



October 2025

Monthly Revenue Review

Brian Waldes, Chief Financial Officer

Finance

December 16, 2026

Agenda

The Finance Department will present an updated financial status report and will outline efforts to prioritize City services, identifying any updated findings.

➤ General Fund Revenues

- Sales Tax
- Property Tax
- Auto Use Tax
- Building Materials Use Tax
- Summary

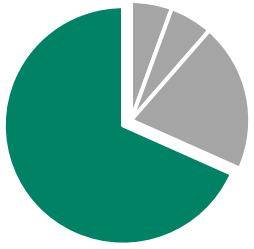
Why & What

Why are we here?

To present financial results through October 31, 2025, with a focus on the General Fund.

What are we asking?

City Council's continued participation in monitoring and guiding the City's finances.

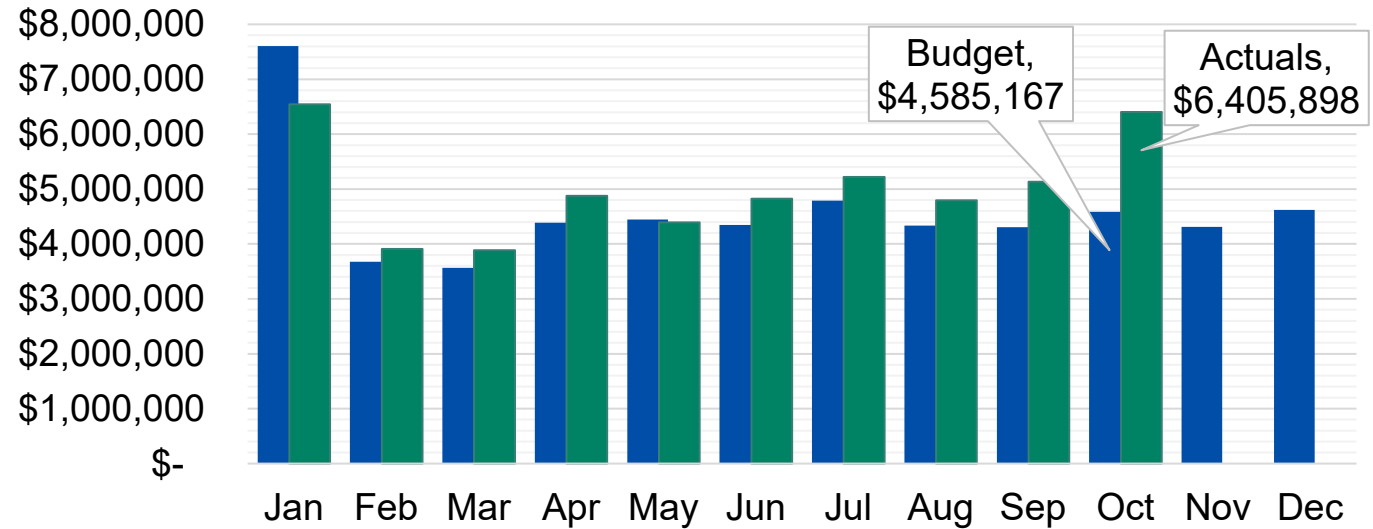


Sales Tax

Sales Tax is the primary source of revenue for the General Fund.

The information on this slide reflects taxes paid at the time of the transaction, regardless of when the funds were received by the City.

2025 Budget vs. Actuals (Cash Basis)



Sales tax collections in October were higher than budgeted due to three large late filings.

| | 2025 | |
|-------------------------|--------------|----------------|
| | YTD | Fiscal Year |
| Budget | \$46,032,466 | \$ 54,964,018 |
| Actuals | 49,987,177 | 49,987,177 |
| Variance + / (-) | \$ 3,954,711 | \$ (4,976,841) |

| | Comparison to Prior Year | | |
|--------------------|--------------------------|--------------|------------------|
| | 2024 | 2025 | Variance + / (-) |
| Budget | \$53,105,331 | \$54,964,018 | \$ 1,858,687 |
| Actuals YTD | 48,397,558 | 49,987,177 | \$ 1,589,619 |



