

September 2019 Financial Update

(activity thru July 2019)

September 9, 2019

Charae McDaniel

Chief Financial Officer



General Revenue Information



Property Taxes are collected mainly in March-July. 98% of the total revenue is typically collected by the end of July.

Charges for services include court costs, development review fees, excess police alarm fees, hazardous material fees, youth and adult recreation programs, and community center classes. This category includes revenue which is not smooth throughout the year or received in the same months year to year. Also, program managers monitor program revenues and monitor and adjust expenditures accordingly.

Fines are collected for violations including parking and traffic violations.

Intergovernmental includes HUTF, state cigarette tax, and road and bridge revenue. HUTF is collected by the state and distributed locally throughout the year, although collections are typically slightly higher in the last half of the year – sources include motor fuel taxes and vehicle registration fees. Cigarette tax is lagged such that no revenue is collected January or February, but December has three months of collections booked.

Licenses and Permits includes revenue collected throughout the City for the issuance and renewal of business licenses, as well as permits pertaining to activity conducted within the City's limits.

Other Taxes includes specific ownership tax, admissions tax, and occupational liquor taxes. Specific ownership tax is the state automobile tax and is collected throughout the year; however, there are no collections booked for January and two months of collections are booked in December.

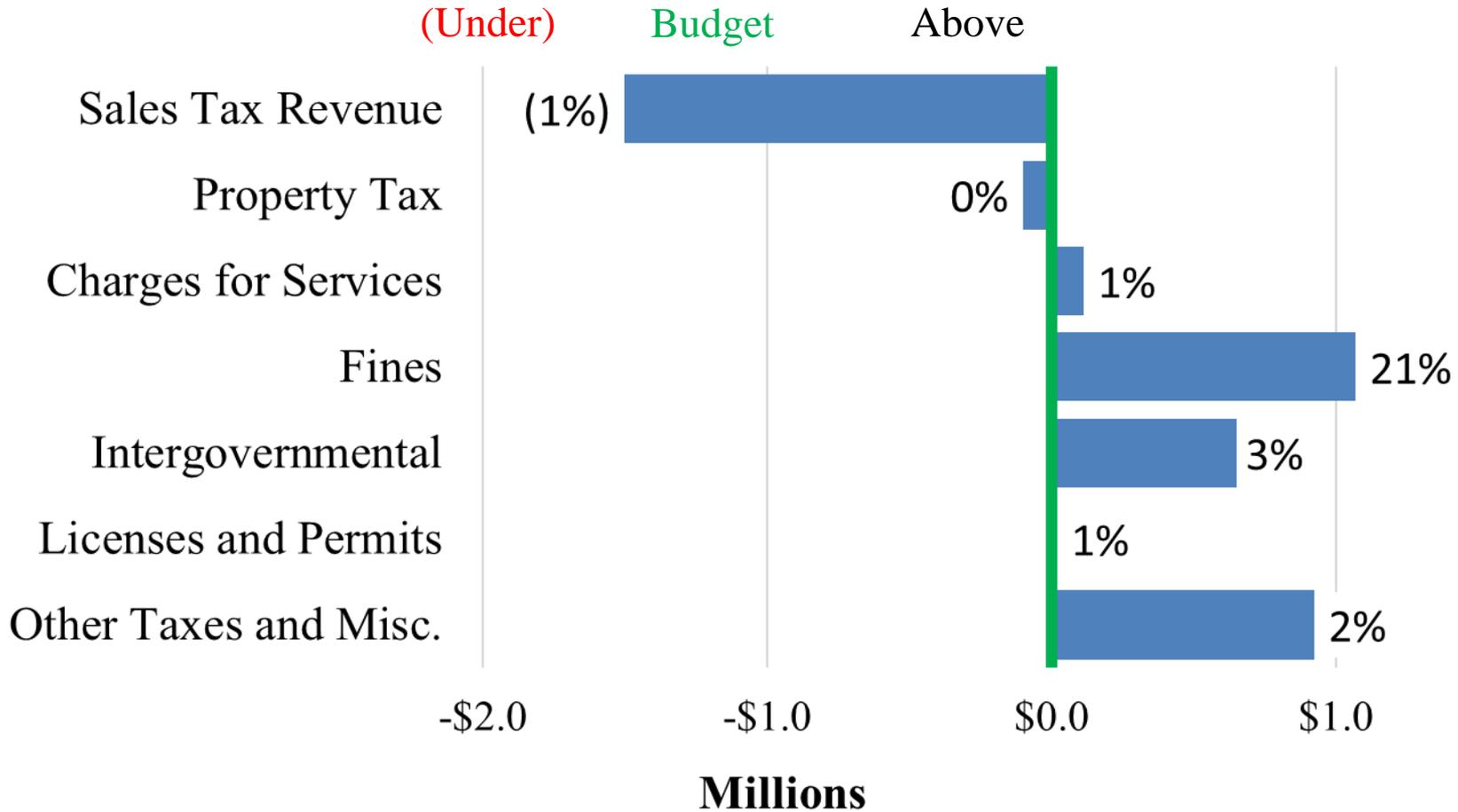
Miscellaneous Revenue includes shared services, utilities surplus revenue, and sale of capital assets. Shared services revenue is collected from enterprises for services provided by General Fund employees such as the City Attorney, City Auditor, and the City Clerk. Some of the charges are determined through a cost allocation model and the revenue received is smooth throughout the year, other charges are billed as services are provided and can vary greatly by month each year. Beginning in 2014, fuel for the City and Colorado Springs Utilities was purchased by the General Fund. Colorado Springs Utilities reimburses the General Fund for its fuel usage, which results in a much higher shared services amount. Utilities surplus revenue is collected throughout the year; however, no revenue is booked in January and two months of revenue are booked in December.

