



**To:** Mayor Joe Jefferson and City Council  
**Through:** Eric Keck, City Manager  
**From:** Kathleen Rinkel, Finance and Administrative Services  
**Date:** September 19, 2016  
**Subject:** August, 2016 Monthly Financial Report (Non-quarter ending summary)

### August 2016 Year-To-Date City Funds Summary

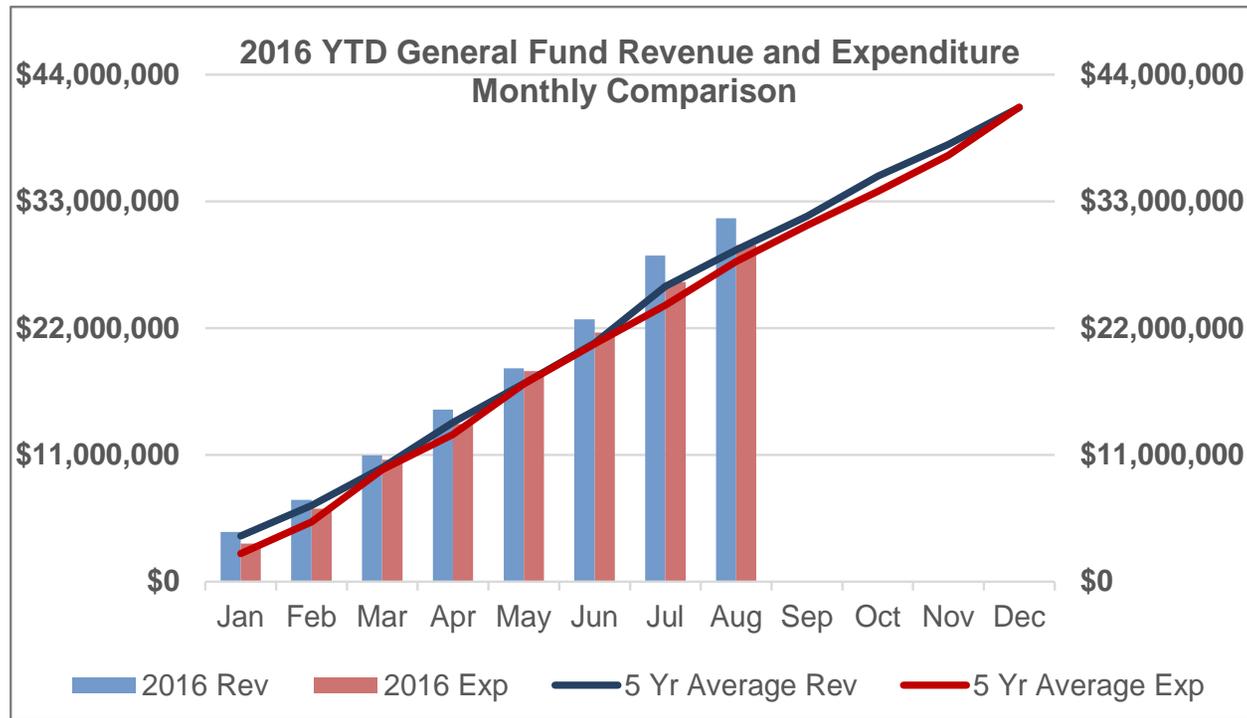
|   | Beginning<br>Balance | YTD Revenue   | YTD Expenditure | Other Sources<br>(Uses) | Restricted/<br>Committed<br>Balance | YTD Ending<br>Balance |
|---|----------------------|---------------|-----------------|-------------------------|-------------------------------------|-----------------------|
| <b>Governmental Fund Types (Fund Balance)</b>           |                      |               |                 |                         |                                     |                       |
| <b>General Fund</b>                                     | \$ 10,729,246        | \$ 31,543,081 | \$ 29,196,617   | \$ (1,979,343)          | \$ 3,373,099                        | \$ 7,723,267          |
| <b>Special Revenue Funds</b>                            |                      |               |                 |                         |                                     |                       |
| Conservation Trust                                      | 1,714,869            | 214,060       | 269,828         | (1,470,549)             | -                                   | 188,552               |
| Open Space  | 1,741,753            | 664,826       | 1,136,610       | (1,035,601)             | -                                   | 234,367               |
| Donors  | 568,955              | 117,253       | 103,710         | -                       | -                                   | 582,498               |
| Community Development                                   | -                    | 149,806       | 169,493         | 19,688                  | -                                   | -                     |
| Malley Center Trust                                     | 235,328              | 3,597         | -               | -                       | -                                   | 238,925               |
| Parks & Recreation Trust                                | 457,750              | 4,019         | 2,901           | -                       | -                                   | 458,869               |
| <b>Debt Service Fund</b>                                |                      |               |                 |                         |                                     |                       |
| General Obligation Bond                                 | 70,248               | 1,082,142     | 122,757         | -                       | -                                   | 1,029,634             |
| <b>Capital Projects Funds</b>                           |                      |               |                 |                         |                                     |                       |
| Public Improvement (PIF)                                | 5,104,383            | 2,163,420     | 1,154,052       | (3,970,750)             | -                                   | 2,143,001             |
| Multi-Year Capital Projects (MYCP) <sup>1</sup>         | 987,871              | 19,670        | 326,176         | (981,305)               | -                                   | (299,940)             |
| <b>Proprietary Fund Types (Funds Available Balance)</b> |                      |               |                 |                         |                                     |                       |
| <b>Enterprise Funds</b>                                 |                      |               |                 |                         |                                     |                       |
| Water   | \$ 11,272,599        | \$ 4,855,398  | \$ 5,332,881    | \$ -                    | \$ -                                | \$ 10,795,116         |
| Sewer   | 5,352,110            | 12,722,786    | 10,450,353      | -                       | 1,000,000                           | 6,624,543             |
| Stormwater Drainage                                     | 1,305,792            | 259,046       | 61,811          | -                       | 102,500                             | 1,400,527             |
| Golf Course   | 566,152              | 1,529,579     | 1,138,513       | -                       | 215,773                             | 741,445               |
| Concrete Utility  | 533,599              | 748,125       | 269,710         | -                       | -                                   | 1,012,013             |
| Housing Rehabilitation                                  | 1,239,257            | 263,544       | 139,980         | -                       | -                                   | 1,362,821             |
| <b>Internal Service Funds</b>                           |                      |               |                 |                         |                                     |                       |
| Central Services  | 55,995               | 173,656       | 191,407         | -                       | -                                   | 38,243                |
| ServiCenter   | 1,753,510            | 1,432,993     | 1,126,879       | -                       | -                                   | 2,059,624             |
| Capital Equipment Replacement (CERF)                    | 2,041,158            | 744,278       | 701,428         | -                       | -                                   | 2,084,008             |
| Employee Benefits <sup>2</sup>                          | 219,842              | 3,361,278     | 3,807,173       | -                       | -                                   | (226,053)             |
| Risk Management   | 402,211              | 1,575,640     | 923,126         | -                       | -                                   | 1,054,725             |

