

May 2019 Financial Update

(activity thru Year End 2018
and Mar 2019)

May 13, 2019

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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.

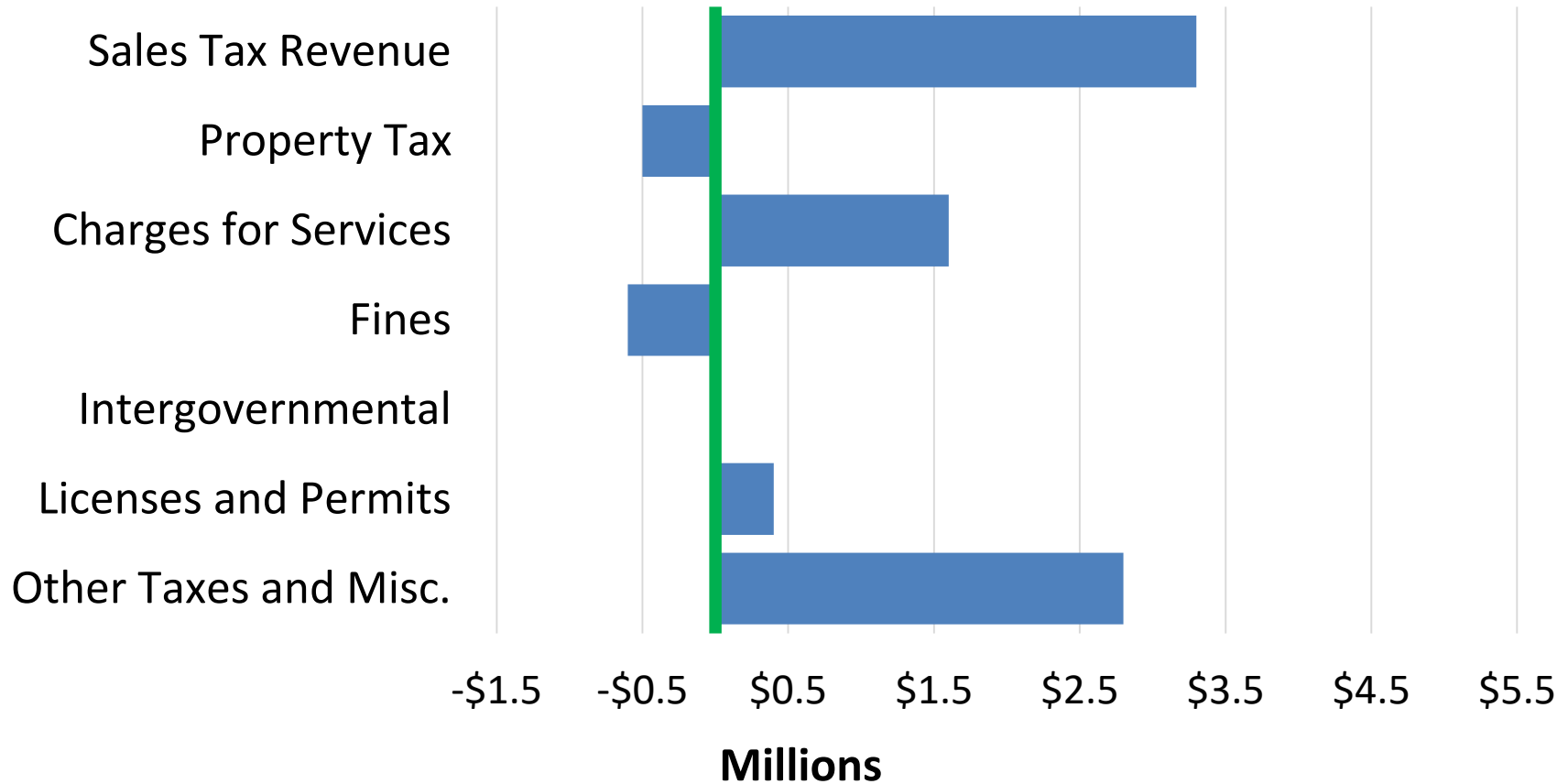
2018 General Fund Revenue



EOY Revenue

(activity thru Dec 2018)

