



City Council Finance Committee

Meeting Agenda

Tuesday, February 18, 2020
City Hall – Spruce Room
749 Main Street
3:00 p.m.

- I. Call to Order
- II. Roll Call
- III. Approval of Agenda
- IV. Approval of the Minutes from the January 21, 2020 Meeting (page 2)
- V. Public Comments on Items Not on the Agenda
- VI. Insurance Renewal for 2020 (page 10)
- VII. Sales Tax Reports for the Fourth Quarter Ended December 31, 2019 (page 13)
- VIII. Accounts Receivable Write-Offs (page 35)
- IX. Discussion of “Top-50” Reporting (page 36)
- X. 2021-2022 Biennial Budget Process Discussion (page 37)
- XI. Staff Reports/Updates/Discussions
 - 2020 Work Plan Update (page 38)
- XII. Possible Discussion Items for Next Regular Meeting (March 17, 2020 at 3:00 p.m.)
 - Continued Discussions on Budget Process
- XIII. Adjourn

City of Louisville, Colorado

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City Council Finance Committee

Meeting Minutes

Monday, January 21, 2020
City Hall, Spruce Room
749 Main Street

CALL TO ORDER

The meeting was called to order at 3:00 p.m.

ROLL CALL

The following were present:

City Council: Council Member Maloney, Council Member Lipton,
Council Member Leh, and Mayor Stolzmann

Staff/Others
Present: Heather Balsler, City Manager, Megan Davis, Deputy
City Manager, Emily Hogan, Assistant City Manager for
Communications & Special Projects, Kevin Watson,
Finance Director, Nathan Mosley, Director of Parks,
Recreation & Open Space, Kurt Kowar, Director of
Public Works, Chris Neves, Director of Information
Technology, Megan Pierce, Director of Economic
Vitality, Kathleen Hix, Director of Human Resources,
Kathy Martin, Recreation Superintendent, Cara
Golden, Accounting Manager, Penney Bolte, Tax
Manager, and Nat Ahrens, IT Business Data Analyst,
Ken Gambon, resident, and John Leary, resident

Absent: None

APPROVAL OF THE AGENDA

Finance Committee Members approved the agenda as presented.

APPROVAL OF THE MINUTES FROM THE DECEMBER 16, 2019 MEETING

Finance Committee Members approved the December 16, 2019 minutes as presented.

PUBLIC COMMENTS ON ITEMS NOT ON THE AGENDA

Resident John Leary stated that, prior to a contract being signed for the Conoco Phillips property, the staff assumptions, method of costing needed for the Fiscal Impact Model, and the type of outputs desired, should be discussed.

ENTERPRISE DASHBOARDS

Coal Creek Golf Course

Director Nathan Mosley presented a summary of the Golf Course's achievements in 2019, and stated that revenue exceeded expenditures by approximately \$77K through 4th quarter 2019. Director Mosely handed out a revised dashboard to the Finance Committee members stating that the cost per round figures on the dashboard in the packet were incorrect.

Finance Committee Member Lipton stated that the insurance recovery was booked to revenue, but asked where the expense was recorded. Director Watson stated that the expenses spanned 2018 and 2019 and that a footnote could be added to the dashboard reflecting that the expenses occurred in different years.

Finance Committee Chairperson Maloney stated that the Sweet Spot revenue indicates no budgeted amount on the dashboard. Finance Director Watson stated that \$35,700 was budgeted, but the amount was rolled up to another account. Director Watson stated that the budgeted amount can be broken out for future dashboard reports.

Member Lipton stated that \$245K was budgeted for water for the golf course, but due to water reduction savings, only \$40K was used in 2019. Member Lipton stated that there needs to be a quarterly narrative provided with the dashboard that described all the facts surrounding the golf course performance.

Chairperson Maloney stated that he wants to discuss the details of funding for the golf course during the upcoming budget cycle.

Finance Committee members agreed that the Master Annual Dashboard be provided quarterly for future Finance Committee meetings.

Utilities

Director Kurt Kowar presented the year end 2019 dashboards for Water, Wastewater, and Storm Water to the Finance Committee. Director Kowar stated that the year started wet and cool, but turned hot and dry resulting in a strong

finish. Also highlighted was the City's 2-3% water loss in an industry which standards view less than 10% as a good rating. Director Kowar stated that some of the tap fees anticipated for 2019 did not materialize, but that those anticipated revenues would be rolled into 2020 and 2021.

Finance Committee Member Leh asked Director Kowar if turnover and understaffing issues impacted the effectiveness of water utilities management. Director Kowar stated that there has not been an impact, and that staff was currently managing the shortfalls, though long-term burn-out is always a concern. Human Resources Director Kathleen Hix stated that they seek out interns through Red Rocks, and are frequently sharing information at job fairs on careers in the water utility field.

Finance Committee Members stated that they liked the format of the dashboards, and Chairperson Maloney stated that they would be moving from a 3yr average to a 5yr average for 2020.

Recreation & Senior Center

Director Nathan Mosley presented the 2019 year-end dashboard for the Recreation & Senior Center to the Finance Committee. Also distributed to Committee Members was a 2019 Year in Review summarizing achievements and participation for various Recreation and Senior Center programs, activities, and facility usage. Director Mosely recognized Superintendent Kathy Martin for her outstanding achievements.

Finance Committee Chairperson Maloney raised questions about the recreation center equipment stating that the equipment life span anticipated may be shorter due to greater usage. Superintendent Martin stated that some of the new equipment rated for 2yrs/20K miles, are already at 14K miles after just one year.

Finance Committee Member Lipton stated concern over the aquatic program and whether the way it is currently working, and the programs offered are adequate. Member Lipton also stated that he would like to see a breakout for the Recreation & Senior Center sub-programs.

Director Mosley stated that the Recreation & Senior Center is in a good position moving forward, that 2020 comparisons will be more meaningful, and that future cost or fee increases will be discussed.

The reports and corresponding narrative can be located in the packet of the January 21, 2020 Finance Committee Meeting.

COAL CREEK GOLF COURSE GOLF CART REPLACEMENT OPTIONS

Director of Parks, Recreation and Open Space Nathan Mosley presented an overview of (4) options available to the City to manage the golf cart fleet which is currently leased, and which lease will end soon. Director Mosely outlined the options for leasing the carts ongoing, and also options for the purchase of the existing fleet or a new fleet, and reviewed the 10 year investment of each option.

Finance Committee Member Lipton stated that it is not advantageous for the City to continue to lease the fleet as the City is not able to write-off these expenses. Member Lipton suggested that the expense of the purchase of new carts could be spread across a few years as opposed to purchasing all at once.

Finance Committee Members discussed various funding options including, how the current lease payment budget should be used, the use of capital improvement money, and funding of the Renewal & Replacement portion of the fund balance. City Manager Basler and Director Mosely stated that the 2020 budget must be amended and a budget amendment brought to Council before June.

Finance Committee Member Lipton stated that he would like the matter to receive further consideration.

Mayor Ashley Stolzmann stated that the lease is ending, and that the Committee should provide a clear direction to staff today. Chairperson Maloney agreed that the Finance Committee should also provide a conceptual direction to the full Council.

Member Lipton and Leh agreed to recommend Option D, but the Committee expressed that they would like to revisit the long-term Renewal and Replacement funding as part of the budget process.

The reports and corresponding narrative can be located in the packet of the January 21, 2020 Finance Committee Meeting.

PROGRAM BUDGET ANALYSIS

At the last Finance Committee meeting, staff was directed to select a program area and walk the Committee through their process and analysis reviewing KPI's, historical data, and trends, to determine their CIP and Operational budget requests.

Assistant City Manager for Communications & Special Projects Emily Hogan presented to the Finance Committee analyses for three different program areas; Public Information and Involvement, Human Resources and Organizational Development, and Information Technology.

City Manager Heather Balser added that the selection and use of KPI's is still evolving, and that there are too many KPI's currently. Manager Balser stated that City will retain a consultant to work with the City and staff to ensure that future KPI's can be used to measure and maintain the revenue and long-term plans of the City.

Finance Committee Member Lipton stated that staff has made an honest attempt with the KPI's and there has been movement. Member Lipton stated that the data needs to be summarized for Council as policy makers.

Chairperson Maloney asked how this analysis is a decision-making tool and how it informs program budgeting methodology. Member Maloney posed a hypothetical example of sales tax being flat and salaries budgeted for a 3-5% increase, and how the KPI analyses would be used to make decisions.

Assistant City Manager Hogan stated it is intended that staff would present the workload and effectiveness measures to City Council. City Manager Balser stated that the budget request documents provided by staff reflect the outcome of the KPI analysis.

Finance Committee Member Lipton stated that they are counting on staff to determine the strategic measures the CMO should bring to the Council's attention. Member Lipton suggested filtering the data and providing visualization for the effectiveness ratings. Mayor Stolzmann added that "stop-light" coding could be used for the KPI's. Member Lipton asked if a different product is needed.

Mayor Ashley Stolzmann stated that the KPI data is important and should be used on the front-end of the budget process. Mayor Stolzmann offered several examples, such as the KPI's for water. These KPI's include whether residents like the water and whether the City's water meets EPA guidelines. If not, then the City needs more resources which may involve increasing revenue or fees. Mayor Stolzmann stated that the efficiency of a sub-program is okay if it matters, and that the talk needs to be specific.

Finance Committee Member Leh stated that it is a good idea to have all the information. Member Leh stated that the City is in a trial and error period and that the use of KPI's and the KPI's themselves are part of an evolution. Member Leh stated that staff should be pointing out to Council what things need to be looked at.

Finance Committee Chairperson Maloney stated that different levels of staff, management and Council should be informed about the KPI data differently. Chairperson Maloney stated that the Finance Committee Members helped determine the initial KPI's and that this is an opportunity for staff to take ownership of the KPI's.

Chairperson Maloney asked if the discussion helped staff. City Manager Balsler stated that there is still differing perceptions of what data is important and what the data means.

The reports and corresponding narrative can be located in the packet of the January 21, 2020 Finance Committee Meeting.

CAPITAL IMPROVEMENT PROGRAM YEAR-END REPORT

Assistant City Manager for Communications & Special Projects Emily Hogan presented to the Finance Committee a year-end report for the Capital Improvement Program through December 31, 2019.

Finance Committee Member Lipton stated that the report is helpful, but doesn't give the whole picture. Member Lipton stated the City still needs to review how well estimating is done, consider bigger contingencies, better transparency of when money was budgeted, what the budget money was spent for, what caused delays, and whether or not we're appropriately staffed to complete the work. Member Lipton stated we need to understand why we can't execute.

Mayor Stolzmann stated she would like to see a column added for "initial budget amount" and have that amount be the total of any and all years prior. Chairperson Maloney agreed the report needs to include what was originally budgeted and stated there should be a narrative for any delays. Finance Committee Members and staff also discussed adding an indication for "recurring" capital projects.

Chairperson Maloney stated he wants the City to be better at getting the work done. Finance Committee Member Leh stated that the City is creating grand expectations for the public that aren't realistic.

Finance Committee Members and staff discussed the process involved for capital projects noting all the steps through various boards, commissions and City Council, particularly when the scope changes. Finance Committee Members discussed if Council is the enemy by revisiting projects over and over, stating that the process need to get better and that they have to change the culture.

The reports and corresponding narrative can be located in the packet of the January 21, 2020 Finance Committee Meeting.

FINANCIAL STATEMENTS FOR THE FOURTH QUARTER ENDED DECEMBER 31, 2019

Finance Director Kevin Watson presented the fourth quarter statements to the Finance Committee.

Finance Committee Member Lipton asked if the turn-back projections are current. Director Watson stated they are, and that pretty large turn-backs are anticipated.

Finance Committee Members asked about the low percentage of budget expenditures used for General Administration Service. Director Watson stated he would look into it and email the Committee.

Director Watson asked the Committee to consider the reports, and whether the revenue dashboard reports that can be created by Analyst Nat Ahrens would be more useful and reduce redundancy.

The reports and corresponding narrative can be located in the packet of the January 21, 2020 Finance Committee Meeting.

CASH & INVESTMENTS REPORT FOR THE QUARTER ENDED DECEMBER 31, 2019

Finance Director Kevin Watson presented the reports to the Finance Committee for the period ending December 31, 2019.

The Committee had no questions.

The reports and corresponding narrative can be located in the packet of the January 21, 2020 Finance Committee Meeting.

STAFF REPORTS/UPDATES/DISCUSSIONS

New Procedures for Adding/Changing Vendor Information

Finance Director Kevin Watson presented to the Finance Committee a summary of the internal controls used by the City of Louisville Finance staff related to vendor changes, and how the City's processes differ from those recently exploited in the Town of Erie.

Director Watson stated that the event in Erie appeared to be a result of an internal control failure where an employee did not verify a change in electronic funds transfer (EFT) information for a vendor, and an unauthorized transfer occurred.

Director Watson stated that the City of Louisville does not pay vendors through electronic funds transfer, and that the City's internal controls are strong and mimic that of a paper process.

2020 Work Plan Update

The Finance Committee Members asked to discuss a long-term plan for the golf carts at the February 2020 Finance Committee Meeting.

Finance Committee Members requested the final year-end dashboards be presented at the May 2020 Finance Committee Meeting after the City's audit is complete.

The reports and corresponding narrative can be located in the packet of the January 21, 2020 Finance Committee Meeting.

APPROVAL OF DESIGNATED PLACES FOR POSTING PUBLIC MEETING NOTICES

The Finance Committee Member unanimously approved designation as presented

The reports and corresponding narrative can be located in the packet of the January 21, 2020 Finance Committee Meeting.

DISCUSSION ITEMS FOR THE NEXT REGULAR MEETING

The next regular Finance Committee Meeting is scheduled for Tuesday, February 18, 2020 at 3:00 p.m.

The March regular Finance Committee Meeting is scheduled for Tuesday, March 17, 2020 at 3:00 p.m.

Items scheduled for discussion at the next meeting include:

- Golf Cart Discussion – Long Term Plan
- Remaining Quarterly Reports – Sales and Use Tax Reports
- Write-offs of Accounts Receivable
- Continued Discussions on Budget Process

ADJOURN

The meeting was adjourned at 5:01 p.m.

SUBJECT: CITY OF LOUISVILLE 2020 INSURANCE RENEWAL

DATE: FEBRUARY 18, 2020

PRESENTED BY: MEGAN DAVIS, CITY MANAGER'S OFFICE

SUMMARY:

Property and Liability: The City of Louisville 2020 renewal prepared by our broker, Innovise Business Consultants, included a roughly 10% increase across all lines of coverage through Travelers and Pinnacol, our current insurance providers. Thus, Innovise marketed our property and liability business to other companies to determine if we could get a better rate. Ten insurance companies declined to respond in 2019, two more declined to respond for the 2020 renewal, most citing the City's 2018 large property losses. Eighteen insurance companies were not considered due to higher deductibles and pricing not being competitive.

Selective Insurance indicated verbally they could provide a competitive quote but did not submit in time for renewal. One Beacon Government Risk indicated they would not write Workers Compensation, Cyber Liability and Property and were over \$300,000 for the lines they would write.

Travelers was also the only carrier willing to quote on all of our lines of coverage, including: liability, property, inland marine, auto, law enforcement and cyber. Thus, staff renewed coverage with Travelers.

The premium renewal for Property and Casualty with Traveler's is \$490,000 for 2020 vs. \$436,128 for 2019. This represents a roughly 12.27% increase over 2019.

Hail continues to be a significant contributing factor across the Front Range. In Louisville, recovery from the 2018 hail event was compounded by a lightning strike at City Services on July 4, 2019 and another hail event on July 5, 2019, which damaged property and auto which had just been repaired from the 2018 event.

In addition to our increased premium in property and liability, our hail and wind coverage now includes a 3% deductible vs. a 1% deductible. This deductible is applied to the total insured value of the building impacted by hail or wind, and could represent a significant cost increase to the City depending on the value of the building. Staff continue to work with our brokers to determine what options are available to address this potential financial impact. In addition, staff are working on mitigation/risk reduction measures that could mitigate the impacts of hail on City assets (such as covers/carports for City vehicles).

SUBJECT: CITY OF LOUISVILLE 2020 INSURANCE RENEWAL

DATE: FEBRUARY 18, 2020

PAGE 2 OF 2

Staff also worked with Innovise to increase our cyber and social engineering coverage from \$100,000 to \$500,000.

Worker’s Compensation: The Human Resources staff manages the workers compensation policy and employee claims and continues to be pleased with the resources, guidance, and information provided by Pinnacol Assurance over the past year. Flood and Peterson provided a quote for Worker’s Compensation coverage from Pinnacol Assurance for the 2020 plan year which came in at \$175,102.

