



Informational Memo

Management Services - Memo No. 26-033

Date: October 27, 2025

To: Mayor and Council

Thru: John Pombier, Acting City Manager *JP*
Dawn Lang, Deputy City Manager/CFO *DLL*

From: Matt Dunbar, Budget & Policy Director *MD*

Subject: Fiscal Year (FY) 2025-26 General Fund Revenue Summary, Sales Tax Collection Report, and Expenditure Reports through September 2025

Attached are the FY 2025-26 General Fund Revenue and Expenditure Reports for the three-month period ending September 30, 2025.

Included with this memo are the following attachments:

- 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
- Attachment 5 – General Fund Expenditure Summary

The General Fund Revenue Summary (Attachment 1) gives a budget to actual comparison of revenues through September 2025. This month reflects a 2.3% increase in total General Fund revenues from the budgeted revenues we would have anticipated being received to date based on historical trends, and a 3.4% decrease over the same period of the prior year.

Collections in State and Local Transaction Privilege Tax (TPT) or Sales Tax (Attachments 1-4) shown in this report reflect August TPT reported/received in September. Year to date (YTD) collections in Local TPT, State Shared TPT and Urban Revenue Sharing came in slightly below budget. It is important to note that fluctuations related to development/contracting are considered one-time, since once the developments are completed, the related permit and local TPT collections cease. The Local TPT collections through September 2025 reflect an overall minor decrease of 0.4% below budget, and a 3.8% decrease compared to prior-year actuals. Also, when comparing the TPT collections received in September 2025 to the same month in the prior year, collections are down 6.6%.

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Finally, the FY 2025-26 General Fund Expenditure Summary (Attachment 5) report reflects the percentage of adjusted budget expended and encumbered through September 2025. This report then compares this spending percentage to the prior fiscal year. Overall department spending resulted in 34.2% spending through September 2025, compared to 34% 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 2025-26 General Fund Monthly Revenue and Expenditure Reports through September 2025

c: Tadd Wille, Assistant City Manager
Ryan Peters, Deputy City Manager
Leah Powell, Deputy City Manager

General Fund Revenue Summary

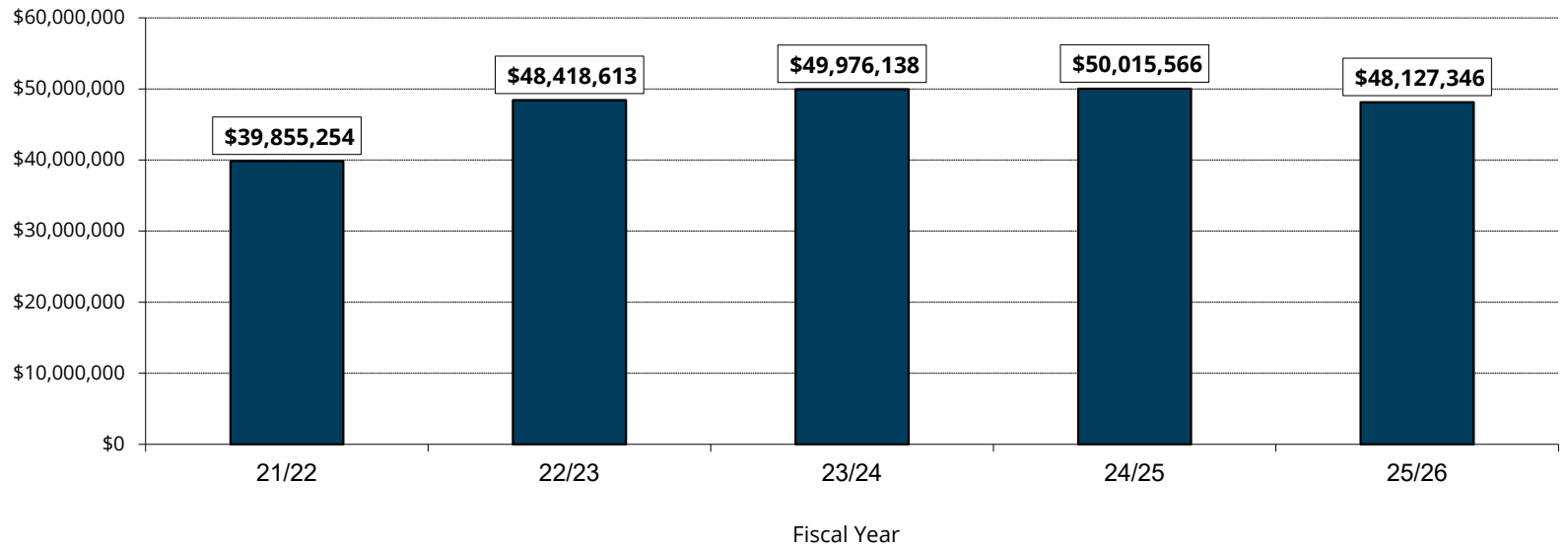
FY 2025-26 Year-To-Date Actuals Through September 2025

