



## Informational Memo

### Management Services - Memo No. 20-022

**Date:** November 14, 2019

**To:** Mayor and Council

**Thru:** Marsha Reed, City Manager *MR*  
Dawn Lang, Management Services Director *DL*  
Matt Dunbar, Budget Manager *MD*

**From:** Janet Northrup, Sr. Budget & Research Analyst *JN*

**Subject:** Fiscal Year (FY) 2019-20 Year-End General Fund Revenue Summary, Sales Tax Collection Report, and Expenditure Reports Through October 2019

Attached is the FY 2019-20 General Fund Revenue and Expenditure Reports for the period ending October 31, 2019.

Included as attachments to this memo are:

Attachment 1 – General Fund Revenue Summary;  
Attachment 2 – Local Sales Tax Revenue Five-Year Comparison;  
Attachment 3 – Local Sales Tax Revenue by Class;  
Attachment 4 – Local Sales Tax Revenue Month-by-Month Comparison to Prior Year; and  
Attachment 5 – General Fund Expenditure Summary.

The General Fund Revenue Summary gives a budget to actual comparison of revenues through October 2019. This month reflects a 9.1% increase in total General Fund revenues from the budgeted revenues received to date based on historical trends. Collections in State and Local Transaction Privilege Tax (TPT) or Sales Tax shown in this report reflect September sales taxes received in October. Collections in TPT and Licenses & Permits remain healthy as a result of strong consumer confidence leading to high retail spending and significant development in Chandler and its related economic impacts. Most of these increases are considered one-time, since once the developments are completed, the related Permit and Local TPT collections cease. The Local TPT collections for the month of October 2019 compared to the same month prior year are 5.9% more. The Local TPT collections through October 2019 reflect an overall increase of 11% above historical trend, and a 8.7% increase compared to the same period last year.

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The largest TPT category, Retail/Manufactured Buildings/Jet Fuel, is 4.8% higher year to date than one year earlier. Contracting reflects a 36.7% increase and Tangible Personal Property Rentals reflects a 14.8% increase from the prior year, mainly due to various major construction projects such as Intel, downtown construction, and various multi-family residential projects throughout the City. The 21.7% increase in Hotels/Motels reflects expected strong seasonal tourism activity in addition to the opening of new hotels. The 18.8% increase in Real Property Rentals reflects increases in rentals on the market as well as rental rates. The decrease of 86.6% in Publishing was due to a correction made at the State level from prior period collections. Other TPT categories are -4.8% to 5.4% lower or higher than the prior year through October.

The FY 2019-20 General Fund Expenditure Summary report reflects the percent of adjusted budget expended and encumbered through October 2019. This report then compares this spending percentage to the prior fiscal year. Overall department spending, including an increased one-time Public Safety Personnel Retirement System (PSPRS) unfunded liability payment (+\$20.5M over prior year), resulted in 42.1% spending through October 2019, compared to 36.6% for the same period last year.

Should you have any questions regarding this information, please contact Dawn Lang at x2255 or Matt Dunbar at x2256.

Attachments: FY 2019-20 General Fund Monthly Revenue and Expenditure Reports

cc: Debra Stapleton, Assistant City Manager  
Joshua H. Wright, Assistant City Manager

