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# QUARTERLY FINANCIAL REPORT

THIRD QUARTER 2020



# PERFORMANCE AT-A-GLANCE

## PERFORMANCE INDICATORS ACTUALS vs. BUDGET

**ON TRACK** = No concerns noted

**MONITOR** = Staff monitoring current variance

**ACTION** = Staff currently taking action on variance

	YEAR TO DATE	PAGE
Governmental Activity: Revenues	MONITOR	2
Expenditures by Fund	ON TRACK	3
Major Governmental Expenditures	ON TRACK	4
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\*CAPITAL PROJECTS ARE MEASURED LIFE TO DATE (LTD)

### GOVERNMENTAL ACTIVITY:

- Partially or fully supported by government taxes or impact fees.
- Transportation, Police, Fire, Parks, Natural Areas, etc.

### ENTERPRISE ACTIVITIES:

- 100% funded by user charges for services.
- Light & Power, Water, Wastewater, Storm Drainage, Broadband and Golf

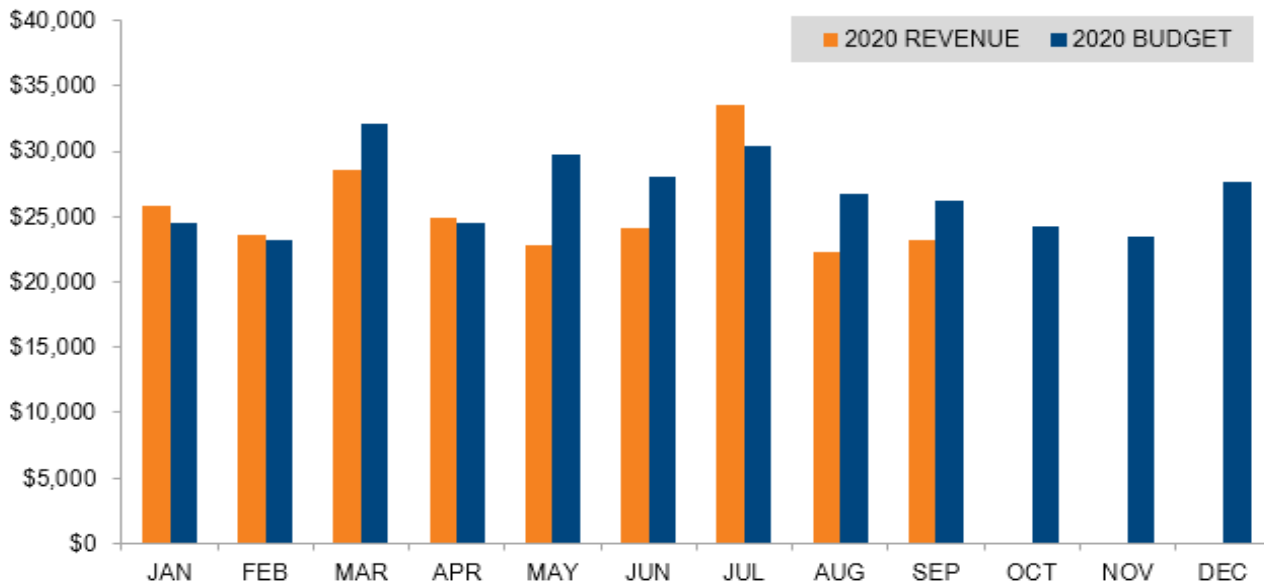
### PERFORMANCE INDICATOR KEY:

**ON TRACK** UNDER OR LESS THAN 5% OF BUDGET. (OVER ON EXPENSES AND CAPITAL; UNDER ON REVENUE)

**MONITOR** BETWEEN 5% AND 8% OF BUDGET (OVER ON EXPENSES AND CAPITAL; UNDER ON REVENUE)

**ACTION** GREATER THAN 8% OF BUDGET (OVER ON EXPENSES AND CAPITAL; UNDER ON REVENUE)

# GOVERNMENTAL ACTIVITY: REVENUES



REVENUES	CURRENT QUARTER	OVER/(UNDER) 2019 BUDGET	YTD ACTUAL	YTD OVER/(UNDER) 2019 BUDGET	YTD INC/(DEC) 2019
Sales & Use Tax	\$ 35,553	\$ 649	\$ 100,644	\$ (4,440)	\$ (5,276)
Property Taxes	10,117	(2,268)	33,256	1,944	3,655
Intergovt. Shared Revenues	3,755	(324)	8,576	(347)	(1,935)
Culture, Parks, Rec & Env Fees	3,397	1,116	8,667	(4,157)	(4,050)
Payment in Lieu of Taxes	3,387	(177)	8,384	(97)	326
General Government Fees	14,973	2,076	42,980	(7,223)	(718)
Transportation Fees	1,424	578	4,151	(945)	(734)
Interest Revenue	707	255	2,856	136	(387)
Other Miscellaneous	6,040	2,036	17,409	(3,588)	(21,708)
Net of Unrealized Gains/Losses	79,352	3,941	226,922	(18,717)	(30,827)
Unrealized Invst. Gains/Losses	(313)	313	1,893	1,893	(854)
<b>TOTAL</b>	<b>79,039</b>	<b>4,254</b>	<b>228,815</b>	<b>(16,824)</b>	<b>(31,681)</b>