General Fund Revenues	Budget		Actuals			Comparison to Prior Year Actuals		
	FY 2025-26 Adopted Budget	FY 2025-26 Budget Prorated Based on Historical Trend	FY 2025-26 Actual Revenue	+ or - of Actual to Budget	% Change of Actual to Budget	FY 2024-25 Actual Revenues for Same Period	Difference + or - from FY 2024-25 to FY 2025-26	% Change of Actuals to Same Period FY 2024-25
Local Sales Tax Collections	201,500,000	48,315,213	48,127,346	(187,867)	-0.4%	50,015,566	(1,888,219)	-3.8%
Local Sales Tax Fees, Audit Assessments, Penalties, Interest	2,338,400	525,702	1,207,429	681,727	129.7%	434,932	772,497	177.6%
Total Local Sales Tax Revenue	\$ 203,838,400	\$ 48,840,915	\$ 49,334,775	\$ 493,860	1.0%	\$ 50,450,498	\$ (1,115,723)	-2.2%
Franchise Fees	3,190,000	48,543	83,463	34,920	71.9%	85,527	(2,064)	-2.4%
Primary Property Taxes	8,785,177	53,272	31,586	(21,686)	-40.7%	29,138	2,448	8.4%
State Shared Sales Tax Revenue	43,186,000	8,571,079	8,391,194	(179,885)	-2.1%	8,324,128	67,066	0.8%
Vehicle License Tax	15,160,000	3,038,339	3,107,434	69,095	2.3%	2,979,180	128,254	4.3%
Urban Revenue Sharing	55,747,000	13,824,741	13,704,164	(120,577)	-0.9%	14,899,837	(1,195,673)	-8.0%
Smart and Safe	1,032,994	-	-	-	0.0%	-	-	0.0%
Licenses & Permits	7,710,300	1,239,564	1,460,530	220,966	17.8%	3,745,777	(2,285,247)	-61.0%
Charges for Services	19,928,507	3,413,004	3,596,796	183,792	5.4%	3,152,083	444,713	14.1%
Fines & Forfeitures	3,851,400	943,558	1,083,535	139,977	14.8%	1,033,898	49,637	4.8%
Interest & Investments	8,900,000	972,366	2,310,684	1,338,318	137.6%	1,392,193	918,491	66.0%
Other Revenues	2,677,989	669,498	417,629	(251,869)	-37.6%	553,913	(136,284)	-24.6%
Indirect Cost	9,036,770	2,259,197	2,259,192	(5)	0.0%	2,133,071	126,121	5.9%
Total General Fund Revenues	\$ 383,044,537	\$ 83,874,076	\$ 85,780,982	\$ 1,906,906	2.3%	\$ 88,779,243	\$ (2,998,261)	-3.4%
Prior Month	\$ 383,044,537	\$ 54,639,207	\$ 57,149,326	\$ 2,510,119	4.6%	\$ 59,455,151	\$ (2,305,825)	-3.9%
Change from Prior Month	\$ -	\$ 29,234,869	\$ 28,631,656	\$ (603,213)	-2.3%	\$ 29,324,092	\$ (692,436)	0.5%

