

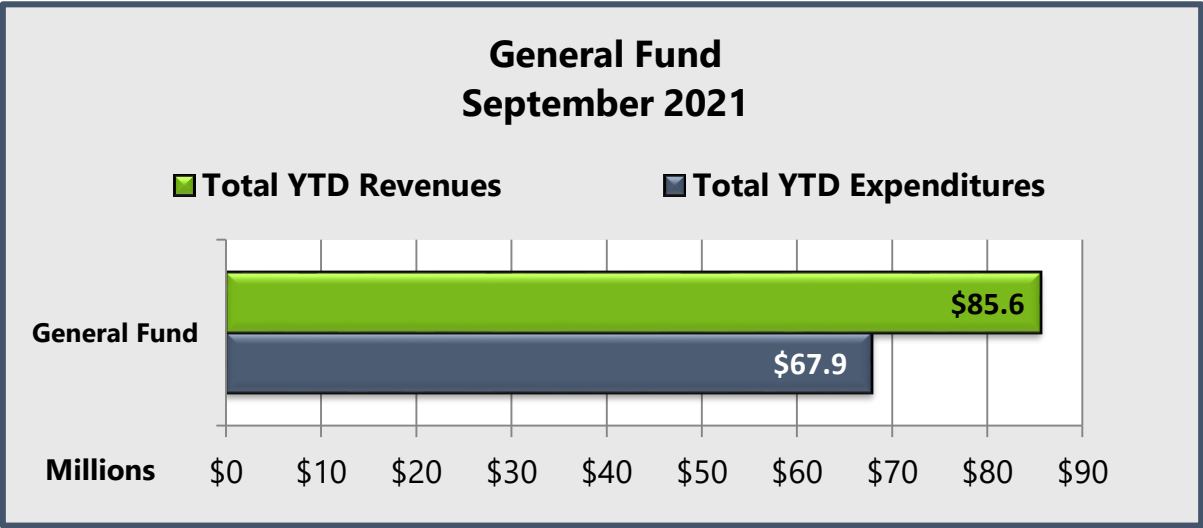
September 2021 SnapShot

9 months / 75% of 2021 elapsed • November 16, 2021

CONTENTS

- **General Fund Focus**
 - Additional COVID Comparison View
- **Citywide Picture**
 - Additional COVID Comparison View
- **Lodging Tax**
- **Activity Measures**

GENERAL FUND REVENUES AND EXPENDITURES



General Fund Revenue

\$85.6 million YTD
81.7% of Annual Budget
7.3% above YTD same period last year

General Fund Expenditures

\$67.9 million YTD
56.0% of budget
5.7% above YTD same period as last year

Sales and Use Tax Revenue

\$47.2 million YTD
84.2% of budget
13.2% above YTD same period as last year

GENERAL FUND REVENUES

September 2021				
REVENUES	September	YTD Actual	Total Revised Budget	% of Budget
Taxes				
Property tax	\$ 104,572	\$ 11,750,613	\$ 11,520,000	102.0% ¹
Sales tax	4,659,842	39,717,993	49,920,000	79.6%
Building use tax	151,796	3,711,864	3,050,000	121.7% ²
Motor Vehicle use tax	450,026	3,748,097	3,050,000	122.9% ²
Other taxes	163,168	2,852,269	3,014,349	94.6%
Intergovernmental	144,811	1,538,472	7,490,073	20.5%
Building permits	333,005	3,245,756	2,187,713	148.4% ³
Other permits	507,234	1,765,722	278,126	634.9% ⁴
Charges for services	171,290	2,911,040	3,056,367	95.2%
Cost Allocations	703,755	6,321,295	8,432,550	75.0%
Fines & forfeitures	70,849	666,654	1,074,667	62.0%
Interest income	18,303	133,375	220,000	60.6%
Miscellaneous	917,224	7,229,334	9,904,207	73.0%
Subtotal Operating	8,395,875	85,592,484	103,198,052	82.9%
Interfund transfers	-	-	1,566,193	0.0%
Total Revenue	\$ 8,395,875	\$ 85,592,484	\$104,764,245	81.7%

Property Tax¹:
Annually, majority of
Property Tax is collected
by September; YTD over
2020 is up by 2.0%

Use Taxes²:
Both are exceeding
anticipated growth

BP³: Higher due to more of
an increase in residential
activity than anticipated.

OP⁴: \$500k in unbudgeted
Developer Construction
Permits have been received.
Permit growth continues to
exceed estimated revenues.

GENERAL FUND EXPENDITURES

September 2021				
EXPENDITURES	September	YTD Actual	Total Revised Budget	% of Budget
Operating				
City Manager	107,820	1,272,429	2,168,243	58.7%
Legislative	8,413	90,722	132,218	68.6%
City Attorney	130,975	952,143	1,341,110	71.0%
City Clerk & Court Admin	30,425	387,355	691,134	56.0%
Finance	530,977	4,469,769	6,694,832	66.8%
Information Technology	258,053	3,023,169	4,464,947	67.7%
Human Resources	211,679	1,141,980	1,727,562	66.1%
Economic Development	59,916	612,275	1,037,333	59.0%
Development Services	204,120	2,060,407	3,038,421	67.8%
Municipal Court	53,711	504,758	759,688	66.4%
Police	1,765,346	17,279,132	26,967,123	64.1%
Public Works	(129,307)	4,140,077	5,895,661	70.2%
Parks & Recreation	508,986	6,462,112	9,405,374	68.7%
Cultural Services	144,574	1,190,544	2,103,138	56.6%
Library	184,031	2,106,912	3,001,934	70.2%
Non-Departmental	1,600,730	13,599,700	22,328,622	60.9%
Subtotal Operating	5,670,449	59,293,484	91,757,340	64.6%
Internal Transfers	543,720	7,399,444	25,904,442	28.6%
Capital Outlay	56,667	1,205,510	3,592,745	33.6%
Total Expenditures	\$ 6,270,836	\$ 67,898,438	\$121,254,527	56.0%

