



TO: Fruita City Council and Mayor

FROM: Joe Zaher, Finance Director

DATE: MARCH 18, 2025

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

BACKGROUND

Summary of Sales and Use Tax Revenues - January 2025					
Type	Month	Percent (%) Change		Dollar (\$) Change	
		Month	Y-T-D	From prior year - YTD	Between actual and budget - YTD
City Sales Tax (2%)	Jan-25	-11.7%	-11.7%	\$ (31,791)	\$ (31,791)
Use tax on Motor Vehicles (2%)	Jan-25	16.9%	16.9%	\$ 8,428	\$ 11,235
Use tax on Building Materials (2%)	Jan-25	-57.1%	-57.1%	\$ (9,258)	\$ (7,579)
Lodging Tax (3%)	Jan-25	-1.0%	-1.0%	\$ (39)	\$ (510)
County Sales Tax	Jan-25	32.5%	32.5%	\$ 76,452	\$ 78,918
Public Safety Tax	Jan-25	31.3%	31.3%	\$ 11,177	\$ 10,138
				\$ 54,969	\$ 60,410

Overall Performance: Sales and use tax revenues overall are starting the year above the same time one year ago and higher than budgeted. One month into the new year is no indication of what we will see in the months to come.

Sales Tax Revenue Increase: The increase in sales tax revenue is driven by county sales tax revenues, which increased \$87,600 compared to the same time last year. City Sales Tax was nearly 12% lower, or \$31,800 less than the same time last year.

Use Tax on Building Materials Down: Use tax on building materials is starting the year where it left off in 2024, 57% lower than January a year ago or minus \$9,300.

Lodging Tax Unchanged: Lodging tax revenues came in 1% lower than January 2024, this equated to \$39.

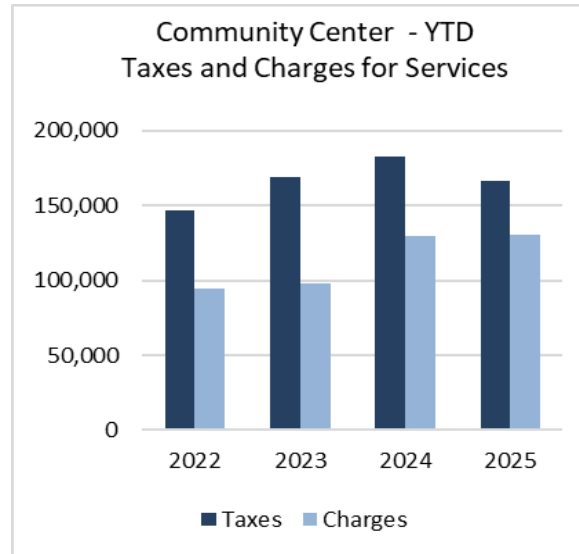
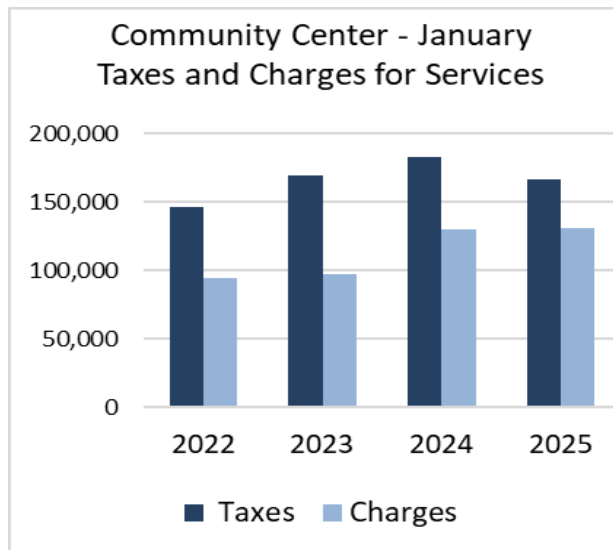
City Sales Tax by NAICS category:

The following table shows a monthly comparison between January 2024 and 2025 city sales tax collections by NAICS category. Most categories have seen declines from the prior year. The largest reduction in percentage was Wholesale Trade, down 68%, the same category saw the largest dollar decline compared to the prior year. This decrease was attributable to one wholesaler. Remote sales were up 8% over January 2024.

Sales Tax Revenues by Category (3%)					
January 2025					
Description	2023	2024	2025	1 yr % Chg	1 yr \$ Chg
Retail Trade	191,117	216,018	205,567	-5%	(10,451)
Food	47,019	63,111	63,006	0%	(105)
Other Miscellaneous	11,298	14,565	14,502	0%	(63)
Utilities	55,468	43,591	43,379	0%	(212)
Manufacturing	14,136	11,388	14,699	29%	3,311
Rental and Leasing	8,577	9,718	8,459	-13%	(1,259)
Other Services	6,022	13,378	7,036	-47%	(6,342)
Lodging	8,528	7,848	7,835	0%	(13)
Wholesale Trade	45,914	48,872	15,695	-68%	(33,177)
Communications	14,377	14,998	15,584	4%	586
Oil and Gas	5,610	1,121	1,159	3%	38
Total	408,066	444,608	396,921	-11%	(47,687)
Remote retailers*	39,315	45,249	48,913	8%	3,664
* Included in Total Sales Tax Revenue.					

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

January charges for services (pass fees and recreation programs) were flat at \$130,000 compared to one year ago. Sales and use tax revenue was down 9% or \$16,300 from one year ago.



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

Revenues and Expenses as Percentage of Budget - January 2025 (8%)		
FUND	Revenues as a % of Budget	Expenses as a % of Budget
General Fund	7%	10%
Conservation Trust Fund	0.04%	0%
Economic Development Fund	3%	0.69%
Marketing	5%	4%
Public Places Fund	6%	0%
Community Center	7%	6%
Fruita Housing Authority	0%	0%
Capital Projects*	0.62%	0%
Debt Service	0.41%	0%
Devils Canyon Center	0%	0%
Irrigation Water *	0.68%	14%
Sewer*	7%	15%
Trash*	9%	0%
Fleet Maintenance Fund	0%	7%
Total	6%	8%

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 JANUARY 2025 FINANCIAL REPORTS AS PRESENTED