FISCAL IMPACT:

| Item | 2020 Budget | 2020 Actual | Under Budget/(Budget shortfall) |
|-------------------------------|-------------|-------------|---------------------------------|
| Property and Casualty | \$482,560 | \$491,371 | \$(8,811) |
| Worker’s Comp | \$200,410 | \$175,102 | \$25,308 |
| Total – all lines of coverage | \$682,970 | \$666,473 | \$16,497 |

For all lines of coverage, the City has a 10% increase in insurance premium for 2020. The City is \$16,497 under budget for 2020.

Attachment:

1. Program Comparison

Program Comparison

| Coverage Line | 2019 EXPIRING | | | 2020 RENEWAL | | |
|--------------------------------|----------------|--------------|------------------|----------------|--------------|-----------------|
| | Exposure Basis | Average Rate | Expiring Premium | Exposure Basis | Average Rate | Renewal Premium |
| Property | \$131,310,107 | \$0.11 | \$143,599 | \$131,310,107 | \$0.13 | \$170,871 |
| Solar Equipment & BI | \$900,000 | 0.556 | \$5,000 | \$900,000 | 0.556 | \$5,000 |
| Inland Marine | \$3,867,362 | \$0.43 | \$16,520 | \$3,662,424 | \$0.45 | \$16,550 |
| General Liability | \$35,276,000 | \$2.026 | \$71,481 | \$34,613,420 | \$2.097 | \$72,580 |
| Public Entity Liability | \$35,276,000 | \$0.50 | \$17,724 | \$34,613,420 | \$0.51 | \$17,548 |
| Law Enforcement Liability | 41 | \$509.34 | \$20,883 | 47 | \$513.36 | \$24,128 |
| Employment Practices Liability | 512 | \$101.91 | \$52,177 | 547 | \$99.60 | \$54,479 |
| Auto | 101 | \$564.73 | \$57,038 | 112 | \$663.67 | \$74,331 |
| Crime | 512 | \$7.17 | \$3,669 | 547 | \$7.40 | \$4,050 |
| Excess Liability | \$216,819 | \$0.18 | \$38,121 | \$243,066 | \$0.16 | \$39,934 |
| Cyber Liability | \$35,276,000 | \$0.29 | \$10,228 | \$34,613,420 | \$0.34 | \$11,900 |
| Aggregate Amount Change | | | \$436,440 | | | \$491,371 |
| Percentage Change | | | | | | 12.59% |

| | | | | | | |
|-------------------------|--------------|----------|-----------|--------------|----------|-----------|
| Workers' Compensation | \$14,379,055 | \$1.1768 | \$169,210 | \$14,980,257 | \$1.2178 | \$175,102 |
| Aggregate Amount Change | | | \$169,210 | | | \$175,102 |
| Percentage Change | | | | | | 5,892 |
| | | | | | | 3.48% |

| | | | | | | |
|---------------------------|--|--|-----------|--|--|-----------|
| Total Premium - All Lines | | | \$605,650 | | | \$666,473 |
| Total Amount Change | | | | | | \$60,823 |
| Total Percentage Change | | | | | | 10.0% |



**SUBJECT: SALES TAX REPORTS FOR THE MONTH AND QUARTER
ENDED DECEMBER 31, 2019**

DATE: FEBRUARY 18, 2020

PRESENTED BY: PENNEY BOLTE, FINANCE DEPARTMENT

SUMMARY:

Attached are the monthly revenue reports for sales tax, lodging tax, auto use tax, consumer use tax, and building use tax for the month ending December 31, 2019. Also included are the monthly and quarterly reports on sales tax revenue by area, by industry, revenue by area graphs for restaurants, and historical sales tax revenue.

Total revenue through December 2019 for the specific taxes contained on the Revenue History report, increased 6.2% for the year as compared to the same period in 2018.

Sales tax revenue for December 2019 decreased 0.8% from December 2018. YTD sales tax revenue for 2019 ended 11.6% above 2018 and 3.5% above projections. Excluding audit revenue, 2019 sales tax revenue trended 5% above 2018.

Lodging tax revenue for December 2019 decreased 1.9% from December 2018, and YTD revenue ended down 3.8% as compared to 2018. Lodging tax revenue finished 1.3% above projections for the year.

Auto use tax revenue for December 2019 decreased 14% from December 2018. YTD auto use tax revenue decreased 14.6% from 2018 and finished the year 0.5% above projections.

Building use tax revenue for December 2019 decreased 8.1% from December 2018. The year ended with revenue 9.5% below 2018, and 9.4% below projections.

Consumer use tax revenue for the month of December 2019 decreased 18.7% from December 2018 but finished the year 3% above 2018. Consumer use tax ended 12.4% below projections, but excluding audit revenue, finished the year 19.1% above 2018.

The monthly and quarterly **sales tax revenue by area** reports represent the YTD retail health of various quadrants of the City. These reports include all vendors remitting tax to the City.

The **Monthly Revenue by Area report for December 2019** was flat overall to December 2018. There were gains in some sectors offset by declines in other areas. Some factors

SUBJECT: SALES TAX REPORTS FOR THE MONTH ENDED DECEMBER 31, 2019

DATE: FEBRUARY 18, 2020

PAGE 2 OF 3

include the closing of Kohl's in the Interchange area, and some missing tax returns for the McCaslin North area.

The **Quarterly Revenue by Area sales tax report through 4th quarter 2019** is a one-page snapshot for major areas in the City. The original sectors are combined into Western, Eastern, Northern, Central and Outside City areas.

Most major sectors of the City recognized gains through 4th quarter 2019 except South Boulder Rd/Northern, which is down from 2018 due to the closure of Hobby Lobby mid-2018, and McCaslin/Western, which has missing tax returns.

Much of the increase reflected in Outside City sales tax revenue is attributed to technology and equipment purchases, and voluntary remittance by online/remote retailers.

The monthly and quarterly **sales tax revenue by industry** reports represent the retail health of individual industry sectors of the City. These reports include all vendors remitting tax to the City.

Like the Monthly Revenue by Area, the **Monthly Revenue by Industry report for the month of December 2019** indicates flat revenue for the month with some industry sector gains and some industry sector declines. There were declines for Automotive, Building Materials, Wholesale, and General Merchandise. The largest gains for the month of December were in Communications & Utilities, Apparel, and Furniture.

As with the Quarterly Revenue by Area report, the **Quarterly Revenue by Industry sales tax report through 4th quarter 2019** represents industry sectors that have been grouped together and are color-coded.

The Communication/Utilities, and All Other sector (which includes furniture, apparel and manufacturing), ended up for 4th quarter 2019. Due to the closure of Kohl's, General Merchandise has declined slightly.

When 2019 sales tax revenue is analyzed by **in-City and Outside City**, in-City sales tax revenue ended flat, and outside City sales tax increased 17.1% for the year, with most of the increase reflected in Communications/Utilities and General Merchandise.

The **Restaurant Revenue** graphs indicate sales tax revenue for Eating and Drinking establishments also ended the year flat to 2018. The McCaslin and Downtown areas were up slightly, and SBR/Hwy 42 and Louisville Plaza areas were down slightly.

The **Historical quarterly report** excludes audit revenue and provides 4th quarter comparisons from 2012 to present.

Also included in the Finance Committee packet for informational purposes, is an annual report representing how the **Top 50** vendors finished for 2019, a summary of the **2019**

SUBJECT: SALES TAX REPORTS FOR THE MONTH ENDED DECEMBER 31, 2019

DATE: FEBRUARY 18, 2020

PAGE 3 OF 3

audit/assessment revenue by tax type, and summaries of the **2019 annual consumer use tax** remitted to the City by Area and by Industry.

CITY OF LOUISVILLE

**Revenue History
2015 through 2019**

| YEAR | MONTH | SALES TAX | CONS. USE TAX | BLDG USE TAX | AUTO USE TAX | LODGING TAX | AUDIT REVENUE | TOTAL |
|------------------------------|------------|-----------|---------------|--------------|--------------|-------------|---------------|-----------|
| 2019 | JANUARY | 1,071,558 | 127,245 | 82,854 | 201,074 | 21,423 | 18,826 | 1,522,980 |
| | FEBRUARY | 936,429 | 147,890 | 256,667 | 118,258 | 21,707 | 67,844 | 1,548,795 |
| | MARCH | 1,334,863 | 152,930 | 65,076 | 142,231 | 27,356 | 74,188 | 1,796,643 |
| | APRIL | 1,159,948 | 284,945 | 216,439 | 123,778 | 30,600 | 27,803 | 1,843,514 |
| | MAY | 1,223,169 | 92,960 | 281,555 | 162,333 | 44,797 | 105,311 | 1,910,125 |
| | JUNE | 1,579,107 | 154,476 | 324,102 | 109,552 | 53,263 | 44,863 | 2,265,363 |
| | JULY | 1,366,196 | 95,129 | 208,918 | 160,122 | 62,859 | 22,182 | 1,915,406 |
| | AUGUST | 1,488,654 | 113,156 | 88,430 | 145,808 | 57,724 | 810,122 | 2,703,894 |
| | SEPTEMBER | 1,501,976 | 140,882 | 143,151 | 143,031 | 46,348 | 30,769 | 2,006,157 |
| | OCTOBER | 1,338,241 | 99,425 | 142,592 | 178,136 | 42,935 | 157,833 | 1,959,161 |
| | NOVEMBER | 1,208,379 | 101,710 | 213,900 | 126,120 | 27,259 | 7,513 | 1,684,881 |
| | DECEMBER | 1,878,105 | 209,877 | 64,581 | 125,652 | 18,444 | 13,671 | 2,310,329 |
| | YTD TOTALS | | 16,086,625 | 1,720,626 | 2,088,265 | 1,736,096 | 454,714 | 1,380,924 |
| YTD Variance % to Prior Year | | 5.0% | 19.1% | -8.1% | -14.6% | -3.8% | 142.5% | 6.2% |
| 2018 | JANUARY | 1,141,972 | 128,132 | 293,454 | 114,134 | 29,376 | 13,506 | 1,720,575 |
| | FEBRUARY | 984,046 | 102,847 | 264,342 | 135,811 | 26,701 | 22,330 | 1,536,077 |
| | MARCH | 1,254,090 | 142,326 | 80,344 | 151,611 | 29,394 | 63,215 | 1,720,980 |
| | APRIL | 1,131,949 | 124,051 | 131,283 | 134,771 | 32,459 | 6,816 | 1,561,328 |
| | MAY | 1,284,619 | 86,666 | 86,100 | 124,497 | 44,481 | (24,431) | 1,601,930 |
| | JUNE | 1,458,894 | 144,902 | 67,534 | 100,297 | 57,035 | 30,865 | 1,859,528 |
| | JULY | 1,247,212 | 74,536 | 202,707 | 189,545 | 58,802 | 18,943 | 1,791,745 |
| | AUGUST | 1,198,848 | 98,692 | 356,991 | 286,799 | 58,980 | 196,689 | 2,196,997 |
| | SEPTEMBER | 1,425,270 | 145,883 | 295,455 | 233,665 | 45,157 | 125,089 | 2,270,519 |
| | OCTOBER | 1,187,020 | 103,396 | 294,551 | 240,914 | 39,845 | 10,093 | 1,875,820 |
| | NOVEMBER | 1,113,867 | 98,406 | 128,352 | 173,601 | 31,504 | 24,264 | 1,569,994 |
| | DECEMBER | 1,889,403 | 194,260 | 71,376 | 146,093 | 18,792 | 82,181 | 2,402,104 |
| | YTD TOTALS | | 15,317,190 | 1,444,095 | 2,272,490 | 2,031,737 | 472,526 | 569,560 |
| YTD Variance % to Prior Year | | 9.8% | 5.1% | 24.6% | 36.5% | -8.6% | -43.8% | 9.6% |
| 2017 | JANUARY | 1,052,366 | 120,516 | 275,878 | 144,997 | 27,069 | 27,040 | 1,647,866 |
| | FEBRUARY | 864,842 | 92,210 | 103,187 | 110,561 | 24,240 | 8,935 | 1,203,976 |
| | MARCH | 1,182,825 | 127,911 | 300,687 | 123,024 | 33,056 | 48,822 | 1,816,325 |
| | APRIL | 1,044,230 | 108,870 | 95,596 | 92,463 | 34,743 | 97,793 | 1,473,695 |
| | MAY | 1,183,115 | 88,324 | 76,348 | 137,918 | 49,217 | 20,318 | 1,555,239 |
| | JUNE | 1,336,406 | 188,150 | 151,145 | 96,187 | 61,489 | 600,842 | 2,434,220 |
| | JULY | 1,137,813 | 82,143 | 94,455 | 123,752 | 61,409 | 25,805 | 1,525,376 |
| | AUGUST | 1,119,641 | 78,263 | 126,830 | 145,656 | 67,270 | 16,805 | 1,554,465 |
| | SEPTEMBER | 1,209,258 | 172,598 | 125,682 | 140,721 | 51,452 | 60,646 | 1,760,358 |
| | OCTOBER | 1,154,708 | 74,279 | 164,724 | 122,230 | 49,334 | 11,343 | 1,576,618 |
| | NOVEMBER | 1,112,434 | 87,717 | 37,893 | 132,970 | 26,870 | 45,130 | 1,443,015 |
| | DECEMBER | 1,554,048 | 153,334 | 271,190 | 118,218 | 30,714 | 50,309 | 2,177,813 |
| | YTD TOTALS | | 13,951,686 | 1,374,317 | 1,823,614 | 1,488,699 | 516,863 | 1,013,786 |
| YTD Variance % to Prior Year | | 8.7% | -16.0% | -8.9% | 9.7% | 3.3% | 135.0% | 7.5% |
| 2016 | JANUARY | 886,723 | 222,163 | 174,842 | 100,855 | 25,767 | 8,203 | 1,418,554 |
| | FEBRUARY | 920,875 | 109,063 | 76,430 | 97,034 | 28,321 | 23,180 | 1,254,904 |
| | MARCH | 1,054,128 | 112,590 | 159,627 | 121,325 | 32,422 | 21,364 | 1,501,456 |
| | APRIL | 949,906 | 131,439 | 62,683 | 109,192 | 35,442 | 122,599 | 1,411,260 |
| | MAY | 1,032,963 | 93,047 | 235,856 | 90,115 | 48,597 | 24,809 | 1,525,386 |
| | JUNE | 1,216,853 | 145,283 | 510,772 | 109,738 | 56,221 | 8,832 | 2,047,699 |
| | JULY | 1,136,035 | 65,541 | 161,699 | 140,522 | 61,691 | 233 | 1,565,722 |
| | AUGUST | 1,050,800 | 124,102 | 155,447 | 112,981 | 60,005 | 3,013 | 1,506,350 |
| | SEPTEMBER | 1,153,466 | 101,636 | 64,269 | 115,244 | 49,801 | 12,266 | 1,496,681 |
| | OCTOBER | 1,003,857 | 244,682 | 305,287 | 124,471 | 46,278 | 3,267 | 1,727,843 |
| | NOVEMBER | 1,005,580 | 94,546 | 49,929 | 95,372 | 33,551 | 85,313 | 1,364,290 |
| | DECEMBER | 1,420,942 | 192,820 | 44,792 | 140,458 | 22,127 | 118,246 | 1,939,385 |
| | YTD TOTALS | | 12,832,129 | 1,636,914 | 2,001,634 | 1,357,306 | 500,223 | 431,325 |
| YTD Variance % to Prior Year | | 7.2% | 28.6% | 26.3% | -1.1% | 7.2% | -6.4% | 9.5% |
| 2015 | JANUARY | 930,279 | 85,960 | 65,576 | 106,340 | 24,681 | 10,554 | 1,223,389 |
| | FEBRUARY | 751,446 | 89,441 | 35,569 | 113,225 | 23,429 | 64,859 | 1,077,969 |
| | MARCH | 966,850 | 124,548 | 136,921 | 111,521 | 30,900 | 52,296 | 1,423,036 |
| | APRIL | 926,082 | 94,037 | 93,561 | 89,588 | 34,080 | 72,649 | 1,309,996 |
| | MAY | 931,057 | 89,679 | 157,466 | 93,186 | 47,601 | 36,203 | 1,355,193 |
| | JUNE | 1,116,715 | 136,236 | 42,484 | 99,549 | 51,846 | 6,755 | 1,453,585 |
| | JULY | 1,026,333 | 68,703 | 472,951 | 107,445 | 57,071 | 29,908 | 1,762,410 |
| | AUGUST | 983,178 | 95,308 | 214,635 | 131,001 | 55,216 | 61,248 | 1,540,586 |
| | SEPTEMBER | 1,097,796 | 122,579 | 98,891 | 123,913 | 45,015 | 42,235 | 1,530,430 |
| | OCTOBER | 948,794 | 101,783 | 149,737 | 123,187 | 45,615 | 56,024 | 1,425,141 |
| | NOVEMBER | 933,235 | 119,106 | 72,504 | 131,168 | 28,694 | 19,884 | 1,304,591 |
| | DECEMBER | 1,360,790 | 145,597 | 45,098 | 142,083 | 22,498 | 8,276 | 1,724,342 |
| | YTD TOTALS | | 11,972,557 | 1,272,978 | 1,585,392 | 1,372,205 | 466,646 | 460,891 |