**YTD Revenues, net of unrealized gains, are 7.6% below budget resulting from impacts COVID-19 pandemic and are expected to remain below budget for the full year. City-wide efforts continue to reduce expenses to offset this reduction in revenues.**

## YTD 2020 Variance to Budget:

**Sales & Use Tax:** : (\$4.6M) for Sales Tax and \$261K for Use Tax.

**Property Tax:** \$1.2M for property tax and \$826K for property tax increment finance.

**Culture, Parks Rec & Env Fees:** (\$3.5M) for lower recreation, gardens and Lincoln center ticket sales because of the shut down order and reduced capacity.

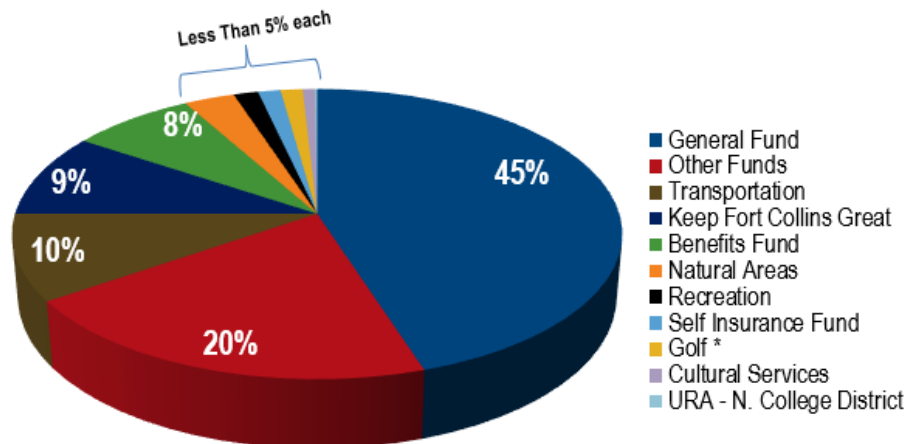
**General Governmental Fees** (\$4.1M) for lower benefit contributions driven by lower premiums and prescribed budget revision. (\$1.7M) for lower internal service fees and (\$1.3M) for lower fuel costs.

**Other Miscellaneous:** (\$930K) for timing on CSU contribution; (\$662K) for lower building permit fees, (\$500K) for lower red light camera fees caused by delays in anticipated build out (\$498K) for lower lodging tax.

# EXPENDITURES BY FUND

QUAR-

TERLY EX-  
PENSES



EXPENSES BY MAJOR FUND	CURRENT QUARTER	(OVER)/UNDER 2020 BUDGET	YTD ACTUAL	YTD (OVER)/UNDER 2020 BUDGET	YTD (Inc)/Dec 2019
General Fund	\$35,173	\$2,540	\$107,421	\$8,745	\$1,728
Keep Fort Collins Great	7,262	196	16,075	2,758	2,492
Natural Areas	2,400	651	10,654	1,998	(202)
Cultural Services	584	(251)	2,200	551	870
Recreation	1,070	440	3,729	1,141	1,584
Transportation	5,893	1,741	18,695	1,646	(31)
Golf *	1,043	170	2,540	215	60
Benefits Fund	7,520	2,183	23,451	2,620	(1,558)
Self Insurance Fund	1,163	(269)	4,139	(393)	362
URA - N. College District	102	(7)	313	(47)	14
Other Funds	15,905	2,742	44,800	29,407	5,684
<b>Total</b>	<b>78,114</b>	<b>10,138</b>	<b>234,017</b>	<b>48,642</b>	<b>11,002</b>

**The City is actively reducing expenses in an effort to offset lower expected revenue due to impacts of COVID-19 pandemic.**

## YTD 2020 Variance to Budget:

**General Fund:** \$4.2M for savings on transfer meant to go to transportation. These transfers are being stopped because transportation received CARES money in 2020 and is pushing the savings to the General Fund. \$2.1M for lower miscellaneous maintenance and supply costs.