2019 General Fund Revenue



EOY Revenue

(activity thru July 2019)



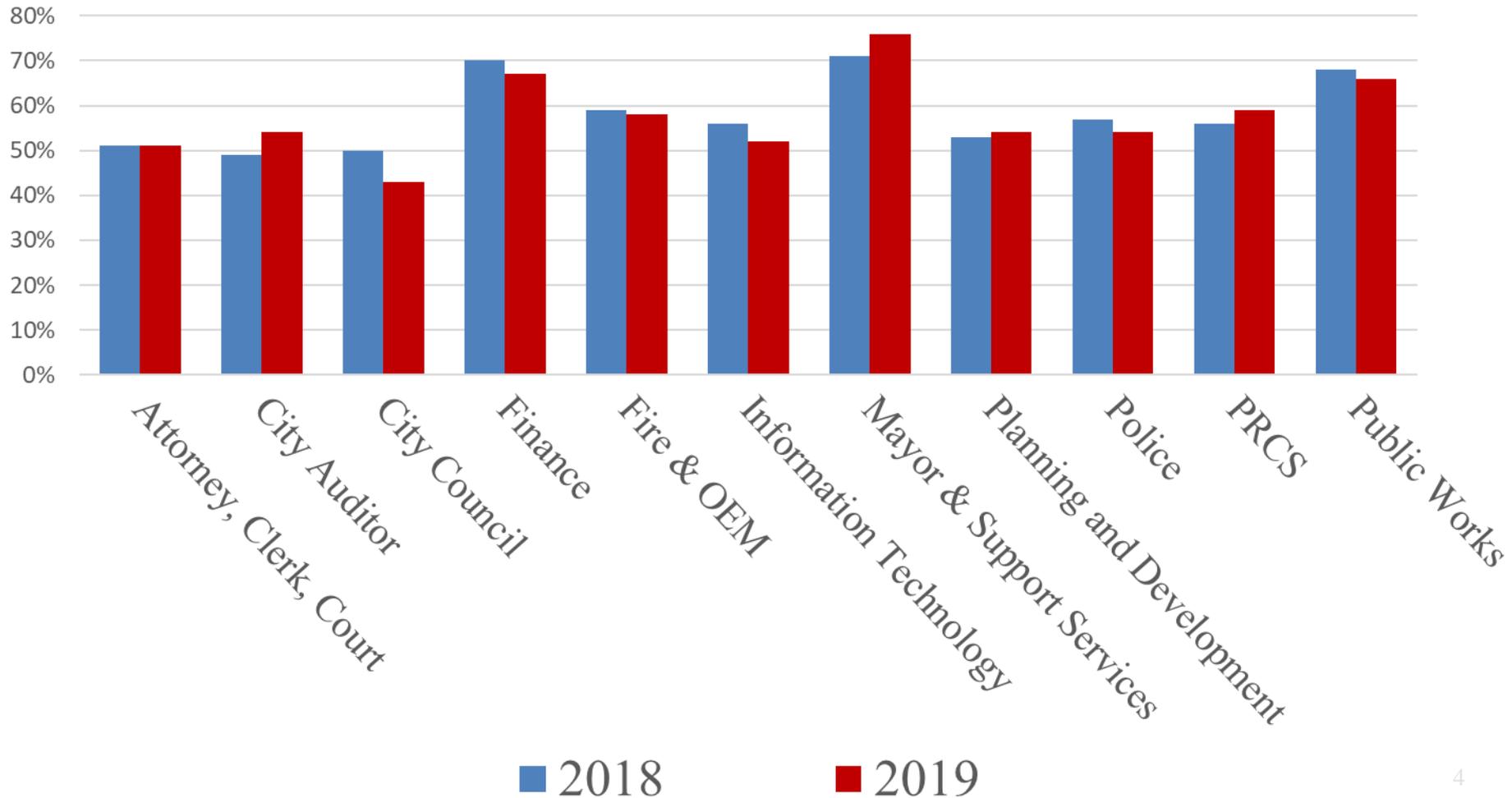
Summary – total GF revenue \$1.2M, or 0.4%, above budget