<sup>1</sup> Pending transfer will cover negative ending balance

<sup>2</sup> Insurance payments are made one month in advance (approximately \$400,000)

**GENERAL FUND REVENUES OVER/UNDER EXPENDITURES:**

YTD revenues exceed expenditures by \$2,346,465 compared to revenues exceeding expenditures by \$260,989 in 2015. The current year-end projection (based on the 2016 Budget) is for revenues to exceed expenditures by \$101,991.



**GENERAL FUND REVENUES:**

The 2016 calendar is 66.7% complete. The 2016 YTD revenues received, \$31,543,082 are 71.9% of the revenue estimate budget. Based on the 2011-2015 five year average of revenue recorded, approximately 70% is received YTD.

| Revenues                  | 2016              |                   |              | 2015              |                   |              | 2016 vs 2015   |             | Variance comments  |
|---------------------------|-------------------|-------------------|--------------|-------------------|-------------------|--------------|----------------|-------------|--|
|                           | Budget            | Aug-16            | % Budget     | Dec-15            | Aug-15            | % YTD        | \$ Diff        | % Diff      |  |
| Property Tax              | 3,349,000         | 3,299,119         | 98.5%        | 2,917,413         | 2,867,392         | 98.3%        | 431,727        | 15.1%       | Higher assessed property valuation in 2016                             |
| Specific Ownership Tax    | 260,000           | 201,526           | 77.5%        | 305,166           | 181,477           | 59.5%        | 20,049         | 11.0%       |  |
| Sales & Use Taxes         | 26,863,699        | 17,987,920        | 67.0%        | 26,603,384        | 18,218,213        | 68.5%        | (230,293)      | -1.3%       | Lower due mainly to outside city filings.                              |
| Cigarette Tax             | 170,050           | 123,774           | 72.8%        | 188,285           | 117,329           | 62.3%        | 6,445          | 5.5%        |  |
| Franchise Fees            | 3,173,550         | 1,998,353         | 63.0%        | 3,320,046         | 2,058,903         | 62.0%        | (60,550)       | -2.9%       |  |
| Hotel/Motel Tax           | 12,000            | 8,369             | 69.7%        | 12,060            | 9,757             | 80.9%        | (1,388)        | -14.2%      |  |
| Licenses & Permits        | 1,169,222         | 1,014,846         | 86.8%        | 1,612,118         | 1,086,693         | 67.4%        | (71,847)       | -6.6%       |  |
| Intergovernmental Revenue | 1,287,104         | 1,313,105         | 102.0%       | 1,766,019         | 1,054,648         | 59.7%        | 258,457        | 24.5%       | State and Local Police grants \$298,000 (also see Police expenditures) |
| Charges for Services      | 2,587,112         | 1,681,777         | 65.0%        | 2,963,932         | 2,054,671         | 69.3%        | (372,894)      | -18.1%      | EMS Services not provided in 2016 \$375,000                            |
| Parks and Recreation      | 2,592,400         | 2,211,825         | 85.3%        | 2,464,613         | 2,076,351         | 84.2%        | 135,474        | 6.5%        | Pirates Cove fee increase and better weather in 2016                   |
| Fines & Forfeitures       | 1,008,350         | 587,114           | 58.2%        | 1,047,268         | 717,795           | 68.5%        | (130,681)      | -18.2%      | Change in Court and Police community practices                         |
| Interest                  | 86,446            | 64,687            | 74.8%        | 43,866            | 55,015            | 125.4%       | 9,672          | 17.6%       |  |
| EMRF Rents                | 1,150,000         | 600,434           | 52.2%        | 873,347           | 576,942           | 66.1%        | 23,492         | 4.1%        |  |
| Miscellaneous             | 174,838           | 450,233           | 257.5%       | 217,408           | 120,252           | 55.3%        | 329,981        | 274.4%      | 2016 includes \$215,000 from EURA - Broadway Lofts development         |
| <b>Total Revenues</b>     | <b>43,883,771</b> | <b>31,543,082</b> | <b>71.9%</b> | <b>44,334,925</b> | <b>31,195,438</b> | <b>70.4%</b> | <b>347,644</b> | <b>1.1%</b> |  |

**GENERAL FUND EXPENDITURES:**

2016 YTD expenditures, \$29,196,617 are 66.5% of the budget appropriation. Based on the 2011-2015 five year average of expenditures recorded, approximately 67.4% is spent YTD.