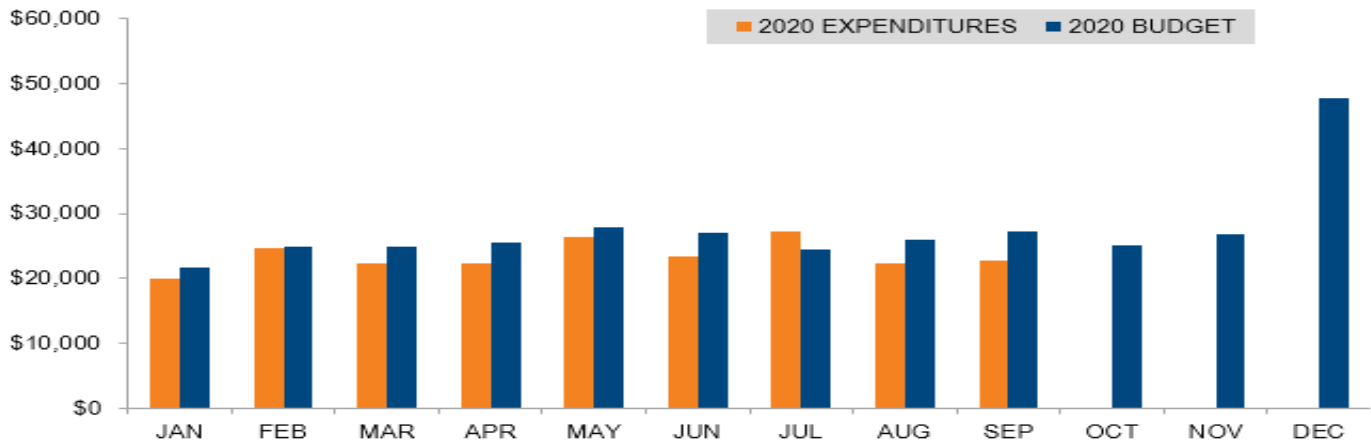
**KFCG:** \$884K on miscellaneous supplies \$781K for lower maintenance and construction services. \$465K on minor capital expenses.

**Other: (Transportation CEF Fund)** \$14.4M due to transfers to capital projects which occur as spending on the project is incurred. \$3.3M due to timing of Developer Reimbursements. **(Capital Expansion)** \$6.6M for timing on transfers to Capital Projects fund. Expect to end the year under budget due to slow down in capital projects because of the pandemic. **(Transit Fund)** \$1.2M in contracted Transit \$375k due to transfers for grant matches (transfers occur as expenses are incurred). \$318k in personnel.

# MAJOR GOVERNMENTAL EXPENDITURES

## QUARTERLY EXPENSES VS. BUDGET (ALL \$ IN THOUSANDS)

\* EXCLUDES TRANSFERS



Expenses	CURRENT QUARTER	(OVER)/UNDER 2020 BUDGET	YTD ACTUAL	YTD (OVER)/UNDER 2020 BUDGET	YTD (Inc)/Dec 2018
Police Services	\$11,806	\$533	\$33,421	\$792	\$419
Financial Services	2,128	(347)	6,920	(432)	534
Community Services	10,476	1,257	33,384	6,209	(22)
Planning, Dev & Transportation	16,191	3,710	42,178	6,199	2,187
Executive Services	905	18	2,717	(94)	128
Judicial Services	307	33	943	15	(89)
Legal Services	765	3	2,033	81	(93)
Information & Employee Svcs	16,985	1,538	52,272	5,310	(1,384)
Sustainability Services	3,462	(988)	9,164	460	(1,225)
Other	1,428	(171)	5,090	(103)	748
Poudre Fire Authority	7,711		23,132		(866)
<b>TOTAL</b>	<b>72,164</b>	<b>5,586</b>	<b>211,253</b>	<b>18,437</b>	<b>337</b>

**The City is actively reducing expenses in an effort to offset lower expected revenue due to impacts of COVID-19 pandemic.**

**YTD 2020 Variance to Budget:**

**Financial Services:** (\$659K) for insurance premiums increases primarily associated with property insurance due to hail risk levels in Colorado. Offset \$190K for lower claims to date.

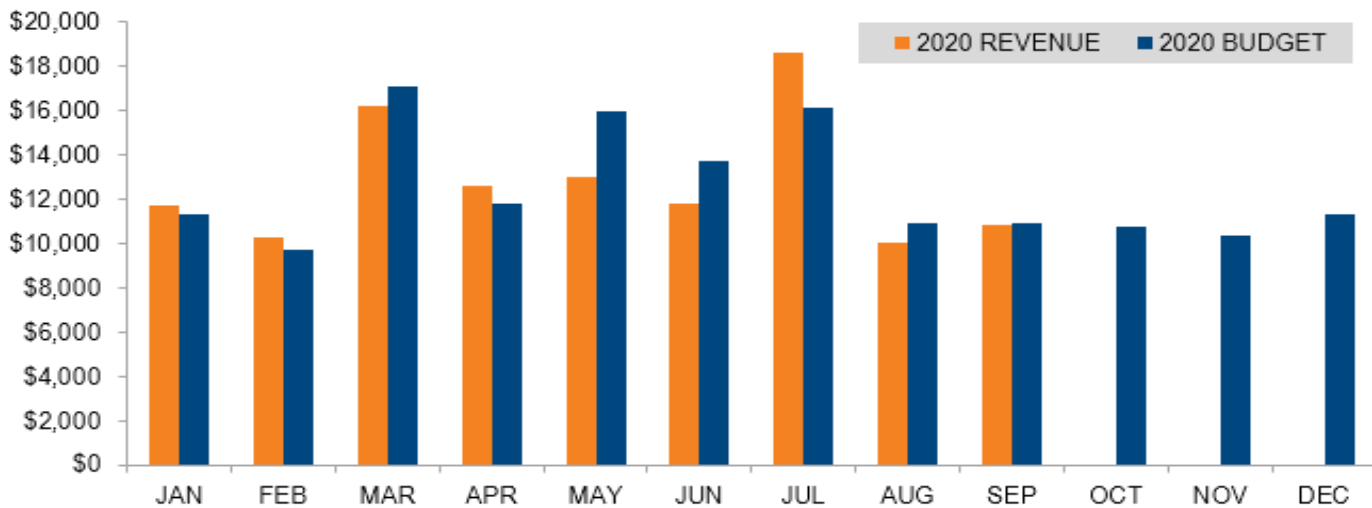
**Community Services:** \$1.5M in personnel costs due to vacancies; \$1.3M for contractual labor from cancellations of programs; \$1.3M timing of projects throughout the service area; \$507K in Life-Cycle and other projects on delay.

