

2019

January through June

Josephine Jones Park

52nd Ave Ct, Greeley, CO 80634



Quarterly Financial Report





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The Highlights Section on pages 3-6 provides a high level overview of the quarterly financial report. This provides a quick synopsis of significant financial data concerning the City. Please review the corresponding pages following the highlights section, which provide a comprehensive understanding of the City's financials.

Year-To-Date HIGHLIGHTS

YTD 2018 VS 2019

2019 Budget Variance

Sales Tax	▲	9.4%	▲	6.7%
Food Tax.....	▼	-3.5%	▼	-4.4%
Building Use	▼	-2.7%	▲	30.1%
General Fund Revenues.....	▲	4.9%	▲	9.7%
*Total Operating Revenues.....	▲	1.1%	▲	25.4%
General Fund Expenditures.....	▲	4.3%	▼	-12.0%
*Total Operating Expenditures...	▲	4.7%	▲	45.7%

Quarterly & Year-To-Date Comparisons

	Quarter 2 - 2018	Quarter 2 - 2019	Variance	YTD 2018*	YTD 2019*	Variance
General Fund Revenues	\$26,861,163	\$30,123,750	▲ 12.1%	\$47,033,739	\$49,322,946	▲ 4.9%
General Fund Expenses	\$32,326,967	\$33,585,400	▲ 3.9%	\$54,037,785	\$56,359,655	▲ 4.3%
Total Revenues*	\$65,335,366	\$62,503,644	▼ -4.3%	\$113,751,436	\$108,773,073	▼ -4.4%
Total Expenditures*	\$61,964,215	\$57,800,600	▼ -6.7%	\$107,314,900	\$107,252,914	▼ -0.1%

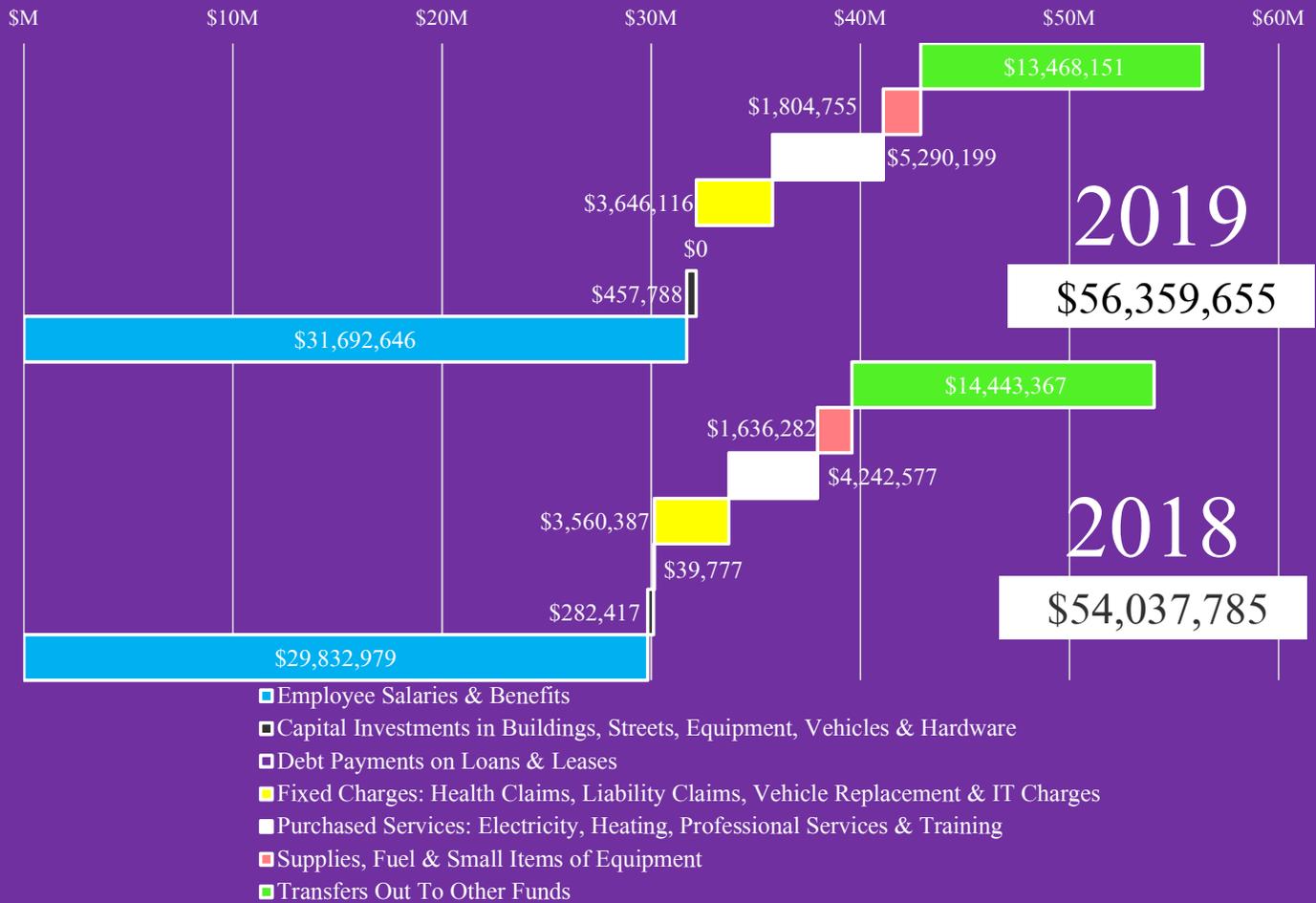


■ Transfers
 ■ Operating
 ■ Capital

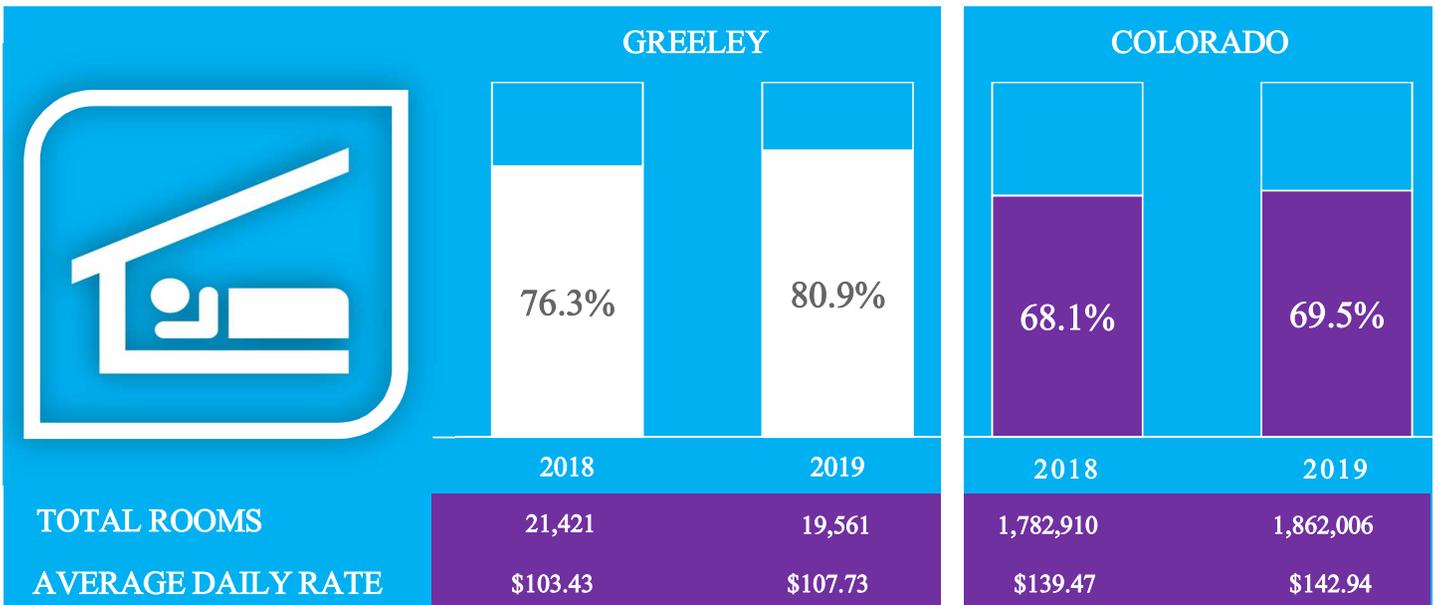
*Total revenues and expenditures exclude transfers between funds

HIGHLIGHTS CONTINUED

GENERAL FUND EXPENDITURES: YEAR-TO-DATE



LODGING OCCUPANCY MONTH OF MAY



HIGHLIGHTS CONTINUED

YEAR-TO-DATE TAX REVENUE



Governmental accounting can at times be difficult to interpret because most (but not all) revenue is received one month after it is generated, while all expenses are recorded in the month they were incurred. The following report outlines Greeley's major revenue funds and details 2019 collections to date.

SALES TAX

Five months of sales tax revenue has been collected comprising 48% of the General Fund's total revenues. The General Fund's 2019 share of sales tax revenues totaled \$20.0 million (30.2%) of the 2019 revised annual budget estimate of \$48.6 million. 2019 budgeted General Fund sales tax revenue is 2.7% higher than 2018 actuals. Sales tax revenue designated for the General Fund has increased 9.4% (\$1.7 million) from the correlating period in 2018.

USE TAXES

Five months of auto and general use taxes and six months of building use tax have been received comprising 8.2% (\$8.4 million) of the General Fund revenue budget for 2019. General use tax revenue has increased 97.7% (\$695,444) as compared to 2018. The City levies a building use tax upon issuing a new building permit. Building use tax revenue has decreased -4.1% (\$ -67,397) from 2018. Auto use tax revenue has increased 24.8% (\$352,151) from 2018.

FOOD TAX

Five months of food tax revenue has been collected. Greeley's food tax finances a capital maintenance program for the repair of streets, buildings, parks, and other capital assets. This year, food tax revenue has slightly decreased by -3.5% (-\$107,654), and the City has collected \$3.0 million (37.8%) of the 2019 revised budget estimate of \$7.9 million.

PROPERTY TAX

Five months of property taxes have been received with total year to date collections equating to \$8.9 million. Total collections for 2019 have exceed 2018 by 1.3% (\$113,016).

WATER & SEWER STATS*



	2018 YTD	2019 YTD	Variance YTD
Water Consumption (Million Gallons)	2,371	2,318	▼ (52)
Water Revenue (\$)	\$11.4 Million	\$12.3 Million	▲ \$866,037
Sewer Flow (Million Gallons)	1,391	1,288	▼ -102

*Water Reporting as of May 31, 2019; Sewer Reporting as of June 30, 2019

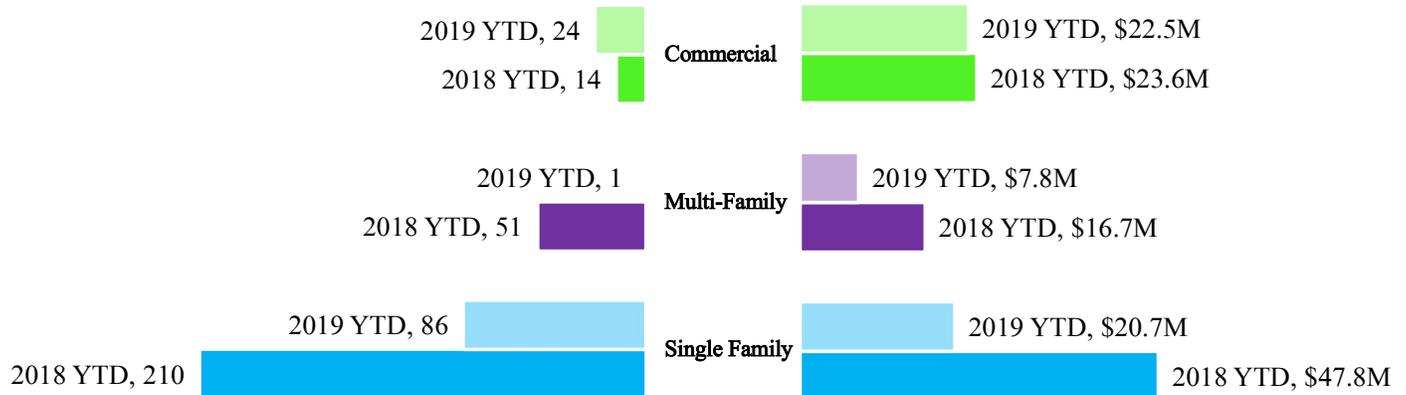
HIGHLIGHTS CONTINUED

BUILDING PERMITS: NEW CONSTRUCTION

As of June 30, 2019, new single family, multi-family and commercial building permit valuations have totaled \$50.9 million, compared to \$88.1 million in 2018, a 42.2% decrease. This year 24 new commercial construction permits have been issued totaling \$22.5 million in valuation, compared to 14 permits in the correlating period from 2018 with a valuation of \$23.6 million.

