

2019

January through September

Ramseier Park

2828 C St, Greeley, CO 80631



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

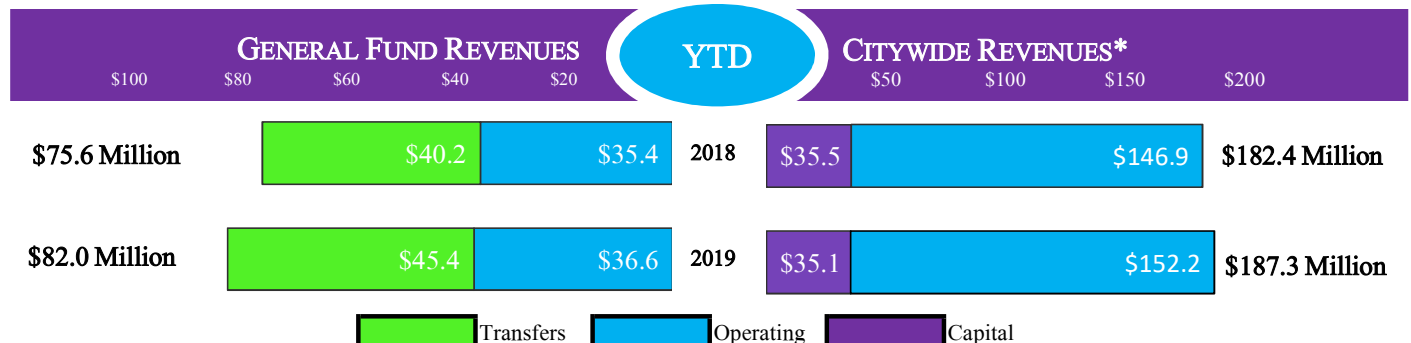
YTD 2018 VS
2019

2019 Budget
Variance

Sales Tax	▲	7.9%	▲	5.2%
Food Tax.....	▼	-0.8%	▼	-1.7%
Building Use	▲	6.8%	▲	39.6%
General Fund Revenues.....	▲	8.5%	▲	12.0%
*Total Operating Revenues.....	▲	3.6%	▲	27.3%
General Fund Expenditures.....	▲	4.2%	▼	-13.5%
*Total Operating Expenditures....	▲	8.1%	▼	-4.1%

Quarterly & Year-To-Date Comparisons

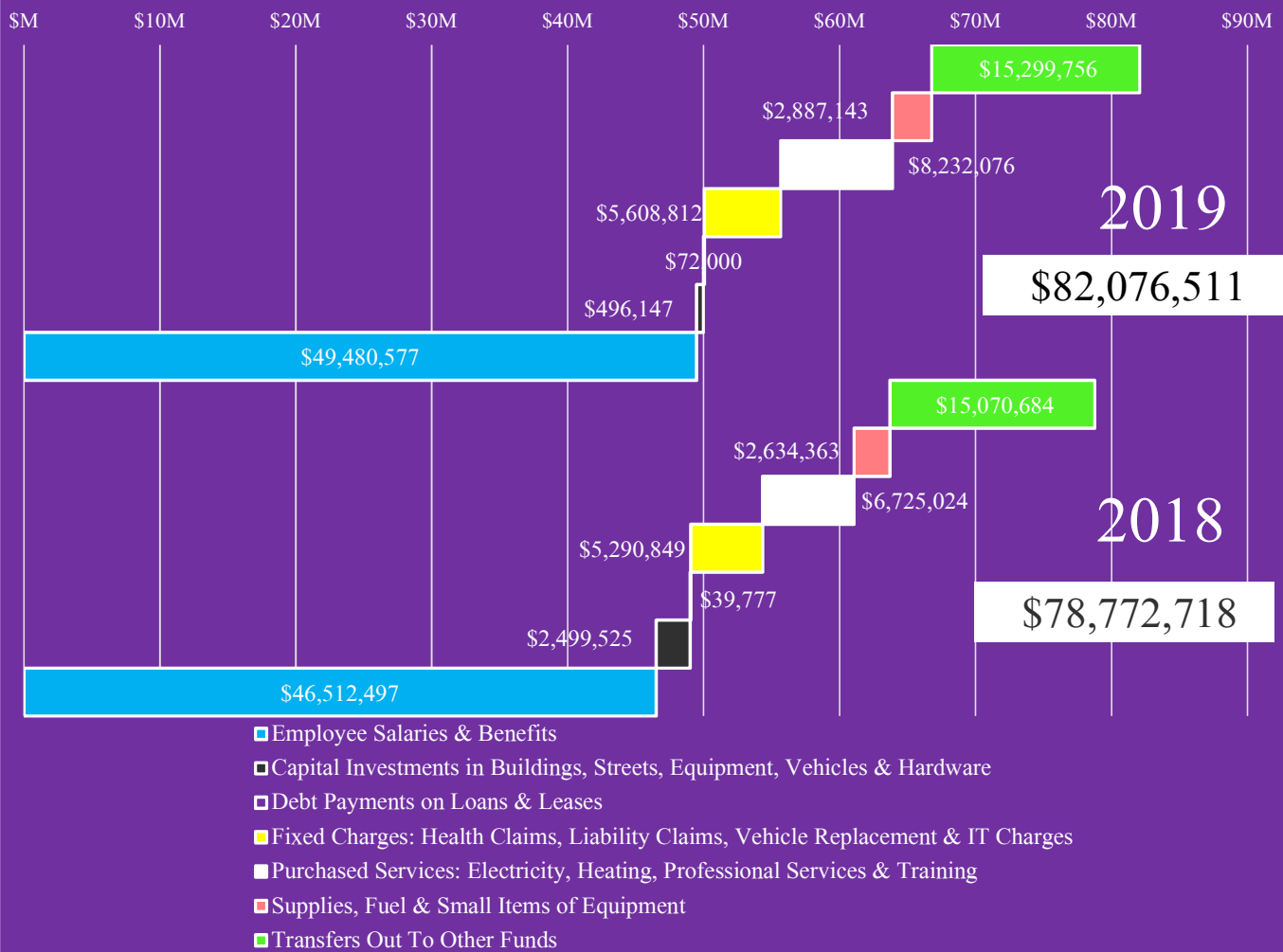
	Quarter 3 - 2018	Quarter 3 - 2019	Variance	YTD 2018*	YTD 2019*	Variance
General Fund Revenues	\$28,531,030	\$32,642,939	▲ 14.4%	\$75,564,769	\$81,965,886	▲ 8.5%
General Fund Expenses	\$24,734,933	\$25,716,856	▲ 4.0%	\$78,772,718	\$82,076,511	▲ 4.2%
Total Revenues*	\$68,618,725	\$78,517,065	▲ 14.4%	\$182,370,161	\$187,290,138	▲ 2.7%
Total Expenditures*	\$87,998,824	\$87,453,806	▼ -0.6%	\$195,313,724	\$194,706,720	▼ -0.3%



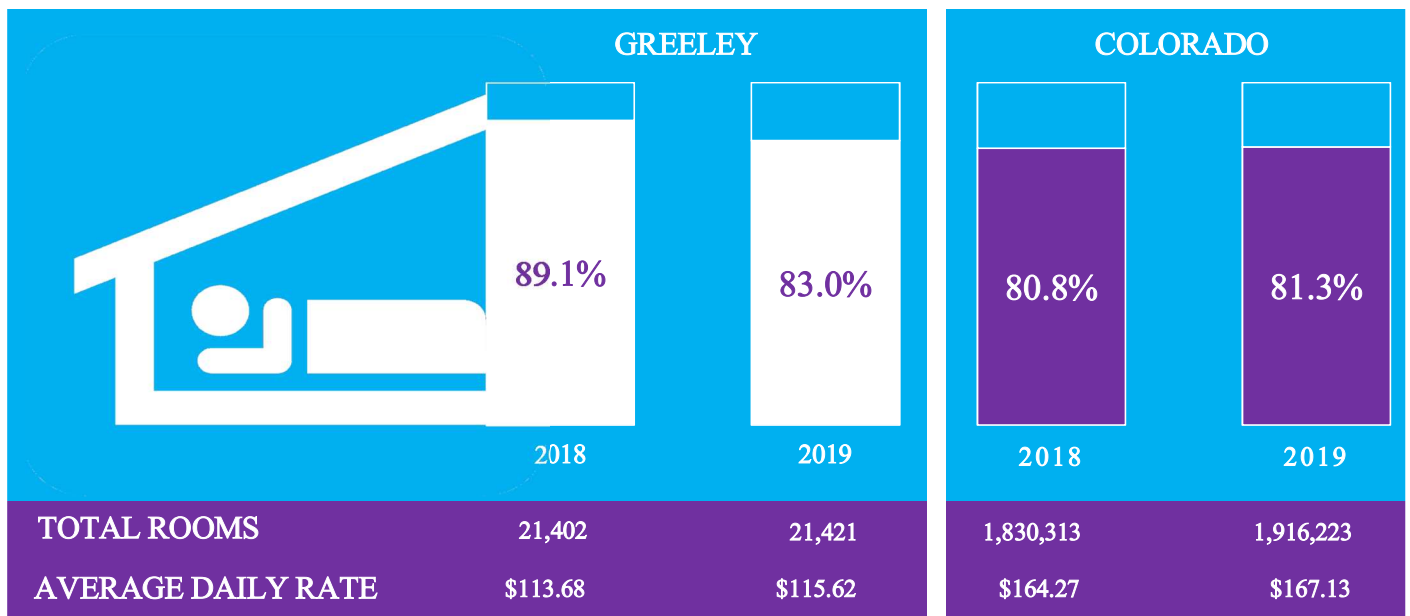
*Total revenues and expenditures exclude transfers between funds

HIGHLIGHTS CONTINUED

GENERAL FUND EXPENDITURES: YEAR-TO-DATE



LODGING OCCUPANCY MONTH OF AUGUST



HIGHLIGHTS CONTINUED

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.

YEAR-TO-DATE TAX REVENUE



SALES TAX

Eight 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 \$33.0 million (49.8%) 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 7.9% (\$2.4 million) from the correlating period in 2018.

USE TAXES

Eight months of auto and general use taxes and nine months of building use tax have been received comprising 8.1% (\$8.4 million) of the General Fund revenue budget for 2019. General use tax revenue has increased 95.0% (\$1.2 million) as compared to 2018. The City levies a building use tax upon issuing a new building permit. Building use tax revenue has increased 6.7% (\$159,045) from 2018. Auto use tax revenue has increased 9.1% (\$227,235) from 2018.

FOOD TAX

Eight 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 -0.8% (-\$37,439), and the City has collected \$4.9 million (62.1%) of the 2019 revised budget estimate of \$7.9 million.

PROPERTY TAX

Eight months of property taxes have been received with total year to date collections equating to \$11.6 million. Total collections for 2019 have exceed 2018 by 3.0% (\$335,478).