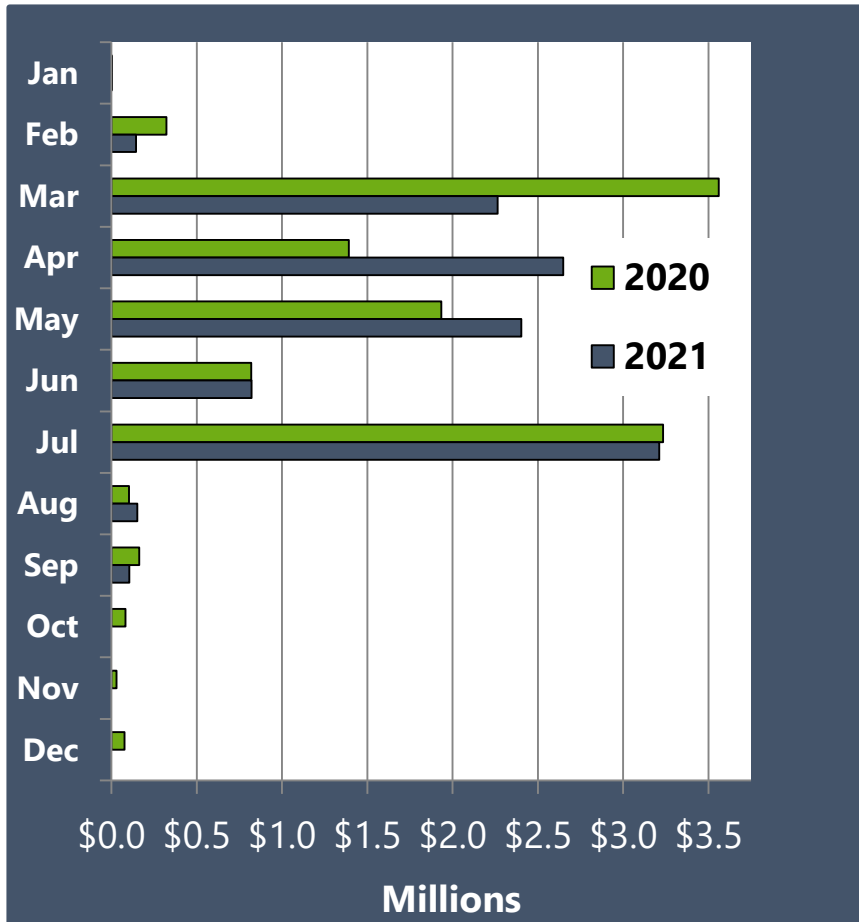
GENERAL FUND REVENUES (Pre, Mid, Post COVID COMPARISON)

September 2021					
REVENUES	2019 YTD Actuals	2020 YTD Actuals	2021 YTD Actuals	'19 to '21 % Change	'20 to '21 % Change
Taxes					
Property Tax	10,082,091	11,525,151	11,750,613	16.5%	2.0%
Sales Tax	35,847,199	36,124,021	39,717,993	10.8%	9.9%
Building Use Tax	1,582,066	2,730,072	3,711,864	134.6%	36.0%
Auto Use Tax	2,943,045	2,837,680	3,748,097	27.4%	32.1%
Other Taxes	2,823,770	2,373,579	2,852,269	1.0%	20.2%
Intergovernmental	656,723	713,946	1,538,472	134.3%	115.5%
Building Permits	1,404,354	1,914,790	3,245,756	131.1%	69.5%
Other Permits	192,311	528,145	1,765,722	818.2%	234.3%
Charges for Services	3,861,230	2,198,459	2,911,040	-24.6%	32.4%
Cost Allocations	5,451,255	5,711,535	6,321,295	16.0%	10.7%
Fines & Forfeitures	893,949	812,243	666,654	-25.4%	-17.9%
Interest Income	363,181	195,366	133,375	-63.3%	-31.7%
Miscellaneous	7,043,839	6,979,250	7,229,334	2.6%	3.6%
Subtotal Operating	\$ 73,145,013	\$ 74,644,237	\$ 85,592,484	17.0%	14.7%
Interfund Transfers	2,257,497	5,093,000	-	-100.0%	-100.0%
Total Revenues	\$ 75,402,510	\$ 79,737,237	\$ 85,592,484	13.5%	7.3%

GENERAL FUND EXPENDITURES (Pre, Mid, Post COVID COMPARISON)

September 2021					
EXPENDITURES	2019 YTD Actuals	2020 YTD Actuals	2021 YTD Actuals	'19 to '21 % Change	'20 to '21 % Change
City Manager	1,214,548	1,238,906	1,272,429	4.8%	2.7%
Legislative	108,826	116,544	90,722	-16.6%	-22.2%
City Attorney	959,953	914,450	952,143	-0.8%	4.1%
City Clerk & Court Admin	442,138	455,631	387,355	-12.4%	-15.0%
Finance	4,195,546	4,375,547	4,469,769	6.5%	2.2%
Information Technology	2,805,878	3,194,626	3,023,169	7.7%	-5.4%
Human Resources	1,189,537	1,061,130	1,141,980	-4.0%	7.6%
Economic Development	635,370	545,970	612,275	-3.6%	12.1%
Development Services	2,121,208	2,044,043	2,060,407	-2.9%	0.8%
Municipal Court	459,253	477,313	504,758	9.9%	5.7%
Police	17,984,728	17,975,510	17,279,132	-3.9%	-3.9%
Public Works	4,192,674	3,960,892	4,140,077	-1.3%	4.5%
Parks & Recreation	7,036,426	6,138,704	6,462,112	-8.2%	5.3%
Cultural Services	1,333,511	1,113,041	1,190,544	-10.7%	7.0%
Library	2,266,384	2,060,954	2,106,912	-7.0%	2.2%
Non-Departmental	11,860,411	12,838,062	13,599,700	14.7%	5.9%
Subtotal Operating	\$ 58,806,389	\$ 58,511,322	\$ 59,293,484	0.8%	1.3%
Internal Transfers	9,966,930	4,540,509	7,399,444	-25.8%	63.0%
Capital Outlay	976,896	1,209,554	1,205,510	23.4%	-0.3%
Total Expenditures	\$ 69,750,215	\$ 64,261,384	\$ 67,898,438	-2.7%	5.7%

