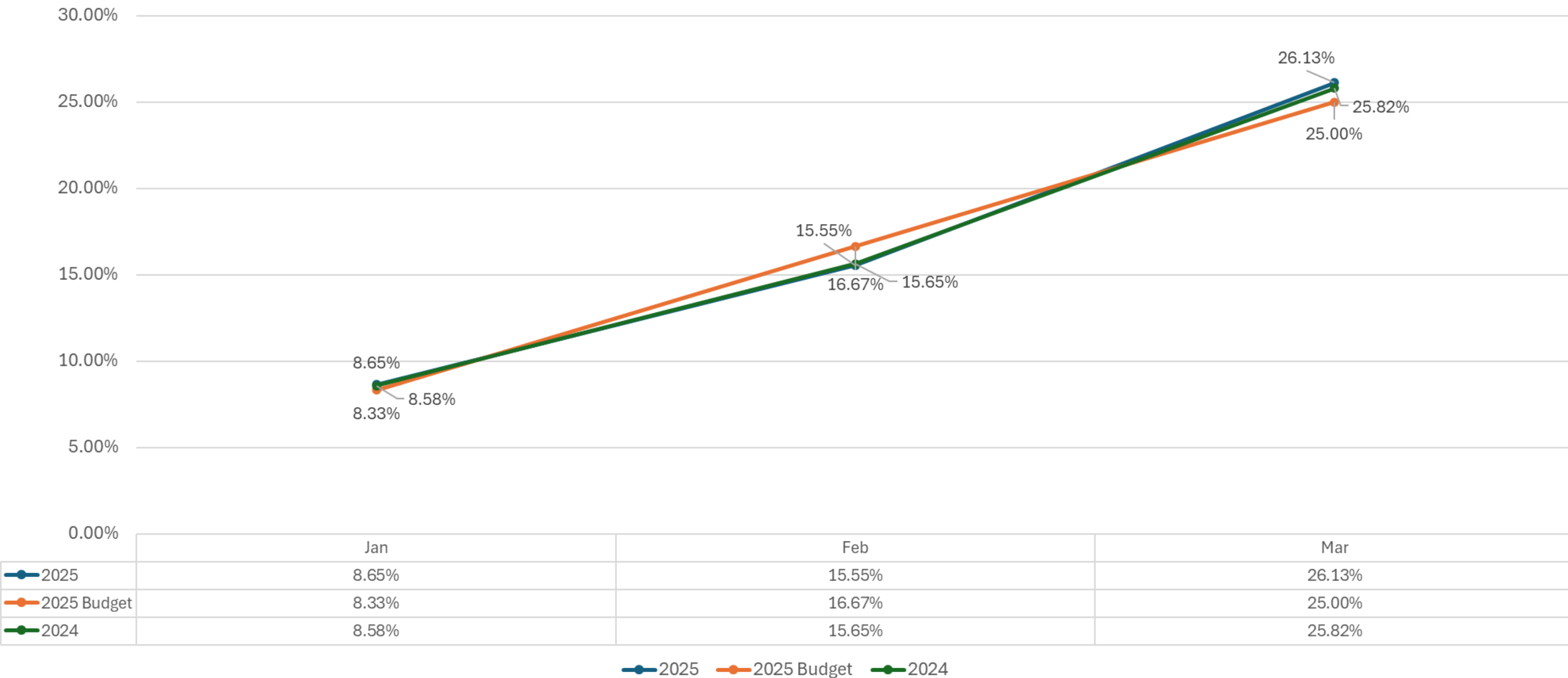




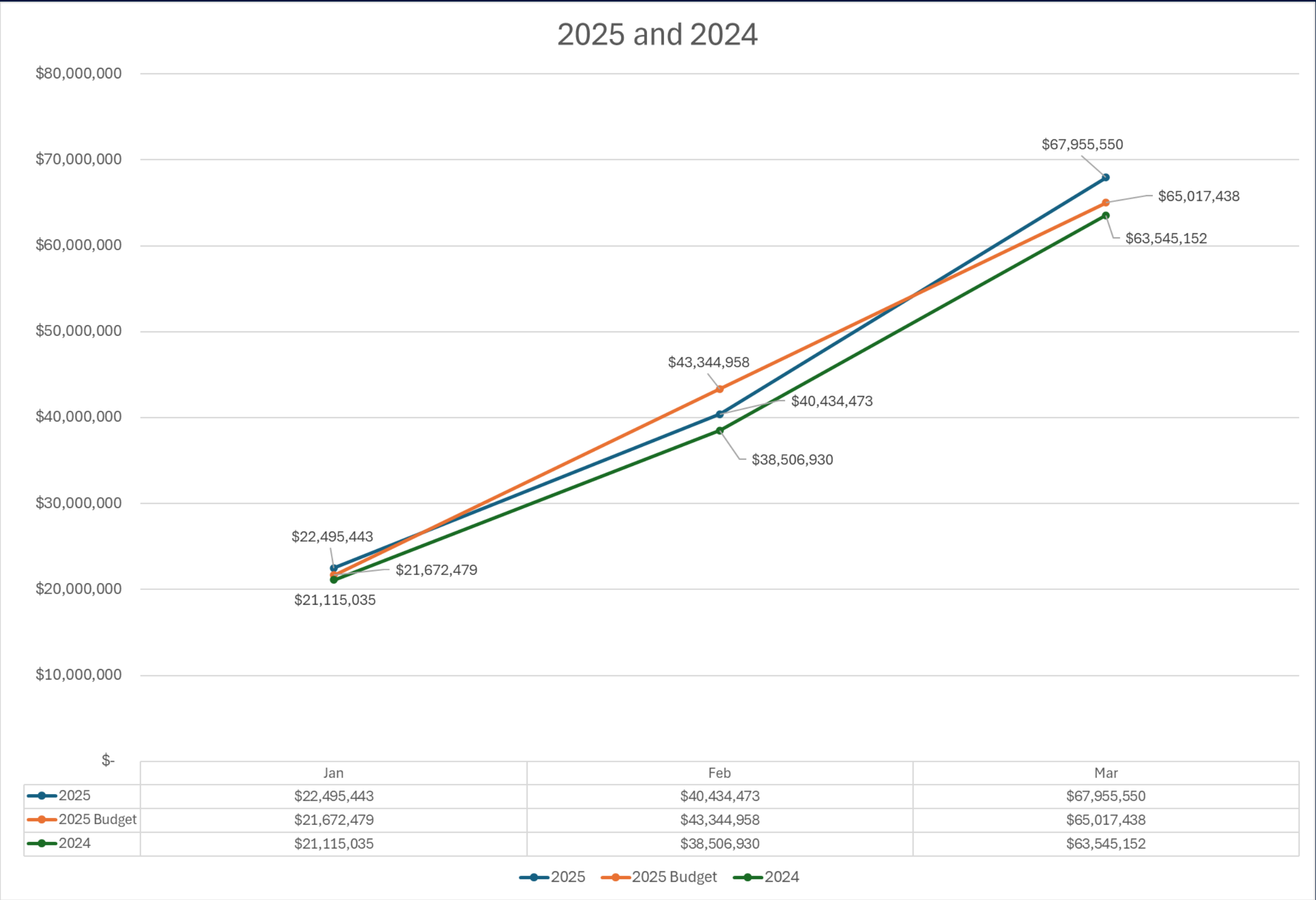
# 2025 FIRST QUARTER FINANCIAL REPORT

# General Fund Operating Revenues

BUDGET % COLLECTED - 2025 AND 2024



# General Fund Operating Revenues



# General Fund Operating Revenues

## COMPARED TO AMENDED BUDGET

	YTD		Variance	
	Amended	YTD	Favorable	Prior Year
	<u>Budget</u>	<u>Revenues</u>	<u>(Unfavorable)</u>	<u>Revenues</u>
REVENUES:				
1 General property taxes	\$ 9,937,000	\$ 13,291,370	\$ 3,354,370	\$ 9,341,756
2 Sales taxes	35,793,100	33,983,424	(1,809,676)	33,793,406
3 Licenses and permits	3,548,975	8,006,610	4,457,635	8,116,494
4 Intergovernmental	3,068,025	0	(3,068,025)	0
5 Charges for services	3,042,425	2,887,191	(155,234)	2,898,842
6 Fines and fees	475,625	637,654	162,029	399,479
7 Utility franchise fees	8,828,488	8,729,693	(98,795)	8,774,084
8 Investment income	43,500	173,254	129,754	52,661
9 Miscellaneous	280,300	246,354	(33,946)	168,430
10 TOTAL REVENUES	\$ 65,017,437	\$ 67,955,550	\$ 2,938,113	\$ 63,545,152

- Revenues at the end of the 1<sup>st</sup> quarter are approximately \$2.9 million or 4.5% above the amended budget, and approximately \$4.4 million or 6.9% above 2024 revenues.