YEAR-TO-DATE NEW BUILDING PERMITS

YEAR-TO-DATE NEW BUILDING VALUATION

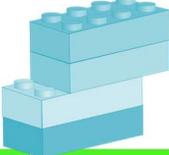


SALES TAX

TOP 3 SALES TAX REVENUE SOURCES (\$)

	2018 YTD	2019 YTD	\$ VARIANCE	% VARIANCE
Dining Out 	\$3,248,244	\$3,477,050	\$228,806	▲ 7.0%
Motor Vehicle & Parts Dealers 	\$2,529,148	\$2,646,092	\$116,944	▲ 4.6%
General Merchandise Stores 	\$2,391,173	\$2,595,650	\$204,477	▲ 8.6%

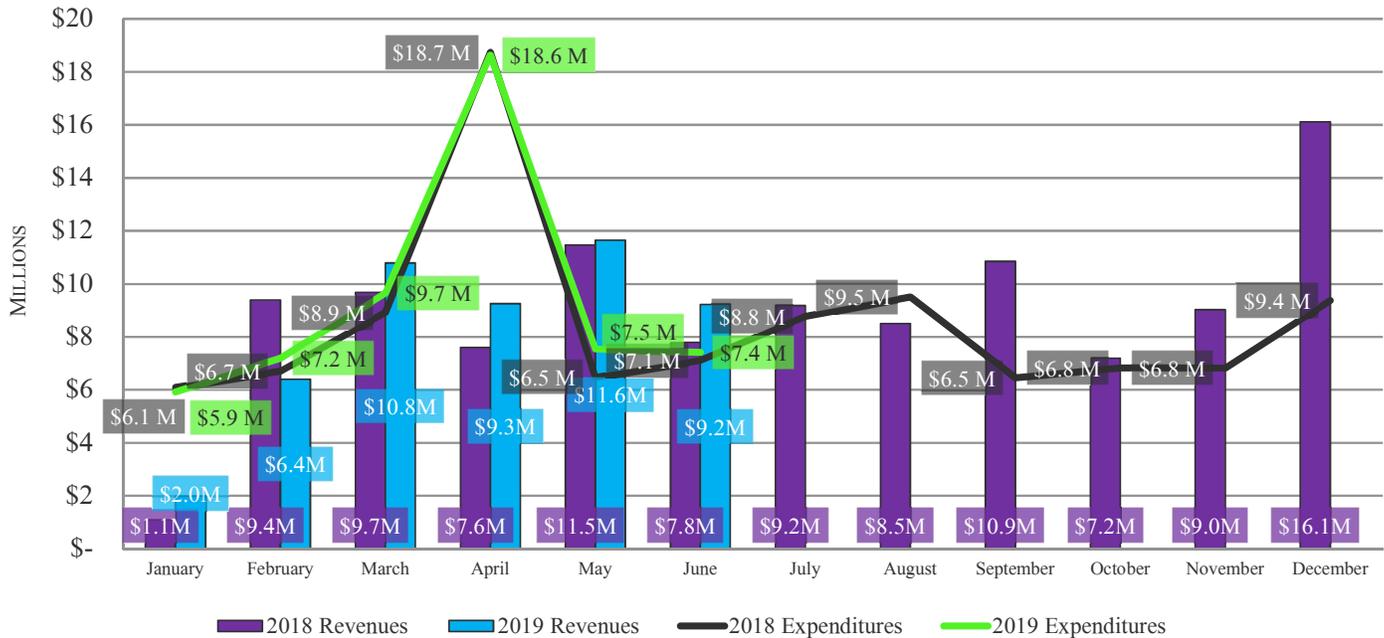
YEAR-OVER-YEAR COMPARISONS

	 Building Permits & Fees	 Franchise Fees & Telephone	 Investment Interest	 Lodging
2018 Year-To-Date	\$1,188,867	\$1,892,325	\$1,001,185	\$200,392
2019 Year-To-Date	\$1,368,855	\$2,019,601	\$2,275,276	\$279,288
Year-Over-Year Variance	▲ \$179,987	▲ \$127,275	▲ \$1,274,092	▲ \$78,896

The following sections outline Greeley's major operating funds. After a strong 2018, the local economic conditions in early 2019 continue to be positive, as evidenced by the continued growth in sales tax revenue, use taxes and franchise fees.

GENERAL FUND

The General Fund has a total revised revenue budget of \$102,677,226 (Original Budget: \$100,839,948) and a revised expenditure budget of \$118,341,442 (Original Budget: \$105,390,668) for 2019. The monthly financial report examines the Fund's major revenue sources, expenditures, and overall trends; the report also utilizes historical data along with future projections.



The graph above compares 2019 expenditures and revenues with the correlating data from 2018.

Overview:

Major sources of revenue in the General Fund include sales, property, and use tax; county, state, and federal intergovernmental funds; franchise fees; transfers from other funds; fines, forfeits, and service charges; licenses and permits; and miscellaneous sources.

Key Items: *(additional detail can be found on the following pages)*

- January:** 2019 revenues increased from additional building permits.
- February:** 2018 revenues were higher due to one time oil royalties of \$3.2 million.
- March:** 2019 revenues increased due to sales tax, use tax, tickets sales, property taxes and oil royalties.
- April:** 2019 revenues increased due to oil royalties, sales tax, general use taxes and franchise fees.
- May:** 2019 revenues increased due to higher property taxes but decreased due to lower oil royalties.
- June:** 2019 revenues increased due to oil royalties, sales tax, general use, and auto use.

The table below compares 2018 and 2019 actual and budgeted revenues and expenditures as of Jun 30, 2019

	YTD 2018 Actual	YTD 2019 Actual	2019 Revised Budget	% of 2019 Budget
Beginning Fund Balance	\$ 26,851,988	\$ 32,644,158	\$ 32,644,158	
Revenue	47,033,739	49,322,946	102,677,226	48.0%
Total Resources	\$ 47,033,739	\$ 49,322,946	\$ 102,677,226	48.0%
Expenditures	54,037,785	56,359,655	118,341,442	47.6%
Total Expenditures	\$ 54,037,785	\$ 56,359,655	\$ 118,341,442	47.6%
Ending Fund Balance	\$ 19,847,942	\$ 25,607,449	\$ 16,979,942	

REVENUES

Five months of payments have been received from the following revenue sources: franchise fees, sales tax, general use tax, lodging tax, and property tax.

Six months of payments have been received for the following: building and planning permit fees, building use tax, and charges for interfund services.

•Key items for the first six months of 2019 include: high year over year variance due to one time oil payments received in 2018. In 2019 the following have experienced increased revenue including: property taxes, sales tax, use taxes and franchise fees.

2019 General Fund Revenue Comparisons						
	2018	2019	Variance	% Change 2018 vs 2019	2019 Revised Budget	% of 2019 Budget
1st Quarter	20,172,576	19,199,196	(973,380)	-4.8%	-	-
April	7,601,212	9,253,962	1,652,750	21.7%	-	-
May	11,469,822	11,643,840	174,018	1.5%	-	-
June	7,790,129	9,225,949	1,435,820	18.4%	-	-
Total	\$ 47,033,739	\$ 49,322,946	\$ 2,289,207	4.9%	\$ 102,677,226	48.0%

The table above compares 2018 and 2019 actual revenues by period as of June 30, 2019

EXPENDITURES

The General Fund is used to provide basic municipal services such as police, fire, parks, culture, recreation, public works, community development, and general administration.

•Overall expenses are following expected trends for the first six months of the year.

2019 General Fund Expenditure Comparisons						
	2018	2019	Variance	% Change 2018 vs 2019	2019 Revised Budget	% of 2019 Budget
1st Quarter	21,710,819	22,774,255	1,063,436	4.9%	-	-
April	18,737,710	18,632,731	(104,979)	-0.6%	-	-
May	6,480,127	7,540,595	1,060,468	16.4%	-	-
June	7,109,130	7,412,075	302,945	4.3%	-	-
Total	\$ 54,037,785	\$ 56,359,655	\$ 2,321,870	4.3%	\$ 118,341,442	47.6%

The table above compares 2018 and 2019 actual revenues by period as of June 30, 2019

PROPERTY TAX

The City levies property tax based on Weld County's biennial property value appraisal. The mill levy is currently set at 11.274 mills.

Five months of property tax revenue has been collected. During this time revenue has increased 1.3% (\$113,016) from 2018 to 2019. Collections in 2019 are anticipated to be \$194,555 above budget.

2019 Property Tax						
	2018 YTD	2019 YTD	Variance	% Change 2018 vs - 2019	2019 Budget	% of 2019 Budget
1st Quarter	3,628,120	3,705,459	77,339	2.1%	-	-
April	637,206	593,104	(44,102)	-6.9%	-	-
May	3,082,191	3,635,575	553,384	18.0%	-	-
June	1,425,420	951,814	(473,606)	-33.2%	-	-
Total	\$ 8,772,937	\$ 8,885,953	\$ 113,016	1.3%	\$ 11,568,011	76.8%

The table below shows the anticipated property tax revenue from the county assessor by category for 2019.

Source	Amount	%
Residential	\$ 5,508,896	46.8%
Commercial	4,253,608	36.2%
Industrial	543,503	4.6%
Mineral, Oil & Gas	674,652	5.7%
Other	781,907	6.6%
Total	\$ 11,762,566	100%

FRANCHISE FEES & TELEPHONE TAX

Electricity, natural gas utilities, and cable television providers pay franchise fees to the City for the use of public right-of-way property. Telephone providers pay an occupation tax. Five Months of telephone tax and franchise fees have been collected through cable, electric & natural gas revenues. This has equated to an increased of \$127,275 (6.7%) over the corresponding period from 2018.