## General Fund Revenue Summary

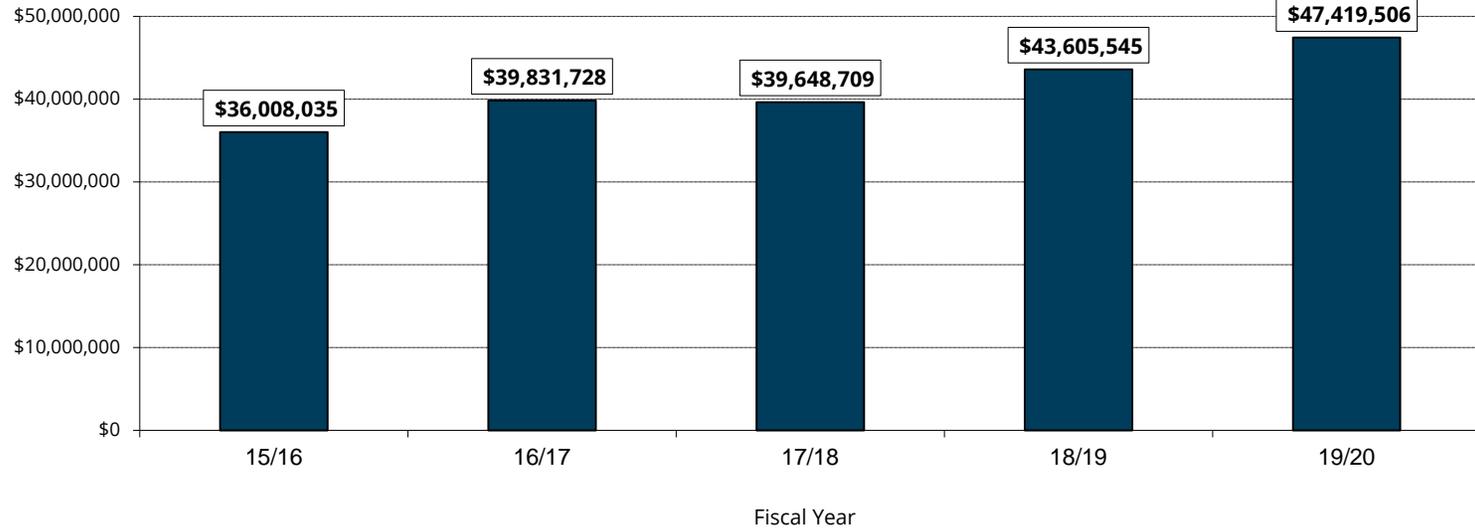
### FY 2019-20 Year-To-Date Actuals Through October 2019

General Fund Revenues	Budget		Actuals			Comparison to Prior Year Actuals		
	FY 2019-20 Adopted Budget	FY 2019-20 Budget Prorated Based on Historical Trend	FY 2019-20 Actual Revenue	+ or - of Actual to Budget Based on Historical Trend	% Change of Actual to Budget Based on Historical Trend	FY 2018-19 Actual Revenues for Same Period	Difference + or - from FY 2018-19 to FY 2019-20	% Change of Actuals to Same Period FY 2018-19
Local Sales Tax Collections	\$ 133,000,000	\$ 42,702,333	\$ 47,419,506	\$ 4,717,173	11.0%	\$ 43,605,545	\$ 3,813,961	8.7%
Local Sales Tax Fees, Audit Assessments, Penalties, Interest	1,832,100	534,480	549,141	14,661	2.7%	374,725	174,416	46.5%
<b>Total Local Sales Tax Revenue</b>	<b>\$ 134,832,100</b>	<b>\$ 43,236,813</b>	<b>\$ 47,968,647</b>	<b>\$ 4,731,834</b>	<b>10.9%</b>	<b>\$ 43,980,270</b>	<b>\$ 3,988,377</b>	<b>9.1%</b>
Franchise Fees	3,300,000	297,611	80,818	(216,793)	-72.8%	266,947	(186,129)	-69.7%
Primary Property Taxes	7,821,800	490,038	464,804	(25,234)	-5.1%	508,005	(43,201)	-8.5%
State Shared Sales Taxes	25,000,000	6,281,061	7,295,954	1,014,893	16.2%	6,770,624	525,330	7.8%
Vehicle License Tax	11,300,000	3,298,151	3,345,284	47,133	1.4%	3,314,894	30,390	0.9%
Urban Revenue Sharing	31,500,000	10,501,748	11,085,053	583,305	5.6%	10,231,108	853,945	8.3%
Licenses & Permits	6,905,500	1,835,836	2,168,979	333,143	18.1%	3,305,798	(1,136,819)	-34.4%
Charges for Services	12,369,250	3,497,350	3,455,869	(41,481)	-1.2%	4,086,761	(630,892)	-15.4%
Fines & Forfeitures	3,763,650	1,214,780	1,297,971	83,191	6.8%	1,319,686	(21,715)	-1.6%
Interest & Investments	3,259,000	678,251	1,203,418	525,167	77.4%	590,836	612,582	103.7%
Other Revenues	1,367,883	455,965	185,004	(270,961)	-59.4%	1,149,217	(964,213)	-83.9%
Indirect Cost	7,551,592	2,517,219	2,517,197	(22)	0.0%	2,470,505	46,692	1.9%
<b>Total General Fund Revenues</b>	<b>\$ 248,970,775</b>	<b>\$ 74,304,823</b>	<b>\$ 81,068,998</b>	<b>\$ 6,764,175</b>	<b>9.1%</b>	<b>\$ 77,994,651</b>	<b>\$ 3,074,348</b>	<b>3.9%</b>
<b>Prior Month</b>	<b>\$ 248,970,775</b>	<b>\$ 53,457,914</b>	<b>\$ 60,193,851</b>	<b>\$ 6,735,937</b>	<b>12.6%</b>	<b>\$ 58,625,873</b>	<b>\$ 1,567,977</b>	<b>2.7%</b>
<b>Change from Prior Month</b>	<b>\$ -</b>	<b>\$ 20,846,909</b>	<b>\$ 20,875,147</b>	<b>\$ 28,238</b>	<b>-3.5%</b>	<b>\$ 19,368,778</b>	<b>\$ 1,506,371</b>	<b>1.3%</b>