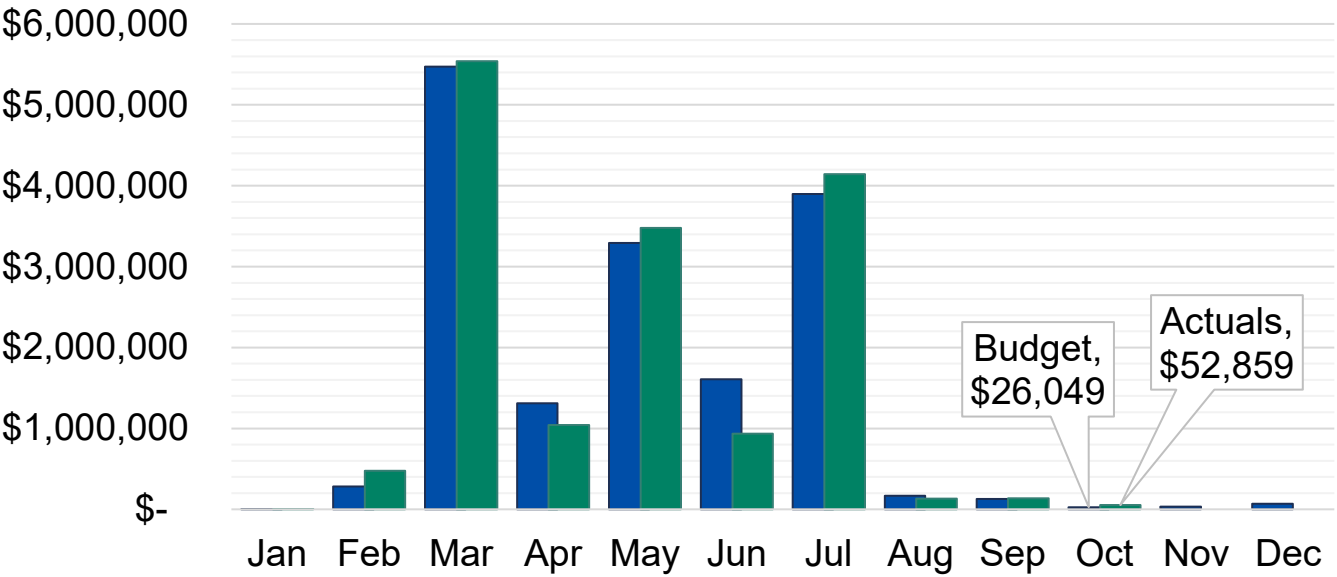
Property Tax

Property Tax is the second largest contributor of General Fund revenue. The timing of property tax payments makes this data more informative at certain points during the year.

- Lump sum payments are due at the end of April.
- Installment payments are due at the end of February and mid-June.

Property Tax collections are in line with forecast.

2025 Budget vs. Actuals



| | 2025 | |
|------------------|---------------|---------------|
| | YTD | Fiscal Year |
| Budget | \$ 16,192,101 | \$ 16,292,934 |
| Actuals | 15,931,984 | 15,931,984 |
| Variance + / (-) | \$ (260,117) | \$ (360,950) |

| | Comparison to Prior Year | | |
|-------------|--------------------------|---------------|------------------|
| | 2024 | 2025 | Variance + / (-) |
| Budget | \$ 16,127,878 | \$ 16,292,934 | \$ 165,056 |
| Actuals YTD | 16,539,412 | 15,931,984 | \$ (607,428) |



Auto Use Tax

The City receives Auto Use Tax when Loveland residents purchase and register a new vehicle, regardless of where the purchase occurred.

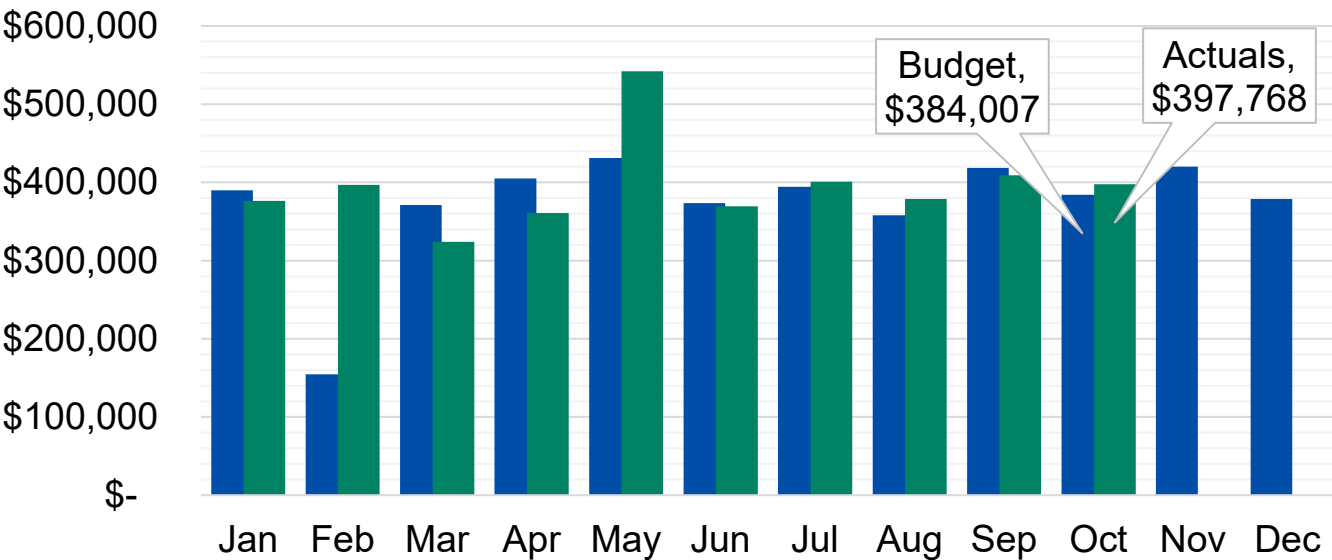
Auto Use Tax revenue remains relatively stable throughout the year.