# General Fund Operating Revenues

## COMPARED TO ADOPTED BUDGET

	YTD		Variance	
	Adopted	YTD	Favorable	Prior Year
	<u>Budget</u>	<u>Revenues</u>	<u>(Unfavorable)</u>	<u>Revenues</u>
REVENUES:				
1 General property taxes	\$ 9,937,000	\$ 13,291,370	\$ 3,354,370	\$ 9,341,756
2 Sales taxes	35,793,100	33,983,424	(1,809,676)	33,793,406
3 Licenses and permits	3,548,975	8,006,610	4,457,635	8,116,494
4 Intergovernmental	3,068,025	0	(3,068,025)	0
5 Charges for services	3,042,425	2,887,191	(155,234)	2,898,842
6 Fines and fees	475,625	637,654	162,029	399,479
7 Utility franchise fees	8,828,488	8,729,693	(98,795)	8,774,084
8 Investment income	43,500	173,254	129,754	52,661
9 Miscellaneous	280,300	246,354	(33,946)	168,430
10 TOTAL REVENUES	\$ 65,017,437	\$ 67,955,550	\$ 2,938,113	\$ 63,545,152

- Revenues at the end of the 1<sup>st</sup> quarter are approximately \$2.9 million or 4.5% above the adopted budget, and approximately \$4.4 million or 6.9% above 2024 revenues. The favorable variance is primarily due to property tax revenues due to higher valuations.



# General Fund Operating Revenues

## COMPARED TO PRIOR YEAR

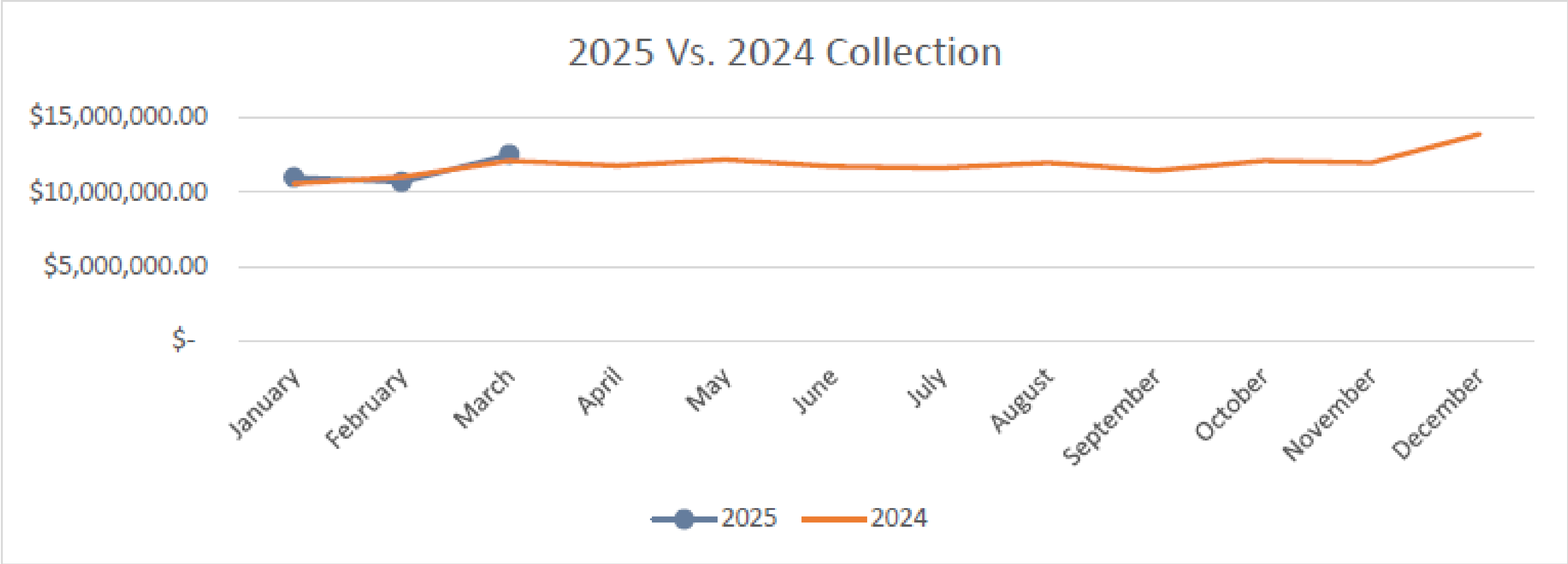
				Variance
	YTD	Prior Year		Favorable
	<u>Revenues</u>	<u>Revenues</u>		<u>(Unfavorable)</u>
REVENUES:				
1 General property taxes	\$ 13,291,370	\$ 9,341,756	\$	3,949,614
2 Sales taxes	33,983,424	33,793,406		190,018
3 Licenses and permits	8,006,610	8,116,494		(109,884)
4 Intergovernmental	0	0		0
5 Charges for services	2,887,191	2,898,842		(11,651)
6 Fines and fees	637,654	399,479		238,175
7 Utility franchise fees	8,729,693	8,774,084		(44,391)
8 Investment income	173,254	52,661		120,593
9 Miscellaneous	246,354	168,430		77,924
10 TOTAL REVENUES	\$ 67,955,550	\$ 63,545,152	\$	4,410,398

- As noted previously, revenues through the 1<sup>st</sup> quarter exceeded 2024 revenues by approximately \$4.4 million. Sales taxes will be discussed in detail in a moment. The increase in general property taxes is a result of increased property values.