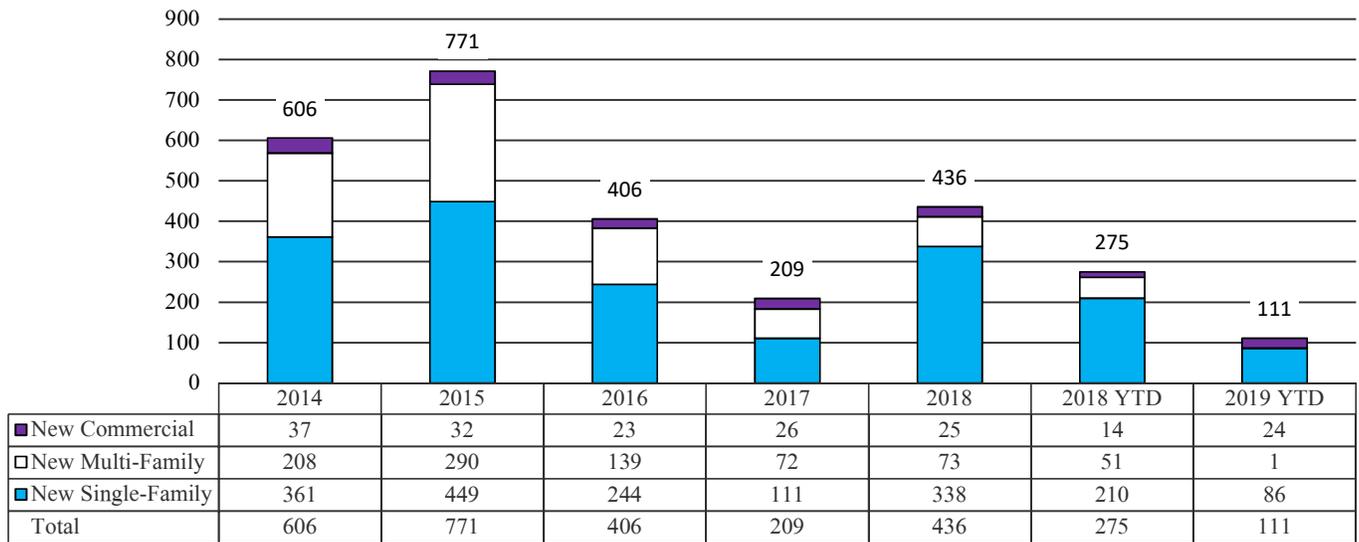
2019 Franchise Fees & Telephone Tax						
	2018 YTD	2019 YTD	Variance	% Change 2018 - 2019	2019 Budget	% of 2019 Budget
Cable	\$ 243,726	\$ 238,408	\$ (5,318)	-2.2%	\$ 1,016,732	23.4%
Electric	759,861	784,332	24,471	3.2%	2,731,125	28.7%
Natural Gas	847,210	976,570	129,360	15.3%	1,495,785	65.3%
Telephone	41,528	20,290	(21,238)	-51.1%	95,000	21.4%
Total	\$ 1,892,325	\$ 2,019,601	\$ 127,275	6.7%	\$ 5,338,642	37.8%

BUILDING PERMITS & FEES

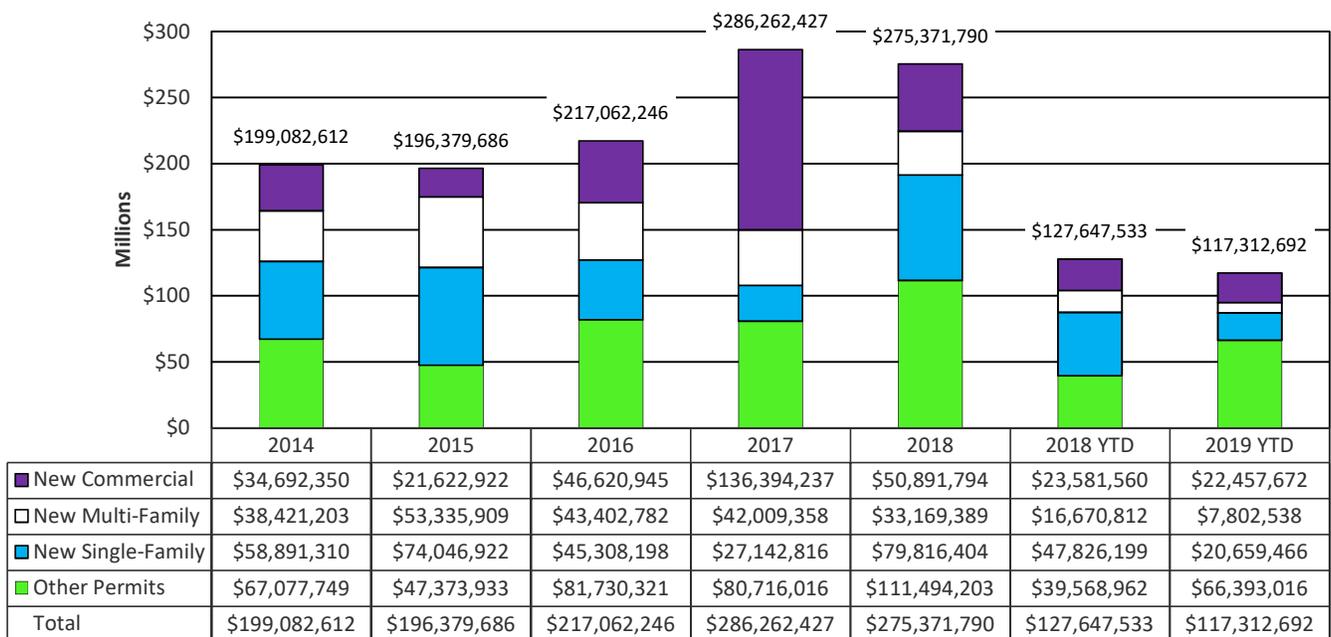
The following graph illustrates the number of permits issued for new commercial, single, and multi-family developments through June 30, 2019. Total new permits issued this year are behind the pace set in 2019, with total permits for 2019 (111) below the respective permits from 2018 (275). Valuations are also behind those of 2018 with total valuations for 2019 totaling \$117.3 million compared to \$127.6 million in the same period of 2018.

A significant amount of miscellaneous permits (such as roofing) have offset a lower valuation compared to last year. Miscellaneous permits for 2019 total 3,710 compared to 1,498 in 2018. Additionally, the valuation of these miscellaneous permits total \$37.7 million in 2018 compared to \$18.5 million in 2018.

BUILDING PERMITS ISSUED: NEW CONSTRUCTION



BUILDING PERMIT VALUATIONS



BUILDING PERMITS AND FEES

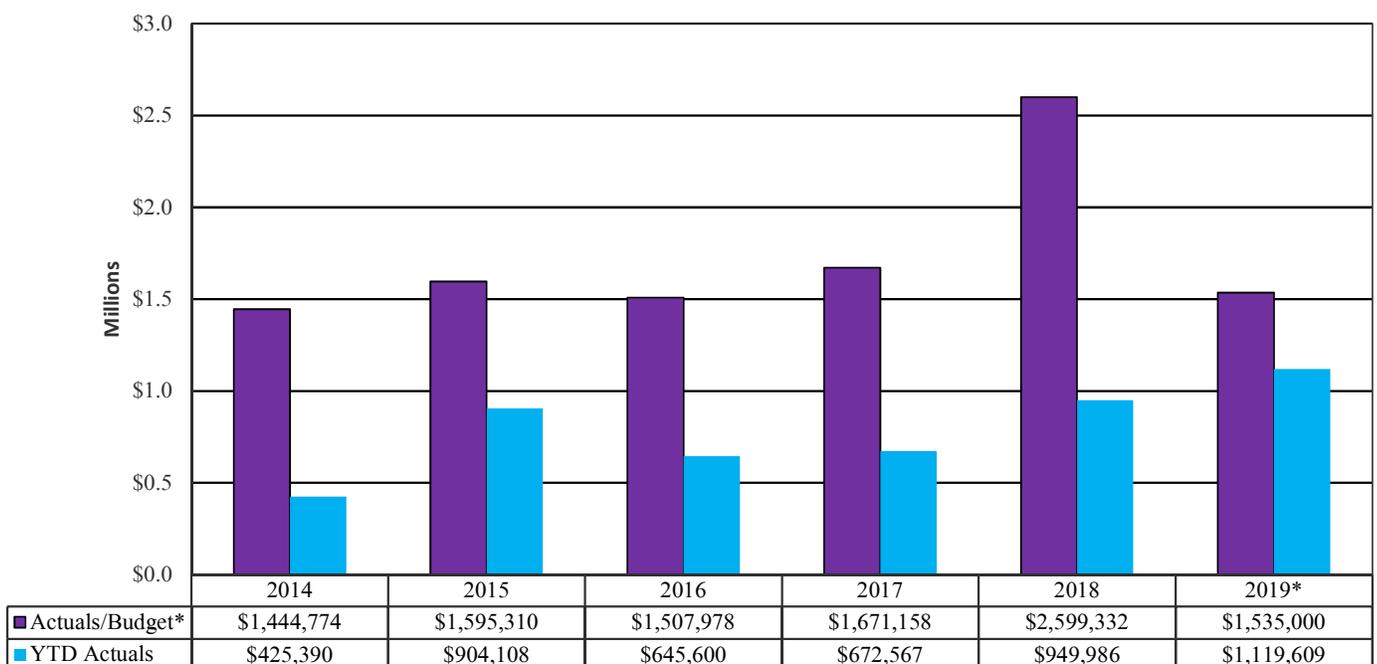
PLANNING FEES

Six months of building and planning permit fees have been collected on new commercial, industrial, and residential renovation and construction projects. Plan filing and check fee revenues have increased 4.3% (\$10,364) from 2018 to 2019.



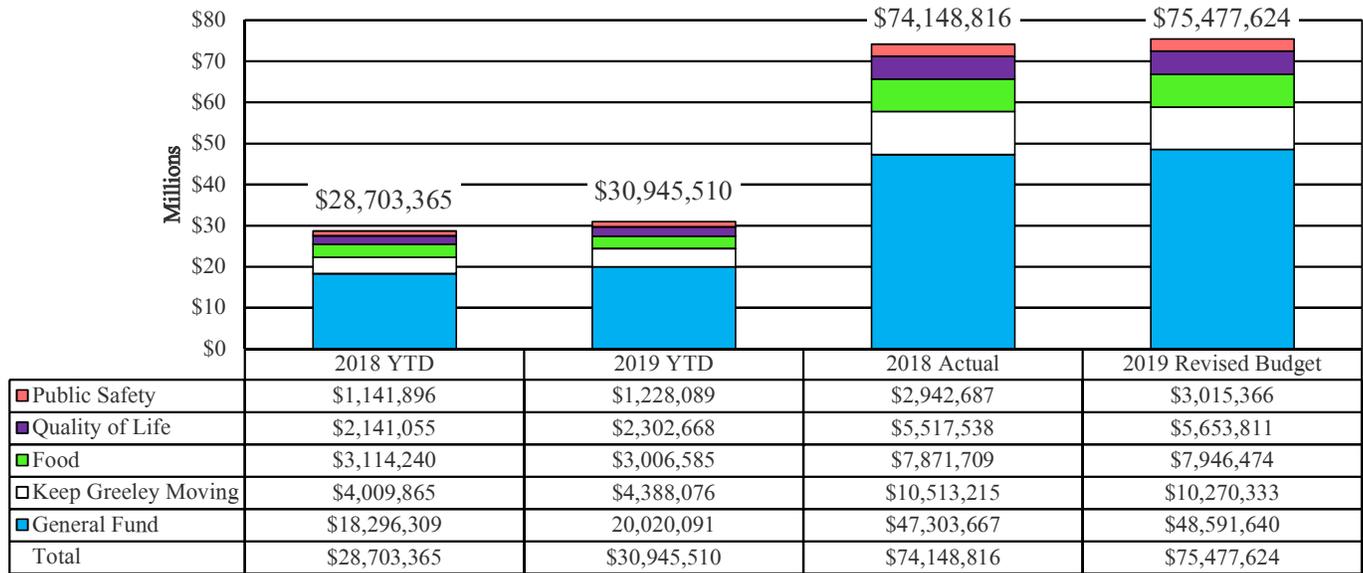
BUILDING PERMIT REVENUE

Six months of building permit revenues have been collected. During this time period revenues have increased at a rate of 17.9% (\$169,623) from the corresponding period from 2018. Some of the year to date increase has been caused by additional roof permits due to hail damage in the second half of 2018.