**PDT:** \$3.3M for lower Developer Reimbursements for Transportation Capital Expansion Fees. \$1.5M in personnel. \$1.2M in transit dial a ride services. \$643k due to Traffic project delays (design, pole order/delivery, boring, and software). (\$1M) in Snow & Ice Operations.

**IES:** \$2.1M in YTD Medical/Dental claims activity, \$870 in Ops Services ongoing projects/major maintenance, \$730 in YTD Fuel savings. \$666 YTD Stop Loss premium timing and savings from a lasered claimant that is being paid directly by the City.

# GENERAL FUND ACTIVITY: REVENUES

## QUARTERLY REVENUE COLLECTIONS VS. BUDGET (ALL \$ IN THOUSANDS)



REVENUES	CURRENT QUARTER	OVER/(UNDER) 2019 BUDGET	YTD ACTUAL	YTD OVER/(UNDER) 2019 BUDGET	YTD INC/(DEC) 2018
Sales & Use Tax	\$21,848	541	\$62,176	(\$2,490)	(\$3,213)
Property Taxes	7,821	(2,154)	\$26,463	\$1,123	\$2,780
Intergovt. Shared Revenues	643	(266)	\$1,464	\$530	\$41
Culture, Parks, Rec & Env Fees	133	157	\$248	(\$414)	(\$120)
Payment in Lieu of Taxes	3,387	(177)	\$8,384	(\$97)	\$326
General Government Fees	1,849	7	\$5,597	(\$94)	\$488
Interest Revenue	236	104	\$967	\$8	(\$104)
Other Miscellaneous	3,500	328	\$8,511	(\$2,206)	(\$18,741)
Net of Unrealized Gains/Losses	39,416	(1,461)	113,811	(3,642)	(18,545)
Unrealized Invst. Gains/Losses	(56)	56	\$1,038	\$1,038	\$230
<b>TOTAL</b>	<b>39,361</b>	<b>(1,405)</b>	<b>114,848</b>	<b>(2,604)</b>	<b>(18,315)</b>

**YTD Revenues, net of unrealized gains, are 3.1% below budget resulting from impacts of COVID-19 pandemic and are expected to remain below budget for the full year. City-wide efforts continue to reduce expenses to offset this reduction in revenues.**

### YTD 2020 Variance to Budget:

**Sales & Use Tax:** (\$2.7M) for Sales Tax and \$254K for Use Tax.

**Property Tax:** **Property Tax:** \$1.2M for property tax. Higher realized tax receipts were primarily due to budgeted amounts that underestimated 2019 valuations (payable in 2020) and will be corrected for the 2021 budgeted year.

**Other Miscellaneous:** (\$662K) for lower building permit fees, (\$500K) for lower red light camera fees caused by delays in anticipated build out (\$498K) for lower lodging tax attributed to state shut down orders and slower recoveries from the pandemic. Also, (\$381K) for lower PSD Resource Officers caused by remote learning at the school district.

# GOVERNMENTAL CAPITAL PROJECTS

CAPITAL EXPENDITURES (ALL \$ IN THOUSANDS)

