

# FY 19-20 Year to Date Financial Report

Operating Budget to Actual Performance
Fiscal Year to Date through April 2020

Issued May 28, 2020

### **Executive Summary**

The Town's budget-to-actual performance through April 2020 showed favorable variances for both revenues and expenses. Actual revenues performed well with receipts exceeding expectations by \$3.9M, or 7%. This is mostly the result of Community Development, Engineering and Building Permit Revenue performing better than expected due to continued residential and commercial growth. Staff expects this growth to slow in the coming months due to the impact of the COVID-19 pandemic.

Year-to-date expenses for the fiscal year were less than budget by \$2.4M, or 5%. The variance is driven by staffing vacancies and contractual services that are coming in under budget. Most notable is a \$0.7M or 11% savings in the MSCO police services contract due to vacancies at the Sheriff's Office for which the Town is now receiving a credit.

The Total Revised Operating Budget projected that revenues would exceed expenses by \$12.9M through April 2020. Actual revenues and expenses are performing better than anticipated resulting in year-to-date revenues exceeding expenses by \$19.2M, an improvement of \$6.3M.

The Town's overall operating results have been favorable; however, impacts of the COVID-19 pandemic were just beginning to be felt in April and will be more noticeable in future monthly reports. While it is too early to know the financial impacts of the pandemic to our local, regional, and national economies, the Town has contingencies built into our revenue and expenditure budgets, and we continue to monitor economic conditions regularly.

### **Operating Budget**

The Operating Budget includes the Town's activity from the General, Streets (HURF), Emergency Services and Horseshoe Park Equestrian Center Funds. The following schedule is a summary of the FY 19-20 Operating Budget. Budgeted revenues are expected to exceed expenses by \$15.7M for the year, with \$11.0M of this amount budgeted to be transferred out to other funds to cover the non-growth share of debt payments and capital improvements. Any amount remaining after these transfers will be used to fund the Town's reserves for operations and pensions as required by policy. The FY 19-20 ending fund balance is projected to be \$46.2M, of which \$29.5M is reserved for pension funding and \$16.7M is reserved for the Town's 25% reserve policy.

### **Summary FY 19-20 Operating Budget**

		FY 19-20		FY 19-20		FY 19-20		FY 19-20
	To	tal Adopted	To	otal Revised	Ye	ear-to-Date	Υ	ear-to-Date
		Budget	Budget *			Budget	Actual	
Revenues	\$	66,383,032	\$	71,936,622	\$	57,261,174	\$	61,198,729
Expenses		54,526,501		56,252,438		44,402,602		42,011,557
Operating Results	\$	11,856,531	\$	15,684,184	\$	12,858,572	\$	19,187,172
Transfers Out								
Events/Grants Match/Other	\$	25,000	\$	25,000	\$	-	\$	-
Debt Service		6,771,846		5,521,846		-		-
CIP		5,004,200		5,404,615		-		-
Transfers Out	\$	(11,801,046)	\$	(10,951,461)		-		-
Net Operating Results	\$	55,485	\$	4,732,723	\$	12,858,572	\$	19,187,172
		_		_				
Beginning Fund Balance	\$	36,865,183	\$	41,455,204				
Ending Fund Balance	\$	36,920,668	\$	46,187,927				
MSCO Unfunded Pension Liability Reserve	¢	18,750,068	\$	20,938,343				
ASRS Unfunded Pension Liability Reserve	Ţ	10,750,000	Y	8,545,709				
25% Revenue Reserve		18,170,600		16,703,875				
		10,170,000		10,705,675				
Available Fund Balance				- 46 107 027				
Total Fund Balance	<u> </u>	36,920,668	<u>&gt;</u>	46,187,927				

<sup>\*</sup> Includes adjustments to revenue and expense budgets approved by the Town Council on March 18, 2020.

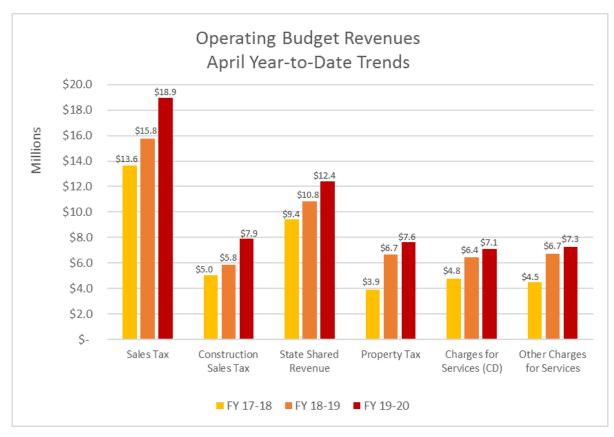
The remainder of this report focuses on revenues and expenses only. It does not include transfers, debt service or infrastructure funding transfers.