Note:

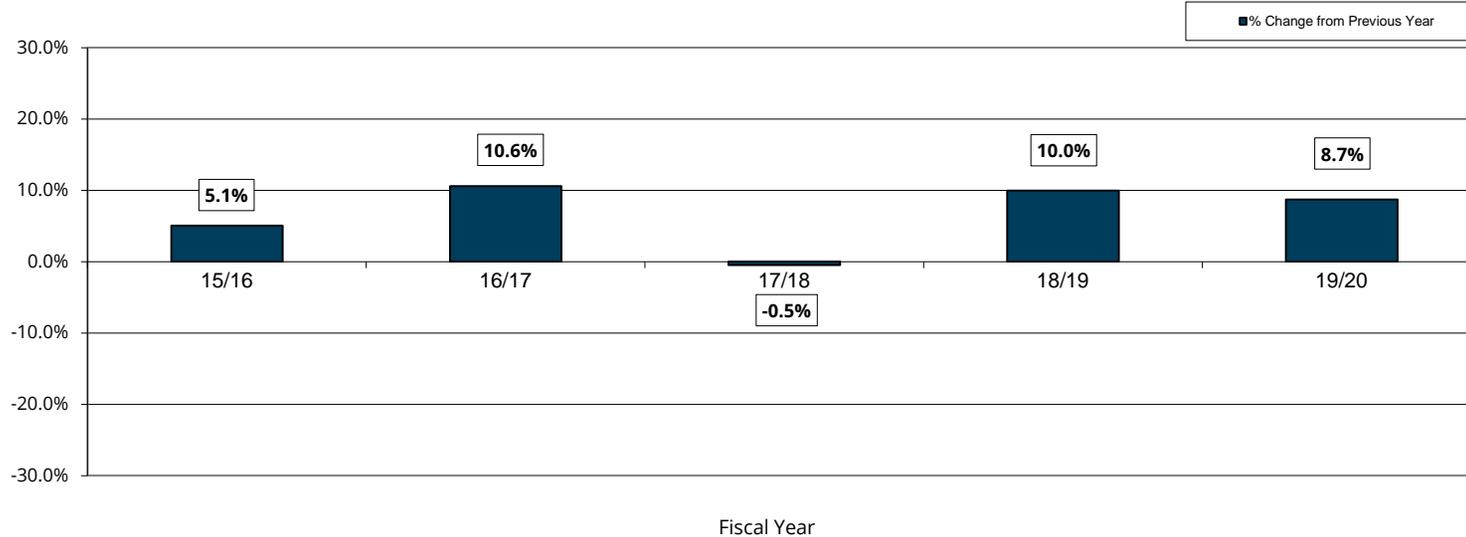
FY 2019-20 Actual excludes one-time Interfund Transfers-In of \$2,100,000 to the General Fund for Impact Fee loan repayments, which are used for General Capital Projects.