PROJECT	YTD	LTD	LTD	PO's	
	ACTUAL	ACTUAL	BUDGET	COMMITTED	AVAILABLE
CRISP Upgrade Project	\$ 913	\$ 4,339	\$ 5,408	\$ 490	\$ 579
Police Regional Train. Campus	2,483	2,618	8,689	3,026	3,045
Project<\$1M	172	303	570	54	213
<b>Police Services Total</b>	<b>3,568</b>	<b>7,260</b>	<b>14,667</b>	<b>3,570</b>	<b>3,837</b>
110 - FC Bikes Program	1	669	669	-	1
121 - CCIP Arterial Intersection Imp	149	6,248	12,177	460	5,469
122 - CCIP Bike/Ped Grade Sep Cross	112	514	3,465	308	2,643
123 - Bicycle Infrastructure Improve	81	1,024	1,584	44	516
132 - CCIP Bus Stop Improvement	496	870	2,175	427	878
135 - CCIP Lincoln Avenue Bridge	-	5,173	5,101	-	(72)
136 - CCIP Lincoln St. Renovation	74	141	3,432	49	3,242
137 - CCIP Willow Street Improvement	834	3,173	3,873	265	435
138 - CCIP Transfor Bus Replacment	-	-	-	-	-
146 - Railroad Crossing Replacement	65	1,101	1,120	25	(6)
160 - Mason St Transp Corridor	0	82,809	86,058	-	3,249
169 - Street Oversizing Project	15	6,452	6,596	10	134
170 - BOB-Int Imp & Traffic Sign	5	1,268	1,613	183	162
172 - City Bridge Program	6	3,591	4,782	12	1,179
240 - CCIP Ped/ADA	257	3,197	4,017	691	130
312 - City Bridge Prog-KFCG	445	5,791	8,479	1,017	1,671
5307 PASS-THRU	1,694	12,040	11,572	583	(1,051)
5309 CAPITAL	426	12,753	12,809	-	56
BOB-Tmb Rd Imprv-Drk/Prsp	7	4,892	5,039	61	86
CAPITAL MAINTENANCE - KFCG-OT	822	10,069	11,536	-	1,467
CMAQ CAPITAL	-	9,205	7,965	-	(1,240)
FLEX Bus Purchase	-	1,175	1,200	-	25
Lemay/Vine Grade Sep Crossing	298	3,276	11,891	624	7,990
Parking Sensor Technology	-	969	1,200	32	199
Prospect Rd. & I-25	5,558	11,507	19,086	104	7,475
Prospect Rd/Sharp Pt/I-25	13	182	1,988	45	1,761
Prospect/College Intrscn Impv	0	2,655	2,676	-	20
Riverside Bridge Rplcmt.	(72)	2,366	2,443	71	6
S Timberline/Stetson/Trilby	506	531	2,821	629	1,661
Sharp Point Connection	0	1,175	1,195	-	20
Suniga Impvmts-College/Blondel	318	2,977	3,427	95	355

# GOVERNMENTAL CAPITAL PROJECTS (Continued)

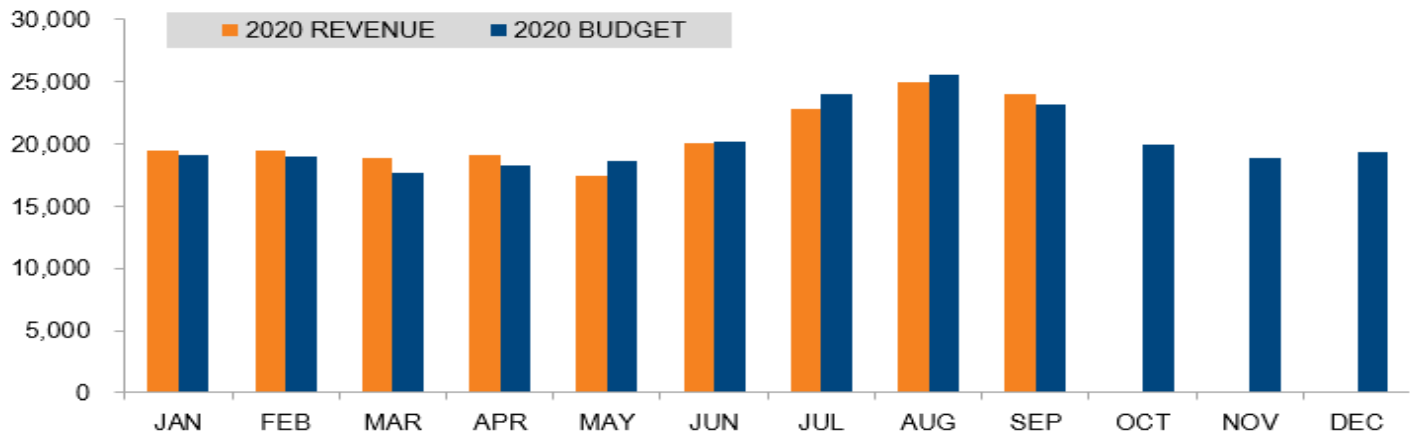
CAPITAL EXPENDITURES (ALL \$ IN THOUSANDS)