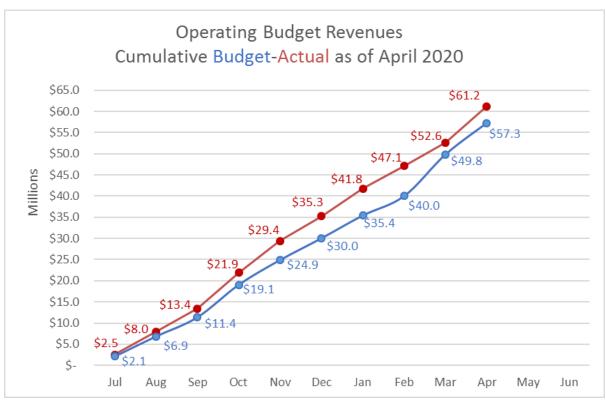
# April 2020 Year-to-Date Results

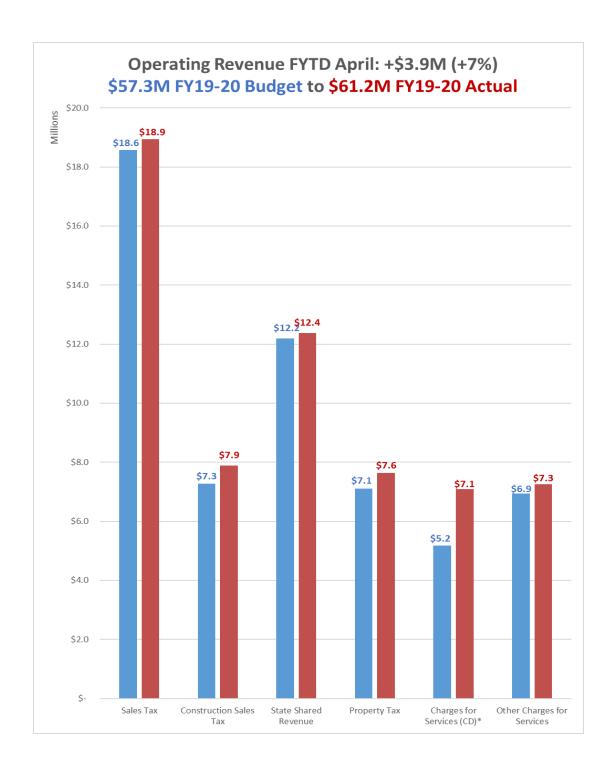
		YTD	YTD	\$	<u>Variance</u>	% Variance	
Revenues	<u>Budget</u>		<u>Actual</u>		Favorable/(Unfavorable)		
Sales Tax	\$	18,569,670	\$ 18,934,583	\$	364,913	2%	
Construction Sales Tax		7,279,869	7,895,023		615,154	8%	
State Shared Revenue		12,190,260	12,383,374		193,114	2%	
Property Tax		7,112,920	7,637,311		524,391	7%	
Charges for Services (CD)*		5,175,610	7,098,006		1,922,396	37%	
Other Charges for Services		6,932,845	 7,250,432		317,587	5%	
Total Revenues	\$	57,261,174	\$ 61,198,729	\$	3,937,555	7%	
Expenditures							
Salaries & Benefits	\$	22,134,143	\$ 20,717,004	\$	1,417,139	6%	
Supplies & Services		12,711,237	12,510,846		200,391	2%	
Maricopa County Sheriff		6,796,620	6,050,256		746,365	11%	
Capital Outlay		2,760,601	 2,733,452		27,149	1%	
Total Expenditures	\$	44,402,602	\$ 42,011,557	\$	2,391,045	5%	

 $<sup>*</sup> Consists \ of \ Community \ Development \ Charges \ for \ Services \ including \ permits, \ planning \ and \ engineering \ fees$ 

# **Revenue Analysis**







Overall, actual revenues show a 7% favorable variance compared to the revised budget. The variances of the Revenue Categories are as follows:

#### Sales Tax

Sales tax revenue has a favorable variance of \$0.4M or 2% year-to-date and is related to continued positive performance in communications and retail activity. In spite of the month-long stay-home environment caused by COVID-19, residents continued to buy household staples at the Town's general merchandise and grocery stores. In contrast, year-to-date bar and restaurant activity is 9% below budget due to the mandatory dine-in closures imposed on the restaurant industry during April. Please refer to the Sales Tax Report (Appendix 1) for additional information on sales tax activity.