2019 General Fund Expenditures



(activity thru July 2019)

YTD Comparison of Actuals as % of Budget



Sales Tax Trends



(collections thru July 2019)

2.0% Sales and Use Tax:

- S&U combined – up 3.23% for the month and up 3.90% year-to-date
 - Sales tax – up 3.37% for the month and up 4.39% year-to-date
 - Use tax – up 0.38% for the month and up 4.72% year-to-date

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

- LART Combined – up 1.35% for the month and up 8.27% year-to-date
 - Lodger's Tax – up 1.36% for the month and up 7.40% year-to-date
 - Auto Rental Tax – up 1.28% for the month and up 19.13% year-to-date

0.62% Road Tax:

- 2C Road Tax – down 3.22% for the month and up 3.91% year-to-date

Sales Tax Trends



(collections thru July 2019)

Industries with Largest Month over Month % Increase

Commercial Machines	37.99%
Medical Marijuana	12.14%
Building Materials	10.69%

Industries with Largest Month over Month \$ Increase

Building Materials	\$200,002
Commercial Machines	\$152,567
Restaurants	\$97,655

Industries with Largest Month over Month % Decrease

Business Services	(20.49%)
Auto Dealer	(15.80%)
Utilities	(6.71%)

Industries with Largest Month over Month \$ Decrease

Auto Dealer	(\$216,058)
Business Services	(\$105,683)
Furniture, Appliances, and Electronics	(\$36,827)

Sales Tax Trends



(collections thru July 2019)

Category	\$ Change 2019 YTD compared to 2018 YTD	% Change 2019 YTD compared to 2018 YTD
Auto Dealers	(14,929)	(0.2%)
Auto Repair, Leases	337,480	9.4%
Building Materials	734,496	8.0%
Business Services *	328,294	15.3%
Clothing	71,380	2.4%
Commercial Machines *	(22,017)	(1.1%)
Department/Discount	60,937	1.0%
Furniture/Appliances/Electronics	41,381	1.0%
Grocery	348,925	9.9%
Hotel/Motel	187,098	4.6%
Medical Marijuana	8,873	1.0%
Miscellaneous Retail	(484,422)	(4.9%)
Restaurants	598,247	5.6%
Utilities	93,236	5.3%

