



City of Englewood

To: Mayor Randy Penn and City Council
From: Frank Gryglewicz, Director of Finance and Administrative Services
Date: February 6, 2012
Subject: December 2011 Financial Report

Summary of the December 2011 General Fund Financial Report (Please note the numbers in this Report are not audited and subject to change until the Comprehensive Annual Financial Report is presented to Council)

REVENUES:

- Through December 2011, the City of Englewood collected **\$37,894,323 or \$1,179,869 or 3.2 percent more** than 2010.
- The City collected \$2,994,213 in property and \$246,062 in specific ownership tax through December.
- **Year-to-date sales and use tax revenues were \$21,687,110 or \$820,595 or 3.9 percent more than December 2010**
- Cigarette tax collections were down \$5,557 compared to last year.
- Franchise fee collections were \$3,357 less than last year.
- Licenses and permit collections were \$42,637 more than 2010.
- Intergovernmental revenues were \$488,765 more than the prior year.
- Charges for services decreased \$10,271 from last year.
- Recreation revenues increased \$145,440 from 2010.
- Fines and forfeitures were \$153,199 less than last year.
- Investment income was \$8,681 less than last year.
- Miscellaneous revenues were \$93,474 less than last year.

OUTSIDE CITY:

- Outside City sales and use tax receipts (cash basis) were up \$1,558,391 or 24.77 percent compared to last year, \$1,188,000 of the total amount collected is due to the receipt of *one-time sales and use tax revenue* from several taxpayers and \$56,000 is due to a refund in 2010. The City has classified \$600,000 as “unearned” at this time.
- 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 \$1,150,000.

CITY CENTER ENGLEWOOD (CCE):

- Sales and use tax revenue collected through December 2011 were \$2,078,548 or \$12,737 less than last year during the same period.

EXPENDITURES:

- Expenditures through December were \$39,534,134 or \$632,792 (1.6 percent) more than the \$38,901,342 expended through December 2010. Actual expenditures were \$896,379 (2.2 percent) under budget. The City refunded \$45,233 in sales and use tax claims in 2011.

REVENUES OVER/UNDER EXPENDITURES:

- Expenditures exceeded revenues by \$1,639,811 this year compared to expenditures exceeding revenues by \$2,186,888 in 2010.

TRANSFERS:

- Net 2011 transfers-in to date of \$2,052,782 were made by the end of December 2011.

FUND BALANCE:

- The unaudited total fund balance is \$8,907,651 or 23.5% of revenue. The 2011 Reserves total \$3,855,161 or 10.2% of unaudited revenue. The unreserved/undesignated reserves for 2011 are estimated at \$5,052,490 or 13.3 percent of unaudited revenues.
- The 2011 unaudited Long Term Asset Reserve (LTAR) balance is \$2,406,649 (please refer to page 13).

PUBLIC IMPROVEMENT FUND (PIF):

- The PIF has collected \$2,040,974 in revenues and spent \$3,635,904 year-to-date. Unaudited year-end fund balance is \$431,772.

General Fund Comparative Revenue, Expenditure & Fund Balance Report as of December 31, 2011

Percentage of Year Completed = 100%

Fund Balance January 1	\$ 8,157,514	\$ 8,494,679	\$ 8,494,679	\$ 9,234,957	\$ 9,234,957	\$ 11,102,763	\$ 11,102,763			
Revenues	2011				2010			2009		
	Budget	Dec-11	% Budget	YE Estimate	Dec-10	Dec-10	% YTD	Dec-09	Dec-09	% YTD
Property Tax	3,017,000	2,994,213	99.24%	2,994,213	3,020,884	3,020,884	100.00%	2,971,303	2,971,303	100.00%
Specific Ownership Tax	250,000	246,062	98.42%	246,062	263,434	263,434	100.00%	276,415	276,415	100.00%
Sales & Use Taxes	21,216,000	21,687,110	102.22%	21,687,110	20,866,515	20,866,515	100.00%	20,624,659	20,624,659	100.00%
Cigarette Tax	190,000	190,763	100.40%	190,763	196,320	196,320	100.00%	218,448	218,448	100.00%
Franchise Fees	2,650,851	2,616,834	98.72%	2,616,834	2,620,191	2,620,191	100.00%	2,452,611	2,452,611	100.00%
Hotel/Motel Tax	8,713	9,820	112.71%	9,820	8,806	8,806	100.00%	9,141	9,141	100.00%
Licenses & Permits	575,100	738,200	128.36%	738,200	695,563	695,563	100.00%	588,303	588,303	100.00%
Intergovernmental Revenue	1,459,564	1,954,735	133.93%	1,954,735	1,465,970	1,465,970	100.00%	1,333,688	1,333,688	100.00%
Charges for Services	3,338,567	3,244,559	97.18%	3,244,559	3,254,830	3,254,830	100.00%	3,163,735	3,163,735	100.00%
Recreation	2,587,653	2,635,221	101.84%	2,635,221	2,489,781	2,489,781	100.00%	2,315,598	2,315,598	100.00%
Fines & Forfeitures	1,509,150	1,284,758	85.13%	1,284,758	1,437,957	1,437,957	100.00%	1,639,678	1,639,678	100.00%
Interest	200,000	91,864	45.93%	91,864	100,545	100,545	100.00%	229,999	229,999	100.00%
Miscellaneous	421,507	200,184	47.49%	200,184	293,658	293,658	100.00%	643,311	643,311	100.00%
Total Revenues	37,424,105	37,894,323	101.26%	37,894,323	36,714,454	36,714,454	100.00%	36,466,889	36,466,889	100.00%
Expenditures										
Legislation	346,120	298,731	86.31%	298,731	309,870	309,870	100.00%	346,045	346,045	100.00%
City Attorney	762,518	706,841	92.70%	706,841	702,228	702,228	100.00%	678,038	678,038	100.00%
Court	999,105	848,775	84.95%	848,775	901,469	901,469	100.00%	914,493	914,493	100.00%
City Manager	664,732	639,184	96.16%	639,184	659,882	659,882	100.00%	674,170	674,170	100.00%
Human Resources	481,102	430,792	89.54%	430,792	419,421	419,421	100.00%	456,275	456,275	100.00%
Financial Services	1,550,906	1,446,292	93.25%	1,446,292	1,445,581	1,445,581	100.00%	1,575,924	1,575,924	100.00%
Information Technology	1,338,543	1,332,766	99.57%	1,332,766	1,280,660	1,280,660	100.00%	1,360,237	1,360,237	100.00%
Public Works	5,498,891	5,237,754	95.25%	5,237,754	5,137,364	5,137,364	100.00%	5,152,891	5,152,891	100.00%
Fire Department	7,465,775	7,678,989	102.86%	7,678,989	7,425,903	7,425,903	100.00%	7,320,268	7,320,268	100.00%
Police Department	10,587,026	10,395,239	98.19%	10,395,239	10,312,633	10,312,633	100.00%	10,183,891	10,183,891	100.00%
Community Development	1,344,556	1,358,764	101.06%	1,358,764	1,301,473	1,301,473	100.00%	1,366,437	1,366,437	100.00%
Library	1,256,520	1,143,605	91.01%	1,143,605	1,284,083	1,284,083	100.00%	1,275,554	1,275,554	100.00%
Recreation	5,969,515	5,705,389	95.58%	5,705,389	5,811,809	5,811,809	100.00%	5,727,968	5,727,968	100.00%
Debt Service	2,075,204	2,158,590	104.02%	2,158,590	1,860,827	1,860,827	100.00%	1,805,208	1,805,208	100.00%
Contingency	90,000	152,423	169.36%	152,423	48,139	48,139	100.00%	160,578	160,578	100.00%
Total Expenditures	40,430,513	39,534,134	97.78%	39,534,134	38,901,342	38,901,342	100.00%	38,997,977	38,997,977	100.00%
Excess revenues over (under) expenditures	(3,006,408)	(1,639,811)	54.54%	(1,639,811)	(2,186,888)	(2,186,888)		(2,531,088)	(2,531,088)	
Net transfers in (out)	2,519,204	2,052,783	81.49%	2,052,783	1,446,610	1,446,610	100.00%	663,282	663,282	100.00%
Total Fund Balance	\$ 7,670,310	\$ 8,907,651	116.13%	\$ 8,907,651	\$ 8,494,679	\$ 8,494,679	100.00%	\$ 9,234,957	\$ 9,234,957	100.00%

Fund Balance Analysis

Total Fund Balance	\$ 7,670,310	\$ 8,907,651	\$ 8,907,651	\$ 8,494,679	\$ 9,234,957
Reserves/designations:					
-Emergencies (TABOR)	1,170,000	1,150,000	1,150,000	1,150,000	1,170,000
-LTAR	2,713,467	2,406,649	2,406,649	2,130,520	3,131,980
-MOA	-	-	-	-	39,200
-COPS Grant	298,512	298,512	298,512	298,512	-
Reserved Fund Balance	\$ 4,181,979	\$ 3,855,161	\$ 3,855,161	\$ 3,579,032	\$ 4,341,180
Estimated unres/undesig Fund Balance	\$ 3,488,331	\$ 5,052,490	\$ 5,052,490	\$ 4,915,647	\$ 4,893,777
As a percentage of projected revenues	9.21%	13.33%	13.39%	13.39%	13.42%
As a percentage of budgeted revenues	9.32%	13.50%			
Target	3,742,411	-	5,613,616		



City of Englewood

To: Mayor Randy Penn and City Council
From: Frank Gryglewicz, Director of Finance and Administrative Services
Date: February 7, 2012
Subject: January 2012 Financial Report

Please note any references to 2011 have not been audited and are subject to change until the annual audit and Comprehensive Annual Financial Report is completed.

REVENUES:

- Through January 2012, the City of Englewood collected **\$3,698,355 or \$33,765 or .9 percent less** than last year (See the chart on page 3 and the attached full report for details on changes in revenue in past year. Please note Intergovernmental Revenue is the main reason for the overall revenue reduction between 2012 and 2011. In 2011 the City received one-time grants that increased total revenues collected.
- The City collected no property or specific ownership tax through January (this is a normal collection pattern).
- **Year-to-date sales and use tax revenues were \$2,757,092 or \$78,486 or 2.9 percent more than January 2011**
- Cigarette tax collections were down \$1,979 compared to last year.
- Franchise fee collections were \$2,040 less than last year.
- Licenses and permit collections were \$59,159 more than 2011.
- Intergovernmental revenues were \$203,139 less than the prior year.
- Charges for services decreased \$39,555 from last year.
- Recreation revenues increased \$14,522 from 2011.
- Fines and forfeitures were \$15,522 less than last year.
- Investment income was \$14,527 more than last year.
- Miscellaneous revenues were \$30,641 more than last year.

OUTSIDE CITY:

- Outside City sales and use tax receipts (cash basis) were up \$178,858 or 16.4 percent compared to last year.
- 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 \$1,150,000.

CITY CENTER ENGLEWOOD (CCE):

- Sales and use tax revenue collected through January 2012 were \$238,023 or \$1,843 more than last year during the same period.

EXPENDITURES:

- Expenditures through January were \$1,945,250 or \$168,377 (eight percent) less than the \$2,113,627 expended through January 2011. The City's refund of sales and use tax claims through January 2012 totaled \$4,484.

REVENUES OVER/UNDER EXPENDITURES:

- Revenues exceeded expenditures by \$1,753,105 this year compared to revenues exceeding expenditures by \$1,618,493 in 2011.

TRANSFERS:

- Net 2011 transfers-in to date of \$1,388,904 were made by the end of January 2012 (please refer to page 13 for the make-up).

FUND BALANCE:

- The unaudited total fund balance is \$8,306,159 or 21.6% of revenue. The estimated unreserved/undesignated reserves for 2011 are estimated at \$4,222,619 or 10.98 percent of unaudited revenues.
- The 2012 unaudited Long Term Asset Reserve (LTAR) balance is \$2,406,649 (please refer to page 13).

