



TOWN OF
QUEEN CREEK
ARIZONA

FY 20-21 Year to Date Financial Report

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

Issued November 30, 2020

Executive Summary

The Town's fiscal year 2020-21 budget-to-actual performance through October showed favorable variances for both revenues and expenses. Actual revenues performed well with receipts exceeding expectations by \$8.4M, or 45%. This is the result of Sales Tax, Construction Sales Tax, and Building/Engineering Revenues all performing better than expected due to strong residential and commercial growth. While staff expected this growth to slow due to the impact of the COVID-19 pandemic, actual development activity in the Town has accelerated. The fiscal year 2020-21 budget projected 700 single-family permits for the entire fiscal year, but the Town has already issued 742 permits through October. Additionally, average monthly home closings are currently running 25% higher than the prior year.

Total expenses through October are \$1.0M or 6% less than budget. The favorable variance is driven mostly by staffing vacancies and savings in MCSO contractual services.

The revised Operating Budget anticipated that revenues would exceed expenses by \$0.9M by the end of October 2020. However, actual results are better than anticipated resulting in year-to-date revenues exceeding expenses by \$10.3M, an improvement of \$9.4M.

Because the Town's operating results have been favorable, staff is in the process of revising revenue estimates for fiscal year 2020-21 in conjunction with preparing revenue forecasts for the FY 2021-22 budget adoption cycle. However, the COVID-19 pandemic is not behind us and may yet present additional challenges in the months ahead. Still the Town maintains healthy reserves and has contingencies built into the budget that can provide flexibility as needs arise. Staff will continue to monitor our local, regional, and national economies regularly and provide updates as more data becomes available.

Operating Budget

The Operating Budget includes the Town's activity from the General, Streets (HURF), Emergency Services and Horseshoe Park Equestrian Center Funds. The schedule below is a summary of the FY 20-21 Operating Budget. Revenues are expected to exceed expenses by \$4.8M for the year, with additional amounts being transferred out to other funds to cover the non-growth share of debt payments and capital improvements.

Recent budget adjustments have taken \$3.1M from contingency funds to provide budget authority for police vehicle expenditures and business assistance grants. The revised budget anticipates the Town will use \$5.0M of fund balance, most of which is earmarked for starting up the new Queen Creek Police Department. The current amounts in the Town's reserves are shown below.

The ending fund balance is expected to be \$51.6M, of which \$22.0M is reserved for pension funding and \$16.9M is reserved for the Town's 25% reserve policy. The amounts in the Police Services and COVID-19 reserves may change if the Town Council chooses to use these funds during the fiscal year.

Summary FY 20-21 Operating Budget

	FY 20-21 Total Adopted Budget	FY 20-21 Total Revised Budget	FY 20-21 Year-to-Date Budget	FY 20-21 Year-to-Date Actual
Revenues	\$ 63,588,037	\$ 63,588,037	\$ 18,408,400	\$ 26,783,075
Expenses	55,621,256	58,751,753	17,483,285	16,486,385
Operating Results	\$ 7,966,781	\$ 4,836,284	\$ 925,115	\$ 10,296,690
Transfers Out				
Events/Grants Match/Other	\$ 25,000	\$ 25,000	\$ -	\$ -
Debt Service	6,457,677	6,457,677	-	-
CIP	3,377,700	3,377,700	-	-
Transfers Out	\$ (9,860,377)	\$ (9,860,377)	-	-
Net Operating Results	\$ (1,893,596)	\$ (5,024,093)	\$ 925,115	\$ 10,296,690
Beginning Fund Balance	\$ 46,656,233	\$ 56,608,528		
Ending Fund Balance	\$ 44,762,637	\$ 51,584,435		
25% Revenue Reserve	\$ 16,857,700	\$ 16,857,700		
Police Services Reserve	4,500,000	1,654,996		
COVID-19 Reserve	4,770,623	11,060,087		
MSCO Unfunded Pension Liability Reserve	18,634,314	22,011,652		
ASRS Unfunded Pension Liability Reserve	-	-		
Available Fund Balance	-	-		
Total Fund Balance	\$ 44,762,637	\$ 51,584,435		

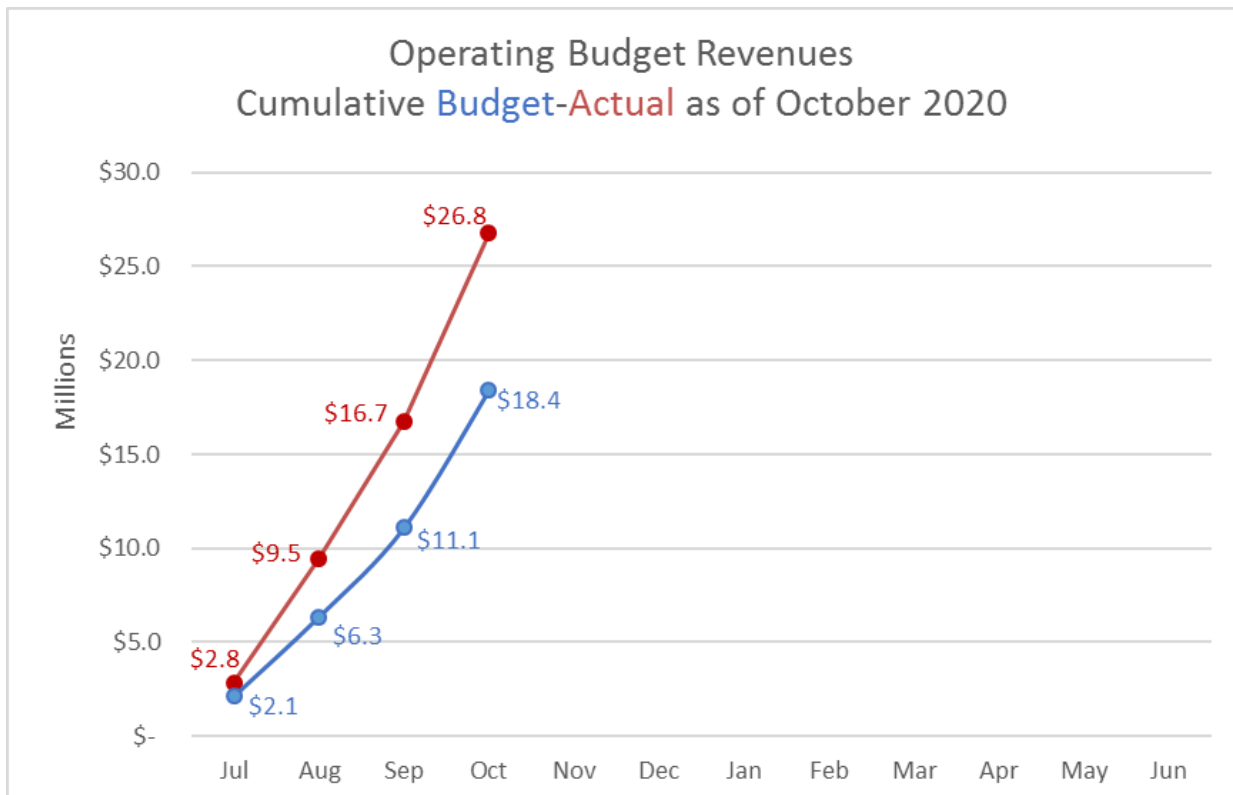
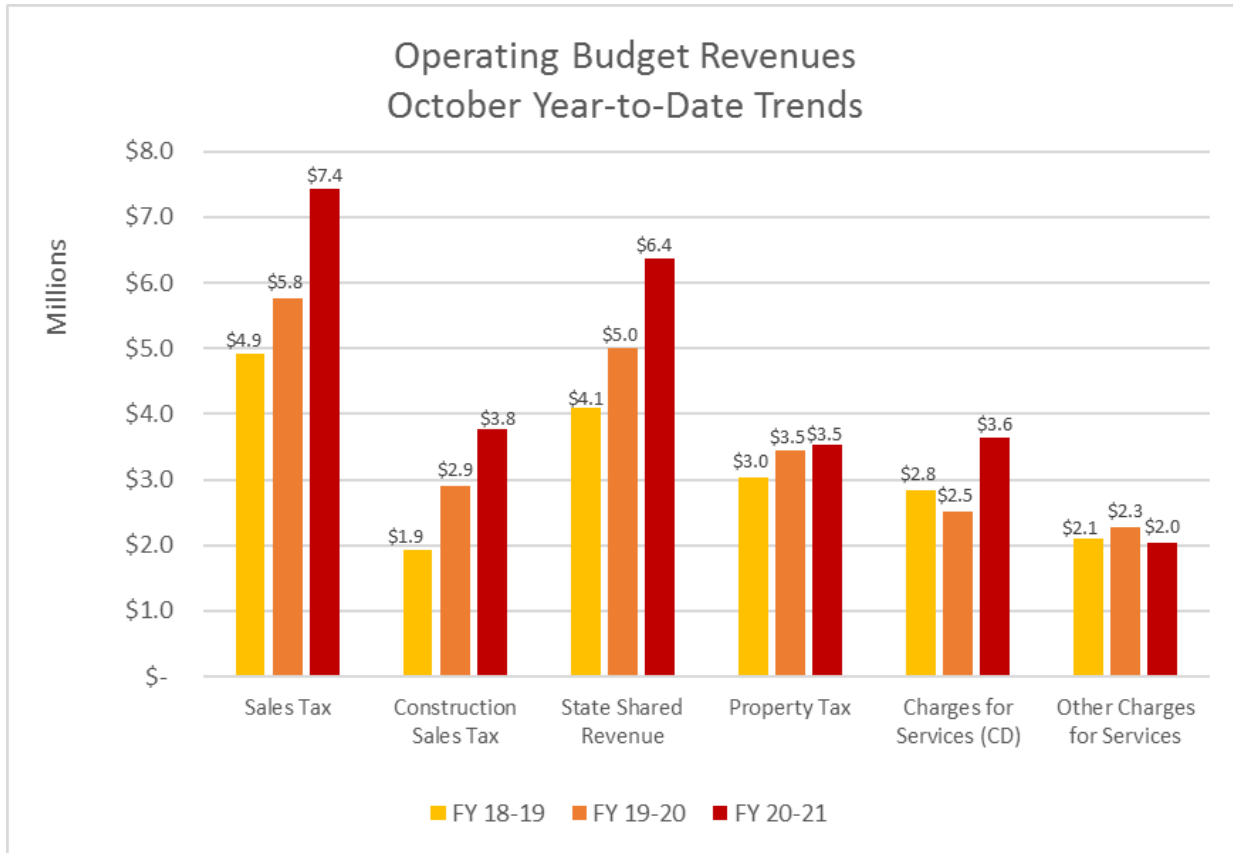
The remainder of this report focuses on revenues and expenses only. It does not include transfers, debt service or infrastructure funding transfers.