**City of Louisville, Colorado
Total Sales Tax Revenue
2015 -2019**

| Month Of Sale | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Projection | 2019 Actual | Mnthly % Of 2018 | Y-T-D % Of 2018 | Mnthly % Of Proj. | Y-T-D % Of Proj. |
|--------------------|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------|------------------------|-----------------------|-------------------------|------------------------|
| Jan | 938,911 | 890,050 | 1,054,675 | 1,150,144 | 1,235,501 | 1,071,177 | 93.1% | 93.1% | 86.7% | 86.7% |
| Feb | 808,454 | 922,502 | 866,877 | 999,636 | 1,108,808 | 987,642 | 98.8% | 95.8% | 89.1% | 87.8% |
| Mar | 979,639 | 1,055,715 | 1,189,196 | 1,259,719 | 1,381,243 | 1,362,876 | 108.2% | 100.4% | 98.7% | 91.8% |
| Apr | 968,100 | 964,682 | 1,045,769 | 1,132,162 | 1,300,348 | 1,181,395 | 104.3% | 101.4% | 90.9% | 91.6% |
| May | 944,922 | 1,043,401 | 1,192,302 | 1,287,256 | 1,385,890 | 1,225,638 | 95.2% | 100.0% | 88.4% | 90.9% |
| Jun | 1,120,140 | 1,218,023 | 1,859,310 | 1,467,403 | 1,584,556 | 1,583,559 | 107.9% | 101.6% | 99.9% | 92.7% |
| Jul | 1,038,928 | 1,136,243 | 1,149,068 | 1,252,821 | 1,374,703 | 1,396,010 | 111.4% | 103.0% | 101.5% | 94.0% |
| Aug | 993,159 | 1,053,719 | 1,134,443 | 1,202,431 | 1,342,865 | 2,287,534 | 190.2% | 113.8% | 170.3% | 103.6% |
| Sep | 1,103,330 | 1,154,610 | 1,256,653 | 1,432,059 | 1,466,245 | 1,520,636 | 106.2% | 112.8% | 103.7% | 103.6% |
| Oct | 954,697 | 1,003,914 | 1,160,202 | 1,187,678 | 1,315,011 | 1,484,215 | 125.0% | 114.0% | 112.9% | 104.5% |
| Nov | 935,693 | 1,011,439 | 1,124,996 | 1,132,530 | 1,306,087 | 1,209,275 | 106.8% | 113.4% | 92.6% | 103.4% |
| Dec | 1,364,240 | 1,422,983 | 1,571,740 | 1,896,863 | 1,812,354 | 1,882,142 | 99.2% | 111.6% | 103.9% | 103.5% |
| Totals | 12,150,213 | 12,877,281 | 14,605,231 | 15,400,702 | 16,613,610 | 17,192,097 | | | | |
| % Of Change | 6.1% | 6.0% | 13.4% | 5.4% | 7.9% | 3.5% | | | | |

**City of Louisville, Colorado
Lodging Tax Revenue
2015 -2019**

| Month Of Sale | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Projection | 2019 Actual | Mnthly % Of 2018 | Y-T-D % Of 2018 | Mnthly % Of Proj. | Y-T-D % Of Proj. |
|--------------------|----------------|----------------|----------------|----------------|--------------------|----------------|------------------------|-----------------------|-------------------------|------------------------|
| Jan | 24,681 | 25,767 | 27,069 | 29,376 | 25,873 | 21,423 | 72.9% | 72.9% | 82.8% | 82.8% |
| Feb | 23,429 | 28,321 | 24,240 | 26,701 | 25,307 | 21,707 | 81.3% | 76.9% | 85.8% | 84.3% |
| Mar | 33,963 | 32,422 | 33,056 | 29,394 | 29,238 | 27,356 | 93.1% | 82.5% | 93.6% | 87.6% |
| Apr | 34,080 | 35,442 | 34,743 | 32,459 | 30,919 | 30,600 | 94.3% | 85.7% | 99.0% | 90.8% |
| May | 47,601 | 48,597 | 49,217 | 44,481 | 44,704 | 44,797 | 100.7% | 89.8% | 100.2% | 93.5% |
| Jun | 51,846 | 56,221 | 61,489 | 57,035 | 49,503 | 53,263 | 93.4% | 90.7% | 107.6% | 96.9% |
| Jul | 57,071 | 61,691 | 61,409 | 58,802 | 53,264 | 62,859 | 106.9% | 94.2% | 118.0% | 101.2% |
| Aug | 55,216 | 60,005 | 67,270 | 58,980 | 53,207 | 57,724 | 97.9% | 94.8% | 108.5% | 102.5% |
| Sep | 45,015 | 49,801 | 51,452 | 45,157 | 42,525 | 46,348 | 102.6% | 95.7% | 109.0% | 103.3% |
| Oct | 45,615 | 46,278 | 49,334 | 39,845 | 42,390 | 42,935 | 107.8% | 96.9% | 101.3% | 103.0% |
| Nov | 28,694 | 33,551 | 26,870 | 31,504 | 28,860 | 27,259 | 86.5% | 96.2% | 94.5% | 102.5% |
| Dec | 22,498 | 22,127 | 30,714 | 18,722 | 23,110 | 18,444 | 98.1% | 96.2% | 79.8% | 101.3% |
| Totals | 469,709 | 500,223 | 516,863 | 472,526 | 448,900 | 454,714 | | | | |
| % Of Change | 9.7% | 6.5% | 3.3% | -8.6% | -5.0% | 1.3% | | | | |

**City of Louisville, Colorado
Auto Use Tax Revenue
2015 -2019**

| Month Of Sale | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Projection | 2019 Actual | Mnthly % Of 2018 | Y-T-D % Of 2018 | Mnthly % Of Proj. | Y-T-D % Of Proj. |
|--------------------|------------------|------------------|------------------|------------------|--------------------|------------------|------------------------|-----------------------|-------------------------|------------------------|
| Jan | 106,340 | 100,855 | 144,997 | 114,134 | 138,489 | 201,074 | 176.2% | 176.2% | 145.2% | 145.2% |
| Feb | 113,225 | 97,034 | 110,561 | 135,811 | 131,360 | 118,258 | 87.1% | 127.8% | 90.0% | 118.3% |
| Mar | 111,521 | 121,325 | 123,024 | 151,611 | 145,088 | 142,231 | 93.8% | 114.9% | 98.0% | 111.2% |
| Apr | 89,588 | 109,192 | 92,463 | 134,771 | 128,889 | 123,778 | 91.8% | 109.1% | 96.0% | 107.6% |
| May | 93,186 | 90,115 | 137,918 | 124,497 | 127,951 | 162,333 | 130.4% | 113.1% | 126.9% | 111.3% |
| Jun | 99,549 | 109,738 | 96,187 | 100,297 | 130,147 | 109,552 | 109.2% | 112.6% | 84.2% | 106.9% |
| Jul | 107,445 | 140,522 | 123,752 | 189,545 | 144,492 | 160,122 | 84.5% | 107.0% | 110.8% | 107.5% |
| Aug | 131,001 | 112,981 | 145,656 | 286,799 | 168,170 | 145,808 | 50.8% | 94.0% | 86.7% | 104.4% |
| Sep | 123,913 | 115,244 | 140,721 | 233,665 | 165,681 | 143,031 | 61.2% | 88.8% | 86.3% | 102.0% |
| Oct | 123,187 | 124,471 | 122,230 | 240,914 | 167,313 | 178,136 | 73.9% | 86.7% | 106.5% | 102.5% |
| Nov | 131,168 | 95,372 | 132,970 | 173,601 | 135,727 | 126,120 | 72.6% | 85.4% | 92.9% | 101.7% |
| Dec | 142,083 | 140,458 | 118,218 | 146,093 | 143,663 | 125,652 | 86.0% | 85.4% | 87.5% | 100.5% |
| Totals | 1,372,205 | 1,357,306 | 1,488,699 | 2,031,737 | 1,726,970 | 1,736,096 | | | | |
| % Of Change | 11.0% | -1.1% | 9.7% | 36.5% | -15.0% | 0.5% | | | | |

Actual G/L amounts may vary

**City of Louisville, Colorado
Building Use Tax Revenue
2015 -2019**

| Month Of Sale | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Projection | 2019 Actual | Mnthly % Of 2018 | Y-T-D % Of 2018 | Mnthly % Of Proj. | Y-T-D % Of Proj. |
|--------------------|------------------|------------------|------------------|------------------|--------------------|------------------|------------------------|-----------------------|-------------------------|------------------------|
| Jan | 65,576 | 174,842 | 275,878 | 293,454 | 208,132 | 86,502 | 29.5% | 29.5% | 41.6% | 41.6% |
| Feb | 35,569 | 76,430 | 103,187 | 264,342 | 159,329 | 265,760 | 100.5% | 63.2% | 166.8% | 95.9% |
| Mar | 136,921 | 159,627 | 300,687 | 80,344 | 217,052 | 65,076 | 81.0% | 65.4% | 30.0% | 71.4% |
| Apr | 93,561 | 62,683 | 95,596 | 131,263 | 147,771 | 203,698 | 155.2% | 80.7% | 137.8% | 84.8% |
| May | 157,466 | 235,856 | 76,348 | 86,100 | 222,825 | 281,555 | 327.0% | 105.5% | 126.4% | 94.5% |
| Jun | 42,484 | 510,772 | 151,145 | 67,534 | 222,860 | 324,102 | 479.9% | 132.9% | 145.4% | 104.1% |
| Jul | 472,951 | 161,699 | 94,455 | 202,707 | 231,020 | 208,918 | 103.1% | 127.5% | 90.4% | 101.9% |
| Aug | 214,635 | 155,447 | 126,830 | 356,991 | 230,975 | 88,430 | 24.8% | 102.8% | 38.3% | 92.9% |
| Sep | 98,891 | 64,269 | 125,682 | 295,455 | 162,371 | 143,151 | 48.5% | 93.8% | 88.2% | 92.5% |
| Oct | 149,737 | 305,287 | 164,724 | 294,551 | 239,886 | 142,592 | 48.4% | 87.3% | 59.4% | 88.6% |
| Nov | 72,504 | 49,929 | 37,893 | 128,352 | 126,534 | 213,900 | 166.7% | 91.9% | 169.0% | 93.3% |
| Dec | 45,098 | 44,792 | 271,190 | 71,376 | 135,765 | 64,581 | 90.5% | 91.9% | 47.6% | 90.6% |
| Totals | 1,585,392 | 2,001,634 | 1,823,614 | 2,272,470 | 2,304,520 | 2,088,265 | | | | |
| % Of Change | 30.0% | 26.3% | -8.9% | 24.6% | 1.4% | -9.4% | | | | |

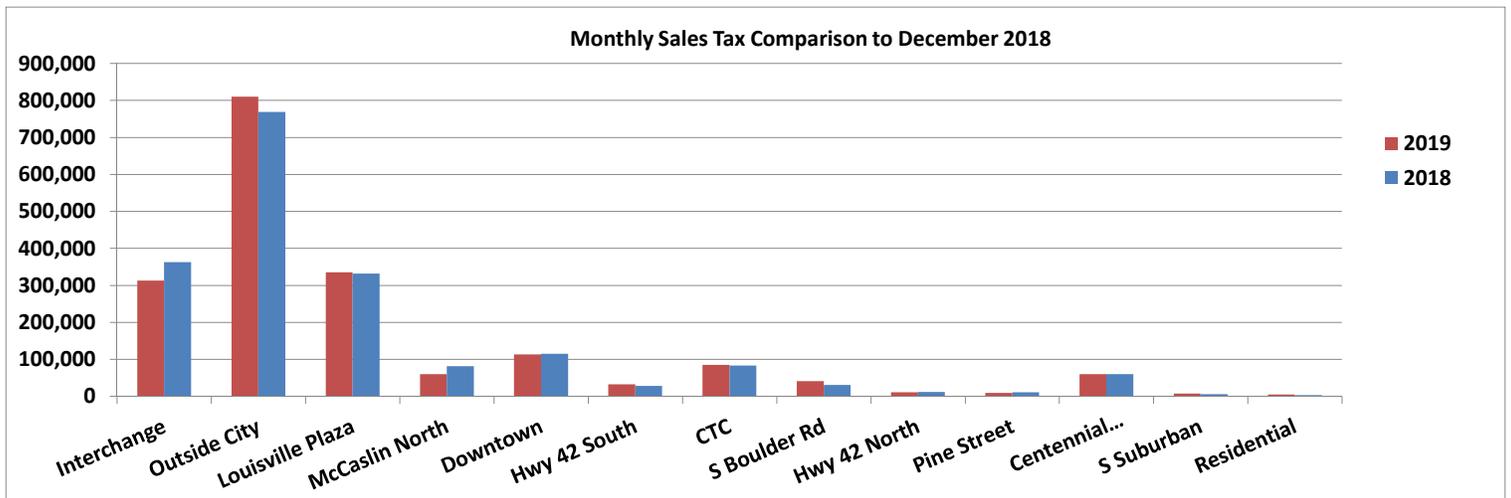
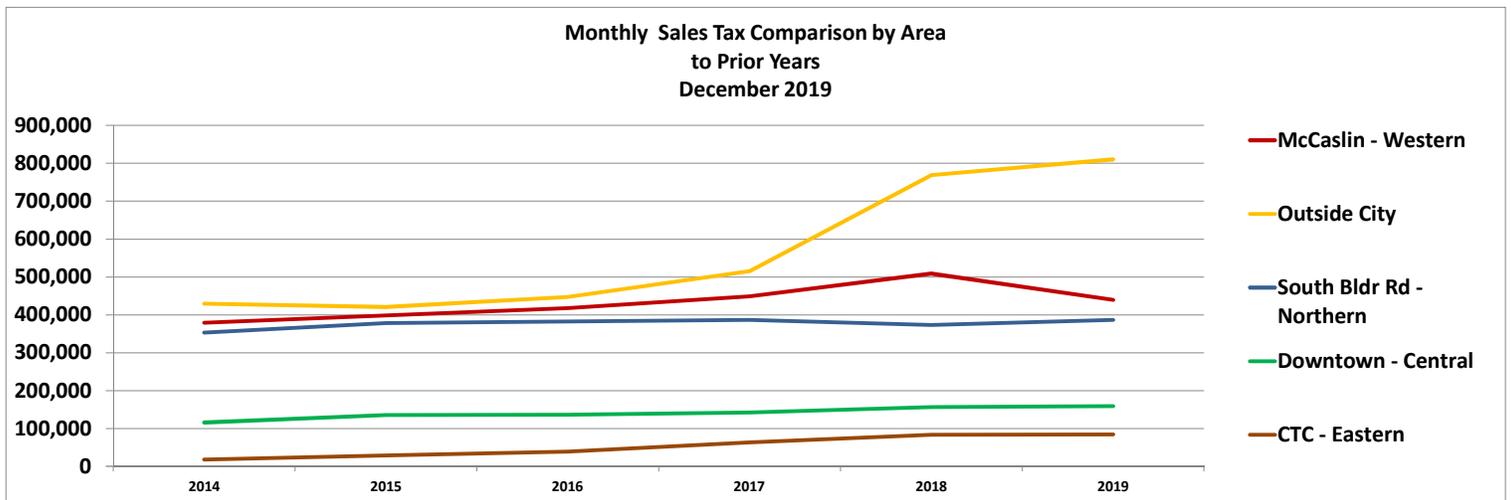
**City of Louisville, Colorado
Consumer Use Tax Revenue
2015 -2019**

| Month Of Sale | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Projection | 2019 Actual | Mnthly % Of 2018 | Y-T-D % Of 2018 | Mnthly % Of Proj. | Y-T-D % Of Proj. |
|--------------------|------------------|------------------|------------------|------------------|--------------------|------------------|------------------------|-----------------------|-------------------------|------------------------|
| Jan | 86,310 | 226,633 | 140,390 | 132,262 | 153,974 | 142,282 | 107.6% | 107.6% | 92.4% | 92.4% |
| Feb | 92,813 | 126,682 | 97,871 | 106,800 | 120,141 | 159,797 | 149.6% | 126.4% | 133.0% | 110.2% |
| Mar | 146,179 | 129,773 | 153,044 | 173,536 | 176,272 | 189,651 | 109.3% | 119.2% | 107.6% | 109.2% |
| Apr | 94,037 | 177,473 | 204,559 | 127,868 | 163,070 | 290,688 | 227.3% | 144.8% | 178.3% | 127.5% |
| May | 101,700 | 103,736 | 96,617 | 100,007 | 137,301 | 165,145 | 165.1% | 147.9% | 120.3% | 126.2% |
| Jun | 139,860 | 152,470 | 252,267 | 166,583 | 209,161 | 185,766 | 111.5% | 140.4% | 88.8% | 118.1% |
| Jul | 83,003 | 65,541 | 93,569 | 87,178 | 110,962 | 103,361 | 118.6% | 138.3% | 93.1% | 115.5% |
| Aug | 135,998 | 124,102 | 82,678 | 257,159 | 181,884 | 122,267 | 47.5% | 118.0% | 67.2% | 108.5% |
| Sep | 151,963 | 110,699 | 184,530 | 250,108 | 196,426 | 150,826 | 60.3% | 107.7% | 76.8% | 104.2% |
| Oct | 140,631 | 247,533 | 78,777 | 111,410 | 184,940 | 105,704 | 94.9% | 106.8% | 57.2% | 98.9% |
| Nov | 133,558 | 155,633 | 114,528 | 102,920 | 193,829 | 106,814 | 103.8% | 106.6% | 55.1% | 94.2% |
| Dec | 149,597 | 227,012 | 169,722 | 268,009 | 385,781 | 217,819 | 81.3% | 103.0% | 56.5% | 87.6% |
| Totals | 1,455,649 | 1,847,288 | 1,668,551 | 1,883,839 | 2,213,740 | 1,940,122 | | | | |
| % Of Change | -0.9% | 26.9% | -9.7% | 12.9% | 17.5% | -12.4% | | | | |

