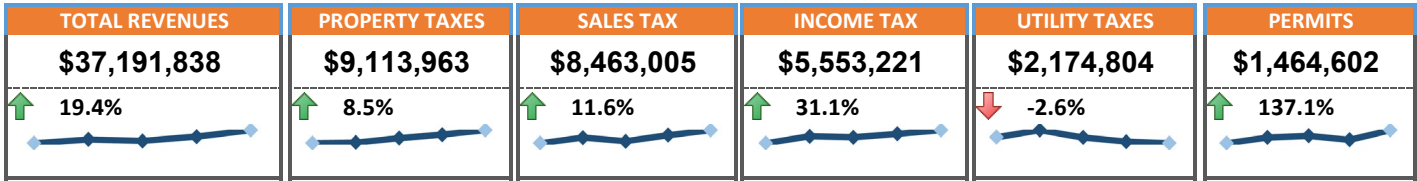


# GENERAL FUND REVENUES-for the Seven Months Ending 7/31/2022

## HIGHLIGHTS

July 2022 YTD revenues are 19.4% or \$6,034K higher than July 2021 YTD. Building Permits are higher than 2021 by \$847K primarily due to the OPUS development on Main and Maple Ave along with a commercial interior office remodel by O'Malley Construction. Hotel taxes are finally starting to rebound from the Covid closures. Fees, Charges and Fines increased largely due to the increase in Ambulance revenue. Telecommunications Tax continues to be the only revenue trailing behind June 2021 (\$86K).

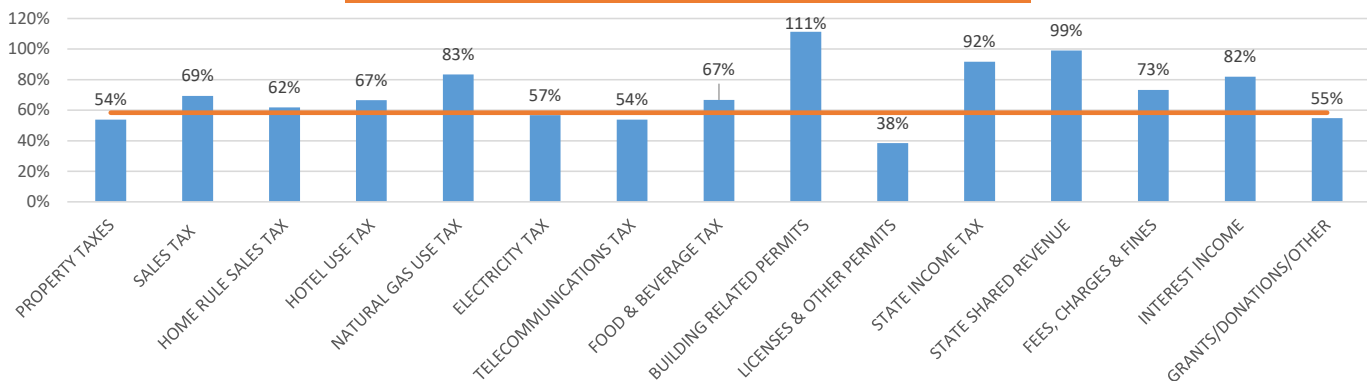
## General Fund Revenue Analysis - Major Sources



## General Fund - All Revenues

|                          | July 2022 YTD Actual | July 2021 YTD Actual | % CHANGE | 5 YEAR TREND |
|--------------------------|----------------------|----------------------|----------|--------------|
| <b>TOTAL REVENUES</b>    | <b>\$37,191,838</b>  | <b>\$31,157,433</b>  | ↑ 19.4%  |              |
| PROPERTY TAXES           | \$9,113,963          | \$8,401,501          | ↑ 8.5%   |              |
| SALES TAX                | \$8,463,005          | \$7,586,463          | ↑ 11.6%  |              |
| HOME RULE SALES TAX      | \$1,297,117          | \$1,071,826          | ↑ 21.0%  |              |
| HOTEL USE TAX            | \$399,184            | \$259,664            | ↑ 53.7%  |              |
| NATURAL GAS USE TAX      | \$391,582            | \$377,254            | ↑ 3.8%   |              |
| ELECTRICITY TAX          | \$975,020            | \$960,296            | → 1.5%   |              |
| TELECOMMUNICATIONS TAX   | \$808,202            | \$894,576            | ↓ -9.7%  |              |
| FOOD AND BEVERAGE TAX    | \$2,000,487          | \$1,479,028          | ↑ 35.3%  |              |
| BUILDING RELATED PERMITS | \$1,464,602          | \$617,733            | ↑ 137.1% |              |
| LICENSES & OTHER PERMITS | \$150,516            | \$113,388            | ↑ 32.7%  |              |
| STATE INCOME TAX         | \$5,553,221          | \$4,236,392          | ↑ 31.1%  |              |
| STATE SHARED REVENUE     | \$2,407,917          | \$1,864,116          | ↑ 29.2%  |              |
| FEES, CHARGES & FINES    | \$3,970,667          | \$3,130,686          | ↑ 26.8%  |              |
| INTEREST INCOME          | \$163,738            | \$136,391            | ↑ 20.1%  |              |
| GRANTS/DONATIONS/OTHER   | \$32,618             | \$28,120             | ↑ 16.0%  |              |

### % of Budgeted Revenues Collected YTD-target 58% or more



The orange line in this graph represents a "target" of 50%. The target is calculated by dividing 7 months by 12 months in the year. Property taxes are received in two distributions - in June and September. Natural Gas Tax is seasonal with a greater portion received in the winter months. Building related permits are also seasonal, with a greater portion of revenue received in the summer.

Note: Revenues are recorded on a cash basis. Sales tax is received from the state three months after the sale is made. For example, January sales taxes are from sales made in October.