PUBLIC IMPROVEMENT FUND (PIF):

- The PIF has collected \$21,482 in revenues and spent \$1,283,803 year-to-date. Estimated year-end fund balance is \$228,197.

City of Englewood, Colorado

January 2012 Financial Report

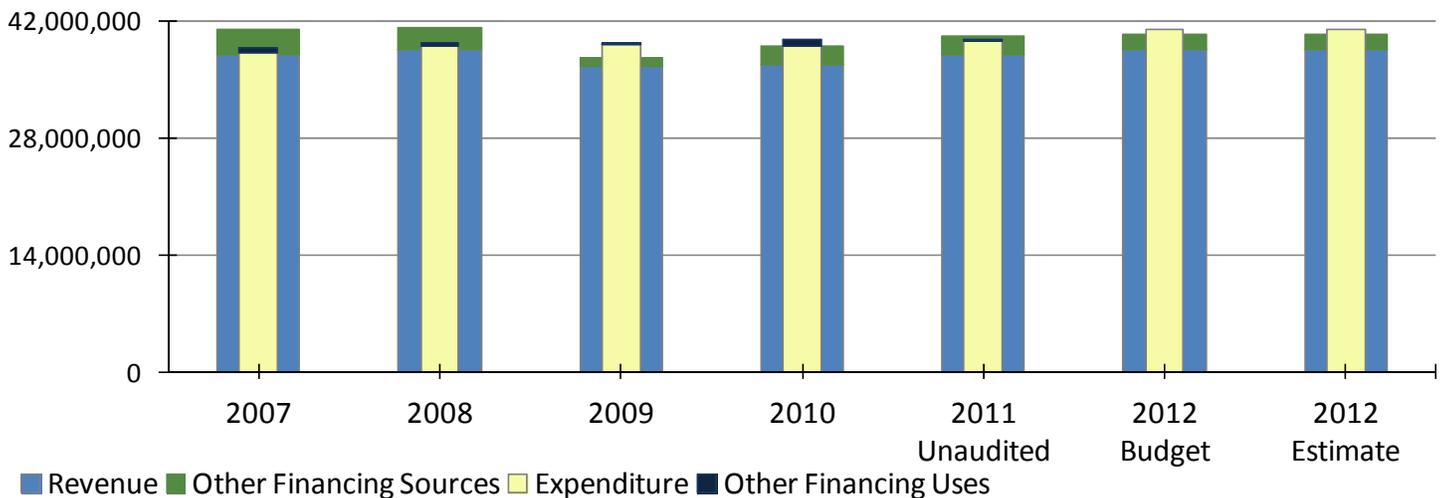
GENERAL FUND OVERVIEW AND ANALYSIS

The General Fund accounts for the major “governmental” activities of the City. These activities include “direct” services to the public such as police, fire, public works, parks and recreation, and library services. General government also provides administrative and oversight services through the offices of city manager and city attorney; the departments of information technology, finance and administrative services, community development, human resources, municipal court and legislation. Debt service, lease payments, and other contractual payments are also commitments of the General Fund.

General Fund - Surplus and Deficits

The graph below depicts the history of sources and uses of funds from 2007 to 2012 Estimate. As illustrated, both surpluses and deficits have occurred in the past. The gap has narrowed over the past few years by reducing expenditures, freezing positions, negotiating lower-cost health benefits, increased revenue collections. Continued efforts will be required to balance revenues and expenditures, especially with persistent upward pressure on expenditures due to increases in the cost of energy, wages and benefits.

General Fund: Total Sources and Uses of Funds

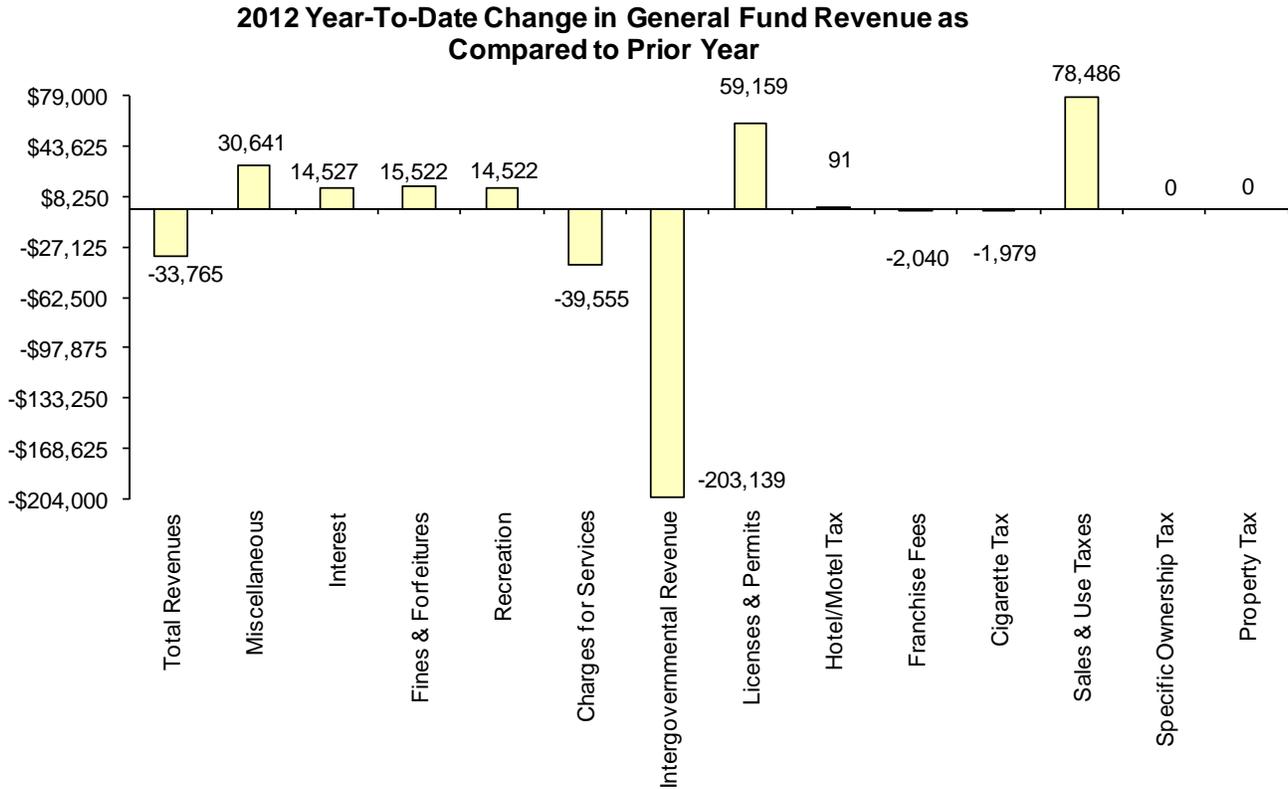


The table below summarizes General Fund Year-To-Date (YTD) Revenue, Expenditure, Sales & Use Tax Revenue and Outside City Sales & Use Tax Revenue for the month ended January, 2012. Comparative figures for years 2011 and 2010 are presented as well. The table also highlights the dollar and percentage changes between those periods.

	2012	2012 vs 2011 Increase (Decrease)		2011	2011 vs 2010 Increase (Decrease)		2010
General Fund							
Year-To-Date Revenue	\$ 3,698,355	\$ (33,765)	(.90%)	\$ 3,732,120	\$ 289,623	8.41%	\$ 3,442,497
Year-To-Date Expenditure	1,945,250	\$ (168,387)	(7.97%)	2,113,637	\$ 237,715	12.67%	1,875,922
Net Revenue (Expenditure)	\$ 1,753,105	\$ 134,622		\$ 1,618,483	\$ 51,908		\$ 1,566,575
Estimated Unreserved/ Undesignated Fund Balance	\$ 4,222,619	\$ (693,028)	(14.10%)	\$ 4,915,647	\$ 295,654	6.40%	\$ 4,619,993
Sales & Use Tax Revenue YTD	\$ 2,757,092	\$ 79,861	2.98%	\$ 2,677,231	\$ 69,735	2.67%	\$ 2,607,496
Outside City Sales & Use Tax YTD	\$ 1,269,850	\$ 178,858	16.39%	\$ 1,090,992	\$ (20,183)	(1.82%)	\$ 1,111,175

General Fund Revenues

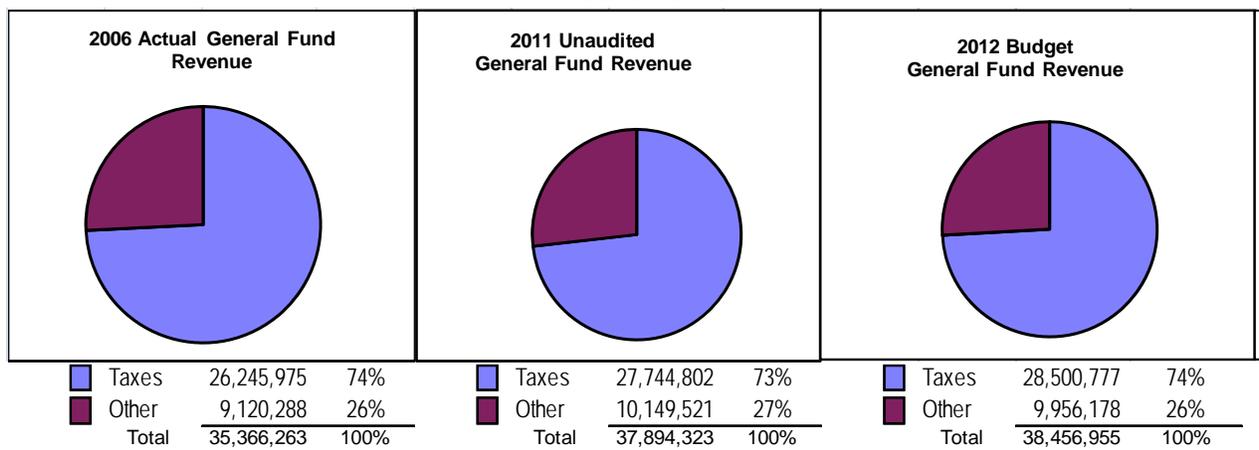
The City of Englewood’s total budgeted revenue is \$38,456,955. Total revenue collected through January 2012 was \$3,698,355 or \$33,765 (.9 percent) less than was collected in 2011. The chart below illustrates changes in General Fund revenues this year as compared to last year.



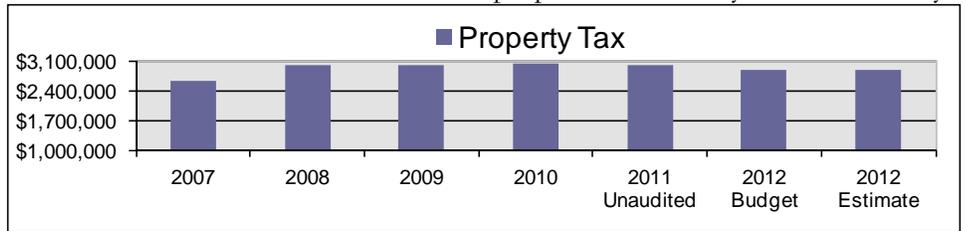
General Fund - Taxes

The General Fund obtains most of its revenue from taxes. In 2011 total unaudited revenues were \$37,894,323 of which \$27,744,802 (74.1 percent) came from tax collections. Taxes include property, sales and use, specific ownership, cigarette, utilities, franchise fees, and hotel/motel. The following pie charts illustrate the contribution of taxes to total revenue for 2006, 2011 unaudited and 2012 Budget. Taxes as a percentage of total revenue have declined slightly as other fees and charges have been increased to help offset rising costs and relatively flat tax revenues.