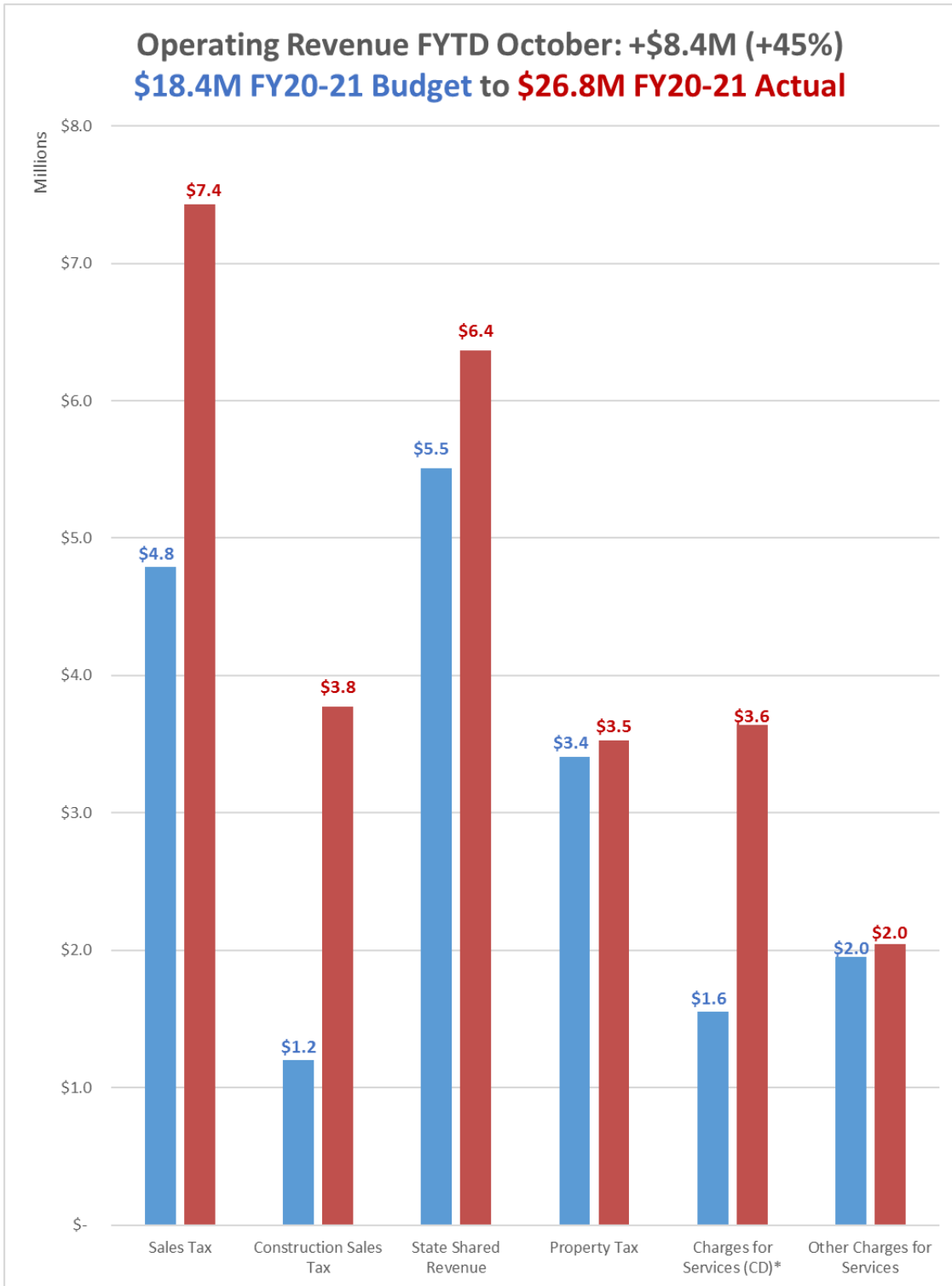
October 2020 Year-to-Date Results

	<u>YTD</u>	<u>YTD</u>	<u>\$ Variance</u>	<u>% Variance</u>
	<u>Budget</u>	<u>Actual</u>	<u>Favorable/(Unfavorable)</u>	
Revenues				
Sales Tax	\$ 4,789,200	\$ 7,430,191	\$ 2,640,991	55%
Construction Sales Tax	1,200,490	3,776,300	2,575,810	215%
State Shared Revenue	5,510,000	6,367,730	857,730	16%
Property Tax	3,406,930	3,528,578	121,648	4%
Charges for Services (CD)*	1,550,140	3,637,444	2,087,304	135%
Other Charges for Services	1,951,640	2,042,832	91,192	5%
Total Revenues	\$ 18,408,400	\$ 26,783,075	\$ 8,374,675	45%
Expenditures				
Salaries & Benefits	\$ 9,514,871	\$ 8,766,145	\$ 748,726	8%
Supplies & Services	4,877,440	4,840,595	36,845	1%
Maricopa County Sheriff	2,547,714	2,355,759	191,955	8%
Capital Outlay	543,260	523,886	19,374	4%
Total Expenditures	\$ 17,483,285	\$ 16,486,385	\$ 996,900	6%

*Consists of Community Development Charges for Services including permits, planning and engineering fees

Revenue Analysis





Overall, actual revenues are showing a 45% favorable variance compared to the revised budget. The variances of the Revenue Categories are as follows:

Sales Tax

Sales tax revenue through October 2020 is \$2.6 million or 55% ahead of budget, greatly exceeding expectations. This trend of monthly above-budget sales tax revenue has continued since April 2020 in spite of the uncertainty surrounding the COVID-19 pandemic. This sales tax growth was not anticipated when the fiscal year 2020-21 budget was developed; in fact, sales tax revenue was projected to decrease 24%. Some of this positive performance is attributed to more individuals shopping closer to home because they are working from home, growth in e-commerce from more residents shopping online, recent legislation requiring sales tax on e-commerce, and new businesses that continue to open in Queen Creek. Please refer to the Sales Tax Report (Appendix 1) for additional information on sales tax activity.

Construction Sales Tax

Construction sales tax revenue to date is \$2.6 million or 215% above budget, reflecting robust residential construction activity. The fiscal year 2020-21 budget was developed during the initial outbreak of COVID-19 when staff expected the pandemic to sharply reduce demand for new homes. This reduction never materialized; in fact, new home construction has accelerated since April 2020 and continues to show strong demand. Since October 2019, the Town has averaged 141 single-family home closings per month, compared to 113 for the previous 12-month period, an increase of 25% or 28 homes per month. Please refer to the Sales Tax Report (Appendix 1) for additional information.