### Local Sales Tax Revenue\* Through Month of October (Based Sales Through September)



### Local Sales Tax Revenue\*

% Change from October 2019 through October of Previous Year (Year-to-Date)



\*Totals are for sales tax only, and exclude privilege license fees, audit assessments, interest, and penalties.

## Sales Tax Revenue By Class

Through October Each Year (Year-to-Date)

Sales Tax Category	FY18-19 % of Total	% Chg Fm PY	FY 2019-20	% Chg Fm PY	FY 2018-19	% Chg Fm PY	FY 2017-18	% Chg Fm PY	FY 2016-17	% Chg Fm PY	FY 2015-16
Utilities	10.5%	-0.2%	\$ 6,425,472.91	3.6%	\$ 6,441,232.08	3.3%	\$ 6,216,422.72	-2.3%	\$ 6,017,990.84	7.6%	\$ 6,161,543.75
Telecommunications	1.6%	3.7%	797,625.65	-10.3%	768,922.19	-11.4%	856,805.08	-9.6%	967,120.25	-7.8%	1,069,627.57
Publishing / Advertising / Printing / Transportation	0.2%	-86.6%	7,938.15	-10.9%	59,403.16	23.2%	66,685.09	-39.6%	54,108.39	9.0%	89,654.21
Restaurants & Bars	9.3%	5.4%	4,136,482.42	9.4%	3,924,998.60	1.1%	3,588,196.05	8.8%	3,547,630.14	4.4%	3,259,234.46
Amusements	0.9%	5.2%	381,035.43	6.1%	362,344.30	9.8%	341,463.83	-0.6%	310,977.71	33.1%	312,996.90
Real Property Rentals	12.1%	14.8%	6,184,951.88	11.2%	5,389,812.47	5.8%	4,847,125.13	3.9%	4,583,449.65	11.9%	4,410,013.46
Tangible Personal Property Rentals	3.0%	24.8%	1,513,560.07	-7.8%	1,213,190.68	2.6%	1,315,338.86	23.6%	1,281,502.61	-1.7%	1,036,737.06
Hotels / Motels	3.0%	21.7%	1,018,980.30	11.7%	837,203.92	-3.3%	749,445.88	26.0%	775,108.92	-2.2%	615,084.20
Contracting	12.0%	36.7%	5,664,352.44	9.7%	4,144,473.16	-5.3%	3,776,321.81	38.6%	3,986,867.81	-8.0%	2,875,905.00
Retail / Manufactured Buildings / Jet Fuel	43.5%	4.8%	19,737,242.47	11.7%	18,833,544.80	-4.4%	16,862,249.59	11.5%	17,645,653.04	5.8%	15,826,729.55
Use Tax	3.9%	-4.8%	1,551,864.13	58.5%	1,630,419.18	55.5%	1,028,655.12	88.7%	661,318.77	41.4%	350,509.20
<b>Total Sales Tax Revenue</b>	<b>100.0%</b>	<b>8.7%</b>	<b>\$ 47,419,505.85</b>	<b>10.0%</b>	<b>\$ 43,605,544.54</b>	<b>-0.5%</b>	<b>\$ 39,648,709.16</b>	<b>10.6%</b>	<b>\$ 39,831,728.13</b>	<b>5.1%</b>	<b>\$ 36,008,035.36</b>