WATER & SEWER STATS*

	2018 YTD	2019 YTD	Variance YTD
Water Consumption (Million Gallons)	5,980	5,631	▼ (349)
Water Revenue (\$)	\$27.0 Million	\$27.9 Million	▲ \$939,539
Sewer Flow (Million Gallons)	2,077	1,995	▼ -83

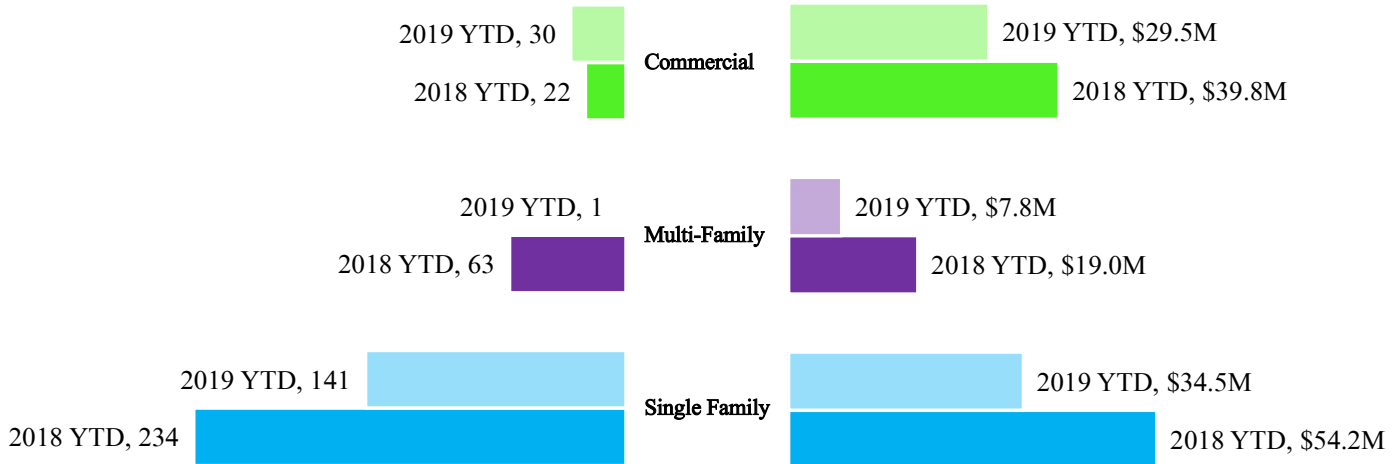
*Water Reporting as of August 31, 2019; Sewer Reporting as of September 30, 2019

HIGHLIGHTS CONTINUED

NEW CONSTRUCTION BUILDING PERMITS: As of September 30, 2019, new single family, multi-family and commercial building permit valuations have totaled \$71.8 million, compared to \$112.9 million in 2018, a -36.4% decrease. This year 30 new commercial construction permits have been issued totaling \$29.5 million in valuation, compared to 22 permits in the correlating period from 2018 with a valuation of \$39.8 million.

YEAR-TO-DATE NEW BUILDING PERMITS

YEAR-TO-DATE NEW BUILDING VALUATION

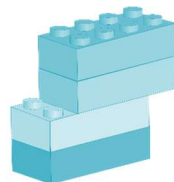


SALES TAX

TOP 3 SALES TAX REVENUE SOURCES (\$)

		2018 YTD	2019 YTD	\$ VARIANCE	% VARIANCE
Dining Out		\$5,317,282	\$5,650,311	\$333,029	▲ 6.3%
Motor Vehicle & Parts Dealers		\$4,393,860	\$4,360,382	\$(33,478)	▼ -0.8%
General Merchandise Stores		\$4,009,556	\$4,300,963	\$291,407	▲ 7.3%

YEAR-OVER-YEAR COMPARISONS



Building
Permits &
Fees



Franchise
Fees &
Telephone
Tax



Investment
Interest



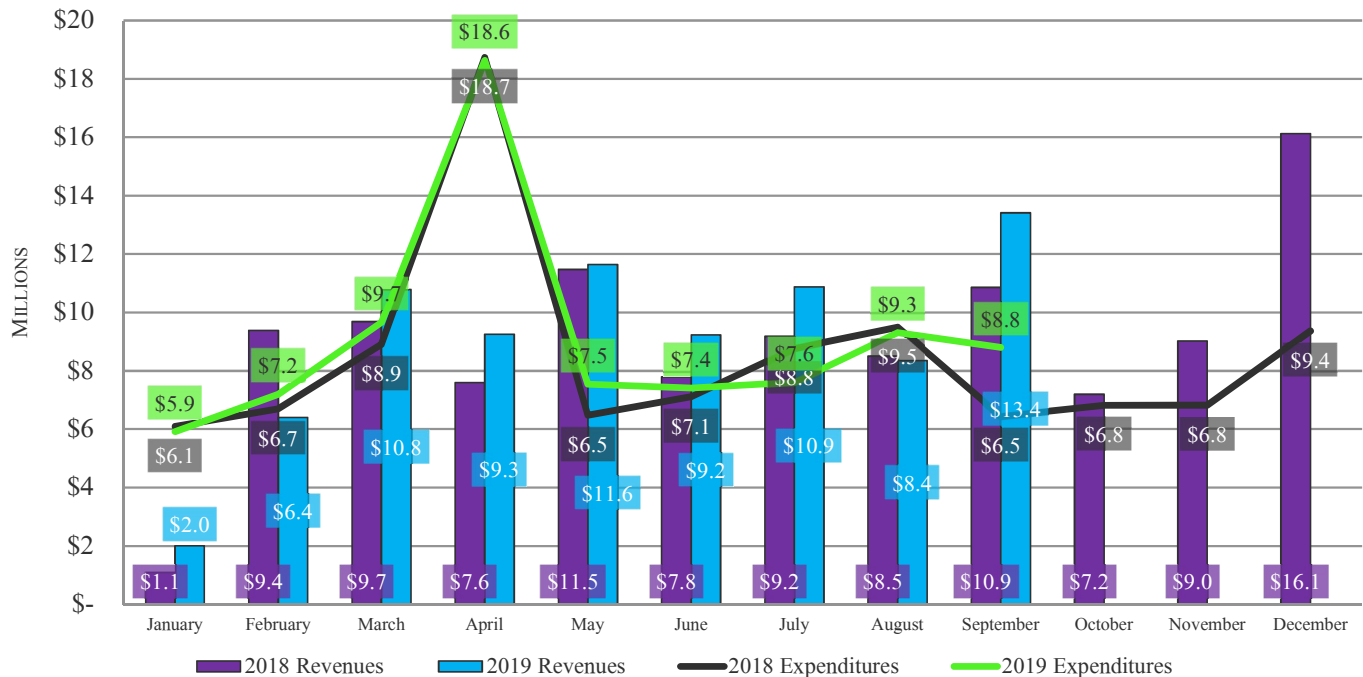
Lodging

2018 Year-To-Date	\$2,063,871	\$2,973,032	\$1,628,563	\$444,135
2019 Year-To-Date	\$2,108,385	\$3,088,088	\$3,568,134	\$522,978
Year-Over-Year Variance	▲ \$44,514	▲ \$115,056	▲ \$1,939,571	▲ \$78,843

The following sections outline Greeley's major operating funds. After a strong 2018, the local economic conditions in 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 \$104,109,092 (Original Budget: \$100,839,948) and a revised expenditure budget of \$119,773,308 (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)*

- **First Quarter:** 2019 revenues increased from additional building permits, sales tax, use tax, ticket sales, property taxes and oil royalties.
- **Second Quarter:** 2019 revenues increased due to oil royalties, property taxes, sales tax, general use taxes, auto use taxes and franchise fees.
- **Third Quarter:** 2019 revenues increased due to severance taxes, oil royalties, federal mineral lease, sales tax, general use tax, and fines and forfeits.

The table below compares 2018 and 2019 actual and budgeted revenues and expenditures as of September 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	75,564,769	81,965,886	104,109,092	78.7%
Total Resources	\$ 75,564,769	\$ 81,965,886	\$ 104,109,092	78.7%
Expenditures	78,772,718	82,076,511	119,773,308	68.5%
Total Expenditures	\$ 78,772,718	\$ 82,076,511	\$ 119,773,308	68.5%
Ending Fund Balance	\$ 23,644,038	\$ 32,533,533	\$ 16,979,942	

REVENUES

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

Nine 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 nine 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.

- JULY - Revenue increase due to sales and use tax collections.
- AUGUST - Revenue decrease is from the Federal Transit Authority Grants, for transit buses received in 2018.
- SEPTEMBER - Revenue increase is due to severance taxes and federal mineral lease.

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%	-	-
2nd Quarter	26,861,163	30,123,750	3,262,587	12.1%	-	-
3rd Quarter	28,531,030	32,642,939	4,111,910	14.4%	-	-
July	9,178,606	10,879,341	1,700,734	18.5%	-	-
August	8,498,363	8,352,564	(145,798)	-1.7%	-	-
September	10,854,061	13,411,034	2,556,974	23.6%	-	-
Total	\$ 75,564,769	\$ 81,965,886	\$ 6,401,117	8.5%	\$ 104,109,092	78.7%

The table above compares 2018 and 2019 actual revenues by period as of September 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 nine months of the year.
- JULY - Expenditures decreased from the purchase of transit buses in 2018.
- AUGUST - Expenditures closely aligned with expectations.
- SEPTEMBER - Expenditures increased from the allocation of collected additional oil royalties to fund one time projects.

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%	-	-
2nd Quarter	32,326,967	33,585,400	1,258,433	3.9%	-	-
3rd Quarter	24,734,933	25,716,856	981,923	4.0%	-	-
July	8,776,098	7,607,479	(1,168,618)	-13.3%	-	-
August	9,502,522	9,310,533	(191,988)	-2.0%	-	-
September	6,456,314	8,798,844	2,342,530	36.3%	-	-
Total	\$ 78,772,718	\$ 82,076,511	\$ 3,303,793	4.2%	\$ 119,773,308	68.5%

The table above compares 2018 and 2019 actual revenues by period as of September 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.