State Shared Revenue

State Shared Revenue is currently \$858K or 16% above budget. The State of Arizona as a whole is seeing better-than-expected performance in sales tax activity. When combined with Queen Creek's population growth, this has increased the Town's share of state tax distributions.

Property Tax

Property tax revenue is currently \$122K or 4% above budget. The Town receives the majority of its property tax distributions in October and November, and again in April and May, due to Arizona's statutes that allow property owners to pay their annual property taxes in two installments.

Charges for Services (CD)

Charges for Services (CD) accounts for planning, engineering and building permit revenues. Year-to-date CD Revenue is favorable by \$2.1M or 135%, as presented in the following schedule:

October 2020 YTD Community Development Detailed Revenues

Charges for Services (CD)	<u>Budget</u>	<u>Actual</u>	<u>\$ Variance</u>	<u>% Variance</u>
Planning Revenue	\$ 127,990	\$ 57,225	\$ (70,765)	(55%)
Engineering Revenue	163,240	592,822	429,582	263%
Building Permit Revenue	<u>1,258,910</u>	<u>2,987,397</u>	<u>1,728,487</u>	<u>137%</u>
Total Charges for Services (CD)	\$ 1,550,140	\$ 3,637,444	\$ 2,087,304	135%

Similar to construction sales tax, CD revenue is tied to new and proposed development activity in the town for new subdivisions, commercial developments, and annexations. The fiscal year 2020-21 budget projected a 26% decrease in revenue from this activity and only 700 new single-family permits for the

entire fiscal year. However, development activity since the onset of the COVID-19 pandemic has increased significantly, with 742 single-family permits issued in the first four months of the fiscal year alone. Staff is in the process of revising permit and revenue projections for the remainder of fiscal year 2020-21.

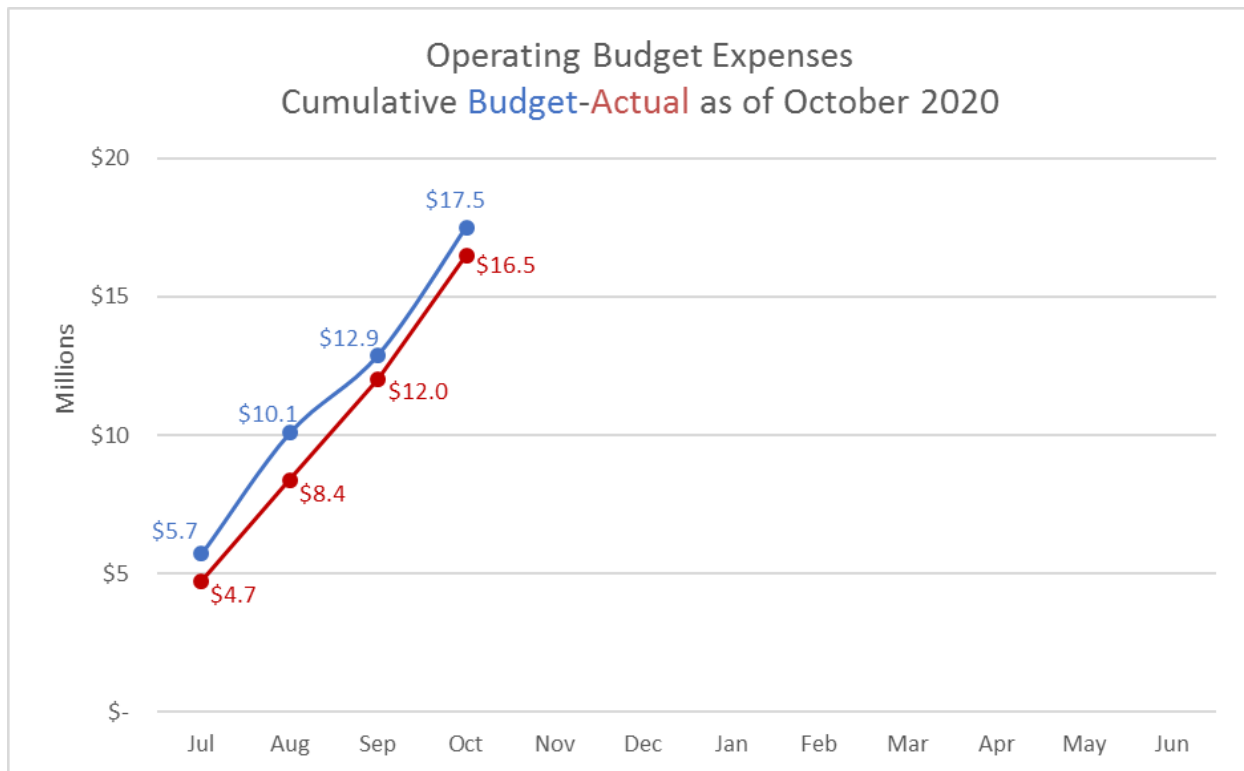
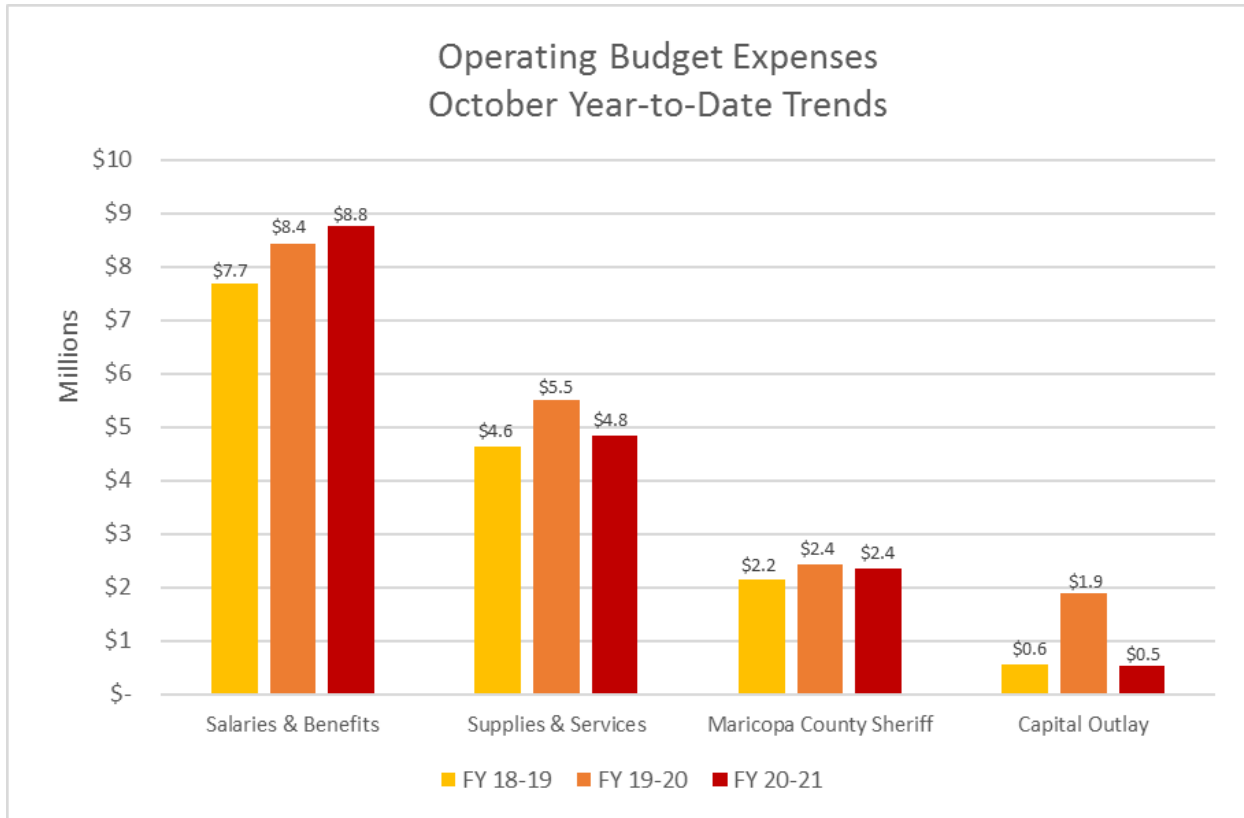
Other Charges for Services

Other Charges for Services is comprised of a number of different sources and is currently right on budget with only a \$91K positive variance. 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 \$849K or 42% of the Other revenue category. Departmental Support Revenue accounts for an additional \$576K or 28% of the total revenue in this category.