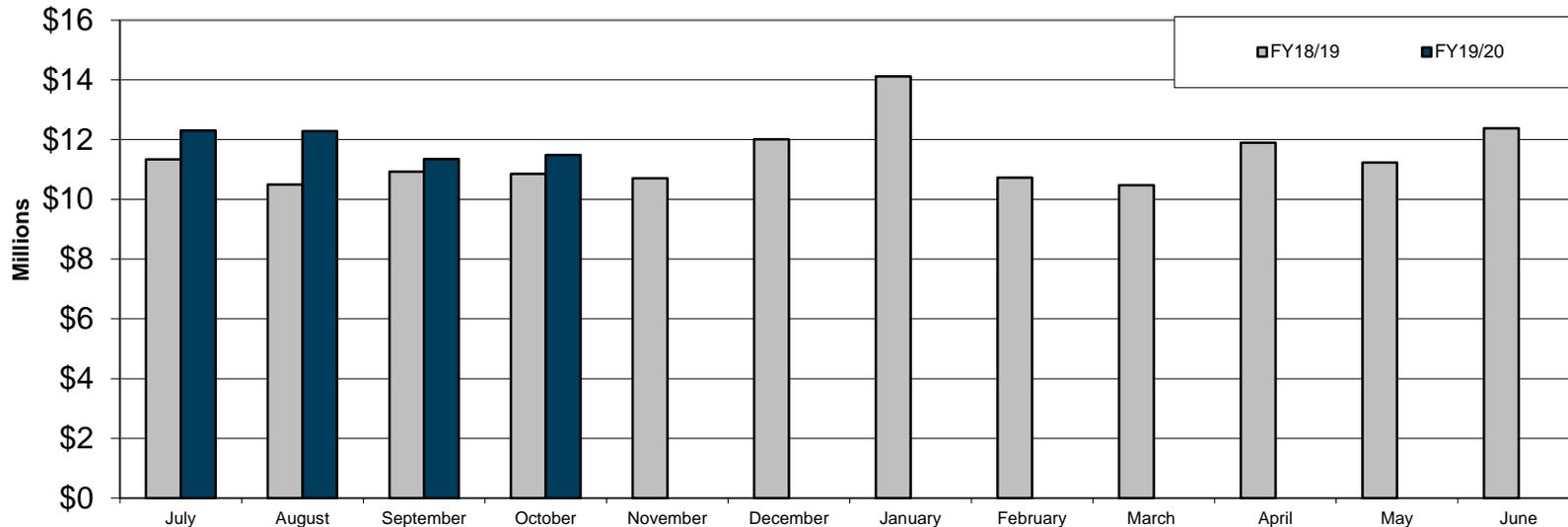
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# Local Sales Tax Revenue

## Monthly Actuals Compared to Prior Year

Local Sales Tax Collections *	Monthly Collections FY18/19	Monthly Collections FY19/20	\$ Difference + / (-) FY19/20 over FY18/19	% Difference + / (-) FY19/20 over FY18/19
July	\$ 11,336,169	\$ 12,302,360	\$ 966,190	8.5%
August	10,490,872	12,284,035	1,793,164	17.1%
September	10,926,950	11,345,516	418,566	3.8%
October	10,851,553	11,487,595	636,042	5.9%
November	10,703,487			
December	12,004,612			
January	14,116,030			
February	10,726,696			
March	10,472,268			
April	11,892,337			
May	11,235,476			
June	12,376,721			
<b>Totals</b>	<b>\$ 43,605,545</b>	<b>\$ 47,419,506</b>	<b>\$ 3,813,961</b>	<b>8.7%</b>

## Month-to-Month Local Sales Tax Collections



\*Totals are for sales tax only, and exclude privilege license fees, audit assessments, interest, and penalties.

