



TOWN OF  
**QUEEN CREEK**  
ARIZONA

# FY 22-23

# Financial Report

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Operating Budget to Actual Performance  
Fiscal Year to Date through September 2022  
(Unaudited)

Issued November 3, 2022

*The information herein is provided for reference only, is not intended to contain information material to a decision to purchase or sell obligations, and does not, and is not intended to, indicate future or continuing trends of the financial condition or other affairs of the Town. No representation is made as to the materiality of such information. Any budgeted information, unaudited information, forecasts, projections, opinions, assumptions or estimates contained herein are "forward looking statements" that must be read with an abundance of caution and may not be realized or may not occur in the future.*

## ***Executive Summary***

The Town's budget-to-actual performance for FY 22-23 to date shows favorable variances for both revenues and expenses. Actual revenues are performing well with receipts exceeding expectations by \$1.9M, or 9%. This is mainly the result of Sales Tax, Construction Sales Tax, and State-Shared Revenues all performing better than expected due to continued residential and commercial growth in the Town and a strong Arizona economy.

The FY 22-23 budget included an estimate of 1,786 new single-family permits and 541 multi-family units, for a total of 2,327 residential units. To date, the Town has issued 211 single-family building permits, which is 52% lower than the same period last fiscal year. However, staff estimates that the Town will issue permits for 1,143 multi-family units this fiscal year, or 602 multi-family units above the budgeted amount. Because we estimate that the same number of people will live in a multi-family unit as a single-family home, the Town's population projection is expected to be materially correct. This population growth will continue to drive growth in sales tax and state-shared revenues. Staff will provide an update to the Town's FY 22-23 revenue and growth projections in February based on our analysis of year-to-date activity.

Total expenses to date are \$2.9M or 15% below budget. This favorable variance comes from a combination of vacancy savings in personnel costs and savings in several expenditure categories including streets and facilities maintenance, software, and software support services.

The Revised Operating Budget anticipated that year-to-date expenses (before transfers) would exceed revenues by \$1.3M. However, actual results to date are better than expected resulting in revenues exceeding expenses by \$6.1M, an improvement of \$4.8M or 371%.

The Operating Budget is projected to end the fiscal year with a fund balance of \$114.5M broken down as follows:

- \$32.6M in the 25% Operating Reserves
- \$45.4M in PSPRS and ASRS pension reserves
- \$1.5M in the newly created Road Replacement reserve
- \$35.0M unreserved fund balance

While the national media focus on GDP, the stock market, and talk of a possible recession, the Arizona economy remains diversified with strong fundamentals and low unemployment. Still, inflation and rising interest rates are impacting the local and regional housing markets in ways not seen in years. Single-family housing has slowed significantly compared to last year. However, new multi-family developments will continue to bring new residents to Queen Creek in the near future. This population growth drives new commercial development, all of which are reflected in the Town's steady revenue growth. Pages 10-11 of this report contain economic indicators and housing market data that staff is following closely.

## Operating Budget

The Operating Budget includes activity in the General, Streets (HURF), Emergency Services and Horseshoe Park Equestrian Center funds. The schedule below is a summary of the FY 22-23 Operating Budget results for the fiscal year through September. Actual revenues are above expenses by \$6.1M due to a combination of strong revenue growth and expense savings. Additionally, \$6.2M has been transferred from the Operating Budget to cover scheduled debt service payments.

The revised expense budget reflects \$3.9M that was carried forward from the previous fiscal year to provide spending authority for various projects and equipment needs, including vehicles and equipment that vendors were unable to deliver before the end of last fiscal year.

The Town's total Operating fund balance is expected to increase by \$2.3M and end the fiscal year at \$114.5M. Of this total, \$45.4M is reserved for pension funding and \$32.6M is reserved for operations based on the Town's 25% Reserve Policy. Notably, both pension reserves are fully funded, representing 100% of the Town's estimated unfunded pension liabilities as of June 30, 2022.

One new reserve account is new for FY 22-23. Per Town Council direction, a new reserve for future road replacement projects was established in FY 21-22 at an initial amount of \$500,000, with the annual contribution amount increasing by \$500,000 each year going forward. The remaining fund balance of \$35.0M is available to fund future policy objectives at the direction of the Town Council. Staff is currently preparing policy options and recommendations for the Town Council to consider that may include using some of this available fund balance.

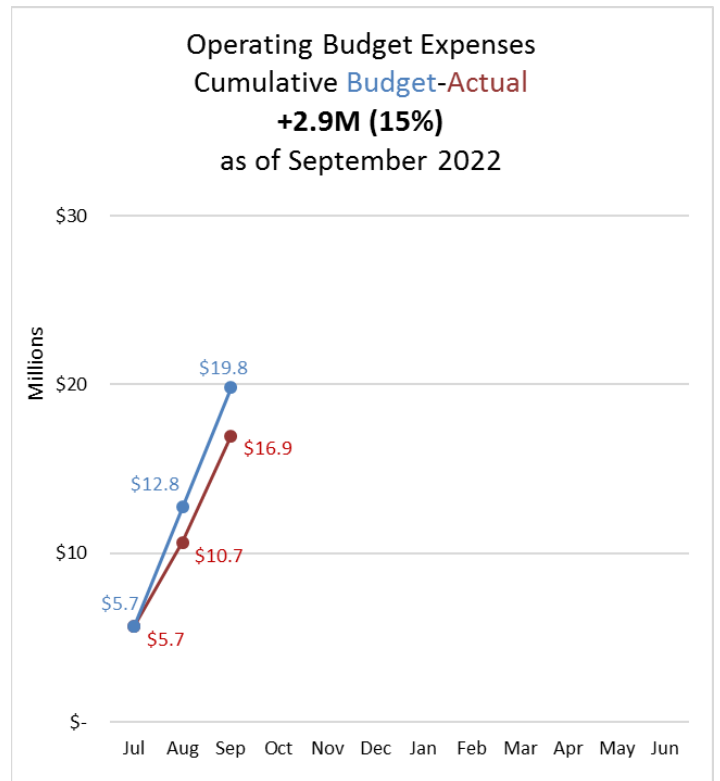
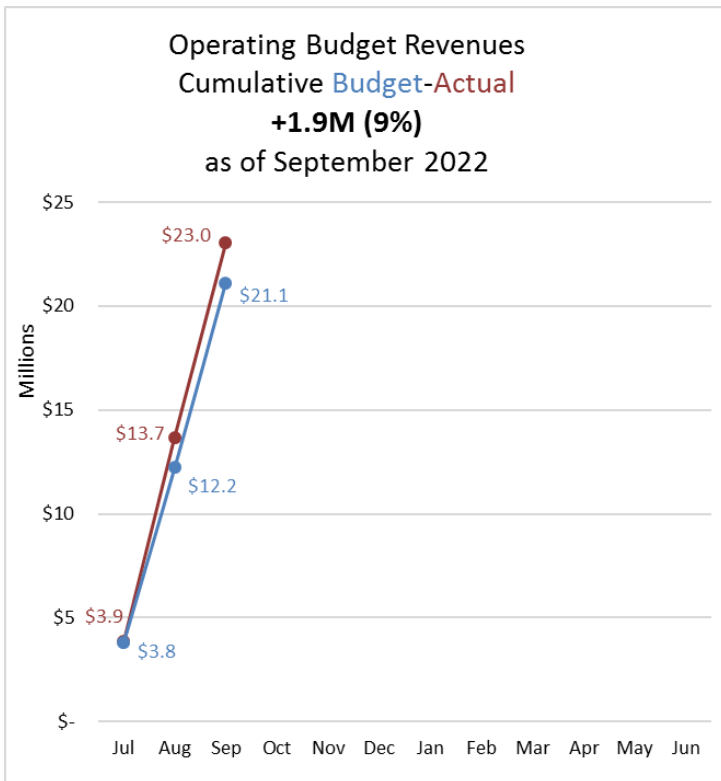
### Summary FY 22-23 Operating Budget

	FY 22-23 Total Adopted Budget	FY 22-23 Total Revised Budget	FY 22-23 Year-to-Date Budget	FY 22-23 Year-to-Date Actual
Revenues	\$ 118,766,835	\$ 118,766,834	\$ 21,113,306	\$ 23,032,204
Expenses	93,365,045	97,289,823	19,821,058	16,946,234
Operating Results	\$ 25,401,790	\$ 21,477,011	\$ 1,292,248	\$ 6,085,970
Transfers Out:				
Debt Service	\$ 11,686,817	\$ 11,686,817	\$ 6,169,757	\$ 6,169,757
CIP	5,460,000	7,518,695	-	-
Net Transfers Out	\$ (17,146,817)	\$ (19,205,512)	\$ (6,169,757)	\$ (6,169,757)
Net Operating Results	\$ 8,254,973	\$ 2,271,499	\$ (4,877,509)	\$ (83,787)
Beginning Fund Balance	\$ 96,433,801	\$ 112,246,430		
Ending Fund Balance	\$ 104,688,774	\$ 114,517,929		
25% Revenue Reserve	\$ 32,508,250	\$ 32,617,950		
Police Unfunded Pension Liability Reserve	26,334,929	26,334,929		
ASRS Unfunded Pension Liability Reserve	23,607,520	19,069,879		
Road Replacement Funding Reserve	1,500,000	1,500,000		
Available Fund Balance	20,738,075	34,995,171		
Total Fund Balance	\$ 104,688,774	\$ 114,517,929		