# Sales Tax



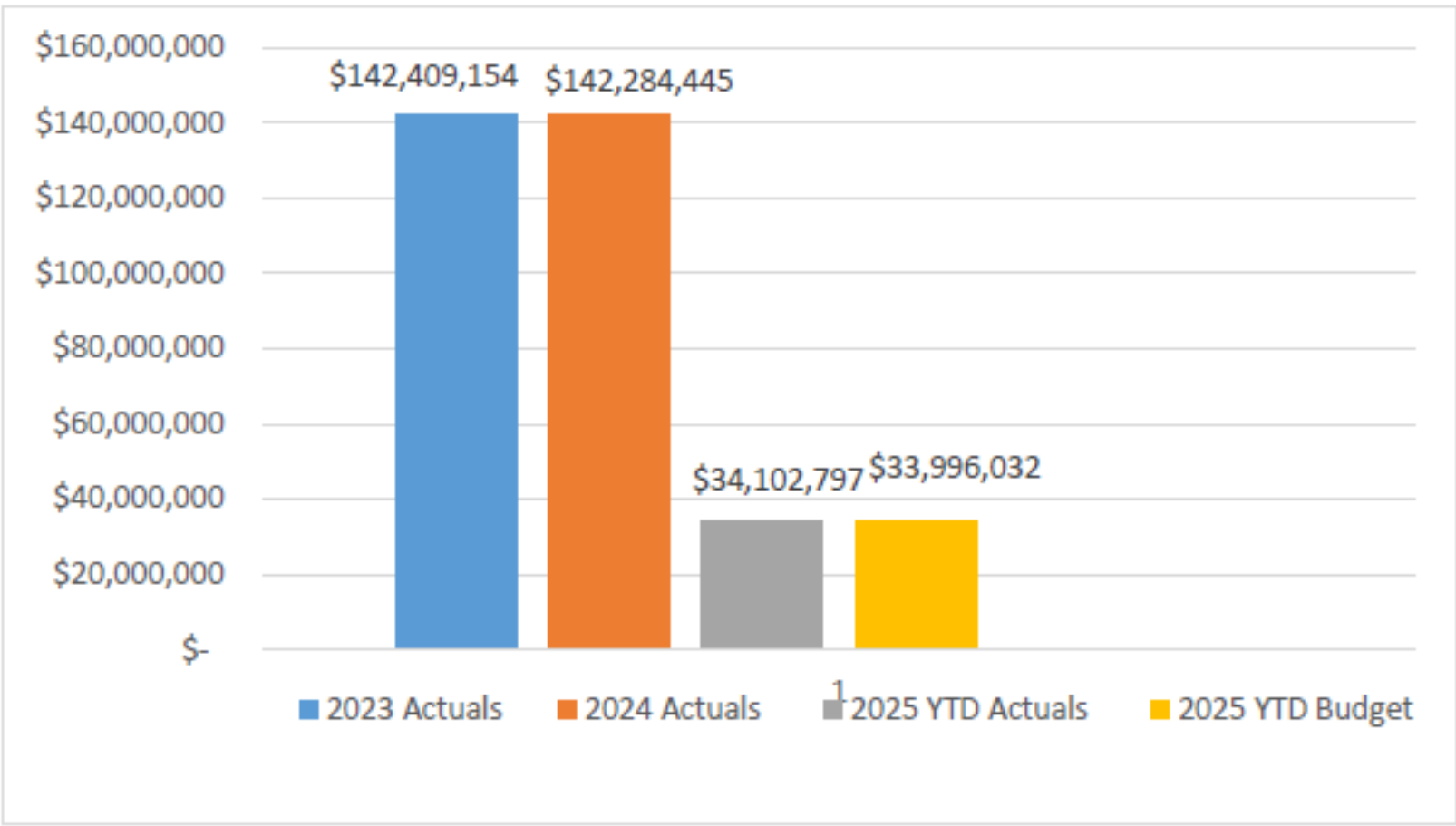
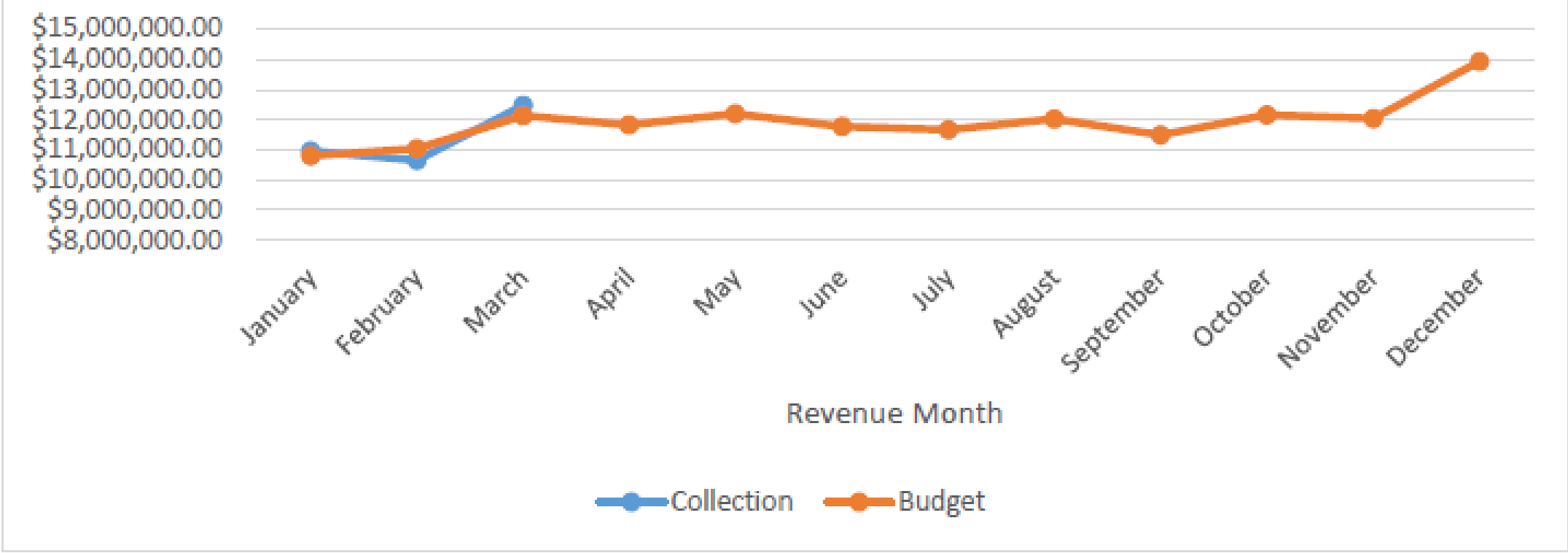
2025 Vs. 2024 Collection