(Under) Budget Above

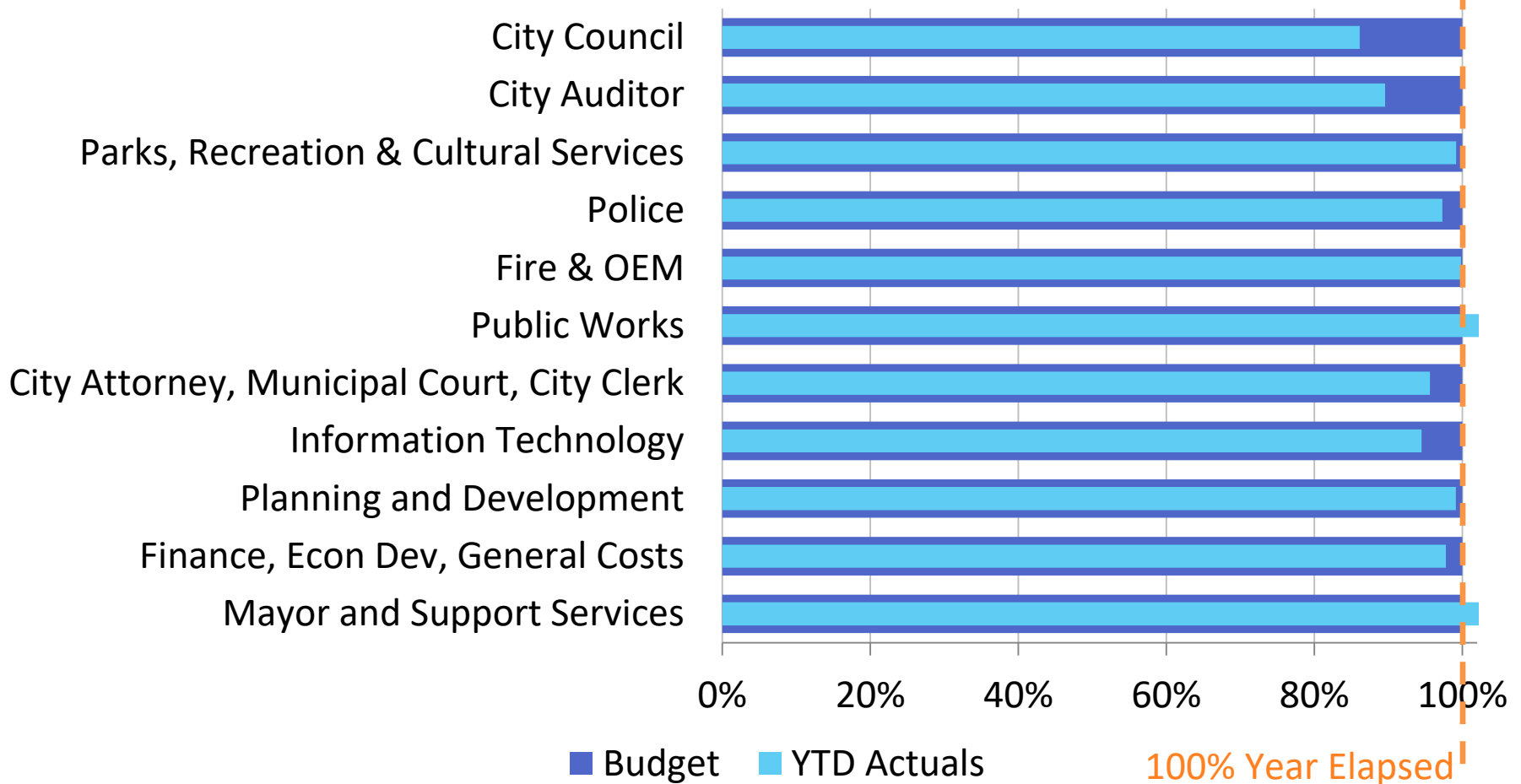


Summary – total GF revenue \$7.0M, or 2.3%, above budget

2018 General Fund Expenditures



Prelim Actuals as % of Budget (activity thru Dec 2018)



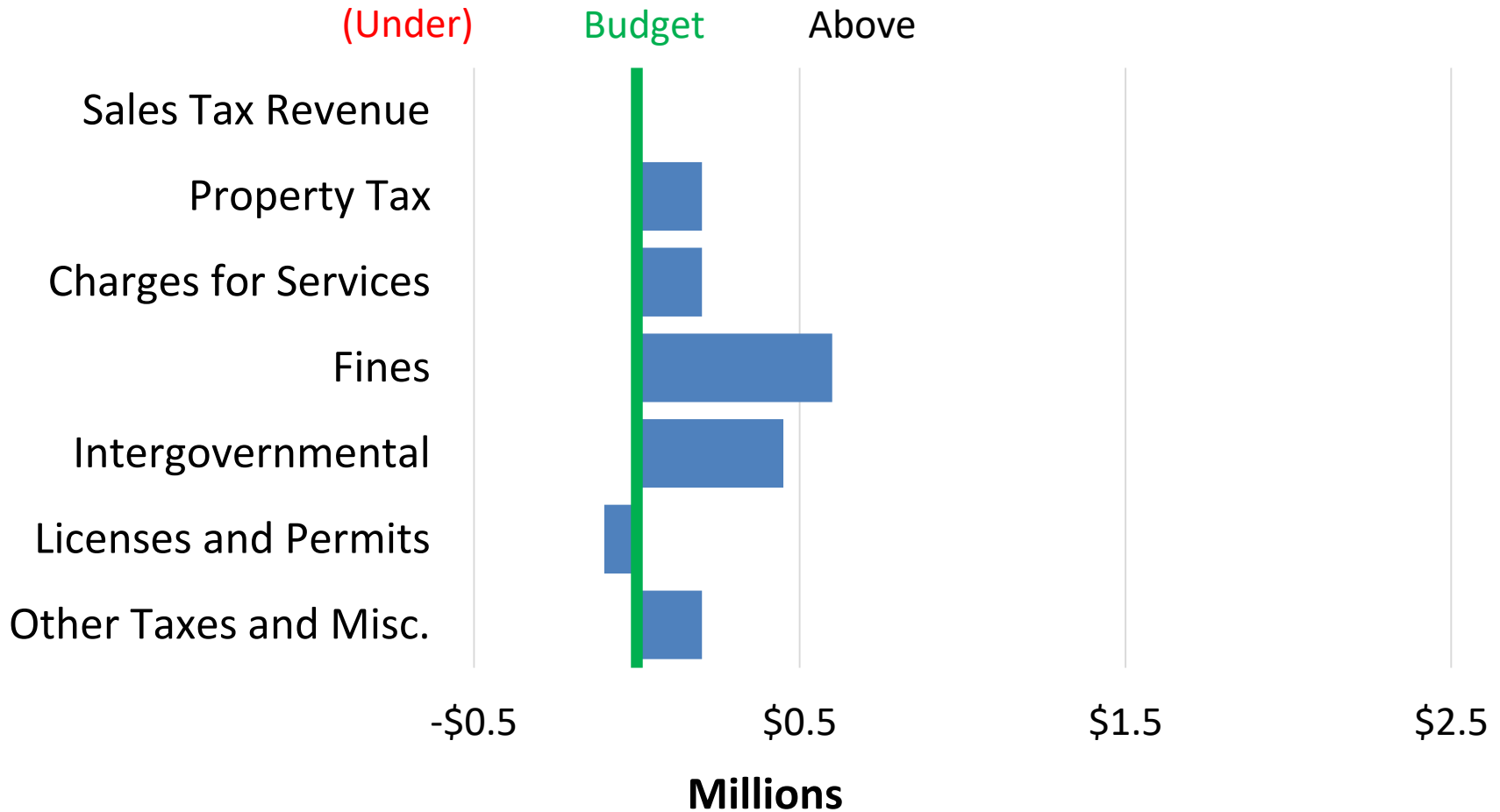
Summary – Total GF expenditures ~\$4.9M, or 1.7% under budget