| Expenditures                           | 2016              |                   |              | 2015              |                   |              | 2016 vs 2015       |              | Variance comments  |
|--|-------------------|-------------------|--------------|-------------------|-------------------|--------------|--------------------|--------------|--|
|  | Budget            | Aug-16            | % Budget     | Dec-15            | Aug-15            | % YTD        | \$ Diff            | % Diff       |  |
| Legislation                            | 365,572           | 221,381           | 60.6%        | 341,751           | 184,152           | 53.9%        | 37,229             | 20.2%        | On target to meet budget   |
| City Attorney                          | 810,022           | 339,284           | 41.9%        | 717,683           | 463,498           | 64.6%        | (124,214)          | -26.8%       | Lower personnel costs in 2016  |
| Court                                  | 1,058,583         | 620,528           | 58.6%        | 986,422           | 648,700           | 65.8%        | (28,172)           | -4.3%        | On target to meet budget   |
| City Manager (Including Fire Contract) | 6,586,762         | 4,986,992         | 75.7%        | 10,420,801        | 7,726,570         | 74.1%        | (2,739,578)        | -35.5%       | 2015 includes the final fire payout of \$2,146,000.                          |
| Finance and Human Resources            | 2,483,943         | 1,582,342         | 63.7%        | 2,246,031         | 1,435,257         | 63.9%        | 147,085            | 10.2%        | On target to meet budget   |
| Information Technology                 | 1,481,726         | 910,167           | 61.4%        | 1,387,054         | 879,323           | 63.4%        | 30,844             | 3.5%         | On target to meet budget   |
| Public Works                           | 6,208,706         | 3,949,162         | 63.6%        | 5,707,695         | 3,657,584         | 64.1%        | 291,578            | 8.0%         | On target to meet budget   |
| Police                                 | 13,247,547        | 8,816,985         | 66.6%        | 12,448,235        | 8,301,577         | 66.7%        | 515,408            | 6.2%         | State and Local Police grants \$298,000 (also see intergovernmental revenue) |
| Community Development                  | 2,134,378         | 1,211,793         | 56.8%        | 1,095,440         | 1,357,569         | 123.9%       | (145,776)          | -10.7%       | Lower personnel costs in 2016  |
| Parks, Recreation and Library          | 7,377,773         | 4,676,075         | 63.4%        | 6,780,438         | 4,556,053         | 67.2%        | 120,022            | 2.6%         | On target to meet budget   |
| Debt Service                           | 1,871,644         | 1,735,117         | 92.7%        | 1,693,760         | 1,567,898         | 92.6%        | 167,219            | 10.7%        | 2016 Paid final two yearly Fire Truck lease payments \$236,000               |
| Contingency                            | 250,000           | 146,791           | 58.7%        | 511,879           | 156,268           | 30.5%        | (9,477)            | -6.1%        | On target to meet budget   |
| <b>Total Expenditures</b>              | <b>43,876,656</b> | <b>29,196,617</b> | <b>66.5%</b> | <b>44,337,189</b> | <b>30,934,449</b> | <b>69.8%</b> | <b>(1,737,832)</b> | <b>-5.6%</b> | General Fund expenditures are on track to meet budgeted amounts              |

**GENERAL FUND TRANSFERS:**

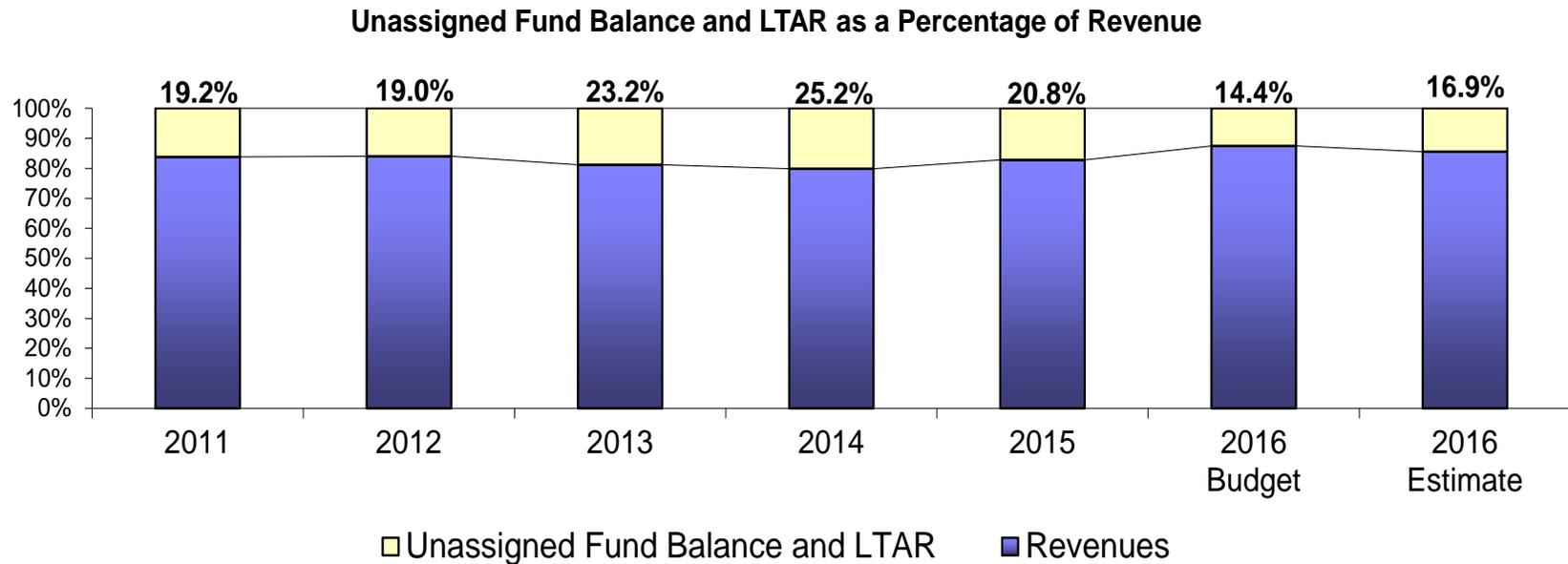
2016 year-to-date net transfers-out of \$1,979,345 were made as of August 2016.

