



AGENDA ITEM COVER SHEET

TO: FRUITA CITY COUNCIL AND MAYOR
FROM: MARGARET SELL, FINANCE DIRECTOR/CITY CLERK
DATE: OCTOBER 19, 2021
RE: FINANCIAL REPORTS FOR SEPTEMBER 2021

BACKGROUND

Sales, Use Tax and Lodging Tax Revenues – August 2021 Sales.

The following chart provides a comparison of sales, use and lodging tax revenues between 2020 and 2021. Overall tax revenues are up \$865,668 from the prior year and ahead of budgeted amounts by \$1,092,813

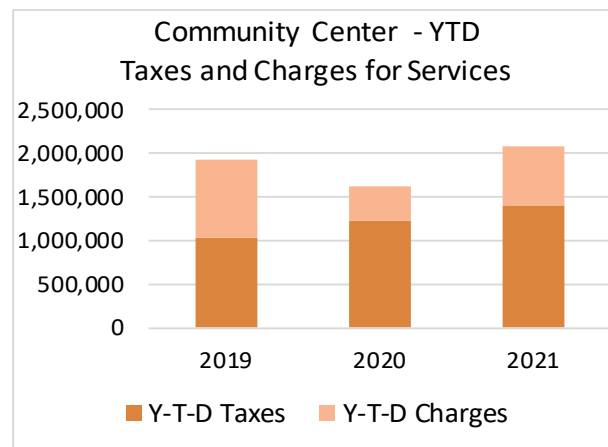
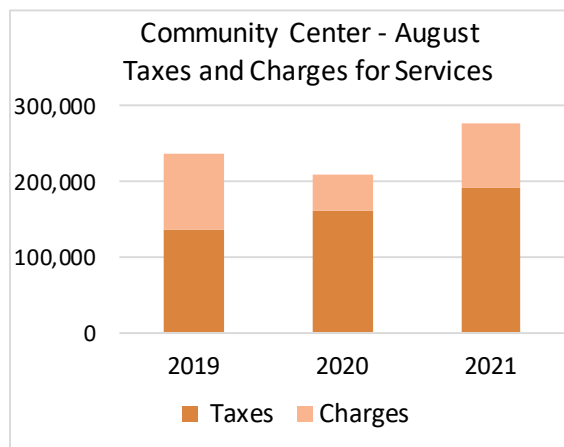
Summary of Sales and Use Tax Revenues - August 2021					
		Percent (%) Change		Dollar (\$) Change	
Type	Month	Month	Y-T-D	From prior year - YTD	Between actual and budget - YTD
City Sales Tax (2%)	Aug-21	13%	16%	\$ 276,887	\$ 384,105
Use tax on Motor Vehicles (2%)	Aug-21	52%	21%	\$ 98,058	\$ 131,650
Use tax on Building Materials (2%)	Aug-21	-47%	-1%	\$ (1,283)	\$ 62,049
Lodging Tax - (3%)	Aug-21	49%	125%	\$ 63,308	\$ 68,383
County Sales Tax	Aug-21	17%	23%	\$ 370,119	\$ 384,884
Public Safety Tax	Aug-21	14%	24%	\$ 58,579	\$ 61,742
				\$ 865,668	\$ 1,092,813

The following table shows a comparison between August 2020 and 2021 city sales tax collections by NAICS category. Sales tax collections from the “remote” retailers represent approximately 10% of the August 2021 city sales tax collections and increased 30% over the prior year. Retail trade continues to be the largest dollar contributor to the monthly increase in city sales tax.

Sales Tax Revenues by Category (3%)					
Aug-21					
Description	2019	2020	2021	1 yr % Chg	1 yr \$ Chg
Retail Trade	135,018	181,503	206,447	14%	24,944
Food	62,869	66,344	68,498	3%	2,154
Other Miscellaneous	7,799	8,837	14,865	68%	6,028
Utilities	26,175	26,550	31,064	17%	4,514
Manufacturing	8,756	7,935	14,363	81%	6,428
Rental and Leasing	11,541	7,261	3,760	-48%	(3,501)
Other Services	4,296	5,947	6,347	7%	400
Lodging	13,398	13,131	18,211	39%	5,080
Wholesale Trade	9,484	13,928	12,897	-7%	(1,031)
Communications	12,310	10,809	12,698	17%	1,889
Oil and Gas	9,320	1,283	372	-71%	(911)
Total	300,966	343,528	389,522	13%	45,994
Remote retailers	25,140	29,697	38,486	30%	8,789

Sales tax revenues are up 13% for the month over the same period last year and up 15% year to date. Attached is 5 year history of the year-to-date sales and use tax revenues by Category (NAICS).

Community Center Fund – August 2021. City sales and use tax revenues for August reflect an 18% increase from 2020 revenues (15% YTD) and charges for services are up 80% from the prior year (69% YTD). Year-to-date combined revenues from taxes and charges for services are up 32% over the prior year and up 17% compared to 2019 pre-COVID revenues.



Revenue vs Expense by Account Type – September 2021. This report presents summary information on revenues and expenses and budget comparisons for all funds. The report includes revenues and expenses by type and also by department. The following is a summary of the report by fund showing actual revenues and expenses as a percentage of budget.

Revenues and Expenses as Percentage of Budget September 2021		
Column 1	Revenues as a % of Budget	Expenses as a % of Budget
General Fund	91%	58%
Conservation Trust Fund	91%	100%
Economic Development Fund	133%	99%
Marketing	102%	45%
Public Places Fund	133%	79%
Community Center	94%	76%
Capital Projects	33%	34%
Debt Service	99%	100%
Devils Canyon Center	0%	100%
Irrigation Water	88%	75%
Sewer	75%	77%
Trash	68%	69%
Fleet Maintenance Fund	100%	77%
Total	78%	61%

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 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 2021 FINANCIAL REPORTS AS PRESENTED