Actual G/L amounts may vary

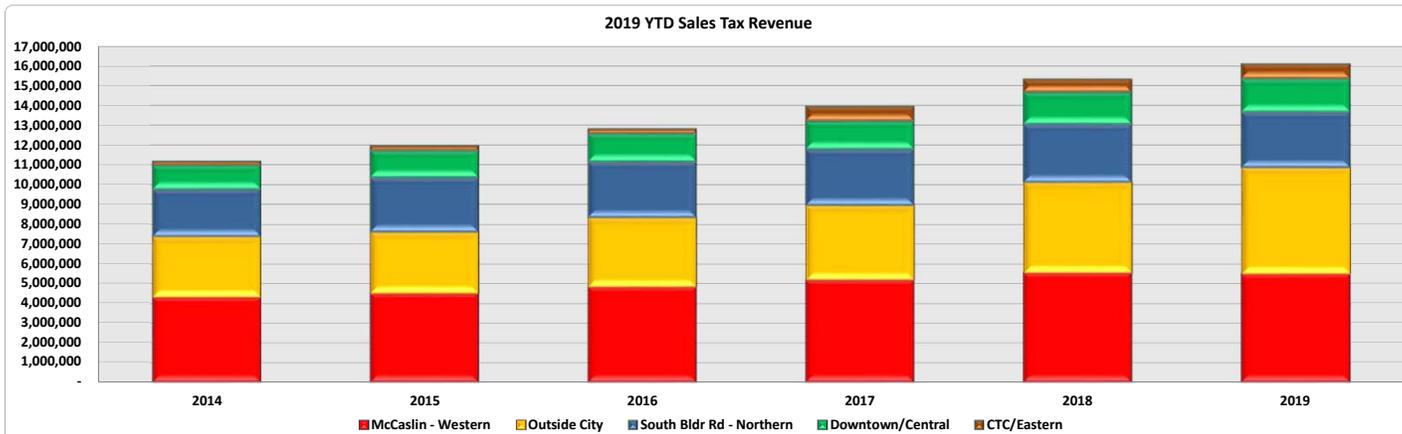
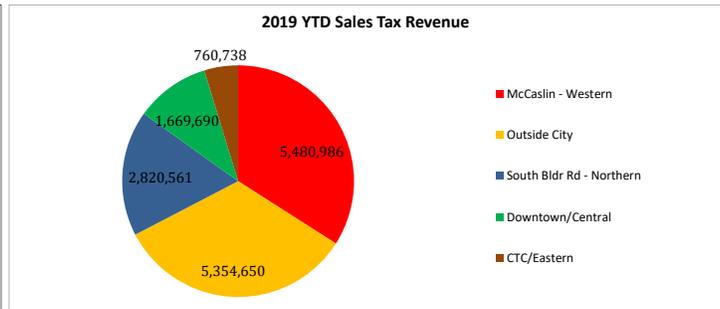
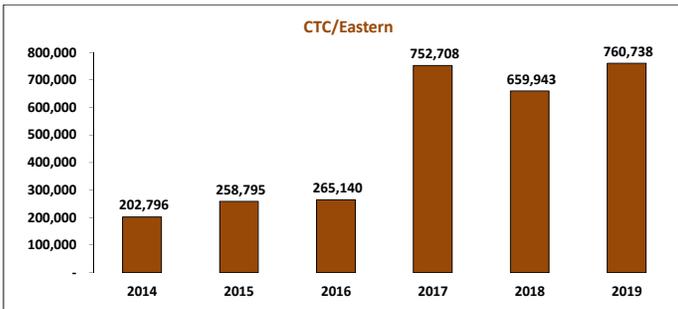
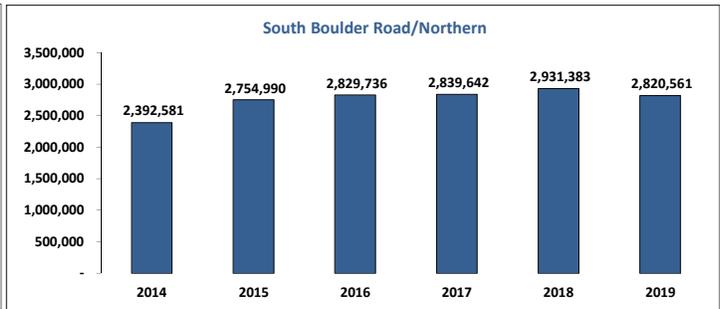
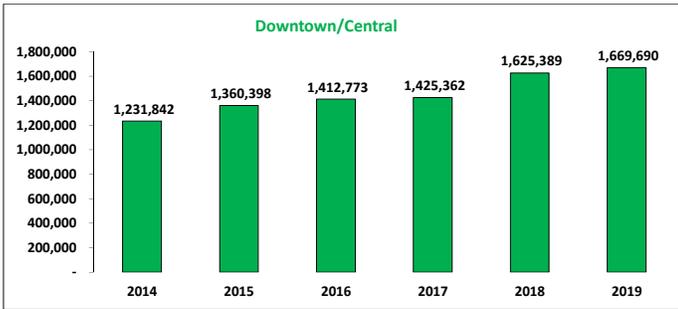
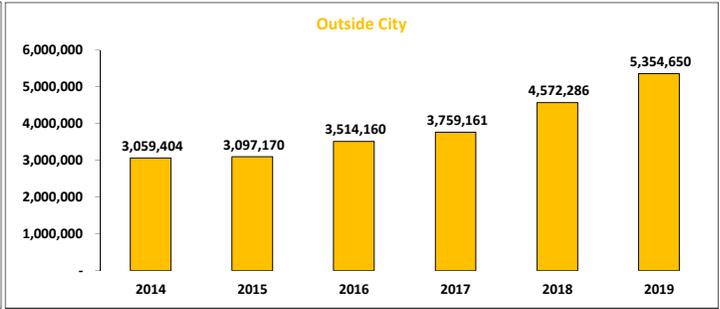
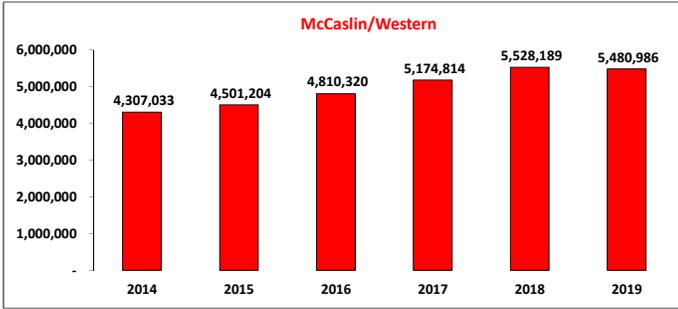
Monthly Sales Tax Revenue Comparisons by Area (December 2019)

| AREA NAME | 2014 Actual | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Actual | % Of Total | % Change |
|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|---------------|-------------|
| Interchange | 298,785 | 316,062 | 334,825 | 361,976 | 362,741 | 312,828 | 16.7% | -13.8% |
| Outside City | 428,723 | 420,479 | 447,044 | 514,983 | 768,240 | 810,265 | 43.1% | 5.5% |
| Louisville Plaza | 300,500 | 320,644 | 316,041 | 324,802 | 331,287 | 334,847 | 17.8% | 1.1% |
| McCasin North | 66,517 | 69,909 | 68,266 | 76,304 | 80,935 | 59,359 | 3.2% | -26.7% |
| Downtown | 77,540 | 95,214 | 96,503 | 99,407 | 114,694 | 112,931 | 6.0% | -1.5% |
| Hwy 42 South | 21,877 | 26,527 | 26,661 | 27,928 | 28,193 | 31,833 | 1.7% | 12.9% |
| CTC | 17,934 | 28,523 | 38,813 | 63,187 | 83,004 | 84,241 | 4.5% | 1.5% |
| S Boulder Rd | 43,334 | 47,812 | 55,452 | 50,306 | 30,638 | 40,459 | 2.2% | 32.1% |
| Hwy 42 North | 9,194 | 9,508 | 10,379 | 11,416 | 11,141 | 10,654 | 0.6% | -4.4% |
| Pine Street | 8,384 | 7,995 | 9,461 | 7,823 | 10,798 | 9,136 | 0.5% | -15.4% |
| Centennial Valley | 11,077 | 6,947 | 7,860 | 3,118 | 59,286 | 59,602 | 3.2% | 0.5% |
| S Suburban | 2,702 | 5,447 | 6,248 | 6,584 | 5,732 | 7,229 | 0.4% | 26.1% |
| Residential | 7,730 | 5,724 | 3,389 | 6,216 | 2,712 | 4,722 | 0.3% | 74.1% |
| Total Revenue | 1,294,297 | 1,360,790 | 1,420,942 | 1,554,048 | 1,889,403 | 1,878,105 | | |
| % Of Change | 15.0% | 5.1% | 4.4% | 9.4% | 21.6% | -0.6% | | |



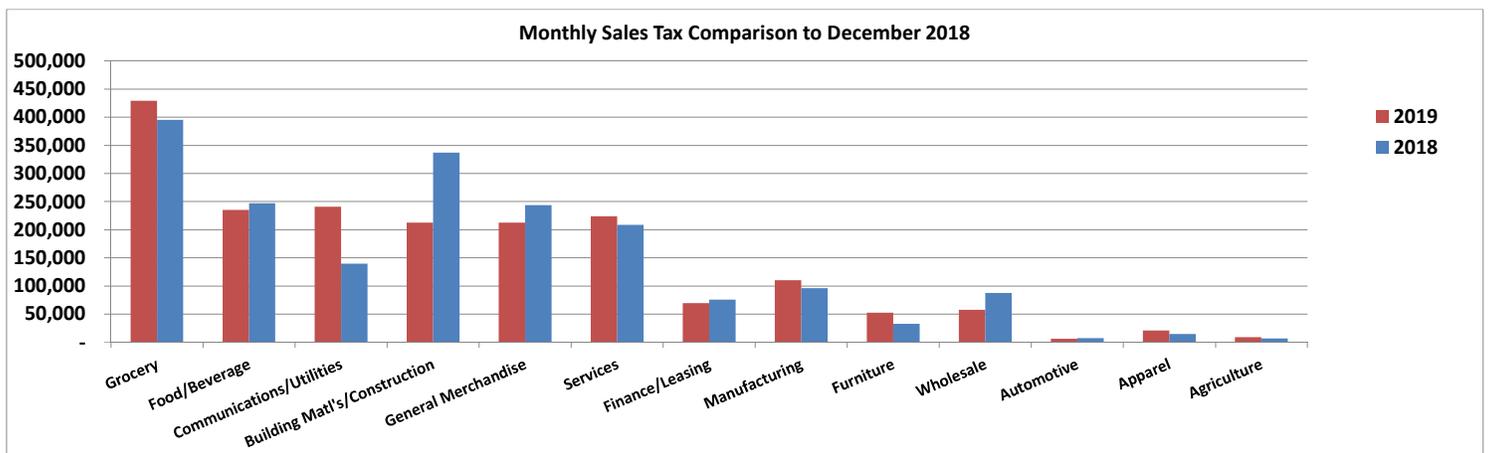
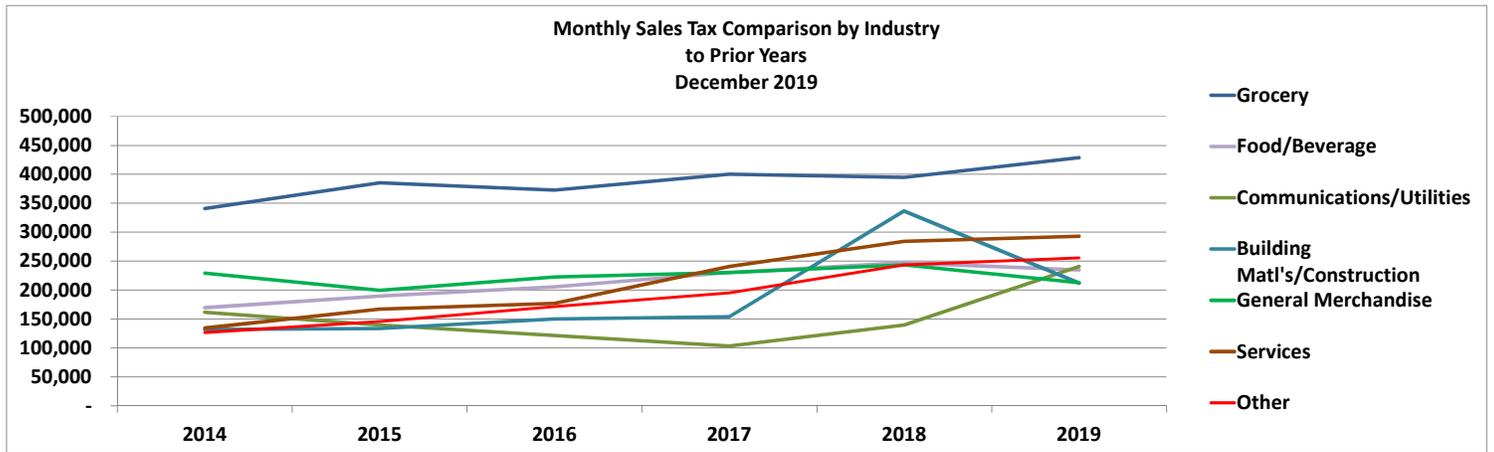
CITY OF LOUISVILLE
Sales Tax Revenue History by Area (Jan. - Dec. 2019)

| | 2014 | % Var | 2015 | % Var | 2016 | % Var | 2017 | % Var | 2018 | % Var | 2019 | % Var | % of Total |
|---------------------------------|------------|--------|------------|--------|------------|--------|------------|---------|------------|---------|------------|--------|------------|
| McCaslin - Western | 4,307,033 | 4.59% | 4,501,204 | 4.51% | 4,810,320 | 6.87% | 5,174,814 | 7.58% | 5,528,189 | 6.83% | 5,480,986 | -0.85% | 34.1% |
| Outside City | 3,059,404 | 5.90% | 3,097,170 | 1.23% | 3,514,160 | 14.86% | 3,759,161 | 6.97% | 4,572,286 | 21.63% | 5,354,650 | 17.11% | 33.3% |
| South Blvd Rd - Northern | 2,392,581 | 17.46% | 2,754,990 | 15.15% | 2,829,736 | 18.27% | 2,839,642 | 0.35% | 2,931,383 | 3.23% | 2,820,561 | -3.78% | 17.5% |
| Downtown/Central | 1,231,842 | 6.37% | 1,360,398 | 10.44% | 1,412,773 | 14.69% | 1,425,362 | 0.89% | 1,625,389 | 14.03% | 1,669,690 | 2.73% | 10.4% |
| CTC/Eastern | 202,796 | -4.70% | 258,795 | 27.61% | 265,140 | 30.74% | 752,708 | 183.89% | 659,943 | -12.32% | 760,738 | 15.27% | 4.7% |
| | 11,193,655 | 7.5% | 11,972,557 | 7.0% | 12,832,129 | 7.2% | 13,951,686 | 8.7% | 15,317,190 | 9.8% | 16,086,625 | 5.0% | |