2019 General Fund Revenue



EOY Revenue

(activity thru Mar 2019)

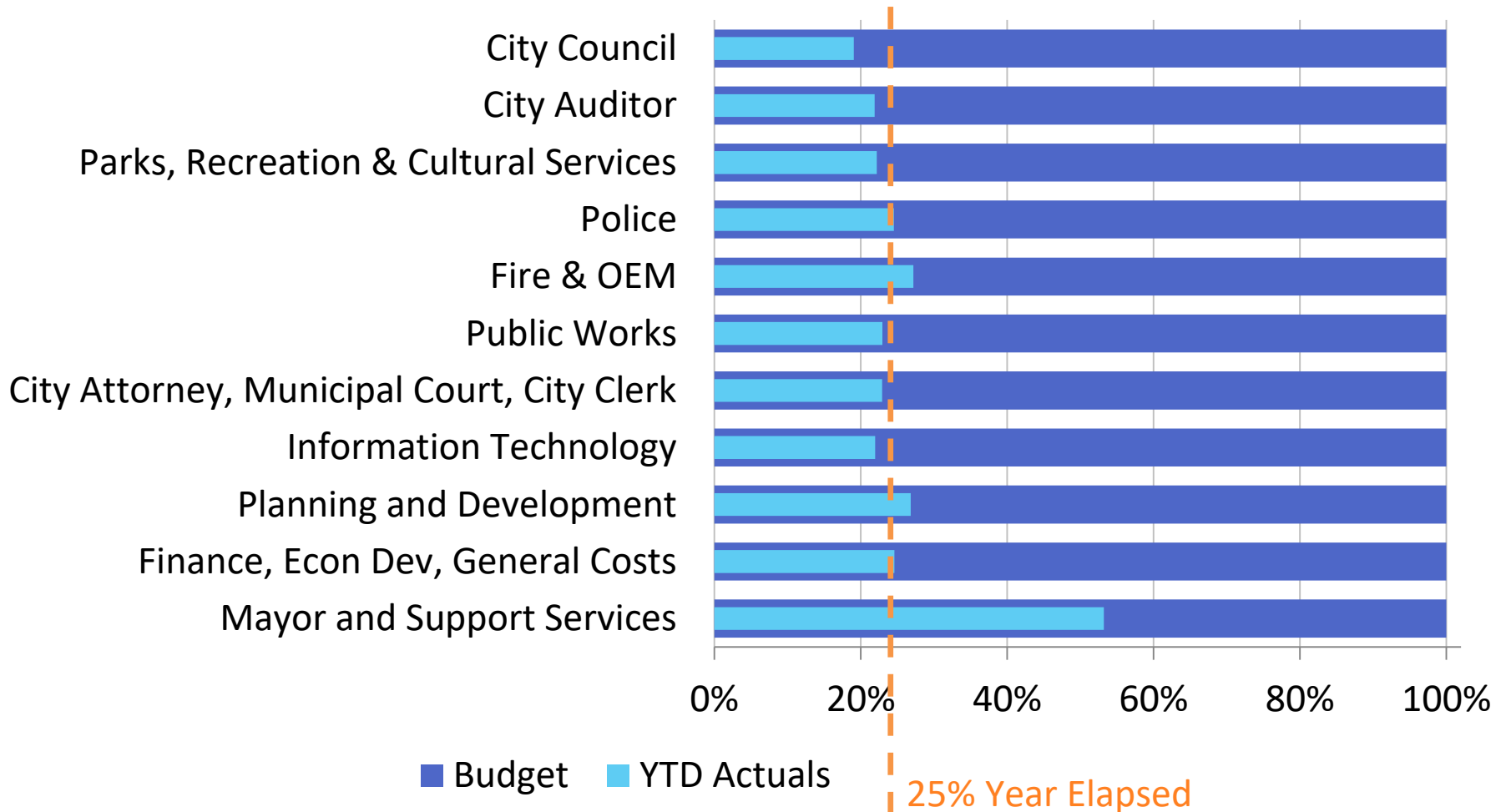


Summary – total GF revenue \$1.5M to \$1.6M, or 0.5% above budget

2019 General Fund Expenditures



YTD Actuals as % of Budget (activity thru Mar 2019)