**General Fund Revenues
Taxes vs. Other**



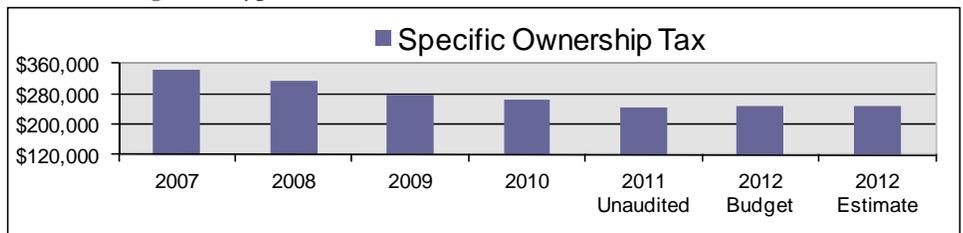
Property taxes: These taxes are collected based on the assessed value of all the properties in the City and the mill levy assessed against the property. The City's total 2011 mill levy collected in 2012 is 7.911 mills. The 2011 mill levy for general operations collected in 2012 is 5.880 mills. Voters approved a separate, dedicated mill levy for principal and interest



payments on the City's general obligation debt for the construction of parks and recreation projects. The dedicated general obligation debt mill levy is accounted for in the Debt Service Fund. The dedicated general obligation debt mill levy dedicated for the City's general obligation debt collected in 2012 is 1.741 mills. Property tax collections grew from \$2,623,118 in 2007 to \$2,995,395 in 2011. This was an increase of \$372,277 or 14.2 percent. In 2011 the City collected \$2,994,213 or 10.8 percent of 2010 total taxes and eight percent of total revenues from property taxes. The City budgeted \$2,880,000 for 2012; and collected nothing (normal collection pattern) through January 2012. The estimate for the year is \$2,880,000.

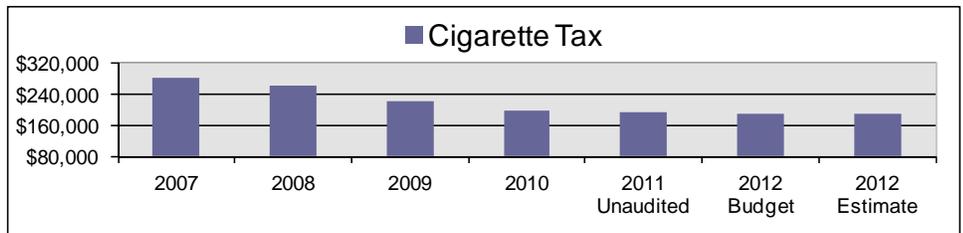
Specific ownership: These taxes are based on the age and type of motor vehicles, wheeled trailers, semi-trailers, etc.

These taxes are collected by the County Treasurer and remitted to the City on the fifteenth day of the following month. The City collected \$341,423 in 2007 and \$230,327 in 2011 which is a decrease of \$111,096 or 32.5 percent. The City collected



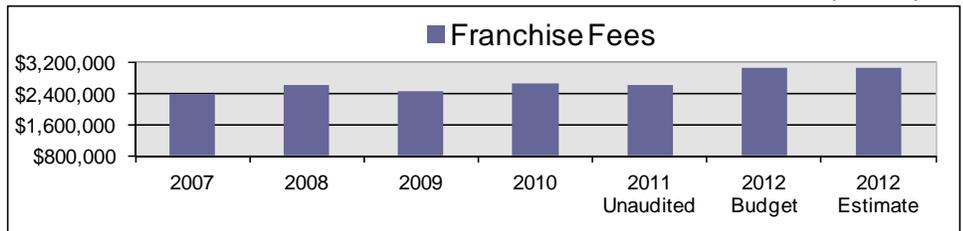
\$246,062 in 2011 which is less than one percent of total revenues and total taxes. The City budgeted \$250,000 for 2011 and collected nothing (normal collection pattern) through January 2012. The estimate for the year is \$250,000.

Cigarette Taxes: The State of Colorado levies a \$.20 per pack tax on cigarettes. The State distributes 46 percent of the gross tax to cities and towns based on the pro rata share of state sales tax collections in the previous year.



These taxes have fallen significantly in the past and continue to fall after the 2009 federal tax increase of approximately \$.62 per pack went into effect. This federal tax increase will fund the State Children's Health Insurance Program (SCHIP). In 2007 the City collected \$278,785, but in 2011 the City collected \$190,763, which is a decrease of \$88,022 or 31.6 percent. These taxes accounted for less than one percent of total taxes and less than one percent of total revenues in 2010. The City budgeted \$190,000 for the year and collected \$13,996 through January 2012, which is \$1,979 or 12.4 percent less than the \$15,975 collected through January 2011. The estimate for the year is \$190,000.

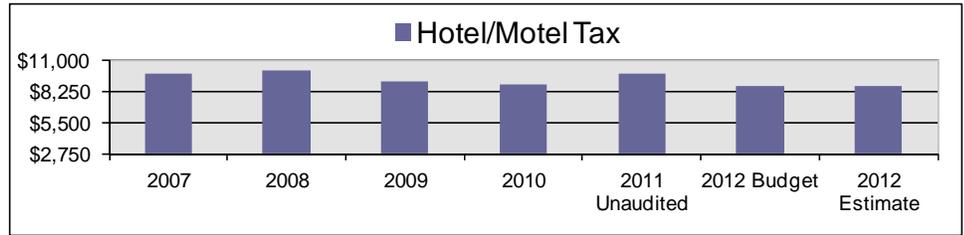
Franchise Fees: The City collects a number of taxes on various utilities. This includes franchise tax on water, sewer, and public services, as well as occupational tax on telephone services.



The City collected \$2,356,385 in 2007 and \$2,616,834 in 2011, an increase of \$260,449 or 11.1 percent. These taxes accounted for 9.4 percent of taxes and 6.9 percent

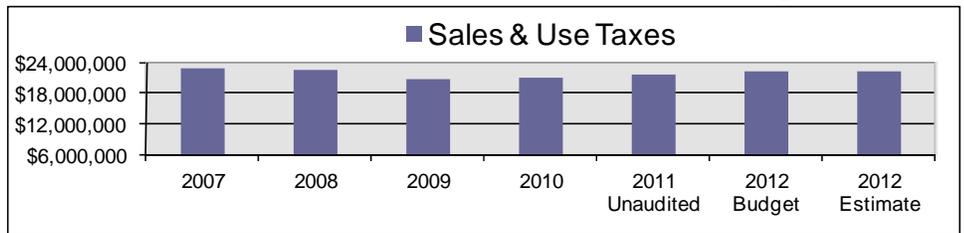
of total revenues in 2011. The City budgeted \$3,056,938 for the year; collections through January totaled \$78,453 compared to \$80,493 collected during the same period last year. The estimate for the year is \$3,056,938.

Hotel/Motel Tax: This tax is levied at two percent of the rental fee or price of lodging for under 30 days duration. The City budgeted \$8,713 for the year and has collected \$976 through January 2012. The estimate for the year is \$8,713.



Sales and Use Taxes Analysis

Sales and use taxes are the most important (and volatile) revenue sources for the City. Sales and use taxes generated 78.2 percent of all taxes and 57.2 percent of total revenues collected in 2011. In 2007, this tax generated \$22,753,820 for the City of Englewood; in 2011 the City collected \$21,687,110, a decrease of 4.7 percent. This tax is levied on the sale price of taxable goods. Sales tax is calculated by multiplying the sales price of taxable goods times the sales tax rate of 3.5 percent. Vendors no longer receive a fee for collecting and remitting their sales/use taxes. Taxes for the current month are due to the City by the twentieth day of the following month. The City budgeted \$22,115,126 for 2012. Sales and Use Tax revenue through January 2012 was \$2,757,092 while revenue year-to-date for January 2011 was \$2,678,606, an increase of \$78,486 or 2.9 percent.



Collections (cash basis) for January 2012 were \$2,755,486 while collections for January 2011 and January 2010 were \$2,677,231 and \$2,607,496 respectively. January 2012 collections were 2.9 percent or \$78,255 more than January 2011 collections and \$147,990 or 5.7 percent more than January 2010 collections.

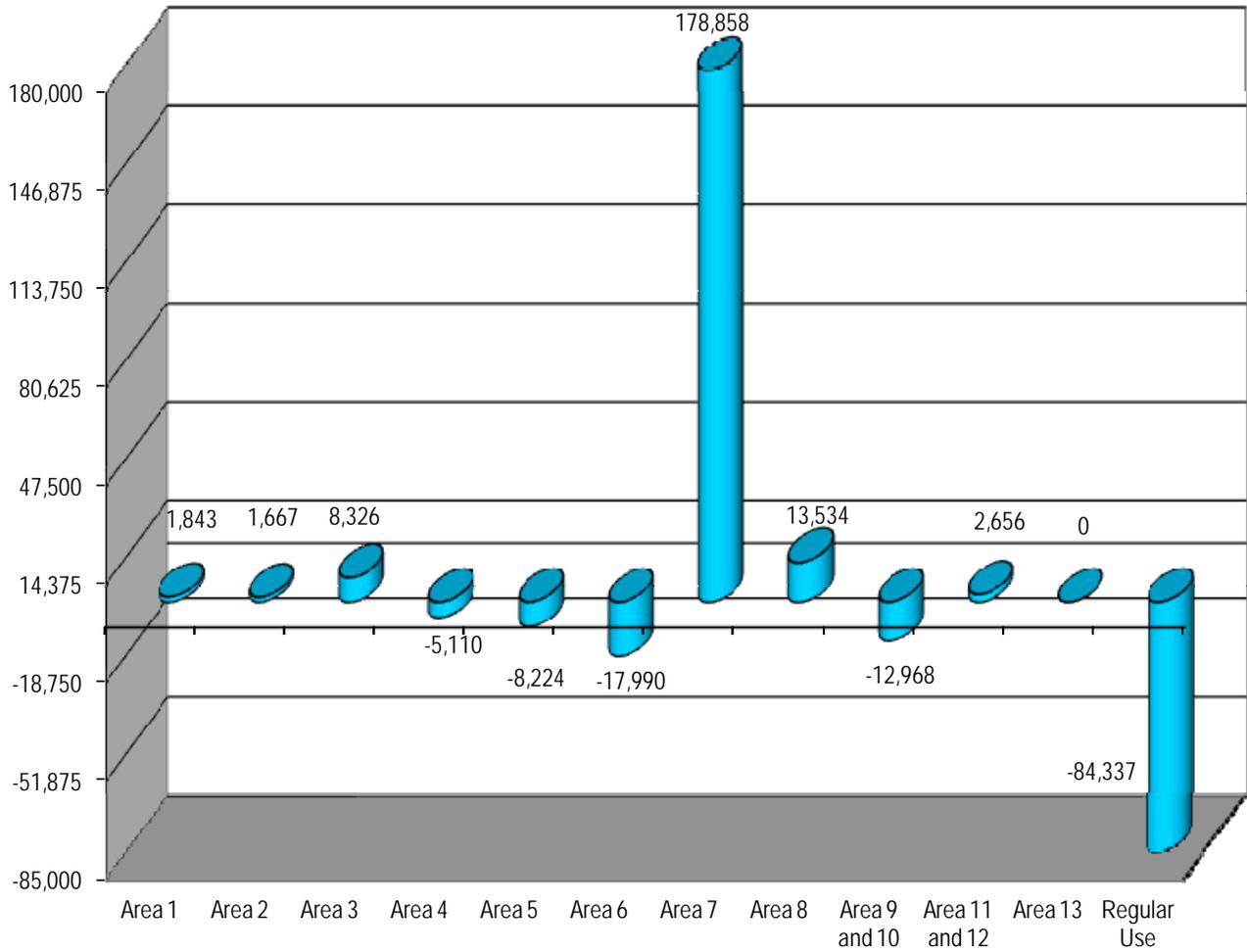
Based on last five years of sales tax collection data, January contributes 12.64 percent of total year's sales tax collections; if this pattern holds this year, 87.36 percent is left to collect over the next eleven months. Based on January's collections, the City will collect an additional \$18,704,685 over the next eleven months for a total of \$21,460,531. January's collections were 102.9 percent of last January's collections. If this were applied to the entire year, the total collected would be \$22,321,020; the average of the two forecasts is \$21,890,776.