- \$1,179,335 transferred to the Public Improvement Fund for capital improvement projects.
- \$800,000 transferred to the Englewood McLellan Reservoir Fund for road construction to be repaid in 2017.

**GENERAL FUND - FUND BALANCE:**

The estimated year-end total fund balance is \$8,851,892 or 20.3% of projected total revenue. Recently adopted Fund Balance Policy calls for a targeted unassigned fund balance of 16.7%.

- The estimated combined unassigned and LTAR fund balances for 2016 are projected at \$7,341,892 or 16.9% of projected revenues.
- The Long Term Asset Reserve (LTAR) balance is \$1,863,099.
- The TABOR Emergency Reserve is \$1,510,000.



**General Fund Comparative Revenue, Expenditure & Fund Balance Report**  
as of August 31, 2016

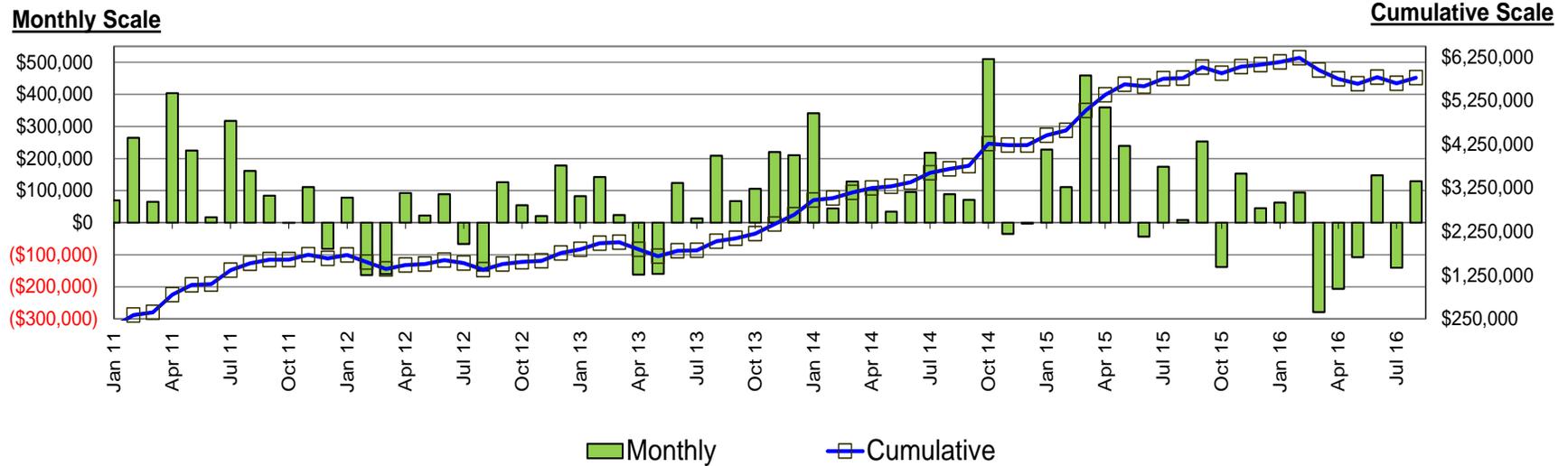
Percentage of Year Completed = 66.7%

| <i>Fund Balance January 1</i>                        | \$ 9,658,951         | \$ 10,729,246        | \$ 10,729,246 | \$ 12,211,250                 | \$ 12,211,250        | \$ 10,913,833        | \$ 10,913,833 |                      |                      |              |                       |              |
|--|----------------------|----------------------|---------------|-------------------------------|----------------------|----------------------|---------------|----------------------|----------------------|--------------|-----------------------|--------------|
|  | 2016                 |                      |               |                               | 2015                 |                      |               | 2014                 |                      |              | 2016 vs 2015          |              |
|  | Original Budget      | Aug-16               | % Budget      | YE Estimate*                  | Dec-15               | Aug-15               | % YTD         | Dec-14               | Aug-14               | % YTD        | \$ Diff               | % Diff       |
| <b>Revenues</b>                                      |                      |                      |               |                               |                      |                      |               |                      |                      |              |                       |              |
| Property Tax   | \$ 3,349,000         | \$ 3,299,119         | 98.5%         | \$ 3,359,000                  | \$ 2,917,413         | \$ 2,867,392         | 98.3%         | \$ 2,892,433         | \$ 2,844,065         | 98.3%        | \$ 431,727            | 15.1%        |
| Specific Ownership Tax                               | 260,000              | 201,526              | 77.5%         | 300,000                       | 305,166              | 181,477              | 59.5%         | 291,670              | 167,954              | 57.6%        | 20,049                | 11.0%        |
| Sales & Use Taxes                                    | 26,863,699           | 17,987,920           | 67.0%         | 26,188,699                    | 26,603,384           | 18,218,213           | 68.5%         | 24,839,297           | 16,637,386           | 67.0%        | (230,293)             | -1.3%        |
| Cigarette Tax  | 170,050              | 123,774              | 72.8%         | 180,000                       | 188,285              | 117,329              | 62.3%         | 188,652              | 122,656              | 65.0%        | 6,445                 | 5.5%         |
| Franchise Fees                                       | 3,173,550            | 1,998,353            | 63.0%         | 3,192,550                     | 3,320,046            | 2,058,903            | 62.0%         | 3,207,978            | 1,857,715            | 57.9%        | (60,550)              | -2.9%        |
| Hotel/Motel Tax                                      | 12,000               | 8,369                | 69.7%         | 12,000                        | 12,060               | 9,757                | 80.9%         | 11,948               | 7,989                | 66.9%        | (1,388)               | -14.2%       |
| Licenses & Permits                                   | 1,169,222            | 1,014,846            | 86.8%         | 1,316,338                     | 1,612,118            | 1,086,693            | 67.4%         | 1,576,299            | 968,971              | 61.5%        | (71,847)              | -6.6%        |
| Intergovernmental Revenue                            | 1,287,104            | 1,313,105            | 102.0%        | 1,289,529                     | 1,766,019            | 1,054,648            | 59.7%         | 1,869,045            | 874,640              | 46.8%        | 258,457               | 24.5%        |
| Charges for Services                                 | 2,587,112            | 1,681,777            | 65.0%         | 2,585,577                     | 2,963,932            | 2,054,671            | 69.3%         | 3,215,032            | 2,097,610            | 65.2%        | (372,894)             | -18.1%       |
| Parks and Recreation                                 | 2,592,400            | 2,211,825            | 85.3%         | 2,600,850                     | 2,464,613            | 2,076,351            | 84.2%         | 2,466,421            | 2,128,177            | 86.3%        | 135,474               | 6.5%         |
| Fines & Forfeitures                                  | 1,008,350            | 587,114              | 58.2%         | 895,450                       | 1,047,268            | 717,795              | 68.5%         | 1,350,164            | 929,521              | 68.8%        | (130,681)             | -18.2%       |
| Interest   | 86,446               | 64,687               | 74.8%         | 55,446                        | 43,866               | 55,015               | 125.4%        | 68,340               | 63,778               | 93.3%        | 9,672                 | 17.6%        |
| EMRF Rents   | 1,150,000            | 600,434              | 52.2%         | 1,071,000                     | 873,347              | 576,942              | 66.1%         | 684,683              | 442,711              | 64.7%        | 23,492                | 4.1%         |
| Miscellaneous  | 174,838              | 450,233              | 257.5%        | 463,862                       | 217,408              | 120,252              | 55.3%         | 210,531              | 121,212              | 57.6%        | 329,981               | 274.4%       |
| <b>Total Revenues</b>                                | <b>\$ 43,883,771</b> | <b>\$ 31,543,082</b> | <b>71.9%</b>  | <b>\$ 43,510,301</b>          | <b>\$ 44,334,925</b> | <b>\$ 31,195,438</b> | <b>70.4%</b>  | <b>\$ 42,872,493</b> | <b>\$ 29,264,385</b> | <b>68.3%</b> | <b>\$ 347,644</b>     | <b>1.1%</b>  |
| <b>Expenditures</b>                                  |                      |                      |               |                               |                      |                      |               |                      |                      |              |                       |              |
| Legislation  | 365,572              | 221,381              | 60.6%         | 450,904                       | 341,751              | 184,152              | 53.9%         | 329,738              | 195,543              | 59.3%        | 37,229                | 20.2%        |