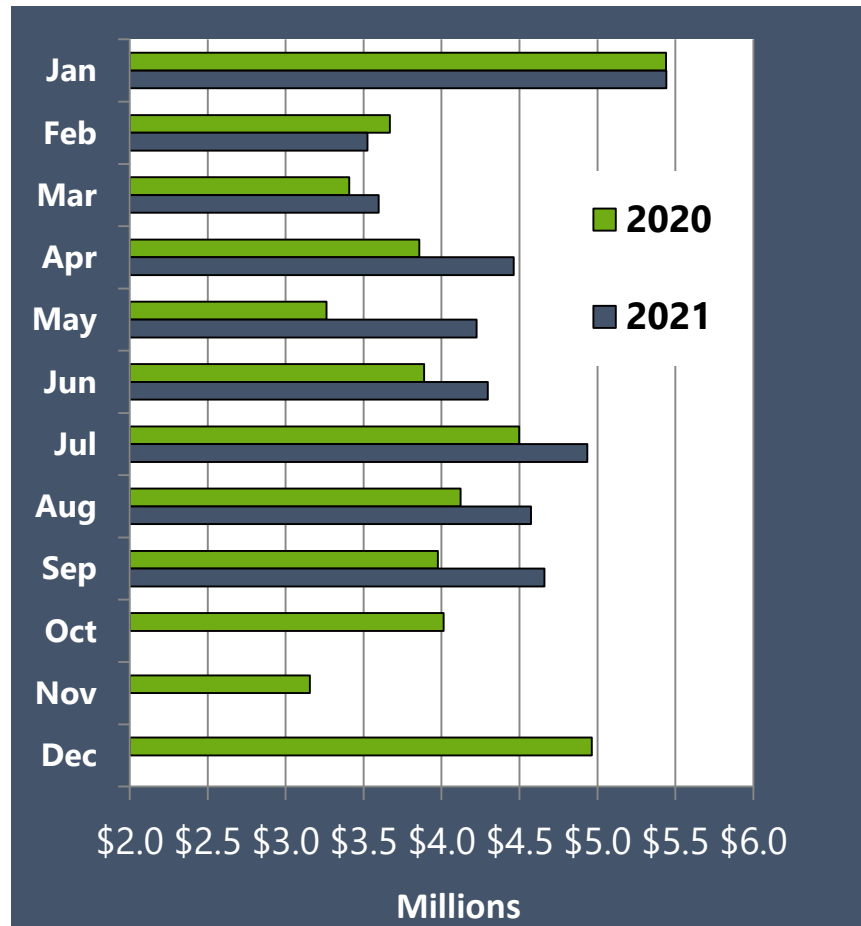
GENERAL FUND REVENUE



Property Tax

	2020	2021	2021 Budget	% of Budget
Jan	\$ 158	\$ 2,159	\$ 11,520,000	0.0%
Feb	321,680	143,972	11,520,000	1.2%
Mar	3,560,309	2,263,645	11,520,000	19.6%
Apr	1,391,049	2,648,223	11,520,000	23.0%
May	1,933,516	2,402,915	11,520,000	20.9%
Jun	819,111	821,890	11,520,000	7.1%
July	3,234,134	3,210,923	11,520,000	27.9%
Aug	102,177	152,314	11,520,000	1.3%
Sept	163,017	104,572	11,520,000	0.9%
Oct	82,429		11,520,000	0.0%
Nov	28,947		11,520,000	0.0%
Dec	75,890		11,520,000	0.0%
	\$ 11,712,417	\$ 11,750,613	\$ 11,520,000	102.0%