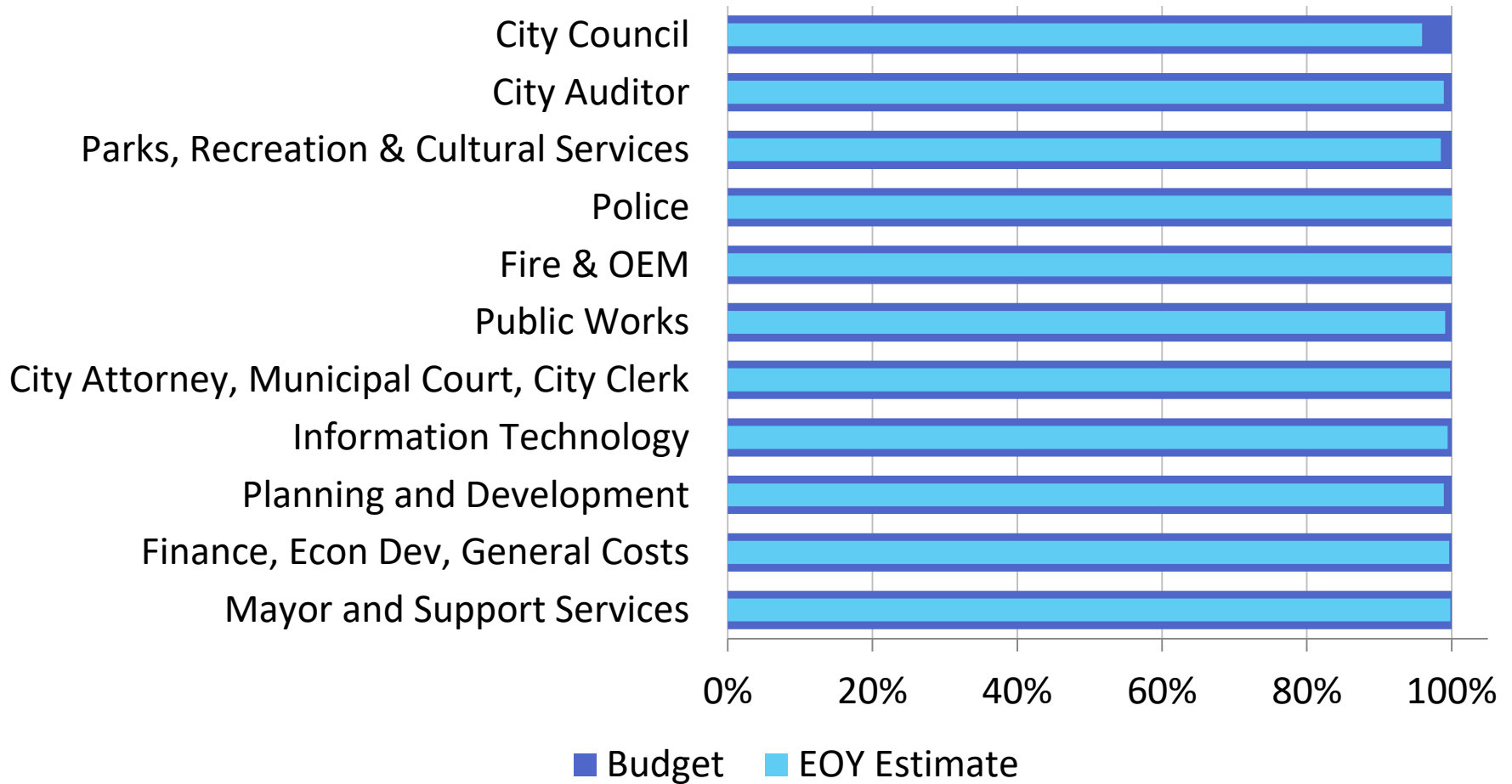


2019 General Fund Expenditures



EOY Estimate as % of Budget

(activity thru Mar 2019)



Summary – total GF expenditures trending ~\$880k to \$920k, or 0.28% to 0.30%, under budget

Sales Tax Trends



(collections thru Mar 2019)

2.0% Sales and Use Tax:

- S&U combined – up 0.60% for the month and up 4.12% year-to-date
 - Sales tax – up 3.87% for the month and up 5.39% year-to-date
 - Use tax – down 46.51% for the month and down 13.58% year-to-date

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

- LART Combined – up 9.40% for the month and up 17.47% year-to-date
 - Lodger's Tax – up 6.78% for the month and up 15.82% year-to-date
 - Auto Rental Tax – up 33.21% for the month and up 31.94% year-to-date

0.62% Road Tax:

- 2C Road Tax – up 0.66% for the month and up 4.16% year-to-date

Sales Tax Trends



(collections thru Mar 2019)

Industries with Largest Month over Month % Increase

Grocery Stores	31.27%
Business Services	27.01%
Auto Repair and Leases	9.12%

Industries with Largest Month over Month % Decrease

Commercial Machines	(30.69%)
Medical Marijuana	(10.76%)
Department and Discount	(8.12%)