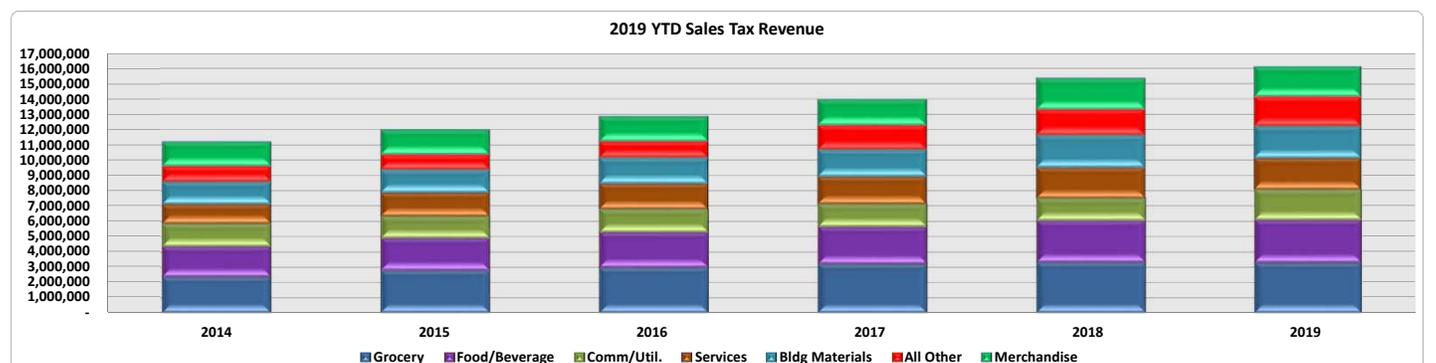
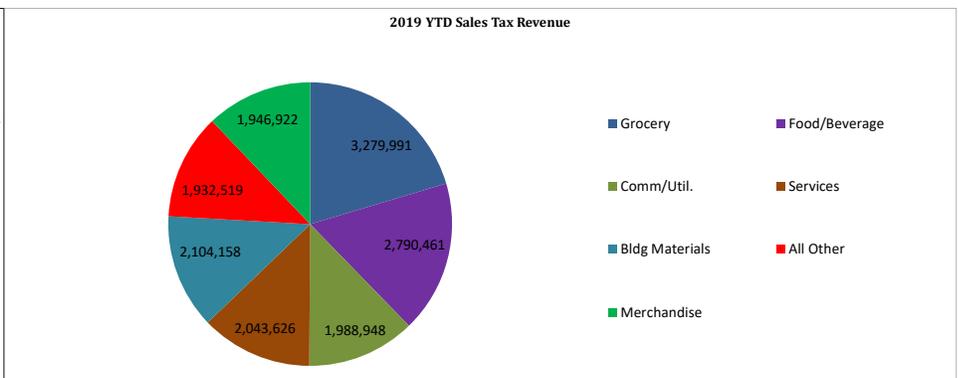
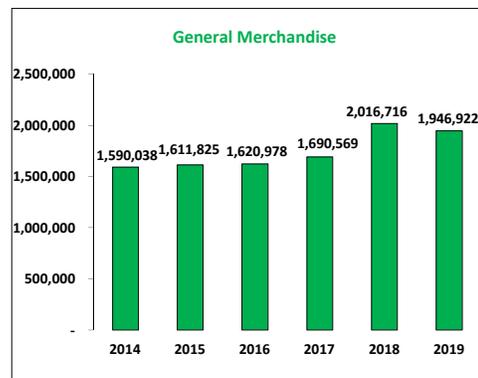
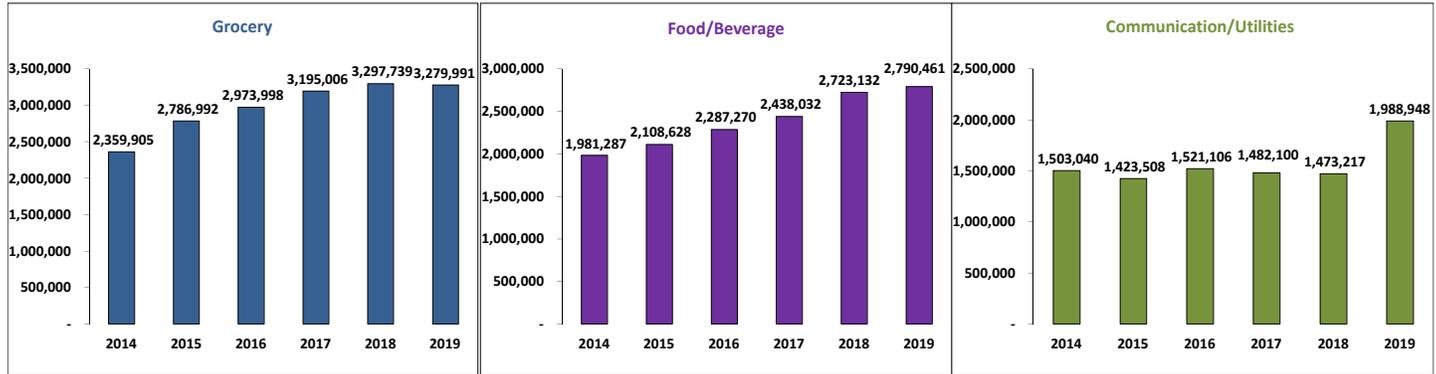
Monthly Sales Tax Revenue Comparisons by Industry (December 2019)

| AREA NAME | 2014 Actual | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Actual | % Of Total | % Change |
|-------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|---------------|-------------|
| Grocery | 340,801 | 385,388 | 372,500 | 400,050 | 394,932 | 428,895 | 22.8% | 8.6% |
| Food/Beverage | 169,540 | 189,970 | 205,752 | 230,162 | 247,024 | 234,817 | 12.5% | -4.9% |
| Communications/Utilities | 161,779 | 139,626 | 121,438 | 103,345 | 139,455 | 240,745 | 12.8% | 72.6% |
| Building Mat'l's/Construction | 131,900 | 133,442 | 150,014 | 153,914 | 336,579 | 212,370 | 11.3% | -36.9% |
| General Merchandise | 229,173 | 199,590 | 222,831 | 230,424 | 243,476 | 212,661 | 11.3% | -12.7% |
| Services | 95,626 | 126,522 | 129,842 | 196,708 | 208,667 | 223,883 | 11.9% | 7.3% |
| Finance/Leasing | 38,747 | 40,634 | 46,999 | 44,222 | 75,451 | 69,115 | 3.7% | -8.4% |
| Manufacturing | 42,599 | 39,004 | 75,655 | 90,251 | 96,020 | 109,950 | 5.9% | 14.5% |
| Furniture | 32,841 | 48,364 | 43,924 | 39,064 | 32,456 | 52,320 | 2.8% | 61.2% |
| Wholesale | 27,066 | 37,187 | 27,808 | 38,740 | 87,417 | 57,685 | 3.1% | -34.0% |
| Automotive | 6,815 | 4,421 | 4,583 | 7,035 | 6,958 | 6,150 | 0.3% | -11.6% |
| Apparel | 12,096 | 11,640 | 14,254 | 14,022 | 14,465 | 20,610 | 1.1% | 42.5% |
| Agriculture | 5,316 | 5,002 | 5,343 | 6,111 | 6,503 | 8,905 | 0.5% | 36.9% |
| Totals | 1,294,297 | 1,360,790 | 1,420,942 | 1,554,048 | 1,889,403 | 1,878,105 | | |
| % Of Change | 15.0% | 5.1% | 4.4% | 9.4% | 21.6% | -0.6% | | |



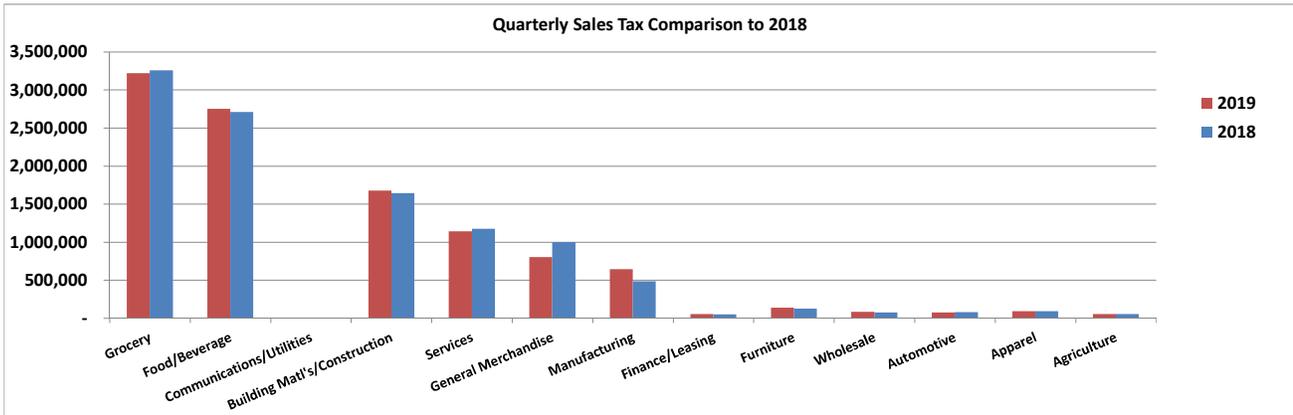
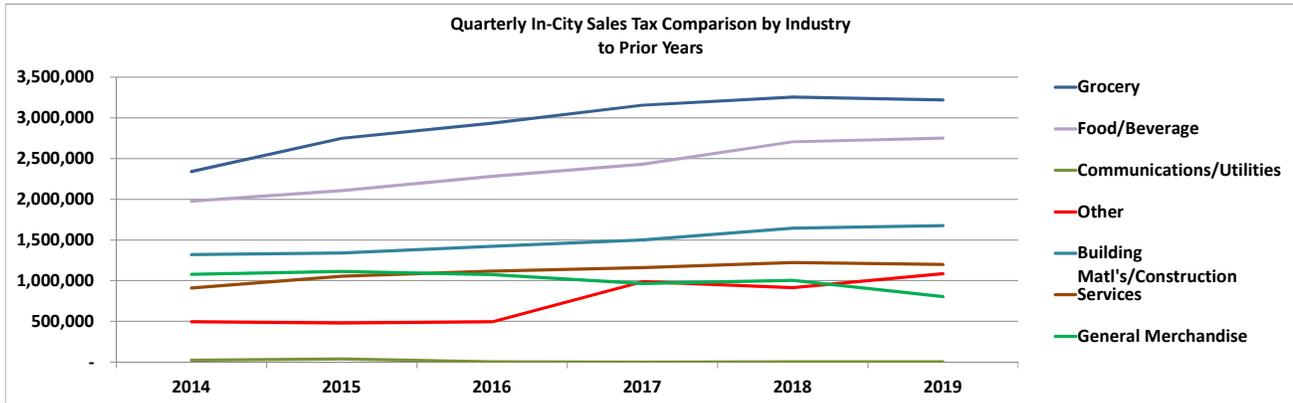
CITY OF LOUISVILLE
Revenue History by Industry (Jan. - Dec. 2019)

| | 2014 | % Var | 2015 | % Var | 2016 | % Var | 2017 | % Var | 2018 | % Var | 2019 | % Var | % of Total |
|----------------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|-------|------------|
| Grocery | 2,359,905 | 14.1% | 2,786,992 | 18.1% | 2,973,998 | 6.7% | 3,195,006 | 7.4% | 3,297,739 | 3.2% | 3,279,991 | -0.5% | 20.4% |
| Food/Beverage | 1,981,287 | 6.4% | 2,108,628 | 6.4% | 2,287,270 | 8.5% | 2,438,032 | 6.6% | 2,723,132 | 11.7% | 2,790,461 | 2.5% | 17.3% |
| Comm/Util. | 1,503,040 | 4.9% | 1,423,508 | -5.3% | 1,521,106 | 6.9% | 1,482,100 | -2.6% | 1,473,217 | -0.6% | 1,988,948 | 35.0% | 12.4% |
| Services | 1,275,035 | -1.3% | 1,545,849 | 21.2% | 1,670,230 | 8.0% | 1,809,411 | 8.3% | 2,003,765 | 10.7% | 2,043,626 | 2.0% | 12.7% |
| Bldg Materials | 1,469,174 | -2.4% | 1,508,645 | 2.7% | 1,696,592 | 12.5% | 1,752,337 | 3.3% | 2,114,329 | 20.7% | 2,104,158 | -0.5% | 13.1% |
| All Other | 1,015,175 | 15.3% | 987,109 | -2.8% | 1,061,954 | 7.6% | 1,584,232 | 49.2% | 1,688,292 | 6.6% | 1,932,519 | 14.5% | 12.0% |
| Merchandise | 1,590,038 | 15.7% | 1,611,825 | 1.4% | 1,620,978 | 0.6% | 1,690,569 | 4.3% | 2,016,716 | 19.3% | 1,946,922 | -3.5% | 12.1% |
| | 11,193,655 | 7.5% | 11,972,557 | 7.0% | 12,832,129 | 7.2% | 13,951,686 | 8.7% | 15,317,190 | 9.8% | 16,086,625 | 5.0% | |



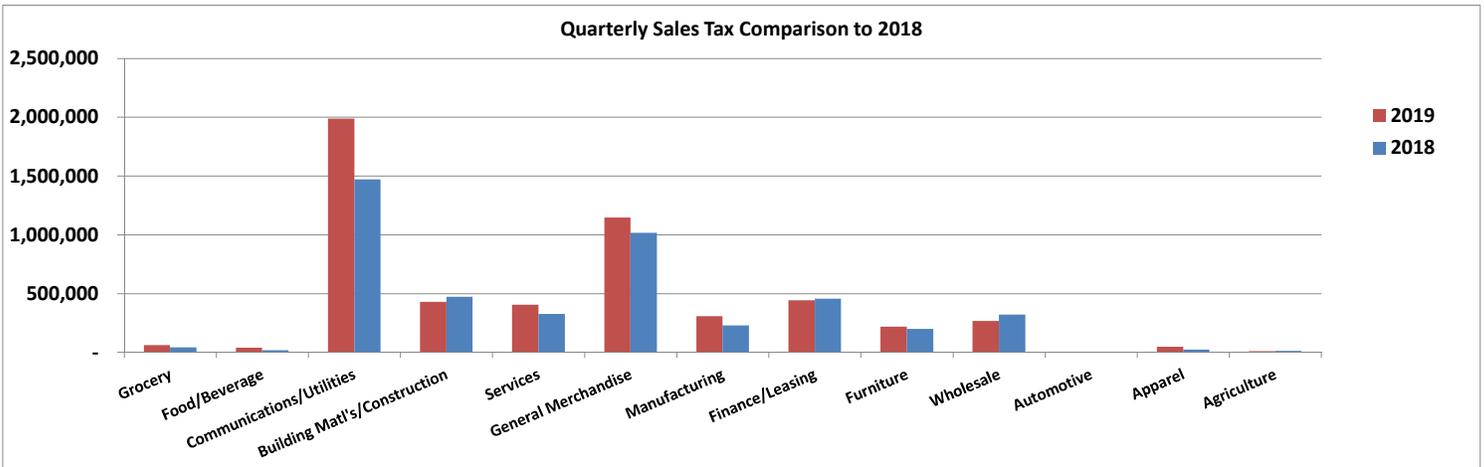
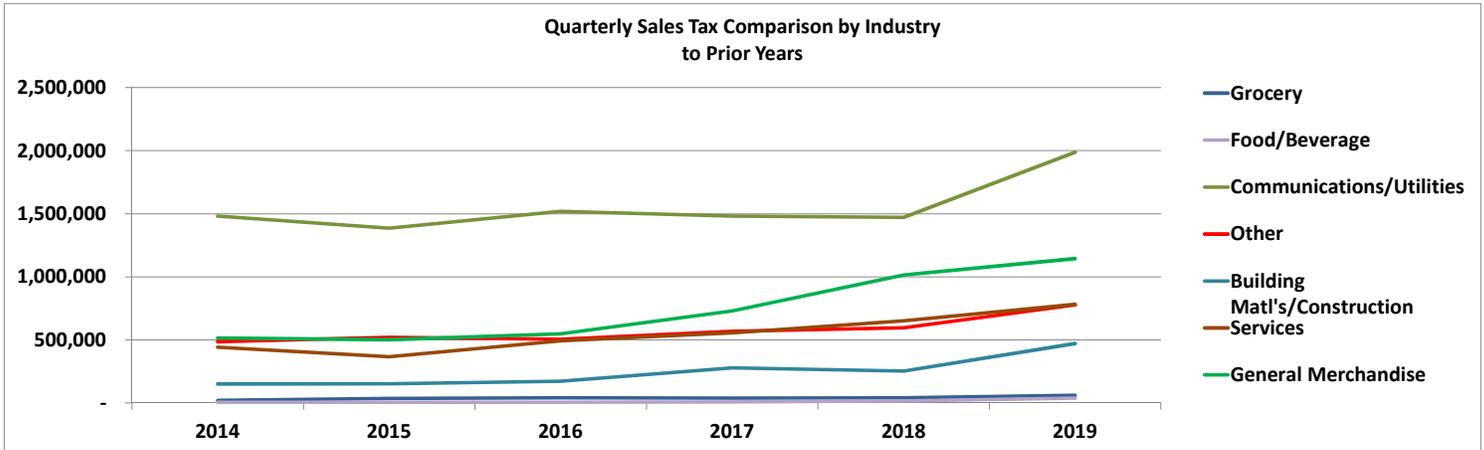
Quarterly Sales Tax Revenue Comparisons by Industry - Inside City Area (December 2019)