GENERAL FUND REVENUE

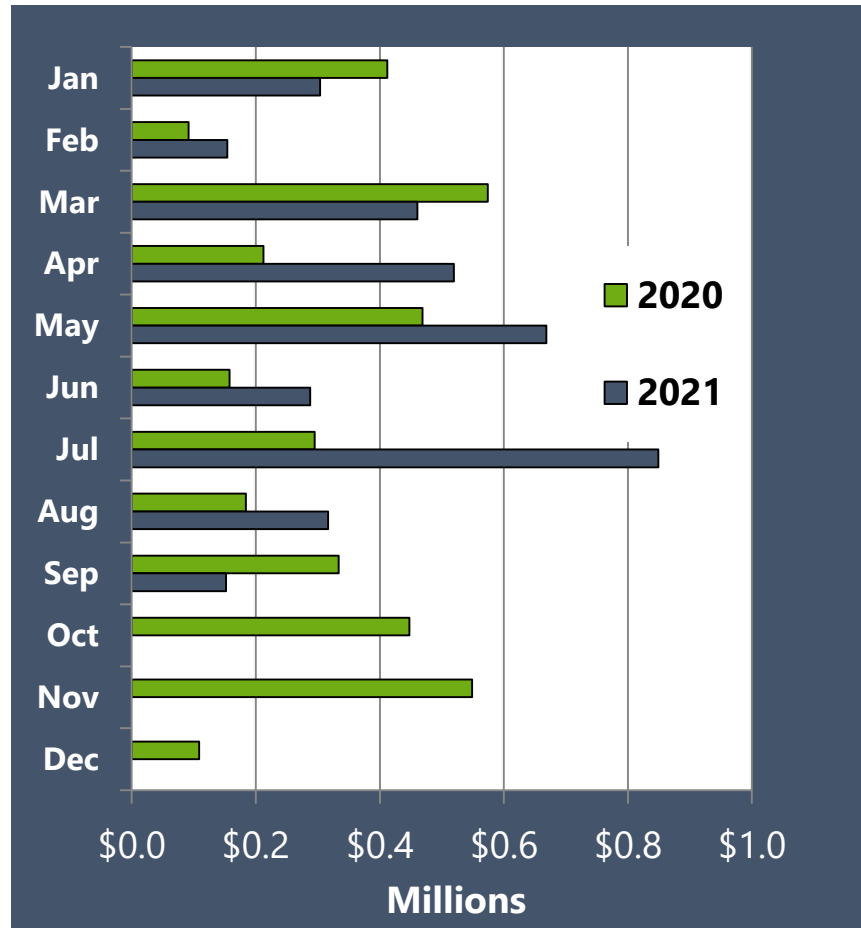


Sales Tax

	2020	2021	2021 Budget	% of Budget
Jan	\$ 5,439,885	\$ 5,442,790	\$ 49,920,000	10.9%
Feb	3,668,678	3,525,383	49,920,000	7.1%
Mar	3,407,232	3,596,073	49,920,000	7.2%
Apr	3,857,654	4,463,084	49,920,000	8.9%
May	3,263,393	4,225,658	49,920,000	8.5%
Jun	3,888,587	4,297,189	49,920,000	8.6%
July	4,498,231	4,934,541	49,920,000	9.9%
Aug	4,123,191	4,573,433	49,920,000	9.2%
Sept	3,977,170	4,659,842	49,920,000	9.3%
Oct	4,012,746		49,920,000	0.0%
Nov	3,156,640		49,920,000	0.0%
Dec	4,963,404		49,920,000	0.0%
	\$ 48,256,812	\$ 39,717,993	\$ 49,920,000	79.6%

*Sales tax for September 2021 is 17.2% higher than September 2020

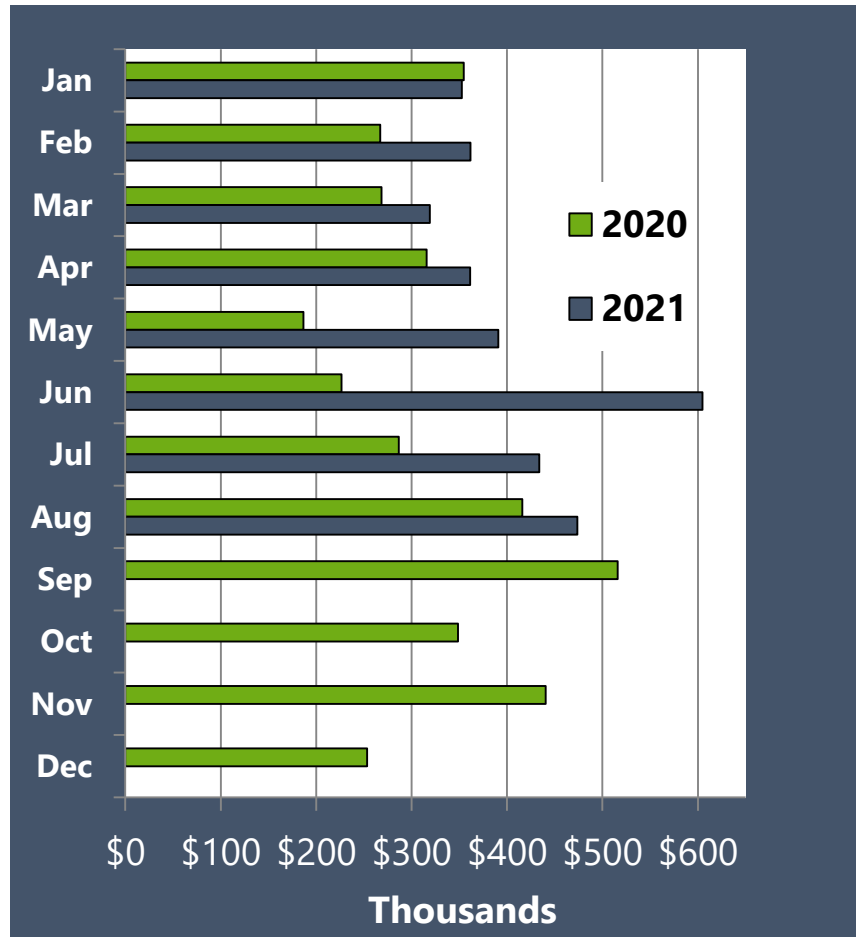
GENERAL FUND REVENUE



Building Use Tax

	2020	2021	2021 Budget	% of Budget
Jan	\$ 412,141	\$ 303,510	\$ 3,050,000	10.0%
Feb	91,896	154,294	3,050,000	5.1%
Mar	574,376	460,872	3,050,000	15.1%
Apr	212,329	519,356	3,050,000	17.0%
May	468,631	668,493	3,050,000	21.9%
Jun	157,895	287,554	3,050,000	9.4%
July	294,808	849,356	3,050,000	27.8%
Aug	184,217	316,635	3,050,000	10.4%
Sept	333,780	151,796	3,050,000	5.0%
Oct	447,601		3,050,000	0.0%
Nov	548,863		3,050,000	0.0%
Dec	108,688		3,050,000	0.0%
	\$ 3,835,223	\$ 3,711,864	\$ 3,050,000	121.7%