Industries with Largest Month over Month \$ Increase

Grocery Stores	\$167,878
Restaurants	\$111,320
Business Services	\$69,935

Industries with Largest Month over Month \$ Decrease

Commercial Machines	(\$116,628)
Department and Discount	(\$75,928)
Miscellaneous Retail	(\$31,464)

Sales Tax Trends



(collections thru Mar 2019)

Category	\$ Change 2019 YTD compared to 2018 YTD	% Change 2019 YTD compared to 2018 YTD
Auto Dealers	76,405	3.6%
Auto Repair, Leases	91,847	9.1%
Building Materials	231,988	9.5%
Business Services *	156,485	28.5%
Clothing	(1,870)	(0.2%)
Commercial Machines *	(69,204)	(11.6%)
Department/Discount	(88,704)	(4.7%)
Furniture/Appliances/Electronics	83,376	7.0%
Grocery	170,872	15.6%
Hotel/Motel	107,528	13.9%
Medical Marijuana	(25,565)	(9.0%)
Miscellaneous Retail	(35,358)	(1.3%)
Restaurants	194,712	6.2%
Utilities	27,770	4.5%

*The most volatile categories

2019 Grant Funds Update



(activity thru Mar 2019)

\$100,000,000
\$90,000,000
\$80,000,000
\$70,000,000
\$60,000,000
\$50,000,000
\$40,000,000
\$30,000,000
\$20,000,000
\$10,000,000
\$-



2019 Grants Appropriation:
\$88,185,622

2019 Grants Awarded:
\$8,272,416

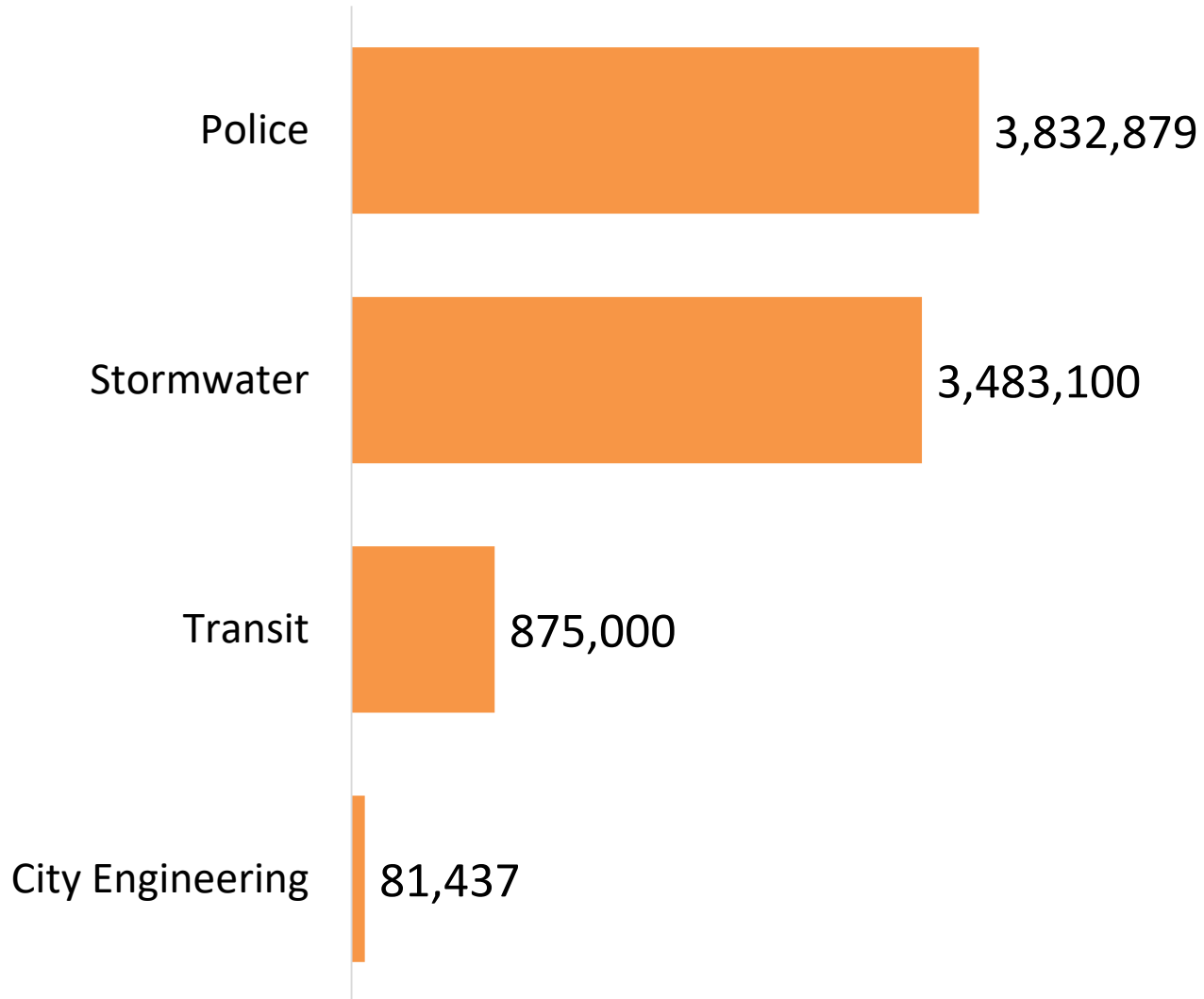
- Remaining
- Private
- State of Colorado
- Other
- Federal Pass-Through
- Federal