### **Construction Sales Tax**

Construction Sales Tax Revenue has a favorable variance of \$0.6M or 8% and is related to ongoing residential and commercial construction activity performing better than anticipated. Since July 2019, the Town has averaged 127 single-family home closings per month, compared to 88 for the same period last year, an increase of 39 homes per month or about 44%. Please refer to the Sales Tax Report (Appendix 1) for additional information on this revenue.

### **State Shared Revenue**

State Shared Revenue is on target with the budget year-to-date with a favorable variance of \$0.2M or 2%.

### **Property Tax**

Property tax revenue is on target with the budget year-to-date with a favorable variance of \$0.5M or 7%. The main influx of property tax revenue occurs in October and November, and again in April and May.

#### **Charges for Services (CD)**

Charges for Services (CD) accounts for planning, engineering and building permit revenues. Revenue is favorable by \$1.9M or 37%, as presented in the following schedule:

### **April 2020 YTD Community Development Detailed Revenues**

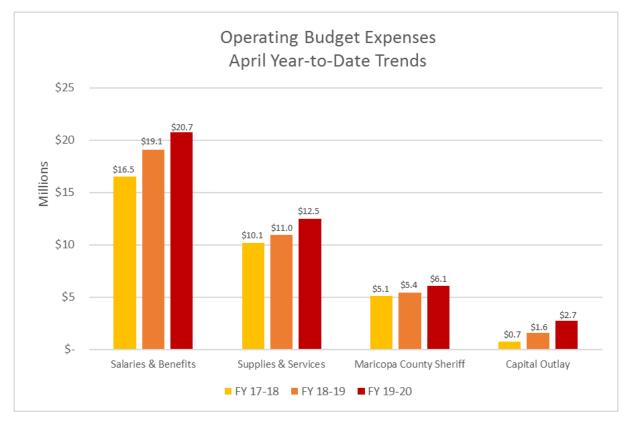
Charges for Services (CD)	Budget		<u>Actual</u>	\$ Variance	% Variance
Planning Revenue	\$ 226,780	\$	213,445	\$ (13,335)	(6%)
<b>Engineering Revenue</b>	806,100		1,097,642	291,542	36%
<b>Building Permit Revenue</b>	4,142,730		5,786,920	1,644,190	40%
Total Charges for Services (CD)	\$ 5,175,610	\$	7,098,006	\$ 1,922,396	37%

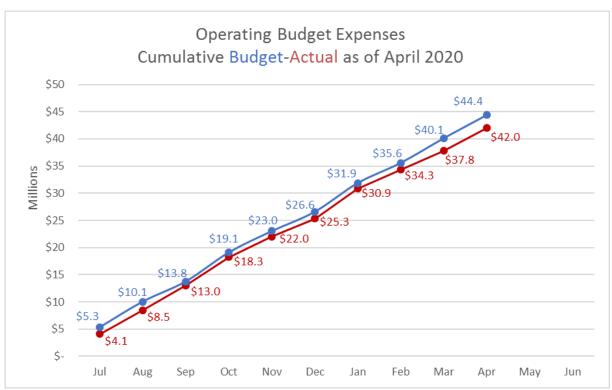
Planning revenues are mostly the result of residential development planning permits. Engineering revenues are currently coming mostly from five new subdivisions that are in the engineering phase of development. These subdivisions, along with other residential engineering projects, account for \$960K, or 88% of the engineering revenue received year-to-date. Finally, the large variance in Building Permit revenues is mainly the result of residential (single-family) permitting, which accounts for \$5.0M or 87% of total building permit revenues year-to-date. Through April 2020, the Town has issued 1,502 new single-family home permits this fiscal year, with April alone showing 222 single-family permits. Staff believes that a sizeable number of these April permits would have been issued in May but were accelerated by the homebuilders due to the uncertainty surrounding the housing market and the impacts COVID-19 may have on their subdivisions in the near term.