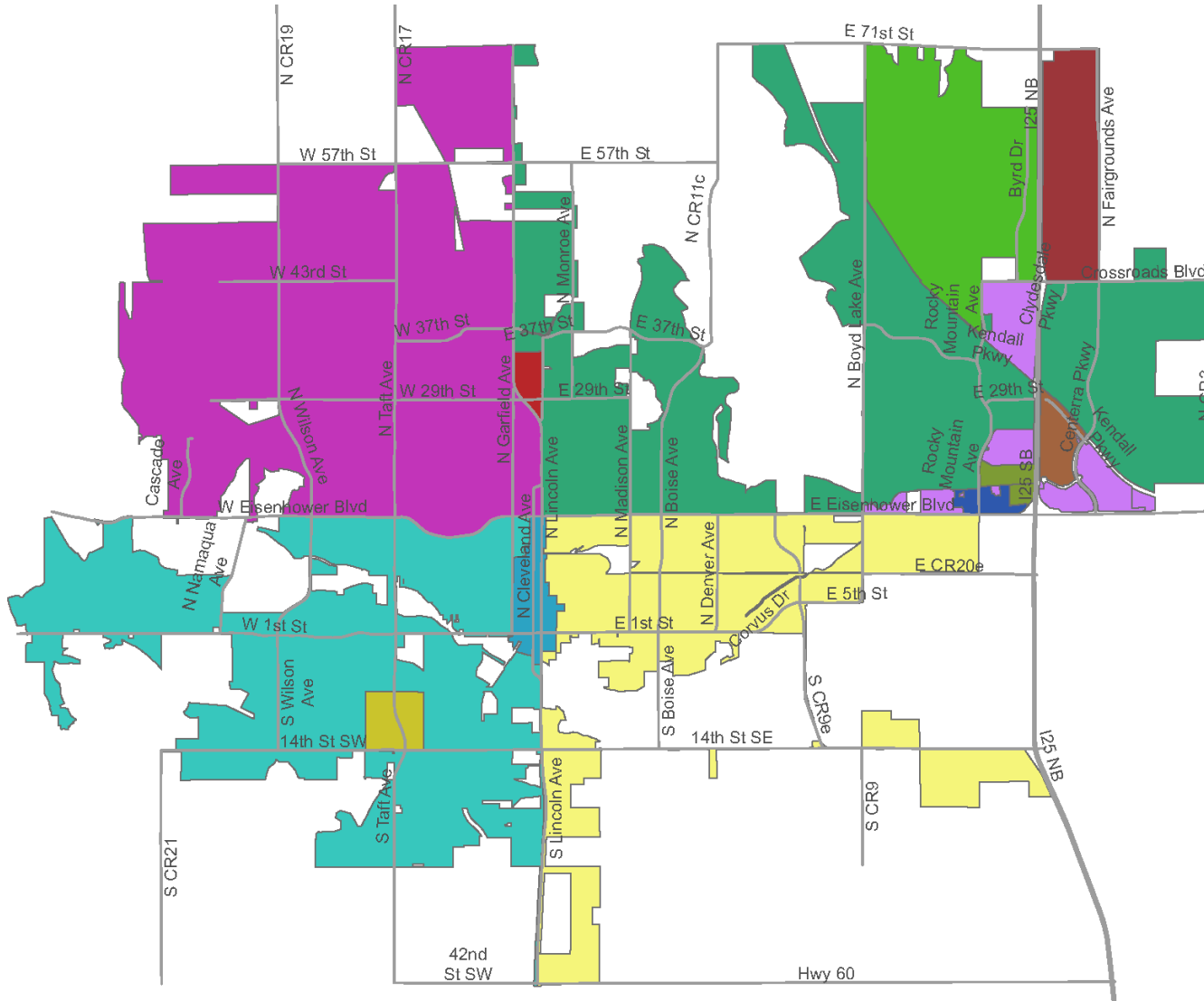
GENERAL FUND REVENUE



Motor Vehicle Use Tax

	2020	2021	2021 Budget	% of Budget
Jan	\$ 354,624	\$ 352,746	\$ 3,050,000	11.6%
Feb	267,201	361,750	3,050,000	11.9%
Mar	268,486	319,116	3,050,000	10.5%
Apr	315,618	361,448	3,050,000	11.9%
May	186,536	390,894	3,050,000	12.8%
Jun	226,437	604,717	3,050,000	19.8%
July	286,564	433,677	3,050,000	14.2%
Aug	416,127	473,722	3,050,000	15.5%
Sept	516,087	450,026	3,050,000	14.8%
Oct	348,680		3,050,000	0.0%
Nov	440,503		3,050,000	0.0%
Dec	253,410		3,050,000	0.0%
	\$ 3,880,273	\$ 3,748,097	\$ 3,050,000	122.9%

GENERAL FUND REVENUE



Sales Tax Collections by Geographical Area

Geographical Area	YTD 2020	YTD 2021	% Change
South East Loveland	\$ 8,719,180	\$ 9,543,800	9.5%
North West Loveland	3,946,847	4,457,490	12.9%
North East Loveland	3,690,479	3,661,552	-0.8%
Centera	2,685,282	3,236,723	20.5%
Orchards Shopping Center	2,292,777	2,373,811	3.5%
Thompson Valley Town Center	1,816,890	1,815,526	-0.1%
South West Loveland	1,448,827	1,657,940	14.4%
Promenade Shops	1,162,689	1,542,351	32.7%
Downtown	1,028,686	1,146,041	11.4%
Airport	830,565	812,806	-2.1%
Columbine Shopping Center	668,321	673,047	0.7%
The Ranch	367,964	446,039	21.2%
Outlet Mall	402,351	321,701	-20.0%
All Other Areas (1)	7,063,163	8,029,166	13.7%
Total	\$36,124,021	\$39,717,993	9.9%

(1) Refers to sales tax remitted by vendors who are located outside of the City but make sales to customers within Loveland.