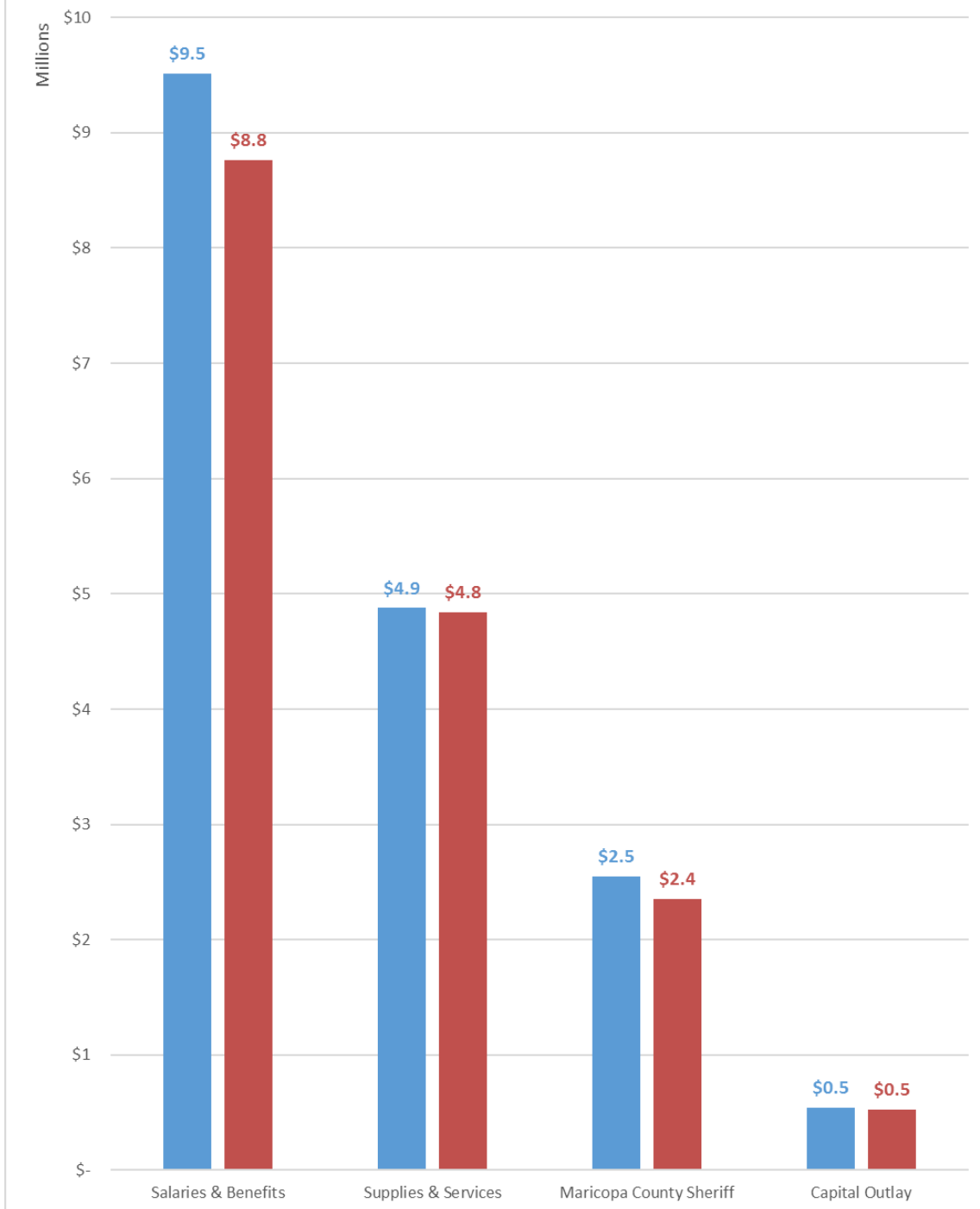
Upcoming Revenue Budget Adjustments

In light of the Town's strong economic performance, staff is in the process of revising revenue budget estimates for fiscal year 2020-21. Staff expects to present these adjustments to the Town Council in the spring of 2021 in conjunction with providing revenue forecasts for the FY 2021-22 budget adoption cycle.

Expense Analysis



Operating Expense FYTD October: +\$1.0M (+6%)
\$17.5M FY20-21 Budget to \$16.5M FY20-21 Actual



The year-to-date expenditures for fiscal year 2020-21 reflect a favorable variance of \$1.0M or 6%.

Salaries and Benefits

Salaries and Benefits expenses are \$0.7M or 8% below budget. This variance is due to positions that have become vacant since the fiscal year 2020-21 budget was adopted. As they happen, vacancies are evaluated on a case-by-case basis to determine if the position needs to be filled right away or if the Town can delay hiring a replacement. Additionally, the fiscal year 2020-21 budget included funding for seven positions related to the new police department that were expected to be filled by October 1st (two police lieutenants, one police administrative assistant, three IT support positions, and one fleet mechanic). Although the recruitments for these positions are actively moving forward, none of these positions had been filled by the end of October, which also contributed to the positive variance in Salaries and Benefits.

Supplies and Services

Supplies and Services expenses are currently right on budget with only a \$37K or 1% positive variance. Savings in maintenance and repairs, legal costs, and employee training are offsetting higher than expected credit card fees, equipment maintenance, and software support. This category also includes the Town's new business assistance program that through October has paid \$296K in grants to local businesses to support their efforts to combat the COVID-19 pandemic.

Maricopa County Sheriff

Maricopa County Sheriff costs have a favorable variance of \$192K or 8%. The MCSO budget for fiscal year 2020-21 already included an estimate of personnel vacancies for which the Town receives a credit on a regular basis. These credits have so far been slightly higher than expected.

Capital Outlay

Capital Outlay expenses currently show a favorable variance of \$19K or 4%. The budgets in this category are for one-time purchases related to major equipment and special projects.



TOWN OF
QUEEN CREEK
ARIZONA

FY 20-21 Year to Date Sales Tax Report

FY 20-21 Business Activity through September 2020*

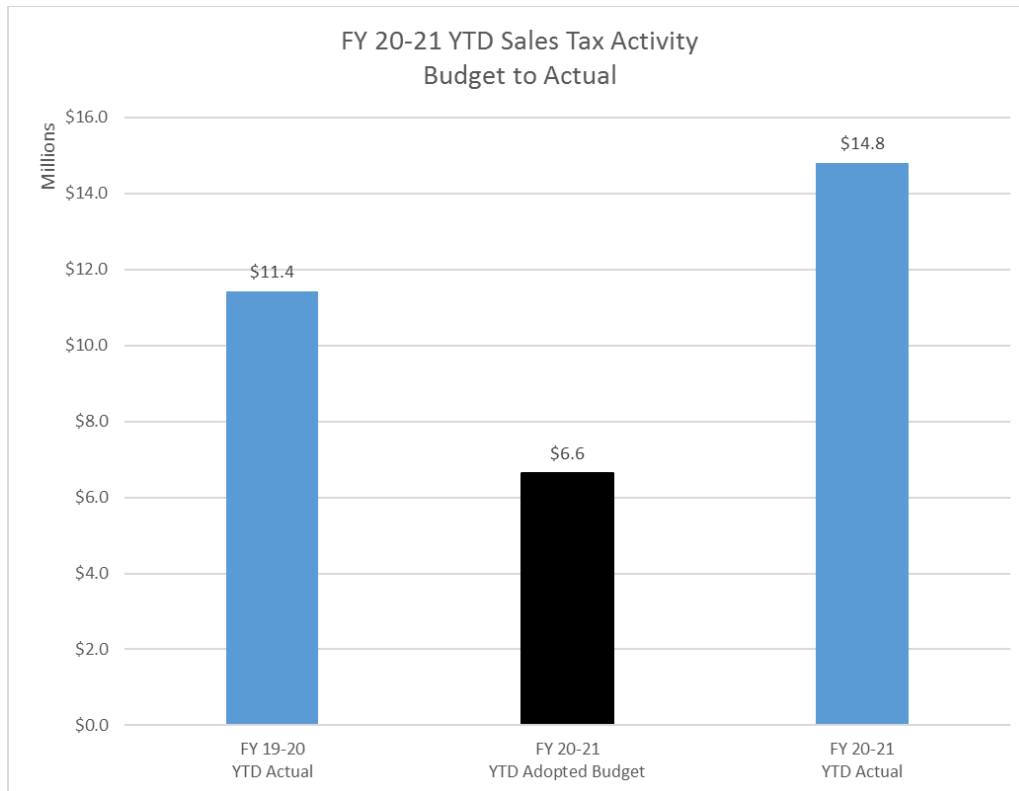
Issued November 2020

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.