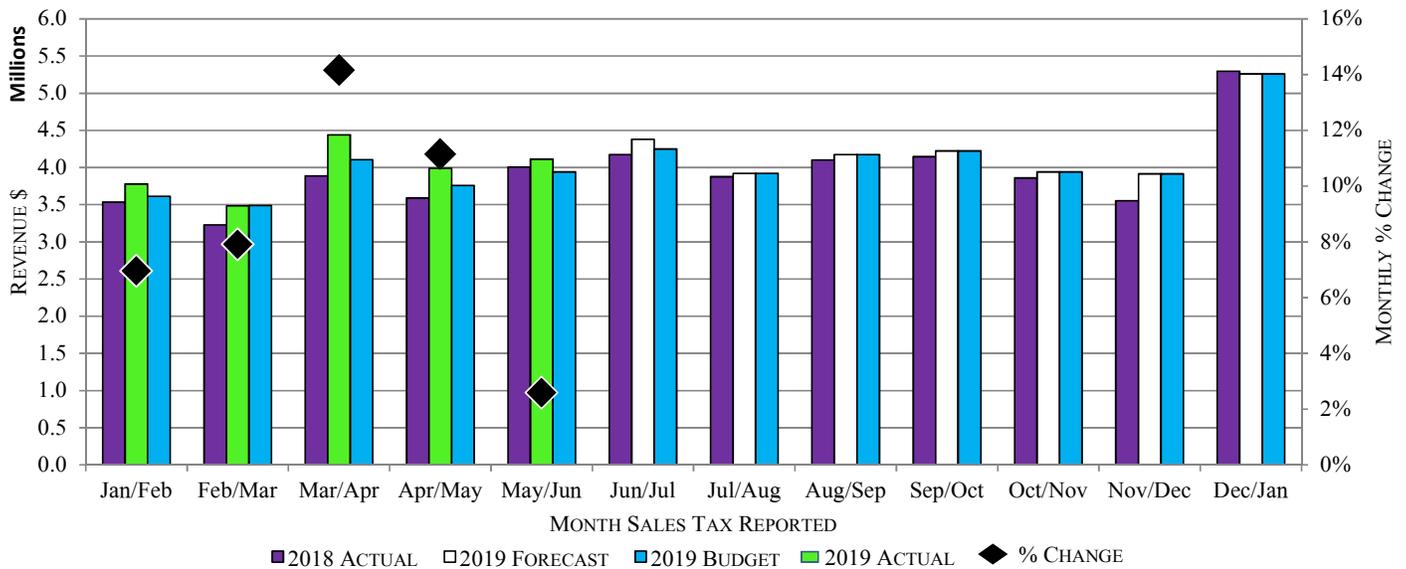
SALES TAX

The City collects sales tax on the retail sale of various goods and commodities at a rate of 4.11%; the State's sales tax rate is 2.9%. City sales tax revenue is distributed to the Public Safety Fund (0.16%), Quality of Life Fund (0.30%), General Fund (3.0%) and Keep Greeley Moving (0.65%).



The graph above illustrates the sales tax revenue distribution for five different funds before debt payments: General, Public Safety, Quality of Life, Food, and Keep Greeley Moving. Intergovernmental agreements with Evans and Windsor also affect fund distribution.

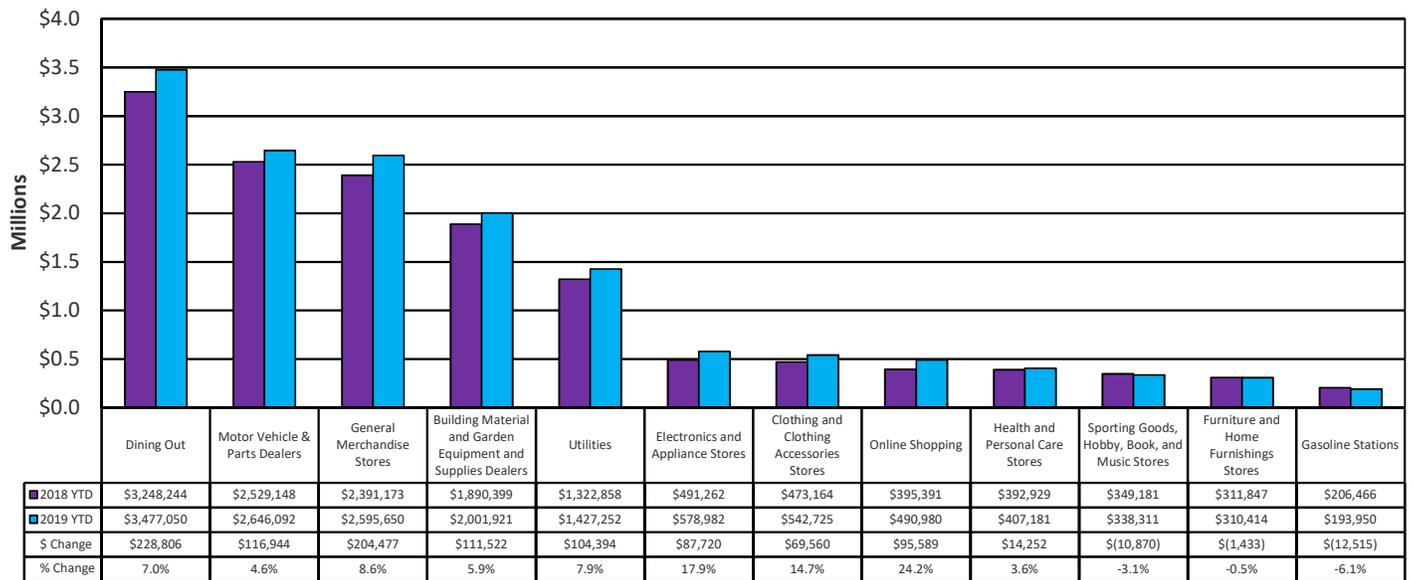
SALES TAX ONLY: GENERAL FUND SHARE (AFTER ADJUSTMENTS)



Sales tax revenues have been collected for five months in 2019. General Fund sales tax revenue is originally budgeted at 2.7% above 2018 revenue. The graph above is a summary of the General Fund share of sales tax by month and includes five months of 2019 actuals and a seven month forecast. The percentage change shows the change from the same month in the previous year. In June 2019, food tax revenues that were incorrectly reported as sales tax have been removed above to more accurately depict sales tax growth rates.

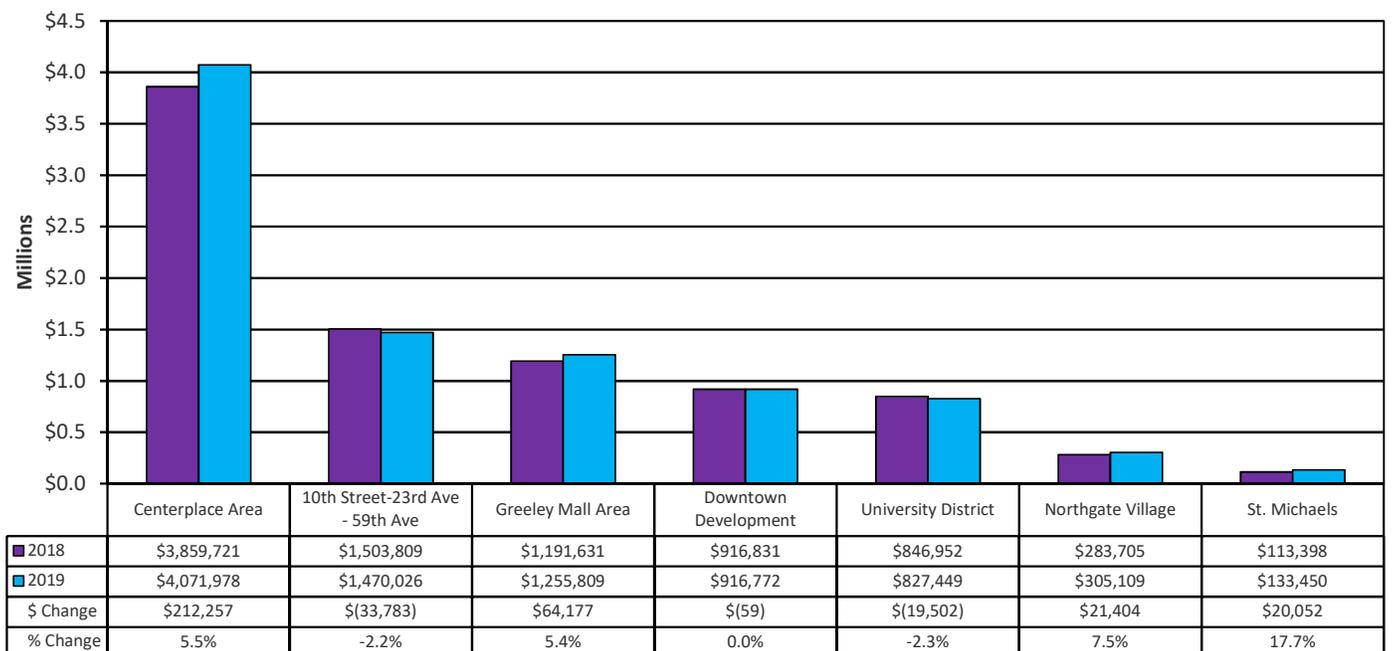
SALES TAX CONTINUED

The North American Industry Classification System (NAICS) is used to categorize sales tax revenue by industry. The graph below compares sales tax revenue by select industries for 2018 and 2019. Adjustments have been made below to account for late payments. Online Shopping experienced the largest percentage increase of 24.2% above 2018 totals, while Dining Out had the largest dollar increase of \$228,806.



RETAIL SALES TAX BY LOCATION

The graph below outlines retail sales by identified location, omitting grocery stores and auto dealers. Compared with the corresponding period in 2018 Centerplace showing the largest dollar increase (\$212,257) and St. Michaels showing the largest percentage increase (17.7%). The graph has been modified to account for late payments and adjustments to prior periods.

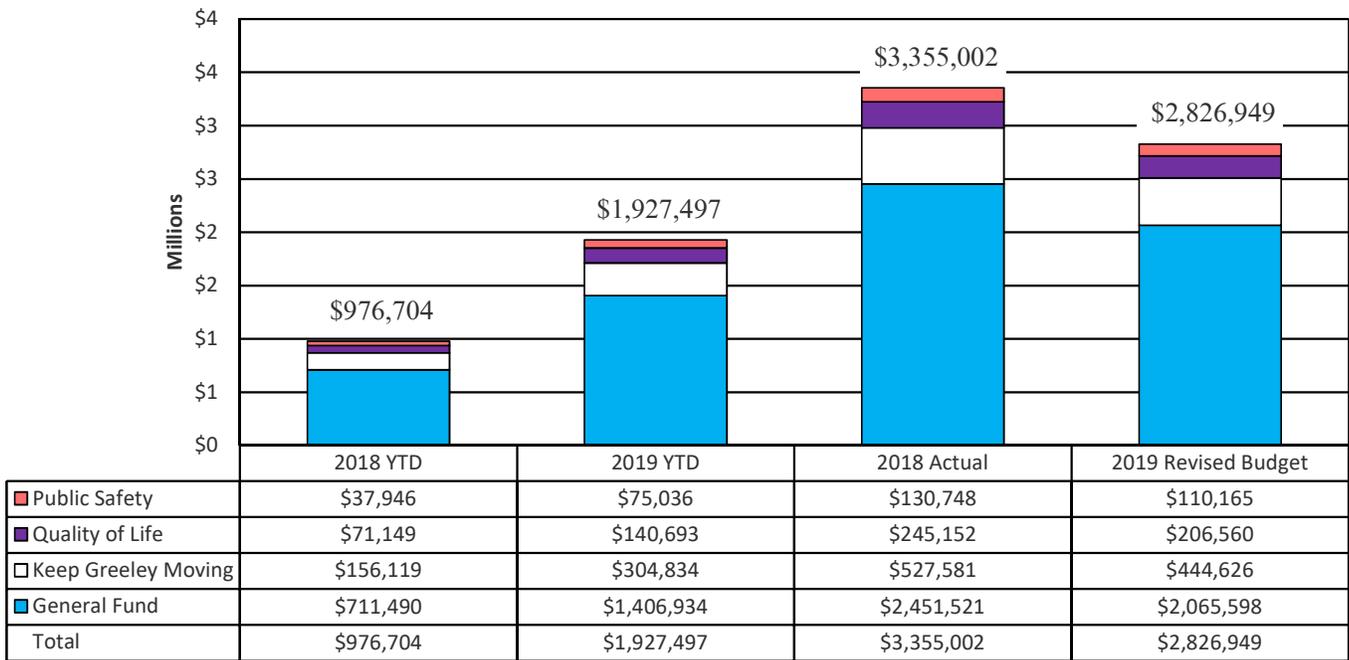


USE TAX

Use taxes are levied upon individuals using, storing, or consuming tangible personal property that has not been subject to sales tax. Three types of use taxes which include: general use, automobile use, and building use tax. Taxes from these sources provide revenue to the Public Safety Fund, Quality of Life Fund, Keep Greeley Moving, and General Fund.