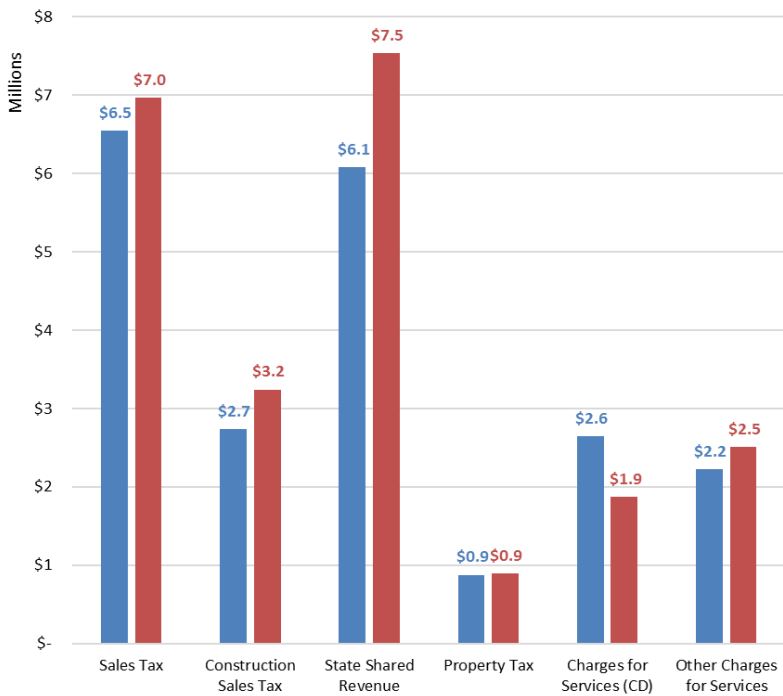
**September 2022 (FY 22-23) Year-to-Date Results**

	YTD		Variance		Total FY 22-23 Budget	YTD Actual as % of Total Budget
	Budget	Actual	Favorable (Unfavorable)			
<b>Revenues</b>						
Sales Tax	\$ 6,548,164	\$ 6,968,464	\$ 420,299	6%	\$ 43,108,389	16%
Construction Sales Tax	2,736,962	3,243,616	506,654	19%	14,729,500	22%
State Shared Revenue	6,078,390	7,537,256	1,458,866	24%	25,309,632	30%
Property Tax	879,210	899,029	19,819	2%	12,470,641	7%
Charges for Services (CD)*	2,641,860	1,870,126	(771,734)	(29%)	10,486,700	18%
Other Charges for Services	2,228,720	2,513,714	284,994	13%	12,661,972	20%
<b>Total Revenues</b>	<b>\$ 21,113,306</b>	<b>\$ 23,032,204</b>	<b>\$ 1,918,898</b>	<b>9%</b>	<b>\$ 118,766,834</b>	<b>19%</b>
<b>Expenditures</b>						
Salaries & Benefits	\$ 12,318,897	\$ 10,754,272	\$ 1,564,625	13%	\$ 51,550,075	21%
Supplies & Services	6,670,996	5,524,003	1,146,994	17%	38,593,093	14%
Capital Outlay	831,165	667,960	163,205	20%	7,146,655	9%
<b>Total Expenditures</b>	<b>\$ 19,821,058</b>	<b>\$ 16,946,234</b>	<b>\$ 2,874,824</b>	<b>15%</b>	<b>\$ 97,289,823</b>	<b>17%</b>

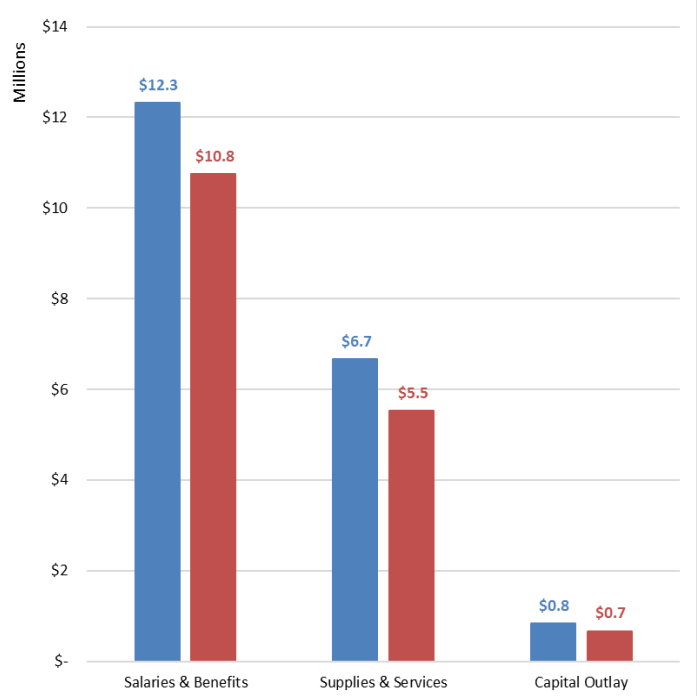
\*Consists of Community Development Charges for Services including permits, planning and engineering fees



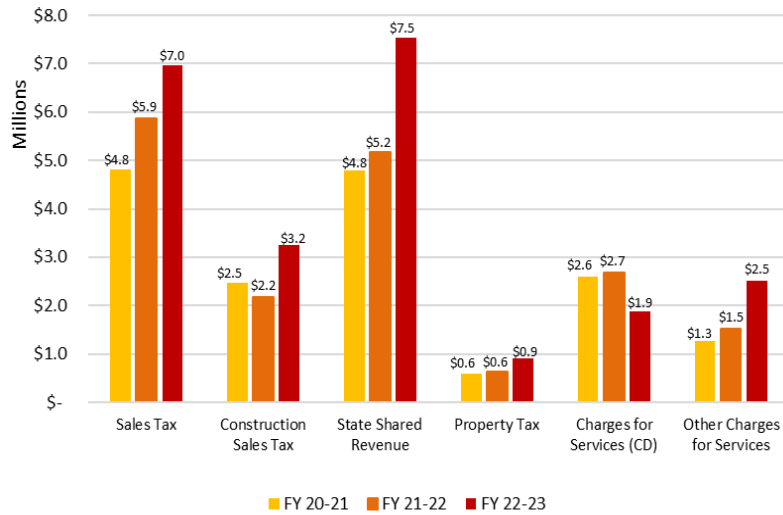
**Operating Revenues**  
**September YTD : +\$1.9M (+9%)**  
**\$21.1M Budget to \$23.0M Actual**



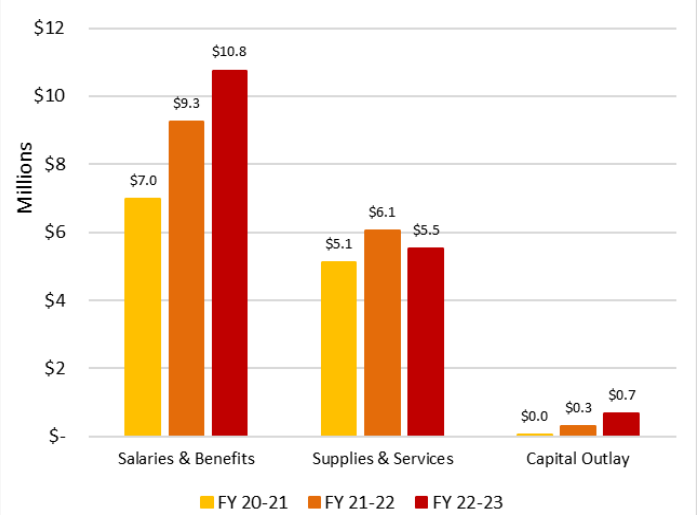
**Operating Expenses**  
**September YTD: +\$2.9M (+15%)**  
**\$19.8M Budget to \$16.9M Actual**



**Operating Budget Revenues**  
**September Year-to-Date Trends**



**Operating Budget Expenses**  
**September Year-to-Date Trends**



## Revenue Analysis

Through September, actual revenues are reporting a 9% favorable variance compared to budget. The variances of the Revenue Categories are explained below.

### Sales Tax

Sales tax revenue is currently \$420K or 6% above the current-year budget and 19% higher than the same period last fiscal year. This positive performance reflects the Town's continued growth in population and new commercial developments in Queen Creek. Please refer to the Sales Tax Report (Appendix 1) for additional analysis of sales tax activity.

### Construction Sales Tax

Construction sales tax revenue is \$507K or 19% above budget and 46% higher than the same period last fiscal year. This positive variance reflects a continuation of the strong residential and commercial construction activity that the Town has seen over the last three years. Please refer to the Sales Tax Report (Appendix 1) for additional analysis of construction sales tax activity.

### State-Shared Revenue

State-Shared Revenue is currently \$1.5M or 24% above budget. Of this positive variance, \$791K (over half) is from a substantial increase in state-shared income tax revenue. By statute, this distribution is based on actual income taxes received by the State of Arizona two years ago. Because of a one-time shift in the income tax filing deadline during the COVID-19 pandemic, the state's FY20-21 income taxes saw a large one-time increase, a portion of which is now being passed on to cities and towns based on the statutory formula. Combined with the Town's fast-growing population relative to the rest of the state, the Town's share of this distribution is larger than expected.

Additionally, the state as a whole is experiencing better-than-expected performance in taxable sales activity, which has also combined with the Town's population growth to increase the Town's share of state TPT distributions compared to prior years.

### Property Tax

Property tax revenue to date is \$20K or 2% above budget. The Town receives the majority of its property tax distributions in October and November, and the remainder in April and June, due to Arizona's statutes that allow property owners to pay their annual property taxes in two installments.