YEAR-TO-DATE FY 20-21 SALES TAX ACTIVITY

OVERALL PERFORMANCE SUMMARY:

The September 2020 sales tax revenue year-to-date total of \$14.8M exceeds the adopted budget by 123%, or \$8.2M. Relative to the same period in FY 19-20, FY 20-21 actuals are 30%, or \$3.4M higher than the previous year.



Sales Category	FY 19-20 YTD Actual	FY 20-21 YTD Adopted Budget	FY 20-21 YTD Actual	FY 20-21 YTD Adopted Budget-To-Actual		FY 19-20 YTD Actual to FY 20-21 YTD Actual	
				\$ Variance	% Variance	\$ Increase	% Increase
Construction	\$ 5,500,470	\$ 2,173,542	\$ 7,133,011	\$ 4,959,469	228%	\$ 1,632,541	30%
Retail Trade	\$ 3,504,164	2,700,229	4,972,807	2,272,578	84%	1,468,644	42%
Communications & Utilities	\$ 726,394	616,714	716,711	99,997	16%	(9,682)	(1%)
Restaurant & Bar	\$ 843,008	412,435	993,012	580,577	141%	150,004	18%
Real Estate, Rental & Leasing	\$ 482,535	441,440	519,961	78,521	18%	37,426	8%
All Others**	\$ 367,015	290,583	464,201	173,618	60%	97,185	26%
Totals	\$ 11,423,585	\$ 6,634,943	\$ 14,799,704	\$ 8,164,761	123%	\$ 3,376,119	30%

**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

Town of Queen Creek sales tax collections are positively impacted by the high incomes of Town households. Per the 2018 American Communities Supplemental Survey data provided by the US Census, Queen Creek's median household income is \$98,214, 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 18-19, about 27% of sales tax collections in the retail category and about 50% in the restaurant and bar category are from non-Queen Creek resident spending in the Town.

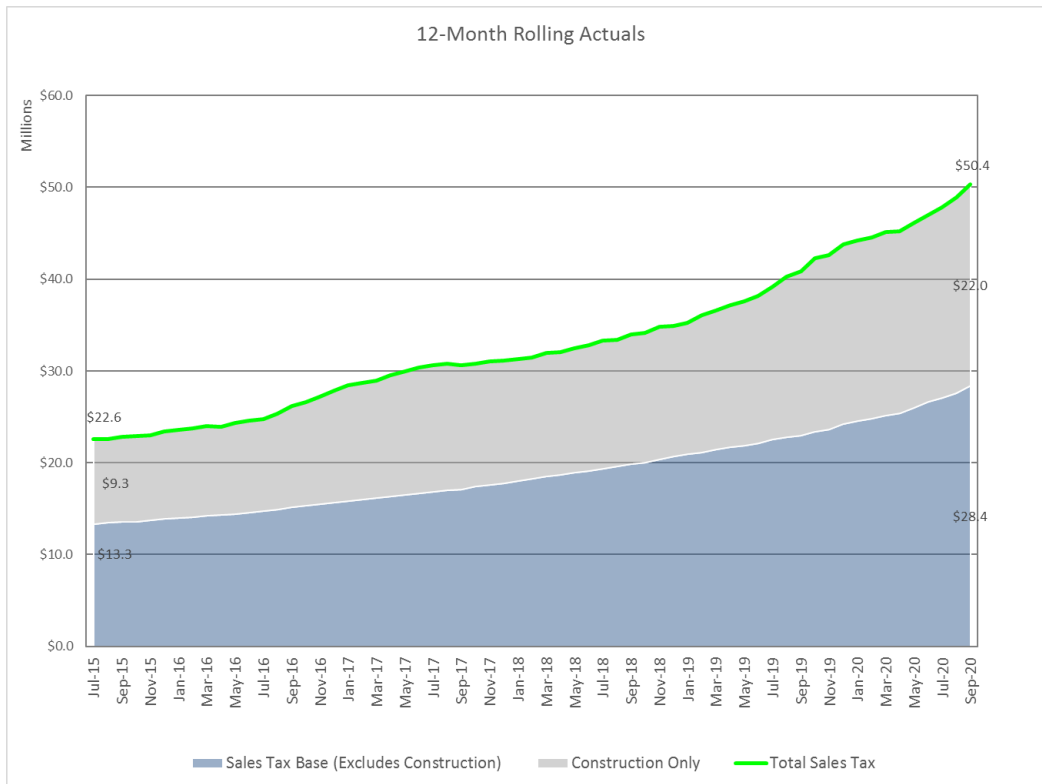
At the onset of the COVID-19 pandemic, the Town's Budget department projected that sales tax revenues in a majority of the sales tax categories would experience declines from March 2020 through June 2020, at which point sales tax revenues would reach their lowest point. The highest declines were projected in the retail, restaurant and bar, and arts and entertainment categories. Additionally, the FY20-21 adopted budget assumed that businesses within the Town would begin to see incremental improvements in their sales tax collections from July 2020 through approximately March 2021, at which point sales tax revenues would be recovered to approximately the same levels as at the end of FY 18-19.

September sales tax collections in FY 20-21 were higher than in FY 19-20 despite continued COVID-19 restrictions on business operations. The strong levels of sales tax collections can be attributed to the continuing growth in population due to development both within the Town and in surrounding areas, more individuals shopping closer to home, new businesses continuing to open, strong construction activity, and the Town's ability to collect sales taxes on e-commerce transactions.

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.

Appendix 1: Queen Creek Monthly Sales Tax Report



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.

September 2020 Actuals: \$2.5M

FY 20-21 YTD Actuals: \$7.1M

FY 20-21 YTD Adopted Budget to Actual Variance of \$4.9M or 228%

FY 20-21 YTD Actual to FY 19-20 YTD Actual Increase of \$1.6M or 30%

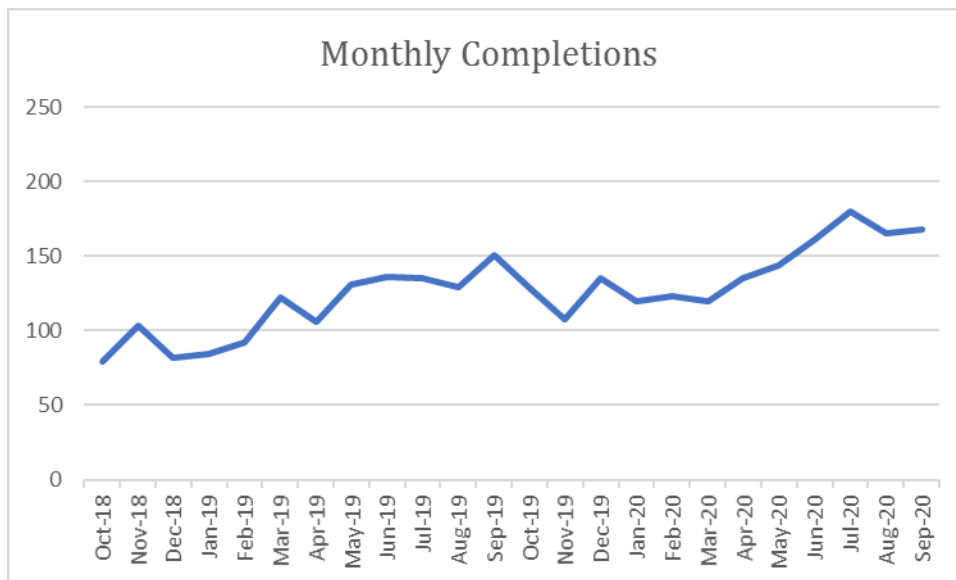
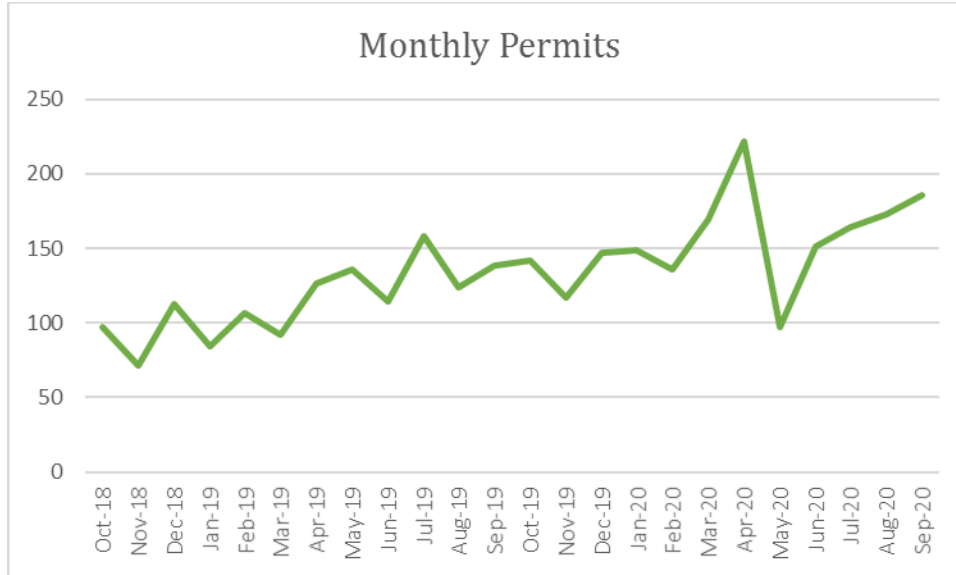
FY 20-21 collections exceed the FY 20-21 adopted budget and the prior fiscal year actuals through September activity. The FY 20-21 adopted budget accounted for an estimated decline in construction activity within the Town due to the impacts of the COVID-19 pandemic. To date, the Town has seen continued construction activity at levels matching or outperforming prior years.