| INDUSTRY NAME | 2014 Actual | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Actual | % Of Total | % Change |
|-------------------------------|------------------|------------------|------------------|-------------------|-------------------|-------------------|---------------|-------------|
| Grocery | 2,339,900 | 2,751,107 | 2,934,453 | 3,157,170 | 3,256,414 | 3,219,724 | 30.0% | -1.1% |
| Food/Beverage | 1,976,171 | 2,103,879 | 2,281,932 | 2,429,301 | 2,707,340 | 2,752,714 | 25.6% | 1.7% |
| Communications/Utilities | 21,812 | 38,040 | 670 | 404 | 2,314 | 1,093 | 0.0% | -52.8% |
| Building Mat'l's/Construction | 1,318,104 | 1,336,619 | 1,418,666 | 1,498,596 | 1,643,693 | 1,675,478 | 15.6% | 1.9% |
| Services | 872,954 | 1,007,859 | 1,067,164 | 1,109,084 | 1,173,875 | 1,141,777 | 10.6% | -2.7% |
| General Merchandise | 1,075,500 | 1,111,382 | 1,072,888 | 962,118 | 1,001,117 | 802,161 | 7.5% | -19.9% |
| Manufacturing | 180,175 | 125,370 | 141,175 | 613,618 | 483,855 | 643,870 | 6.0% | 33.1% |
| Finance/Leasing | 35,593 | 45,142 | 47,421 | 48,634 | 49,313 | 55,028 | 0.5% | 11.6% |
| Furniture | 92,456 | 119,977 | 100,785 | 93,120 | 124,694 | 137,991 | 1.3% | 10.7% |
| Wholesale | 40,207 | 68,478 | 58,342 | 68,926 | 73,798 | 81,566 | 0.8% | 10.5% |
| Automotive | 71,159 | 49,816 | 61,527 | 70,543 | 81,023 | 73,769 | 0.7% | -9.0% |
| Apparel | 67,278 | 72,835 | 84,497 | 91,811 | 93,782 | 92,462 | 0.9% | -1.4% |
| Agriculture | 42,942 | 44,884 | 48,450 | 49,201 | 53,685 | 54,341 | 0.5% | 1.2% |
| Totals | 8,134,251 | 8,875,387 | 9,317,969 | 10,192,526 | 10,744,904 | 10,731,975 | | |
| % Of Change | 8.1% | 9.1% | 5.0% | 9.4% | 5.4% | -0.1% | | |

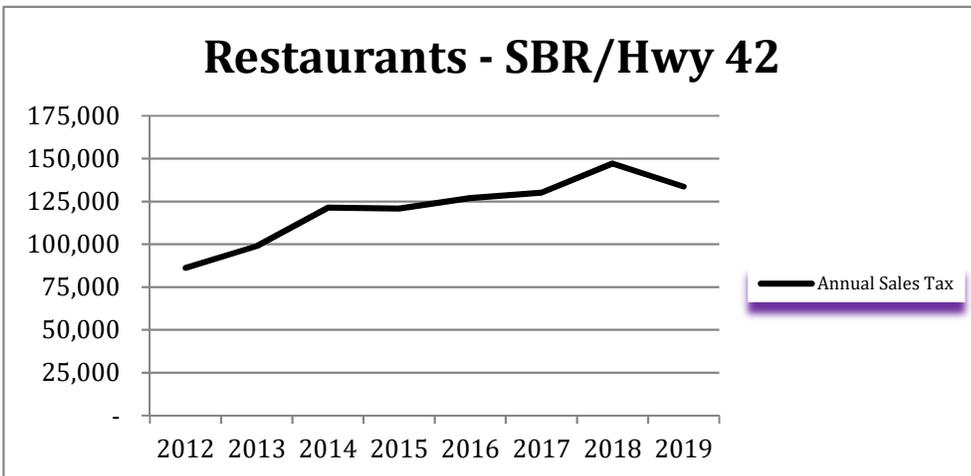
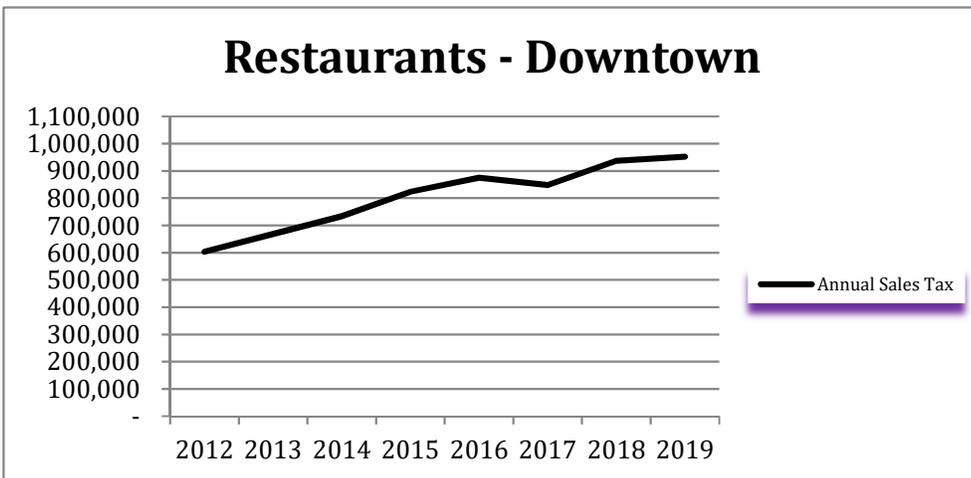
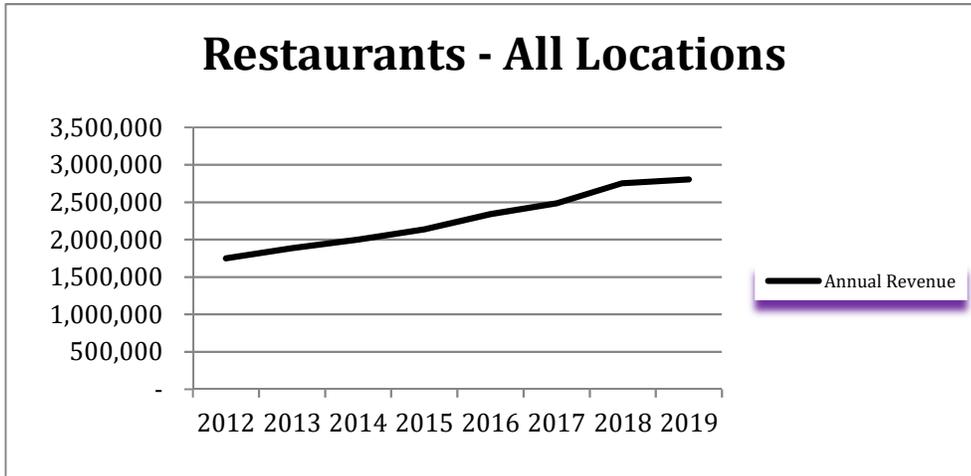


Quarterly Sales Tax Revenue Comparisons by Industry - Outside City Area (December 2019)

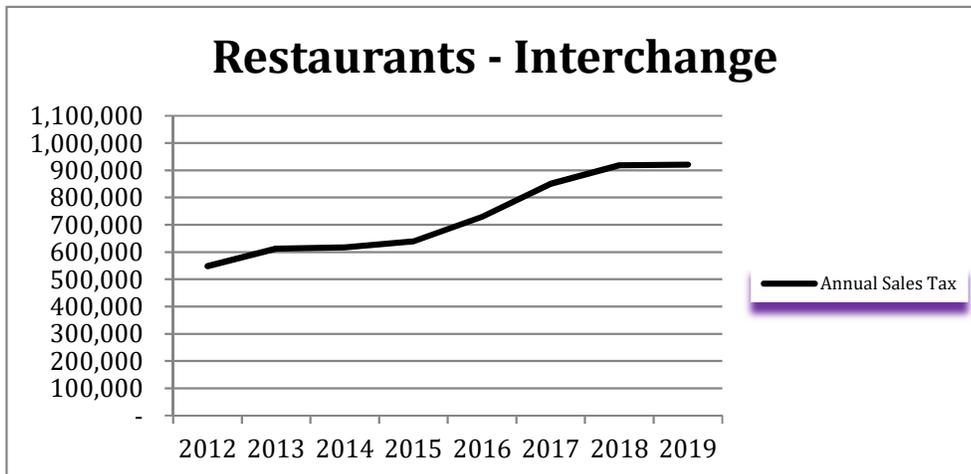
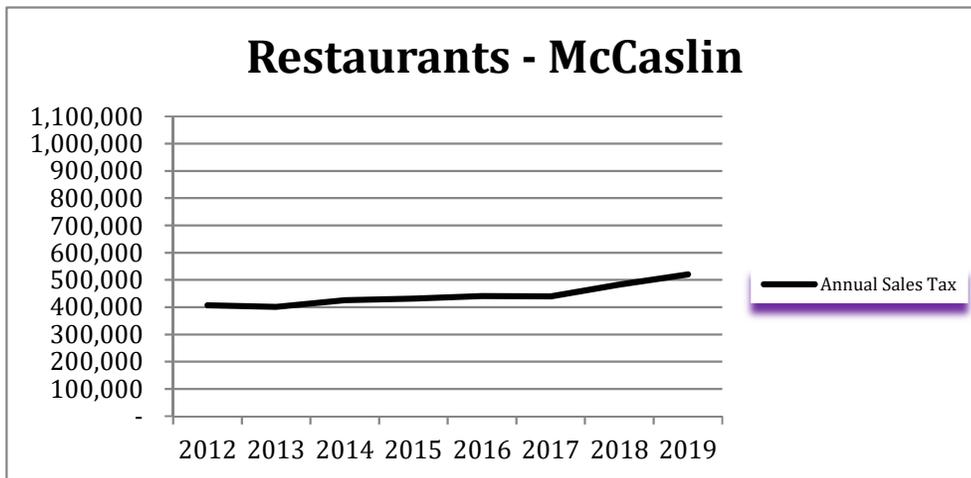
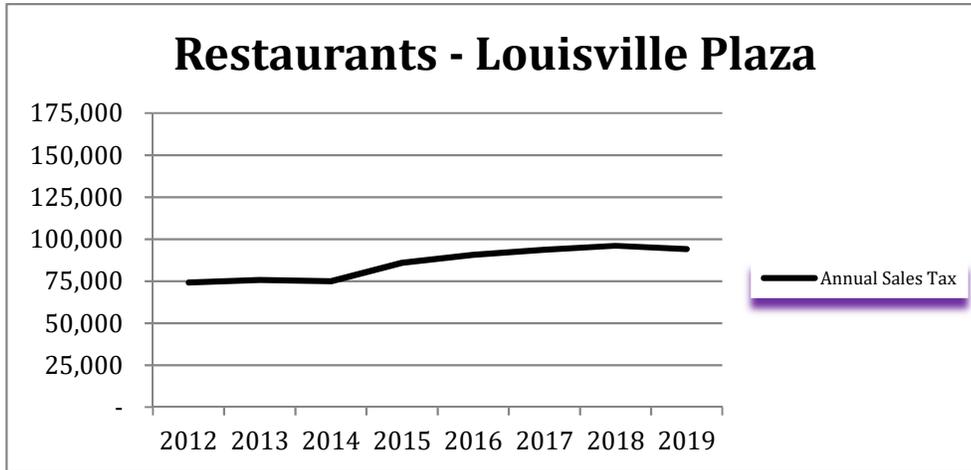
| INDUSTRY NAME | 2014 Actual | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Actual | % Of Total | % Change |
|-------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|---------------|-------------|
| Grocery | 20,005 | 35,885 | 39,546 | 37,836 | 41,325 | 60,267 | 1.1% | 45.8% |
| Food/Beverage | 5,116 | 4,750 | 5,338 | 8,731 | 15,792 | 37,747 | 0.7% | 139.0% |
| Communications/Utilities | 1,481,228 | 1,385,468 | 1,520,437 | 1,481,696 | 1,470,903 | 1,987,855 | 37.1% | 35.1% |
| Building Mat'l's/Construction | 151,071 | 172,025 | 277,926 | 253,741 | 470,636 | 428,679 | 8.0% | -8.9% |
| Services | 123,500 | 205,468 | 229,807 | 311,061 | 325,815 | 404,533 | 7.6% | 24.2% |
| General Merchandise | 514,538 | 500,443 | 548,090 | 728,451 | 1,015,599 | 1,144,761 | 21.4% | 12.7% |
| Manufacturing | 130,232 | 98,879 | 146,983 | 148,066 | 227,222 | 306,545 | 5.7% | 34.9% |
| Finance/Leasing | 242,989 | 287,381 | 325,838 | 340,632 | 454,762 | 442,289 | 8.3% | -2.7% |
| Furniture | 142,769 | 168,833 | 197,915 | 195,214 | 197,221 | 218,030 | 4.1% | 10.6% |
| Wholesale | 231,396 | 217,671 | 196,974 | 221,900 | 320,144 | 266,517 | 5.0% | -16.8% |
| Automotive | 3,060 | 1,767 | 1,867 | 352 | 128 | 766 | 0.0% | 498.4% |
| Apparel | 7,827 | 13,320 | 15,598 | 19,695 | 22,075 | 46,830 | 0.9% | 112.1% |
| Agriculture | 5,676 | 5,278 | 7,840 | 11,787 | 10,665 | 9,833 | 0.2% | -7.8% |
| Totals | 3,059,404 | 3,097,170 | 3,514,160 | 3,759,161 | 4,572,286 | 5,354,650 | | |
| % Of Change | 5.9% | 1.2% | 13.5% | 7.0% | 21.6% | 17.1% | | |