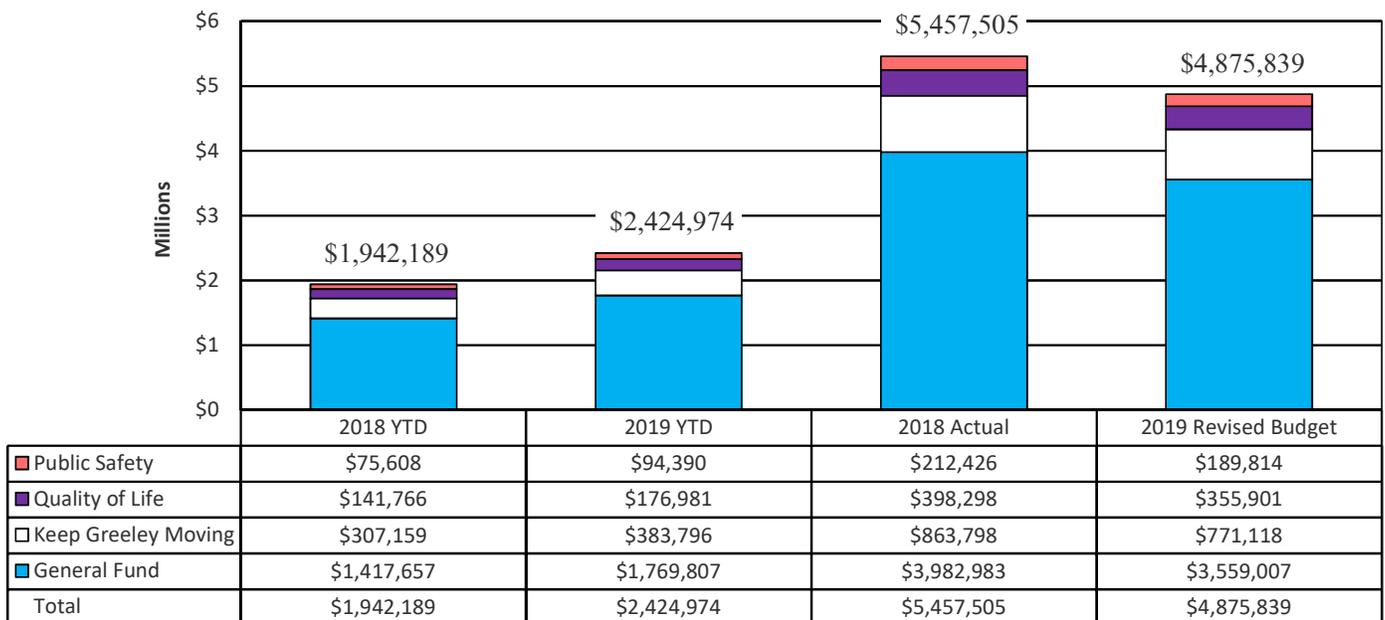
GENERAL USE TAX

The General Fund share of general use tax revenue has increased 97.7% (\$695,444) from 2018 to 2019. The majority of the increase in 2019 are from significant collections from oil and gas related industries.



AUTO USE TAX

The General Fund share of auto use tax revenue has increased 24.8% (\$352,151) from 2018 to 2019.



USE TAX CONTINUED

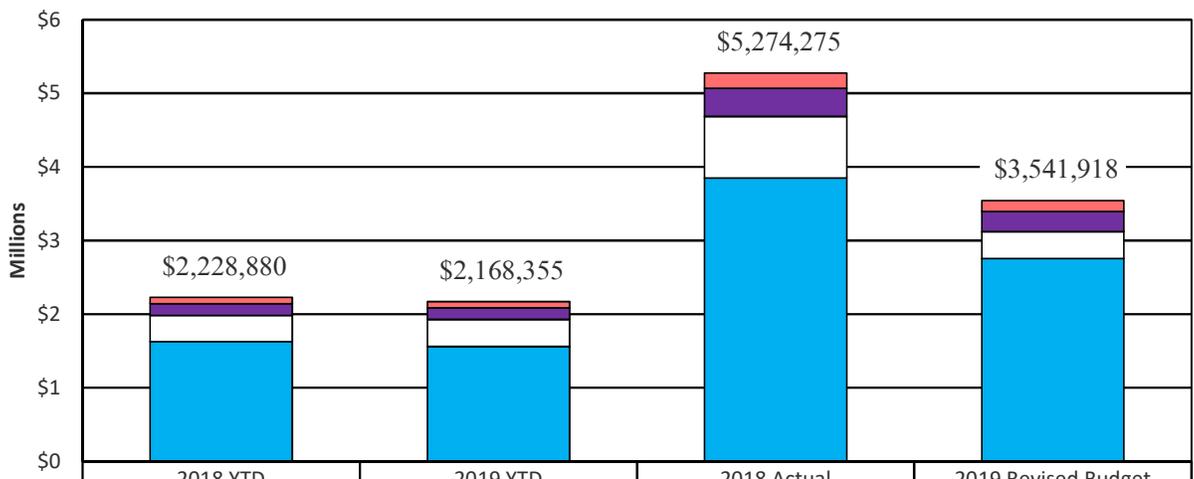
BUILDING USE TAX DEFINED

Building use tax includes the total actual cost of building materials associated with a project or permit. The revenue associated with building use tax is directly correlated to the number of permits and valuations as described in earlier sections (pg. 10).



BUILDING USE TAX

The decline in building valuations align with the decrease of -4.1% (-\$67,397) in building use tax as compared to the correlating period in 2018.

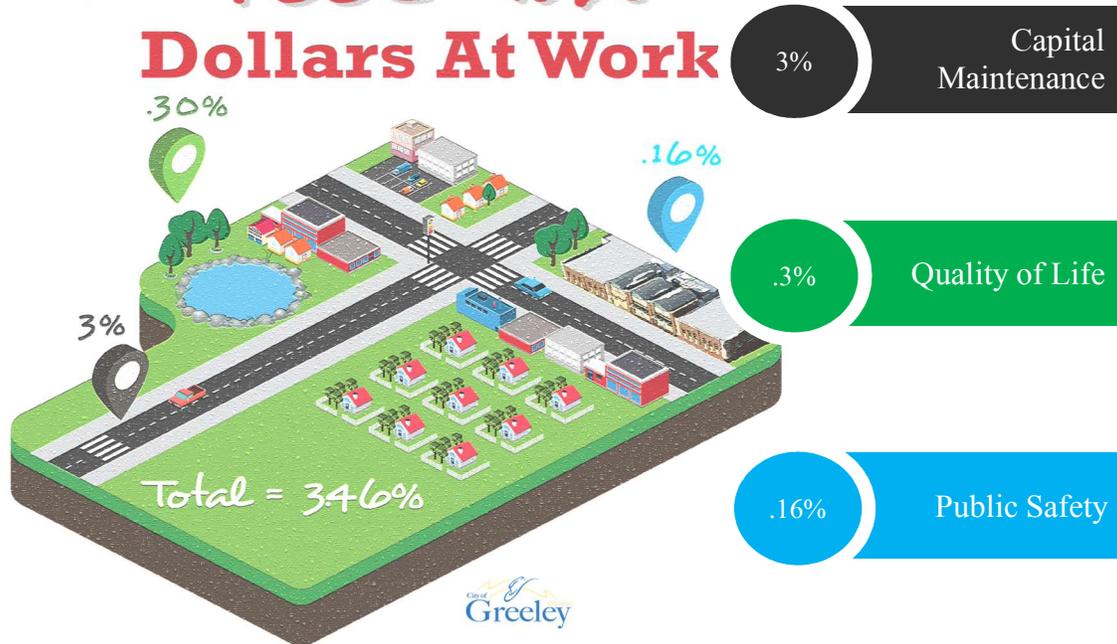


Category	2018 YTD	2019 YTD	2018 Actual	2019 Revised Budget
Public Safety	\$86,858	\$83,264	\$205,408	\$147,031
Quality of Life	\$162,859	\$156,119	\$385,140	\$275,684
Keep Greeley Moving	\$350,571	\$367,777	\$832,327	\$362,365
General Fund	\$1,628,592	\$1,561,195	\$3,851,400	\$2,756,838
Total	\$2,228,880	\$2,168,355	\$5,274,275	\$3,541,918

FOOD TAX

Your Food Tax

Dollars At Work



In 2015, the citizens of Greeley re-approved the 3.46% tax on food for home consumption (Food Tax Fund) for five years. 3% of these funds are used to finance a capital maintenance program for the repair of streets, buildings, parks, and other capital assets. The revenue cannot be used for municipal purposes. The remaining food tax percentage (0.46%) is distributed to the Quality of Life (0.30%) and Public Safety Funds (0.16%) as reapproved by voters in 2018 for twenty years.

Five months of food tax collection have been received. The Food Tax Fund totaled \$3,006,586 (37.8%) of the budgeted \$7,946,474. Food tax revenues are lower in 2019 due to several businesses reporting food tax as sales tax. Once these adjustments are completed in subsequent months, revenues are expected to be up over \$50,000 from last year and above the 2019 budget.

	YTD 2018 Actual	YTD 2019 Actual	2019 Revised Budget	% of 2019 Budget
Beginning Fund Balance	\$ 3,207,289	\$ 3,123,523	\$ 3,123,523	
Resources				
Sales Tax on Food	3,114,240	3,006,585	7,946,474	37.8%
Designated Revenue (0.16%)	27,983	54,901	200,000	27.5%
Other	123,182	98,588	23,107	426.7%
Total Resources	\$ 3,265,404	\$ 3,160,074	\$ 8,169,581	38.7%
Expenditures				
Capital Projects	2,884,620	3,309,774	10,131,149	32.7%
Total Expenditures	\$ 2,884,620	\$ 3,309,774	\$ 10,131,149	32.7%
Committed Fund Balance	\$ 3,517,630	\$ 922,534		
Ending Fund Balance	\$ 70,444	\$ 2,051,290	\$ 1,161,955	

QUALITY OF LIFE 0.30%

The 0.30% sales and use tax, grant funds, and park development impact fees are utilized to complete various projects, these funds are highlighted in the table below.

	YTD 2018 Actual	YTD 2019 Actual	2019 Revised Budget	% of 2019 Budget
Beginning Fund Balance	\$ 5,801,408	\$ 7,464,962	\$ 7,384,372	
Resources				
Sales and Use Tax	2,519,928	2,792,536	6,526,460	42.8%
From Parks Development	1,580,762	1,363,544	3,035,034	44.9%
Other	89,977	515,577	1,030,303	50.0%
Total Resources	\$ 4,190,666	\$ 4,671,658	\$ 10,591,797	44.1%
Expenditures				
Projects	1,261,157	1,893,992	13,975,957	13.6%
Maintenance	412,741	378,999	757,997	50.0%
Debt Service	1,029,896	1,031,104	2,780,005	37.1%
Total Expenditures	\$ 2,703,793	\$ 3,304,094	\$ 17,513,959	18.9%
Committed Fund Balance	\$ 1,156,863	\$ 2,539,036		
Ending Fund Balance	\$ 6,131,418	\$ 6,293,489	\$ 462,210	

PUBLIC SAFETY 0.16%

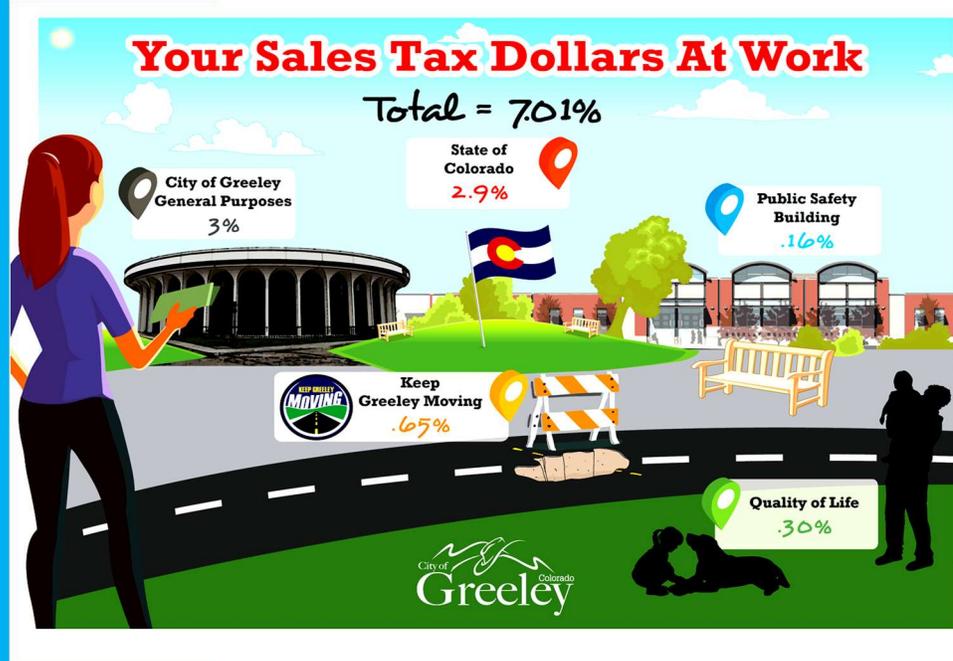
The table below highlights funds dedicated to the police facility, debt, equipment, and maintenance generated from the 0.16% tax.