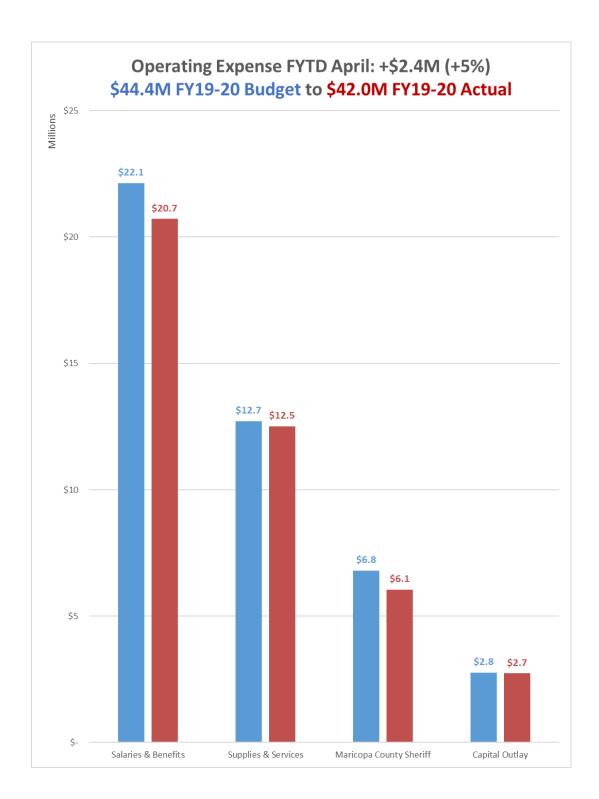
### **Other Charges for Services**

Other Charges for Services is comprised of a number of different sources and has a favorable variance of \$0.3M or 5% year-to-date. With the nature of this revenue being a large number of smaller accounts, variances can fluctuate from period to period. The largest revenue group in this category is Utility ROI and Utility Franchise Fees from the Town's Water and Sewer utility operations, which together account for \$2.5M or 35% of the year-to-date revenue. Departmental Support Revenue accounts for another \$1.4M or 19% of the year-to-date revenue in this category.

# **Expense Analysis**







The year to date expenditures for fiscal year 2020 reflect a favorable variance of \$2.4M or 5%.

### **Salaries and Benefits**

Salaries and Benefits expenses through April are \$1.4M or 6% below budget. This variance is due to six vacant positions, including three new positions that were created through Town Council action in March but have not been filled. All six of these positions will remain vacant indefinitely due to the financial impacts of the COVID-19 pandemic.

### **Supplies and Services**

Supplies and Services expenses are under budget by \$0.2M or 2% through April. Much of the savings is coming from lower-than-budgeted utility costs (power, water, and gas), and maintenance of Town streets, facilities, and grounds. The Town has also realized savings from the expiration of a development agreement wherein the Town was paying the costs of development impact fees in the Ironwood Crossing subdivision. The amount paid under that agreement in the current fiscal year is \$269k or 30% less than budgeted.

### **Maricopa County Sheriff**

Maricopa County Sheriff costs reflect a favorable variance by \$0.7M or 11% to date. This is a result of MCSO personnel vacancies for which the Town is now receiving a credit on a regular basis.

### **Capital Outlay**

Capital Outlay expenses are nearly equal to the budgeted amount, with a favorable variance of only \$27K or 1% through April. The budgets in this category are for one-time purchases related to major equipment and special projects.



# FY 19-20 Year to Date Sales Tax Report

FY 19-20 Business Activity through March 2020\*

Issued May 2020

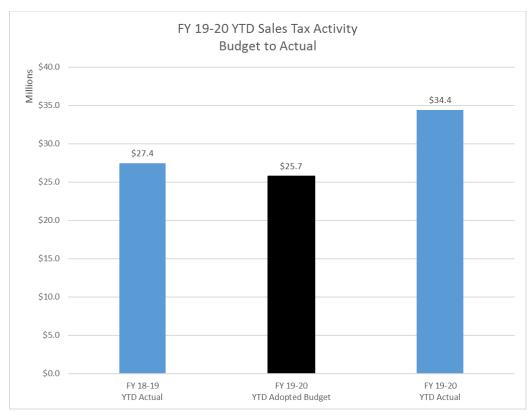
This report contains information regarding the actual revenue collections from the Town's 2.0% sales tax reflected in the General Fund, 0.25% dedicated EMS sales tax, 0.25% Town Center dedicated sales tax and the 2.0% Construction Contracting sales tax dedicated to infrastructure improvements.

\*Sales tax activity revenue generated in March is received by the Town in April and included with the April Financial Report.

# YEAR-TO-DATE FY 19-20 SALES TAX ACTIVITY

# **OVERALL PERFORMANCE SUMMARY:**

The March 2020 sales tax revenue year-to-date total of \$34.4M exceeds the adopted budget by 34%, or \$8.6M. Relative to the same period in FY 18-19, FY 19-20 actuals are 25%, or \$6.9M higher than the previous year.