| City Attorney  | 810,022              | 339,284              | 41.9%         | 732,030                       | 717,683              | 463,498              | 64.6%         | 726,377              | 466,223              | 64.2%        | (124,214)             | -26.8%       |
| Court  | 1,058,583            | 620,528              | 58.6%         | 1,017,873                     | 986,422              | 648,700              | 65.8%         | 942,264              | 613,648              | 65.1%        | (28,172)              | -4.3%        |
| City Manager (Including Fire Contract)               | 6,586,762            | 4,986,992            | 75.7%         | 6,672,531                     | 10,420,801           | 7,726,570            | 74.1%         | 9,849,643            | 5,440,867            | 55.2%        | (2,739,578)           | -35.5%       |
| Finance and Human Resources                          | 2,483,943            | 1,582,342            | 63.7%         | 2,506,768                     | 2,246,031            | 1,435,257            | 63.9%         | 2,008,689            | 1,284,935            | 64.0%        | 147,085               | 10.2%        |
| Information Technology                               | 1,481,726            | 910,167              | 61.4%         | 1,405,269                     | 1,387,054            | 879,323              | 63.4%         | 1,348,275            | 857,071              | 63.6%        | 30,844                | 3.5%         |
| Public Works   | 6,208,706            | 3,949,162            | 63.6%         | 6,075,591                     | 5,707,695            | 3,657,584            | 64.1%         | 5,440,975            | 3,539,298            | 65.0%        | 291,578               | 8.0%         |
| Police   | 13,247,547           | 8,816,985            | 66.6%         | 13,140,563                    | 12,448,235           | 8,301,577            | 66.7%         | 11,872,226           | 7,754,382            | 65.3%        | 515,408               | 6.2%         |
| Community Development                                | 2,134,378            | 1,211,793            | 56.8%         | 2,123,588                     | 1,095,440            | 1,357,569            | 123.9%        | 1,128,034            | 1,136,930            | 100.8%       | (145,776)             | -10.7%       |
| Parks, Recreation and Library                        | 7,377,773            | 4,676,075            | 63.4%         | 7,213,889                     | 6,780,438            | 4,556,053            | 67.2%         | 6,739,874            | 4,663,168            | 69.2%        | 120,022               | 2.6%         |
| Debt Service   | 1,871,644            | 1,735,117            | 92.7%         | 1,871,644                     | 1,693,760            | 1,567,898            | 92.6%         | 1,869,902            | 1,548,271            | 82.8%        | 167,219               | 10.7%        |
| Contingency  | 250,000              | 146,791              | 58.7%         | 197,660                       | 511,879              | 156,268              | 30.5%         | 211,623              | 96,071               | 45.4%        | (9,477)               | -6.1%        |
| <b>Total Expenditures</b>                            | <b>\$ 43,876,656</b> | <b>\$ 29,196,617</b> | <b>66.5%</b>  | <b>\$ 43,408,310</b>          | <b>\$ 44,337,189</b> | <b>\$ 30,934,449</b> | <b>69.8%</b>  | <b>\$ 42,467,620</b> | <b>\$ 27,596,407</b> | <b>65.0%</b> | <b>\$ (1,737,832)</b> | <b>-5.6%</b> |
| <b>Fund Balance Analysis</b>                         | <b>Budget</b>        | <b>Aug-16</b>        |               | <b>YE Estimate*</b>           | <b>Dec-15</b>        |                      |               | <b>Dec-14</b>        |                      |              |                       |              |
| Excess revenues over (under) expenditures            | 7,115                | 2,346,465            |               | 101,991                       | (2,264)              |                      |               | 404,873              |                      |              |                       |              |
| Net transfers in (out)                               | (1,979,345)          | (1,979,345)          |               | (1,979,345)                   | (1,479,740)          |                      |               | 892,544              |                      |              |                       |              |
| <b>Total Fund Balance</b>                            | <b>\$ 7,686,721</b>  | <b>\$ 11,096,366</b> |               | <b>\$ 8,851,892</b>           | <b>\$ 10,729,246</b> |                      |               | <b>\$ 12,211,250</b> |                      |              |                       |              |
| <b>Restricted Fund Balance</b>                       |                      |                      |               |                               |                      |                      |               |                      |                      |              |                       |              |
| -Emergencies (TABOR)                                 | 1,400,000            | 1,510,000            |               | 1,510,000                     | 1,510,000            |                      |               | 1,400,000            |                      |              |                       |              |
| <b>Committed Fund Balance</b>                        |                      |                      |               |                               |                      |                      |               |                      |                      |              |                       |              |
| -LTAR  | 1,863,099            | 1,863,099            |               | 1,863,099                     | 2,663,099            |                      |               | 2,663,099            |                      |              |                       |              |
| <b>Estimated Unassigned Fund Balance</b>             | <b>\$ 4,423,622</b>  | <b>\$ 7,723,267</b>  |               | <b>\$ 5,478,793</b>           | <b>\$ 6,556,147</b>  |                      |               | <b>\$ 8,148,151</b>  |                      |              |                       |              |
| <b>Unassigned plus Committed (LTAR) Fund Balance</b> | <b>\$ 6,286,721</b>  | <b>\$ 9,586,366</b>  |               | <b>\$ 7,341,892</b>           | <b>\$ 9,219,246</b>  |                      |               | <b>\$ 10,811,250</b> |                      |              |                       |              |
| As a percentage of projected revenues                | 14.4%                | 22.0%                |               | 16.9%                         | 20.8%                |                      |               | 25.2%                |                      |              |                       |              |
| As a percentage of budgeted revenues                 | 14.3%                | 21.8%                |               | 16.7%                         |                      |                      |               |                      |                      |              |                       |              |
|  |                      |                      |               | Target (16.7%) = \$ 7,253,167 |                      |                      |               |                      |                      |              |                       |              |