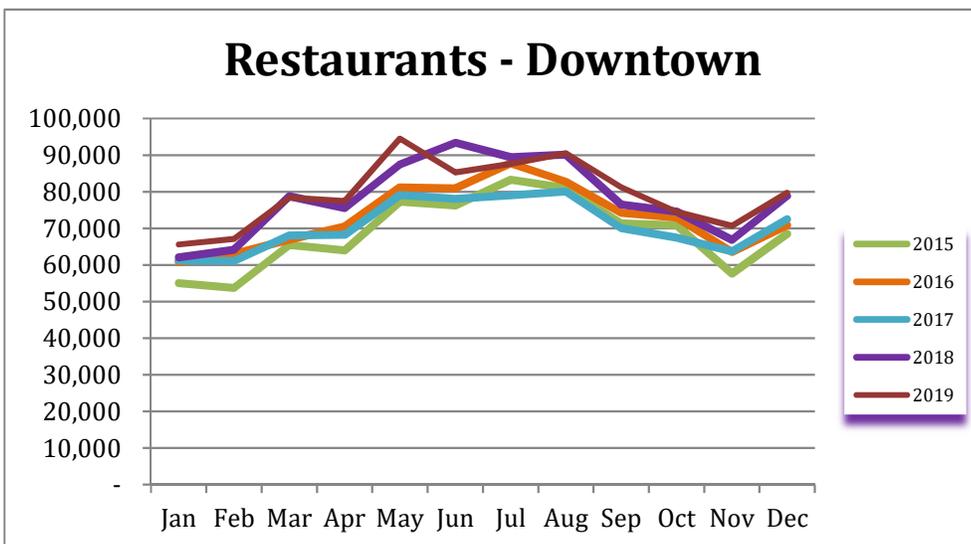
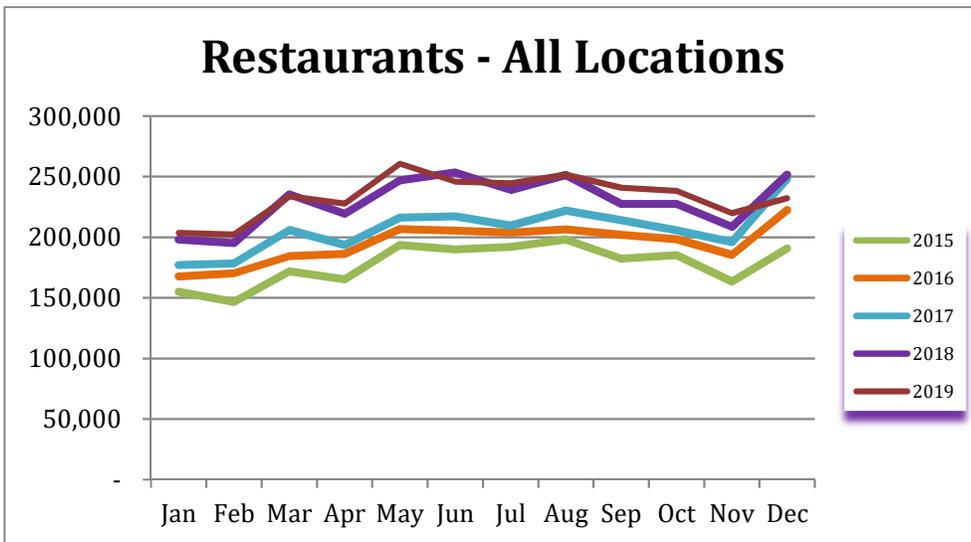
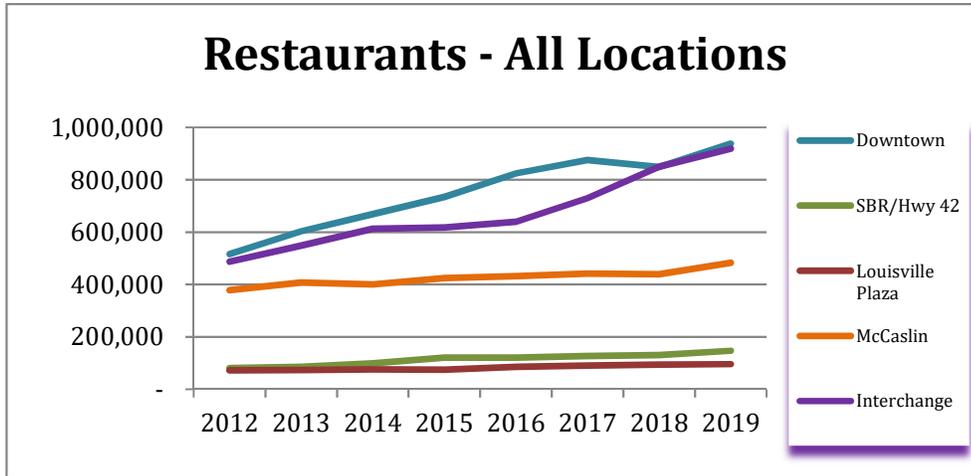
**Restaurant Graphs
December 2019**



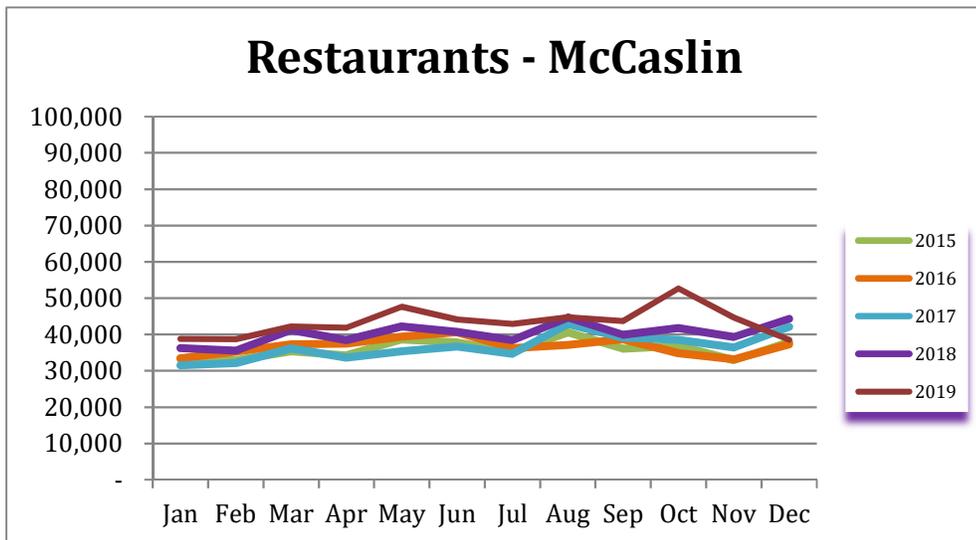
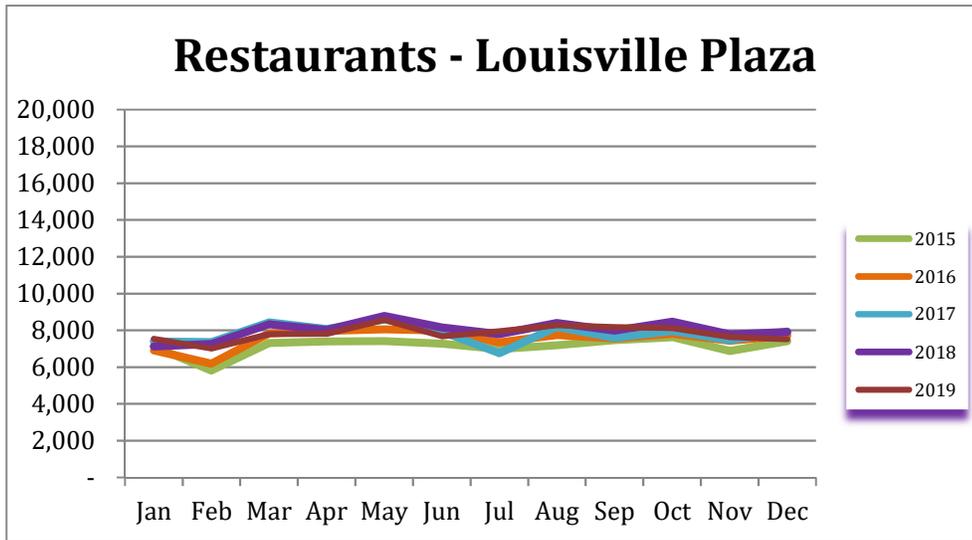
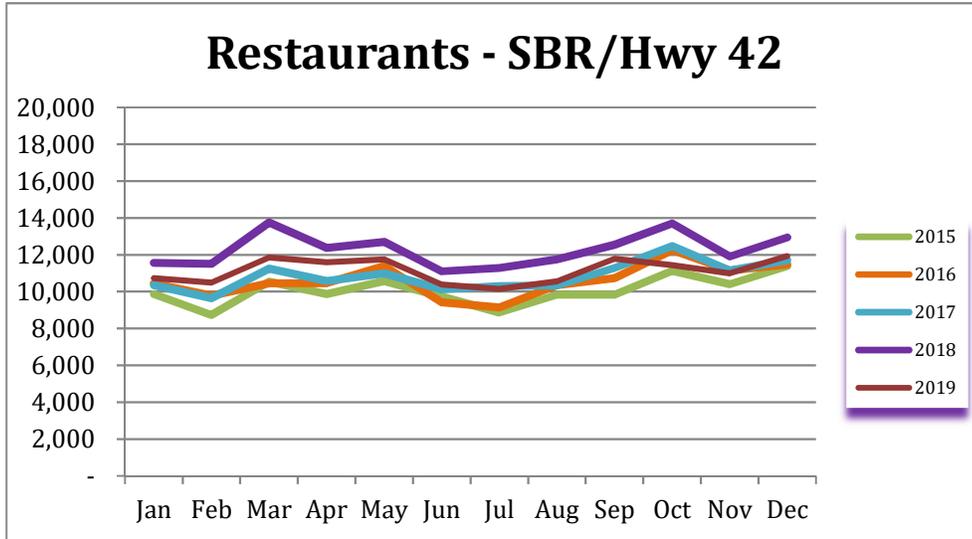
**Restaurant Graphs
December 2019**



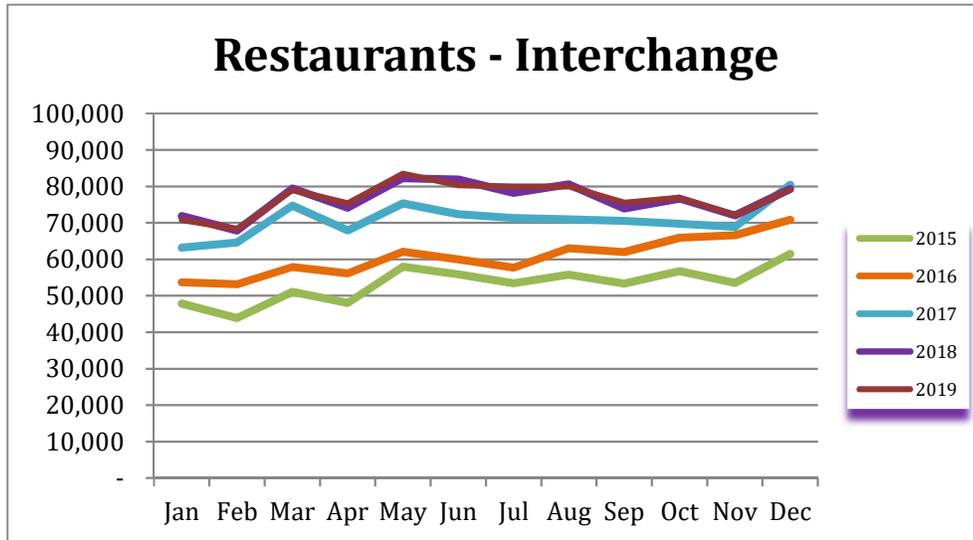
Restaurant Graphs December 2019



**Restaurant Graphs
December 2019**



Restaurant Graphs
December 2019

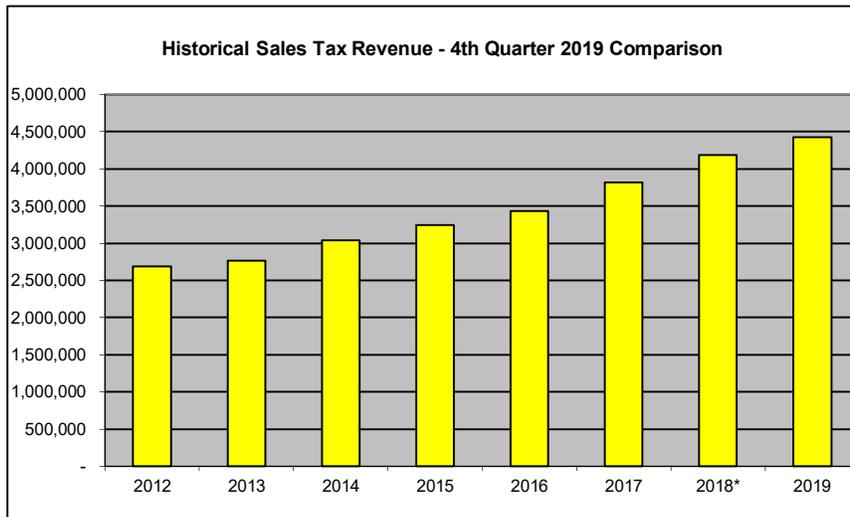


CITY OF LOUISVILLE
2018 HISTORICAL SALES TAX REVENUE (COMPARISONS FROM 2012 - 2019)
12/31/2019

| MONTH | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018* | 2019 |
|----------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| January | 681,326 | 777,242 | 798,792 | 930,279 | 886,723 | 1,052,366 | 1,141,972 | 1,071,558 |
| February | 656,603 | 669,879 | 708,164 | 751,446 | 920,875 | 864,842 | 984,046 | 936,429 |
| March | 816,468 | 820,313 | 891,756 | 966,850 | 1,054,128 | 1,182,825 | 1,254,090 | 1,334,863 |
| April | 757,617 | 870,965 | 990,489 | 926,082 | 949,906 | 1,044,230 | 1,131,949 | 1,159,948 |
| May | 855,685 | 918,954 | 928,421 | 931,057 | 1,032,963 | 1,183,115 | 1,284,619 | 1,223,169 |
| June | 890,833 | 895,906 | 1,013,900 | 1,116,715 | 1,216,853 | 1,336,406 | 1,458,894 | 1,579,107 |
| July | 794,745 | 856,770 | 866,647 | 1,026,333 | 1,136,035 | 1,137,813 | 1,247,212 | 1,366,196 |
| August | 776,002 | 821,538 | 983,356 | 983,178 | 1,050,800 | 1,119,641 | 1,198,848 | 1,488,654 |
| September | 836,117 | 1,017,791 | 974,352 | 1,097,796 | 1,153,466 | 1,209,258 | 1,425,270 | 1,501,976 |
| October | 737,769 | 827,461 | 876,022 | 948,794 | 1,003,857 | 1,154,708 | 1,187,020 | 1,338,241 |
| November | 855,913 | 812,544 | 867,460 | 933,235 | 1,005,580 | 1,112,434 | 1,113,867 | 1,208,379 |
| December | 1,091,578 | 1,125,418 | 1,294,297 | 1,360,790 | 1,420,942 | 1,554,048 | 1,889,403 | 1,878,105 |
| Total Tax | \$ 9,750,654 | \$ 10,414,782 | \$ 11,193,655 | \$ 11,972,557 | \$ 12,832,129 | \$ 13,951,686 | \$ 15,317,190 | \$ 16,086,625 |
| Tax Variance % | 7.0% | 6.8% | 7.5% | 7.0% | 7.2% | 8.7% | 9.8% | 5.0% |

| QUARTERLY SUMMARY | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018* | 2019 |
|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 1st Quarter | 2,154,396 | 2,267,435 | 2,398,712 | 2,648,576 | 2,861,726 | 3,100,032 | 3,380,108 | 3,342,849 |
| 2nd Quarter | 2,504,135 | 2,685,825 | 2,932,810 | 2,973,855 | 3,199,722 | 3,563,751 | 3,875,462 | 3,962,225 |
| 3rd Quarter | 2,406,864 | 2,696,099 | 2,824,355 | 3,107,307 | 3,340,301 | 3,466,712 | 3,871,330 | 4,356,826 |
| 4th Quarter | 2,685,259 | 2,765,423 | 3,037,779 | 3,242,820 | 3,430,379 | 3,821,190 | 4,190,290 | 4,424,725 |
| Tax Incr/(Decr) | 168,251 | 80,164 | 272,355 | 205,041 | 187,559 | 390,811 | 369,100 | 234,435 |
| Tax Variance % | 6.7% | 3.0% | 9.8% | 6.7% | 5.8% | 11.4% | 9.7% | 5.6% |

* Includes Recreation/Senior Center tax rate of .15% or 4.3% increase in total tax rate.