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 September. Sales tax paid by homebuilders ties to the sale of a new home, which is dependent on permit completions. The following schedule and graphs display 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:

Appendix 1: Queen Creek Monthly Sales Tax Report

12-Month Rolling NSF Home Permits	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total	Mo. Avg.
FY 19-20 TOQC NSF Permits Issued	97	71	113	84	107	92	126	136	114	158	124	138	1,360	113
FY 20-21 TOQC NSF Permits Issued	142	117	147	149	136	169	222	97	151	164	173	186	1,853	154

12-Month Rolling NSF Home Completions	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total	Mo. Avg.
FY 19-20 TOQC NSF Completions	79	103	82	84	92	122	106	131	136	135	129	151	1,350	113
FY 20-21 TOQC NSF Completions	128	108	135	120	123	120	135	144	161	180	165	168	1,687	141



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 179 new home sales close in the month of September with an average sales price of \$441K for these homes. Overall, the Town made up 6% of total NSF permits issued in Maricopa County in September. The following table shows the monthly closings by builder, average sale price and estimated gross revenue for the month of September for permits issued within the Town.

Appendix 1: Queen Creek Monthly Sales Tax Report

BUILDER	# CLOSINGS	AVG. SALE PRICE	EST. GROSS REVENUE
RICHMOND AMERICAN	31	\$ 375,897	\$ 11,652,814
TAYLOR MORRISON	28	\$ 413,388	\$ 11,574,854
LENNAR HOMES	26	\$ 418,091	\$ 10,870,360
WILLIAM LYON HOMES	24	\$ 392,090	\$ 9,410,152
FULTON HOMES	15	\$ 415,885	\$ 6,238,280
TOLL BROTHERS	11	\$ 582,176	\$ 6,403,933
SHEA HOMES	11	\$ 437,162	\$ 4,808,782
ASHTON WOODS HOMES	10	\$ 416,318	\$ 4,163,181
MARACAY HOMES	7	\$ 676,053	\$ 4,732,370
CRESLEIGH HOMES	6	\$ 359,388	\$ 2,156,329
PROVIDENCE HOMES	2	\$ 552,450	\$ 1,104,899
MISC CUSTOM	2	\$ 1,200,000	\$ 2,400,000
GEHAN HOMES	2	\$ 418,990	\$ 837,980
ELLIOTT HOMES	2	\$ 605,690	\$ 1,211,380
HIGHLAND HOMES/MINT	1	\$ 530,000	\$ 530,000
VIP HOMES	1	\$ 896,921	\$ 896,921
GRAND TOTAL	179	\$ 441,297	\$ 78,992,235

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.

September 2020 Actuals: \$1.8M

FY 20-21 YTD Actuals: \$5.0M

FY 20-21 YTD Adopted Budget to Actual Variance of \$2.3M or 84%

FY 20-21 YTD Actual to FY 19-20 YTD Actual Increase of \$1.5M or 42%

FY 20-21 YTD collections in the retail category exceeded the FY 20-21 adopted 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 September, the top 20 payers of 3,011 total payers in the retail category delivered 68% of the revenue. The top 10 payers in the category account for 58% of the total.

The retail sector performed strongly in September despite the continued impacts of the COVID-19 pandemic. As seen in the graph below, actual retail sales tax collections each month have come in higher than budgeted collections.

Appendix 1: Queen Creek Monthly Sales Tax Report



COMMUNICATIONS/UTILITIES:

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

September 2020 Actuals: \$217K

FY 20-21 YTD Actuals: \$716K

FY 20-21 YTD Adopted Budget to Actual Variance of \$100K or 16%

FY 20-21 YTD Actual to FY 19-20 YTD Actual Increase of (\$10K) or (1%)

Year-to-date collections in the communications/utilities category are higher than the adopted FY 20-21 budget. Year-to-date collections are level with the prior year's YTD collections.

RESTAURANTS & BARS:

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

September 2020 Actuals: \$337K

FY 20-21 YTD Actuals: \$993K

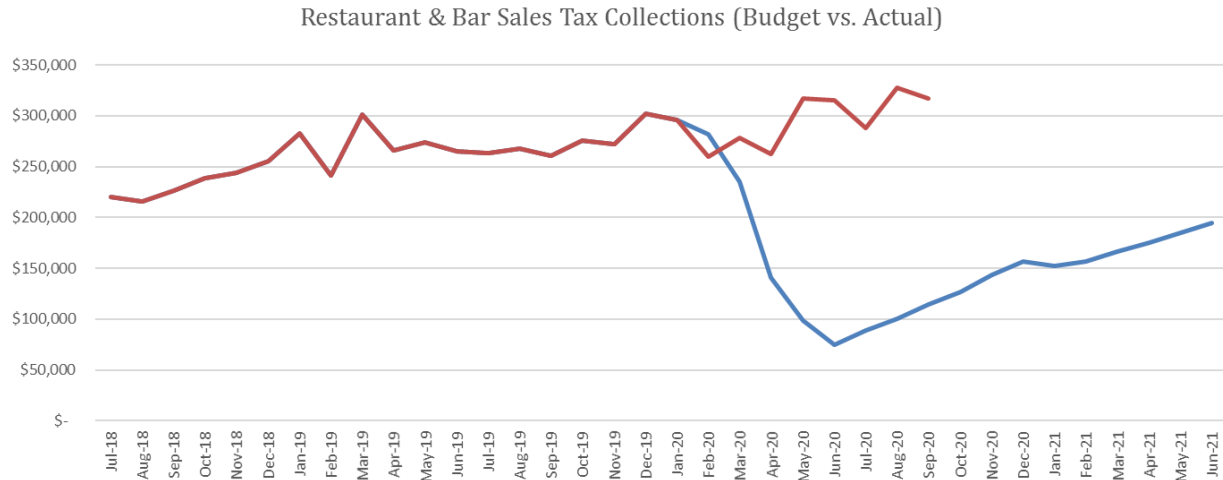
FY 20-21 YTD Adopted Budget to Actual Variance of \$580K or 141%

FY 20-21 YTD Actual to FY 19-20 YTD Actual Increase of \$150K or 18%

This category is above the current year adopted budget and prior year actual collections. Performance in this category has been impacted due to the continued impacts of the COVID-19 pandemic, which required many restaurant and bar establishments to limit restaurant capacity or only provide takeout, delivery, and drive-thru services.

Despite these closures and limitations, performance has remained strong for establishments in Queen Creek. As seen in the graph below, monthly collections in the restaurant and bar category have consistently been above budgeted levels.

Appendix 1: Queen Creek Monthly Sales Tax Report



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.

September 2020 Actuals: \$179K

FY 20-21 YTD Actuals: \$520K

FY 20-21 YTD Adopted Budget to Actual Variance of \$79K or 18%

FY 20-21 YTD Actual to FY 19-20 YTD Actual Increase of \$37K or 8%

This category's collections are above the adopted budget and prior year collections.

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.

September 2020 Actuals: \$187K

FY 20-21 YTD Actuals: \$464K

FY 20-21 YTD Adopted Budget to Actual Variance of \$174K or 60%

FY 20-21 YTD Actual to FY 19-20 YTD Actual Increase of \$97K or 26%

This category is above the current year adopted budget and previous year actual collections. The arts and entertainment and services categories have performed better than anticipated despite closures and limitations due to COVID-19, therefore actual collections YTD appear higher than the adopted budget YTD.