Outside City sales and use tax collections through January totaled \$1,269,850 equaling an increase of approximately \$178,858 over 2011.

This revenue source tends to ebb and flow (often dramatically) with the economy, growing during economic expansions and contracting during downturns. The past three years of sales tax collections have been exceptionally erratic making it extremely difficult to make accurate short or long term forecasts. It is important to continually review and analyze sales and use tax data including trends in the various geographic areas of the City.

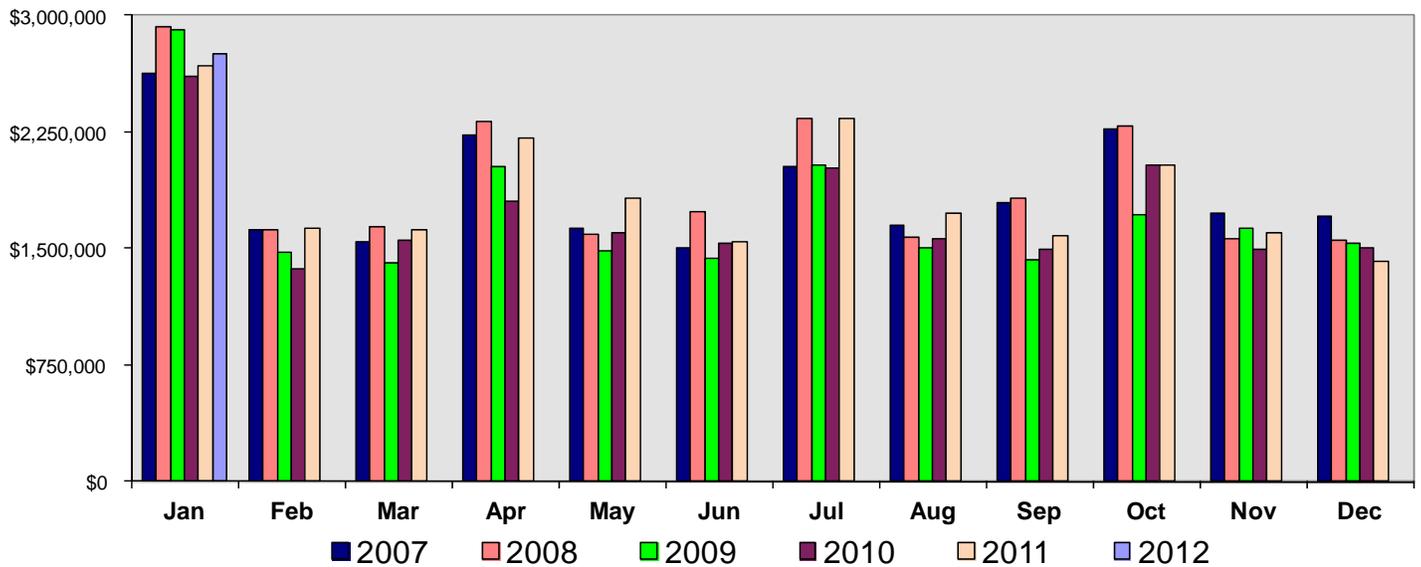
The chart on the next page, "Change in Sales/Use Tax Collections by Area 2011 vs. 2010" indicates that most of the increase in sales tax collections is due to Outside City (Area 7) and Collections from Public Utilities (Area 8). Economic conditions, judged by sales tax collections, appears to be a "mixed bag" with some geographic areas increasing and some decreasing compared to the same period last year.

Change in Sales/Use Tax Collections by Area 2012 vs 2011



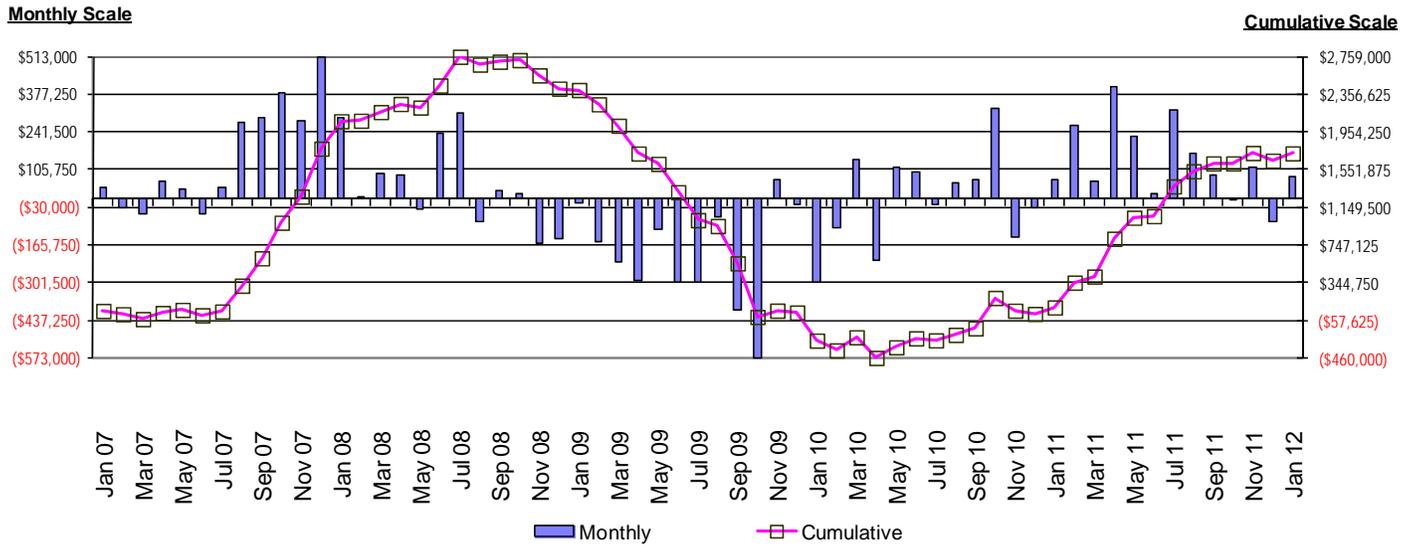
The bar graph below shows a comparison of monthly sales tax collections (cash basis) for 2006 through 2011.

2007-2012 YTD Sales/Use Tax Collections by Month - Cash Basis



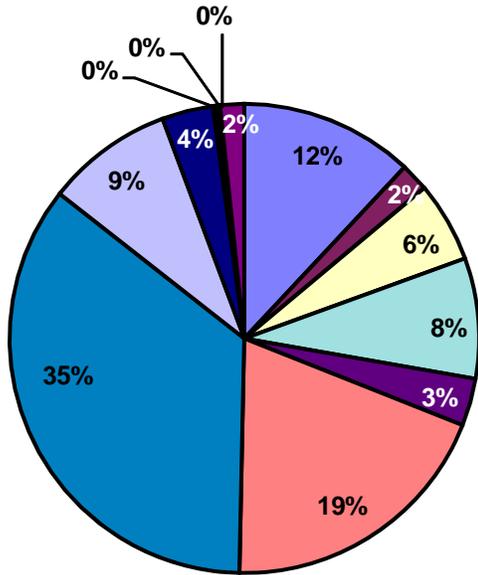
The next chart illustrates sales tax collections (cash basis) by month and cumulative for the years presented.

2007 - 2012 Monthly Change Sales and Use Tax Receipts



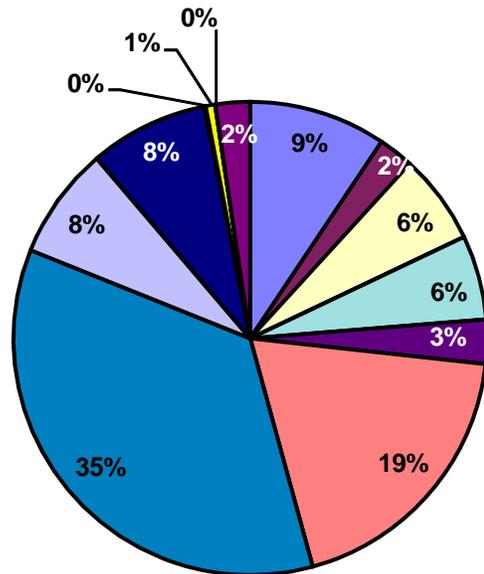
Sales tax collections are reported by various geographic areas as illustrated in the following pie charts. These illustrate the changing collection patterns for 2005 and 2010.

Geographic Sales Tax Collection Areas



2006 Actual Cash Receipts by Area

Area 1	12%	Area 8	9%
Area 2	2%	Area 9	4%
Area 3	6%	Area 10	0%
Area 4	8%	Area 11	0%
Area 5	3%	Area 12	0%
Area 6	19%	Regular Use	2%
Area 7	35%		



2011 Unaudited Cash Receipts by Area

Area 1	9%	Area 8	8%
Area 2	2%	Area 9	8%
Area 3	6%	Area 10	0%
Area 4	6%	Area 11	1%
Area 5	3%	Area 12	0%
Area 6	19%	Regular Use	2%
Area 7	35%		

A brief description and analysis of the significant geographic areas follows:

Area 1: This geographic area accounts for the sales tax collections from CityCenter Englewood. CityCenter Englewood had collections of \$238,023 year-to-date 2012, \$1,843 or .8 percent more than was collected last year.

Area 4: This geographic area is down 3.45 percent from last year.

Area 6: This geographic area is down 4.2 percent from last year.

Area 7: This geographic area records the outside city sales tax collections (Outside City). Outside City has been the geographic area responsible for much of the sales tax growth (and decline) in past years. Outside City collections have increased 16.4 percent from the same period last year. The chart below illustrates this area's contribution to total sales and use taxes (cash basis) as well as total revenues since 2008 for collections through the month of January. The importance of Outside City has declined as a percentage of sales and use tax collections but it continues to remain an important impact on the City's General Fund as illustrated by the following:

	2008	2009	2010	2011	2012
Total Sales and Use Taxes	2,923,058	2,908,256	2,607,496	2,677,231	2,755,486
Outside City Collections	1,355,126	1,090,778	1,111,175	1,090,992	1,269,850
Percentage of Total	46.4%	37.5%	42.6%	40.8%	46.1%
Total General Fund Revenues	3,714,731	3,669,703	3,442,497	3,732,120	3,698,355
Outside City Collections	1,355,126	1,090,778	1,111,175	1,090,992	1,269,850
Percentage of Revenues	36.5%	29.7%	32.3%	29.2%	34.3%

The City records the proceeds of some returns from Outside City into an unearned revenue (liability) account. The criteria staff uses to decide if proceeds should be placed in the unearned account is if a reasonable probability exists for another municipality to claim the revenue. This account currently has a balance of \$1,150,000 to cover intercity claims. The City paid no refunds including intercity sales/use tax claims through January 2012 compared to \$3,004 through January 2011. At this time *potential* refunds total approximately \$1,500,000 for claims submitted to Englewood but not completed.

Area 8: This geographic area consists of collections from public utilities. Collections through January were up \$13,533 or 8.7 percent over last year. Weather conditions, energy usage conservation, and rising energy prices play an important role in revenue collections. Collections could increase or decrease if the remainder of the year is significantly hotter/colder than normal.

Other Sales Tax Related Information

Finance and Administrative Services Department collected \$2,858 in sales and use tax audit revenues and general collections of balances on account through the month of January 2012, this compares to \$98,570 collected in 2011 and \$1,425 collected in 2010.

Of the 81 sales tax accounts reviewed in the various geographic areas, 49 (60.5 percent) showed improved collections and 32 (39.5 percent) showed reduced collections this year compared to the same period last year.

The Department issued 38 new sales tax licenses through January 2012; 25 and 30 were issued through January 2011 and 2010 respectively.