# Sales Tax



2025 Sales Tax Collections Vs. Budget





# Sales Tax



Receipt (Revenue) Month	Sales & Use Tax Current Collections	Adopted Budget	Variance from Budget	Sales & Use Tax Same Month One Year Ago	Variance from Prior Year
March (Jan) 2025	\$ 10,966,703	\$ 10,803,413	\$ 163,290	\$ 10,754,282	\$ 212,421
April (Feb) 2025	10,653,619	11,050,974	(397,355)	10,978,786	(325,167)
May (Mar) 2025	12,482,475	12,141,645	340,830	12,060,337	422,138
<b>YTD 2025</b>	<b>\$ 34,102,797</b>	<b>\$ 33,996,032</b>	<b>\$ 106,765</b>	<b>\$ 33,793,405</b>	<b>\$ 309,392</b>

Through the first quarter rebates to the 10 largest NACIS Categories are down to \$902,919 from \$1,032,918, a net decline of \$129,999 in rebates which is a positive for the City's overall sales tax revenues.

# City – 1.125% Tax



## TOP TEN NAICS TAX CATEGORIES

2025 Highest Sales Tax by NAICS					
NAICS CODE	NACIS Category Name	YTD 2025	YTD 2024	Difference	Change
4529	Other General Merchandise Stores	\$ 1,434,790.99	\$ 1,495,537.52	\$ (60,746.53)	-4.1%
4451	Grocery Stores	\$ 1,336,196.89	\$ 1,356,888.43	\$ (20,691.54)	-1.5%
4541	Electronic Shopping and Mail-Order Houses	\$ 895,558.38	\$ 892,206.79	\$ 3,351.59	0.4%
7225	Food Services and Drinking Places; Unknown Subclassification	\$ 855,012.28	\$ 973,259.00	\$ (118,246.72)	-12.1%
4441	Building Material and Supplies Dealers	\$ 849,936.36	\$ 920,268.69	\$ (70,332.33)	-7.6%
7221	Full-Service Restaurants	\$ 825,083.50	\$ 684,740.08	\$ 140,343.42	20.5%
4431	Electronics and Appliance Stores	\$ 607,164.24	\$ 628,523.04	\$ (21,358.80)	-3.4%
2211	Electric Power Generation; Transmission and Distribution	\$ 528,750.99	\$ 559,656.00	\$ (30,905.01)	-5.5%
2212	Natural Gas Distribution	\$ 482,291.63	\$ 429,464.00	\$ 52,827.63	12.3%
5321	Automotive Equipment Rental and Leasing	\$ 478,611.02	\$ 490,391.70	\$ (11,780.68)	-2.4%
	Subtotal - Top 10 Highest Sales Tax NAICS Categories	\$ 8,293,396.28	\$ 8,430,935.25	\$ (137,538.97)	-1.6%

This slide shows the NAICS Categories that generated the most local sales tax revenue through March 31, 2025. The net revenue decline in the top 10 categories was 1.6%, while the overall sales tax increased 0.92% compared to last year.