Eight months of property tax revenue has been collected. During this time revenue has increased 3.0% (\$335,478) 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%	-	-
2nd Quarter	5,144,817	5,180,493	35,676	0.7%	-	-
3rd Quarter	2,472,559	2,695,021	222,462	9.0%	-	-
July	2,237,200	2,436,896	199,696	8.9%	-	-
August	168,679	171,719	3,040	1.8%	-	-
September	66,680	86,407	19,727	29.6%	-	-
Total	\$ 11,245,496	\$ 11,580,974	\$ 335,478	3.0%	\$ 11,568,011	100.1%

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

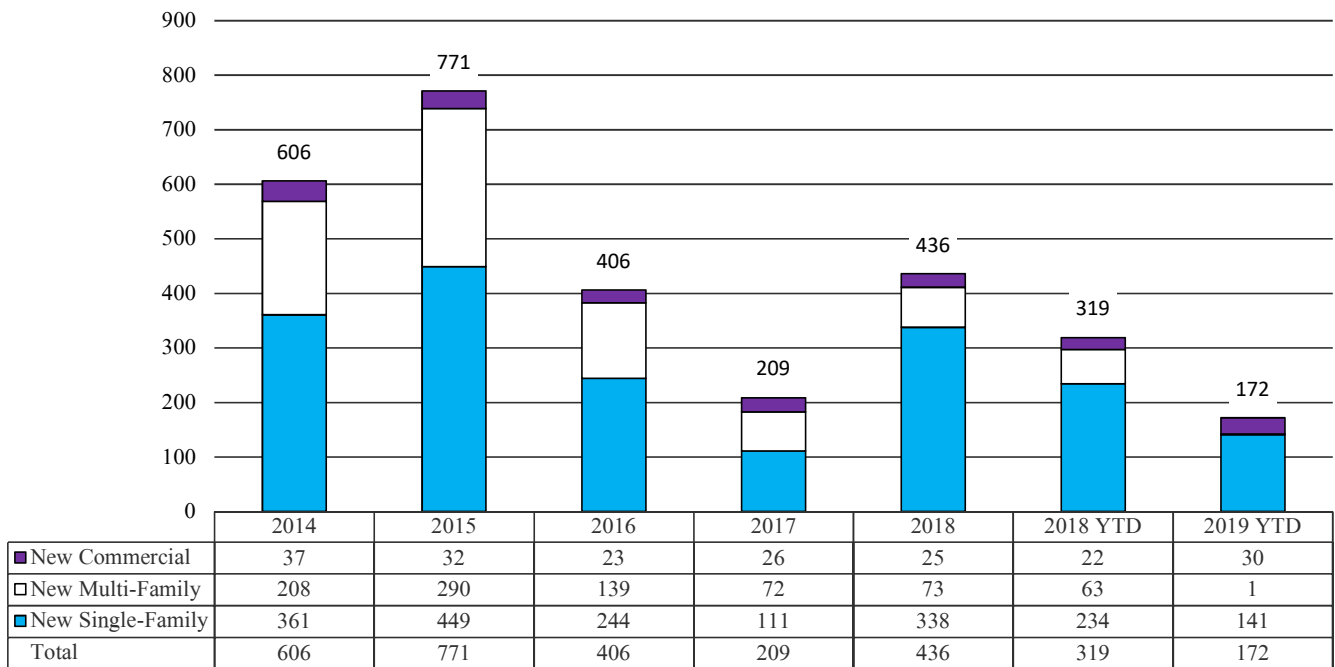
Electricity, natural gas utilities, and cable television providers pay franchise fees to the City for the use of public right-of-way property. Telephone providers pay an occupation tax. Eight months of telephone tax and franchise fees have been collected through cable, electric & natural gas revenues. This has equated to an increased of \$115,056 (3.9%) 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	\$ 478,003	\$ 476,428	\$ (1,575)	-0.3%	\$ 1,016,732	46.9%
Electric	1,409,388	1,375,180	(34,208)	-2.4%	2,731,125	50.4%
Natural Gas	1,033,056	1,207,159	174,104	16.9%	1,495,785	80.7%
Telephone	52,586	29,321	(23,264)	-44.2%	95,000	30.9%
Total	\$ 2,973,032	\$ 3,088,088	\$ 115,056	3.9%	\$ 5,338,642	57.8%

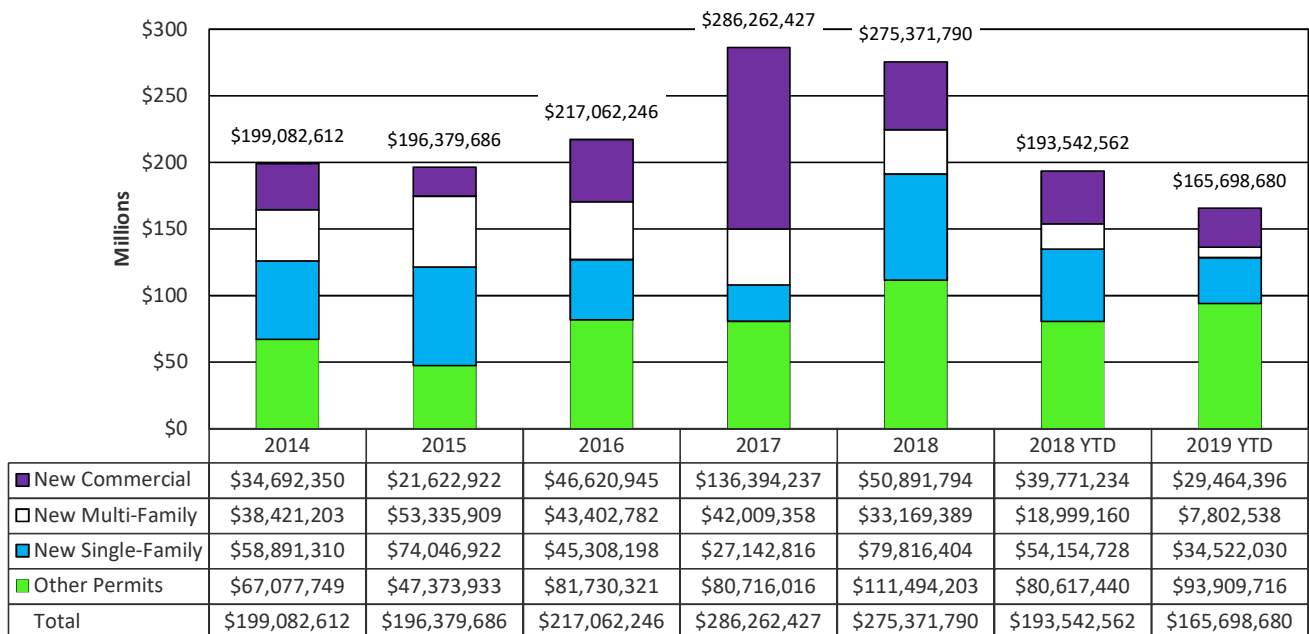
BUILDING PERMITS & FEES

The following graph illustrates the number of permits issued for new commercial, single, and multi-family developments through September 30, 2019. Total new permits issued this year are behind the pace set in 2019, with total permits for 2019 (172) below the respective permits from 2018 (319). Valuations are also behind those of 2018 with total valuations for 2019 totaling \$165.7 million compared to \$193.5 million in the same period of 2018.

BUILDING PERMITS ISSUED: NEW CONSTRUCTION



BUILDING PERMIT VALUATIONS



BUILDING PERMITS AND FEES

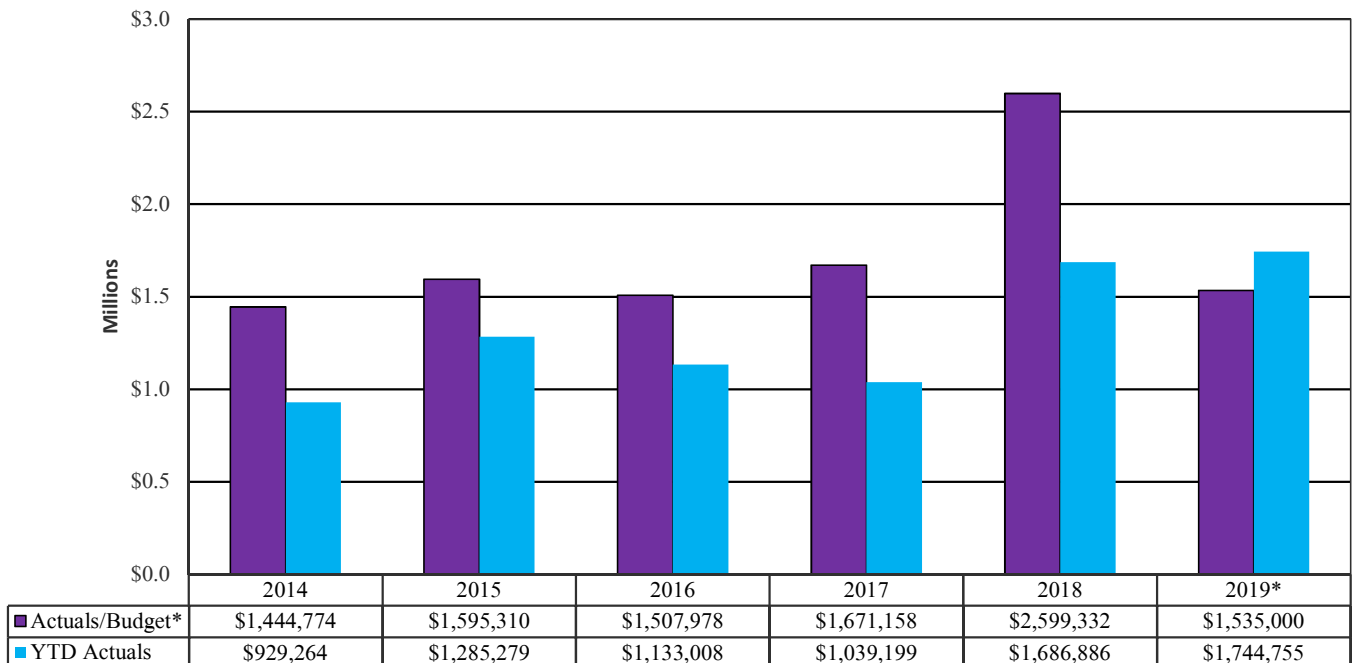
PLANNING FEES

Nine 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 decreased by 3.5% (\$13,354) from 2018 to 2019.



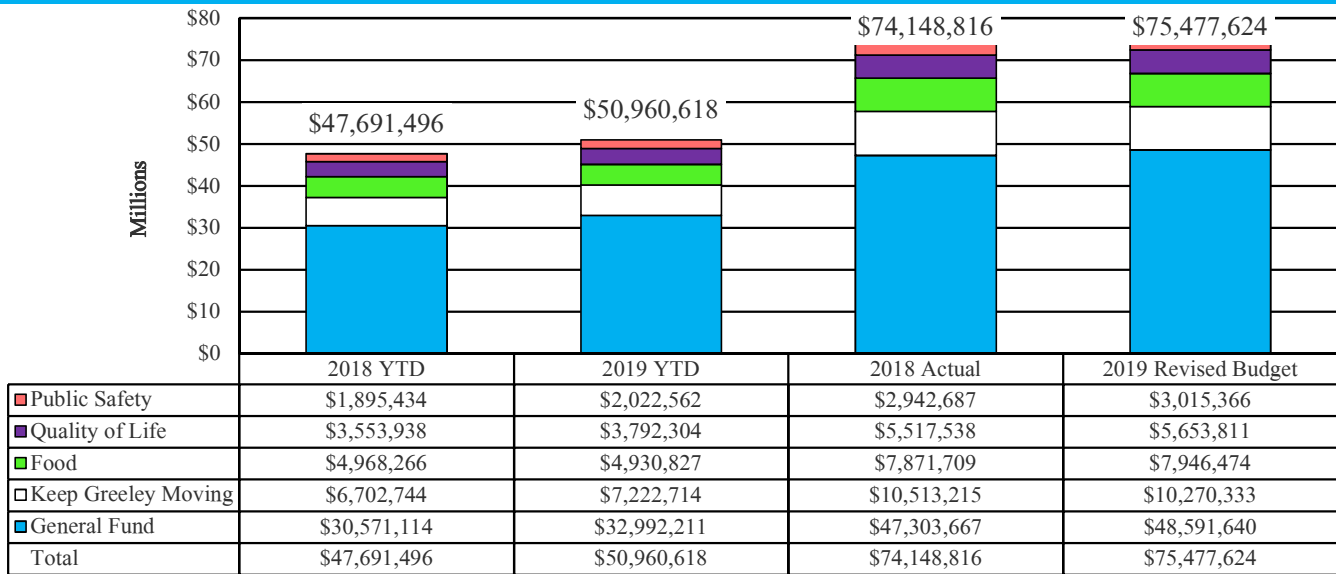
BUILDING PERMIT REVENUE

Nine months of building permit revenues have been collected. During this time period revenues have increased at a rate of 3.4% (\$57,868) 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.