### Charges for Services – Community Development (CD)

Charges for Services-CD accounts for planning, engineering and building permit revenues. Fiscal year 22-23 CD revenue to date is \$772K or 29% below budget estimates, as presented in the following schedule:

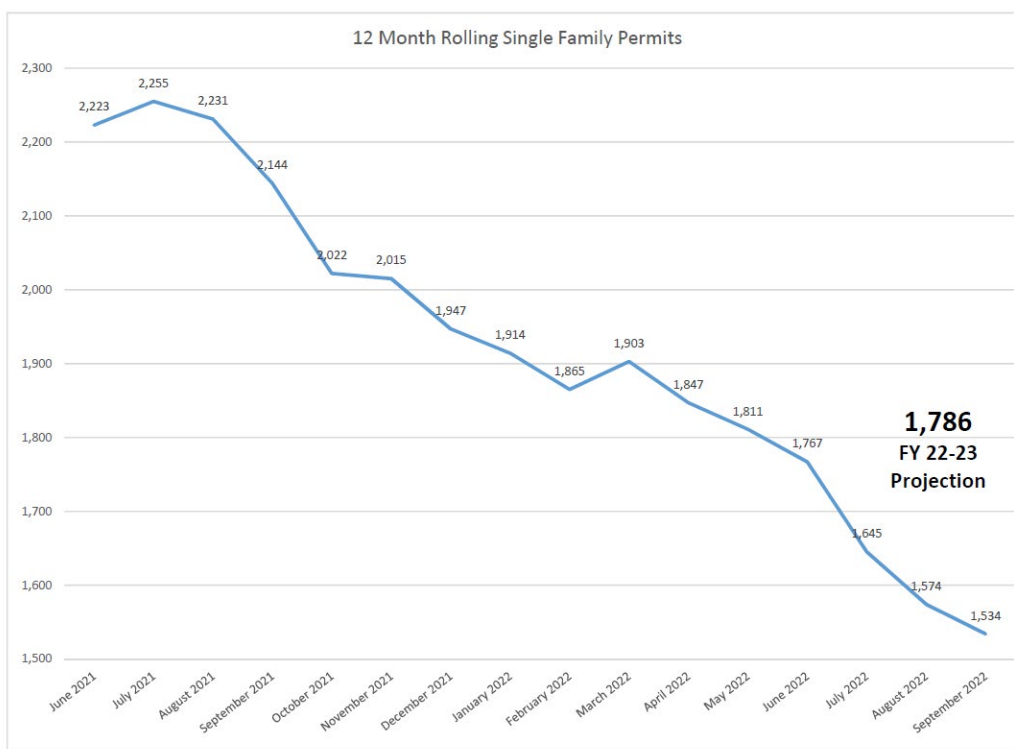
#### September 2022 YTD Community Development Detailed Revenues

Charges for Services (CD)	Budget	Actual	\$ Variance	% Variance
Planning Revenue	\$ 70,700	\$ 57,720	\$ (12,980)	(18%)
Engineering Revenue	223,940	437,671	213,731	95%
Building Permit Revenue	2,347,220	1,374,735	(972,485)	(41%)
Total Charges for Services (CD)	\$ 2,641,860	\$ 1,870,126	\$ (771,734)	(29%)

Community Development revenue is tied to new and proposed development activity in the town for new subdivisions, commercial developments, zoning changes, and annexations. Since July, the Town has seen a significant reduction in the number of new single-family home permits compared to recent years. Two

main factors are driving this shift in the housing market. First, mortgage interest rates have risen from about 3.0% a year ago to 6.7% as of September 29th. This is a reaction to the Federal Reserve’s aggressive hiking of short-term interest rates to combat persistently high inflation. Although the Federal Reserve does not set long-term interest rates, long-term rates typically react in tandem with Fed policy. Second, the Phoenix housing market has seen significant price increases in the last two years. The most recent Case-Shiller Index for the Phoenix-Mesa metro area shows a 17.1% jump from last year, on top of a 33% increase the year before. Combined, higher interest rates and higher housing costs have placed home ownership out of reach for many would-be buyers.

The FY 22-23 budget included an estimate of 1,786 new single-family permits and 541 multi-family units, for a total of 2,327 residential units. To date, the Town has issued 211 single-family building permits, which is 52% lower than the same period last fiscal year. On a rolling 12-month basis, single-family permits are tracking 14% lower than the projected amount, as shown in the following chart:



In contrast to single-family permits, multi-family housing continues to grow in Queen Creek. Development Services estimates that, based on approved construction plans and site work currently underway, the Town will issue permits for 1,143 multi-family units this fiscal year, which is 602 units, or 111% above the budgeted amount. Because we estimate that the same number of people will live in a multi-family unit as a single-family home, the Town’s population projection is expected to be materially correct. This population growth will continue to drive growth in sales tax and state-shared revenues. This nuance marks a significant change for the Town whereby both single-family and multi-family development will contribute to our population growth in the future.

Staff is re-evaluating our FY 22-23 building permit projections and will provide an update to the Town Council at the February 1, 2023 Council meeting.

### **Other Charges for Services**

Other Charges for Services is comprised of a number of different sources and is currently reporting a \$285K or 13% positive variance. Most of this variance is due to receipt of a \$275K dividend from the Arizona Municipal Risk Retention Pool (AMRRP), the Town's insurance provider. This dividend was not included in the adopted FY 22-23 revenue estimates.

Other revenue in this category include Utility ROI and Utility Franchise Fees from the Town's Water and Sewer utility operations, which together account for \$488K or 19% of the Other Revenue category. Departmental Support Revenue accounts for an additional \$414k or 16% of the total revenue in this category.

### **Economic Indicators**

Pages 10-11 of this report include key economic indicators and housing market data that staff is monitoring as we review current revenue estimates against the latest economic news. Other indicators may be added in future reports as we identify those metrics that are most relevant to the Town's revenue forecasts.



## Expense Analysis

Through September, expenditures are showing a favorable variance of 15% under budget. The variances of the Expenditure Categories are explained below.

### Salaries and Benefits

Salaries and Benefits expenses are currently showing a positive variance of \$1.6M or 13%. This variance is partly due to turnover in staff positions. 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. At the end of September, the Town had 11 vacancies related to staff turnover in the Operating Budget. Additionally, of 59 new positions approved in the FY22-23 Operating Budget, 42 were not yet filled by the end of September, including 26 positions for the new ambulance services program. The Fire & Medical Department is expected to begin recruiting for these positions in spring 2023.

### Supplies and Services

The Supplies and Services category shows a positive variance of \$1.1M or 17%. This savings is currently coming from several categories including software, software support, employee uniforms and personal protective clothing, small tools and equipment, and repairs & maintenance on buildings and roads. Also, global supply-chain disruptions continue to affect the Town's ability to acquire needed supplies and materials in areas such as traffic, public safety, and street & facilities maintenance. Staff continues to work with vendors to find solutions to these issues, but until global supply-chain problems diminish the Operating Budget will report positive variances in Supplies and Services budgets throughout the fiscal year. Departments currently have \$12.9M of encumbered purchase orders outstanding for supplies and services items.

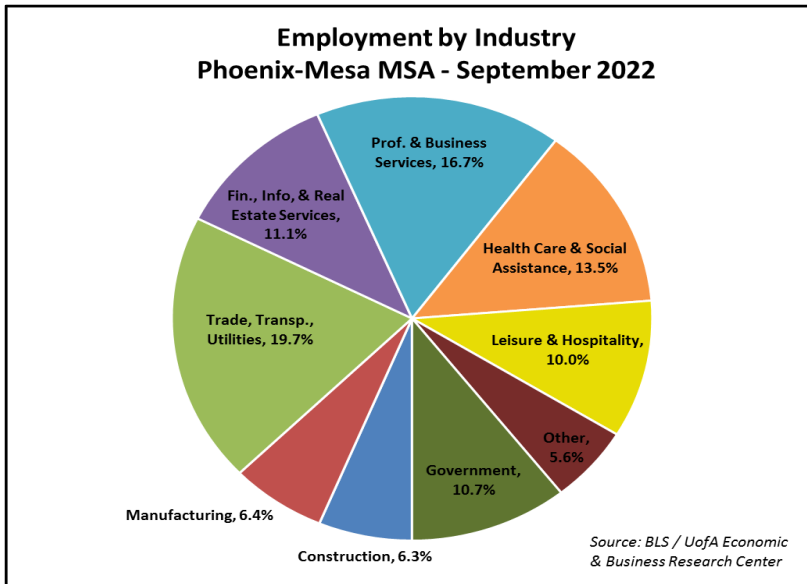
### Capital Outlay

Capital Outlay expenses to date show a favorable variance of \$163K or 20%. The budgets in this category are for one-time purchases related to major equipment and special projects. Similar to Supplies and Services, vendors for capital items continue to struggle with supply-chain issues due to lingering effects of the COVID-19 pandemic. This means the timing of delivery for items such as vehicles and related equipment is often uncertain when items are ordered. Departments currently have \$4.5M of encumbered purchase orders outstanding for capital and related equipment items.