The City of Loveland continues to see Auto Use Tax revenue stronger than prior years. However, this is only a small portion of total General Fund Revenue.

| | 2025 | |
|------------------|--------------|--------------|
| | YTD | Fiscal Year |
| Budget | \$ 3,680,736 | \$ 4,480,000 |
| Actuals | 3,956,596 | 3,956,596 |
| Variance + / (-) | \$ 275,860 | \$ (523,404) |

| | Comparison to Prior Year | | |
|-------------|--------------------------|--------------|------------------|
| | 2024 | 2025 | Variance + / (-) |
| Budget | \$ 4,400,000 | \$ 4,480,000 | \$ 80,000 |
| Actuals YTD | 3,528,835 | 3,956,596 | \$ 427,761 |

2025 Budget vs. Actuals



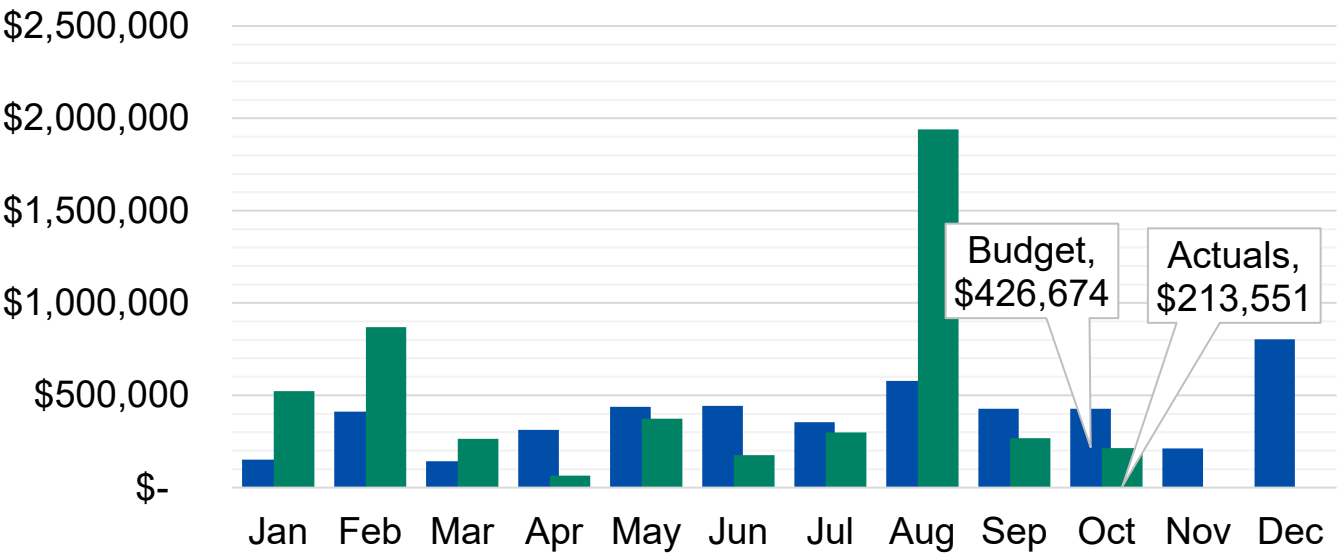


Building Materials Use Tax

Building Materials Use Tax is imposed on the use, storage, or consumption of building materials and collections can vary month-to-month depending on new projects developing throughout the City.

There was a one-time non-reoccurring single permit for \$1.7 million collected in August.

2025 Budget vs. Actuals



| | 2025 | |
|------------------|--------------|--------------|
| | YTD | Fiscal Year |
| Budget | \$ 3,684,018 | \$ 4,700,000 |
| Actuals | 4,990,677 | 4,990,677 |
| Variance + / (-) | \$ 1,306,658 | \$ 290,677 |

| | Comparison to Prior Year | | |
|-------------|--------------------------|--------------|------------------|
| | 2024 | 2025 | Variance + / (-) |
| Budget | \$ 4,600,000 | \$ 4,700,000 | \$ 100,000 |
| Actuals YTD | 3,727,830 | 4,990,677 | \$ 1,262,847 |