# City – 1.125% Tax



## TOP TEN NAICS CATEGORY INCREASES BY AMOUNT

2025 Top Positive Sales Tax Differences					
NAICS CODE	NAICIS Category Name	YTD 2025	YTD 2024	Difference	Change
3279	Other Nonmetallic Mineral Product Manufacturing	\$ 46,696.04	\$ (256,398.24)	\$ 303,094.28	-118.2%
5415	Computer Systems Design and Related Services	\$ 199,558.99	\$ 41,611.67	\$ 157,947.32	379.6%
7221	Full-Service Restaurants	\$ 825,083.50	\$ 684,740.08	\$ 140,343.42	20.5%
9300	NAICS with Less Than 3 Businesses	\$ (71,603.55)	\$ (203,410.60)	\$ 131,807.05	-64.8%
5322	Consumer Goods Rental	\$ 292,768.02	\$ 212,870.23	\$ 79,897.79	37.5%
5413	Architectural; Engineering; and Related Services	\$ 89,697.87	\$ 35,160.33	\$ 54,537.54	155.1%
2212	Natural Gas Distribution	\$ 482,291.63	\$ 429,464.00	\$ 52,827.63	12.3%
3323	Architectural and Structural Metals Manufacturing	\$ 94,513.80	\$ 41,766.51	\$ 52,747.29	126.3%
2213	Water; Sewage and Other Systems	\$ 185,401.90	\$ 136,597.03	\$ 48,804.87	35.7%
4523	General Merchandise Stores; including Warehouse Clubs and Supercenters	\$ 372,562.89	\$ 338,067.19	\$ 34,495.70	10.2%
	Subtotal - Top 10 Positive Sales Tax NAICS Categories	\$ 2,516,971.09	\$ 1,460,468.20	\$ 1,056,502.89	72.3%

- The largest increase by amount is from **Other Nonmetallic Mineral Product Manufacturing** which has increased by **\$303,094** compared to 2024.
- The largest percentage increase in 2025 compared to 2024 is in **Computer Systems Design and Related Services** which saw an increase of 379.6% compared to last year from \$41,612 to \$199,559 in 2025.

# City – 1.125% Tax



## TOP TEN NAICS CATEGORY DECREASES BY AMOUNT

2025 Top Negative Sales Tax Differences					
NAICS CODE	NACIS Category Name	YTD 2025	YTD 2024	Difference	Change
7225	Food Services and Drinking Places; Unknown Subclassification	\$ 855,012.28	\$ 973,259.00	\$ (118,246.72)	-12.1%
4441	Building Material and Supplies Dealers	\$ 849,936.36	\$ 920,268.69	\$ (70,332.33)	-7.6%
4529	Other General Merchandise Stores	\$ 1,434,790.99	\$ 1,495,537.52	\$ (60,746.53)	-4.1%
4213	Lumber and Other Construction Materials Wholesalers	\$ 42,214.50	\$ 99,098.23	\$ (56,883.73)	-57.4%
4481	Clothing Stores	\$ 431,799.61	\$ 473,559.97	\$ (41,760.36)	-8.8%
5616	Investigation and Security Services	\$ 136,968.28	\$ 177,229.49	\$ (40,261.21)	-22.7%
3361	Motor Vehicle Manufacturing	\$ 565.72	\$ 32,104.43	\$ (31,538.71)	-98.2%
2211	Electric Power Generation; Transmission and Distribution	\$ 528,750.99	\$ 559,656.00	\$ (30,905.01)	-5.5%
4413	Automotive Parts; Accessories; and Tire Stores	\$ 230,498.61	\$ 257,968.53	\$ (27,469.92)	-10.6%
4511	Sporting Goods; Hobby; and Musical Instrument Stores	\$ 282,414.83	\$ 309,278.03	\$ (26,863.20)	-8.7%
	Subtotal - Top 10 Negative Sales Tax NAICS Categories	\$ 4,792,952.17	\$ 5,297,959.89	\$ (505,007.72)	-9.5%

- The NAICS categories with the largest increases by amount are partially offset the NAICS Categories with the largest decreases by amount, with a net increase of \$551,495.
- **Food Services and Drinking Places** declined **\$118,247** through the end of the 1<sup>st</sup> quarter.
- The decline in **Food Services and Drinking Places** of **\$118,247** was offset by the increase in **Full-Service Restaurants** of **\$140,343** on the previous slide for a net positive increase of \$22,097. This is a reversal for the end of 2024.