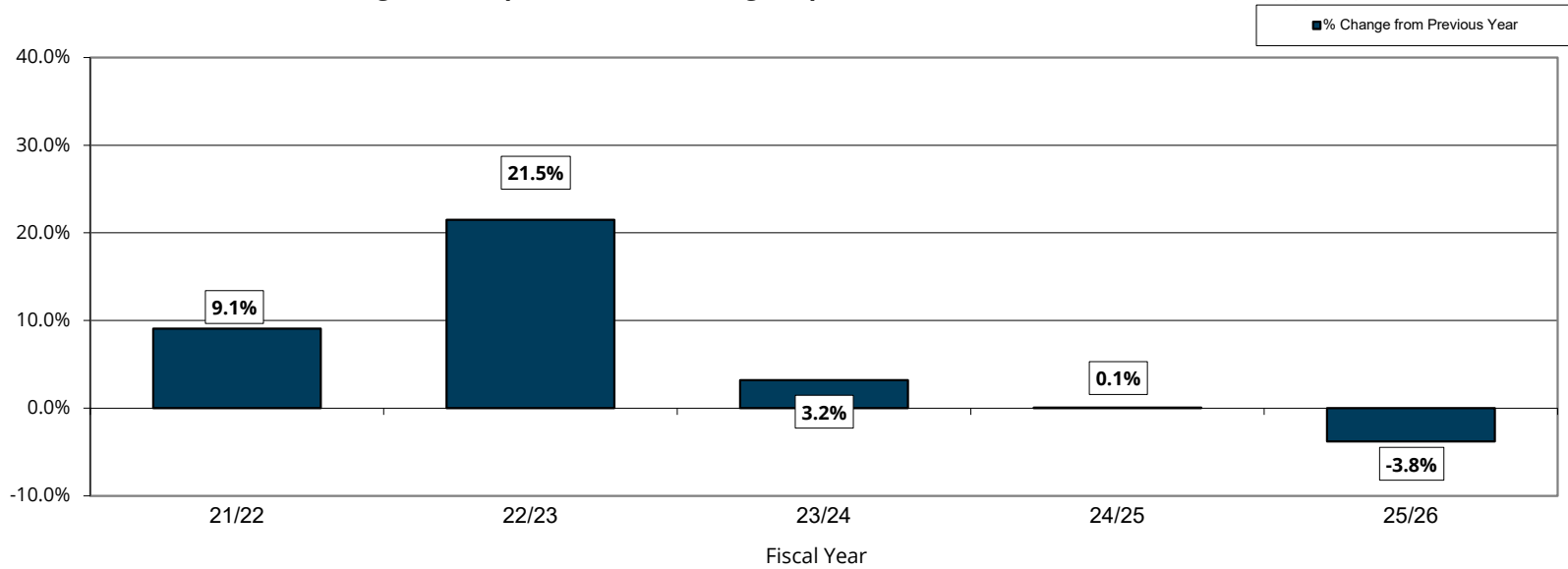
Note:

FY 2025-26 Adopted Budget excludes one-time Interfund Transfers-In of \$575,000 to the General Fund 101 for Impact Fee loan repayments, which are used to fund General Capital Projects in Fund 401.

Local Sales Tax Revenue* Through Month of September (Based on Sales Through August)



Local Sales Tax Revenue* % Change from September 2025 through September of Previous Years (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 September Each Year (Year-to-Date)