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:

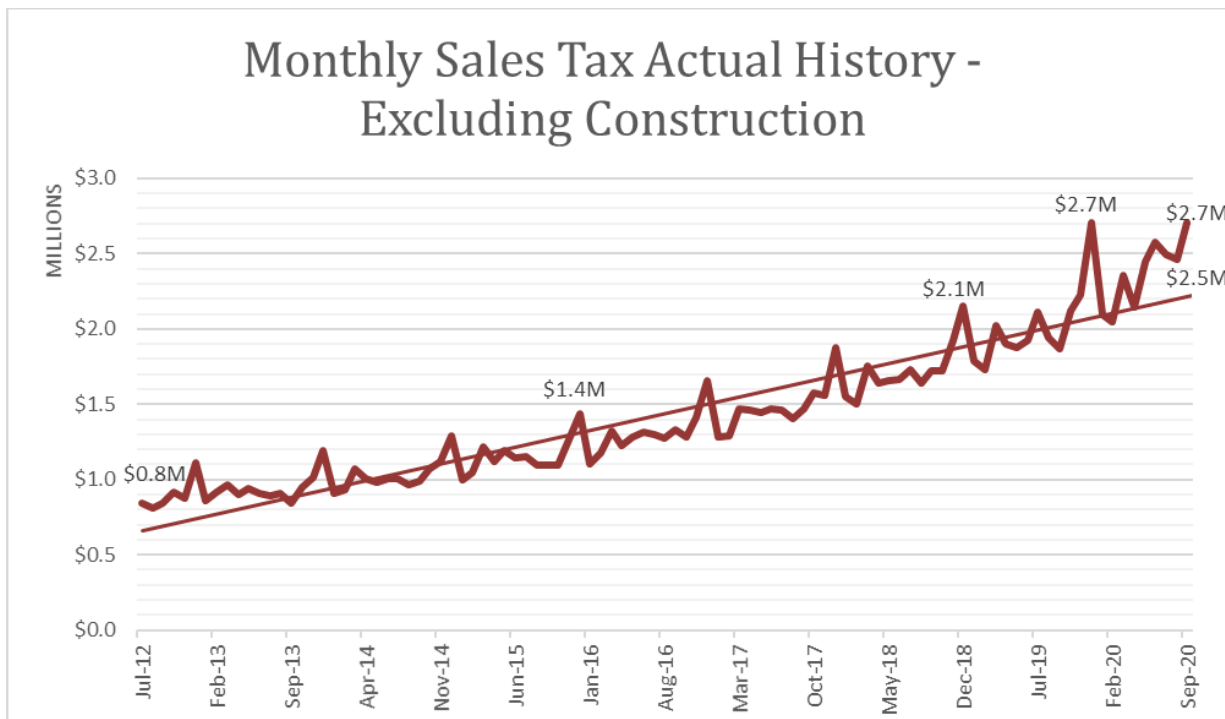
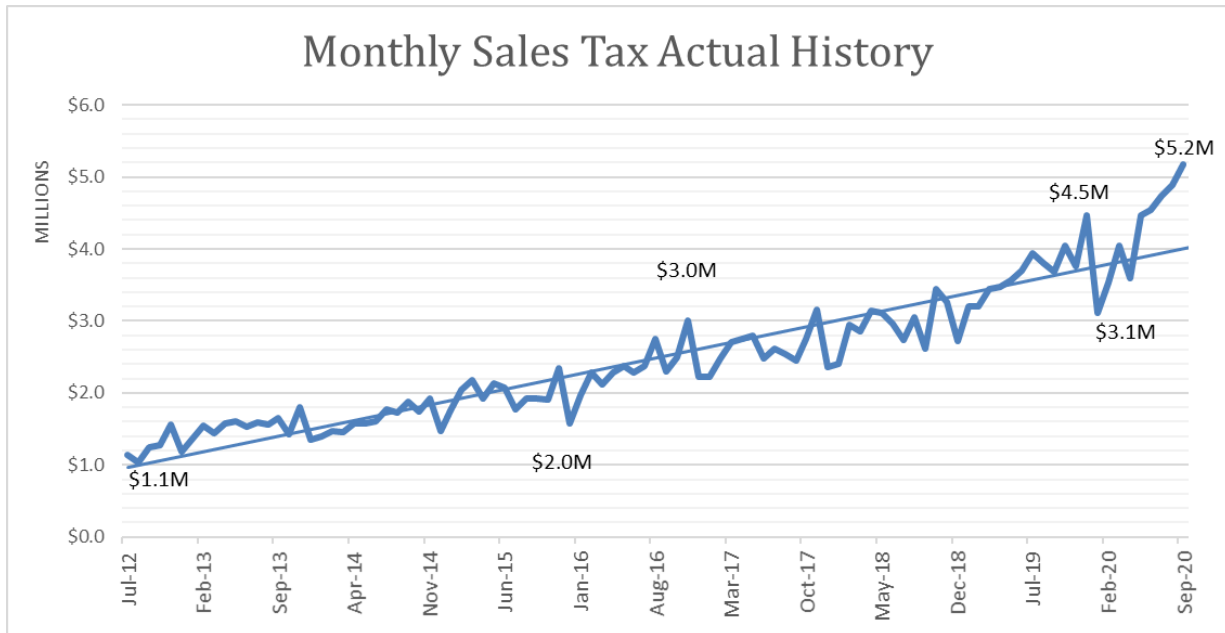
- 2.0% tax rate charged on all taxable activities within Town limits
 - Dedicated to the General Fund for general purpose government operations
- 0.25% tax rate charged on all taxable activities within Town limits
 - Dedicated to the Emergency Services (EMS) Fund to fund law enforcement and fire and 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
 - Dedicated to funding infrastructure improvements within Town limits

Sales Tax Rate Components					
Queen Creek Rate		Queen Creek Special District Rate (Town Center)		Construction Contracting Rate	
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%