# Electric Franchise fees



	<u>2025 KWH</u>	<u>2024 KWH</u>	<u>2025 Revenue</u>	<u>2024 Revenue</u>	<u>Usage Chng</u>	<u>Rev Chng</u>
<u>Month</u>	<u>KWH</u>	<u>KWH</u>	<u>Revenue</u>	<u>Revenue</u>	<u>Incr (Decr)</u>	<u>Incr (Decr)</u>
January	276,904,441	273,110,472	1,307,363	1,421,572	1.39%	-8.03%
February	262,335,796	254,282,568	1,247,905	1,335,402	3.17%	-6.55%
March	234,276,692	221,561,933	1,161,979	1,164,996	5.74%	-0.26%
	773,516,929	748,954,973	3,717,248	3,921,971	3.28%	-5.22%

The 2025 budget is \$17,478,000, an increase of 7.9% from the prior year actual results of \$16,190,906, based on information received from Entergy Arkansas. Usage increased by 3.28% and revenues decreased 5.22% through the first quarter.

# Gas Franchise fees



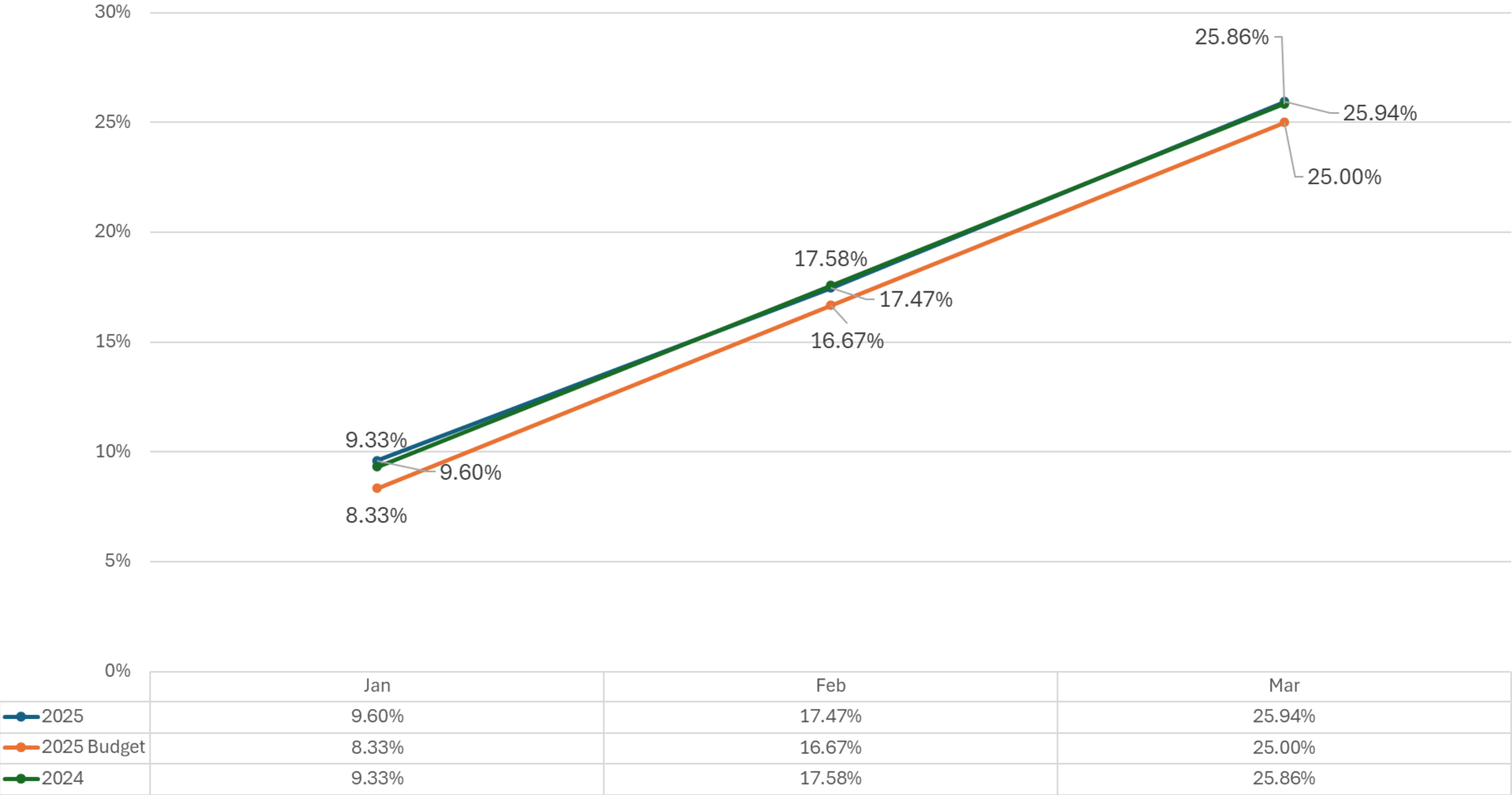
	2025 Mcf	2024 Mcf	2025 Rev	2024 Rev	Usage Chng	Rev Chng
<u>Month</u>	<u>Mcf</u>	<u>Mcf</u>	<u>Revenue</u>	<u>Revenue</u>	<u>Incr (Decr)</u>	<u>Incr (Decr)</u>
January	1,512,860	1,624,072	730,892.46	755,984	-6.85%	-3.32%
February	1,732,299	1,667,780	771,640.36	707,593	3.87%	9.05%
March	1,224,083	784,607	640,644.13	384,296	56.01%	66.71%
	4,469,242	4,076,459	2,143,177	1,847,874	9.64%	15.98%