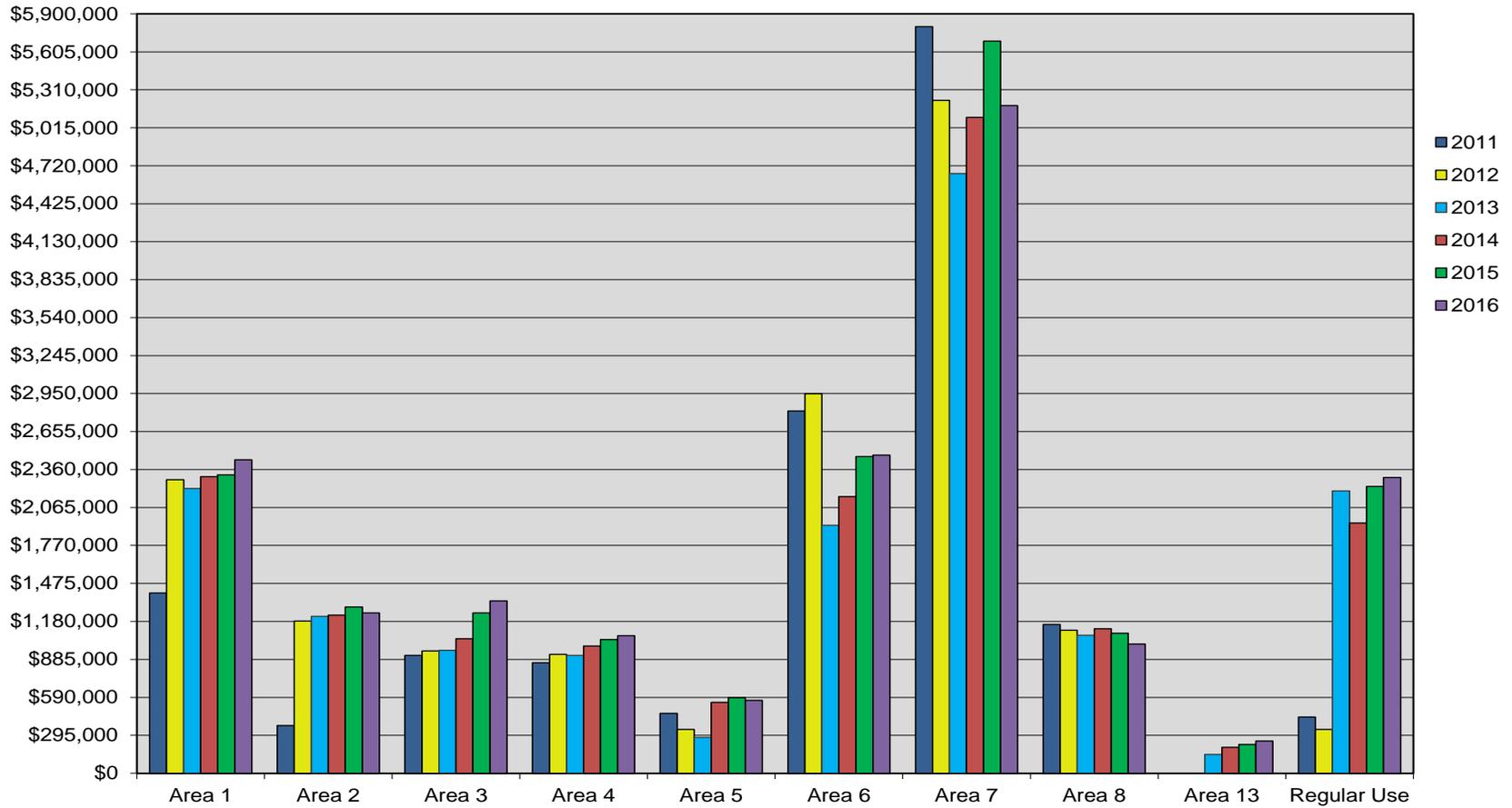
**SALES AND USE TAX ANALYSIS:**

The next chart illustrates sales tax collections (cash basis) by month and cumulative for the years presented. For the period presented, the bar graph depicts the change in collections for a month as compared to the prior year, while the cumulative line graph is based on the beginning period monthly change in sales and use tax collections as adjusted by each consecutive month change.

**2011 - 2016 Monthly Change - Sales and Use Tax Receipts**



YTD Sales and Use Collections by Area 2011-2016



**Outside City (Business Area 7) Sales Tax:**

- Outside City sales tax receipts (cash basis) were down \$499,989 or 8.8 percent compared to last year. The reduction in outside city sales tax is due to several Information Technology and Communication type businesses that had 2015 sales for products that are not typically repurchased annually by consumers.
- At this time potential refunds total approximately \$1,500,000 for claims submitted to Englewood but not completed; the balance of the account to cover intercity claims is \$1,250,000.

**City Center Englewood (Business Area 1) Sales Tax:**

Sales tax revenue collected through August 2016 were \$2,435,535 or \$117,235 or 5.1% more than last year during the same period of time.

**Sales & Use Tax Collections Year-to-Date Comparison (Cash Basis)  
for the month of August 2016**

|  | 2011       | % Change | 2012       | % Change | 2013       | % Change | 2014       | % Change | 2015       | % Change | 2016       | % Change | \$ Change  |
|--|------------|----------|------------|----------|------------|----------|------------|----------|------------|----------|------------|----------|------------|
| <b>Area 1</b>                          | 1,400,843  | -0.58%   | 2,281,425  | 62.86%   | 2,213,047  | -3.00%   | 2,305,354  | 4.17%    | 2,318,300  | 0.56%    | 2,435,535  | 5.06%    | 117,235    |
| <b>Area 2</b>                          | 371,174    | 10.07%   | 1,182,590  | 218.61%  | 1,219,827  | 3.15%    | 1,229,088  | 0.76%    | 1,292,221  | 5.14%    | 1,245,539  | -3.61%   | -46,682    |
| <b>Area 3</b>                          | 915,990    | -1.98%   | 950,404    | 3.76%    | 954,951    | 0.48%    | 1,045,999  | 9.53%    | 1,246,170  | 19.14%   | 1,339,004  | 7.45%    | 92,835     |
| <b>Area 4</b>                          | 859,505    | -10.07%  | 923,553    | 7.45%    | 916,373    | -0.78%   | 988,086    | 7.83%    | 1,038,629  | 5.12%    | 1,068,814  | 2.91%    | 30,185     |
| <b>Area 5</b>                          | 466,138    | 7.62%    | 341,857    | -26.66%  | 279,011    | -18.38%  | 551,579    | 97.69%   | 587,661    | 6.54%    | 567,560    | -3.42%   | -20,101    |
| <b>Area 6</b>                          | 2,814,859  | 6.68%    | 2,949,127  | 4.77%    | 1,926,940  | -34.66%  | 2,149,682  | 11.56%   | 2,461,093  | 14.49%   | 2,471,834  | 0.44%    | 10,741     |
| <b>Area 7</b>                          | 5,800,128  | 31.35%   | 5,228,301  | -9.86%   | 4,659,546  | -10.88%  | 5,096,283  | 9.37%    | 5,687,246  | 11.60%   | 5,187,257  | -8.79%   | -499,989   |