Sales Tax Category	FY24-25 % of Total	% Chg Fm PY	FY 2025-26	% Chg Fm PY	FY 2024-25	% Chg Fm PY	FY 2023-24	% Chg Fm PY	FY 2022-23	% Chg Fm PY	FY 2021-22
Utilities	10.5%	5.0%	\$ 6,971,724	14.5%	\$ 6,637,460	6.6%	\$ 5,795,966	3.1%	\$ 5,438,421	2.7%	\$ 5,275,268
Telecommunications	0.8%	-23.5%	\$ 403,686	2.7%	\$ 527,465	31.5%	\$ 513,774	-6.0%	\$ 390,596	-21.1%	\$ 415,317
Publishing / Advertising / Printing / Transportation	0.1%	7.7%	\$ 48,810	-4.1%	\$ 45,327	-17.2%	\$ 47,284	32.8%	\$ 57,114	4.5%	\$ 43,017
Restaurants & Bars	9.4%	2.4%	\$ 4,546,532	4.6%	\$ 4,438,842	3.3%	\$ 4,244,209	12.7%	\$ 4,108,325	32.7%	\$ 3,645,531
Amusements	1.0%	1.6%	\$ 460,776	19.0%	\$ 453,474	11.0%	\$ 380,956	33.3%	\$ 343,142	172.8%	\$ 257,502
Real Property Rentals	10.3%	-42.2%	\$ 3,578,985	3.1%	\$ 6,188,459	12.4%	\$ 5,999,984	15.2%	\$ 5,336,700	3.2%	\$ 4,630,549
Tangible Personal Property Rentals	3.1%	1.9%	\$ 1,523,215	5.5%	\$ 1,494,101	25.2%	\$ 1,416,371	12.4%	\$ 1,130,902	12.0%	\$ 1,006,132
Hotels / Motels	3.3%	-0.3%	\$ 1,082,283	2.0%	\$ 1,085,533	-6.3%	\$ 1,064,426	29.2%	\$ 1,136,427	63.8%	\$ 879,858
Contracting	9.5%	-28.7%	\$ 3,605,843	-29.4%	\$ 5,055,074	9.9%	\$ 7,162,295	95.8%	\$ 6,518,272	-6.7%	\$ 3,328,345
Retail / Manufactured Buildings / Jet Fuel	48.6%	9.6%	\$ 24,672,168	-2.2%	\$ 22,517,546	3.8%	\$ 23,013,477	17.3%	\$ 22,165,970	10.5%	\$ 18,902,745
Use Tax	3.4%	21.6%	\$ 1,233,325	-366.0%	\$ 1,572,284	-81.2%	\$ 337,395	21.9%	\$ 1,792,745	5.3%	\$ 1,470,991
Total Sales Tax Revenue*	100.0%	-3.8%	\$ 48,127,346	0.1%	\$ 50,015,566	3.2%	\$ 49,976,138	21.5%	\$ 48,418,613	9.1%	\$ 39,855,254

Sales Tax Revenue By Class

Through September (Month-over-Month)