PROJECT	YTD	LTD	LTD	PO's	AVAILABLE
	ACTUAL	ACTUAL	BUDGET	COMMITTED	
190 - Trail Acquisition/Development	485	13,577	15,016	121	1,319
241 - BOB-Park Imprvmnts	96	638	1,667	967	63
Art in Public Places	78	1,121	1,783	20	642
Downtown Poudre River Impr	-	1,412	1,470	-	58
Expansion of Shop	171	2,708	2,794	8	78
Fossil Crk Trl-College/Shields	-	1,000	1,000	-	
Gardens Capital Project	(5)	2,830	2,830	(134)	134
Longview Trail/Xcel	-	1,004	1,004	-	0
Maple Hill Park	26	2,158	2,677	12	507
Northeast Community Park	3	1,969	3,603	2	1,632
Trailhead Park	172	642	2,869	76	2,151
316 - East Community Park	10	2,131	3,092	71	890
Project<\$1M	357	2,937	3,638	204	497
<b>Community Services Total</b>	<b>1,943</b>	<b>52,381</b>	<b>64,830</b>	<b>1,774</b>	<b>10,674</b>
Project<\$1M	392	424	1,485	0	1,061
2019-HAWS Hansen Canal Pump	623	627	3,200	649	1,924
<b>Not Applicable Total</b>	<b>1,014</b>	<b>1,052</b>	<b>4,685</b>	<b>649</b>	<b>2,984</b>
<b>Total</b>	<b>26,165</b>	<b>296,953</b>	<b>393,044</b>	<b>17,158</b>	<b>78,933</b>



# ENTERPRISE ACTIVITY: REVENUES

## QUARTERLY REVENUE COLLECTIONS VS. BUDGET (ALL \$ IN THOUSANDS)



REVENUES	CURRENT QUARTER	OVER/(UNDER) 2019 BUDGET	YTD ACTUAL	YTD OVER/(UNDER) 2019 BUDGET	YTD INC/(DEC) 2018
Electric Charges for Services	\$41,959	(\$2,725)	\$106,581	(\$1,300)	\$3,986
Water Charges for Services	12,242	(1,697)	25,220	2,174	1,425
Wastewater Charges for Services	6,190	174	17,658	(339)	(263)
Stormwater Charges for Services	4,474	(65)	13,399	306	353
Interest Revenue	600	161	2,370	51	(20)
Unrealized Invst. Gains/Losses	(319)	319	1,084	1,084	(1,230)
Development Fees/PIFs/Contributions	1,333	744	4,665	(1,028)	(7,276)
Other Miscellaneous	734	(32)	1,695	(390)	(1,127)
	67,214	(3,120)	172,672	558	(4,151)
Customer Srv & Admin Fund Charges*	\$4,285	\$	\$12,854	(\$)	\$160
<b>TOTAL</b>	<b>\$71,499</b>	<b>(\$3,120)</b>	<b>\$185,526</b>	<b>\$558</b>	<b>(\$3,991)</b>

### YTD 2020 Variance to Budget:

**Electric Charges for Services:** Commercial Revenues are 9.3%, or \$3.2M, under budget, followed by Industrial Revenues 10.0%, or \$2.7M, under budget. Residential Revenues are 11.6%, or \$4.7M, over budget.

**Water Charges for Services:** Residential Revenues are 12.1%, or \$1,490, over budget. District Water Sales are 29.0%, or \$333, over budget followed by Commercial/Industrial Revenues at 1.2%, or \$93, over budget.

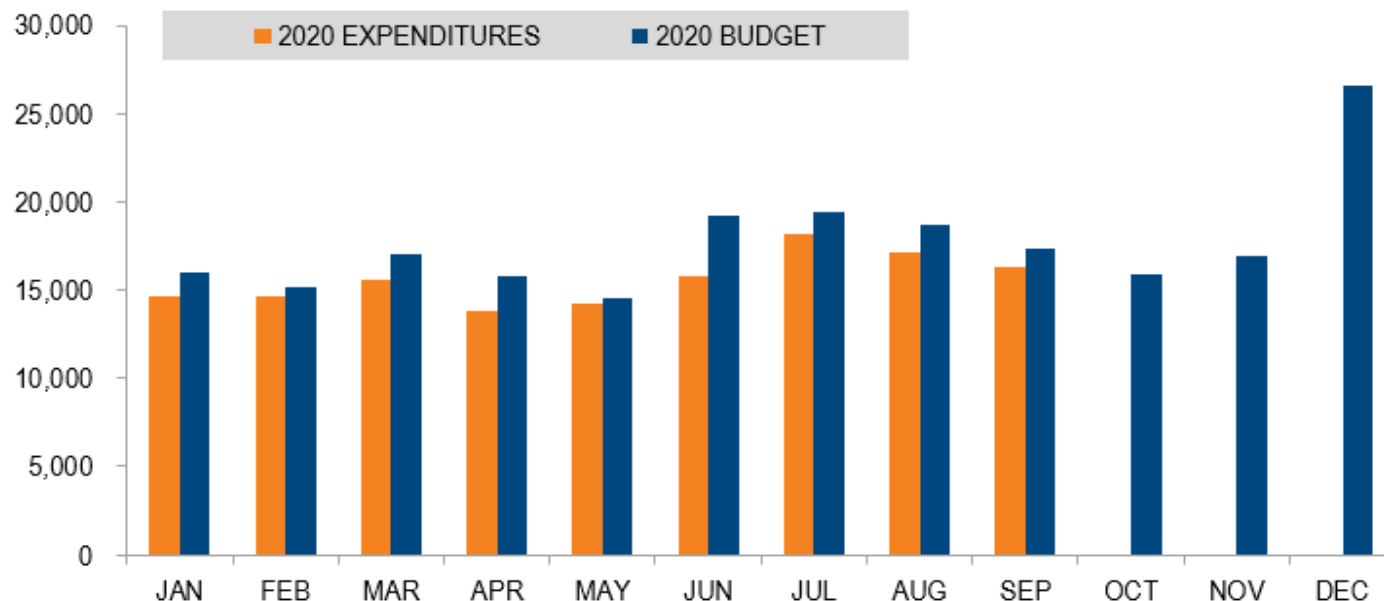
**Wastewater Charges for Services:** Commercial/Industrial Revenues are 11.7%, or \$572, under budget offset by Residential Revenues are 2.1%, or \$244, over budget.