				FY 19- Adopted Bud		FY 18-19 YTD Actual to FY 19-20 YTD Actual			
		FY 19-20							
	FY 18-19	YTD Adopted	FY 19-20	\$	%	\$	%		
Sales Category	YTD Actual	Budget	YTD Actual	Variance	Variance	Increase	Increase		
Construction	\$ 11,003,554	\$ 7,270,107	\$ 14,912,866	\$ 7,642,759	105%	\$ 3,909,312	36%		
Retail Trade	\$ 10,316,280	11,610,960	12,728,741	1,117,781	10%	2,412,461	23%		
Communications & Utilities	\$ 1,264,677	1,201,794	1,458,069	256,275	21%	193,392	15%		
Restaurant & Bar	\$ 2,364,345	2,912,461	2,637,020	(275,441)	(9%)	272,675	12%		
Real Estate, Rental & Leasing	\$ 1,403,281	1,510,768	1,498,266	(12,502)	(1%)	94,985	7%		
All Others**	\$ 1,090,526	1,241,108	1,154,882	(86,226)	(7%)	64,356	6%		
Totals	\$ 27,442,663	\$ 25,747,198	\$ 34,389,845	\$ 8,642,647	34%	\$ 6,947,182	25%		

<sup>\*\*</sup>All Others includes transportation, wholesale trade, finance and insurance, services, arts and entertainment, and other categories.

Note: Reporting categories are based on Arizona Department of Revenue Business Code classifications.

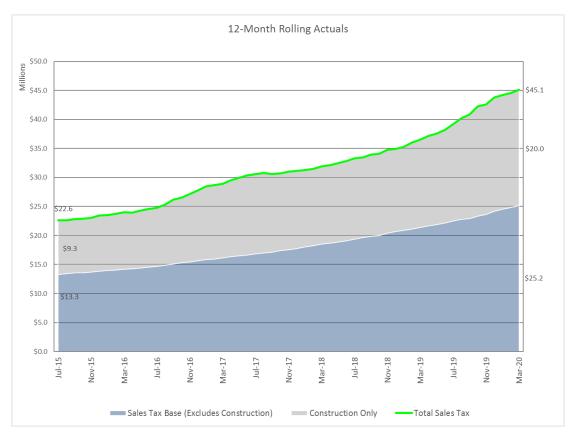
### **ANALYSIS**

The positive budget-to-actual sales tax revenue variance stems largely from strong performance in construction contracting (105% above budget). A year-by-year trend analysis for the Construction category is located in the attachment to this report.

Town of Queen Creek sales tax collections are also positively impacted by the high incomes of Town households. Per the 2017 American Communities Supplemental Survey data provided by the US Census, Queen Creek's median household income is \$96,802, which is among the highest in the region for full-service cities and towns. Additionally, taxable spending from an estimated 100K+ population from Eastmark master-planned community (Mesa) and unincorporated San Tan Valley has a significant impact on the Town's sales tax revenues. A recent study from Elliott Pollack & Company estimates that as of FY 17-18, about 38% of sales tax collections in the retail category and about 47% in the restaurant and bar category are from non-Queen Creek resident spending in the Town.

### HISTORICAL 12 MONTH ROLLING PERIODS

The following section contains a 12-month rolling historical actuals chart for the sales tax base (everything except construction) and separately for construction contracting sales tax revenues. Together, these categories comprise the total monthly revenue collections for sales tax. This chart is useful to identify the overall data trends since 2015. Of particular note is the continued growth of the sales tax base over time, which signifies that the Town's commercial sectors have continued to grow, diversify, and mature since 2015.



## YEAR-TO-DATE ANALYSIS BY CATEGORY

### **CONSTRUCTION CONTRACTING:**

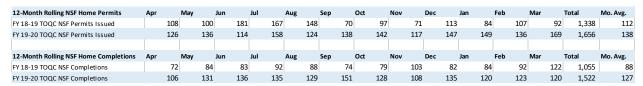
Construction sales tax is collected on all construction activity; commercial, new residential and major residential remodels. It also includes landscaping, painting, flooring installation, siding, roofing, concrete, plumbing, heating, framing, drywall, infrastructure, masonry, finish carpentry, etc. Speculative construction activity (developing land for sale as a building site) is also included in this category.