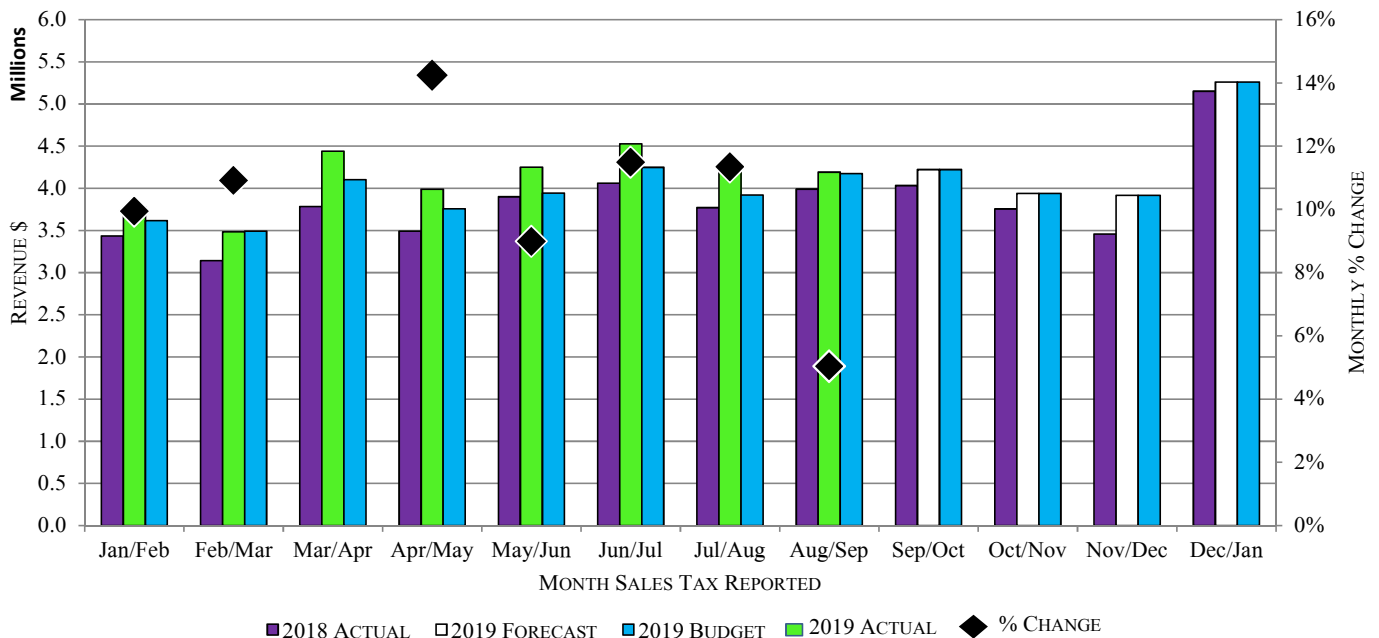
SALES TAX

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.

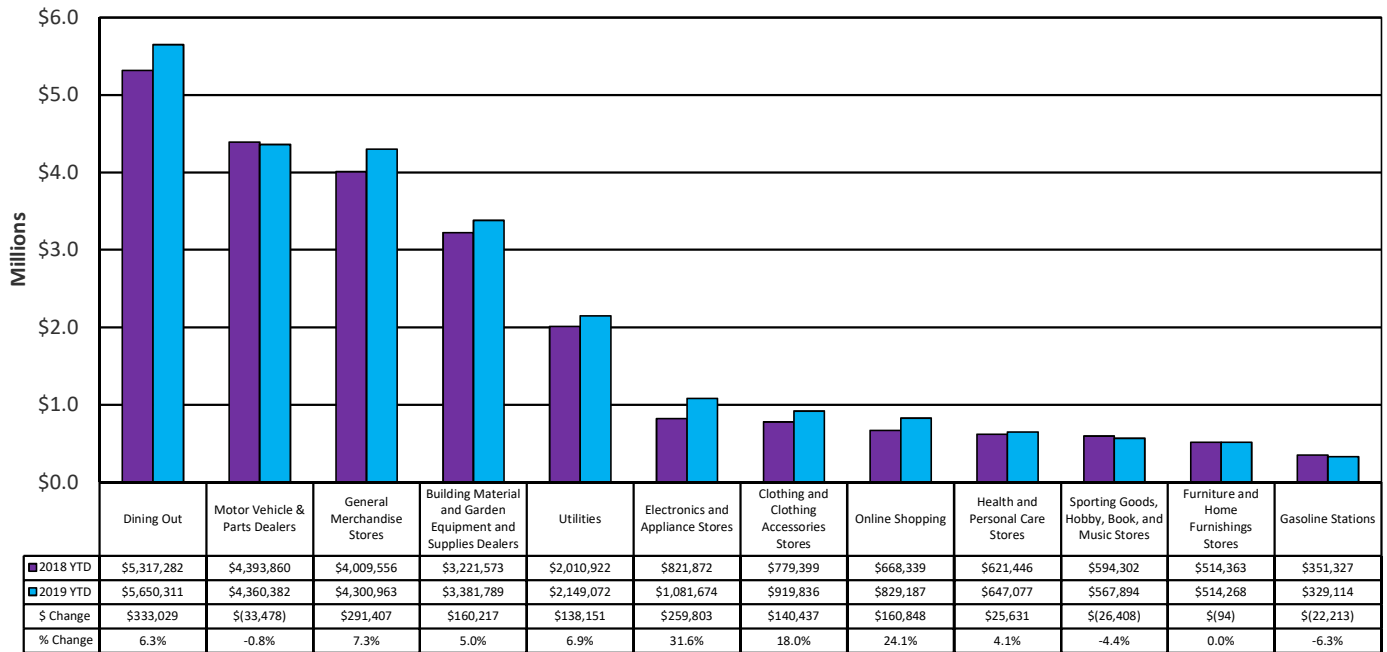
SALES TAX ONLY: GENERAL FUND SHARE (AFTER ADJUSTMENTS)



Sales tax revenues have been collected for eight 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 eight months of 2019 actuals and a four month forecast. The percentage change shows the change from the same month in the previous year.

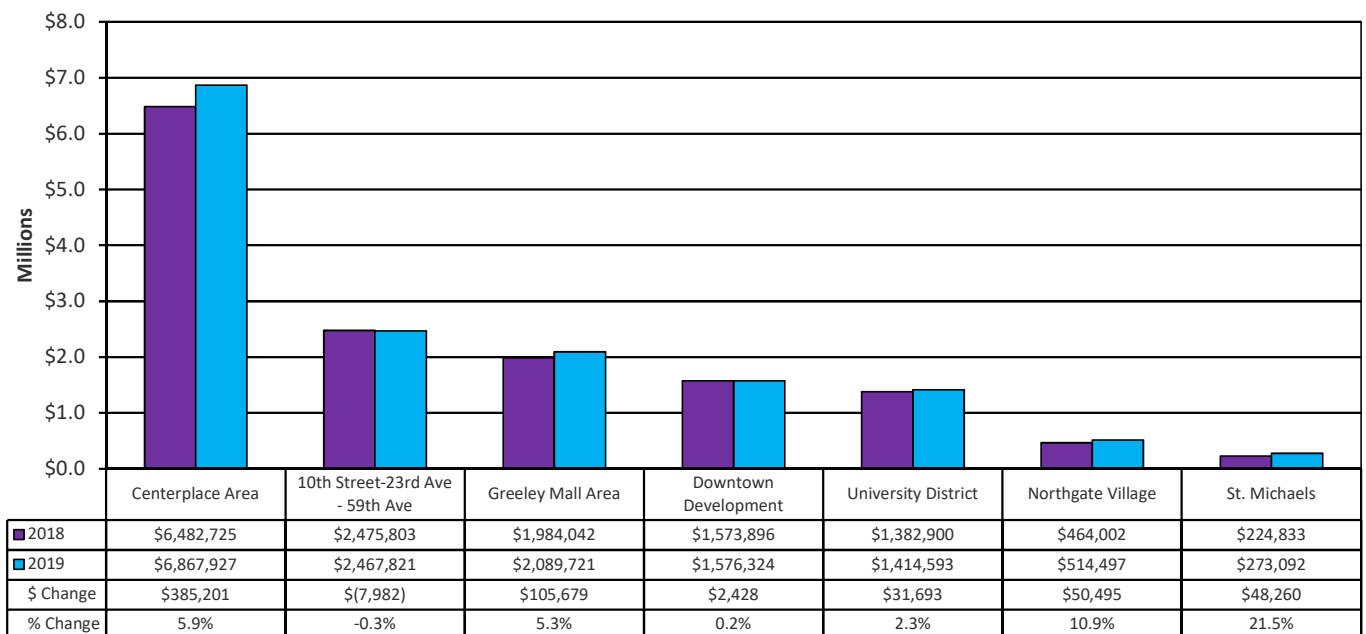
SALES TAX CONTINUED

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 24.1% above 2018 totals, while Dining Out had the largest dollar increase of \$333,029.



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 (\$385,201) and St. Michaels showing the largest percentage increase (21.5%). The graph has been modified to account for late payments and adjustments to prior periods.

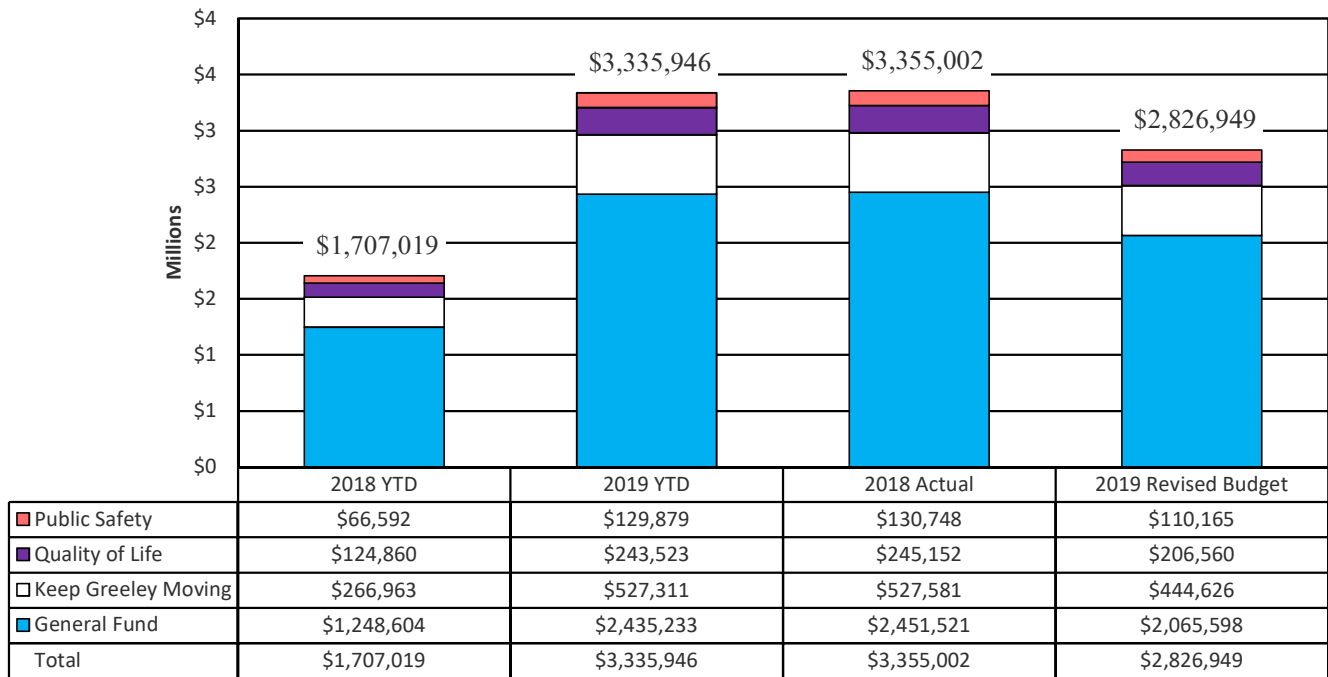


USE TAX

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.

