



TO: Fruita City Council and Mayor

FROM: Joe Zaher, Finance Director

DATE: MAY 20, 2025

AGENDA TEXT: FINANCIAL REPORTS – A request to approve the March 2025 Financial Reports

BACKGROUND

Summary of Sales and Use Tax Revenues - March 2025					
		Percent (%) Change		Dollar (\$) Change	
Type	Month	Month	Y-T-D	From prior year - YTD	Between actual and budget - YTD
City Sales Tax (2%)	Mar-25	5.3%	-2.8%	\$ (22,445)	\$ (22,445)
Use tax on Motor Vehicles (2%)	Mar-25	9.9%	4.4%	\$ 7,767	\$ 17,439
Use tax on Building Materials (2%)	Mar-25	551.9%	105.0%	\$ 61,671	\$ 67,153
Lodging Tax (3%)	Mar-25	17.8%	10.2%	\$ 2,224	\$ 43
County Sales Tax	Mar-25	-20.2%	2.1%	\$ 16,472	\$ 24,304
Public Safety Tax	Mar-25	-20.2%	2.1%	\$ 2,469	\$ (823)
				\$ 68,158	\$ 85,670

Overall Performance: Sales and use tax revenues were higher than at the same time one year ago and actually exceeded budgeted year to date as well. Building materials are showing strong support throughout the first quarter of 2025.

Sales Tax Revenue Decline: The decline in sales tax revenue is driven by county sales tax revenues, which decreased 20% from the same month last year but are still up 2% year to date. City Sales Tax was 5.3% higher than in March 2024 but down almost 3% year to date compared to one year ago.

Use Tax on Building Materials Increase: Use tax on building materials is significantly higher \$61,671 or 105% compared to one year ago and exceeding the budgeted amount year to date.

Lodging Tax Increase: Lodging tax revenues are almost 18% higher than March 2024 and 10% higher year to date.

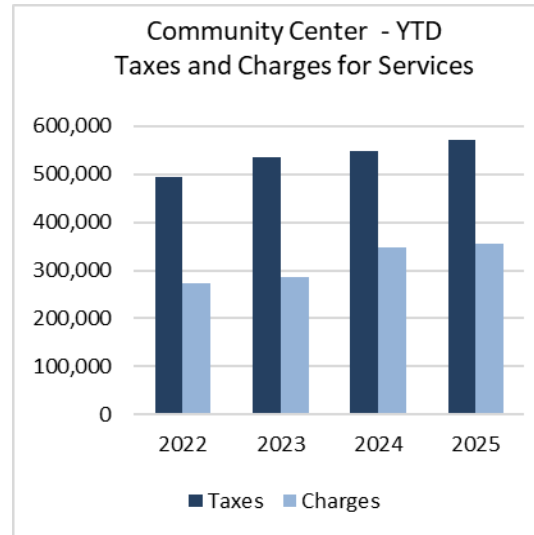
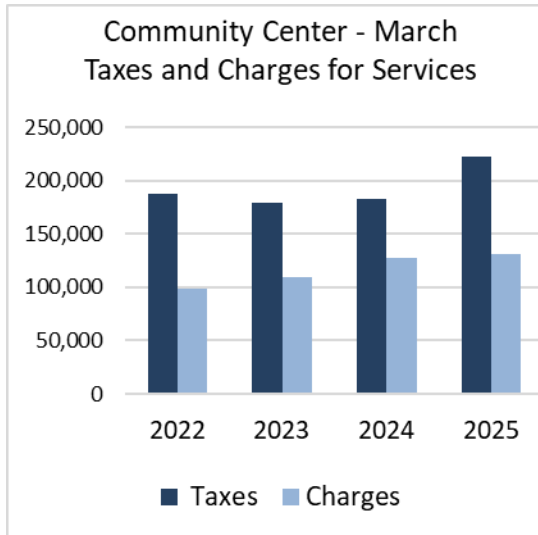
City Sales Tax by NAICS category:

The following table shows a monthly comparison between March 2024 and 2025 city sales tax collections by NAICS category. Increases are outpacing declines overall by 5%. The largest percentage increase was Oil and Gas at 99%. The big dollar gains came from Retail Trade up \$19,263 and Wholesale Trade up \$14,344 from the same period last year.

Sales Tax Revenues by Category (3%)					
March 2025					
Description	2023	2024	2025	1 yr % Chg	1 yr \$ Chg
Retail Trade	203,944	218,523	237,786	9%	19,263
Food	74,681	84,612	82,909	-2%	(1,703)
Other Miscellaneous	16,592	18,077	19,012	5%	935
Utilities	37,610	31,896	30,583	-4%	(1,313)
Manufacturing	13,117	12,272	11,992	-2%	(280)
Rental and Leasing	8,200	12,988	9,461	-27%	(3,527)
Other Services	8,736	20,383	9,137	-55%	(11,246)
Lodging	11,978	18,402	16,463	-11%	(1,939)
Wholesale Trade	20,514	17,167	31,511	84%	14,344
Communications	15,245	14,631	18,210	24%	3,579
Oil and Gas	1,405	3,725	7,417	99%	3,692
Total	412,022	452,676	474,481	5%	21,805
Remote retailers*	49,452	53,699	71,434	33%	17,735
* Included in Total Sales Tax Revenue.					

Community Center Fund Charges for Services and Tax Revenues – March 2025

March charges for services (pass fees and recreation programs) were 3% or \$3,985 higher compared to one year ago. Sales and Use tax revenue was up 22% or \$39,765 compared to March 2024.



Actual vs Budget Report – March 2025. The attached Actual vs Budget report presents information on budgeted vs actual revenues and expenses for all departments and funds through March 2025. Also attached is an actual vs budget listing of General Fund revenues by account through March 2025. The following is a summary of the report by fund.

Revenues and Expenses as Percentage of Budget - March 2025 (25%)		
FUND	Revenues as a % Budget	Expenses as a % of Budget
General Fund	28%	18%
Conservation Trust Fund	26%	0%
Economic Development Fund	7%	69%
Marketing	11%	18%
Public Places Fund	12%	0%
Community Center	25%	15%
Fruita Housing Authority	28%	116%
Capital Projects	2%	11%
Debt Service	1%	22%
Devils Canyon Center	0%	0%
Irrigation Water	12%	26%
Sewer	21%	20%
Trash	26%	16%
Fleet Maintenance Fund	99%	22%
Total	18%	17%

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

Approve the Monthly Financial Reports

Approve the Monthly Financial Reports with clarification on specific items

RECOMMENDATION

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

ACCEPT THE MARCH 2025 FINANCIAL REPORTS AS PRESENTED