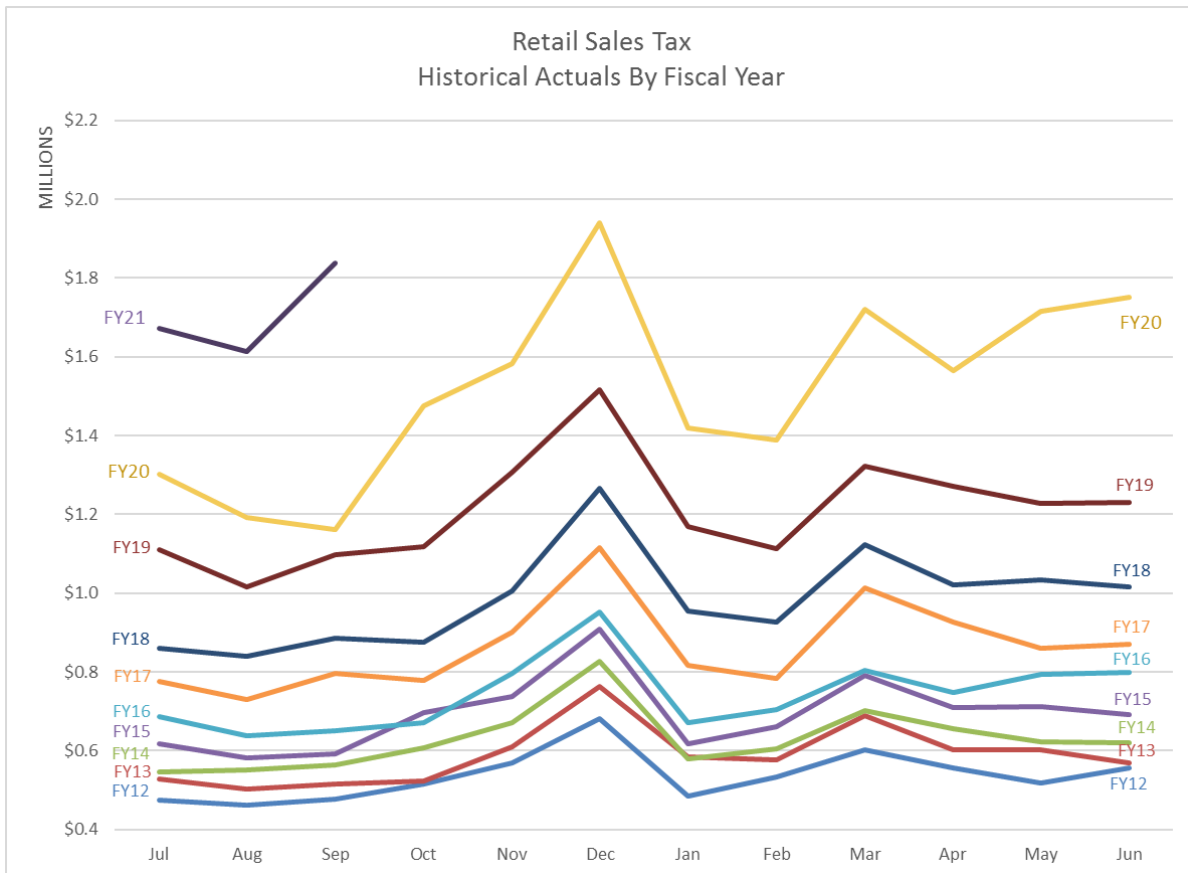
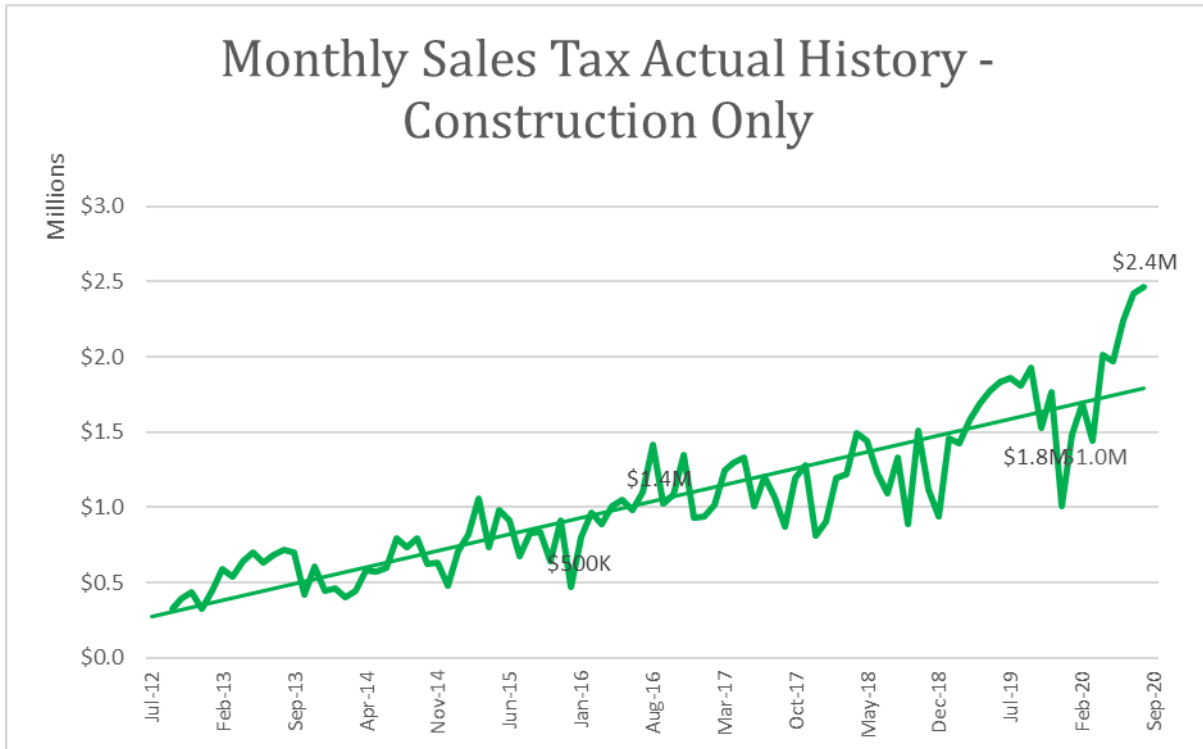
Revenue by Fund	YTD	% of Total
General Fund	\$ 9,958,213	67.3%
EMS Fund	1,244,777	8.4%
Town Center Fund	240,003	1.6%
Construction Fund	3,356,711	22.7%
Totals	\$ 14,799,704	100.0%

Operating Budget	Jul	Aug	Sept	FY20-21 YTD
General Fund	\$ 3,210,188	\$ 3,264,754	\$ 3,483,271	\$ 9,958,213
EMS Fund	\$ 401,273	\$ 408,094	\$ 435,409	\$ 1,244,777
Total Operating Budget	\$ 3,611,462	\$ 3,672,848	\$ 3,918,680	\$ 11,202,989

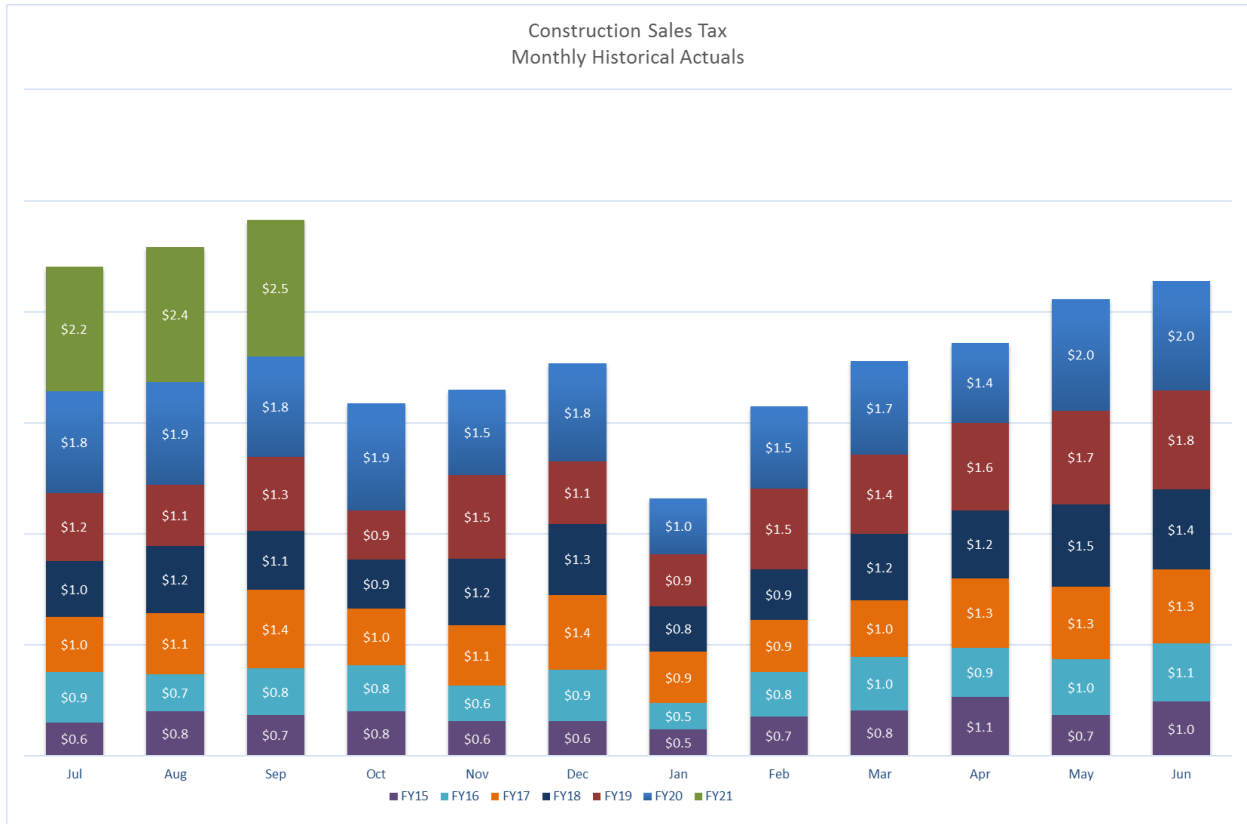
Historical Performance



Appendix 1: Queen Creek Monthly Sales Tax Report



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.

Appendix 1: Queen Creek Monthly Sales Tax Report

TAX RATE CATEGORIES

Town-wide Queen Creek Sales Tax Rates:

CITY/TOWN NAME	REGION CODE	BUSINESS CODE	TAX 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 & Licensing for Use		045	2.25%	
Commercial Rental, Leasing & Licensing for Use		213	2.25%	
Rental, Leasing & Licensing for Use of		214	2.25%	
Restaurants and Bars		011	2.25%	
Retail Sales		017	2.25%	
Retail Sales Food for Home		062	2.25%	
MRRRA 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%	
Retail Sales for Remote Sellers		605	2.25%	
Retail Sales Food for Home Consumption Remote Sellers		606	2.25%	

Queen Creek Special District Tax Rates (Town Center):

CITY/TOWN NAME	REGION CODE	BUSINESS CODE	TAX RATE	COUNTY
QUEEN CREEK SPECIAL DISTRICT	QD			MAR
Amusements		012	2.50%	
Job Printing		010	2.50%	
Publication		009	2.50%	
Hotels		044	2.50%	
Restaurant and Bars		011	2.50%	
Retail Sales		017	2.50%	
Retail Sales for Food for Home Consumption		062	2.50%	
MRRRA Amount		315	2.50%	
Communications		005	2.50%	
Utilities		004	2.50%	
Retail Sales for Remote Sellers		605	2.50%	
Retail Sales Food for Home Consumption Remote Sellers		606	2.50%	