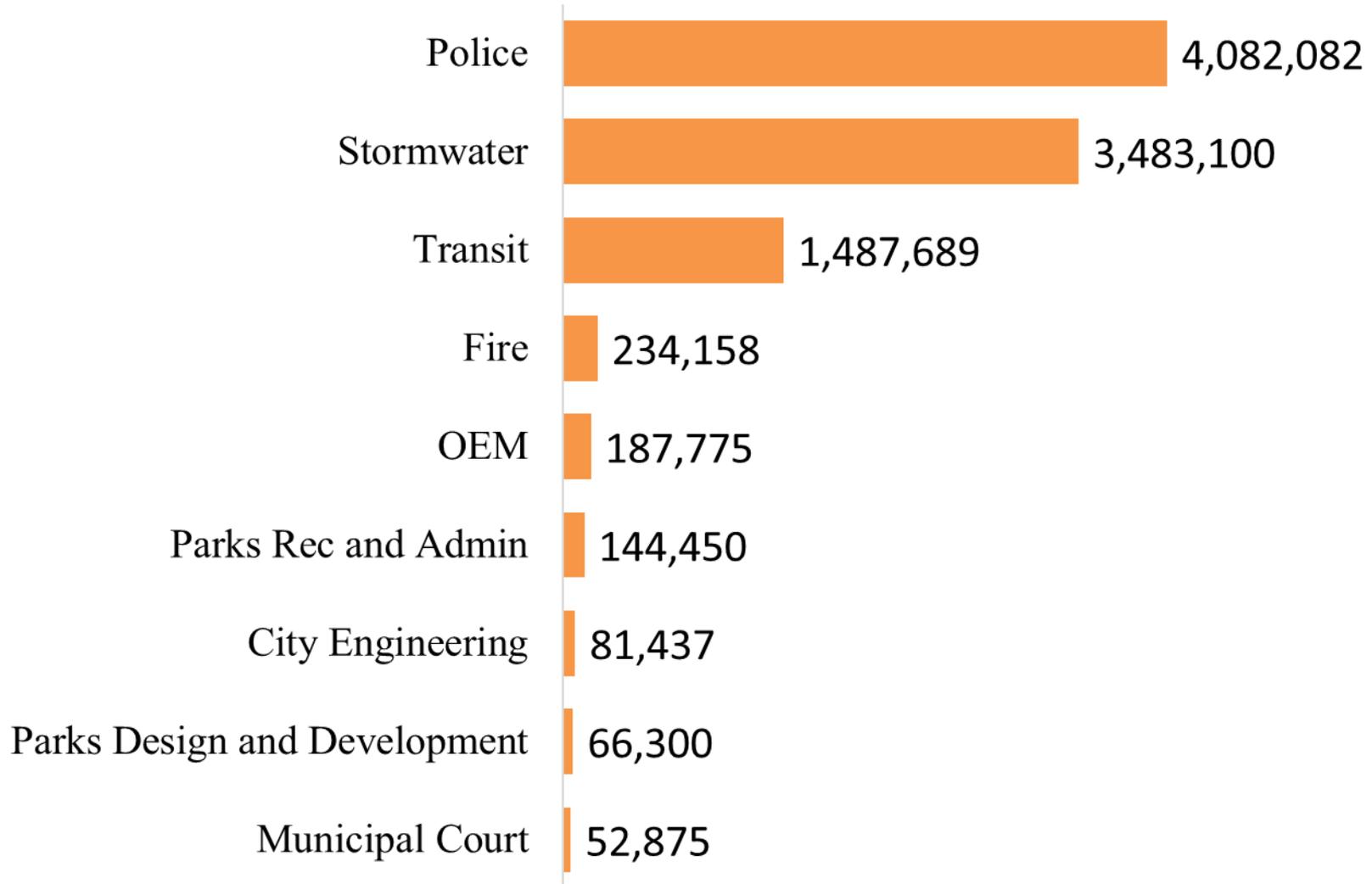
*The most volatile categories

2019 Grant Funds Update