## General Fund Expenditure Summary Thru October 2019

Department	Adopted Budget	Adjusted Budget	Expenses & Encumbrances Thru Oct 2019	Percentage of Adjusted Budget Expended & Encumbered Thru Oct 2019	Percentage of Adjusted Budget Expended & Encumbered Thru Oct 2018	Over/Under Last Year's Percentage
City Clerk	\$ 749,869	\$ 793,476	\$ 270,298	34.1%	41.8%	-7.7%
City Manager and Organization Support <sup>(1)</sup>	16,972,444	19,387,746	\$ 7,173,697	37.0%	33.4%	3.6%
Communications & Public Affairs	2,574,476	2,966,099	\$ 1,010,861	34.1%	32.3%	1.8%
Community Services	26,971,684	27,854,930	\$ 11,362,332	40.8%	40.4%	0.4%
Cultural Development	3,650,576	3,863,620	\$ 1,479,263	38.3%	34.5%	3.8%
Development Services	8,877,333	9,065,593	\$ 2,767,127	30.5%	28.4%	2.1%
Fire	37,255,753	37,872,718	\$ 14,696,639	38.8%	35.8%	3.0%
Information Technology	11,662,825	12,666,371	\$ 3,939,878	31.1%	30.7%	0.4%
Law	3,795,202	3,862,945	\$ 1,300,432	33.7%	29.8%	3.9%
Magistrate	4,607,201	4,667,631	\$ 1,548,472	33.2%	30.2%	3.0%
Management Services	8,137,020	8,327,144	\$ 3,226,886	38.8%	31.1%	7.7%
Mayor and Council	1,049,815	1,064,088	\$ 346,563	32.6%	34.8%	-2.2%
Neighborhood Resources	4,013,933	4,263,575	\$ 2,007,696	47.1%	49.6%	-2.5%
Police	76,789,941	78,318,585	\$ 27,407,633	35.0%	35.5%	-0.5%
Public Works & Utilities	11,312,245	14,625,461	\$ 6,843,987	46.8%	43.4%	3.4%
Non-Departmental (Personnel Services and O&M)	40,072,980	38,675,518	\$ 27,492,845	71.1%	48.3%	22.8%
<b>Subtotal Prior to Contingencies/Reserves</b>	<b>\$ 258,493,297</b>	<b>\$ 268,275,500</b>	<b>\$ 112,874,609</b>	<b>42.1%</b>	<b>36.6%</b>	<b>5.5%</b>
Non-Departmental Reserves (Carryforward, Utility, Fuel & DT)	10,650,000	3,650,000	-	0.0%	0.0%	0.0%
Non-Departmental Contingencies (15% & Council)	37,345,700	35,663,818	-	0.0%	0.0%	0.0%
<b>Total General Fund Expenditures</b>	<b>\$ 306,488,997</b>	<b>\$ 307,589,318</b>	<b>\$ 112,874,609</b>	<b>36.7%</b>	<b>31.5%</b>	<b>5.2%</b>

<sup>(1)</sup> Organization Support includes Economic Development, Fleet Services, Human Resources and Transportation Policy.

**Adopted Budget:** Includes estimated reserves for encumbrance carryforward from the previous fiscal year and full Council approved reserve/contingency established in the budget.

**Adjusted Budget:** Includes movement of estimated reserves for encumbrance appropriation to Departments based on actual end-of-year encumbrances and Council approved contingency transfers. Reserves/Contingency appropriation cannot be spent from Reserve/Contingency line items; it must be moved to spendable lines within Departments.

**NOTE:** The total Adopted budget compared to the total Adjusted budget always equals when viewing **all** funds. When looking at the General Fund only, it is not uncommon for the amounts to differ. This is due to estimated carryforward appropriation, personnel adjustment appropriation or Council approved contingency transfers being moved to other funds, as directed by Council and authorized by the Budget Resolution.