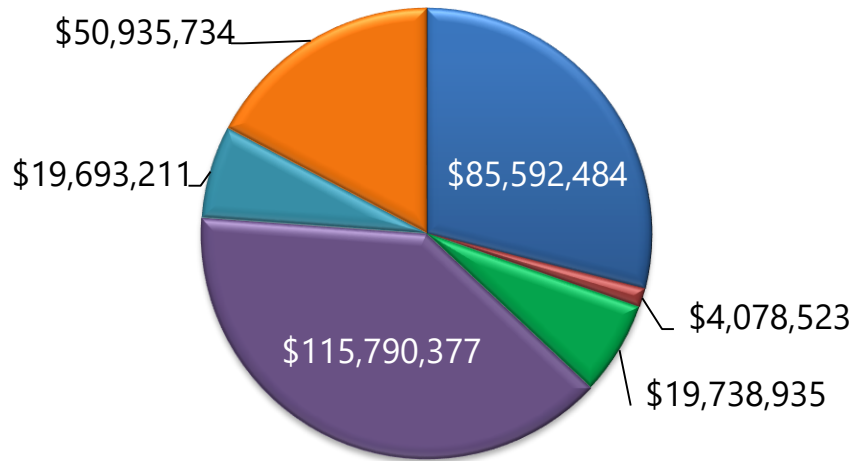
GENERAL FUND REVENUE

September Sales Tax Collections

Industry Sector	Change from Previous Year						Change from Same Month Last Year		Change from Last Month (current year)	
	YTD 2020	YTD 2021	\$ Change	% Change	% of Total		Dollar Amount	Percent Change	Dollar Amount	Percent Change
Beer, Wine & Liquor Stores	\$ 851,801	\$ 822,704	\$ (29,097) ↓	-3.4%	2.1%		\$ 6,206 ↑	5.8%	\$ 18,133 ↑	19.0%
Broadcasting & Telecommunications	662,967	578,662	(84,305) ↓	-12.7%	1.5%		(8,196) ↓	-12.0%	(799) ↓	-1.3%
Building Material & Lawn & Garden Supplies	3,702,197	4,037,586	335,389 ↑	9.1%	10.2%		12,864 ↑	3.1%	(65,718) ↓	-13.3%
Clothing & Clothing Accessories Stores	1,025,208	1,254,600	229,392 ↑	22.4%	3.2%		16,189 ↑	11.4%	17,540 ↑	12.5%
Consumer Goods & Commercial Equipment Rental	957,170	1,070,075	112,905 ↑	11.8%	2.7%		90,228 ↑	92.7%	77,297 ↑	70.1%
Department Stores & General Merchandise	6,541,781	6,968,586	426,805 ↑	6.5%	17.5%		123,895 ↑	18.5%	21,195 ↑	2.7%
Electronic Shopping & Mail-Order Houses	1,767,182	1,981,666	214,484 ↑	12.1%	5.0%		25,254 ↑	13.3%	30,716 ↑	16.7%
Electronics & Appliance Stores	711,894	831,456	119,562 ↑	16.8%	2.1%		9,207 ↑	12.6%	(18,138) ↓	-18.0%
Furniture & Home Furnishing Stores	406,832	495,898	89,066 ↑	21.9%	1.2%		1,127 ↑	2.1%	(2,401) ↓	-4.3%
Gasoline Stations with Convenience Stores	464,764	542,078	77,314 ↑	16.6%	1.4%		6,878 ↑	11.1%	366 ↑	0.5%
Grocery Stores & Specialty Foods	4,454,955	4,398,383	(56,572) ↓	-1.3%	11.1%		(6,031) ↓	-1.3%	(10,297) ↓	-2.3%
Health & Personal Care Stores	561,982	634,500	72,518 ↑	12.9%	1.6%		4,952 ↑	8.0%	(1,669) ↓	-2.4%
Hotels, Motels & Other Accommodations	442,926	640,155	197,229 ↑	44.5%	1.6%		71,788 ↑	127.9%	13,165 ↑	11.5%
Misc. Retail Including Used Merchandise Stores	1,304,934	1,562,200	257,266 ↑	19.7%	3.9%		30,643 ↑	23.7%	(12,622) ↓	-7.3%
Motor Vehicle Dealers, Auto Parts & Leasing	3,171,434	3,308,185	136,751 ↑	4.3%	8.3%		36,098 ↑	9.9%	(13,170) ↓	-3.2%
Office Supplies, Stationery & Gift Stores	208,032	163,982	(44,050) ↓	-21.2%	0.4%		(3,056) ↓	-16.0%	(170) ↓	-1.1%
Restaurants & Bars	4,205,451	4,856,342	650,891 ↑	15.5%	12.2%		79,737 ↑	14.3%	(11,475) ↓	-1.8%
Sporting Goods, Hobby, Book & Music Stores	1,015,270	1,261,902	246,632 ↑	24.3%	3.2%		18,222 ↑	15.6%	6,011 ↑	4.7%
Utilities	1,679,075	1,906,292	227,217 ↑	13.5%	4.8%		37,281 ↑	19.1%	15,291 ↑	7.0%
All Other Categories	1,988,166	2,402,741	414,575 ↑	20.9%	6.0%		129,386 ↑	85.8%	23,154 ↑	9.0%
Total	\$ 36,124,021	\$ 39,717,993	\$ 3,593,972 ↑	9.9%	100.0%		\$ 682,672 ↑	17.2%	\$ 86,409 ↑	1.9%