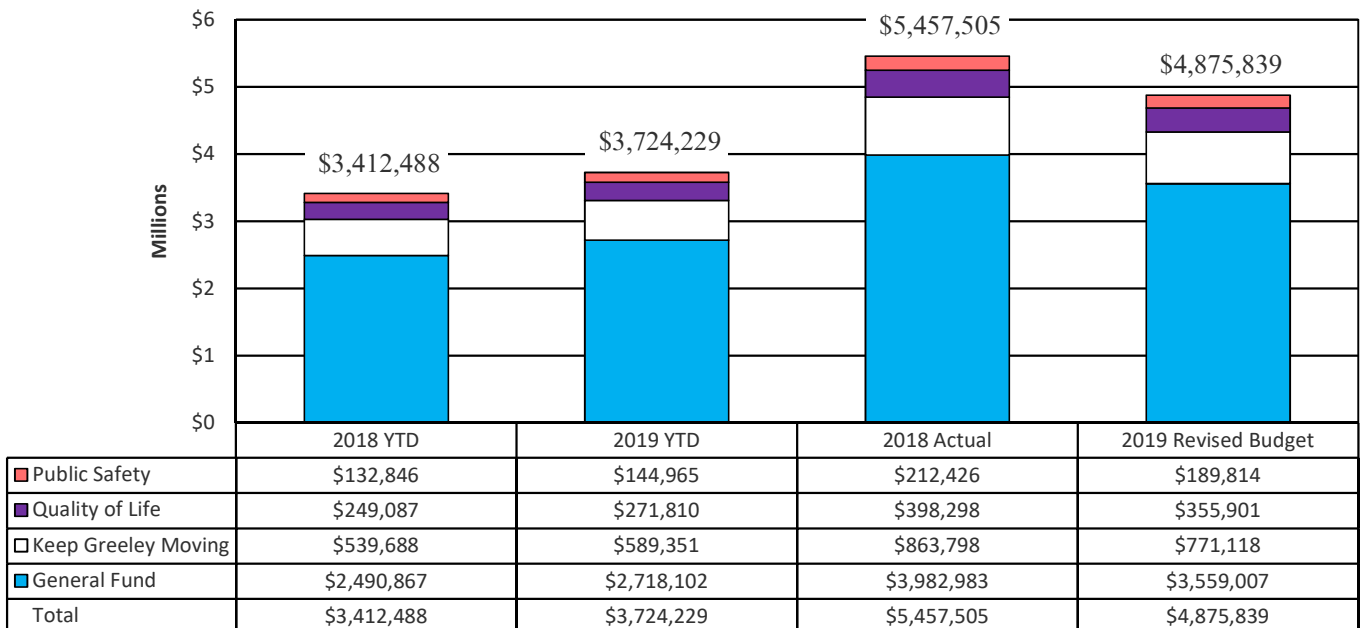
GENERAL USE TAX

The General Fund share of general use tax revenue has increased 95.0% (\$1.2 Million) from 2018 to 2019. The majority of the increase in 2019 are from significant collections from oil and gas related industries.



AUTO USE TAX

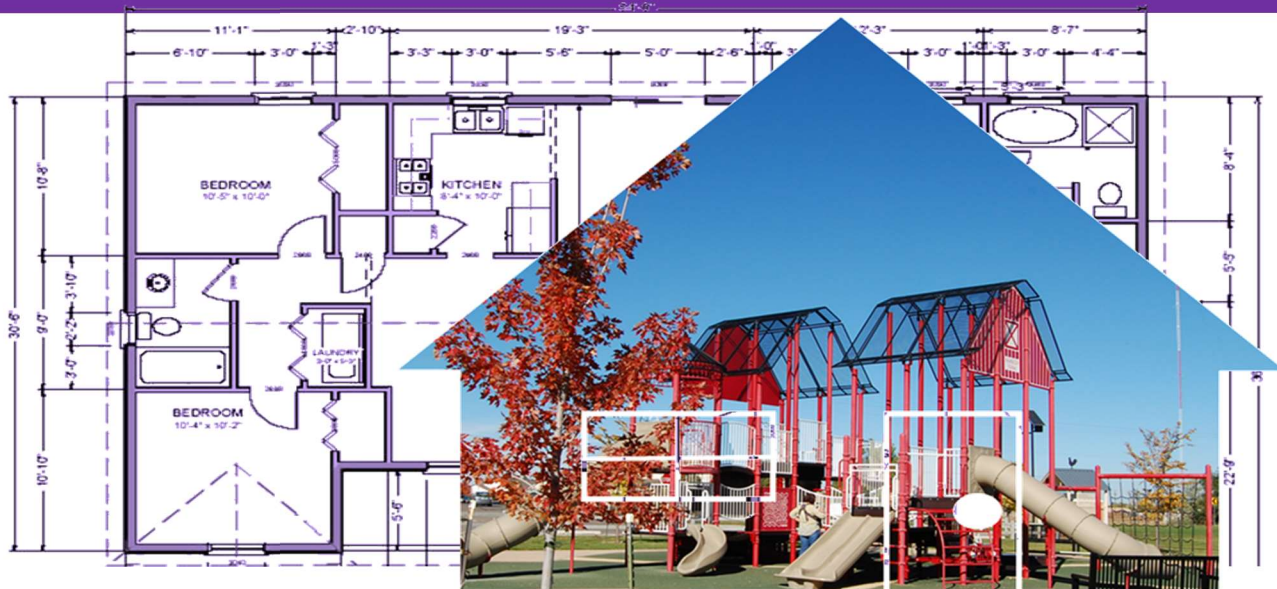
The General Fund share of auto use tax revenue has increased 9.1% (\$227,235) from 2018 to 2019.



USE TAX CONTINUED

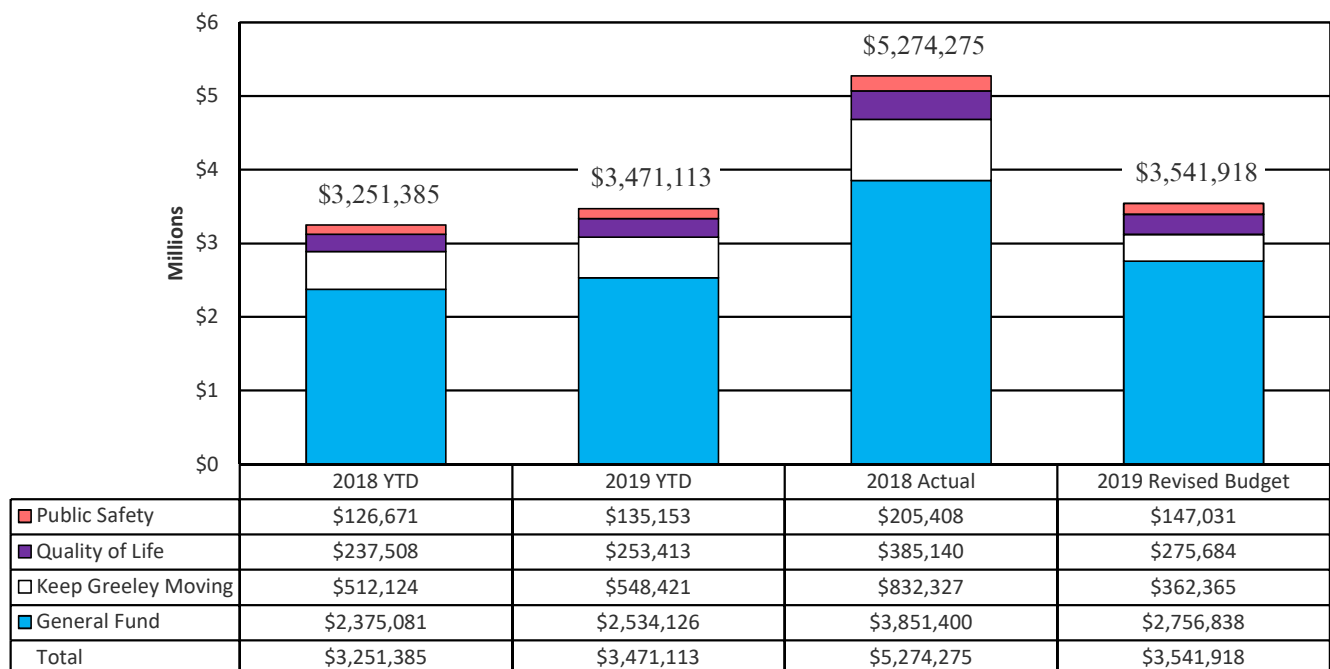
BUILDING USE TAX DEFINED

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).

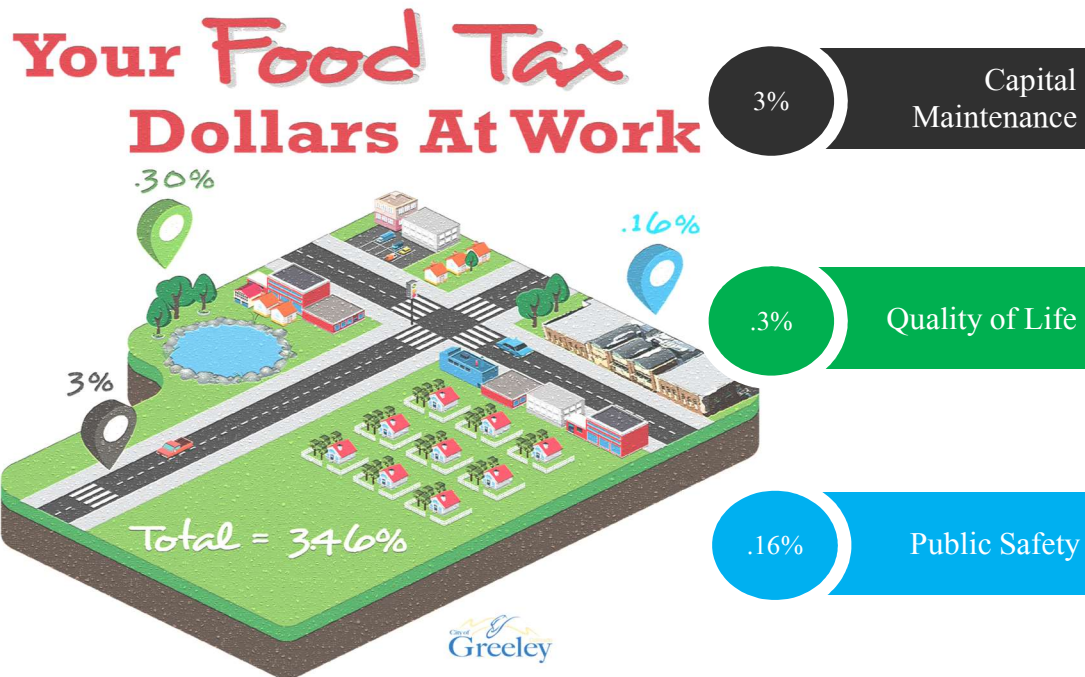


BUILDING USE TAX

Building use tax has increased due to additional roof permits from hail damage and commercial additions and remodels. Additionally, the general fund share of building use tax has increased 6.7% (159,045) as compared to the correlating period in 2018.