March 2020 Actuals: \$1.7M FY 19-20 YTD Actuals: \$14.9M

FY 19-20 YTD Budget to Actual Variance of \$7.6M or 105%

FY 19-20 YTD Actual to FY 18-19 YTD Actual Increase of \$3.9M or 36%

FY 19-20 collections exceed the FY 19-20 budget and the prior fiscal year actuals through March activity. Performance in construction contracting ties mostly to new home sales and in particular, the large-scale homebuilders. Known major homebuilders accounted for the majority of construction contracting sales tax revenues for the month of March. Sales tax paid by homebuilders ties to the sale of a new home, which is dependent on permit completions. The following schedule displays new single-family home (NSF) permits issued and home completions over a rolling 12-month period for the current fiscal year against the previous fiscal year according to Queen Creek's Development Services Department:



The Town utilizes RL Brown Housing Reports, an independent source of housing market information, to track monthly home sales, which are an indicator of construction sales tax receipts for the month. RL Brown's data indicates that Queen Creek had 116 new home sales close in the month of March with an average sales price of \$554K for these homes. The table on the following page shows the monthly closings by builder, average sale price and estimated gross revenue for the month of March.

BUILDER	# CLOSINGS	AVG	6. SALE PRICE	EST	. GROSS REVENUE
WILLIAM LYON HOMES	33	\$	393,128	\$	12,973,223
FULTON HOMES	21	\$	355,690	\$	7,469,497
TAYLOR MORRISON	15	\$	386,683	\$	5,800,243
TOLL BROTHERS	11	\$	552,795	\$	6,080,747
LENNAR HOMES	11	\$	459,257	\$	5,051,830
RICHMOND AMERICAN	7	\$	344,984	\$	2,414,886
SHEA HOMES	6	\$	375,046	\$	2,250,276
CRESLEIGH HOMES	5	\$	334,425	\$	1,672,124
WOODSIDE HOMES	2	\$	403,293	\$	806,585
ELLIOTT HOMES	2	\$	701,652	\$	1,403,304
MISC CUSTOM	2	\$	1,322,500	\$	2,645,000
VIP HOMES	1	\$	1,016,387	\$	1,016,387
GRAND TOTAL	116	\$	553,820	\$	49,584,102

### RETAIL TRADE:

Retail trade includes large department stores, auto dealers, grocery stores, supercenters, automotive repairs, discount stores, home furnishings, drug stores, jewelry and other vendors typically selling merchandise in small quantities to the public.

March 2020 Actuals: \$1.7M FY 19-20 YTD Actuals: \$12.7M

FY 19-20 YTD Budget to Actual Variance of \$1.1K or 10%

FY 19-20 YTD Actual to FY 18-19 YTD Actual Increase of \$2.4M or 23%

FY 19-20 YTD collections in the retail category exceeded the FY 19-20 budget and prior year actual collections. Compared to the previous fiscal year, new businesses continue to open, but more influentially, retail anchors in the major retail centers in the Town are performing well. The higher-dollar entities drive revenue in this class. In March, the top 20 payers of 2,461 total payers in the retail category delivered 71% of the revenue. The top 10 payers in the category account for 62% of the total.

# **COMMUNICATIONS/UTILITIES:**

This category includes businesses that provide telecommunications (internet, telephone, cellular service, cable/satellite television, etc.) and electricity, gas, or water services.

March 2020 Actuals: \$111K FY 19-20 YTD Actuals: \$1.5M

FY 19-20 YTD Budget to Actual Variance of \$256K or 21%

FY 19-20 YTD Actual to FY 18-19 YTD Actual Increase of \$193K or 15%

Year-to-date collections in the communications/utilities category were above the adopted FY 19-20 budget and prior year collections due to higher-than-average temperatures and a less-active monsoon season through September. This caused higher energy consumption levels and a resulting increase in collections relating to utilities.

### **RESTAURANTS & BARS:**

This industry is comprised of establishments serving customers by preparing meals, snacks, and beverages for immediate consumption.

March 2020 Actuals: \$297K FY 19-20 YTD Actuals: \$2.6M

FY 19-20 YTD Budget to Actual Variance of \$(275K) or (9%)

FY 19-20 YTD Actual to FY 18-19 YTD Actual Increase of \$273K or 12%

This category is below the current year budget, but exceeding previous year actual collections. Performance in this category is tied to several new establishments opening in Queen Creek, continued solid performance from major vendors, and population growth.

# RENTAL, REAL ESTATE & LEASES:

This category consists of entities engaged in renting or leasing tangible and intangible assets as well as other establishments providing related services.

March 2020 Actuals: \$165K FY 19-20 YTD Actuals: \$1.5M

FY 19-20 YTD Budget to Actual Variance of \$(12K) or (1%)

FY 19-20 YTD Actual to FY 18-19 YTD Actual Increase of \$95K or 7%

Collections for this category are in line with the budget and higher than prior year levels.