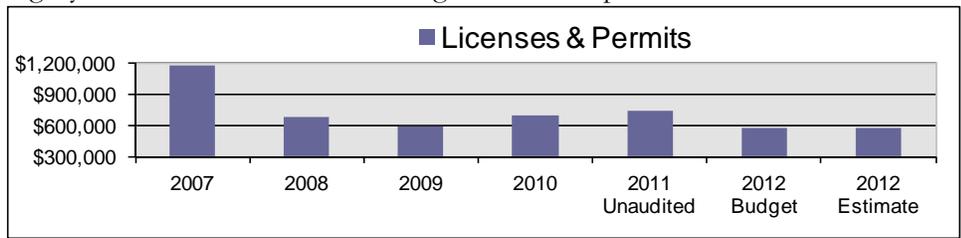
City records indicate that year-to-date 214 businesses closed (129 of them were outside the physical limits of Englewood) and 467 opened (331 of them were outside the physical limits of Englewood).

General Fund - Other Revenue

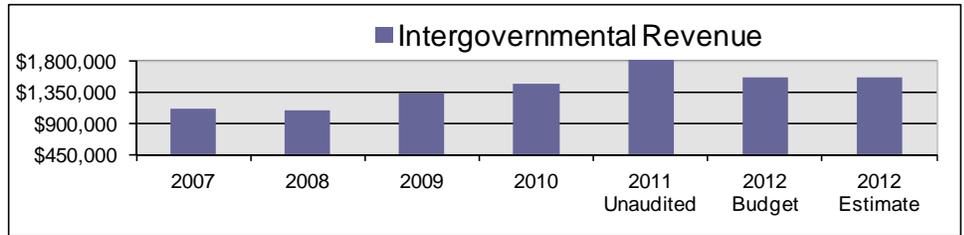
Other revenues accounted for \$10,149,521 or 26.8 percent of the total revenues for 2011; the City budgeted \$9,956,178 for 2012.

The following provides additional information on the significant revenue sources of the General Fund:

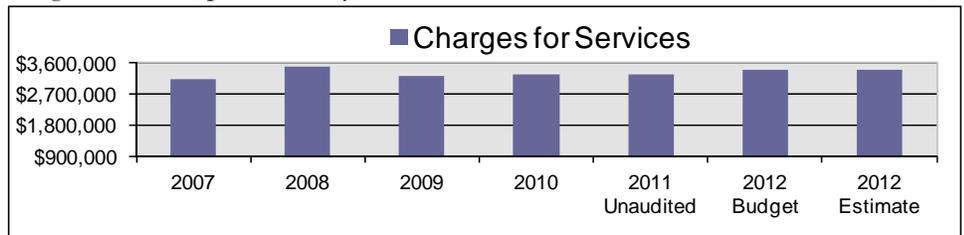
Licenses and Permits: This revenue category includes business and building licenses and permits. This revenue source generated \$738,496 during 2011 or two percent of total revenue and 7.4 percent of total other revenue. This revenue source totaled \$1,168,977 in 2007 and decreased to \$738,200 in 2011, a 36.8 percent decrease. The City budgeted \$574,025 for 2012 and year-to-date the City collected \$112,965 or \$59,159 (110 percent) more than the \$53,806 collected through January 2010. The estimate for the year is \$574,025.



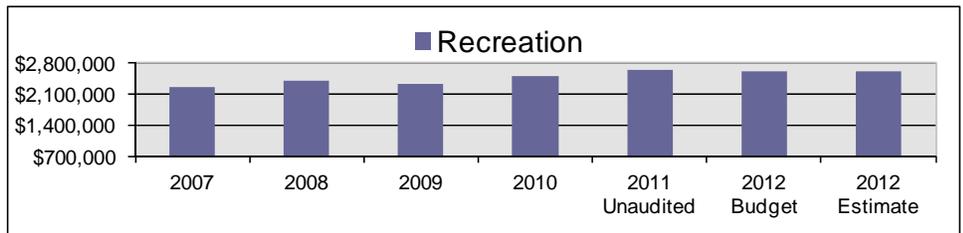
Intergovernmental Revenues: This revenue source includes state and federal shared revenues including payments in lieu of taxes. These revenues are budgeted at \$1,552,315 for 2012. This revenue source totaled \$1,106,280 in 2007 and the City collected \$1,954,735 in 2011, a 76.7 percent increase. The City collected \$138,652 through January 2012 this is \$203,139 (59.4 percent) less than the \$341,791 collected in the same period in 2011. The estimate for the year is \$1,552,315.



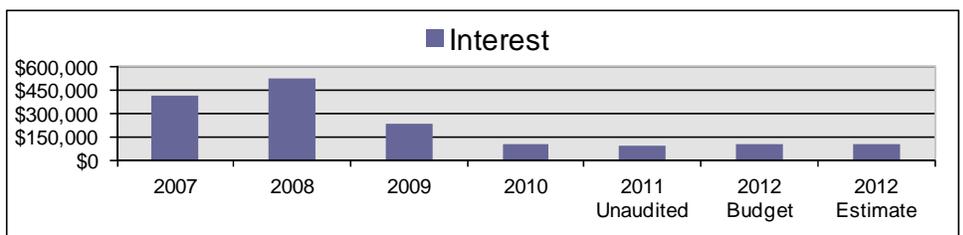
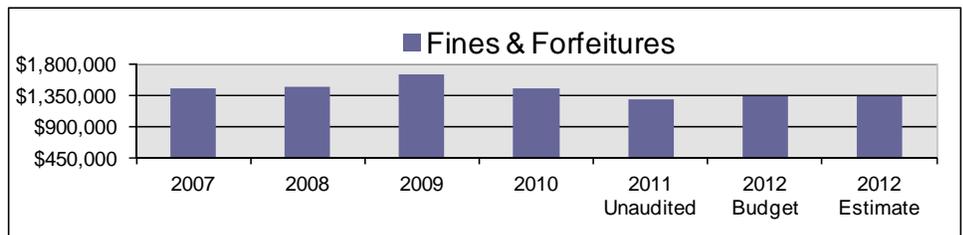
Charges for Services: This includes general government, public safety, fees for the administration of the utilities funds, court costs, highway and street and other charges. This revenue source is budgeted at \$3,392,567 for 2012. This revenue source totaled \$3,113,550 in 2007 and increased to \$3,244,559 in 2011, a 4.2 percent increase. Total collected year-to-date was \$250,378 or \$39,555 (13.6 percent) less than the \$289,933 collected year-to-date in 2011. The estimate for the year is \$3,392,722.



Recreation: This category of revenue includes the fees and charges collected from customers to participate in the various programs offered by the Parks and Recreation Department. This revenue source is budgeted at \$2,599,668 for 2012. This revenue source totaled \$2,235,938 in 2007 and increased to \$2,635,221 in 2011, an 17.9 percent increase. Total collections through January 2012 were \$152,465 compared to \$137,943 collected in 2011. The estimate for the year is \$2,599,668.



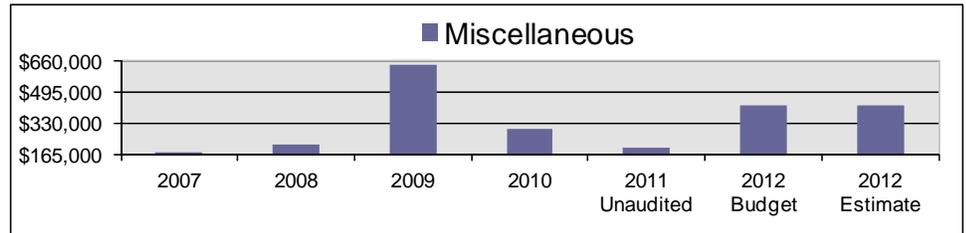
Fines and Forfeitures: This revenue source includes court, library, and other fines. The 2012 budget for this source is \$1,318,450 or 14.7 percent of total other revenue. This revenue source totaled \$1,445,641 in 2007 and decreased to \$1,284,758 in 2011, an 11.1 percent decrease. Total collected year-to-date was \$124,539 or \$15,522 (14.2 percent) more than the \$109,017 collected in the same time period last year. The estimate for the year is \$1,318,450.



Interest: This is the amount earned on

the City's cash investments. The 2012 budget for this source is \$100,000. This revenue source totaled \$411,516 in 2007 and decreased to \$91,864 in 2011, a 77.7 percent decrease. The City earned \$21,574 through January 2012; while the City earned \$7,047 through January 2011. The estimate for the year is \$91,705.

Miscellaneous: This source includes all revenues that do not fit in another revenue category. The 2012 budget for this source is \$419,153. This revenue source totaled \$166,247 in 2007 and increased to \$200,184 in 2011, a 20.4 percent increase. Total collected year-to-date is \$47,265 (184.3 percent) more than the \$16,624 collected last year during the same period. The estimate for the year is \$419,153.



General Fund - Expenditures

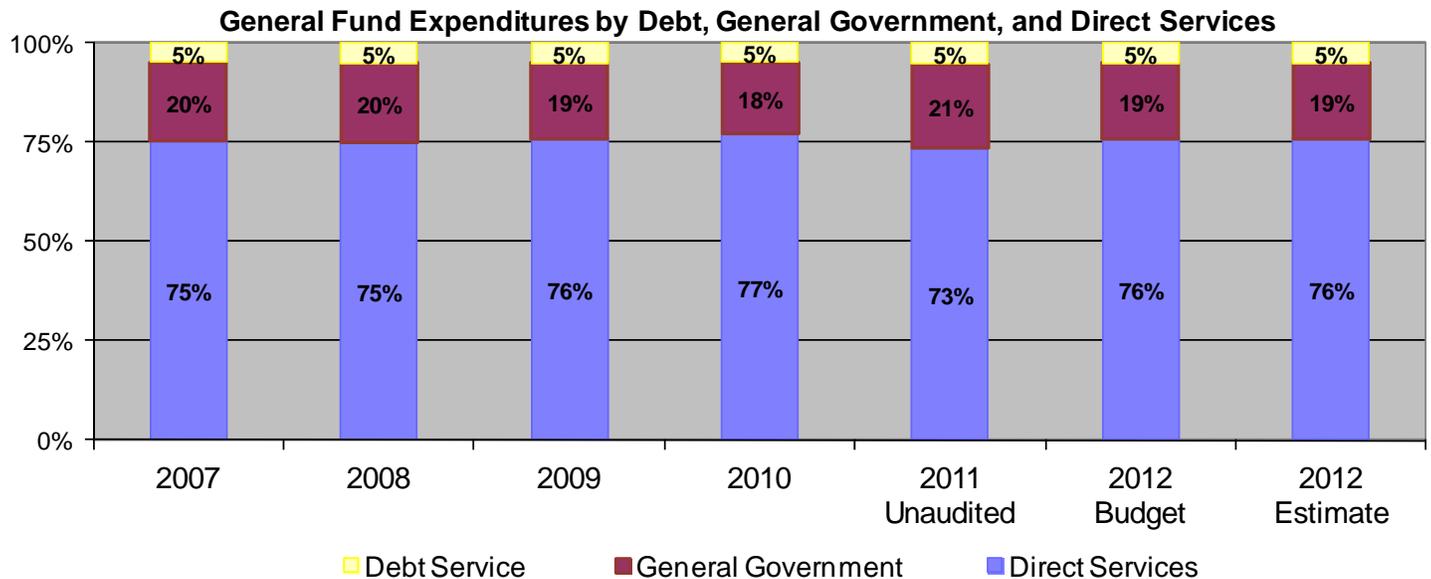
In 2006 the City adopted an outcome based budgeting philosophy. City Council and Staff outlined five outcomes to reflect, more appropriately, the desired result of the services delivered to the citizens of Englewood. The five outcomes identified are intended to depict Englewood as:

- ▶ A City that provides and maintains quality infrastructure,
- ▶ A safe, clean, healthy, and attractive City,
- ▶ A progressive City that provides responsive and cost efficient services,
- ▶ A City that is business friendly and economically diverse, and
- ▶ A City that provides diverse cultural, recreational, and entertainment opportunities.

Outcome based budgeting is an additional tool the City Council and staff use to better develop ways to serve our citizens. This type of budgeting is refined and reviewed on an on-going basis to help us better focus our resources in meeting the objectives of our citizens.