| <b>Area 8</b>                          | 1,155,990  | -4.76%   | 1,111,745  | -3.83%   | 1,071,933  | -3.58%   | 1,123,616  | 4.82%    | 1,088,110  | -3.16%   | 1,005,110  | -7.63%   | -83,001    |
| <b>Area 13</b>                         | 0          | 0.00%    | 0          | 0.00%    | 147,511    | 0.00%    | 202,449    | 37.24%   | 224,334    | 10.81%   | 251,568    | 12.14%   | 27,234     |
| <b>Regular Use</b>                     | 437,383    | 13.24%   | 341,529    | -21.92%  | 2,194,538  | 542.56%  | 1,945,251  | -11.36%  | 2,228,961  | 14.58%   | 2,298,798  | 3.13%    | 69,837     |
| <b>Subtotal</b>                        | 14,222,009 | 11.78%   | 15,310,529 | 7.65%    | 15,583,679 | 1.78%    | 16,637,386 | 6.76%    | 18,172,724 | 9.23%    | 17,871,020 | -1.66%   | -301,704   |
| <b>Area 9</b>                          | 1,229,691  | 1.68%    | 0          | -100.00% | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          |
| <b>Area 10</b>                         | 19,359     | 23.50%   | 0          | -100.00% | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          |
| <b>Area 9 and 10</b>                   | 1,249,050  | 1.96%    | 0          | -100.00% | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          |
| <b>Area 11</b>                         | 95,534     | 1.51%    | 0          | -100.00% | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          |
| <b>Area 12</b>                         | 2,850      | 4.45%    | 0          | -100.00% | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          |
| <b>Area 11 and 12</b>                  | 98,384     | 1.60%    | 0          | -100.00% | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          |
| <b>Subtotal</b>                        | 1,347,434  | 1.94%    | 0          | -100.00% | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          | 0.00%    | 0          |
| <b>Total</b>                           | 15,569,443 | 10.85%   | 15,310,529 | -1.66%   | 15,583,679 | 1.78%    | 16,637,386 | 6.76%    | 18,172,724 | 9.23%    | 17,871,020 | -1.66%   | -301,704   |
| <b>Refunds</b>                         | 32,392     | -83.68%  | 122,919    | 279.47%  | 20,951     | -82.96%  | 75,718     | 261.40%  | 63,298     | -16.40%  | 50,285     | -20.56%  | -13,013    |
| <b>Audit &amp; Collections Revenue</b> | 170,029    | -41.94%  | 101,143    | -40.51%  | 97,700     | -3.40%   | 160,004    | 63.77%   | 162,694    | 1.68%    | 79,449     | -51.17%  | -83,244    |
| <b>**included Above</b>                |            |          |            |          |            |          |            |          |            |          |            |          |            |
| <b>Unearned Sales Tax</b>              | 1,100,000  | 83.33%   | 1,150,000  | 4.55%    | 1,150,000  | 0.00%    | 1,150,000  | 0.00%    | 1,250,000  | 8.70%    | 1,250,000  | 0.00%    | 0          |
| <b>Building Use</b>                    | 438,725    | 31.40%   | 492,765    | 12.32%   | 1,446,991  | 193.65%  | 1,567,115  | 8.30%    | 1,935,792  | 23.53%   | 803,778    | -58.48%  | -1,132,013 |
| <b>Vehicle Use</b>                     | 624,014    | 2.96%    | 855,418    | 37.08%   | 928,295    | 8.52%    | 1,028,849  | 10.83%   | 1,141,346  | 10.93%   | 1,346,724  | 17.99%   | 205,379    |