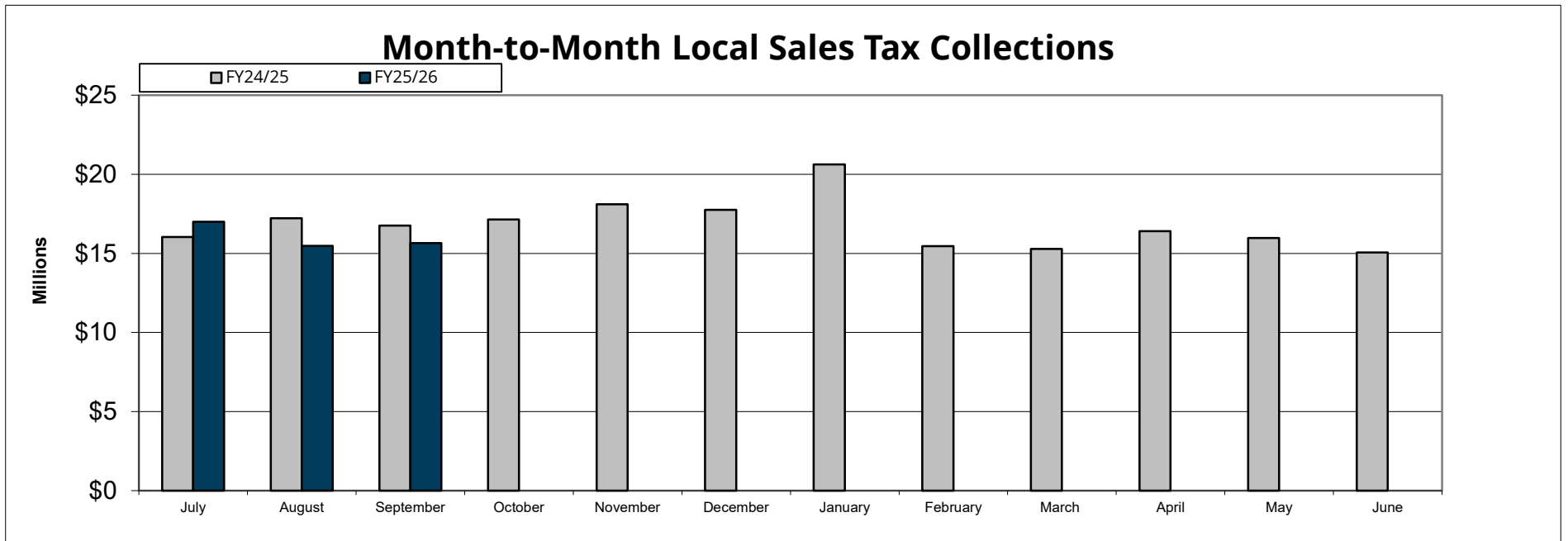
Sales Tax Category	% Chg Fm PY	FY 2025-26	% Chg Fm PY	FY 2024-25	% Chg Fm PY	FY 2023-24	% Chg Fm PY	FY 2022-23	% Chg Fm PY	FY 2021-22
Utilities	5.9%	\$ 2,614,289	7.1%	\$ 2,467,546	11.3%	\$ 2,303,137	7.2%	\$ 2,069,758	-2.9%	\$ 1,930,659
Telecommunications	-25.8%	\$ 134,162	4.2%	\$ 180,799	34.1%	\$ 173,542	-10.7%	\$ 129,376	-15.5%	\$ 144,806
Publishing / Advertising / Printing / Transportation	-36.1%	\$ 10,317	11.5%	\$ 16,153	-39.1%	\$ 14,491	62.8%	\$ 23,799	-1.8%	\$ 14,621
Restaurants & Bars	4.6%	\$ 1,511,346	3.5%	\$ 1,444,317	0.3%	\$ 1,395,774	14.7%	\$ 1,391,140	32.5%	\$ 1,212,741
Amusements	-12.1%	\$ 131,420	32.3%	\$ 149,474	4.2%	\$ 112,990	14.2%	\$ 108,401	124.1%	\$ 94,932
Real Property Rentals	-41.4%	\$ 1,186,474	5.7%	\$ 2,026,124	6.9%	\$ 1,916,368	38.1%	\$ 1,791,850	-13.4%	\$ 1,297,540
Tangible Personal Property Rentals	1.2%	\$ 509,137	-2.2%	\$ 502,894	27.8%	\$ 514,006	16.6%	\$ 402,305	21.7%	\$ 345,005
Hotels / Motels	-8.2%	\$ 320,708	3.5%	\$ 349,336	-12.2%	\$ 337,385	21.7%	\$ 384,117	88.5%	\$ 315,747
Contracting	-50.3%	\$ 908,650	-39.8%	\$ 1,829,137	30.5%	\$ 3,040,840	97.2%	\$ 2,330,349	-6.8%	\$ 1,181,902
Retail / Manufactured Buildings / Jet Fuel	7.6%	\$ 7,920,734	-1.7%	\$ 7,361,910	-0.6%	\$ 7,488,565	20.2%	\$ 7,534,162	10.1%	\$ 6,267,973
Use Tax	5.9%	\$ 402,171	-7.9%	\$ 427,201	-21.4%	\$ 395,979	13.0%	\$ 503,501	5.4%	\$ 445,651
Total Sales Tax Revenue*	-6.6%	\$ 15,649,408	-5.3%	\$ 16,754,892	6.1%	\$ 17,693,076	25.8%	\$ 16,668,758	6.3%	\$ 13,251,577