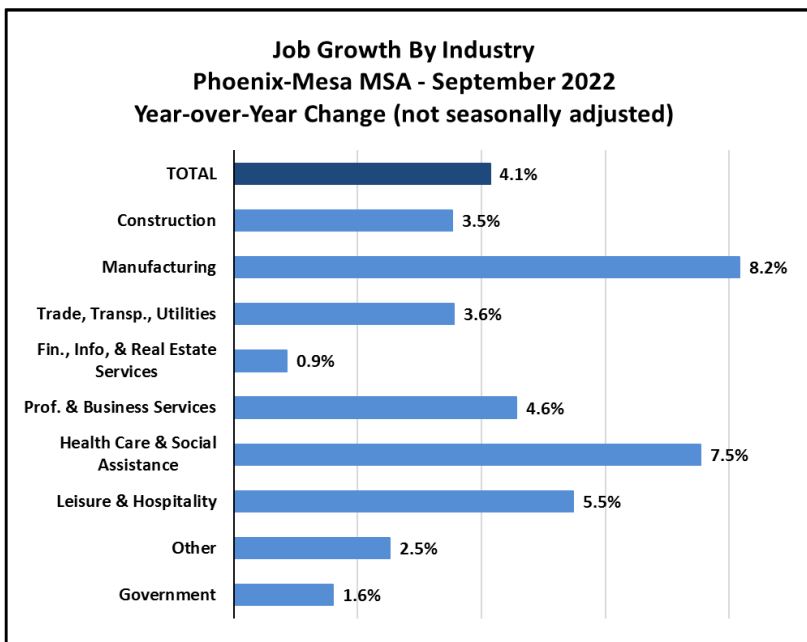
Following is a schedule of YTD expenditures and outstanding encumbrances for the Supplies & Services and Capital Outlay categories:

<b>September 2022 (FY 22-23) Expenses and Encumbrances</b>					
	YTD	Outstanding	Total Actual +	Total	YTD
	Actual	Encumbrances	Encumbrances	FY 22-23	Spent &
Expenditure Category:				Budget	Encumbered
Supplies & Services	5,524,003	12,869,543	18,393,546	38,593,093	48%
Capital Outlay	667,960	4,512,257	5,180,217	7,146,655	72%
Total	\$ 6,191,962	\$ 17,381,801	\$ 23,573,763	\$ 45,739,748	52%

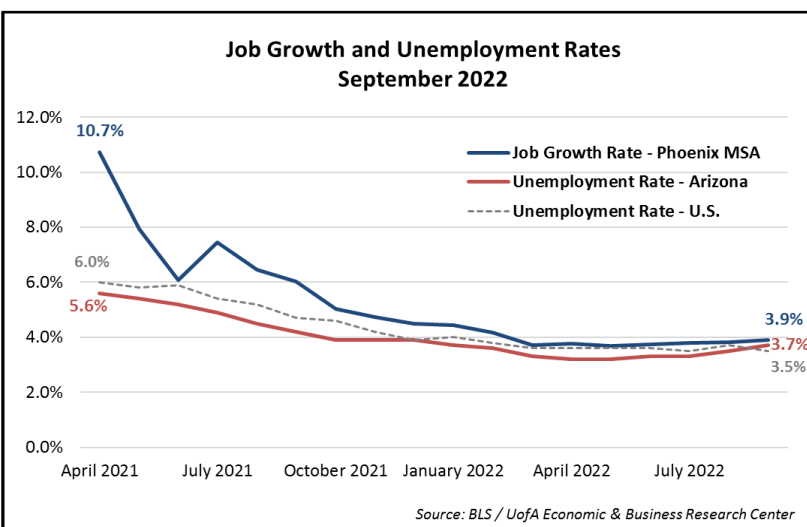
## Economic Indicators



This chart shows the relative size of each major employment industry in the region. The Phoenix employment base is fairly diversified with a healthy mix of industries, meaning the local economy is not overly reliant on one industry to maintain a stable job base.

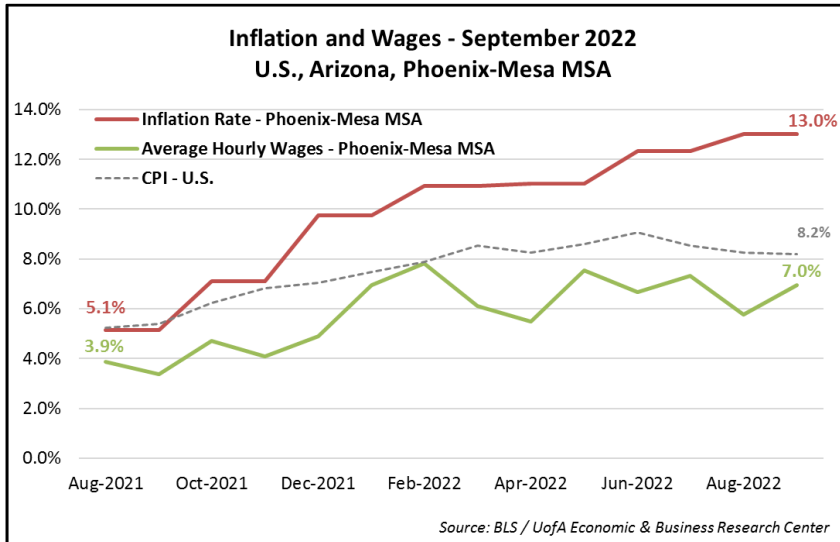


This chart demonstrates which industries have added or lost jobs, compared to the same month one year ago. This information is useful to identify which sectors may be growing in the region. In the current environment, we are watching the Construction industry closely to gauge the impact of a slowing housing market versus continued growth in manufacturing and other industries that demand construction labor. In the last 12 months, all sectors have added jobs.



This chart tracks the rate at which jobs are being created and lost in the Phoenix metro area. Most economists consider an unemployment rate below 6% as "full employment." Low unemployment reflects a strong and growing economy, which is one factor that can impact future population growth. But a tight labor market puts pressure on wages as employers try to recruit and retain talent.

## Economic Indicators



This chart compares the rates of inflation and wage growth to gauge the extent to which wages are keeping up with inflation. Persistently high inflation that outpaces income growth can impact households' spending patterns. Continued inflation is also increasing the Town's costs of goods, services, and construction projects. The Federal Reserve has been aggressively raising interest rates in an effort to bring inflation down.

<b>Housing Market Indicators</b>			
	<b>Current</b>	<b>1 Year Prior</b>	<b>1 Year Change</b>
<b>Home Prices and Affordability</b>			
<b>Case-Shiller Home Price Index:</b>			
Phoenix-Mesa MSA	335.7	286.7	17.1%
U.S.	303.8	268.8	13.0%
<b>Median Home Sale Price:</b>			
Queen Creek	\$ 546,950	\$ 505,000	8.3%
Phoenix-Mesa MSA	\$ 470,000	\$ 435,000	8.0%
Arizona	\$ 477,500	\$ 449,500	6.2%
U.S.	\$ 391,000	\$ 361,800	8.1%
<b>Housing Cost vs. Wage Growth:</b>			
30-Year Fixed Mortgage Interest Rate	6.70%	3.01%	--
Monthly Payment on QC Median Home <sup>(1)</sup>	\$ 2,808	\$ 1,701	65.0%
Average Hourly Wage - Phoenix-Mesa MSA	\$ 32.16	\$ 30.07	7.0%
<b>Real Estate Activity</b>			
SF Homes Sold - Queen Creek	69	118	(41.5)%
SF Days on Market - Queen Creek	50	25	100.0%
SF Homes Sold - Phoenix-Mesa MSA	5,183	7,645	(32.2)%
SF Active Listings - Phoenix-Mesa MSA	19,432	9,980	94.7%
<b>New Single-Family Building Permits</b>			
Queen Creek	59	99	(40.4)%
Phoenix / Pinal County Region	1,183	2,129	(44.4)%
Queen Creek 12-Month Rolling Total	1,534	2,144	(28.5)%
Regional 12-Month Rolling Total	28,016	32,691	(14.3)%

Source: Freddie Mac / Federal Reserve Bank of St. Louis / UofA Economic & Business Research Center / Redfin / QC Development Services

These data points indicate how the price and volume of housing activity are changing in Queen Creek and the Phoenix region.

**Home Prices and Affordability** – These factors measure the increase in the price of existing homes and the impact of higher interest rates. Price appreciation and increased mortgage rates have increased the baseline monthly payment on a home in Queen Creek by more than \$1,000 since last year. Wages in the area have not matched this rate of increase. As a result, some buyers are no longer able to afford a house in Queen Creek.

**Real Estate Activity** – These data points track the volume of existing home sales in Queen Creek and the Phoenix region.

**New SF Building Permits** – The latest data show a drop in new home construction across the entire region, showing that Queen Creek's experience is similar to neighboring communities.

<sup>(1)</sup> Assumes 20% down, 30-year conventional mortgage



TOWN OF  
**QUEEN CREEK**  
ARIZONA

# FY 22-23 Year-to-Date Sales Tax Report

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FY 22-23 Business Activity through August 2022\*

(Unaudited)

