



TO: Fruita City Council and Mayor

FROM: Joe Zaher, Finance Director

DATE: November 13, 2024

AGENDA TEXT: FINANCIAL REPORTS – A request to approve the September 2024 Financial Reports

BACKGROUND

Summary of Sales and Use Tax Revenues - September 2024					
Type	Month	Percent (%) Change		Dollar (\$) Change	
		Month	Y-T-D	From prior year - YTD	Between actual and budget - YTD
City Sales Tax (2%)	Sep-24	-8.2%	2.2%	\$ 61,148	\$ 61,148
Use tax on Motor Vehicles (2%)	Sep-24	-13.0%	-0.2%	\$ (1,268)	\$ (47,289)
Use tax on Building Materials (2%)	Sep-24	53.1%	-29.1%	\$ (79,786)	\$ (79,786)
Lodging Tax (3%)	Sep-24	4.4%	9.5%	\$ 14,435	\$ 31,151
County Sales Tax	Sep-24	0.9%	2.2%	\$ 54,605	\$ 54,605
Public Safety Tax	Sep-24	1.7%	1.7%	\$ 6,369	\$ (1,190)
				\$ 55,504	\$ 18,639

Overall Performance: Collectively, sales and use tax revenues have remained vaguely higher compared to the budget through September by \$18,639 and have outpaced the prior year to date by \$55,504.

Sales Tax Revenue Increase: The increase in sales tax revenue is largely driven by city and county sales tax revenues, which increased \$91,723 year-to-date compared to the prior year. Sales tax associated with Retail Trade and Food accounted for 68% of sales tax revenue year-to-date.

Use Tax on Building Materials Down: Use taxes on building materials is experiencing significant decline from the prior year down \$79,786, or 29% from the prior year to date as well as budgeted for 2024.

Lodging Tax Increase: Lodging tax revenues were 4.39% or \$1,102 higher than the same month last year. Overall lodging tax has maintained a 10% increase from the prior year.

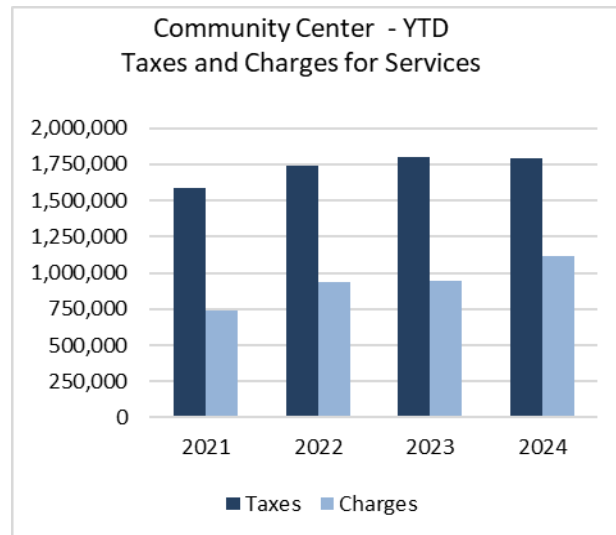
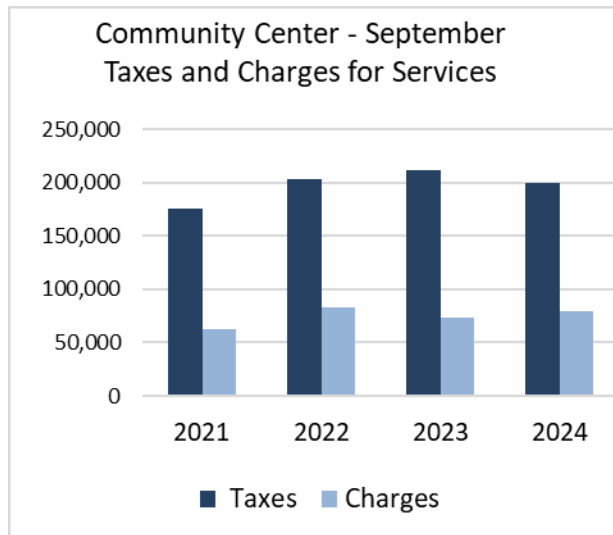
City Sales Tax by NAICS category:

The following table shows a monthly comparison between September 2023 and 2024 city sales tax collections by NAICS category. Most categories have seen declines from the prior year. The largest reduction in percentage was Oil and Gas, down 81%, the largest dollar reduction was wholesale trade, down \$15,350 from the prior year. Remote sales were up 10% over the prior year.

Sales Tax Revenues by Category (3%)					
September 2024					
Description	2022	2023	2024	1 yr % Chg	1 yr \$ Chg
Retail Trade	225,288	231,855	234,206	1%	2,351
Food	79,924	81,805	80,684	-1%	(1,121)
Other Miscellaneous	24,943	36,799	23,069	-37%	(13,730)
Utilities	35,015	35,967	29,451	-18%	(6,516)
Manufacturing	12,422	17,740	14,299	-19%	(3,441)
Rental and Leasing	8,262	6,083	11,119	83%	5,036
Other Services	6,528	11,454	10,713	-6%	(741)
Lodging	22,770	24,612	22,634	-8%	(1,978)
Wholesale Trade	24,108	33,170	17,820	-46%	(15,350)
Communications	14,677	15,218	16,090	6%	872
Oil and Gas	1,808	7,832	1,476	-81%	(6,356)
Total	455,745	502,535	461,561	-8%	(40,974)
Remote retailers	51,163	51,823	57,250	10%	5,427

Community Center Fund Charges for Services and Tax Revenues – September 2024

September charges for services (pass fees and recreation programs) and sales and use tax revenue were down a smidge from the prior year. The year-to-date comparison from the prior year reveals a 17% increase in revenue from charges for service and 5.5% overall increase.



Actual vs Budget Report – September 2024. The attached Actual vs Budget report presents information on budgeted vs actual revenues and expenses by fund and department for all funds through September 2024. Also attached is an actual vs budget listing of General Fund revenues by account through September 2024. The following is a summary of the report by fund.

Revenues and Expenses as Percentage of Budget - September, 2024 (75%)		
FUND	Revenues as a % Budget	Expenses as a % of Budget
General Fund	101%	44%
Conservation Trust Fund	72%	80%
Economic Development Fund	103%	75%
Marketing	99%	83%
Public Places Fund	110%	61%
Community Center	86%	62%
Fruita Housing Authority	1825%	1825%
Capital Projects	17%	32%
Debt Service	53%	100%
Devils Canyon Center	0%	0%
Irrigation Water *	99%	77%
Sewer*	68%	51%
Trash*	78%	66%
Fleet Maintenance Fund	100%	76%
Total	54%	39%

FISCAL IMPACT

None.

APPLICABILITY TO CITY GOALS AND OBJECTIVES

These reports provide financial information to the Council to monitor the City's financial position and may be used as a tool to hold staff accountable for accomplishing goals and objectives set forth in the Budget.

OPTIONS AVAILABLE TO THE COUNCIL

Approval of Financial Reports

Approval of Financial Reports with clarification on specific items

RECOMMENDATION

It is the recommendation of staff that the Council by motion:

ACCEPT THE SEPTEMBER 2024 FINANCIAL REPORTS AS PRESENTED