FOOD TAX



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.

Eight months of food tax collection have been received. The Food Tax Fund totaled \$4,930,827 (62.1%) 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	4,968,266	4,930,827	7,946,474	62.1%
Designated Revenue (0.16%)	63,613	126,496	200,000	63.2%
Other	459,551	127,636	23,107	552.4%
Total Resources	\$ 5,491,430	\$ 5,184,959	\$ 8,169,581	63.5%
Expenditures				
Capital Projects	6,152,189	5,151,597	10,166,149	50.7%
Total Expenditures	\$ 6,152,189	\$ 5,151,597	\$ 10,166,149	50.7%
Committed Fund Balance	\$ 1,719,987	\$ 734,453		
Ending Fund Balance	\$ 826,543	\$ 2,422,433	\$ 1,126,955	

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	4,192,939	4,578,839	6,526,460	70.2%
From Parks Development	1,650,498	1,841,238	3,035,034	60.7%
Other	118,928	581,623	1,030,303	56.5%
Total Resources	\$ 5,962,366	\$ 7,001,700	\$ 10,591,797	66.1%
Expenditures				
Projects	2,222,718	3,428,183	14,054,647	24.4%
Maintenance	619,111	568,498	757,997	75.0%
Debt Service	1,647,833	1,649,767	2,780,005	59.3%
Total Expenditures	\$ 4,489,663	\$ 5,646,448	\$ 17,592,649	32.1%
Committed Fund Balance	\$ 2,306,552	\$ 1,690,018		
Ending Fund Balance	\$ 4,967,560	\$ 7,130,196	\$ 383,520	

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	\$ 4,579,534	\$ 4,579,534	
Resources				
Sales and Use Tax	2,235,945	2,442,047	3,480,777	70.2%
Total Resources	\$ 2,235,945	\$ 2,442,047	\$ 3,480,777	70.2%
Expenditures				
Fire Fighters Station #6		301,467	750,000	40.2%
Maintenance	385,217	408,317	563,847	72.4%
Debt Service	1,157,500	1,153,000	1,729,500	66.7%
Total Expenditures	\$ 1,542,717	\$ 1,862,784	\$ 3,043,347	61.2%
Committed Fund Balance	\$ -	\$ 563,847		
Ending Fund Balance	\$ 3,957,560	\$ 5,158,797	\$ 5,016,964	



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

- \$11.4 million for pavement overlay, seal coat, crack seal patching, striping and other maintenance.
- \$1.8 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	8,021,520	8,887,797	11,848,442	75.0%
Transfer: Food Tax	2,100,000	2,025,000	2,700,000	75.0%
Other Revenues	48,118	102,899	65,507	157.1%
Total Resources	\$ 10,169,638	\$ 11,015,696	\$ 14,613,949	75.4%
Expenditures				
Projects	9,269,710	7,318,231	13,343,606	54.8%
Road Development	2,700,000	2,700,000	3,706,587	72.8%
Total Expenditures	\$ 11,969,710	\$ 10,018,231	\$ 17,050,193	58.8%
Committed Fund Balance	\$ 2,744,862	\$ 5,100,830		
Ending Fund Balance	\$ (1,536,676)	\$ (1,667,121)	\$ -	

Keep Greeley Moving sales and use tax revenue is currently 10.8% above 2018's year-to-date total.

WATER FUNDS

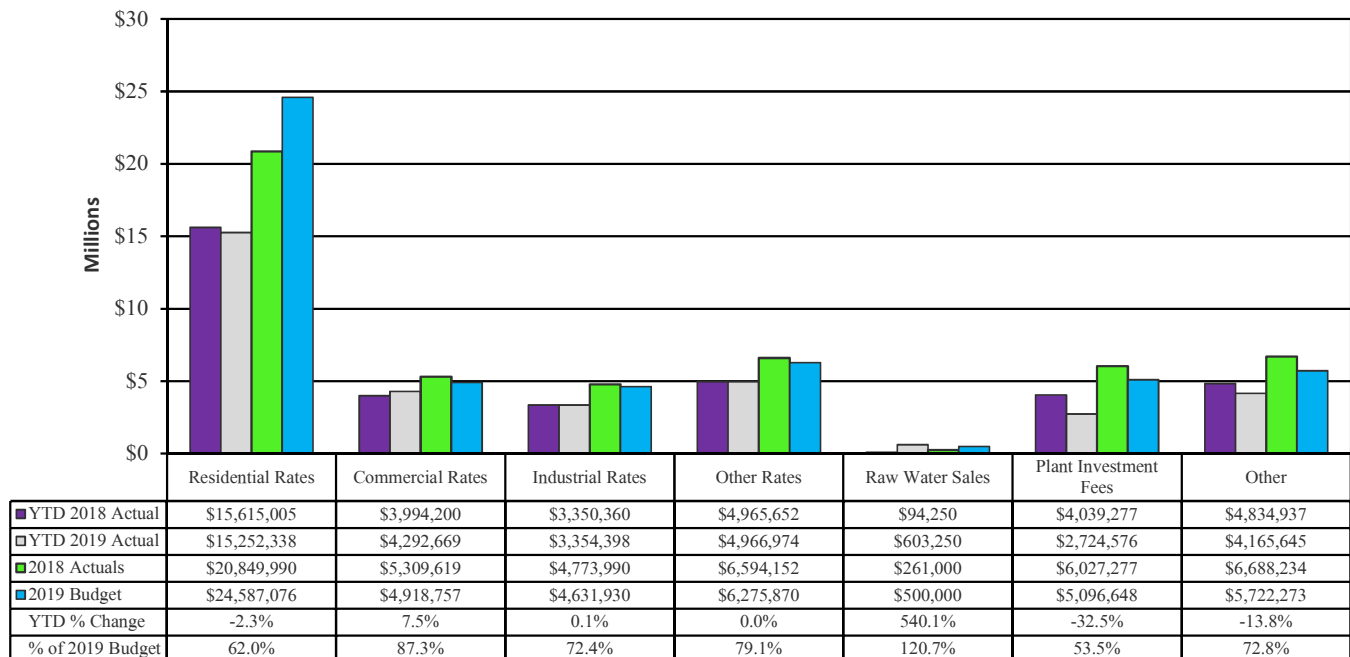
The Water Department provides clean water to the citizens and industries of Greeley. The department is responsible for 487.6 miles of distribution lines and 74.75 million gallons of treated water storage reservoirs providing over 8.45 billion gallons of water annually. Fund balance from bond proceeds 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	\$ 36,893,681	\$ 35,359,850	\$ 105,232,554	33.6%
Expenditures				
Operating	\$ 20,010,415	\$ 25,178,769	\$ 32,668,091	77.1%
Water Rights Acquisition	1,028,994	2,812,247	12,600,638	22.3%
Capital	20,614,047	20,436,032	121,570,249	16.8%
Total Expenditures	\$ 41,653,456	\$ 48,427,048	\$ 166,838,978	29.0%
Committed Fund Balance	\$ 30,493,019	\$ 19,324,113		
Ending Fund Balance	\$ 11,398,154	\$ 49,881,628	\$ 20,666,515	

WATER REVENUES BY SOURCE

To date, total rate revenue has decreased -0.2% from 2018. The total rate revenue is budgeted to increase 17.9% in 2019.

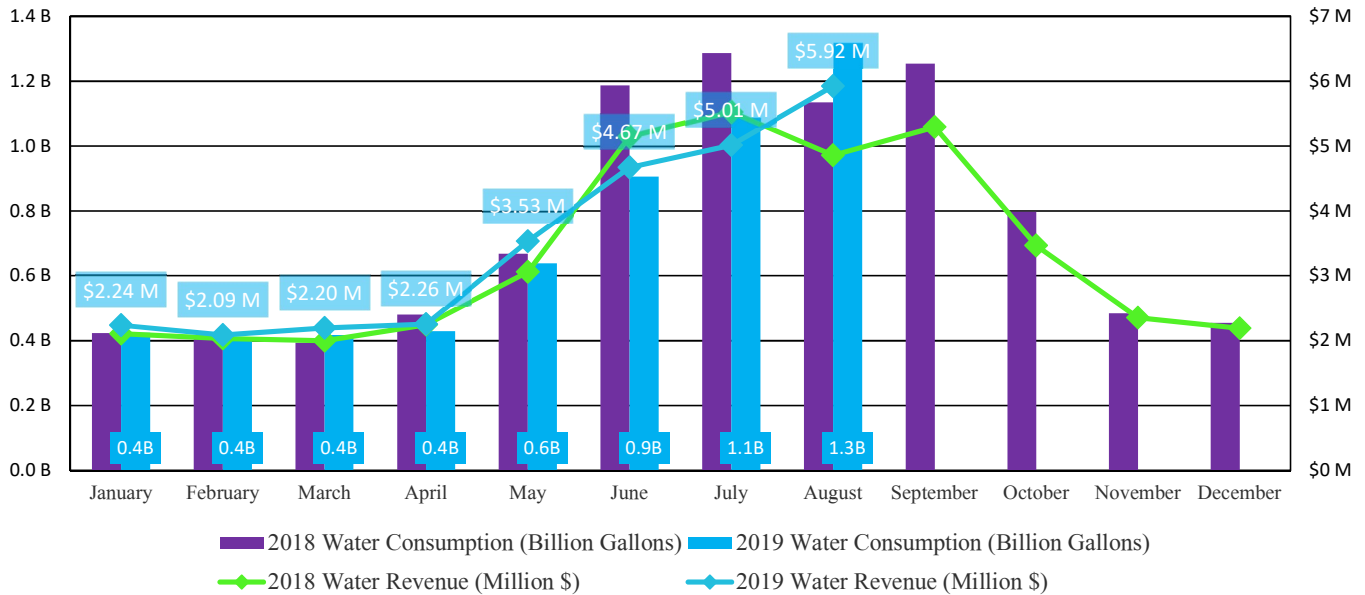
Water revenues for 2019 associated with residential, commercial, and industrial rates have moved -2.3%, 7.5%, and 0.1%, respectively, from 2018.