Issued November 2022

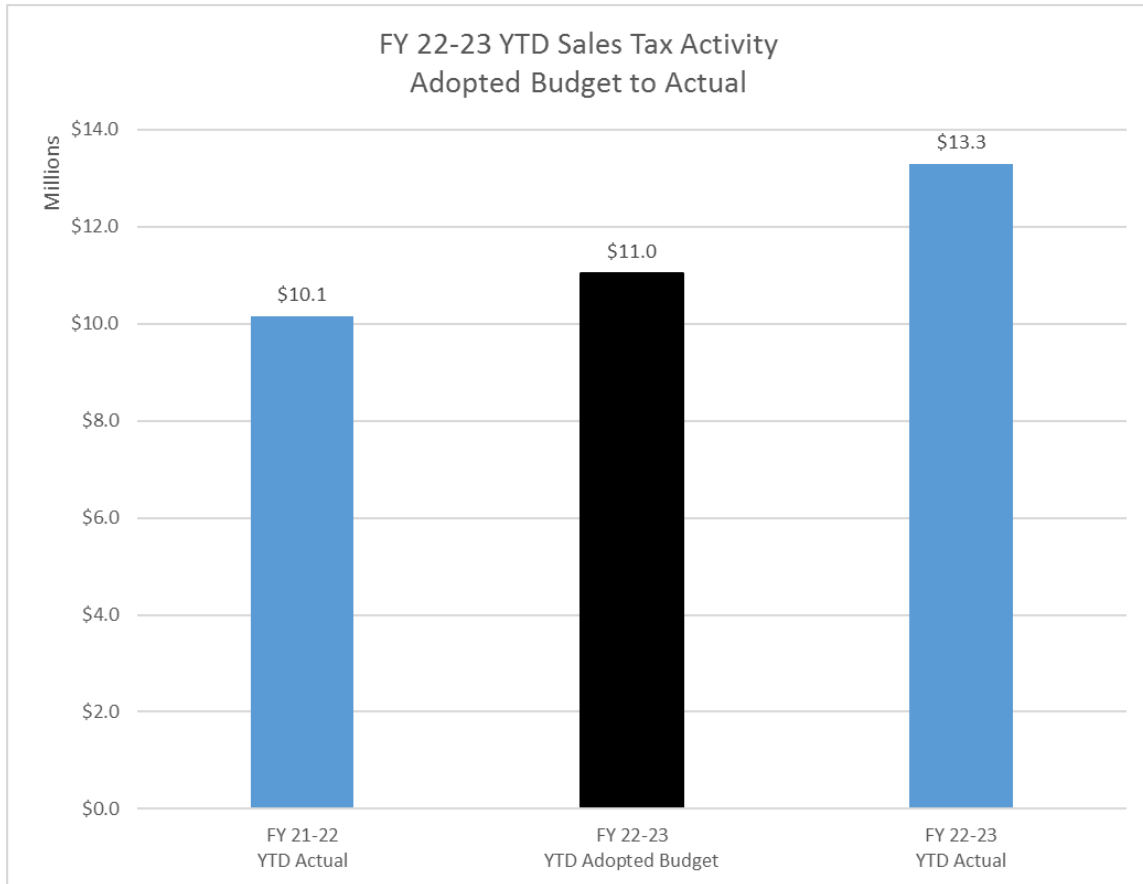
This report contains information regarding the actual revenue collections from the Town's 2.0% sales tax reflected in the General Fund, 0.25% dedicated EMS sales tax, 0.25% Town Center dedicated sales tax and the 2.0% Construction Contracting sales tax dedicated to infrastructure improvements.

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## YEAR-TO-DATE FY 22-23 SALES TAX ACTIVITY

### OVERALL PERFORMANCE SUMMARY:

The FY23 sales tax revenue year-to-date total of \$13.3M exceeds the adopted budget by 20%, or \$2.3M. Relative to the same period in FY 21-22, FY 22-23 actuals are 31%, or \$3.2M higher than the previous year.



Sales Category	FY 21-22 YTD Actual	FY 22-23 YTD Adopted Budget	FY 22-23 YTD Actual	FY 22-23 YTD Adopted Budget-To-Actual		FY21-22 YTD Actual to FY 22-23 YTD Actual	
				\$ Variance	% Variance	\$ Increase	% Increase
Construction	\$ 4,101,402	\$ 4,498,459	\$ 6,126,830	\$ 1,628,371	36%	\$ 2,025,428	49%
Retail Trade	\$ 3,958,321	4,708,597	5,071,921	363,324	8%	1,113,600	28%
Communications & Utilities	\$ 502,334	513,533	548,842	35,309	7%	46,508	9%
Restaurant & Bar	\$ 806,043	795,316	901,789	106,473	13%	95,746	12%
Real Estate, Rental & Leasing	\$ 393,742	383,816	478,745	94,929	25%	85,002	22%
All Others**	\$ 381,785	137,373	168,412	31,039	23%	(213,373)	(56%)
<b>Totals</b>	<b>\$ 10,143,627</b>	<b>\$ 11,037,094</b>	<b>\$ 13,296,538</b>	<b>\$ 2,259,444</b>	<b>20%</b>	<b>\$ 3,152,911</b>	<b>31%</b>

\*\*All Others includes transportation, wholesale trade, finance and insurance, services, arts and entertainment, and other categories. The large negative change from FY21-22 to FY22-23 is due to the Use Tax collections moving from All Others to the Retail Trade sales category.

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

## ANALYSIS

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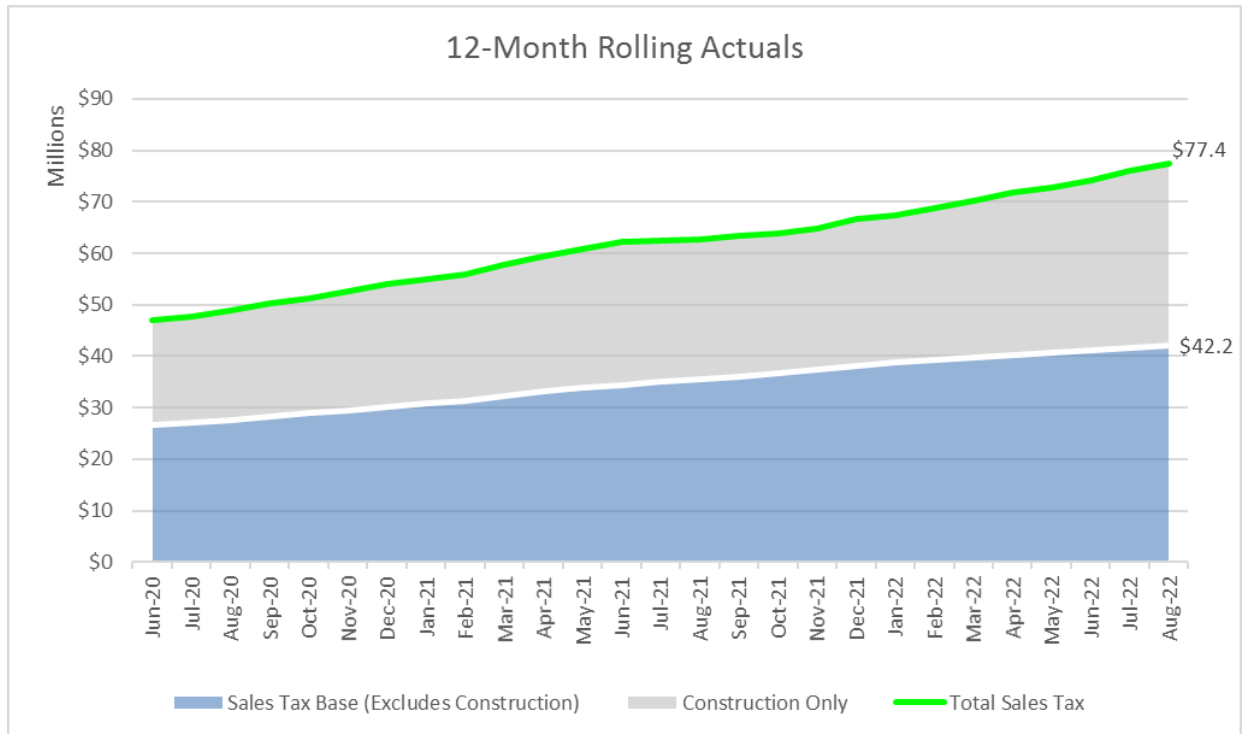
Town of Queen Creek sales tax collections are positively impacted by the high incomes of Town households. Per the 2020 American Communities Supplemental Survey data provided by the U.S. Census, Queen Creek's median household income is \$104,161, which is among the highest in the region for full-service 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. According to Mobylics, a platform that analyzes consumer foot traffic from mobile devices, over 65% of visitors to the Town Center retail locations live within 10 miles of Town Center.

August sales tax collections in FY 22-23 were higher than in FY 21-22. 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, new businesses continuing to open, and the Town's ability to collect sales taxes on e-commerce transactions.

In recent months, inflation levels have risen along with the price of goods. The higher prices of goods are anticipated to cause further increases in sales tax collections for the Town for the foreseeable future, but only to a point as local wages are not currently keeping up with inflation. Higher prices with little increase in income may force households to cut back on spending in some areas over time.

## 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 FY20. 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.



## YEAR-TO-DATE ANALYSIS BY CATEGORY

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### 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.

**August 2022 Actuals: \$2.9M**

**FY 22-23 YTD Actuals: \$6.1M**

**FY 22-23 YTD Adopted Budget to Actual Variance of \$1.6M or 36%**

**FY 22-23 YTD Actual to FY 21-22 YTD Actual Increase of \$2.0M or 49%**

FY 22-23 collections are higher than the FY 22-23 adopted budget and the prior fiscal year actuals through August activity.

#### Sales Tax Discussion

Performance in construction contracting has been largely dependent in recent years on new home sales and in particular, the large-scale homebuilders. Homebuilders have been impacted by supply chain issues stemming from the COVID-19 pandemic, high demand for new homes, and increasing home prices throughout the greater Phoenix region. Additionally, rising interest rates are also impacting affordability, resulting in reduced demand for new homes.

Though known major homebuilders accounted for the majority of construction contracting sales tax revenues for the month of August, construction of multi-family and commercial developments is responsible for a growing share. As seen below, the share of construction sales tax revenues coming from non-homebuilders has grown in the past few years. This shows that despite the slowing demand for single family homes in the past six months, multi-family and non-residential activity is remaining strong and making up the difference in construction sales tax revenues.