**Stormwater Charges for Services:** Single Family Revenues are 3.1%, or \$178, over budget, followed by Non-Single Family Revenues at 1.8%, or \$128, over budget.

**Development Fees/PIFs/Contributions:** Water (\$978), Wastewater (\$216), Light and Power (\$13), and Stormwater \$180.

# ENTERPRISE ACTIVITY: EXPENDITURES

## QUARTERLY EXPENDITURES VS. BUDGET (ALL \$ IN THOUSANDS)



Expenditures	CURRENT QUARTER	(OVER)/UNDER 2019 BUDGET	YTD ACTUAL	YTD (OVER)/UNDER 2019 BUDGET	YTD (Inc)/Dec 2018
Light & Power Fund	\$9,752	\$792	\$26,678	\$2,669	\$51
Purchase Power	26,072	(484)	\$71,598	\$6,974	\$2,021
Stormwater Fund	1,888	(14)	\$5,951	\$535	\$14
Customer Service & Admin	3,793	143	\$10,687	\$409	(\$172)
Wastewater Fund	3,663	(191)	\$10,684	\$710	\$37
Water Fund	6,434	(6)	\$16,303	\$1,504	(\$377)
<b>TOTAL</b>	<b>51,602</b>	<b>241</b>	<b>141,900</b>	<b>12,801</b>	<b>1,574</b>

### YTD 2020 Variance to Budget:

**Light and Power:** \$1.08M for System Additions & Replacements for utilities supplies and capital costs ; \$999 Energy Services for the Energy Service Program

**Purchase Power:** Purchase Power-Tariff 1 \$7.0M (weather and actual demand (COVID event changes) for the year are key factors on the spend in Tariff 1 from PRPA), offset by Tarif 7 (\$65) which will be on budget by year end.

**Water:** - \$941K for lower vehicle and equipment costs caused mainly because of timing of expenses realized. \$333K for construction contracts that have been delayed or plans have shifted because of the pandemic.

# ENTERPRISE CAPITAL PROJECTS

CAPITAL EXPENDITURES (ALL \$ IN THOUSANDS)

PROJECT	YTD ACTUAL	LTD ACTUAL	BUDGET	PO's	
				COMMITTED	AVAILABLE
115 - New Capacity-Duct Banks	0	232	483	60	191
117 - Substation Cap Proj	194	1,265	1,410	1	143
118 - New Capacity - Circuits	19	894	1,632	78	661
119 - Dist. System Impr. & Replace	1,037	1,519	4,799	63	3,218
120 - Operational Technology	491	2,132	2,580	107	342
130 - SW Enclave Sys Purchases	0	0	1,422	0	1,422
133 - Underground Conversion	81	296	2,385	0	2,089
304 - Service Center-L&P Parent	239	1,976	4,637	2,077	585
Art in Public Places	32	667	1,138	38	433
CIS Upgrade/Repl - L&P Parent	247	2,681	3,681	750	249
CMMS—Maintenance Management	\$ 66	\$ 750	\$ 1,079	\$ 254	\$ 75
Project<\$1M	28	28	150	29	93
Substation Cap Prj - Parent	0	0	1,137	0	1,137
<b>Light &amp; Power</b>	<b>2,434</b>	<b>12,439</b>	<b>26,535</b>	<b>3,457</b>	<b>10,639</b>
100 - Util Ser Cntr Add/Remodel	23	31	58	0	26
103 - SW Basin Improvements	804	21,144	24,501	761	2,596
2018-Mail Crk; Palmer-Passway	717	1,407	2,809	420	983
226 - Spring Crk Basin Improv	0	117	120	0	3
236 - SW Master Planning	212	558	805	237	10
237 - Flood Mapping/Stream Gagin	0	515	551	0	36
238 - SW Developer Repays	0	0	182	0	182
CIS Upgrd/Repl - Stmwr Parent	110	1,171	1,610	328	111
CMMS—Maintenance Management	69	1,042	1,150	34	74
Project<\$1M	272	719	3,025	182	2,123
2017-Remington St Storm Sewer	1,861	2,297	3,258	679	283
2017-MagnoliaPreDsn-OakDsnCnst	0	621	1,500	7	871
<b>Stormwater</b>	<b>4,067</b>	<b>29,622</b>	<b>39,568</b>	<b>2,648</b>	<b>7,298</b>
102 - DWRf CIP Summary	2,033	2,906	4,728	1,643	179
2017-Dewatering Improvements	10	4,043	4,270	13	213
2017-Sludge Strain Press	0	1,414	1,520	10	96
2018-Digester Lid 612	26	1,771	2,100	221	107
2018-Sidestream Treatment	2,185	3,790	5,400	1,211	400