The City budgeted total expenditures at \$40,949,793 for 2012, this compares to \$40,430,513 and \$38,901,342 expended in 2011 and 2010 respectively. Budgeted expenditures for 2012 general government (City Manager, Human Resources, etc.) totals \$7,728,324 or 18.9 percent of the total. Direct government expenditures (Police, Fire, etc.) are budgeted at \$31,160,730 or 76.1 percent of the total. Debt service (fixed costs) payments are \$2,060,739 or five percent of the total. Total expenditures through January were \$1,945,250 compared to \$2,113,627 in 2010 and \$1,875,922 in 2009.

The chart below illustrates the breakdown of expenditures into debt service, general and direct government services.



General Fund - Transfers

The General Fund has provided funds to and has received funds from Special Revenue Funds, Capital Projects Funds, Internal Service Funds and Component Units in order to buffer temporary gaps in revenue and expenditure amounts. In 2012 the General Fund is not in the position to provide funding to the Capital Projects Funds but has received the following net transfers:

<u>Source of Funds</u>	<u>Budget Amount</u>	<u>YTD Amount</u>
Special Revenue Funds		
Neighborhood Stabilization Program Fund*	\$ -	\$ -
Capital Project Funds		
Public Improvement Fund (PIF)	486,739	486,739
Internal Service Funds		
Servicenter Fund	100,000	100,000
Risk Management Fund	720,000	720,000
Component Units		
Englewood/McLellan Reservoir Foundation, Inc (EMRF)	663,046	82,165
Transfers Total	<u>\$ 1,969,785</u>	<u>\$ 1,388,904</u>

*In addition to the 2011 net amount received (\$343,315) from the Neighborhood Stabilization Program (NSP) Fund, the NSP Fund returned \$47,052 in 2010 of the \$750,000 borrowed in this same year. The amount due from the NSP Fund to the General Fund Long-Term Asset Reserve is \$359,633.

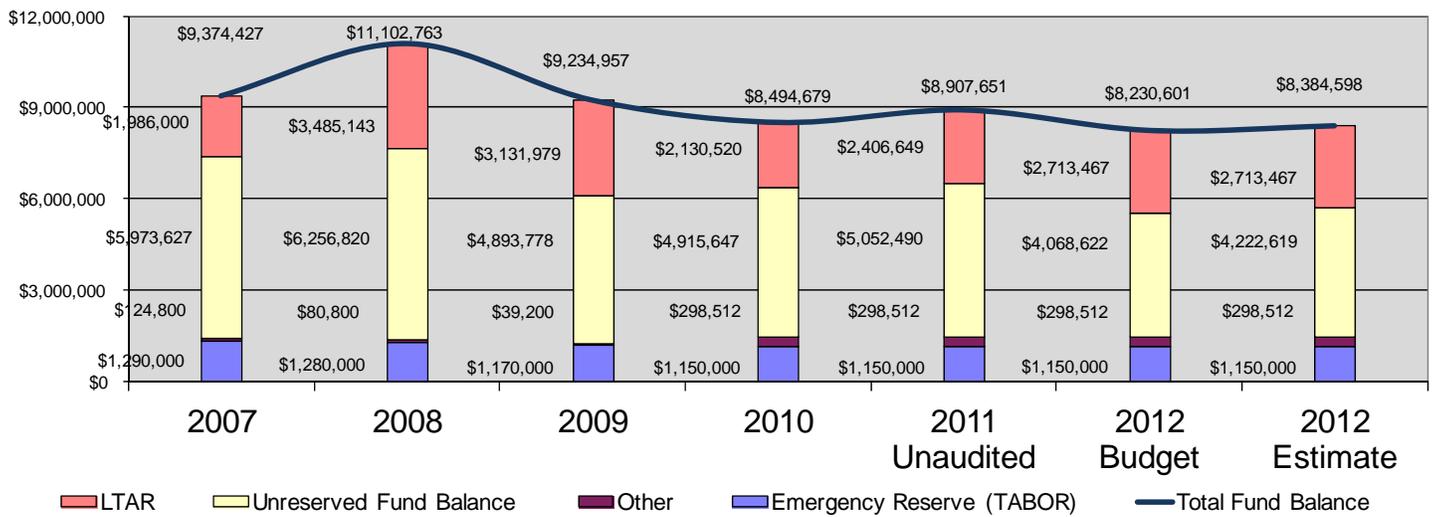
General Fund - Fund Balance

The City designates the fund balance into two categories, restricted and unrestricted. The portion of the fund balance which is restricted is referred to as the “Reserves” while the unrestricted portion is referred to as the unreserved/undesignated fund balance. The unreserved/undesignated fund balance represents funds the City sets aside for a “rainy day”. Another way to view these unrestricted funds is as a stabilization fund, the intent of which is to smooth over unexpected fluctuations in revenues and expenditures. The fund balance is normally built up when revenues exceed expenditures. In the past, excess funds have been transferred out, usually for capital projects identified in the Multiple Year Capital Plan (MYCP). The unreserved/undesignated fund balance is not adequate to provide for a transfer from the General Fund to the capital projects funds.

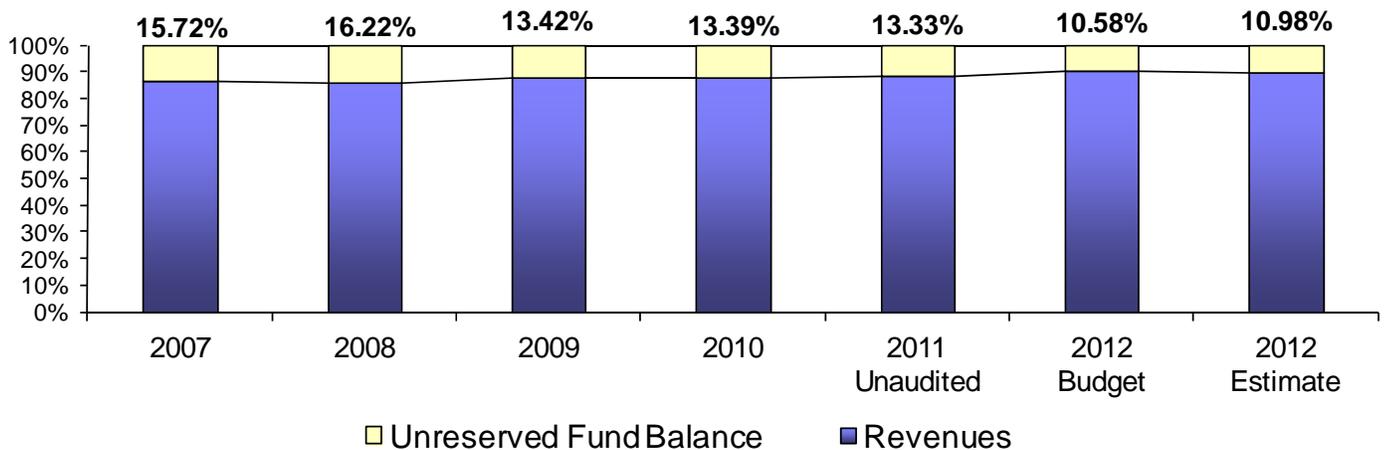
Long Term Asset Reserve (LTAR) At the 2008 Budget workshop held on January 22, 2007, City Council discussed and directed staff to establish a General Fund reserve account to accumulate funds from the sale, lease, or earnings from long-term assets. It was also determined that these funds should be used in a careful, judicious and strategic manner.

The funds restricted in this account are to be expended if the funds are appropriated in the annual budget or by supplemental appropriation. The balance at the end of January 2012 is \$2,406,649.

General Fund Reserves



Unreserved Fund Balance As A Percentage of Revenue



The City's General Fund ended 2011 with total reserves of \$8,907,651, and an unreserved/undesigned fund balance of \$5,052,490 or 13.3 percent of revenues or 12.8 percent of expenditures. The estimated total reserves for 2012 are \$8,384,598 with an unreserved/undesigned fund balance of \$4,222,619 or 11 percent of estimated revenues or 10.3 of estimated expenditures. The \$4,222,619 would allow the City to operate for approximately 37.6 days (using average daily budgeted expenditures) if all other revenues and financing sources ceased. In these times of economic uncertainty, it is more important than ever to maintain reserves to help the City make up for revenue shortfalls and unexpected expenditure increases given that the one-time transfers made to the General Fund to help maintain reserves are no longer available.

PUBLIC IMPROVEMENT FUND OVERVIEW

The Public Improvement Fund (PIF) accounts for the City's "public-use" capital projects (e.g. roads, bridges, pavement, etc.). The PIF funding is from the collection of vehicle and building use taxes, intergovernmental revenues, interest income, and other miscellaneous sources.

Provided for your information is the table below that illustrates the PIF Year-To-Date (YTD) revenues and expenditures for the years 2010 through 2012. The dollar and percentage change between each year is also provided. The Estimated Ending Fund Balance is included in order to account for the remaining PIF appropriation in addition to the remaining annual revenue anticipated for the fund.

Public Improvement Fund (PIF)	2012	2012 vs 2011 Increase (Decrease)	2011	2011 vs 2010 Increase (Decrease)	2010
YTD Revenues	\$ 21,482	\$ (464) (2.11%)	\$ 21,946	\$ (18,770) (46.10%)	\$ 40,716
YTD Expenditures	1,283,803	\$ (1,651,015) (56.26%)	2,934,818	\$ 1,464,415 99.59%	1,470,403
Net Revenues (Expenditures)	\$ (1,262,321)	\$ 1,650,551	\$ (2,912,872)	\$ (1,483,185)	\$ (1,429,687)
Beginning PIF Fund Balance	\$ 1,091,527		\$ 2,576,616		\$ 1,433,942
Ending PIF Fund Balance Before Remaining Annual Revenue and Appropriation	\$ (170,794)		\$ (336,256)		\$ 4,255
Plus: Remaining Annual Revenue	1,775,682		1,586,624		1,631,739
Less: Remaining Annual Appropriation	(1,376,691)		(1,285,341)		(1,561,262)
Estimated Ending Fund Balance	\$ 228,197		\$ (34,973)		\$ 74,732
Unappropriated Fund Balance as of December 31,			\$ 440,771		\$ 339,405

The three main funding sources for the PIF are Vehicle Use Tax, Building Use Tax and Arapahoe County Road and Bridge Tax.

	2012 Estimate	2012 Adopted Budget	2012 YTD Actual	2012 Vs 2011 Amount %	2011 YTD Actual	2011 Vs 2010 Amount %	2010 YTD Actual
Vehicle Use Tax	\$ 1,000,000	\$ 1,000,000	\$ -	\$ - ---	\$ -	\$ - ---	\$ -
Building Use Tax	\$ 550,000	\$ 550,000	\$ 20,012	\$ (189) -1%	\$ 20,201	\$ (16,672) -45%	\$ 36,873
Arapahoe County Road and Bridge Tax	\$ 184,000	\$ 184,000	\$ -	\$ - ---	\$ -	\$ - ---	\$ -

Vehicle Use Tax is based on the valuation of new vehicles purchased by City of Englewood residents. This tax is collected and remitted by Arapahoe County at the time the vehicle is registered. **Building Use Tax** is based on the valuation of building permits issued by the City of Englewood. These revenue sources are monitored periodically to determine the revision of the 2012 Estimate. **Arapahoe County Road and Bridge Tax** is restricted to the construction and maintenance of streets and bridges. This tax is based on a mill levy established by Arapahoe County multiplied by the City's assessed valuation multiplied by 50%.