Description	YTD 2018 Actual	YTD 2019 Actual	2019 Revised Budget	% of Budget
Beginning Fund Balance	\$ 3,264,331	\$ 4,586,255	\$ 4,586,255	
Resources				
Sales and Use Tax	1,343,669	1,489,359	3,480,777	42.8%
Total Resources	\$ 1,343,669	\$ 1,489,359	\$ 3,480,777	42.8%
Expenditures				
Maintenance	242,488	242,163	563,847	42.9%
Debt Service	723,438	720,625	1,729,500	41.7%
Total Expenditures	\$ 965,926	\$ 962,788	\$ 2,293,347	42.0%
Committed Fund Balance	\$ -	\$ 563,847		
Ending Fund Balance	\$ 3,642,074	\$ 5,112,826	\$ 5,773,685	



KEEP GREELEY MOVING

An additional sales tax rate of 0.65% was approved by voters during the last quarter of 2015 to fund street maintenance and improvements for seven years. The City is responsible for public concrete, sidewalk and gutter repairs during the seven-year life of the program. Additionally, this program will also make major improvements to twelve arterial and collector roads, repave eleven neighborhoods, and complete three street capacity projects.



2019 PROJECTS

- \$11.1 million for pavement overlay, seal coat, crack seal patching, and striping.
- \$2.2 million for the construction of handicap ramps and sidewalk access points at various locations throughout the city, concrete repair and cross-span replacement program, and the neighborhood concrete program.

	YTD 2018 Actual	YTD 2019 Actual	2019 Revised Budget	% of 2019 Budget
Beginning Fund Balance	\$ 3,008,258	\$ 2,436,244	\$ 2,436,244	
Resources				
Sales and Use Tax	4,823,714	5,444,483	11,848,442	46.0%
Transfer: Food Tax	1,400,000	1,350,000	2,700,000	50.0%
Other Revenues	34,103	76,212	36,844	206.9%
Total Resources	\$ 6,257,818	\$ 6,870,695	\$ 14,585,286	47.1%
Expenditures				
Projects	2,620,253	1,833,441	13,314,943	13.8%
Road Development	1,800,000	1,800,000	3,706,587	48.6%
Total Expenditures	\$ 4,420,253	\$ 3,633,441	\$ 17,021,530	21.3%
Committed Fund Balance	\$ 8,921,599	\$ 9,871,065		
Ending Fund Balance	\$ (4,075,777)	\$ (4,197,566)	\$ -	

Keep Greeley Moving sales and use tax revenue is currently 12.9% above 2018's year-to-date total.

WATER FUNDS

The Water Department provides clean water to the citizens and industries of Greeley. The department is responsible for 487.6 miles of distribution lines and 74.75 million gallons of treated water storage reservoirs providing over 8.45 billion gallons of water annually. Fund balance from bond proceeds of \$45 million in 2018 are being used to fund 2019 projects.

	YTD 2018 Actual	YTD 2019 Actual	2019 Revised Budget	% of 2019 Budget
Beginning Fund Balance	\$ 46,650,948	\$ 82,272,939	\$ 82,272,939	
Total Resources	\$ 20,607,861	\$ 17,284,659	\$ 105,167,554	16.4%
Expenditures				
Operating	\$ 8,448,363	\$ 10,330,880	\$ 32,468,091	31.8%
Water Rights Acquisition	872,080	1,009,455	12,600,638	8.0%
Capital	14,186,859	13,433,825	121,505,249	11.1%
Total Expenditures	\$ 23,507,302	\$ 24,774,160	\$ 166,573,978	14.9%

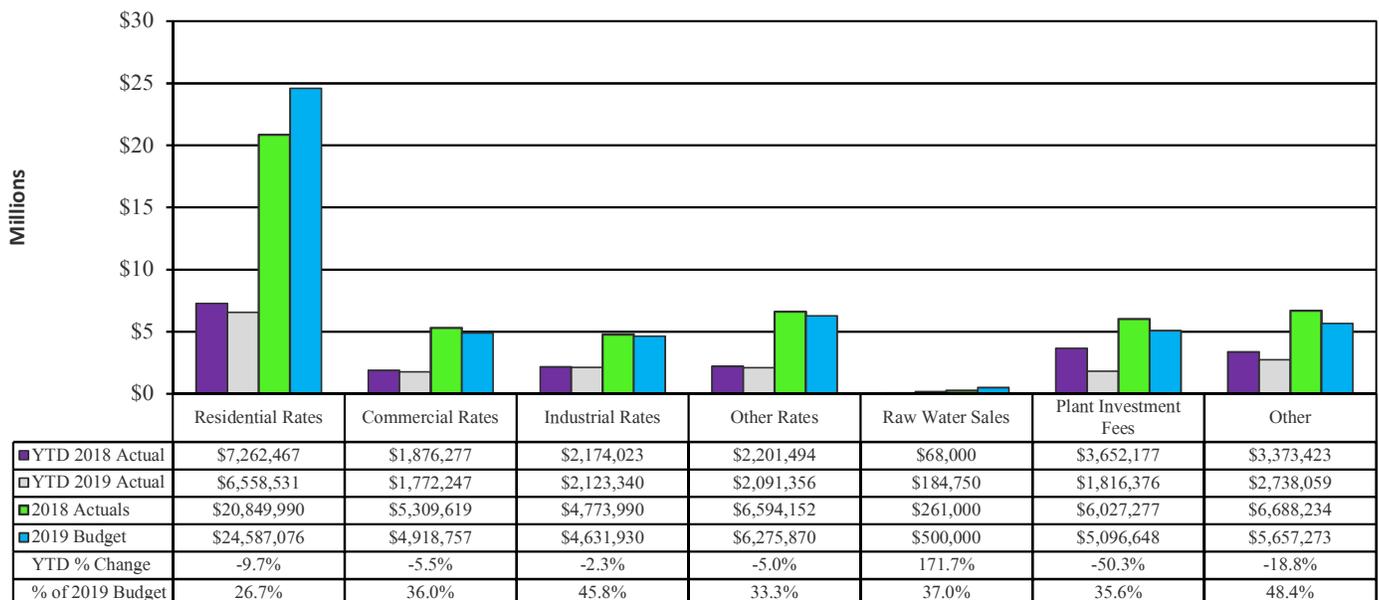
Committed Fund Balance	\$ 34,326,001	\$ 21,818,858		
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Ending Fund Balance	\$ 9,425,506	\$ 52,964,580	\$ 20,866,515	
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WATER REVENUES BY SOURCE

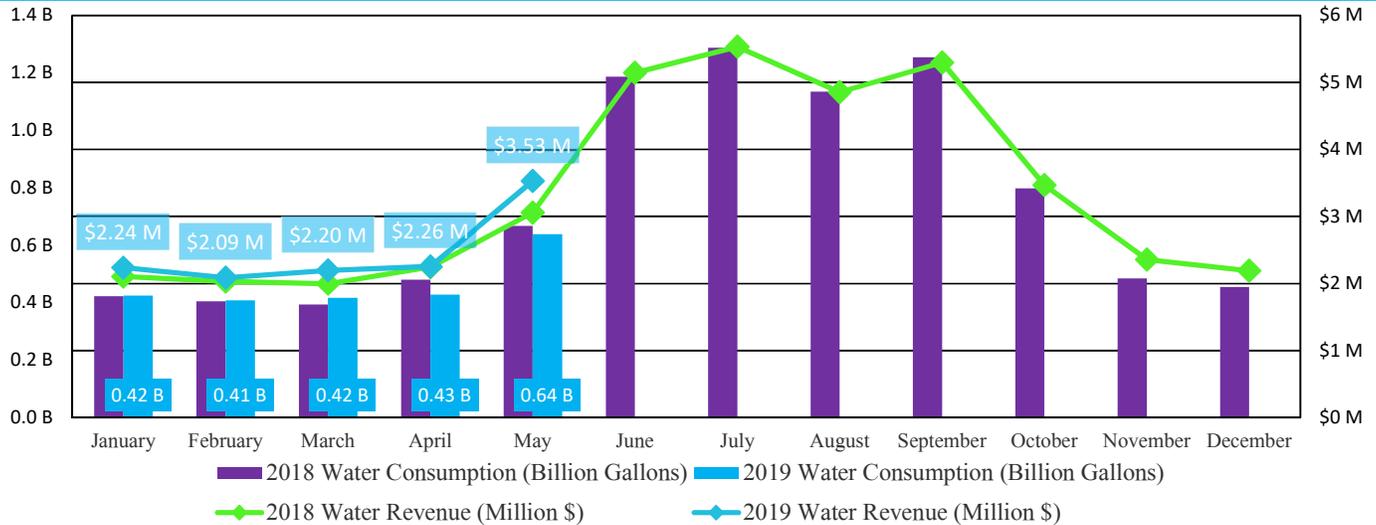
To date, total rate revenue has decreased -7.2% from 2018. The total rate revenue is budgeted to increase 17.9% in 2019. Water revenues for 2019 associated with residential, commercial, and industrial rates have moved -9.7%, -5.5%, and -2.3%, respectively, from 2018.



WATER FUNDS CONTINUED

WATER CONSUMPTION & REVENUE

Below is a graph illustrating and comparing trends in water consumption (Billion Gallons) and water revenue (Million \$) by month between 2018 and 2019 through May 2019.



WATER CAPITAL PROJECTS

As mentioned earlier, water expenditures are expected to exceed revenues as fund balance is used to fund capital projects.

2019 BUDGETED CAPITAL EXPENDITURES OVER ONE MILLION DOLLARS INCLUDE:

- \$53.5 Million (+\$0.3 Million Future Funding) for Windy Gap Firming
- \$13.6 Million (+\$0.9 Million Future Funding) for Bellvue Treatment Train Replacement
- \$9.1 Million (+\$4.9 Million Future Funding) for Milton Seaman Permitting
- \$5.9 Million (+8.3 Million Future Funding) for Boyd Water Treatment Plant Process Improvements
- \$3.6 Million for Colorado Department of Transportation (CDOT) I-25 Transmission Line Relocation
- \$3.5 Million (+7.0 Million Future Funding) for Transmission System Rehabilitation
- \$3.3 Million for Boomerang Golf Course Water Efficiency Improvements
- \$2.7 Million for Disinfection Outreach and Verification
- \$1.8 Million (+3.6 Million Future Funding) for Distribution Pipeline Replacement

2019 Water Projects over \$1 million					
Quarter	Beginning Allocated Funds	Budget	Actual Expenditures	Variance From Budget	Ending Allocated Funds
Q1	\$ 96,923,356	\$ 3,206,496	\$ 3,560,236	\$ 353,740	
Q2		6,825,000	5,927,389	(897,611)	
Q3		5,650,000	-	(5,650,000)	
Q4		4,279,554	-	(4,279,554)	76,962,306
Total		\$ 19,961,050	\$ 9,487,625	\$ (10,473,425)	
Project Savings		-			
Planned Next Year Expenditures		\$ 70,850,704			