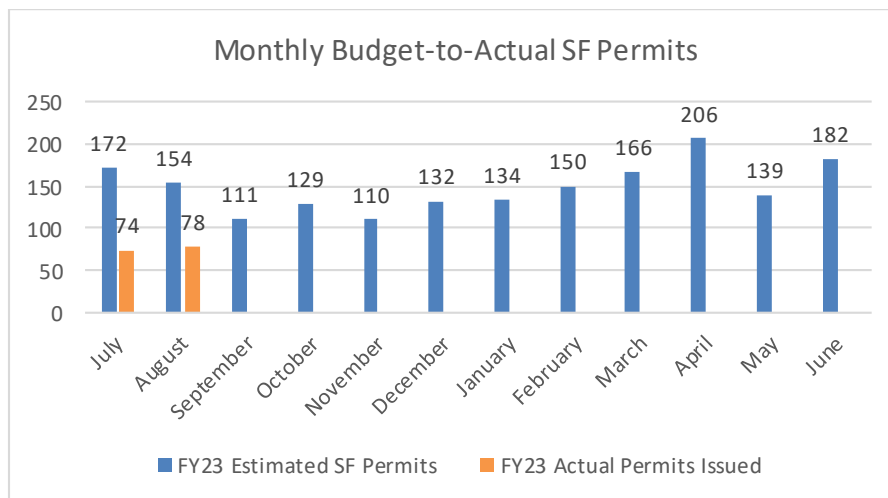
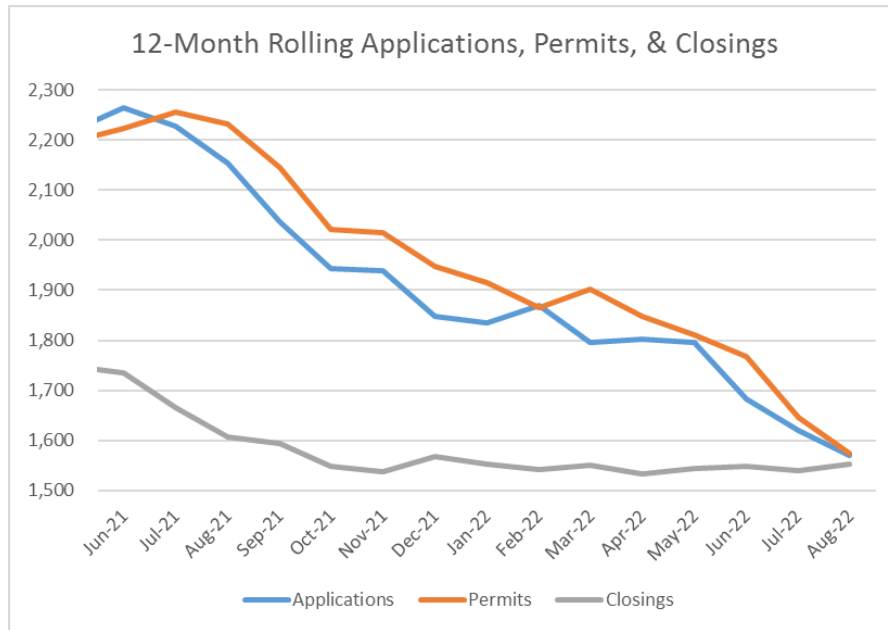
Business Type	FY21 YTD Actuals		FY22 YTD Actuals		FY23 YTD Actuals	
	Sales Tax (\$)	% of Total	Sales Tax (\$)	% of Total	Sales Tax (\$)	% of Total
Homebuilders	\$3.6M	78%	\$3.0M	72%	\$3.3M	54%
Gen. Contractors, Pool/ Landscape, & Other Specialized Trades	\$1.0M	22%	\$1.1M	28%	\$2.8M	46%
<b>Total</b>	<b>\$4.6M</b>	<b>100%</b>	<b>\$4.1M</b>	<b>100%</b>	<b>\$6.1M</b>	<b>100%</b>

#### New Single Family Home Applications, Permits, and Closings

Town staff is also monitoring single family home permit applications, permit issuances, and closings to better understand how the aforementioned factors are impacting the Town's single family home market. The following graph displays new single-family home (NSF) applications, permits issued, and home completions over a rolling 12-month period dating back to June 2021:



## Appendix 1: Queen Creek Monthly Sales Tax Report



As seen in the graphs above, the 12-month rolling applications and permits have decreased steadily over the past year. Compared to the budgeted monthly permit issuance for FY23, actual permits issued have only been about 46% of the budget year-to-date. Overall, the Town made up 4.3% of total NSF permits issued in Maricopa County in August. The rolling 12-month closings have stayed relatively consistent over the past year.

### New Home Closings and Prices

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 104 new home sales close in the month of August with an average sales price of \$691K for these homes. The following table shows the monthly closings by builder, average sale price and estimated gross revenue for the month of August for permits issued within the Town.

## Appendix 1: Queen Creek Monthly Sales Tax Report

BUILDER	# CLOSINGS	AVG. SALE PRICE	EST. GROSS REVENUE
WILLIAM LYON HOMES	20	\$ 586,845	\$ 11,736,907
TAYLOR MORRISON	18	\$ 791,328	\$ 14,243,901
MISC CUSTOM	14	\$ 680,035	\$ 9,520,491
MARACAY HOMES	9	\$ 784,047	\$ 7,056,419
BEAZER HOMES	7	\$ 501,173	\$ 3,508,214
DAVID WEEKLEY HOMES	7	\$ 855,717	\$ 5,990,016
FULTON HOMES	6	\$ 578,859	\$ 3,473,156
TOLL BROTHERS	5	\$ 956,077	\$ 4,780,384
LANDSEA HOMES	4	\$ 536,318	\$ 2,145,270
LENNAR HOMES	2	\$ 485,740	\$ 971,480
MERITAGE HOMES	2	\$ 566,295	\$ 1,132,590
MATTAMY HOMES	2	\$ 609,507	\$ 1,219,013
VIP HOMES	2	\$ 757,871	\$ 1,515,742
ELLIOTT HOMES	2	\$ 1,019,035	\$ 2,038,070
GEHAN HOMES	2	\$ 557,374	\$ 1,114,748
LUXE HOMES	1	\$ 940,539	\$ 940,539
RICHMOND AMERICAN	1	\$ 502,376	\$ 502,376
<b>GRAND TOTAL</b>	<b>104</b>	<b>\$ 691,243</b>	<b>\$ 71,889,316</b>

### 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. Use tax is also included in this category.

**August 2022 Actuals: \$2.5M**

**FY 22-23 YTD Actuals: \$5.1M**

**FY 22-23 YTD Adopted Budget to Actual Variance of \$360K or 8%**

**FY 22-23 YTD Actual to FY 21-22 YTD Actual Increase of \$1.1M or 28%**

FY 22-23 YTD collections in the retail category exceeded the FY 22-23 adopted budget and prior year actual collections. The large increase between the FY22-23 and FY21-22 actuals can be partially attributed to the movement of use tax collections (business codes 29 and 30) from the Other category to the Retail Trade category starting in FY 22-23.

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 August, the top 20 payers of 4,380 total payers in the retail category delivered 62% of the revenue. The top 10 payers in the category account for 52% of the total.

High inflation has a direct impact on the collections in the retail category. Retail sales tax collections increase as prices rise, but collections are also impacted by changes in consumer behavior that may come as a result of those increased prices (buying less items, switching to generic brands, etc.).

Of the total retail sales tax collections in August, at least \$435K, or 17%, is estimated to come from e-commerce transactions. August 2022 e-commerce sales tax collections are 24% higher than collections in

## Appendix 1: Queen Creek Monthly Sales Tax Report

August 2021. This growth can be attributed to an increase in e-commerce reporters and also to increased e-commerce sales overall.

### COMMUNICATIONS/UTILITIES:

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

**August 2022 Actuals: \$275K**

**FY 22-23 YTD Actuals: \$550K**

**FY 22-23 YTD Adopted Budget to Actual Variance of \$35K or 7%**

**FY 22-23 YTD Actual to FY 21-22 YTD Actual Increase of \$47K or 9%**

Year-to-date collections in the communications/utilities category are slightly higher than the adopted FY 22-23 budget and prior year collections.

### RESTAURANTS & BARS:

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

**August 2022 Actuals: \$440K**

**FY 22-23 YTD Actuals: \$900K**

**FY 22-23 YTD Adopted Budget to Actual Variance of \$105K or 13%**

**FY 22-23 YTD Actual to FY 21-22 YTD Actual Increase of \$95K or 12%**

This category is above the current year adopted budget and prior year actual collections. Performance in this category has been strong for existing restaurants and bars and new restaurants and bars continue to open in the Town.

### 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.

**August 2022 Actuals: \$248K**

**FY 22-23 YTD Actuals: \$475K**

**FY 22-23 YTD Adopted Budget to Actual Variance of \$95K or 25%**

**FY 22-23 YTD Actual to FY 21-22 YTD Actual Increase of \$85K or 22%**

This category's collections are above the adopted budget and prior year collections. This can be attributed to the continued development of commercial and residential properties that have become available for rent to tenants this year. Additionally, an increase in rent prices may contribute to the year-over-year increase.

### **ALL OTHER CATEGORIES:**

The categories included here are transportation, accommodations, manufacturing, wholesale trade, finance and insurance, services, and arts and entertainment.

**August 2022 Actuals: \$75K**

**FY 22-23 YTD Actuals: \$168K**

**FY 22-23 YTD Adopted Budget to Actual Variance of \$31K or 23%**

**FY 22-23 YTD Actual to FY 21-22 YTD Actual Increase of (\$215K) or (56%)**

This category is above the current year adopted budget and lower than prior year actual collections. The negative trend between FY21-22 and FY22-23 is attributed to removing use tax collections from the Other category and moving it to the Retail Trade category.

Of the existing categories in the All Other category, the arts and entertainment and services categories have performed better than anticipated due to the opening of new businesses and strong performance of these types of businesses in the Town.