2019 Grant Funds Update



2019 Awarded Grants

(activity thru Mar 2019)



Memorial Health System Update

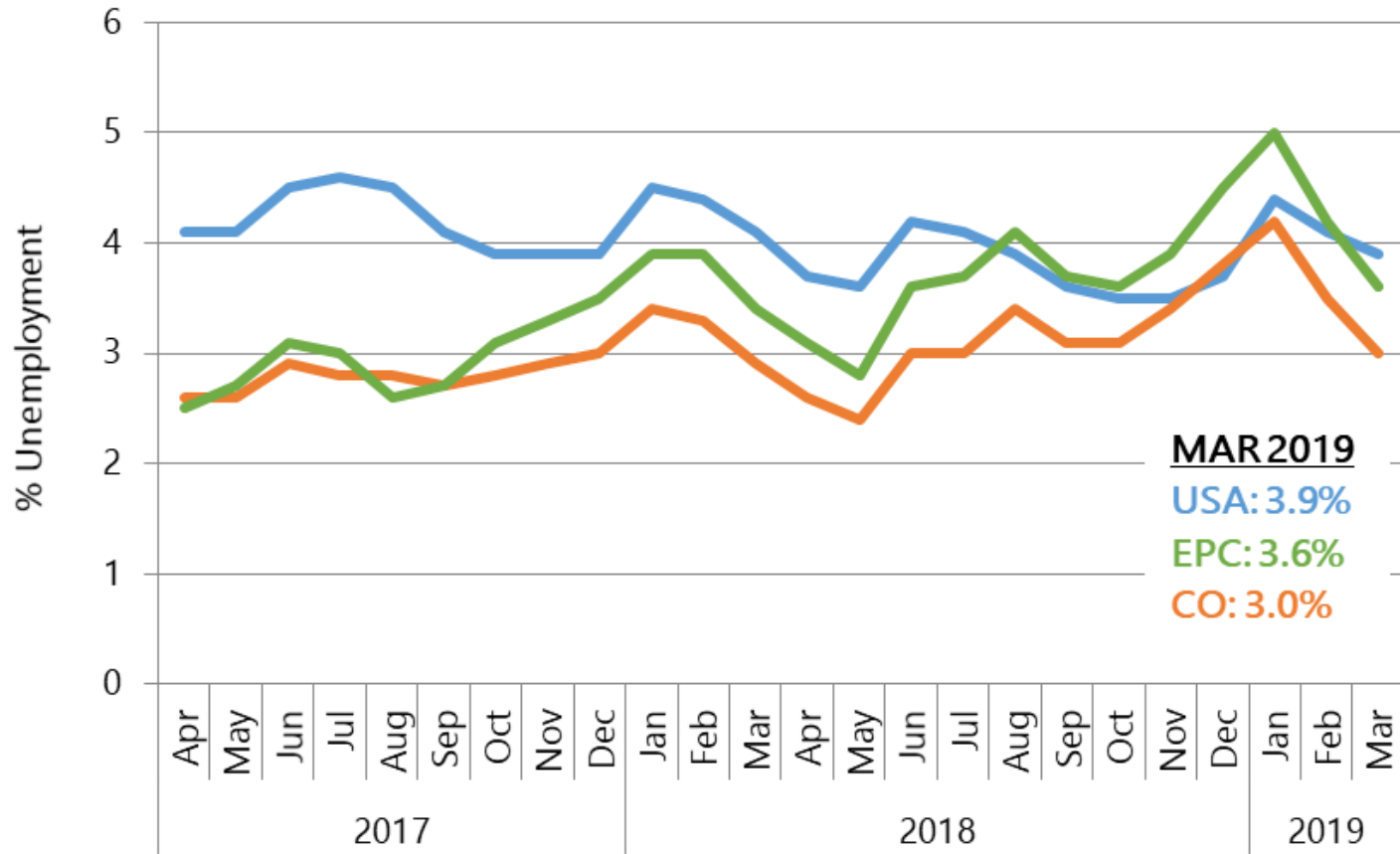


(activity thru Mar 2019)

Beginning Mar 1, 2019 balance, unaudited		\$ 2,956,095
Revenue:		
February 2019 lease payments	467,676	
Miscellaneous	592	
	Total Revenue	\$ 468,268
Expenses:		
Run-out workers' comp, liability claims & insurance costs	(60)	
Legal fees	(7,913)	
RBA payments to be reimbursed in April	14	
Third party payor audit consultant fees	(1,809)	
Excess balance transfer to CSHF - Feb 28 , 2019 - transferred in Mar 2019	(456,095)	
	Total Expenses	(465,863)
Ending Mar 31, 2019 balance, unaudited		\$ 2,958,500

(activity thru Mar 2019)