SEWER FUNDS

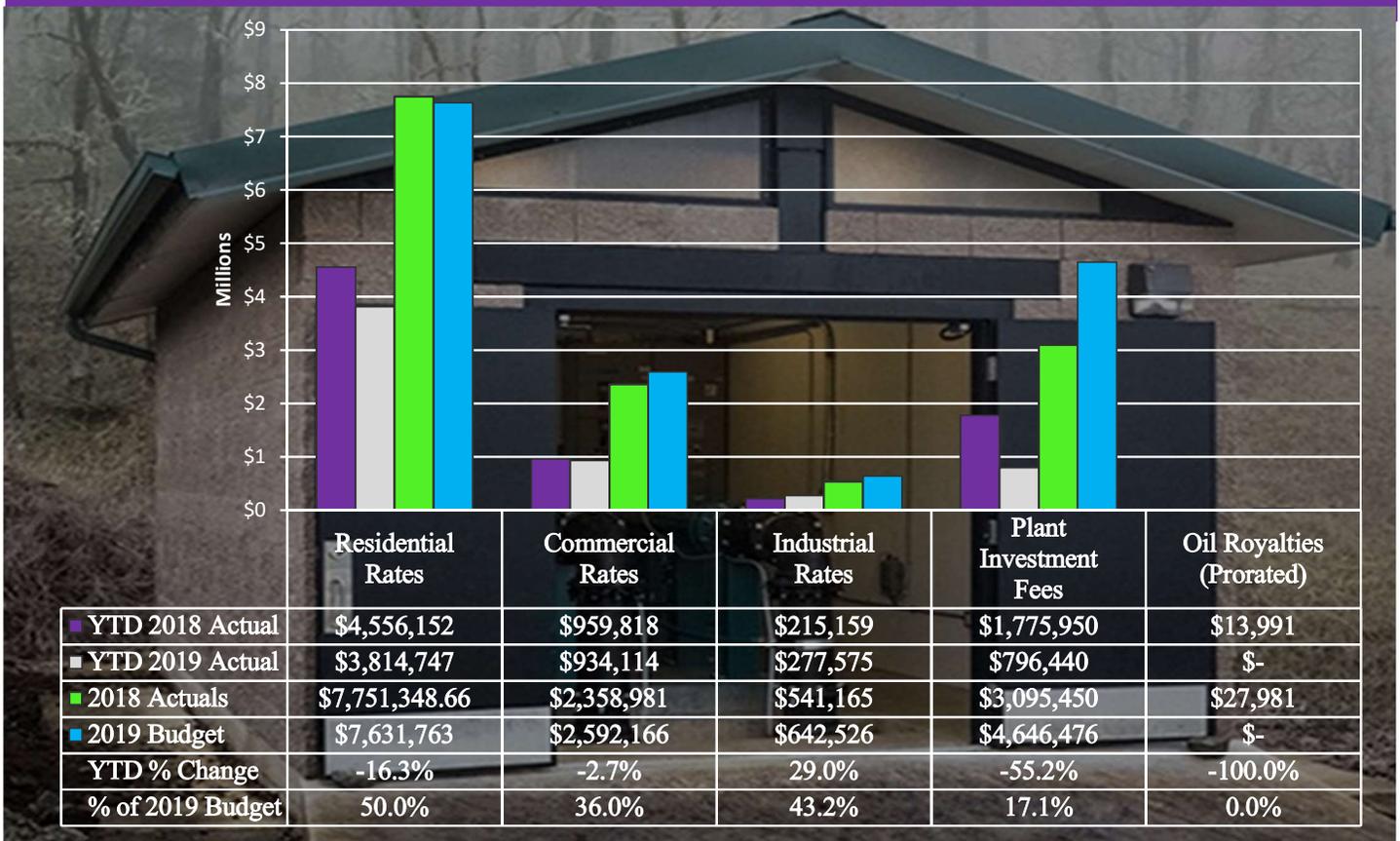
The Sewer Department collects and treats wastewater from Greeley's residences and businesses. 364.8 miles of line and 10 sewage pumping stations are operated and maintained by the department in order to perform these critical services. The City's plant capacity can handle 14.7 million gallons per day.

	YTD 2018 Actual	YTD 2019 Actual	2019 Revised Budget	% of 2019 Budget
Beginning Fund Balance	\$ 14,272,319	\$ 27,451,240	\$ 27,451,240	
Total Resources	\$ 7,521,069	\$ 5,822,876	\$ 15,512,931	37.5%
Expenditures				
Operating	\$ 3,363,746	\$ 3,494,629	\$ 8,329,868	42.0%
Capital	1,570,150	3,726,255	20,473,885	18.2%
Total Expenditures	\$ 4,933,896	\$ 7,220,884	\$ 28,803,753	25.1%
Committed Fund Balance	\$ 4,873,963	\$ 5,834,874		
Ending Fund Balance	\$ 11,985,529	\$ 20,218,358	\$ 14,160,418	

To date, total sewer rate revenue in 2019 has decreased -12.3% as compared to 2018. Total rate revenue was budgeted to increase 2.0% this year. Fund balance from bond proceeds of \$12 million in 2018 are being used to fund projects in 2019.

SEWER REVENUES BY SOURCE

Residential, commercial, and industrial sewer revenues have moved -16.3%, -2.7%, and 29.0%, respectively, from 2018 to 2019.



SEWER FUNDS CONTINUED

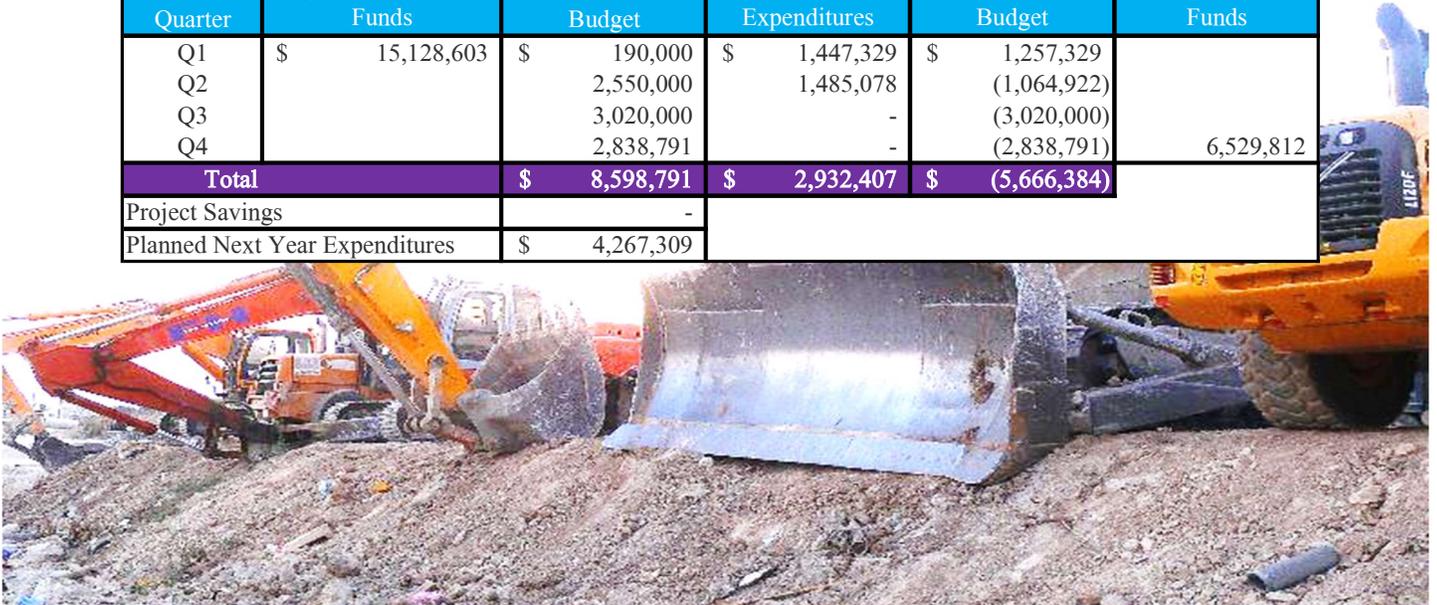
SEWER FLOW RATE



2019 SEWER PROJECTS EXCEEDING ONE MILLION DOLLARS INCLUDE:

- \$5.7 Million (+20.2 Million Future Funding) for Nitrification Project Phase 2
- \$2.6 Million (+45 Thousand Future Funding) for North Greeley Sewer Phase 2A
- \$2.0 Million for Aschroft Draw Sewer Phase 2
- \$1.8 Million (+40 Thousand Future Funding) for Water Pollution Control Facility (WPCF) Supervisory Control & Data Acquisition (SCADA) System Upgrade
- \$1.6 Million for Water Pollution Control Facility (WPCF) Blower Replacement Project
- \$1.4 Million for 7th Avenue Sanitary Sewer Improvements

2019 Sewer Projects Over \$1 Million					
Quarter	Beginning Allocated Funds	Budget	Actual Expenditures	Variance From Budget	Ending Allocated Funds
Q1	\$ 15,128,603	\$ 190,000	\$ 1,447,329	\$ 1,257,329	
Q2		2,550,000	1,485,078	(1,064,922)	
Q3		3,020,000	-	(3,020,000)	
Q4		2,838,791	-	(2,838,791)	6,529,812
Total		\$ 8,598,791	\$ 2,932,407	\$ (5,666,384)	
Project Savings			-		
Planned Next Year Expenditures		\$ 4,267,309			



STORMWATER FUNDS



THE STORMWATER DIVISION IS RESPONSIBLE FOR:

- Developing a Capital Improvement Program for Stormwater facilities.
- Monitoring and creating maintenance plans for the existing system.
- Developing City drainage standards.
- Reviewing flood impact issues.
- Regulating illicit discharges.
- Managing the City's Stormwater National Pollution Discharge Elimination System (NPDES) permit.

2019 CAPITAL PROJECTS EXCEEDING ONE MILLION DOLLARS INCLUDE:

- \$2.4 Million for 7th Avenue Storm Drain
- \$4.9 Million (+0.4 Million Future Funding) for 27th Avenue Storm Drain Improvements 17th Street to Poudre River

The table below compiles stormwater projects exceeding \$1 Million showing current expenditures compared to budget.

2019 Stormwater Projects Over \$1 Million					
Quarter	Beginning Allocated Funds	Budget	Actual Expenditures	Variance From Budget	Ending Allocated Funds
Q1	\$ 7,304,363	\$ 824,706	\$ 1,963,130	\$ 1,138,424	
Q2		1,769,724	1,936,227	166,503	
Q3		3,107,626	-	(3,107,626)	
Q4		1,602,307	-	(1,602,307)	-
Total		\$ 7,304,363	\$ 3,899,357	\$ (3,405,006)	
Project Savings		-			
Planned Next Year Expenditures		\$ -			

STORMWATER REVENUES BY SOURCE

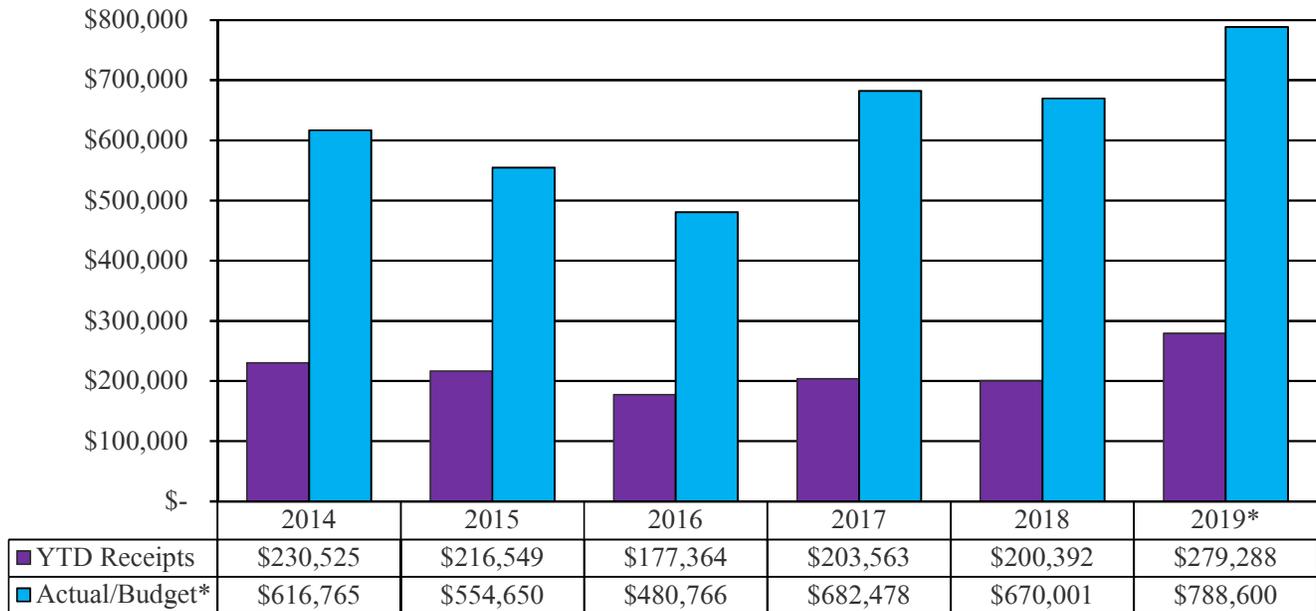
A brief summary of Stormwater revenue and expenditures is shown below. 2019 rate revenues are closely correlating with 2018 YTD amounts. Stormwater rate revenue for 2019 is budgeted at 0.8% over 2018 actual revenues. 2019 expenditures are budgeted to exceed revenues by \$6.6 million as Stormwater fund balance is used, with \$2.8 million of fund balance used year to date. To date, 41.0% of the expenditure budget has been spent.