# ENTERPRISE CAPITAL PROJECTS (Continued)

CAPITAL EXPENDITURES (ALL \$ IN THOUSANDS)

PROJECT	YTD ACTUAL	LTD ACTUAL	BUDGET	PO's	
				COMMITTED	AVAILABLE
2019-DWRF Carbon Add Phase 1	543	791	2,200	1,066	343
212 - WW Collection Sys Replcmnt	672	2,214	4,236	240	1,781
214 - WW Svc Ctr Improvements	23	31	58	0	26
216 - Sludge Disposal Improv	0	19	385	0	366
220 - MWRf Improvements	0	0	11	0	11
221 - Wtr Reclam Replcmnt Prgm	584	1,938	4,108	318	1,851
Art in Public Places	16	451	1,008	12	545
CIS Upgrd/Repl - Wstwr Parent	118	1,296	1,783	363	123
CMMS—Maintenance Management	96	1,145	1,462	161	156
Project<\$1M	363	1,797	5,487	781	2,909
UV Disinfection System	0	5,888	5,900	10	2
PARENT-Collect Small Projects	0	0	1,621	0	1,621
<b>Wastewater</b>	<b>6,670</b>	<b>29,495</b>	<b>46,275</b>	<b>6,049</b>	<b>10,731</b>
101 - Water Meter Replace & Rehab	303	892	2,139	0	1,246
105 - High Park Fire	0	45	343	0	298
196 - Distribution Sys Replcmnts	641	4,711	5,556	72	773
198 - Wtr Svc Ctr Improvements	46	63	115	0	52
2017-Undergrnd Elec Pow Supply	0	0	1,300	0	1,300
2017-Water Quality Lab Rehab	0	713	2,600	0	1,887
2018-AB Cathodic Protection	182	1,567	2,280	439	274
206 - Water Supply Development	0	127	1,053	40	886
210 - Treatment Facility Improv	0	769	787	0	18
211 - Water Prod Replcmnt Prgm	355	2,111	3,944	138	1,695
301 - Watershed Protection	32	171	320	48	101
303 - Gravel Pit Storage Ponds	0	11,556	11,569	5	9
313 - Wtr Cathodic Protection	0	306	313	0	6
Art in Public Places	38	685	1,434	70	678
CIS Upgrade/Repl - Wtr Parent	169	1,798	2,473	504	171
CMMS—Maintenance Management	240	1,444	2,028	458	125
Halligan Res Enlargement Proj	1,269	19,510	37,377	3,365	14,503
Project<\$1M	209	2,296	4,777	658	1,823
<b>Water</b>	<b>3,483</b>	<b>48,762</b>	<b>80,407</b>	<b>5,798</b>	<b>25,848</b>
<b>TOTAL</b>	<b>\$ 16,654</b>	<b>\$ 120,317</b>	<b>\$ 192,785</b>	<b>\$ 17,953</b>	<b>\$ 54,515</b>

# OTHER ACTIVITY MEASURES

MEASURE	3RD QTR 2020	3RD QTR 2019	3RD QTR 2018	YTD 2020	YTD 2019	YTD 2018
New Commercial Permit Dollar Volume per Capita	\$63	\$77	\$320	\$289	\$355	\$634
Lodging Occupancy Rates*	56%	82%	80%	44%	70%	67%
New Sales Tax Licenses	378	569	390	1020	1569	1129
Terminated Sales Tax Licenses	100	82	243	839	462	720
Gross Sales Tax Collections	\$30M	\$31M	\$30M	\$85M	\$89M	\$87M
Gross Use Tax Collections	\$6M	\$5M	\$5M	\$15M	\$17M	\$15M

## **Glossary of Abbreviations:**

BOB	Building on Basics \$0.25 sales tax
CCIP	Community Capital Improvement Projects
CDBG	Community Development Block Grant
CMMS	Comprehensive Mosquito Management System
CMAQ	Congestion Mitigation and Air Quality
CIP	Capital Improvement Plan
CIS	Customer Information System
DAR	Dial - a - Ride
DOE	Department of Energy
DWRF	Drake Water Reclamation Facility
L&P	Light and Power
LTD	Life to Date
MWRF	Mulberry Water Reclamation Facility
PO's	Purchase Orders
QTR	Quarter
SW	Storm Water
WW	Waste Water
YTD	Year to Date