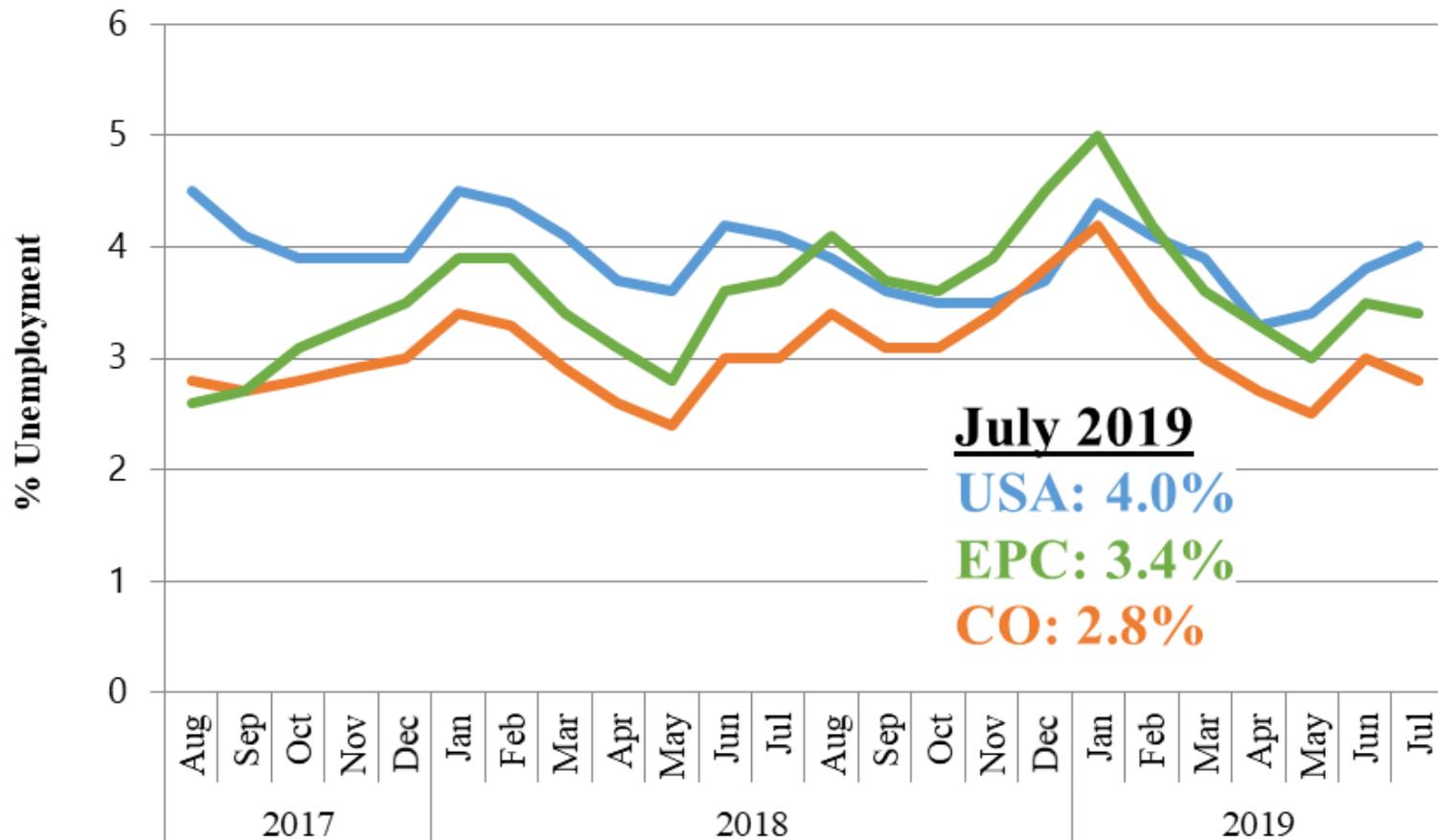
2019 Awarded Grants

(activity thru July 2019)