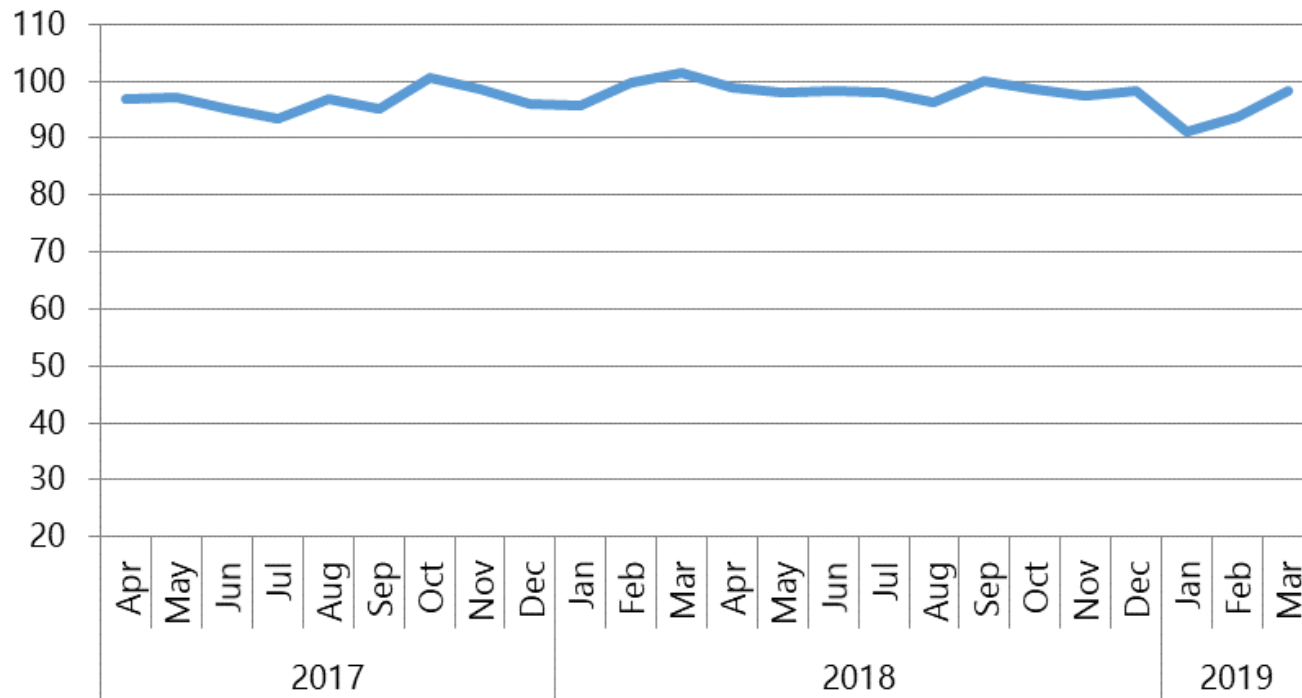
Unemployment Rate



(activity thru Mar 2019)



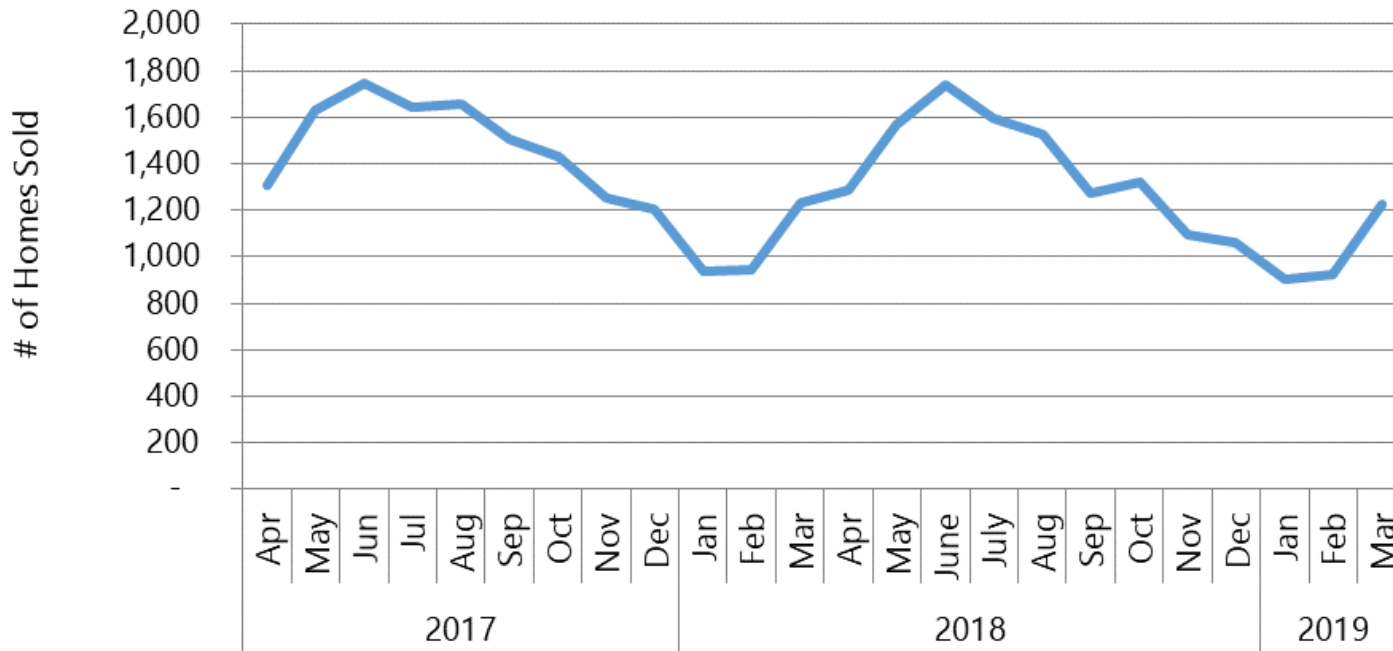
Index of Consumer Sentiment



(activity thru Mar 2019)