# **ALL OTHER CATEGORIES:**

The categories included here are transportation, manufacturing, wholesale trade, finance and insurance, services, and arts and entertainment. Use tax is also included in this category.

March 2020 Actuals: \$112K FY 19-20 YTD Actuals: \$1.2K

FY 19-20 YTD Budget to Actual Variance of \$(86K) or (7%)

FY 19-20 YTD Actual to FY 18-19 YTD Actual Increase of \$64K or 6%

This category is slightly below the current year budget and above the previous year actual collections.

## ATTACHMENT 1:

### SALES TAX BACKGROUND INFORMATION:

The Town of Queen Creek's sales tax is the largest revenue source for Town operations. The Town of Queen Creek's Transaction Privilege Tax (TPT) program is administered by the State of Arizona's Department of Revenue (AZDOR). AZDOR issues TPT licenses to businesses, updates license data, provides support, collects tax dollars due, performs audits, and distributes the tax revenue to the Town.

### SALES TAX RATE DETAILS

The Town of Queen Creek has the following sales tax rates:

- 2.0% tax rate charged on all taxable activities within Town limits
  - o Dedicated to the General Fund for general purpose government operations
- 0.25% tax rate charged on all taxable activities within Town limits
  - Dedicated to the Emergency Services (EMS) Fund to fund law enforcement and fire and medical services
- 0.25% special district rate an additional tax rate charged on certain taxable activities occurring within certain major retail developments in Town Center: Queen Creek Marketplace, Cornerstone, and QC District
  - Dedicated to the Town Center Fund to fund infrastructure related improvements and other operations within the Town Center planning area
- 2.0% additional tax rate on construction contracting activities within Town limits
  - o Dedicated to funding infrastructure improvements within Town limits

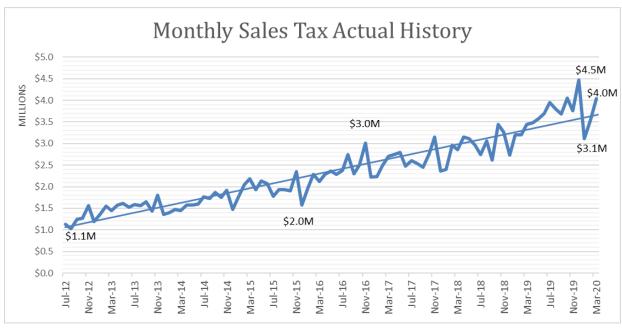
Sales Tax Rate Components											
Queen Cree	k Rate	Queen Creek Speci (Town Ce		Construction Contracting Ra							
General Fund	2.00%	General Fund	2.00%	General Fund	2.00%						
EMS	0.25%	EMS 0.25%		EMS	0.25%						
		Town Center	0.25%	Construction Fund	2.00%						
Total Rate	2.25%	Total Rate	2.50%	Total Rate	4.25%						

Revenue by Fund	YTD	% of Total		
General Fund	\$ 23,848,539	69.3%		
EMS Fund	2,981,067	8.7%		
Town Center Fund	542,441	1.6%		
Construction Fund	7,017,798	20.4%		
Totals	\$ 34,389,845	100.0%		

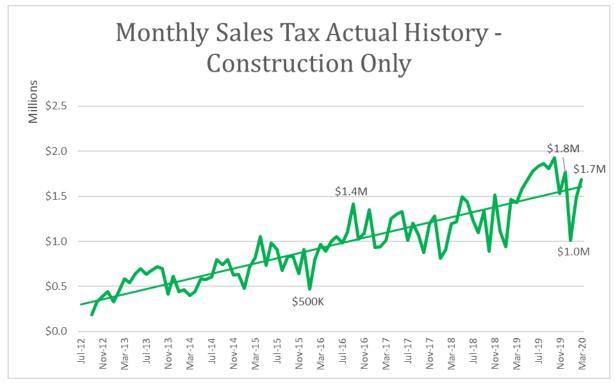
Operating Budget	Jul	Aug	Sept	Oct	Nov	Dec
General Fund	\$ 2,687,713	\$ 2,559,558	\$ 2,468,183	\$ 2,753,033	\$ 2,626,988	\$ 3,162,402
EMS Fund	\$ 335,964	319,945	308,523	344,129	328,374	\$ 395,300
Total Operating Budget	\$ 3,023,679	\$ 2,879,502	\$ 2,776,706	\$ 3,097,162	\$ 2,955,362	\$ 3,557,703