## 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:

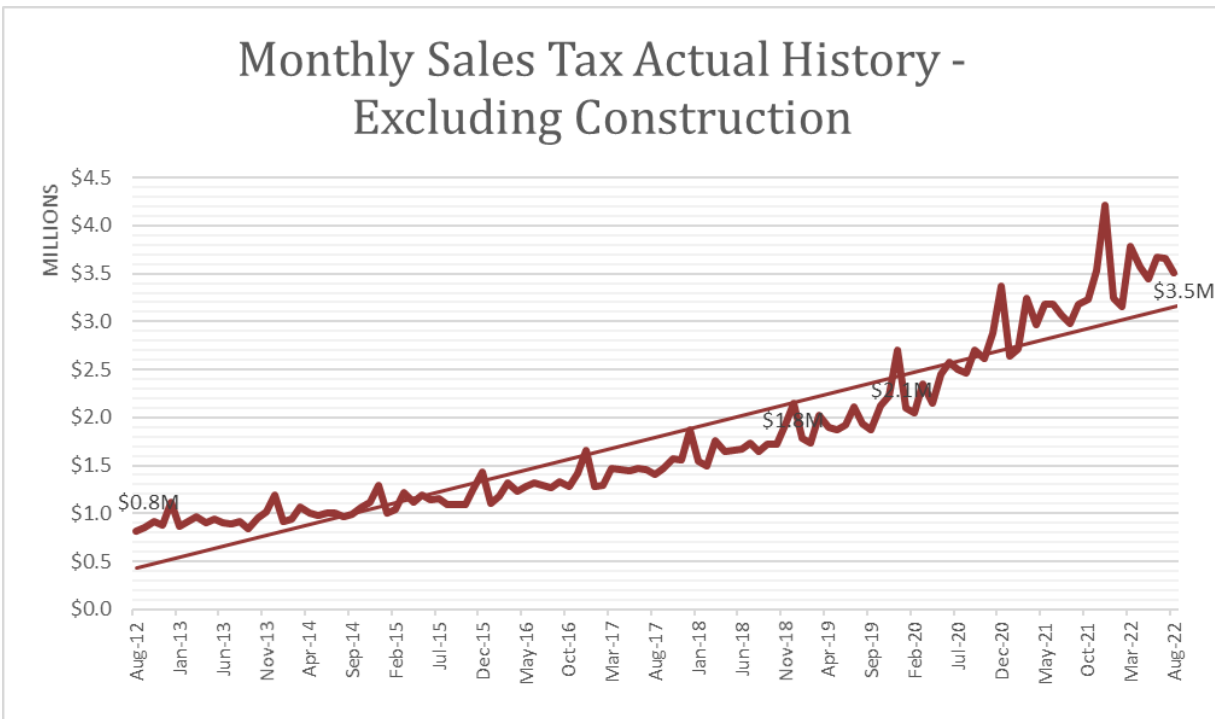
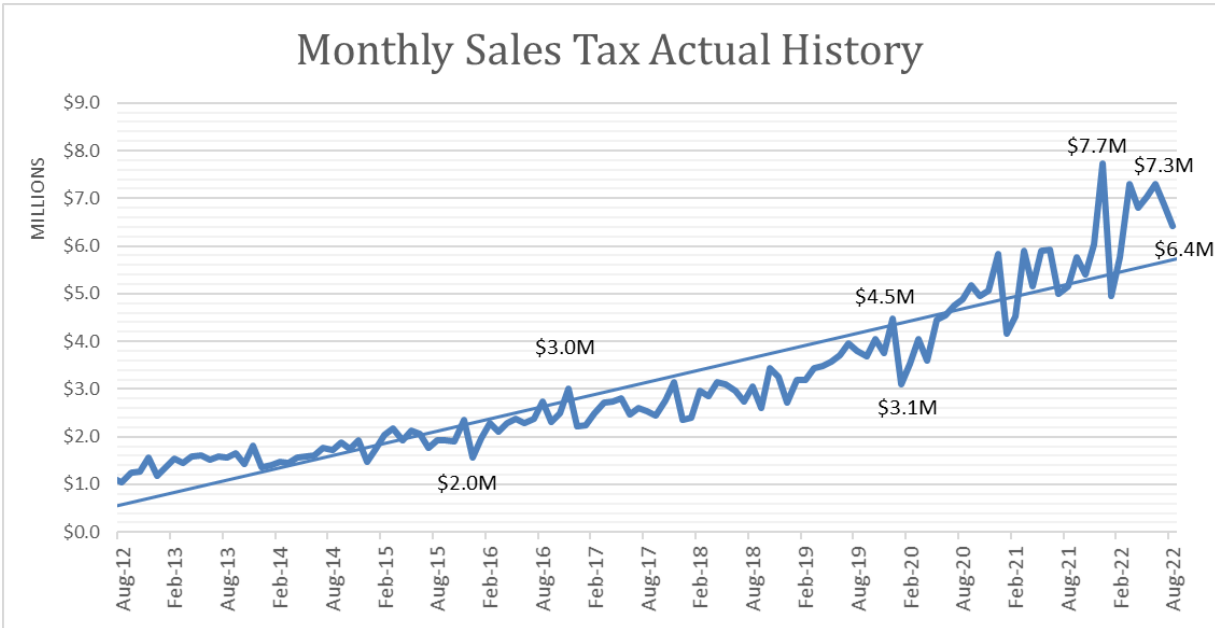
- 2.0% tax rate charged on all taxable activities within Town limits
  - Dedicated to the General Fund for general purpose government operations
- 0.25% tax rate charged on all taxable activities within Town limits
  - Dedicated to the Emergency Services (EMS) Fund to fund law enforcement and fire and 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%
<b>Total Rate</b>	<b>2.25%</b>	<b>Total Rate</b>	<b>2.50%</b>	<b>Total Rate</b>	<b>4.25%</b>

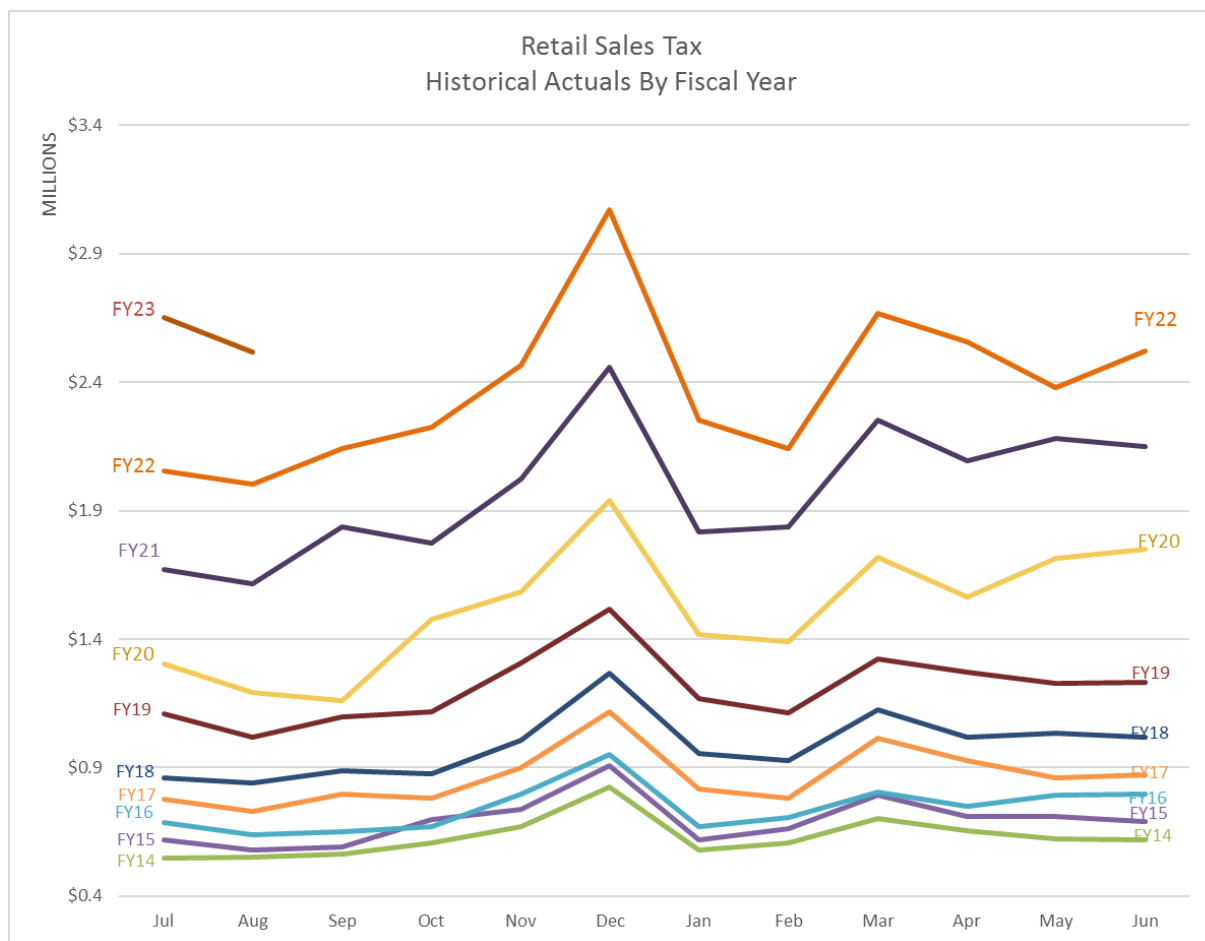
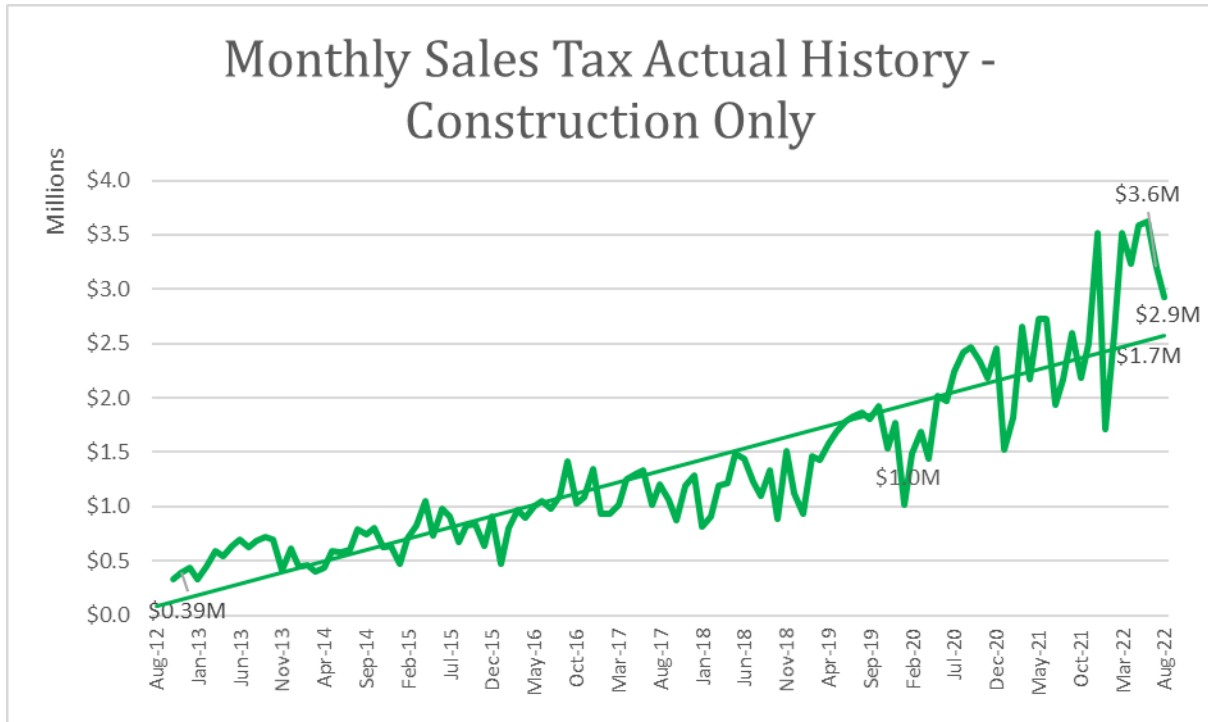
Revenue by Fund	YTD	% of Total
General Fund	\$ 9,077,356	68.3%
EMS Fund	1,134,670	8.5%
Town Center Fund	201,299	1.5%
Construction Fund	2,883,214	21.7%
<b>Totals</b>	<b>\$ 13,296,538</b>	<b>100.0%</b>