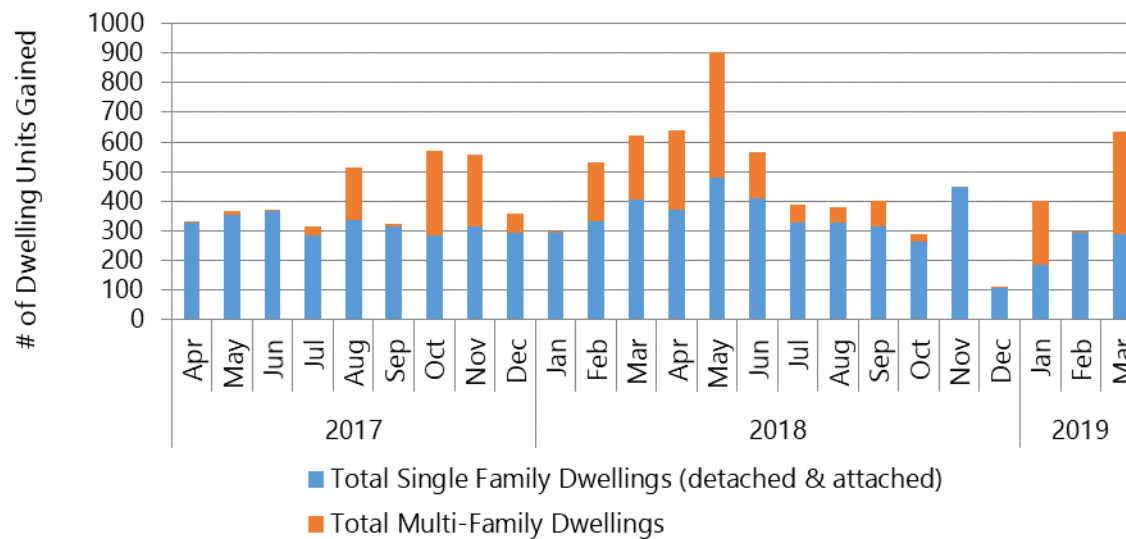
Pikes Peak Region Home Sales Single Family/Patio Homes



(activity thru Mar 2019)



Pikes Peak Region Residential Building Permits

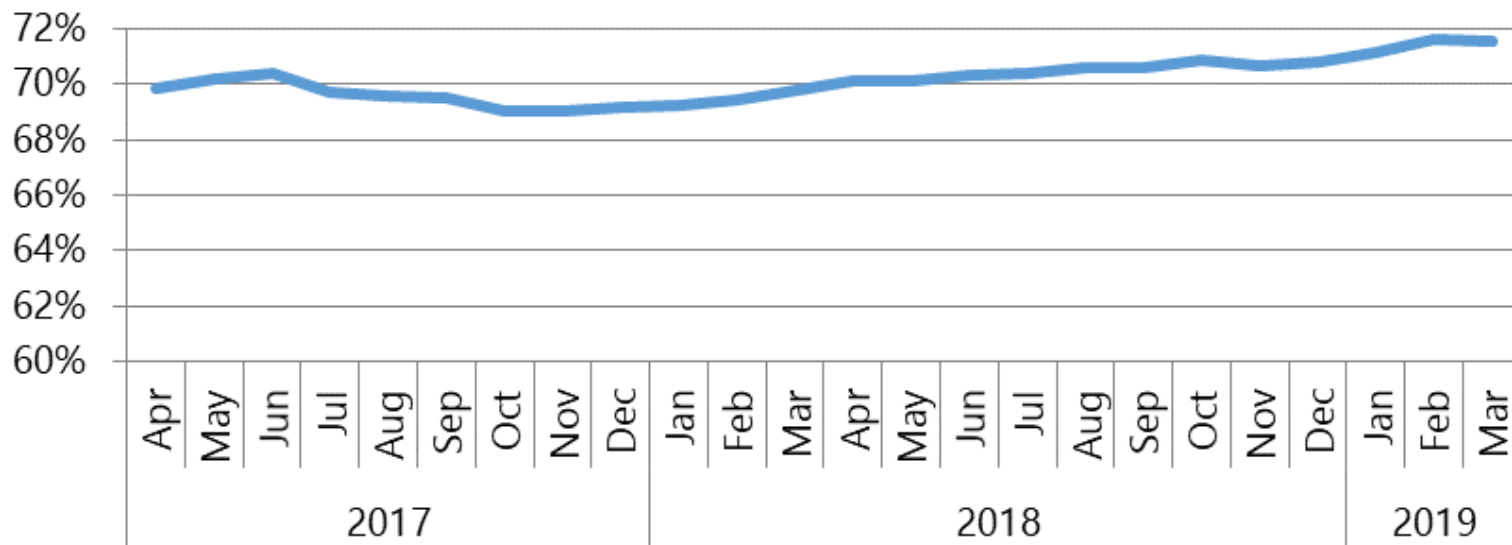


Category	Avg. Sales Price Mar 2019	Avg. Sales Price Mar 2018	% Change
Single Family/Patio Homes	\$350,934	\$340,594	3.0
Condo/Townhomes	\$237,368	\$211,378	12.3

(activity thru Mar 2019)



Colorado Springs Hotel Occupancy Rate (12 Month Moving Average)



Questions?