2012 Year-To-Date City Funds At-A-Glance

(Please refer to "Funds Glossary" for a Brief Description of Funds and Fund Types)

	Beginning Balance	Revenue	Expenditure	Other Sources (Uses)	Reserved Balance	Ending Balance
Governmental Fund Types (Fund Balance)						
General Fund	8,907,652	3,698,357	1,945,250	(2,276,161)	4,161,979	4,222,619
Special Revenue Funds						
Conservation Trust	1,184,882	2,705	-	(1,186,488)	-	1,098
Open Space	912,176	2,726	-	(702,949)	-	211,953
Neighborhood Stabilization Program	210,141	435	35,295	(175,281)	-	-
Donors	162,559	2,948	3,213	-	-	162,295
Community Development	-	7,392	3,250	(4,142)	-	-
Malley Center Trust	279,038	1,034	(18)	-	-	280,090
Parks & Recreation Trust	451,714	1,026	615	-	-	452,125
Debt Service Fund						
General Obligation Bond	154,267	348	-	-	-	154,615
Capital Projects Funds						
PIF	979,218	139,236	18,688	(871,569)	-	228,197
MYCP	715,198	1,524	4,832	(695,109)	-	16,781
Proprietary Fund Types (Funds Available Balance)						
Enterprise Funds						
Water	7,006,770	325,448	636,171	-	-	6,696,047
Sewer	5,404,336	1,205,835	1,444,700	-	1,000,000	4,165,472
Stormwater Drainage	990,801	45,583	4,566	-	137,818	894,000
Golf Course	736,146	30,066	38,534	-	293,500	434,177
Concrete Utility	322,228	63,225	16,813	-	-	368,640
Housing Rehabilitation	541,470	8,510	4,291	-	-	545,688
Internal Service Funds						
Central Services	151,323	35,508	18,235	-	-	168,596
ServiCenter	1,190,820	181,200	114,661	(100,000)	-	1,157,360
CERF	1,213,505	63,027	338	-	-	1,276,195
Employee Benefits	(29,864)	361,927	785,592	-	35,932	(489,461)
Risk Management	1,094,018	2,562	372,517	(720,000)	-	4,063

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. I will continue to provide Council with monthly 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.

I plan to discuss this report with Council at an upcoming study session. If you have any questions regarding this report, I can be reached at **303.762.2401**.

Capital Equipment Replacement Fund (CERF) – Accounts for the accumulation of funds for the scheduled replacement of City-owned equipment and vehicles.

Capital Projects Funds account for financial resources to be used for the acquisition and/or construction of major capital facilities (other than those financed by proprietary funds).

Central Services Fund – Accounts for the financing of printing services and for maintaining an inventory of frequently used or essential office supplies provided by Central Services to other departments of the City on a cost reimbursement basis.

Community Development Fund – Accounts for the **art** Shuttle Program which is funded in part by the Regional Transportation District (RTD). **art** provides riders free transportation to 19 stops connecting CityCenter Englewood, businesses in downtown Englewood, and the medical facilities in and near Craig Hospital and Swedish Medical Center.

Concrete Utility Fund – Accounts for revenues and expenses associated with maintaining the City’s sidewalks, curbs and gutters.

Conservation Trust Fund – Accounts for the acquisition of parks and open space land not previously owned by the City and for improvements to existing park and recreation facilities. Financing is provided primarily from State Lottery funds.

Debt Service Funds account for the accumulation of resources and payment of general obligation bond principal and interest from governmental resources and special assessment bond and loan principal and interest from special assessment levies when the government is obligated in some manner for payment.

Donors’ Fund – Accounts for funds donated to the City for various specified activities.

Employee Benefits Fund – Accounts for the administration of providing City employee benefit programs: medical, dental, life, and disability insurance.

Enterprise Funds account for operations that: (a) are financed and operated in a manner similar to private business enterprises where the intent of the governing body is that the costs (expenses, including depreciation) of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges, or (b) where the City Council has decided that periodic determination of revenue earned, expenses incurred and/or net income is appropriate for capital maintenance, public policy, management controls, accountability or other purposes.

Fund is a grouping of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. The City, like other state and local governments, uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements.

General Obligation Bond Fund – Accounts for the accumulation of monies for payment of General Obligation Bond principal and interest.

Golf Course Fund – Accounts for revenues and expenses associated with the operations of the Englewood Municipal Golf Course.

Governmental Funds distinguish functions of the City that are principally supported by taxes and intergovernmental revenues (governmental activities) from other functions that are intended to recover all or a significant portion of their costs through user fees and charges (business-type activities). These funds focus on the near-term *inflows and outflows of spendable resources*, as well as on balances of spendable resources available at the end of the year.

Housing Rehabilitation Fund – Accounts for revenues and expenses associated with the City’s housing rehabilitation program.

Internal Service Funds are used to account for the financing of goods or services provided by one department or agency to other departments or agencies of the City on a cost-reimbursement basis.

MOA – Museum of Outdoor Arts

Malley Center Trust Fund – Accounts for a trust established by Elsie Malley to be used for the benefit of the Malley Senior Recreation Center.

FUNDS GLOSSARY

Multi-Year Capital Projects Fund (MYCP) - Accounts for the acquisition and/or construction of major capital improvements and facilities. Financing is provided primarily with transfers from other City Funds.

Neighborhood Stabilization Program Fund – Accounts for the federal grant awarded to acquire, rehabilitate and resale approximately eleven foreclosed residential properties located in the City.

Open Space Fund – Accounts for the acquisition of parks and open space land not previously owned by the City and for improvements to existing park and recreation facilities. Financing is provided from the Arapahoe County Open Space Sales Tax of .25%. The Open Space Tax was created on January 1, 2004 and expires on January 31, 2013.

Parks and Recreation Trust Fund – Accounts for a trust established by the City, financed primarily by donations, to be used exclusively for specific park and recreation projects.

Proprietary Funds account for operations that are financed and operated in a manner similar to private business enterprises. It is the intent that the cost of providing such goods or services will be recovered through user charges.

Public Improvement Fund (PIF) – Accounts for the acquisition and/or construction of major capital improvements and facilities. Financing is provided primarily from building and vehicle use taxes.

Risk Management Fund – Accounts for the administration of maintaining property and liability and workers' compensation insurance.

ServiCenter Fund – Accounts for the financing of automotive repairs and services provided by the ServiCenter to other departments of the City, or to other governmental units, on a cost reimbursement basis.

Sewer Fund – Accounts for revenues and expenses associated with providing wastewater services to the City of Englewood residents and some county residents.

Special Assessment Funds account for and pay special assessment bond principal and interest and/or inter-fund loan principal and interest: Following are funds to account for special assessments: **Paving District No. 35, Paving District No. 38, and Concrete Replacement District 1995.**

Special Revenue Funds account for the proceeds of specific revenue sources that are legally restricted to expenditure for specified purposes.

Storm Drainage Fund – Accounts for revenues and expenses associated with maintaining the City's storm drainage system.

Water Fund – Accounts for revenues and expenses associated with providing water services to City of Englewood residents.

General Fund Comparative Revenue, Expenditure & Fund Balance Report

as of January 31, 2012

Percentage of Year Completed = 8%

Fund Balance January 1	\$ 8,753,654	\$ 8,907,651	\$ 8,907,651	\$ 8,494,679	\$ 8,494,679	\$ 9,234,957	\$ 9,234,957			
Revenues	2012				2011			2010		
	Budget	Jan-12	% Budget	YE Estimate	Dec-11	Jan-11	% YTD	Dec-10	Jan-10	% YTD
Property Tax	2,880,000	-	0.00%	2,880,000	2,994,213	-	0.00%	3,020,884	-	0.00%
Specific Ownership Tax	250,000	-	0.00%	250,000	246,062	-	0.00%	263,434	-	0.00%
Sales & Use Taxes	22,115,126	2,757,092	12.47%	22,115,126	21,687,110	2,678,606	12.35%	20,866,515	2,628,686	12.60%
Cigarette Tax	190,000	13,996	7.37%	190,000	190,763	15,975	8.37%	196,320	15,802	8.05%
Franchise Fees	3,056,938	78,453	2.57%	3,056,938	2,616,834	80,493	3.08%	2,620,191	76,141	2.91%
Hotel/Motel Tax	8,713	976	11.20%	8,713	9,820	885	9.01%	8,806	835	9.48%
Licenses & Permits	574,025	112,965	19.68%	574,025	738,200	53,806	7.29%	695,563	48,419	6.96%
Intergovernmental Revenue	1,552,315	138,652	8.93%	1,552,315	1,954,735	341,791	17.49%	1,465,970	116,448	7.94%
Charges for Services	3,399,722	250,378	7.36%	3,399,722	3,244,559	289,933	8.94%	3,254,830	264,971	8.14%
Recreation	2,599,668	152,465	5.86%	2,599,668	2,635,221	137,943	5.23%	2,489,781	111,022	4.46%
Fines & Forfeitures	1,318,450	124,539	9.45%	1,318,450	1,284,758	109,017	8.49%	1,437,957	123,059	8.56%
Interest	100,000	21,574	21.57%	100,000	91,864	7,047	7.67%	100,545	26,033	25.89%
Miscellaneous	411,998	47,265	11.47%	411,998	200,184	16,624	8.30%	293,658	31,081	10.58%
Total Revenues	38,456,955	3,698,355	9.62%	38,456,955	37,894,323	3,732,120	9.85%	36,714,454	3,442,497	9.38%
Expenditures										
Legislation	333,793	26,945	8.07%	333,793	298,731	30,390	10.17%	309,870	35,397	11.42%
City Attorney	746,734	24,797	3.32%	746,734	706,841	28,628	4.05%	702,228	36,315	5.17%
Court	974,417	38,509	3.95%	974,417	848,775	38,344	4.52%	901,469	41,004	4.55%
City Manager	672,072	65,123	9.69%	672,072	639,184	64,190	10.04%	659,882	66,519	10.08%
Human Resources	470,910	20,050	4.26%	470,910	430,792	16,475	3.82%	419,421	17,748	4.23%
Financial Services	1,541,645	56,310	3.65%	1,541,645	1,446,292	62,076	4.29%	1,445,581	64,055	4.43%
Information Technology	1,360,355	80,555	5.92%	1,360,355	1,332,766	71,676	5.38%	1,280,660	55,978	4.37%
Public Works	5,436,637	234,325	4.31%	5,436,637	5,237,754	313,755	5.99%	5,137,364	265,361	5.17%
Fire Department	7,711,732	379,872	4.93%	7,711,732	7,678,989	346,318	4.51%	7,425,903	358,623	4.83%
Police Department	10,921,455	543,573	4.98%	10,921,455	10,395,239	605,681	5.83%	10,312,633	552,589	5.36%
Community Development	1,478,398	44,510	3.01%	1,478,398	1,358,764	45,871	3.38%	1,301,473	55,871	4.29%
Library	1,256,481	75,978	6.05%	1,256,481	1,143,605	98,825	8.64%	1,284,083	127,598	9.94%
Recreation	5,834,425	202,121	3.46%	5,834,425	5,705,389	211,841	3.71%	5,811,809	197,314	3.40%
Debt Service	2,060,739	152,197	7.39%	2,060,739	2,158,590	150,194	6.96%	1,860,827	1,250	0.07%
Contingency	150,000	385	0.26%	150,000	152,423	29,363	19.26%	48,139	300	0.62%
Total Expenditures	40,949,793	1,945,250	4.75%	40,949,793	39,534,134	2,113,627	5.35%	38,901,342	1,875,922	4.82%
Excess revenues over (under) expenditures	(2,492,838)	1,753,105	-70.33%	(2,492,838)	(1,639,811)	1,618,493		(2,186,888)	1,566,575	
Net transfers in (out)	1,969,785	1,388,904	70.51%	1,969,785	2,052,783	1,466,241	71.43%	1,446,610	1,854,433	128.19%
Total Fund Balance	\$ 8,230,601	\$ 12,049,660	146.40%	\$ 8,384,598	\$ 8,907,651	\$ 11,579,413	129.99%	\$ 8,494,679	\$ 12,655,965	148.99%