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 July 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
- \$8.6 Million (+\$4.9 Million Future Funding) for Milton Seaman Permitting
- \$6.6 Million (+26.2 Million Future Funding) for Future Water Acquisition - Phase II
- \$5.9 Million (+8.3 Million Future Funding) for Boyd Water Treatment Plant Process Improvements
- \$3.9 Million (+1.1 Million Future Funding) for Equalizer/Raw Water Storage
- \$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
- \$1.2 Million (+3.1 Million Future Funding) for Development of Parcel B, Poudre Ponds

2019 Water Projects Over \$1 million

Quarter	Beginning Allocated Funds	Budget	Actual Expenditures	Variance From Budget	Ending Allocated Funds
Q1	\$ 107,978,356	\$ 3,206,496	\$ 3,584,140	\$ 377,644	
Q2		6,825,000	6,607,600	(217,400)	
Q3		11,950,000	5,844,773	(6,105,227)	
Q4		6,579,554	-	(6,579,554)	79,417,306
Total		\$ 28,561,050	\$ 16,036,513	\$ (12,524,537)	
Project Savings		5,450,000			
Planned Next Year Expenditures		\$ 73,967,306			

SEWER FUNDS

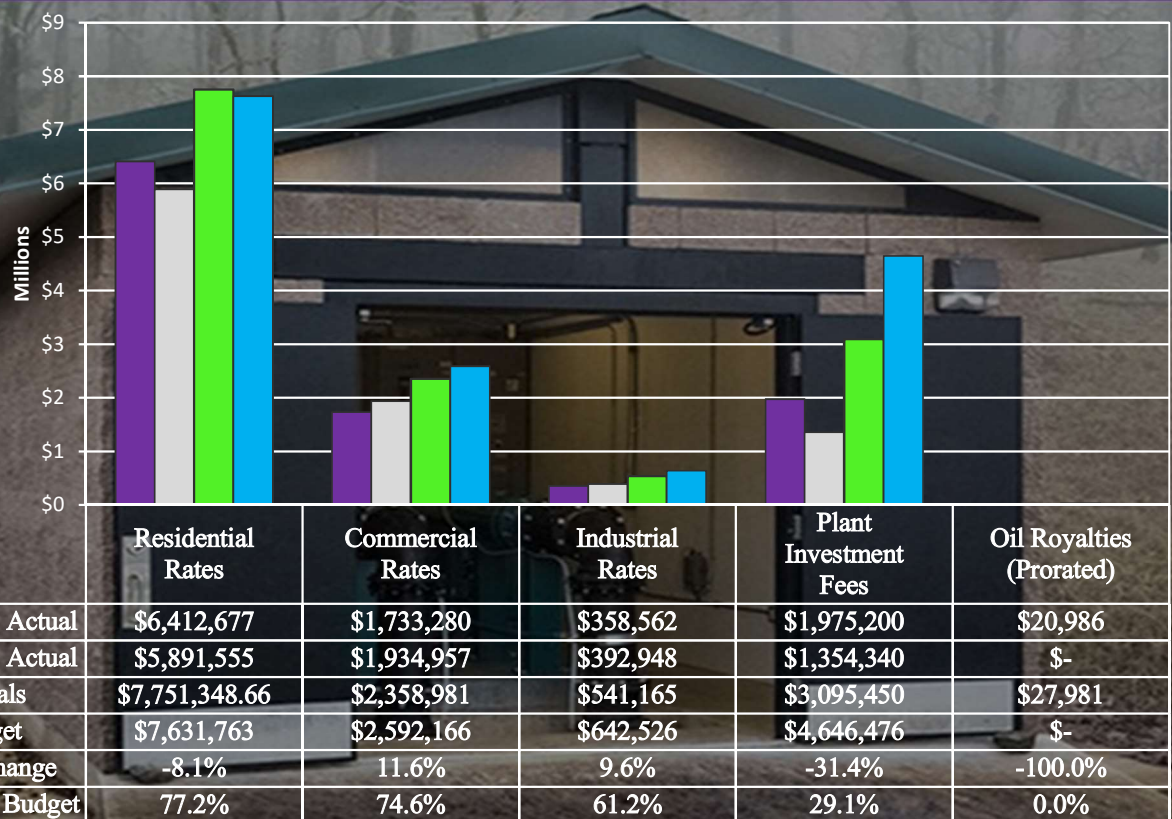
The Sewer Department collects and treats wastewater from Greeley's residences and businesses. 364.8 miles of line and 10 sewage pumping stations are operated and maintained by the department in order to perform these critical services. The City's plant capacity can handle 14.7 million gallons per day.

	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	\$ 10,500,705	\$ 9,573,800	\$ 15,512,931	61.7%
Expenditures				
Operating	\$ 5,351,055	\$ 7,655,369	\$ 9,531,970	80.3%
Capital	2,939,755	5,350,523	20,473,885	26.1%
Total Expenditures	\$ 8,290,810	\$ 13,005,892	\$ 30,005,855	43.3%
Committed Fund Balance	\$ 4,310,583	\$ 4,508,483		
Ending Fund Balance	\$ 12,171,631	\$ 19,510,665	\$ 12,958,316	

To date, total sewer rate revenue in 2019 has decreased -3.4% 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.

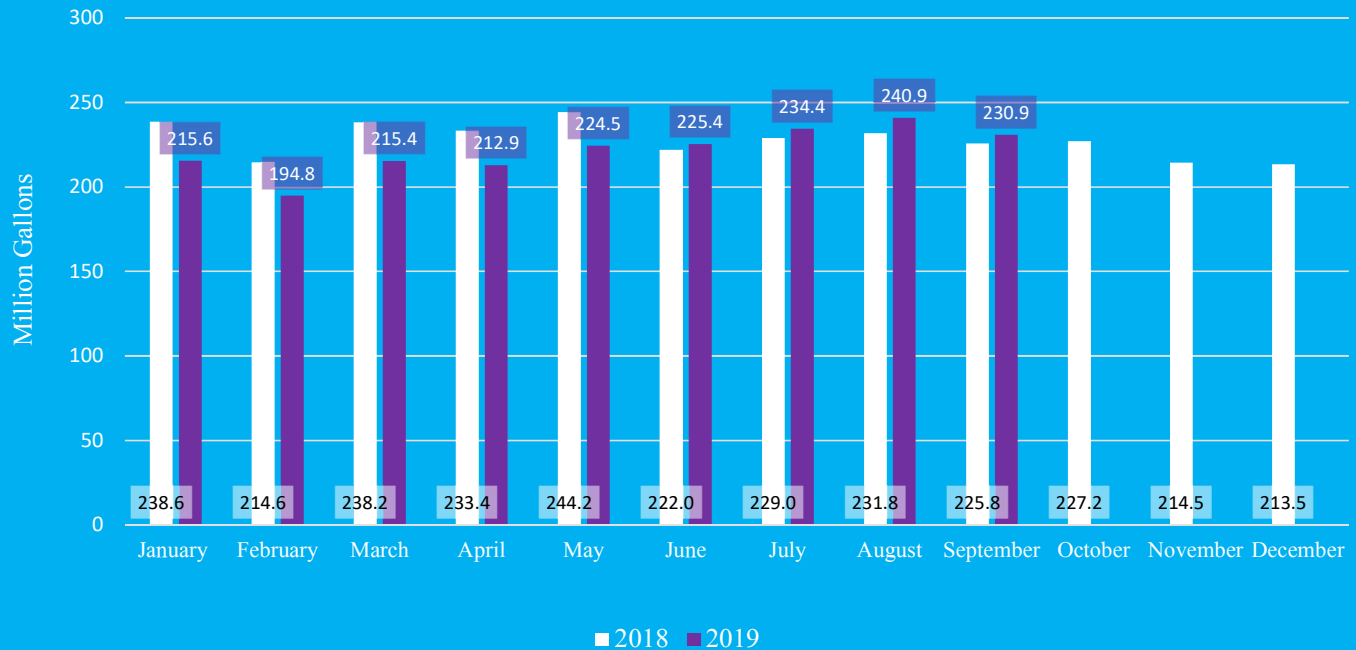
SEWER REVENUES BY SOURCE

Residential, commercial, and industrial sewer revenues have moved -8.1%, 11.6%, and 9.6%, 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
- \$1.9 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	\$ 1,457,847	\$ 1,267,847	8,103,603
Q2		2,550,000	1,523,933	(1,026,067)	
Q3		2,345,000	1,302,197	(1,042,803)	
Q4		1,940,000	-	(1,940,000)	
Total		\$ 7,025,000	\$ 4,283,976	\$ (2,741,024)	
Project Savings		1,631,381			
Planned Next Year Expenditures		\$ 6,472,222			



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 Clarkson Chanel C St Bridge Replacement

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	\$ 7,285,363	\$ 824,706	\$ 1,963,130	\$ 1,138,424	
Q2		1,769,724	1,936,227	166,503	
Q3		2,903,429	1,057,709	(1,845,720)	
Q4		1,787,504	-	(1,787,504)	-
Total		\$ 7,285,363	\$ 4,957,066	\$ (2,328,297)	
Project Savings		-			
Planned Next Year Expenditures		\$ -			

STORMWATER REVENUES BY SOURCE

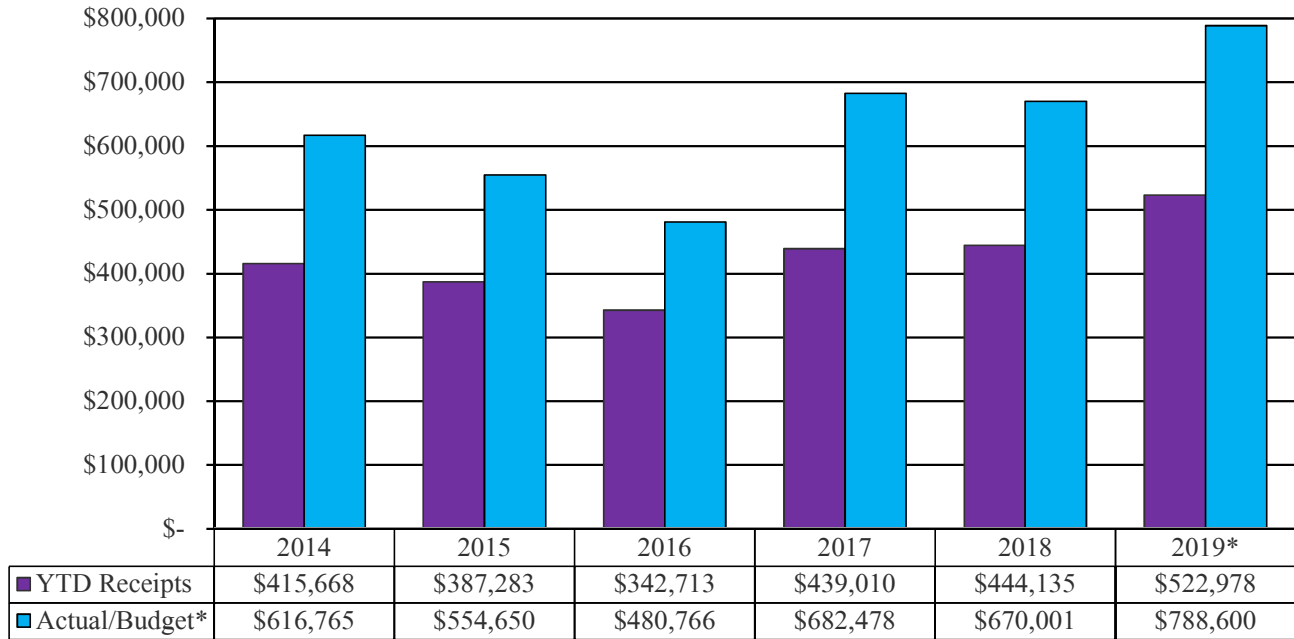
A brief summary of Stormwater revenue and expenditures is shown below. 2019 rate revenues are closely correlating with 2018 YTD amounts. Stormwater rate revenue for 2019 is budgeted at 0.8% over 2018 actual revenues. 2019 expenditures are budgeted to exceed revenues by \$6.6 million as Stormwater fund balance is used, with \$3.1 million of fund balance used year to date. To date, 58.9% 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	\$ 4,324,935	\$ 4,656,163	\$ 6,584,459	70.7%
Impact Fees	220,800	199,688	396,930	50.3%
Total Resources	\$ 4,545,735	\$ 4,855,851	\$ 6,981,389	69.6%
Expenditures				
Operating	\$ 2,563,490	\$ 2,677,132	\$ 3,584,807	74.7%
Capital	3,598,734	5,302,249	9,952,695	53.3%
Total Expenditures	\$ 6,162,224	\$ 7,979,381	\$ 13,537,502	58.9%
Committed Fund Balance	\$ 2,056,010	\$ 2,356,768		
Ending Fund Balance	\$ 6,088,786	\$ 2,589,136	\$ 1,513,321	