Operating Budget	Jul	Aug	FY22-23 YTD
General Fund	\$ 4,671,976	\$ 4,405,380	\$ 9,077,356
EMS Fund	\$ 583,997	\$ 550,673	\$ 1,134,670
<b>Total Operating Budget</b>	<b>\$ 5,255,973</b>	<b>\$ 4,956,053</b>	<b>\$ 10,212,026</b>

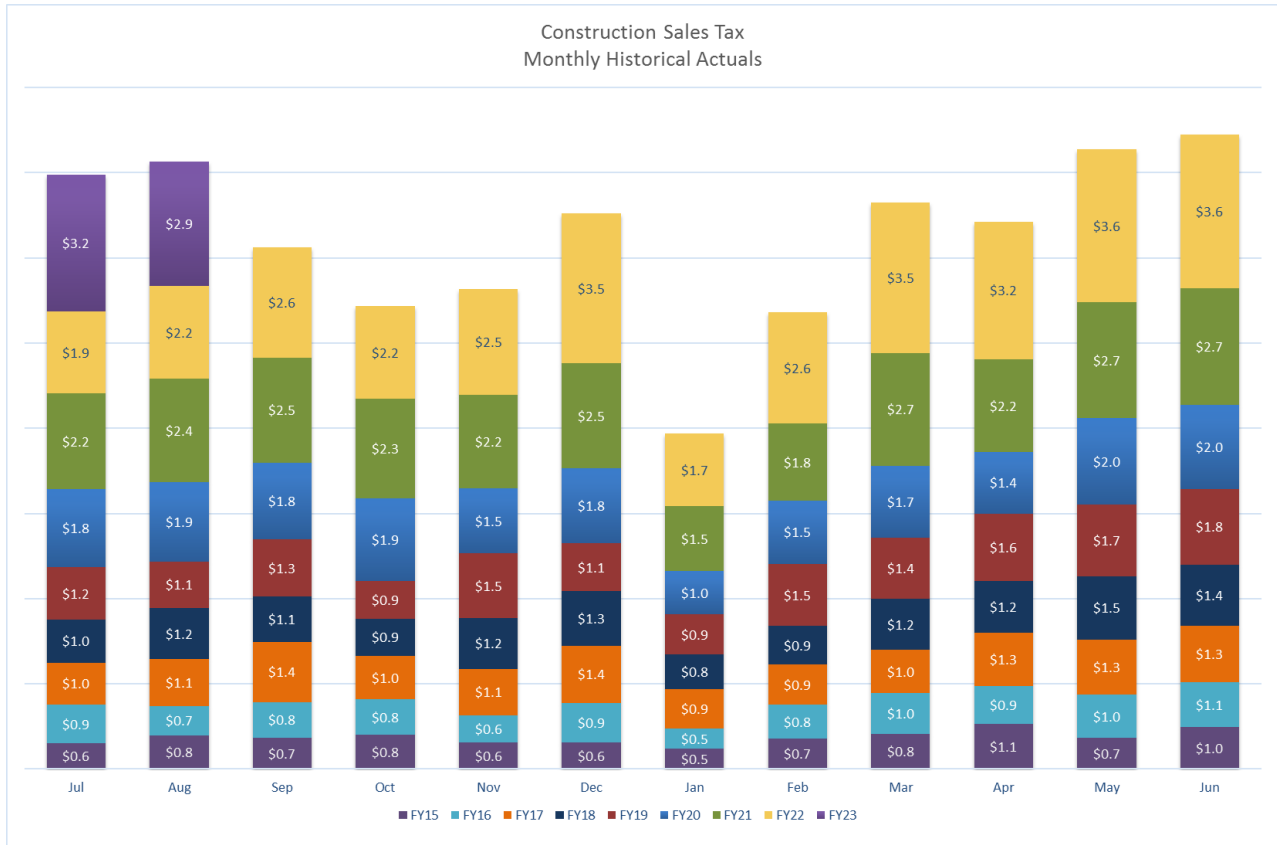
## Historical Performance



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:

BUSINESS CODE CATEGORY	REGION CODE	BUSINESS CODE	TAX RATE	REPORTING CATEGORY
Advertising	QC	018	2.25%	All Others
Amusements	QC	012	2.25%	All Others
Contracting-Prime	QC	015	4.25%	Construction Contracting
Contracting-Speculative Builders	QC	016	4.25%	Construction Contracting
Contracting – Owner Builder	QC	037	4.25%	Construction Contracting
Job Printing	QC	010	2.25%	All Others
Manufactured Buildings	QC	027	2.25%	Construction Contracting
Timbering & Other Extraction	QC	020	0.10%	All Others
Severance – Metal Mining	QC	019	2.25%	All Others
Publication	QC	009	2.25%	All Others
Hotels	QC	044	2.25%	All Others
Hotel/Motel (Additional Tax)	QC	144	3.00%	All Others
Residential Rental, Leasing & Licensing for Use	QC	045	2.25%	Rental, R.E. & Leases
Commercial Rental, Leasing & Licensing for Use	QC	213	2.25%	Rental, R.E. & Leases
Rental, Leasing & Licensing for Use	QC	214	2.25%	Rental, R.E. & Leases
Restaurants & Bars	QC	011	2.25%	Restaurants & Bars
Retail Sales	QC	017	2.25%	Retail Sales
Retail Sales Food for Home	QC	062	2.25%	Retail Sales
MRRA	QC	315	2.25%	All Others
Communications	QC	005	2.25%	Comm. & Utilities
Transporting	QC	006	2.25%	All Others
Utilities	QC	004	2.25%	Comm. & Utilities
Use Tax Purchases	QC	029	2.25%	All Others
Use Tax from Inventory	QC	030	2.25%	All Others
Retail Sales for Remote Sellers	QC	605	2.25%	Retail Sales
Retail Sales Food for Home Consumption Remote Sellers	QC	606	2.25%	Retail Sales
Marijuana Sales	QC	420	2.25%	Retail Sales
Medical Marijuana Sales	QC	203	2.25%	Retail Sales

Queen Creek Special District Tax Rates (Town Center):

BUSINESS CODE CATEGORY	REGION CODE	BUSINESS CODE	TAX RATE	REPORTING CATEGORY
Amusements	QD	012	2.50%	All Others
Job Printing	QD	010	2.50%	All Others
Publication	QD	009	2.50%	All Others
Hotels	QD	044	2.50%	All Others
Hotel/Motel (Additional Tax)	QD	144	3.00%	All Others
Restaurants & Bars	QD	011	2.50%	Restaurants & Bars
Retail Sales	QD	017	2.50%	Retail Sales
Retail Sales Food for Home	QD	062	2.50%	Retail Sales
MRRA	QD	315	2.50%	All Others
Communications	QD	005	2.50%	Comm. & Utilities
Utilities	QD	004	2.50%	Comm. & Utilities
Retail Sales for Remote Sellers	QD	605	2.50%	Retail Sales
Retail Sales Food for Home Consumption Remote Sellers	QD	606	2.50%	Retail Sales