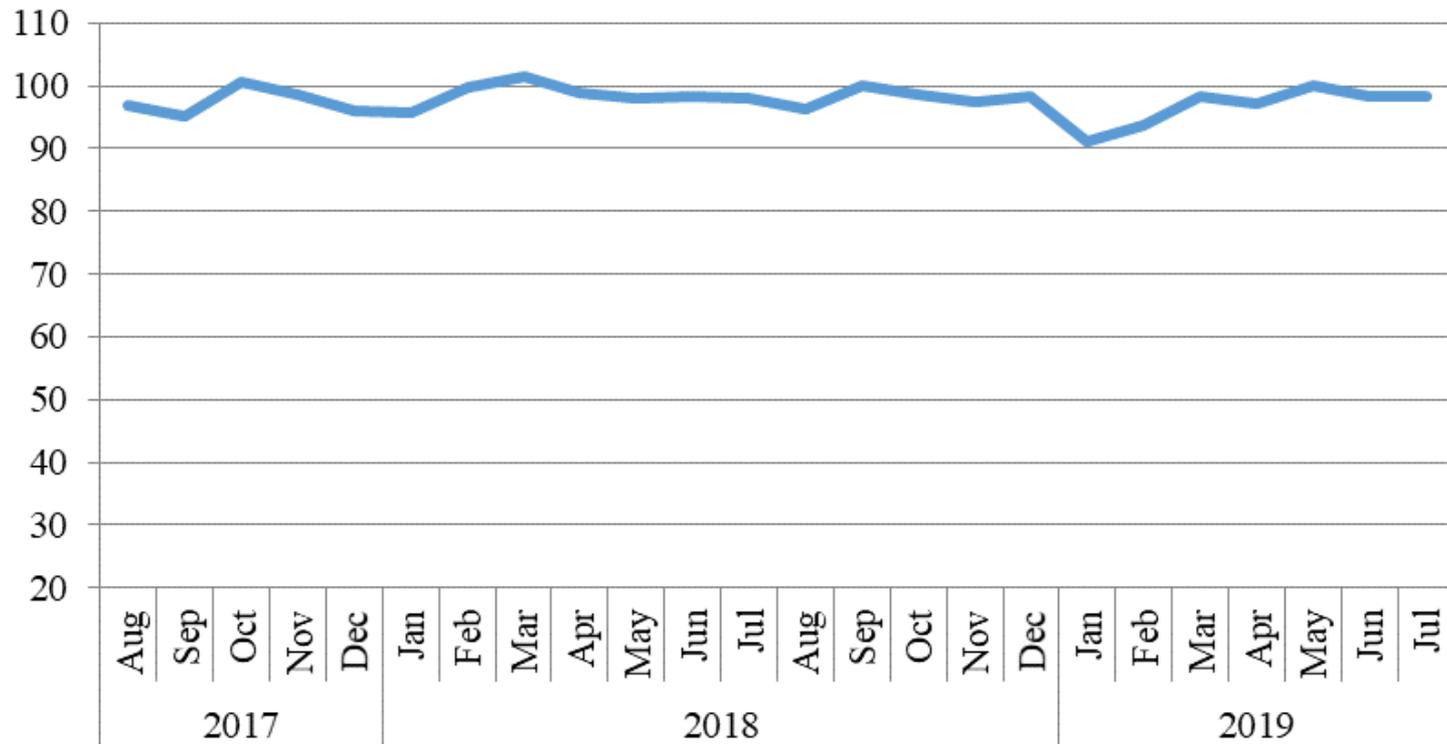
(activity thru July 2019)

Unemployment Rate



(activity thru July 2019)

