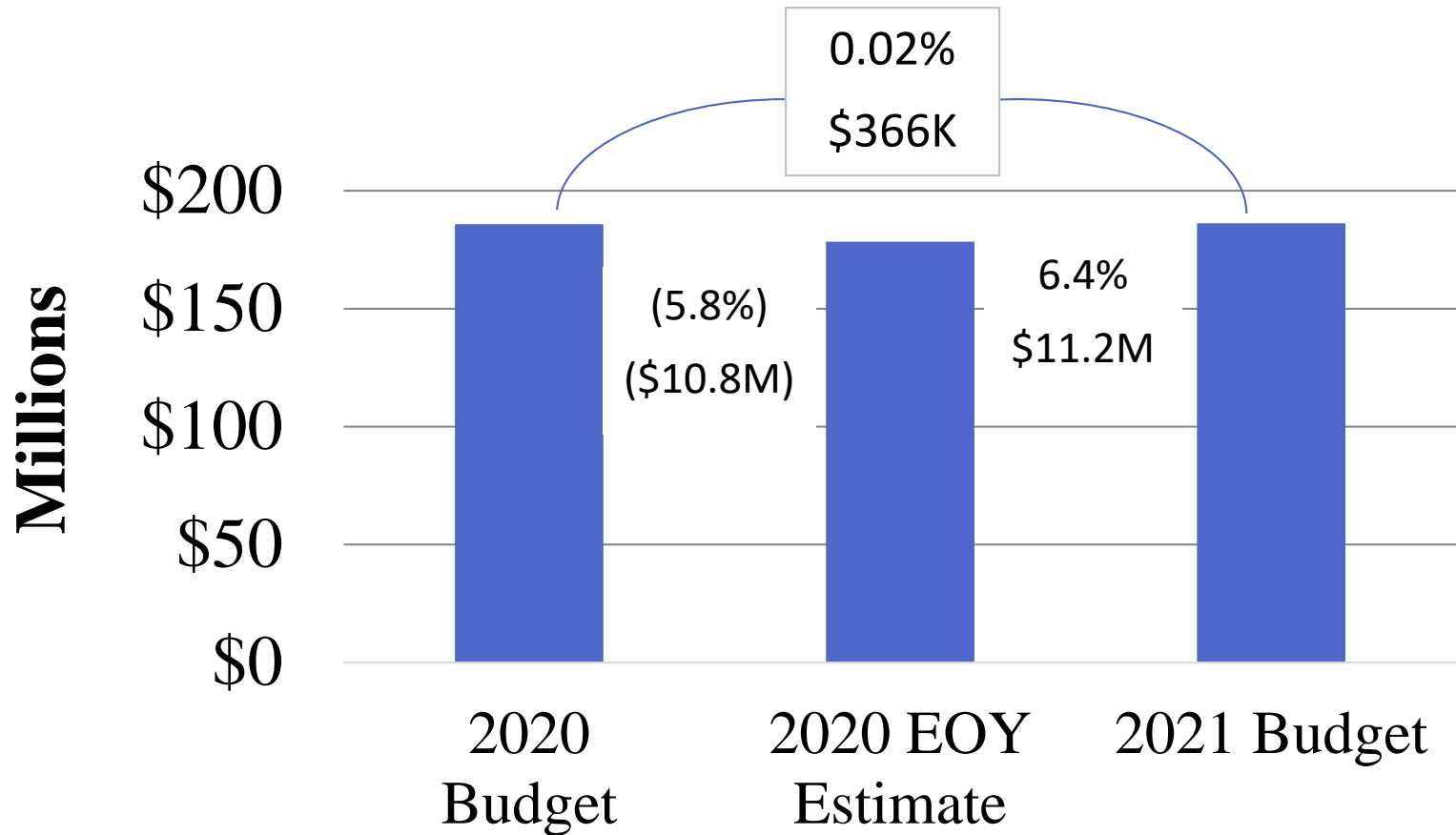
## Colorado Springs Hotel Occupancy Rate



# 2021 Budget Outlook



## Sales Tax Revenue



# 2021 Revenue



	<b>Increases/(Decreases) from 2020 Budget</b>
Sales Tax	\$ 0.4 M
All other revenue categories	(6.2 M)
Revenues offset by expenditures	3.4 M
Rebudgeting	20.0 M
<b>Total GF revenue change</b>	<b>\$17.6 M</b>

## Expenditure Priorities – General Fund

- Carryforward hiring delay and department operating reductions
- Police and Fire staffing
- Sworn pension obligations
- Sworn step increases and civilian pay progression only
- Healthcare
- Fleet replacement strategy
- CIP, Facilities, and ADA projects
- Fleet/Fuel/other contract increases
- Unavoidable operational increases

# Next Steps



<b>Date</b>	<b>Item</b>
Oct. 5	2021 Budget released
Oct. 14 Oct. 16	Review of 2021 Budget document with City Council Budget Committee
Oct. 20	City Council 2021 Budget Work Session
Oct. 26	Public Hearing on 2021 Budget
Nov. 6	City Council Markup Session on 2021 Budget
Dec. 8	2021 Budget approved by City Council



# Questions?