	YTD 2018 Actual	YTD 2019 Actual	2019 Revised Budget	% of 2019 Budget
Beginning Fund Balance	\$ 9,761,285	\$ 8,069,434	\$ 8,069,434	
Resources				
Rates	\$ 2,758,106	\$ 2,896,972	\$ 6,584,459	44.0%
Impact Fees	204,565	(106,367)	396,930	-26.8%
Total Resources	\$ 2,962,671	\$ 2,790,605	\$ 6,981,389	40.0%
Expenditures				
Operating	\$ 1,526,638	\$ 1,530,406	\$ 3,584,807	42.7%
Capital	2,440,146	4,021,660	9,952,695	40.4%
Total Expenditures	\$ 3,966,784	\$ 5,552,066	\$ 13,537,502	41.0%
Committed Fund Balance	\$ 1,973,125	\$ 3,285,742		
Ending Fund Balance	\$ 6,784,047	\$ 2,022,231	\$ 1,513,321	

LODGING TAX

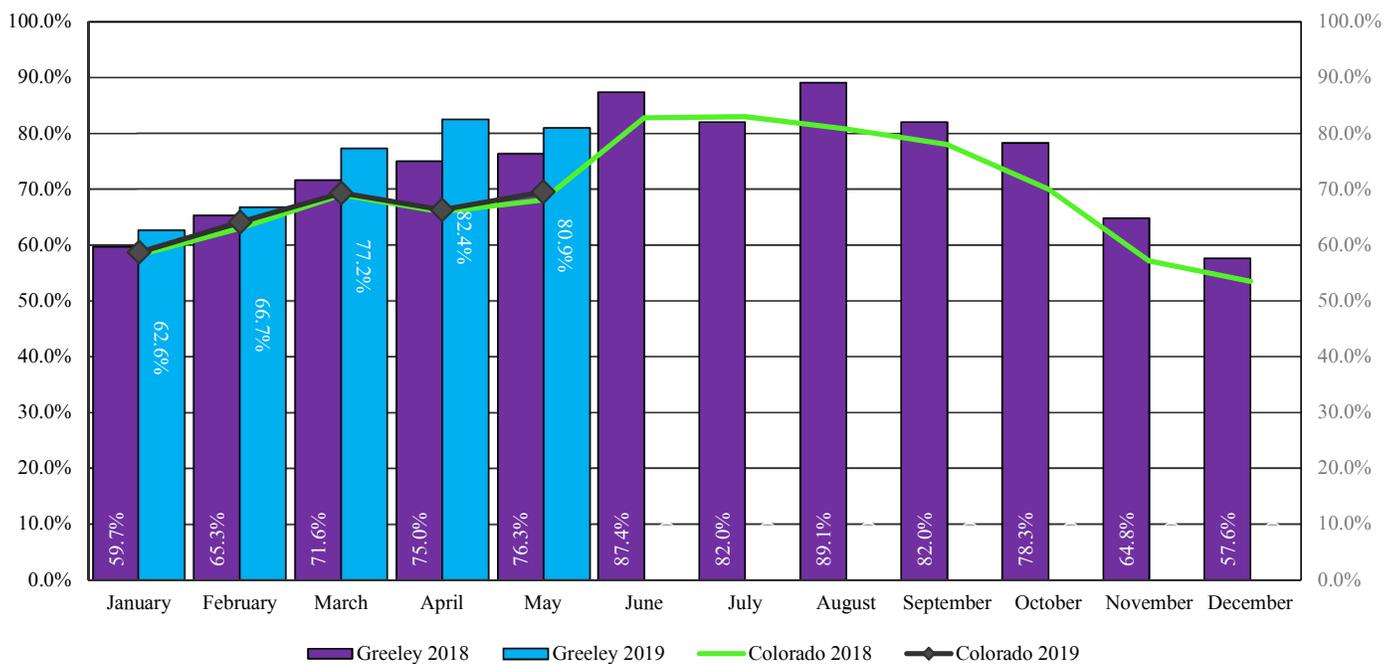
The Convention and Visitors Fund is supported by a 3% lodging tax and is utilized to support convention and visitor activities. For rooms rented through June, revenues increased 39.4% (\$78,896) from the corresponding 2018 period. A portion of the increase is due to a timing variance in monthly collections. This variation should be reconciled in the coming months.

LODGING TAX REVENUES



CITY AND STATE LODGING OCCUPANCY

In May of 2019 Greeley continued to exceed the state occupancy rate of 69.5% with an occupancy rate equating to 80.9%. The average daily rate for Greeley in May is currently \$142.94 compared to \$107.73 for the state.

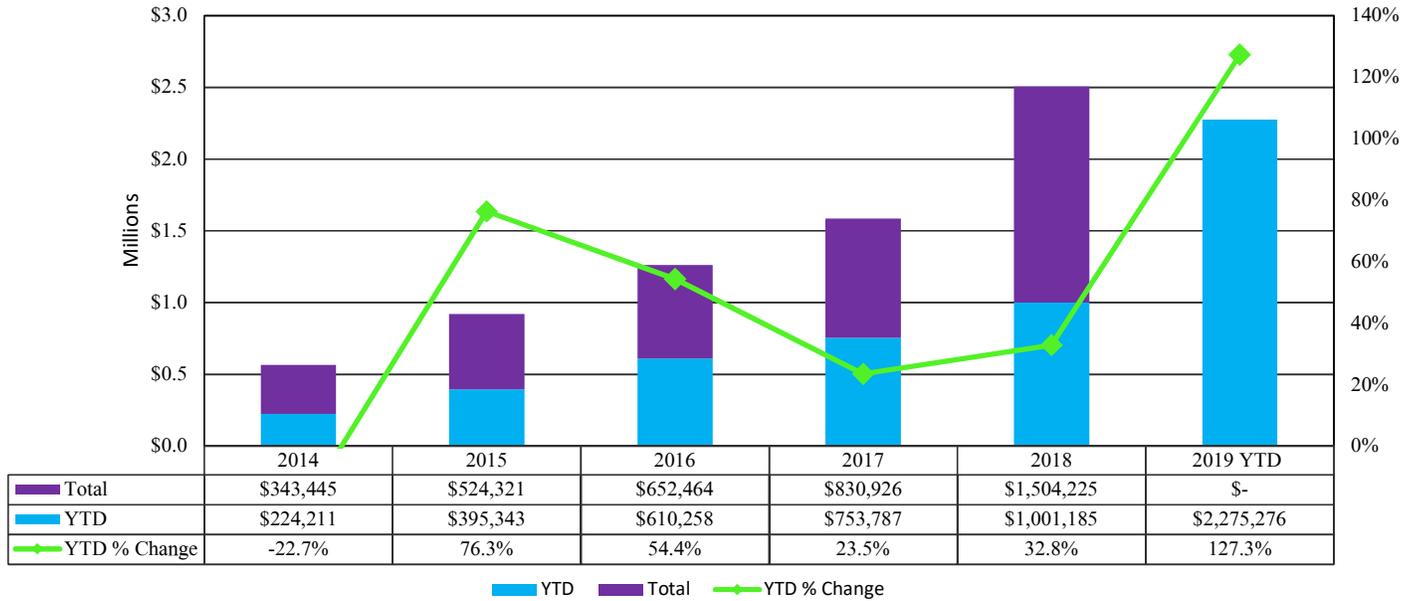


INVESTMENTS

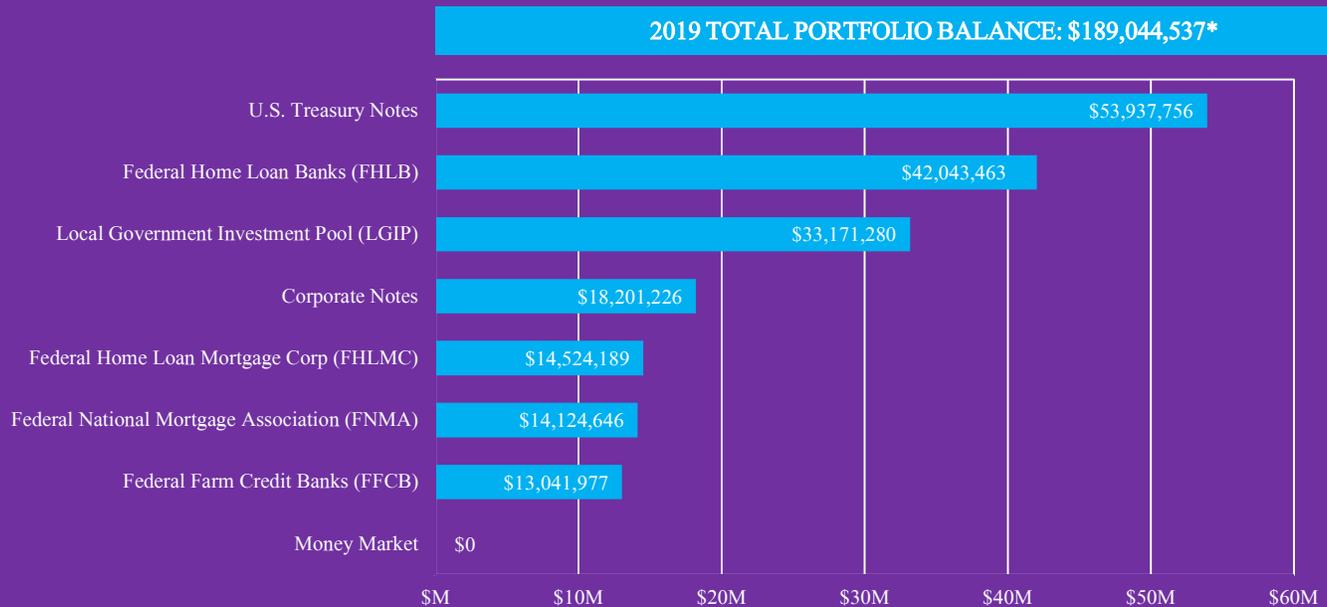
THE CITY OF GREELEY'S INVESTMENT OBJECTIVES INCLUDE:

- The preservation of capital and protection of investment principal.
- Achieving a market value rate of return.
- Maintaining sufficient liquidity to meet immediate and short-term obligations.
- Minimizing risk through asset diversification.

INVESTMENT EARNINGS (JUNE 30, 2019)



PORTFOLIO ALLOCATION (MAY 31, 2019)



•Portfolio Market Indicators as of May 31, 2019:

- Portfolio Weighted Average Maturity: 1.19 years
- Portfolio Short Term Market Yield: 2.53%, Market Comparable (90 Day Treasury Rate): 2.35%
- Portfolio Long Term Market Yield: 2.23%, Market Comparable (0-3 Year Treasury Rate): 2.09%

*2018 Portfolio Balance: \$146,754,389

GREELEY CITY COUNCIL

MAYOR JOHN GATES

WARD I: JON SMAIL

WARD II: BRETT PAYTON

WARD III: MICHAEL FITZSIMMONS

WARD IV: DALE HALL

AT LARGE: STACY SUNIGA

AT LARGE: ROBB CASSEDAY



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