Fund Balance Analysis

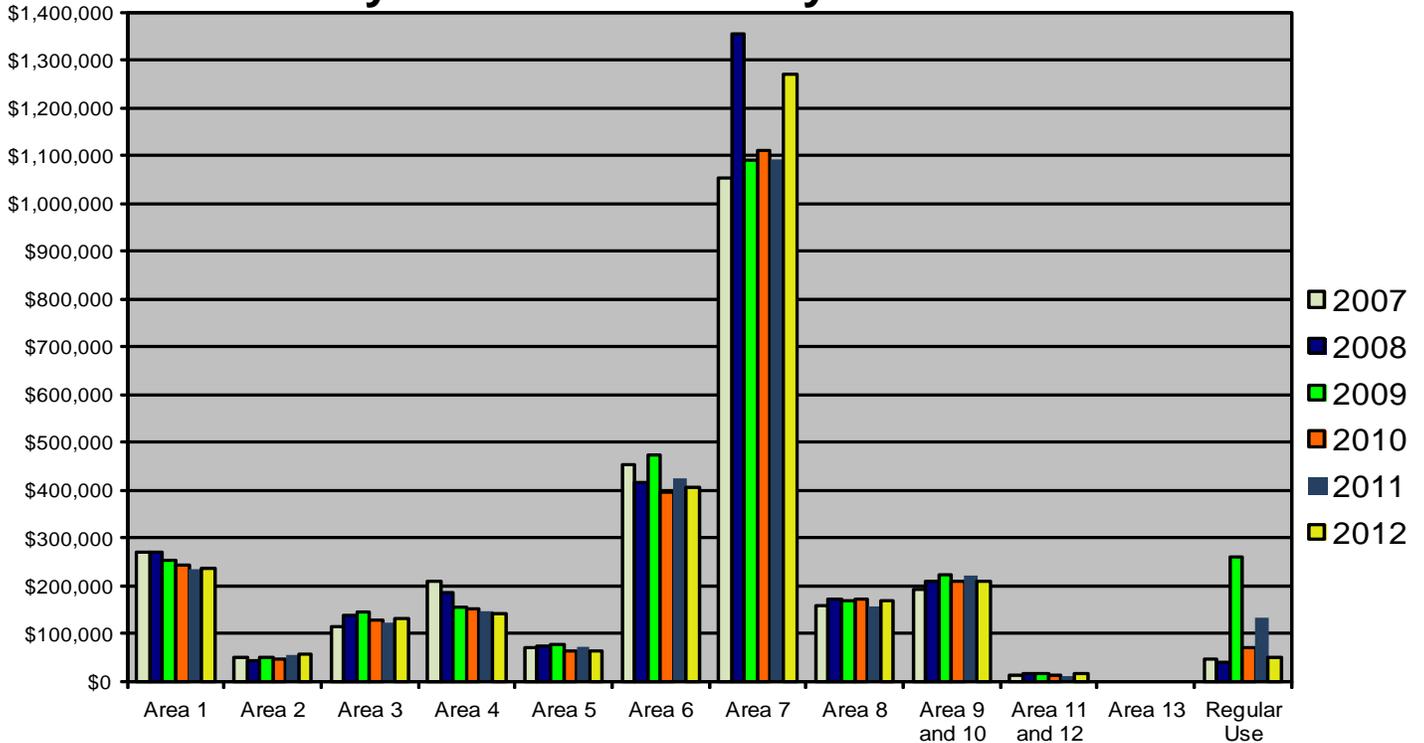
Total Fund Balance	\$ 8,230,601	\$ 12,049,660	\$ 8,384,598	\$ 8,907,651	\$ 8,494,679
Reserves/designations:					
-Emergencies (TABOR)	1,150,000	1,150,000	1,150,000	1,150,000	1,150,000
-LTAR	2,713,467	2,406,649	2,713,467	2,406,649	2,130,520
-MOA	-	-	-	-	-
-COPS Grant	298,512	298,512	298,512	298,512	298,512
Reserved Fund Balance	\$ 4,161,979	\$ 3,855,161	\$ 4,161,979	\$ 3,855,161	\$ 3,579,032
Estimated unres/undesig Fund Balance	\$ 4,068,622	\$ 8,194,499	\$ 4,222,619	\$ 5,052,490	\$ 4,915,647
As a percentage of projected revenues	10.58%		10.98%	13.33%	13.39%
As a percentage of budgeted revenues	10.58%		10.98%		
Target	3,845,696	-	5,768,543		

**Sales & Use Tax Collections Year-to-Date Comparison
for the month of January 2011**

Cash Basis

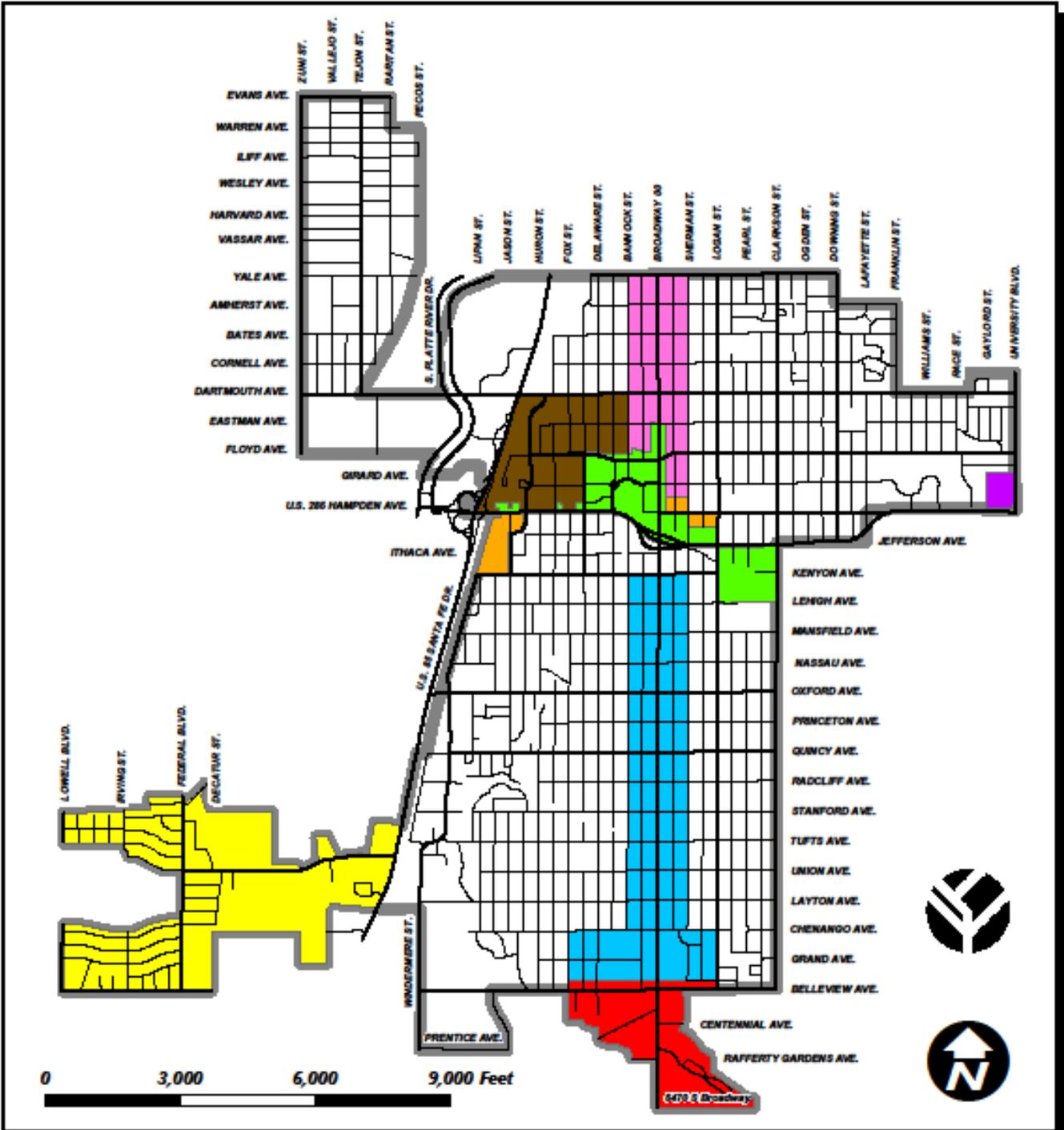
	2007	% Change	2008	% Change	2009	% Change	2010	% Change	2011	% Change	2012	% Change
Area 1	269,175	-89.06%	270,518	0.50%	252,180	-6.31%	242,884	-10.22%	236,180	-2.76%	238,023	0.78%
Area 2	48,901	-87.77%	42,735	-12.61%	49,946	2.14%	46,994	9.96%	55,050	17.14%	56,717	3.03%
Area 3	115,123	-89.92%	136,795	18.83%	144,347	25.39%	128,061	-6.39%	124,308	-2.93%	132,634	6.70%
Area 4	207,926	-87.82%	187,229	-9.95%	154,100	-25.89%	153,350	-18.09%	147,924	-3.54%	142,814	-3.45%
Area 5	70,439	-89.55%	73,429	4.25%	76,404	8.47%	64,306	-12.42%	73,057	13.61%	64,833	-11.26%
Area 6	453,069	-88.60%	417,640	-7.82%	473,984	4.62%	394,740	-5.48%	423,828	7.37%	405,838	-4.24%
Area 7	1,052,675	-85.49%	1,355,126	28.73%	1,090,778	3.62%	1,111,175	-18.00%	1,090,992	-1.82%	1,269,850	16.39%
Area 8	159,909	-91.11%	173,106	8.25%	167,948	5.03%	172,348	-0.44%	155,901	-9.54%	169,434	8.68%
Area 9 and 10	193,569	-74.69%	209,796	8.38%	222,340	5.98%	208,878	-6.05%	222,801	6.67%	209,833	-5.82%
Area 11 and 12	13,991	-77.52%	16,109	15.14%	15,260	-5.27%	14,154	-7.24%	12,402	-12.38%	15,058	21.42%
Area 13									0	0.00%	0	0.00%
Regular Use	45,879	-86.51%	40,573	-11.56%	260,970	468.82%	70,606	74.02%	134,788	90.90%	50,451	-62.57%
Total	2,630,656	-87.21%	2,923,058	11.12%	2,908,256	10.55%	2,607,496	-10.80%	2,677,231	2.67%	2,755,486	2.92%
Refunds	264	-99.91%	8,916	3276.05%	0	-100.00%	14,740	---	3,004	-79.62%	4,484	49.28%
Audit & Collections Revenue*	75,808	-82.64%	158,450	109.02%	203,633	28.52%	1,425	-99.30%	98,570	6817.21%	2,858	-97.10%
*included Above												
Unearned Sales Tax	650,000	0.00%	650,000	0.00%	600,000	-7.69%	600,000	0.00%	1,150,000	91.67%	1,150,000	0.00%
Building Use	470,260	-44.64%	260,087	-44.69%	7,080	-97.28%	36,873	420.81%	20,178	-45.28%	20,012	-0.83%
Vehicle Use	109,259	-91.26%	114,464	4.76%	83,585	-26.98%	87,440	4.61%	70,687	-19.16%	108,175	53.03%

January YTD Collections by Area 2007-2012



Area Descriptions

- | | |
|--|---|
| Area 1 - CityCenter (Formerly Cinderella City) | Area 6 - All other City locations |
| Area 2 - S of Yale, N of Kenyon between Bannock & Sherman | Area 7 - Outside City limits |
| Area 3 - S of Kenyon, N of Chenango between Bannock & Sherman and S of Chenango, N of Bellewood between Logan & Delaware | Area 8 - Public Utilities |
| Area 4 - Broadway and Belleview (Between Fox and Sherman and North side of Belleview and to the Southern City Limits) | Area 9 and 10 - Downtown & Englewood Pkwy |
| Area 5 - Federal and Belleview W of Santa Fe | Area 11 and 12 - S of 285, N of Kenyon between Jason and Santa Fe |
| | Area 13 - Hampden Avenue (US 285) and University Boulevard |



City of Englewood, Colorado: Sales Tax Areas

- Area 1
- Area 5
- Arterials and Collectors
- Area 2
- Area 9 and 10
- Local Streets
- Area 3
- Area 11 and 12
- Englewood City Limits
- Area 4
- Area 13

Areas Not Depicted on Map:
 Area 6 - Other City Locations Area 7 - Outside City Limits Area 8 - Public Utilities

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