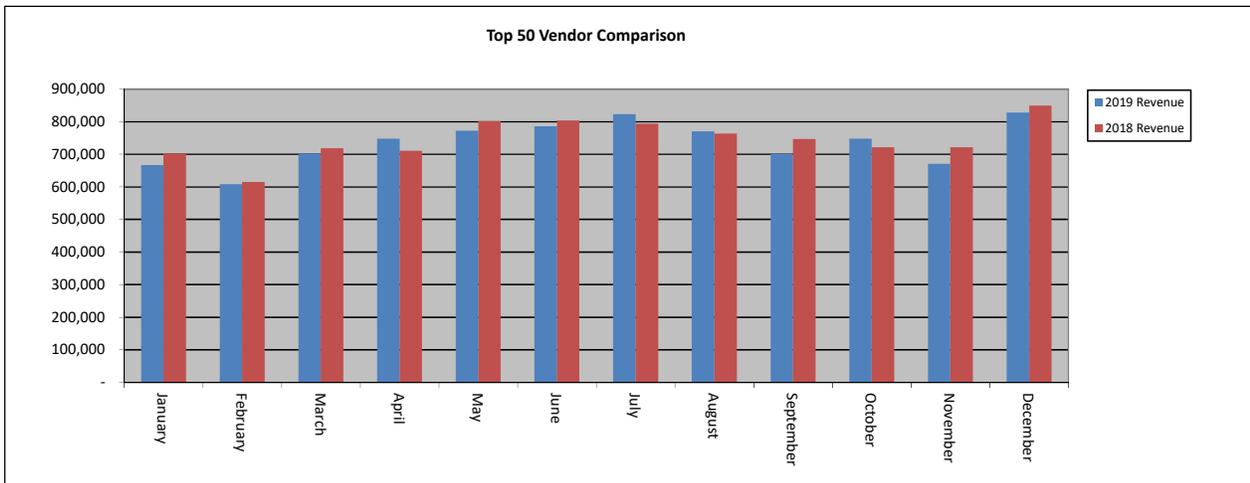


CITY OF LOUISVILLE

Top 50 Vendors Revenue for Yr 2019 with 2018 Comparisons

| | Sales Tax 2019 | Sales Tax 2018 | Incr/(Decr) | Variance % 2019 | % Top 50 Vendors to Total Tax |
|-----------|-------------------|-------------------|-------------|--------------------|----------------------------------|
| January | 667,138 | 701,908 | (34,770) | -5.0% | 75.0% |
| February | 608,536 | 615,116 | (6,580) | -1.1% | 66.0% |
| March | 701,846 | 718,622 | (16,775) | -2.3% | 66.5% |
| April | 748,363 | 710,933 | 37,430 | 5.3% | 77.6% |
| May | 772,267 | 802,174 | (29,907) | -3.7% | 74.0% |
| June | 786,284 | 803,577 | (17,293) | -2.2% | 64.6% |
| July | 822,814 | 794,362 | 28,452 | 3.6% | 72.4% |
| August | 770,096 | 763,295 | 6,801 | 0.9% | 73.1% |
| September | 701,643 | 746,731 | (45,088) | -6.0% | 60.8% |
| October | 748,147 | 721,313 | 26,834 | 3.7% | 74.5% |
| November | 670,842 | 721,357 | (50,515) | -7.0% | 66.3% |
| December | 828,129 | 849,946 | (21,817) | -2.6% | 58.2% |
| Totals | \$ 8,826,106 | \$ 8,949,334 | (123,228) | -1.4% | 68.5% |

| Top 50 Vendor Summary | | |
|------------------------------|-----------------|------------|
| YTD 2019 compared with 2018: | Incr/(Decr) | % Variance |
| Top 50 vendors | (123,228.34) | -1.4% |
| General Mds. | \$ (226,370.05) | -23.7% |
| Grocery | \$ 69,282.18 | 2.2% |
| Home Improvement | \$ 33,507.28 | 2.1% |
| Hotels | \$ (25,967.39) | -4.4% |
| Restaurants | \$ 84,386.33 | 5.7% |
| Telecom/Utilities | \$ (32,588.79) | -2.9% |



AUDITS/ASSESSMENTS

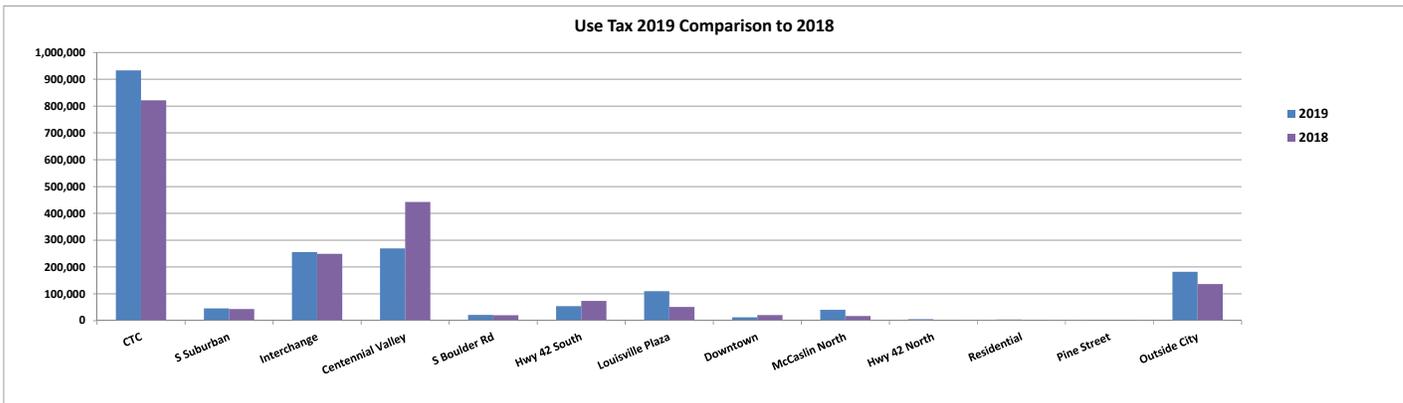
Revenue Collected

| Tax Type | 2019 | 2018 |
|---------------------------------------|------------------------|----------------------|
| Sales Tax | 1,105,472.83 | 83,512.09 |
| Consumer Use Tax | 219,495.41 | 439,743.76 |
| Building Use Tax | (19,907.63) | (24,461.33) |
| Lodging Tax | - | - |
| Penalties & Interest | 75,863.13 | 70,765.23 |
| Total Audit/Assessment Revenue | \$ 1,380,923.74 | \$ 569,559.75 |

| Tax Returns Processed | 2019 | 2018 |
|------------------------------|-------------|-------------|
| | 25,066 | 21,033 |

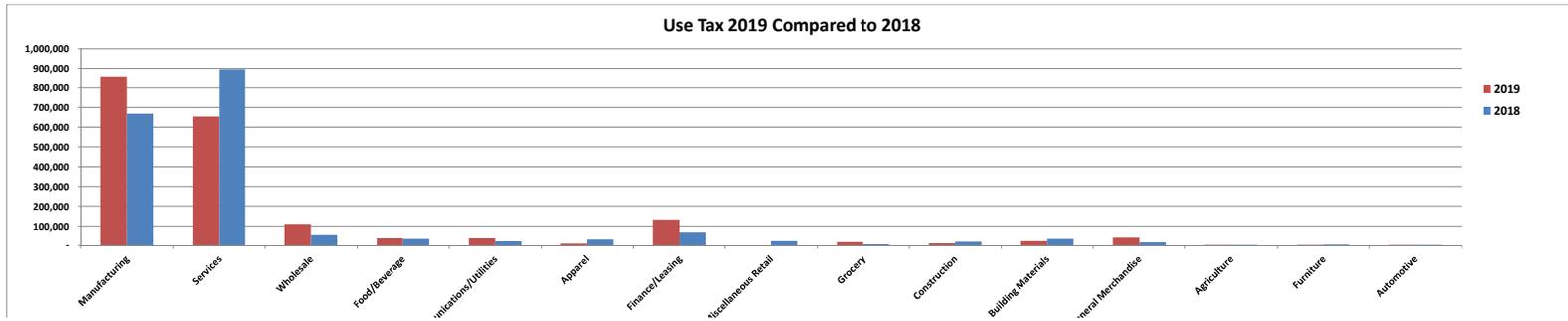
Annual Consumer Use Tax Revenue Comparisons by Area (2011 - 2019)

| AREA NAME | 2011 Actual | 2012 Actual | 2013 Actual | 2014 Actual | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Actual | % Of Total |
|--------------------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|---------------|
| CTC | 229,339 | 627,942 | 791,492 | 614,982 | 453,003 | 868,208 | 682,209 | 821,793 | 933,322 | 48.1% |
| S Suburban | 46,929 | 70,928 | 208,783 | 106,505 | 51,318 | 42,563 | 55,080 | 43,927 | 46,197 | 2.4% |
| Interchange | 39,367 | 43,091 | 168,240 | 316,135 | 358,168 | 309,690 | 271,366 | 249,432 | 256,172 | 13.2% |
| Centennial Valley | 138,664 | 252,079 | 127,490 | 130,945 | 203,007 | 280,834 | 235,597 | 442,846 | 269,399 | 13.9% |
| S Boulder Rd | 100 | 2,022 | 139,876 | 116,699 | 78,801 | 39,012 | 117,584 | 20,724 | 21,527 | 1.1% |
| Hwy 42 South | 429 | 16,136 | 45,465 | 43,133 | 69,206 | 91,493 | 87,634 | 73,728 | 54,173 | 2.8% |
| Louisville Plaza | 34,454 | 36,925 | 17,483 | 22,101 | 42,110 | 45,236 | 30,533 | 51,088 | 110,305 | 5.7% |
| Downtown | 3,078 | 6,064 | 15,785 | 13,697 | 13,101 | 9,369 | 17,074 | 20,971 | 12,726 | 0.7% |
| McCaslin North | 7,101 | 13,632 | 9,598 | 17,483 | 30,504 | 19,852 | 23,325 | 17,631 | 40,662 | 2.1% |
| Hwy 42 North | 709 | 7,613 | 3,354 | 1,379 | 1,702 | 2,290 | 2,241 | 2,672 | 5,897 | 0.3% |
| Residential | 1,413 | 1,224 | 2,488 | 1,685 | 1,586 | 835 | 3,151 | 2,153 | 4,286 | 0.2% |
| Pine Street | 548 | 752 | 180 | 247 | 363 | 556 | 246 | 113 | 3,103 | 0.2% |
| Outside City | 53,935 | 123,735 | (621) | 83,347 | 152,782 | 137,351 | 142,512 | 136,763 | 182,355 | 9.4% |
| Totals | 556,065 | 1,202,143 | 1,529,611 | 1,468,338 | 1,455,649 | 1,847,288 | 1,668,551 | 1,883,839 | 1,940,122 | |
| % Of Change | N/A | 116.2% | 27.2% | -4.0% | -0.9% | 26.9% | -9.7% | 12.9% | 3.0% | |



Annual Use Tax Revenue Comparisons by Industry (2011 - 2019)

| AREA NAME | 2011 Actual | 2012 Actual | 2013 Actual | 2014 Actual | 2015 Actual | 2016 Actual | 2017 Actual | 2018 Actual | 2019 Actual | % Of Total |
|---------------------------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|---------------|
| Manufacturing | 150,950 | 393,208 | 644,936 | 552,458 | 597,994 | 1,002,250 | 552,780 | 668,187 | 858,493 | 44.2% |
| Services | 257,245 | 490,507 | 415,442 | 414,989 | 463,335 | 413,909 | 615,714 | 895,040 | 653,599 | 33.7% |
| Wholesale | 880 | 14,633 | 141,514 | 49,362 | 79,303 | 85,952 | 103,784 | 56,000 | 108,588 | 5.6% |
| Food/Beverage | 11,133 | 15,435 | 82,102 | 158,669 | 43,248 | 44,367 | 37,416 | 36,494 | 40,590 | 2.1% |
| Communications/Utilities | 21,504 | 94,730 | 64,567 | 16,090 | 30,064 | 73,072 | 47,448 | 21,648 | 40,833 | 2.1% |
| Apparel | 39,868 | 34,350 | 41,183 | 39,676 | 45,472 | 33,045 | 10,893 | 33,727 | 8,450 | 0.4% |
| Finance/Leasing | 5,431 | 14,386 | 35,660 | 38,720 | 55,358 | 65,614 | 77,735 | 69,301 | 131,457 | 6.8% |
| Miscellaneous Retail | 15,282 | 80,162 | 79,693 | 73,669 | 71,668 | 38,150 | 32,007 | 25,742 | - | 0.0% |
| Grocery | 25,283 | 25,265 | 7,817 | 3,758 | 9,988 | 9,887 | 126,684 | 4,398 | 15,418 | 0.8% |
| Construction | 748 | 6,718 | 6,521 | 48,347 | 32,728 | 63,769 | 25,304 | 17,881 | 10,374 | 0.5% |
| Building Materials | 4,157 | 7,629 | 5,797 | 53,821 | 6,010 | 9,303 | 14,371 | 36,349 | 25,587 | 1.3% |
| General Merchandise | 22,611 | 22,976 | 3,205 | 9,165 | 4,396 | 4,608 | 22,604 | 13,904 | 43,493 | 2.2% |
| Agriculture | 355 | 308 | 881 | 1,820 | 8,198 | 1,622 | 952 | 1,161 | 2,073 | 0.1% |
| Furniture | 618 | 1,461 | 243 | 7,523 | 7,228 | 1,396 | 858 | 4,006 | 1,165 | 0.1% |
| Automotive | - | 374 | 52 | 271 | 661 | 344 | 1 | 1 | 2 | 0.0% |
| Totals | 556,065 | 1,202,143 | 1,529,611 | 1,468,338 | 1,455,649 | 1,847,288 | 1,668,551 | 1,883,839 | 1,940,122 | |
| % Of Change | N/A | 116.2% | 27.2% | -4.0% | -0.9% | 26.9% | -9.7% | 12.9% | 3.0% | |



SUBJECT: ACCOUNTS RECEIVABLE WRITE-OFFS

DATE: FEBRUARY 18, 2020

PRESENTED BY: PENNEY BOLTE, TAX MANAGER

SUMMARY:

Staff will present a listing of accounts receivable write-offs for discussion and for Finance Committee approval

SUBJECT: DISCUSSION OF TOP-50 REPORTING

DATE: FEBRUARY 18, 2020

PRESENTED BY: PENNEY BOLTE, TAX MANAGER

SUMMARY:

Staff will present a listing of the largest sales tax remitters and facilitate a discussion with the Committee regarding future reporting requirements.

SUBJECT: 2021-2022 BIENNIAL BUDGET PROCESS DISCUSSION

DATE: FEBRUARY 18, 2020

PRESENTED BY: KEVIN WATSON, FINANCE DIRECTOR

SUMMARY:

The Committee requested an agenda item to continue the general budget process discussion from the January meeting.

SUBJECT: FINANCE COMMITTEE 2020 WORK PLAN

DATE: FEBRUARY 18, 2020

PRESENTED BY: KEVIN WATSON, FINANCE DIRECTOR

SUMMARY:

Attached is the latest draft of the Finance Committee's 2020 Work Plan. This is presented for Committee information and no specific action is requested.

City of Louisville Colorado Finance Committee 2020 Work Plan

Topics will be discussed in the quarter which they are listed. Items that are not complete will roll to the next quarter.

Quarterly Reports: material exceptions will be discussed at monthly FC meetings

- Sales & Use Tax Reports
 - Financial Statements
 - Capital Improvement Program Reports
 - Enterprise Dashboards (recreation, golf, utilities)
 - Cash and Investments Reports
-

Major Initiatives for 2020:

- Biennial Budget Process – Program Budgeting utilizing zero-based concepts and processes
- Capital budgeting processes and delivery efficiencies
- Dashboards to Staff Initiatives
 - Discuss the dashboards results driving staff action
- KPI Review
 - Consultant recommendations
 - How are they informing departments?
- Fee-for-Service Methodologies
 - Recreation/Senior Center, Golf Course, discounts, rate-setting methods, etc.
- Building/Impact Fees
 - Comprehensive review and comparison with neighboring cities
 - How are fees calculated?
- BAPS, TIFS, and Other Development-Encouraging Tools
 - How are they being used?
 - Possible changes to Financial Policies

First Quarter

- Biennial Budget Process (Jan)
- Quarterly Reports that are available (Jan)
- Example of Budget Request Analysis Using KPI's and Program Budget (Jan)
- Biennial Budget Process (Feb)
- Write-offs of Accounts Receivable (Feb)
- Remaining Quarterly Reports (Feb)
- Biennial Budget Process (Mar)
- Capital Budgeting Processes and Delivery Efficiencies (Mar)

Second Quarter

- Biennial Budget Process (Apr)

- Presentation from Chandler on Economy and Investments (Apr)
- Quarterly Reports that are available (Apr)
- Final Dashboards & Financial Statements for 2019 (Apr)
- Review Renewal and Replacement schedules for Recreation Center and Golf Course (Apr)
- Recreation Center Fees (Apr)
- Remaining Quarterly Reports (May)
- Budget Amendment (May)
 - 2018 carryover
 - 2019 changes
- Biennial Budget Process (Jun)
- I.T. Update (Jun)

Third Quarter

- Biennial Budget Process (Jul)
- Previous Year KPI Review (Jul)
- Tap fee review (Jul)
- Quarterly Reports that are available (Jul)
- Revenue Projection Dashboards (Jul)
- Presentation from Eide Bailly on Audit of 2019 CAFR (Jul)
- Biennial Budget Process (Aug)
- Remaining Quarterly Reports (Aug)
- Revenue Projection Dashboards (Aug)
- Financial Policies – possible amendments (Aug)
- Preliminary Assessed Valuation (Sept)

Fourth Quarter

- Quarterly Reports that are Available (Oct)
- Charges for Services & Fees for 2021 (Oct)
- Revenue Projection Dashboards (Oct)
- Review 2021-2022 Biennial Budget (Oct)
- Review Non-Profit Grant Applications (Nov)