CITYWIDE REVENUES AND EXPENDITURES *(excluding transfers)*

\$295.8 Million



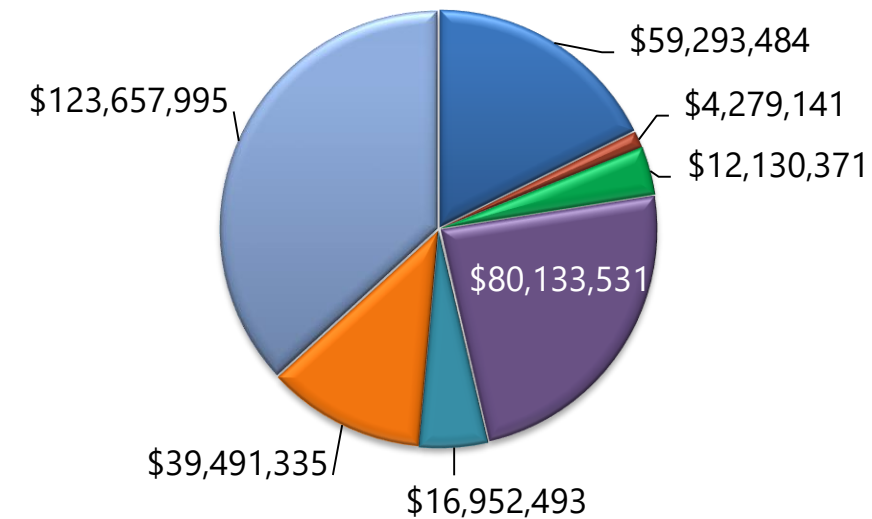
Citywide YTD Revenue

66.6% of total annual budget

11.8% above YTD same period last year

- General Fund
- Other Governmental Funds
- Special Revenue Funds
- Enterprise Funds
- Internal Service Funds
- Other Entities
- Capital

\$335.9 Million



Citywide YTD Expenditures

58.8% of total annual budget

26.4% above YTD same period last year

Total Citywide Expenditures exceed Total Citywide Revenues by \$40.1 million.

*Figures have been rounded to the nearest \$100,000

CITYWIDE REVENUES AND EXPENDITURES

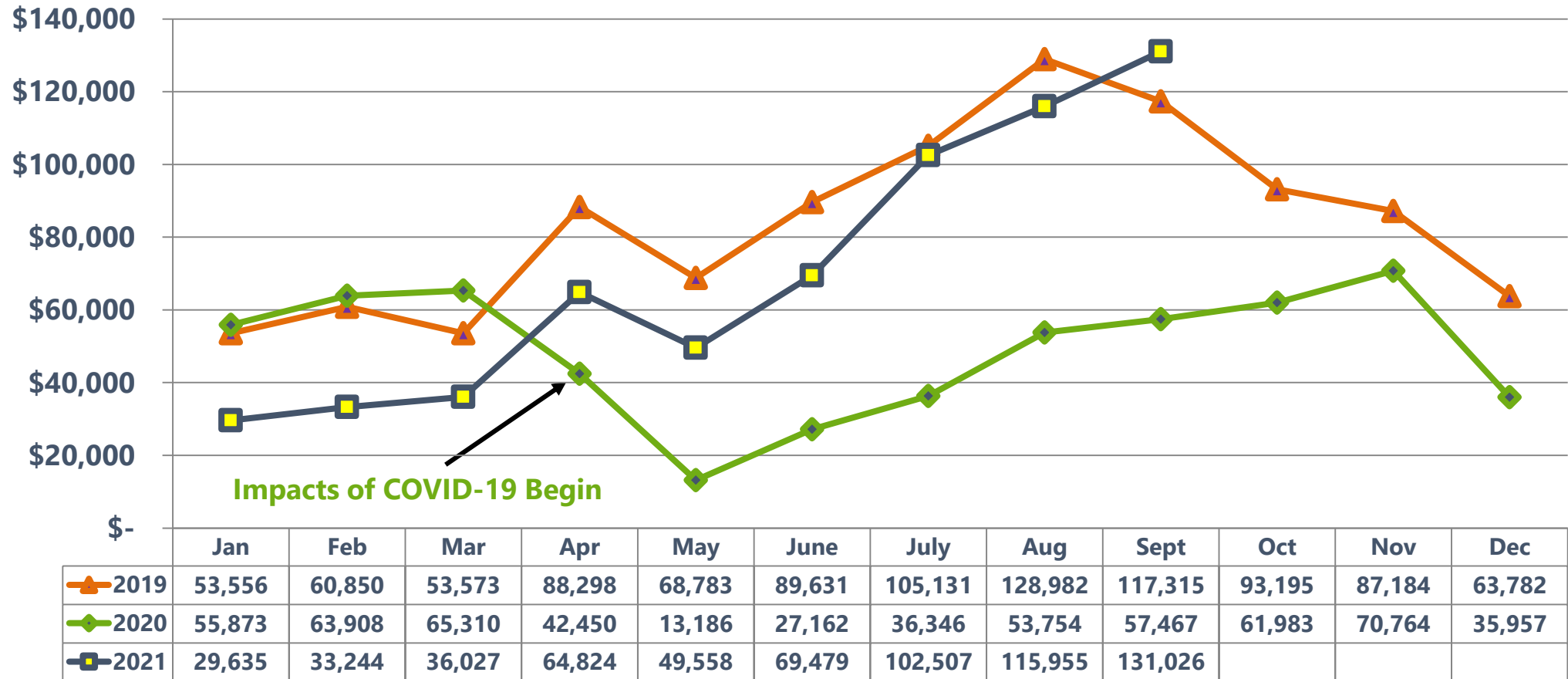
September 2021				
REVENUES	September	YTD Actual	Total Revised Budget	% of Budget
Operating				
General Fund	\$ 8,395,875	\$ 85,592,484	\$ 103,198,052	82.9%
Other Governmental Funds	330,925	4,078,523	7,441,826	54.8%
Special Revenue Funds	2,552,772	19,738,935	28,432,087	69.4%
Enterprise Funds	13,533,283	115,790,377	212,083,897	54.6%
Internal Service Funds	1,715,179	19,693,211	29,264,212	67.3%
Other Entities	2,632,469	50,935,734	63,862,795	79.8%
Total Operating Revenue	\$ 29,160,503	\$ 295,829,264	\$ 444,282,869	66.6%
Prior Year Operating Revenue		264,706,515		
Increase (-Decrease) From Prior Year		11.8%		
Internal Transfers	5,147,283	96,556,495	164,630,681	58.7%
Grand Total Revenues	\$ 34,307,786	\$ 392,385,759	\$ 608,913,550	64.4%
EXPENDITURES	September	YTD Actual	Total Revised Budget	% of Budget
General Governmental				
General Fund	5,670,449	59,293,484	91,757,340	64.6%
Other Governmental Funds	172,107	4,279,141	6,306,319	67.9%
Special Revenue Funds	1,100,238	12,130,371	21,197,631	57.2%
Enterprise Funds	8,074,429	80,133,531	128,515,160	62.4%
Internal Service Funds	1,815,663	16,952,493	25,565,546	66.3%
Other Entities	1,827,583	39,491,335	47,121,992	83.8%
Subtotal Operating Expenditures	\$ 18,660,469	\$ 212,280,355	\$ 320,463,988	66.2%
Capital	73,102,527	123,657,995	251,082,256	49.2%
Subtotal Operating Expenditures & Capital	\$ 91,762,996	\$ 335,938,350	\$ 571,546,244	58.8%
Prior Year Operating Expenditures & Capital		265,683,145		
Increase (-Decrease) From Prior Year		26.0%		
Internal Transfers	5,147,283	96,556,495	164,628,709	58.7%
Grand Total Expenditures	\$ 96,910,279	\$ 432,494,845	\$ 736,174,953	58.7%