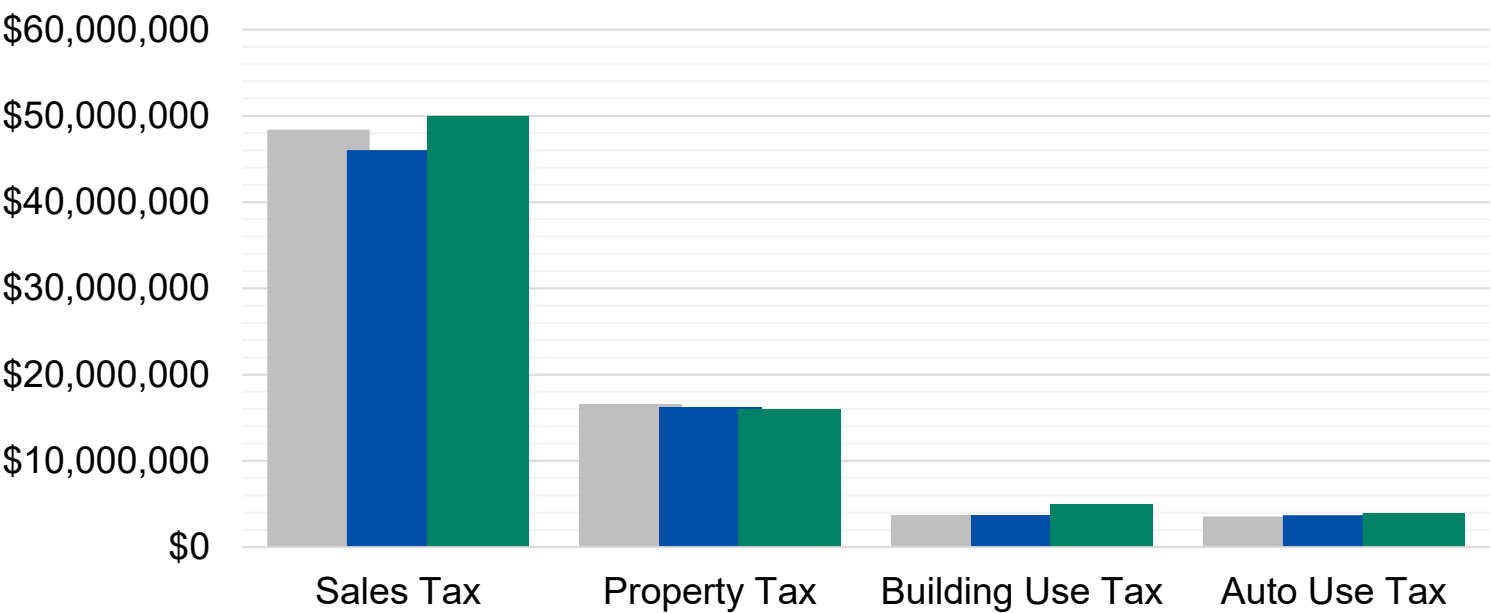
Tax Revenue Summary

Through July, revenue collections are essentially flat compared to prior year.

Currently, there are no identifiable trends that would require revisions to forecast/budget.

Attachment 1

YTD Comparison



| | Sales Tax | Property Tax | Building Use | Auto Use | TOTAL YTD |
|------------------|---------------|---------------|--------------|-----------|---------------|
| 2024 YTD Actuals | \$ 48,397,558 | \$ 16,539,412 | 3,727,830 | 3,528,835 | \$ 72,193,636 |
| 2025 YTD Budget | 46,032,466 | 16,192,101 | 3,684,018 | 3,680,736 | \$ 69,589,321 |
| 2025 YTD Actuals | 49,987,177 | 15,931,984 | 4,990,677 | 3,956,596 | \$ 74,866,434 |

| | | | | | |
|---------------------------------|-----------|-----------|-----------|---------|-----------|
| Variance: '24 to '25 Actuals | 1,589,619 | (607,428) | 1,262,847 | 427,761 | 2,672,798 |
| | 3% | -4% | 34% | 12% | 4% |

| | | | | | |
|------------------------------------|-----------|-----------|-----------|---------|-----------|
| Variance: '25 Budget to Actuals | 3,954,711 | (260,117) | 1,306,658 | 275,860 | 5,277,113 |
| | 9% | -2% | 35% | 7% | 8% |

Budget Timeline

**2025 Citywide
Year-End
Wrap-Up
(1st Reading)**

December 2, 2025
Regular Meeting

**Quarter 3 (Q3)
Financials**

December 2, 2025
Regular Meeting

**2025 Citywide
Year-End
Wrap-Up
(2nd Reading)**

December 16, 2025
Regular Meeting



**October
Revenue
Review**

December 16, 2025
Regular Meeting

**November
Revenue
Review**

TBD, 2026
TBD Meeting



Public Comment & Council Questions



Thank You!

Brian Waldes, Chief Financial Officer

Finance

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