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

Local Sales Tax Revenue

Monthly Actuals Compared to Prior Year

Local Sales Tax Collections *	Monthly Collections FY24/25	Monthly Collections FY25/26	\$ Difference + / (-) FY24/25 over FY25/26	% Difference + / (-) FY24/25 over FY25/26
July	16,041,259	16,997,601	956,342	6.0%
August	17,219,415	15,480,337	(1,739,078)	-10.1%
September	16,754,892	15,649,408	(1,105,483)	-6.6%
October	17,146,826		(17,146,826)	-100.0%
November	18,098,076		(18,098,076)	-100.0%
December	17,747,416		(17,747,416)	-100.0%
January	20,624,994		(20,624,994)	-100.0%
February	15,455,315		(15,455,315)	-100.0%
March	15,278,377		(15,278,377)	-100.0%
April	16,400,164		(16,400,164)	-100.0%
May	15,964,794		(15,964,794)	-100.0%
June	15,064,258		(15,064,258)	-100.0%
Totals	\$ 50,015,566	\$ 48,127,346	\$ (1,888,220)	-3.8%



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

General Fund Expenditure Summary

Thru September 2025

Department	Adopted Budget	Adjusted Budget	Expenses & Encumbrances Thru September 2025	Percentage of Adjusted Budget Expended & Encumbered Thru September 2025	Percentage of Adjusted Budget Expended & Encumbered Thru September 2024	Over/Under Last Year's Percentage
City Clerk	\$ 1,820,422	\$ 1,840,088	\$ 344,345	18.7%	23.2%	-4.5%
City Manager and Organization Support ⁽¹⁾						
City Manager	2,518,121	2,579,991	800,628	31.0%	26.3%	4.7%
Buildings & Facilities	9,825,128	10,201,107	4,000,465	39.2%	41.5%	-2.3%
Connection & Impact ⁽²⁾	772,172	837,853	165,346	19.7%	19.7%	0.0%
Cultural Development	5,354,380	5,688,763	1,586,438	27.9%	27.1%	0.8%
Economic Development	2,402,586	2,450,191	849,490	34.7%	48.9%	-14.2%
Fleet Services	1,573,340	1,611,043	440,446	27.3%	28.7%	-1.4%
Human Resources	2,855,446	2,944,773	830,592	28.2%	30.0%	-1.8%
Transportation Policy	3,142,701	3,206,101	1,032,406	32.2%	38.9%	-6.7%
Communications & Public Affairs	4,041,629	4,521,564	1,179,985	26.1%	28.9%	-2.8%
Community Services	41,260,816	42,692,710	16,056,108	37.6%	32.8%	4.8%
Development Services	14,989,060	16,956,324	4,346,153	25.6%	24.1%	1.5%
Fire	44,625,913	46,832,891	15,939,406	34.0%	33.8%	0.2%
Information Technology	28,091,564	34,788,646	15,156,369	43.6%	42.7%	0.9%
Law	4,983,964	5,118,254	1,340,026	26.2%	26.0%	0.2%
Magistrate	5,766,537	6,054,229	1,906,906	31.5%	29.2%	2.3%
Management Services	8,915,629	9,222,314	2,507,947	27.2%	26.7%	0.5%
Mayor and Council	1,403,336	1,454,804	360,324	24.8%	23.9%	0.9%
Neighborhood Resources	9,618,384	11,175,420	2,375,124	21.3%	30.1%	-8.8%
Police	97,245,804	104,162,666	33,790,941	32.4%	32.1%	0.3%
Public Works & Utilities	6,392,740	7,795,671	3,037,005	39.0%	50.4%	-11.4%
Non-Departmental (Personnel Services and O&M)	47,879,363	40,648,581	16,144,127	39.7%	40.1%	-0.4%
Subtotal Prior to Contingencies/Reserves	\$ 345,479,035	\$ 362,783,984	\$ 124,190,577	34.2%	34.0%	0.2%
Non-Departmental Reserves (Carryforward, Utility, Fuel & DT)	15,363,725	3,138,600	-	0.0%	0.0%	0.0%
Non-Departmental Contingencies (15% & Council)	56,424,600	25,413,068	-	0.0%	0.0%	0.0%
Total General Fund Expenditures	\$ 417,267,360	\$ 391,335,652	\$ 124,190,577	31.7%	29.7%	2.0%

⁽¹⁾ Organization Support includes Buildings and Facilities, Economic Development, Connection & Impact, Fleet Services, Human Resources, Transportation Policy and Cultural Development.

⁽²⁾ Diversity, Equity, & Inclusion division of the City Managers Office renamed to Connection & Impact, effective September 2025.

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

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.