Index of Consumer Sentiment



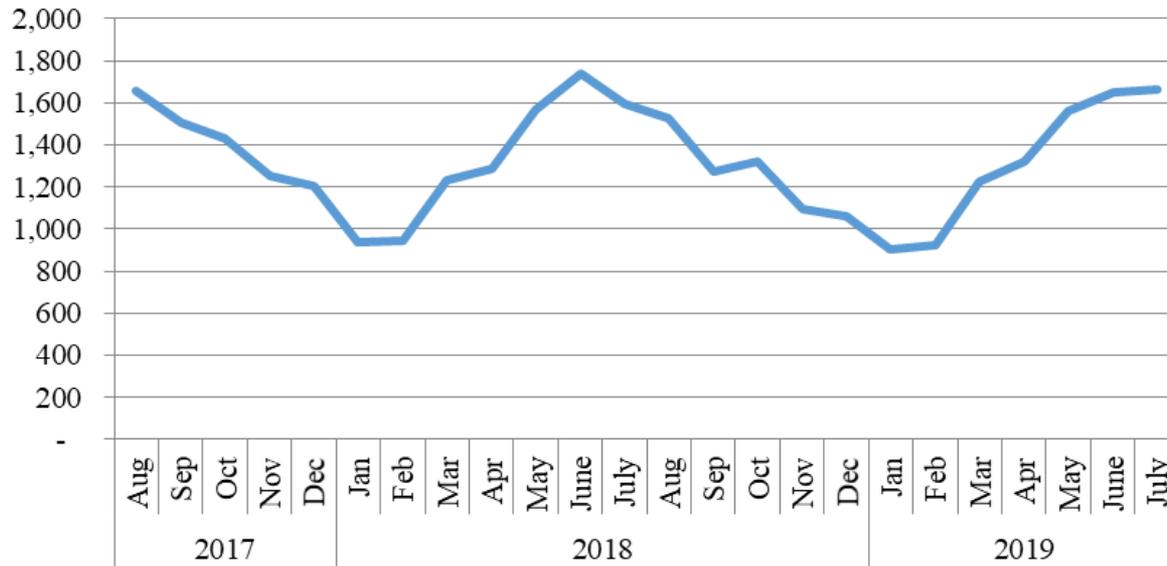
Economic Indicators



(activity thru July 2019)



Pikes Peak Region Home Sales Single Family/Patio Homes



YTD Sales 2019	YTD Sales 2018	% Change
9,246	9,298	(0.6)

Category	Avg. Sales Price July 2019	Avg. Sales Price July 2018	% Change
Single Family/Patio Homes	\$372,607	\$347,517	7.2
Condo/Townhomes	\$242,335	\$234,064	3.5

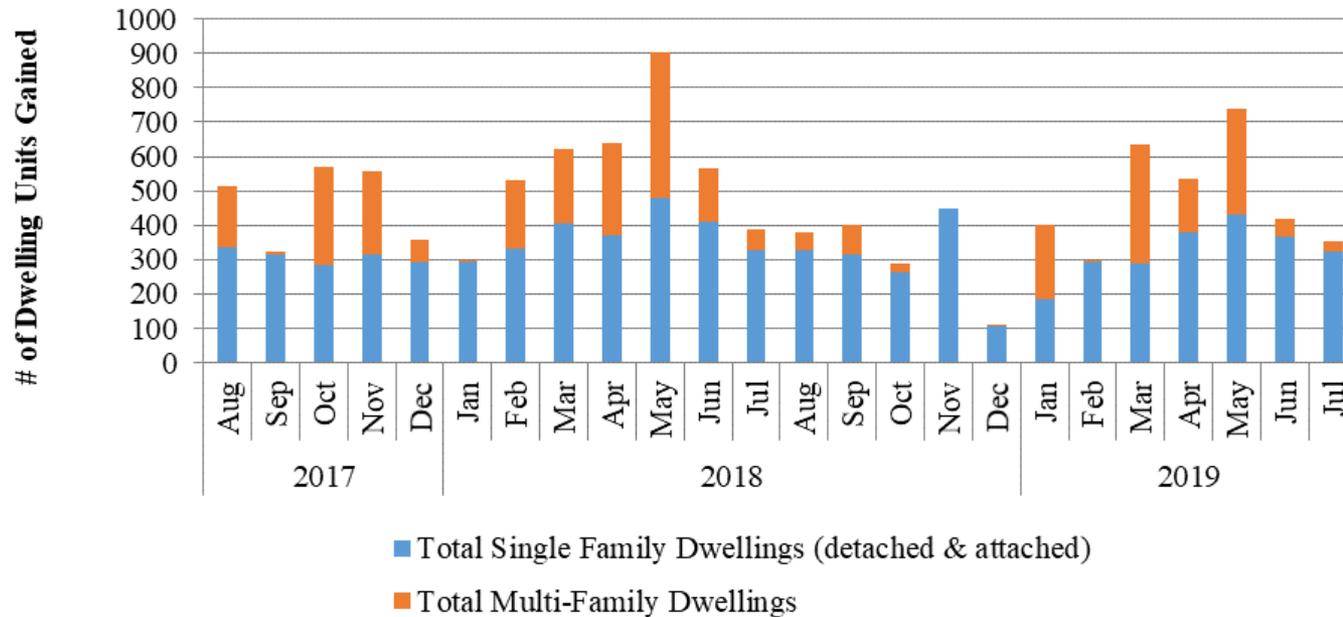
Economic Indicators



(activity thru July 2019)