LODGING TAX

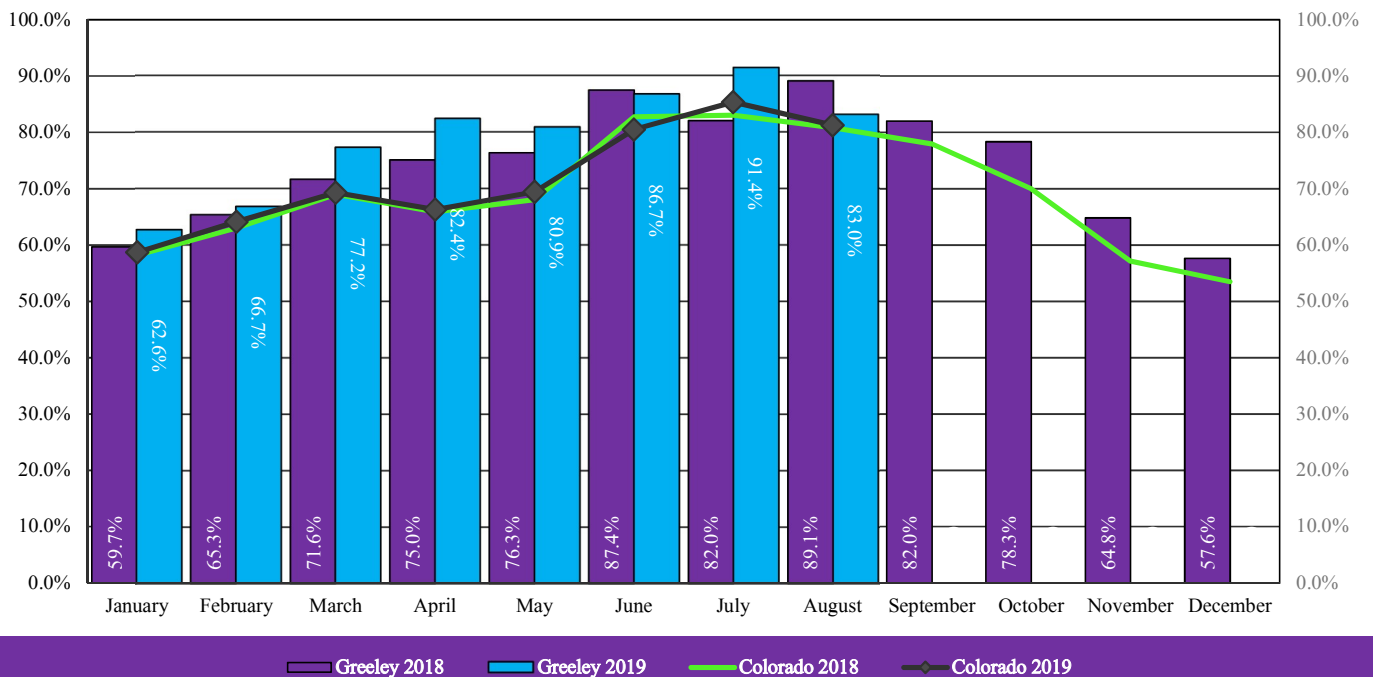
The Convention and Visitors Fund is supported by a 3% lodging tax and is utilized to support convention and visitor activities. For rooms rented through September, revenues increased 17.8% (\$78,843) from the corresponding 2018 period.

LODGING TAX REVENUES



CITY AND STATE LODGING OCCUPANCY

In August of 2019 Greeley continued to exceed the state occupancy rate of 81.3% with an occupancy rate equating to 83.0%. The average daily rate for Greeley in August is currently \$167.13 compared to \$115.62 for the state.

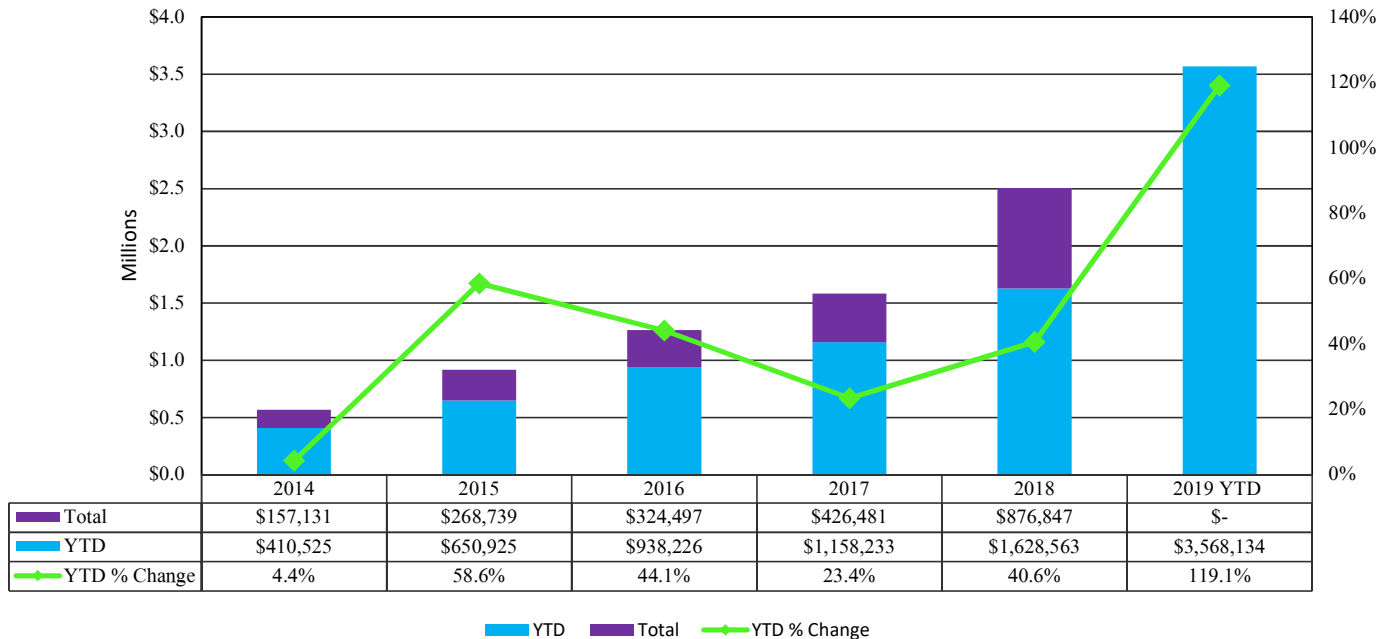


INVESTMENTS

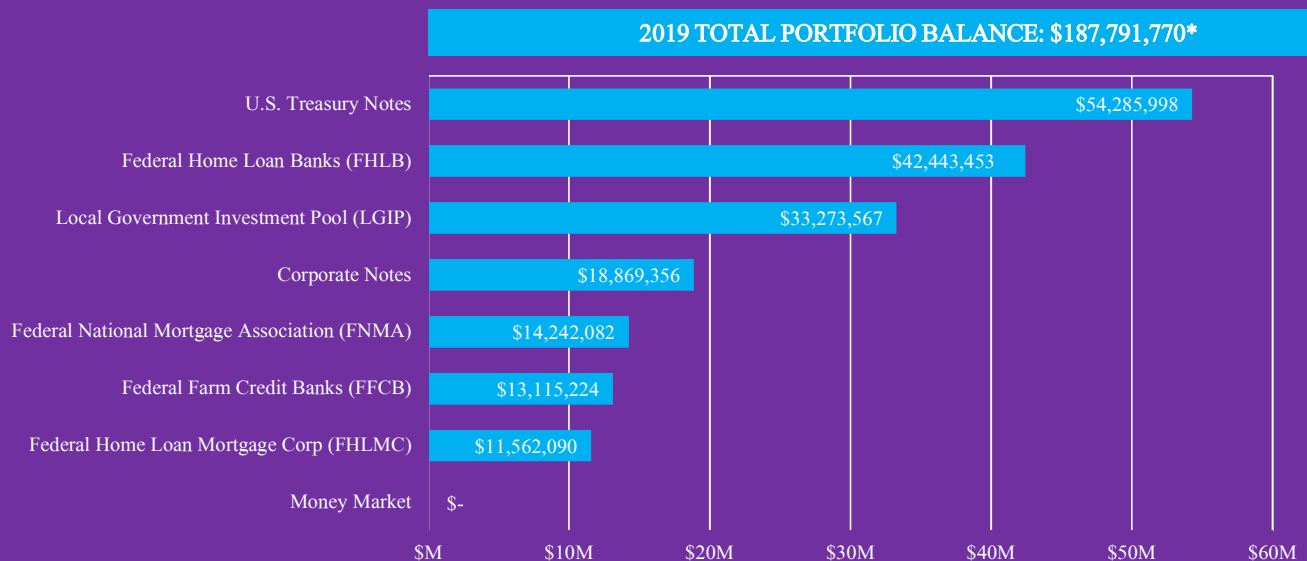
THE CITY OF GREELEY'S INVESTMENT OBJECTIVES INCLUDE:

- 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 (SEPTEMBER 30, 2019)



PORTFOLIO ALLOCATION (AUGUST 31, 2019)



•Portfolio Market Indicators as of August 31, 2019:

- Portfolio Weighted Average Maturity: 1.19 years
- Portfolio Short Term Market Yield: 2.27%, Market Comparable (90 Day Treasury Rate): 1.99%
- Portfolio Long Term Market Yield: 1.83%, Market Comparable (0-3 Year Treasury Rate): 1.66%

*2018 Portfolio Balance: \$148,482,143



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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