| Business Area | \$ YTD Variance CY vs PY | % YTD Variance CY vs PY | YTD New Businesses | YTD Closed Businesses | YTD Net New (Closed) Businesses | Comments   |
|---------------|--------------------------|-------------------------|--------------------|-----------------------|---------------------------------|--|
| Area 1        | 117,235                  | 5.06%                   | 11                 | (13)                  | (2)                             | Variance is due primarily to better economic conditions in 2016 versus 2015.   |
| Area 2        | (46,682)                 | -3.61%                  | 20                 | (9)                   | 11                              | Variance is due primarily to better economic conditions in <b>2015</b> versus 2016.  |
| Area 3        | 92,835                   | 7.45%                   | 12                 | (5)                   | 7                               | Variance is due primarily to better economic conditions in 2016 versus 2015.   |
| Area 4        | 30,185                   | 2.91%                   | 1                  | -                     | 1                               | Variance is due primarily to better economic conditions in 2016 versus 2015.   |
| Area 5        | (20,101)                 | -3.42%                  | 9                  | (3)                   | 6                               | Variance is due primarily to better economic conditions in 2016 versus 2015.   |
| Area 6        | 10,741                   | 0.44%                   | 52                 | (24)                  | 28                              | Variance is due primarily to better economic conditions in 2016 versus 2015.   |
| Area 7        | (499,989)                | -8.79%                  | 245                | (137)                 | 108                             | Variance is due primarily to several tax remitters who filed collectively more "one-time taxable sales" in <b>2015</b> than in 2016.   |
| Area 8        | (83,001)                 | -7.63%                  | -                  | -                     | -                               | Variance is due in part to mild temperatures that led to lower energy usage in 2016 versus 2015 and to more customers switching from landlines to cellphones in 2016 as compared to 2015.  |
| Area 13       | 27,234                   | 12.14%                  | 1                  | -                     | 1                               | Variance is due primarily to better economic conditions in 2016 versus 2015.   |
| Regular Use   | 69,837                   | 3.13%                   | N/A                | N/A                   | N/A                             | Use tax revenue fluctuates depending on the timing of when businesses replace large ticket items such as operating machinery and equipment. If items purchased outside of Englewood at a local tax rate less than 3.5%, then the tax payer is liable for the difference between the local tax paid and 3.5% tax due. |
| Totals        | (301,704)                | -1.66%                  | 351                | (191)                 | 160                             |  |

### CLOSING

The Finance and Administrative Services Department staff works closely with the City Manager's Office and the various departments to help identify revenue and expenditure threats, trends and opportunities as well as strategies to balance revenues and expenditures. The City Council will be provided monthly financial reports. It is important to frequently monitor the financial condition of the City so City staff and Council can work together to take action, if necessary, to maintain service levels, employees, and fiscal health of the City.

This report will be reviewed with City Council at an upcoming study session. If you have any questions regarding this report, please contact me at 303.762.2401.