CITYWIDE REVENUES AND EXPENDITURES (Pre, Mid, Post COVID Comparison)

	September 2021				
	2019 YTD	2020 YTD	2021 YTD	'19 to '21	'20 to '21
REVENUES	Actuals	Actuals	Actuals	% Change	% Change
Operating					
General Fund	73,145,013	74,644,237	85,592,484	17.0%	14.7%
Other Governmental	1,232,505	4,085,665	4,078,523	230.9%	-0.2%
Special Revenue	17,625,781	19,043,680	19,738,935	12.0%	3.7%
Enterprise	106,703,590	108,764,068	115,790,377	8.5%	6.5%
Internal Service	19,980,474	21,201,936	19,693,211	-1.4%	-7.1%
Other Entities	37,340,430	36,966,929	50,935,734	36.4%	37.8%
Total Operating Revenues	\$ 256,027,794	\$ 264,706,515	\$ 295,829,264	15.5%	11.8%
Internal Transfers	26,825,391	33,781,882	96,556,495	259.9%	185.8%
Grand Total Revenues	\$ 282,853,185	\$ 298,488,397	\$ 392,385,759	38.7%	31.5%
EXPENDITURES					
General Governmental					
General Fund	58,806,389	58,511,322	59,293,484	0.8%	1.3%
Other Governmental	4,995,647	4,820,017	4,279,141	-14.3%	-11.2%
Special Revenue	16,468,292	14,383,555	12,130,371	-26.3%	-15.7%
Enterprise	74,281,472	76,062,228	80,133,531	7.9%	5.4%
Internal Service	14,737,203	14,363,130	16,952,493	15.0%	18.0%
Other Entities	31,431,174	32,174,015	39,491,335	25.6%	22.7%
Subtotal Operating Expenditures	\$ 200,720,177	\$ 200,314,268	\$ 212,280,355	5.8%	6.0%
Internal Transfers	26,825,391	33,781,882	96,556,495	259.9%	185.8%
Capital	50,277,303	65,368,877	123,657,995	146.0%	89.2%
Grand Total Expenditures	\$ 277,822,871	\$ 299,465,026	\$ 432,494,845	55.7%	44.4%

LODGING TAX

Annual 2021 Total: \$632,256



Lodging tax YTD is 52.2% higher than 2020 YTD

ACTIVITY MEASURES

Measures	September '19	September '20	September '21	2019 YTD	2020 YTD	2021 YTD
Governmental Measures						
# of Building Permits	208	253	324	2,000	2,314	2,922
\$ Building Permit Valuations	\$ 18,815,435	\$ 29,929,194	\$ 23,758,768	\$ 138,514,484	\$ 206,013,721	\$ 302,727,494
# of Certified Occupancies	23	30	22	323	399	404
Net # of Sales Tax Licenses	32	(1)	42	141	-	(6)
\$ of Lodging Tax Collected	\$ 117,315	\$ 57,467	\$ 131,026	\$ 766,120	\$ 415,456	\$ 632,255
Enterprise Measures						
New Residential Electric Meter Sets	7	79	-	121	353	426
# of Utility Bills Sent	40,299	41,031	-	360,874	366,614	332,181
KWH Demand (kH)	143,849	128,973	137,188	1,030,473	1,011,384	1,053,147
KWH Purchased (kwh)	62,391,670	57,416,380	62,317,910	549,495,160	539,347,138	563,071,031
Gallons of Water Sold	615,547,836	624,676,685	625,066,297	2,845,706,925	3,079,709,731	2,949,417,478
Rounds of Golf	14,556	16,646	16,953	95,597	100,437	113,781
Internal Measures						
\$ Average Health Claim Costs/Emp.	\$ 903	\$ 1,187	\$ 1,283	\$ 1,008	\$ 928	\$ 1,211
# of Workers' Comp Claims	7	\$ 10	13	89	97	148
\$ of Workers' Comp Claims	\$ 17,303	\$ 15,017	\$ 12,352	\$ 368,419	\$ 316,518	\$ 435,275
# of Total Open Claims	15	\$ 17	15	Not Cumulative		
\$ of Total Open Claims	\$ 581,759	\$ 254,683	\$ 64,513	Not Cumulative		

Waiting to glean from CIS report output

Questions