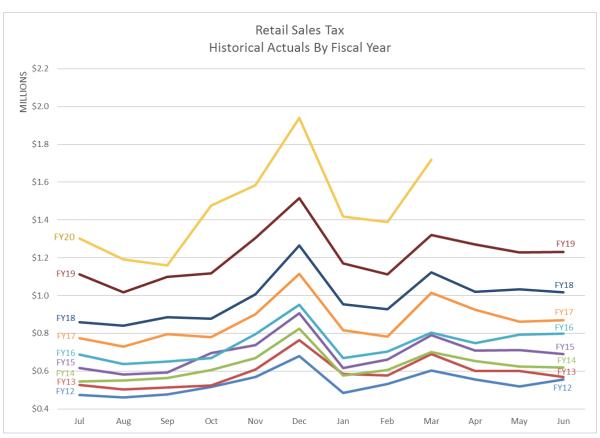
Operating Budget	Jan	Feb	Mar	F	Y19-20 YTD	
General Fund	\$ 2,295,607	\$ 2,451,054	\$ 2,844,001	\$	23,848,539	
EMS Fund	286,951	\$ 306,382	\$ 355,500	\$	2,981,067	
Total Operating Budget	\$ 2,582,558	\$ 2,757,436	\$ 3,199,501	\$	26,829,606	

# Historical Performance

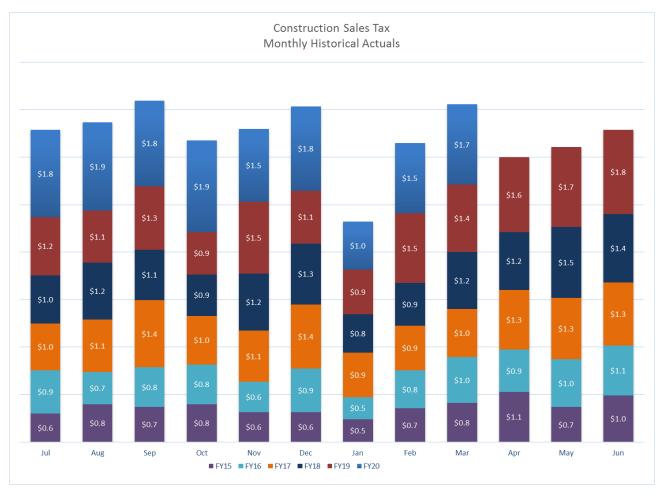








Appendix 1: Queen Creek Monthly Sales Tax Report



Note: In FY 19-20 reporting is revised to reflect ADOR business code categories. Overall TPT revenues are not impacted.

# TAX RATE CATEGORIES

Town-wide Queen Creek Sales Tax Rates:

	REGION	BUSINESS	TAX	
CITY/TOWN NAME	CODE	CODE	RATE	COUNTY
QUEEN CREEK	QC			MAR/PNL
Advertising	•	018	2.25%	
Amusements		012	2.25%	
Contracting – Prime		015	4.25%	
Contracting – Speculative Builders		016	4.25%	
Contracting – Owner Builder		037	4.25%	
Job Printing		010	2.25%	
Manufactured Buildings		027	2.25%	
Timbering and Other Extraction		020	2.25%	
Severance – Metal Mining		019	0.10%	
Publication		009	2.25%	
Hotels		044	2.25%	
Hotel/Motel (Additional Tax)		144	3.00%	
Residential Rental, Leasing, & Licensii	ng for Use	045	2.25%	
Commercial Rental, Leasing, & Licensi	ng for Use	213	2.25%	
Rental, Leasing, & Licensing for Use of	f	214	2.25%	
Restaurant and Bars		011	2.25%	
Retail Sales		017	2.25%	
Retail Sales Food for Home		062	2.25%	
MRRA Amount		315	2.25%	
Communications		005	2.25%	
Transporting		006	2.25%	
Utilities		004	2.25%	
Use Tax Purchases		029	2.25%	
Use Tax From Inventory		030	2.25%	

Queen Creek Special District Tax Rates (Town Center):

	REGION	BUSINESS	TAX	
CITY/TOWN NAME	CODE	CODE	RATE	COUNTY
QUEEN CREEK SPECIAL DISTRICT	QD			MAR
Amusements		012	2.5%	
Job Printing		010	2.5%	
Publication		009	2.5%	
Hotels		044	2.5%	
Restaurant and Bars		011	2.5%	
Retail Sales		017	2.5%	
Retail Sales for Food Home Consumpti	on	062	2.5%	
MRRA Amount		315	2.5%	
Communications		005	2.5%	
Utilities		004	2.5%	