Pikes Peak Region Residential Building Permits

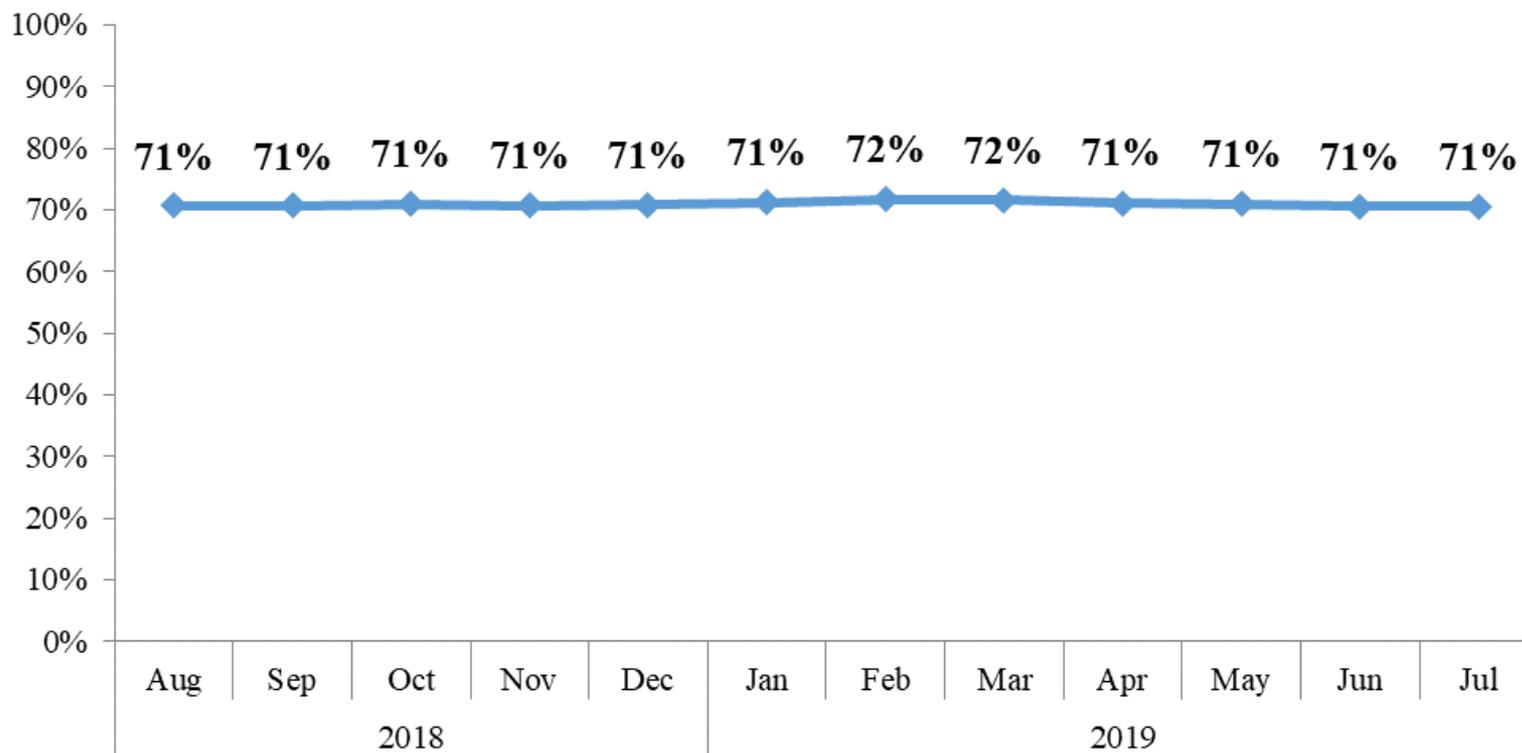


YTD Permit Activity	2019	2018	% Change
Single Family Dwelling Units	2,268	2,619	(13.4)
Multi-Family Dwelling Units	1,113	1,335	(16.6)

(activity thru July 2019)



Colorado Springs Hotel Occupancy Rate (12 Month Moving Average)



Questions?