The 2025 budget is \$4,184,000, an increase of 22.7% from the prior year actual results of \$3,410,899, based on information received from Summit Utilities. Usage increased by 9.64% and revenues increased 15.98% through March.



# General Fund Operating Expenditures

BUDGET % EXPENDED - 2025 AND 2024



# General Fund Operating Expenditures

2025 AND 2024



\$-	Jan	Feb	Mar
2025	\$24,041,436	\$43,751,295	\$64,982,577
2025 Budget	\$20,873,810	\$41,747,620	\$62,621,430
2024	\$21,336,313	\$40,212,174	\$59,151,261

# General Fund Operating Expenditures

## COMPARED TO BUDGET (1 of 2)

				Variance	
		YTD	YTD	Favorable	Prior Year
		<u>Budget</u>	<u>Expenditures</u>	<u>(Unfavorable)</u>	<u>Expenditures</u>
EXPENDITURES					
GENERAL GOVERNMENT:					
1 Executive Administration	\$	7,786,888	\$ 7,945,556	\$ (158,668)	\$ 6,412,161
2 Board of Directors		103,193	108,633	(5,440)	87,736
3 Community Programs		59,224	2,290	56,934	66,280
4 City Attorney		750,264	778,442	(28,178)	601,293
5 District Court - (Criminal)		395,915	364,801	31,114	349,409
6 District Court - (Environmental)		162,672	148,127	14,545	149,716
7 District Court - (Traffic)		349,871	357,139	(7,268)	349,738
8 Finance		1,376,880	1,569,311	(192,431)	1,141,949
9 Human Resouces		772,028	710,731	61,297	668,617
10 Information Technology		1,980,104	2,416,555	(436,451)	2,561,330
11 Planning and Development		903,851	806,217	97,633	879,018
12 TOTAL GENERAL GOVERNMENT		14,640,888	15,207,802	(566,914)	13,267,247

General Government Expenditures are above the year-to-date (YTD) budget due to encumbrances for the data center refresh and the annual audit that are entered in at the beginning of the year and expended over the life of the project.

# General Fund Operating Expenditures

## COMPARED TO BUDGET (2 of 2)

	YTD <u>Budget</u>	YTD <u>Expenditures</u>	Variance Favorable (Unfavorable)	Prior Year <u>Expenditures</u>
EXPENDITURES:				
13 PUBLIC WORKS	294,022	300,150	(6,128)	250,587
14 PARKS & RECREATION	2,893,360	2,954,751	(61,391)	2,695,982
15 RIVERMARKET	263,800	424,800	(161,000)	25,174
16 GOLF	456,855	426,801	30,054	504,989
17 JIM DAILEY FITNESS & AQUATICS	226,644	240,323	(13,679)	219,905
18 ZOO	1,948,128	2,008,327	(60,199)	1,844,914
19 FIRE	16,058,880	15,253,413	805,467	14,328,158
20 POLICE	23,321,517	23,118,219	203,298	21,313,092
21 911 OPERATIONS	1,247,487	1,439,152	(191,665)	1,219,480
22 HOUSING & NEIGHBORHOOD	2,210,620	1,947,837	262,783	1,721,173
23 DEBT SERVICE:				
24 Principal	654,932	1,424,832	(769,900)	1,374,583
25 Fiscal Charges on Long Term Debt	60,922	223,551	(162,629)	273,800
26 CAPITAL OUTLAY	15,831	12,619	3,212	112,177
SAVINGS FROM AUTHORIZED BUT				
27 UNFILLED POSITIONS	(1,672,457)	0	(1,672,457)	0
<b>28 TOTAL EXPENDITURES</b>	<b>\$ 62,621,429</b>	<b>\$ 64,982,577</b>	<b>\$ (2,361,148)</b>	<b>\$ 59,151,261</b>

Overall, the General Fund is over budget by \$2.4 million due to encumbrances and the reduction in the budget for vacancy savings that have not been achieved year to date. When this is removed the General Fund is \$700K over budget due to encumbrances and the timing of debt service payments relative to the 1/12<sup>th</sup> systematic year to date budget utilized for reporting.



# General Fund

## AUTHORIZED BUT UNFILLED POSITIONS AND VACATION/SICK PAYOUTS

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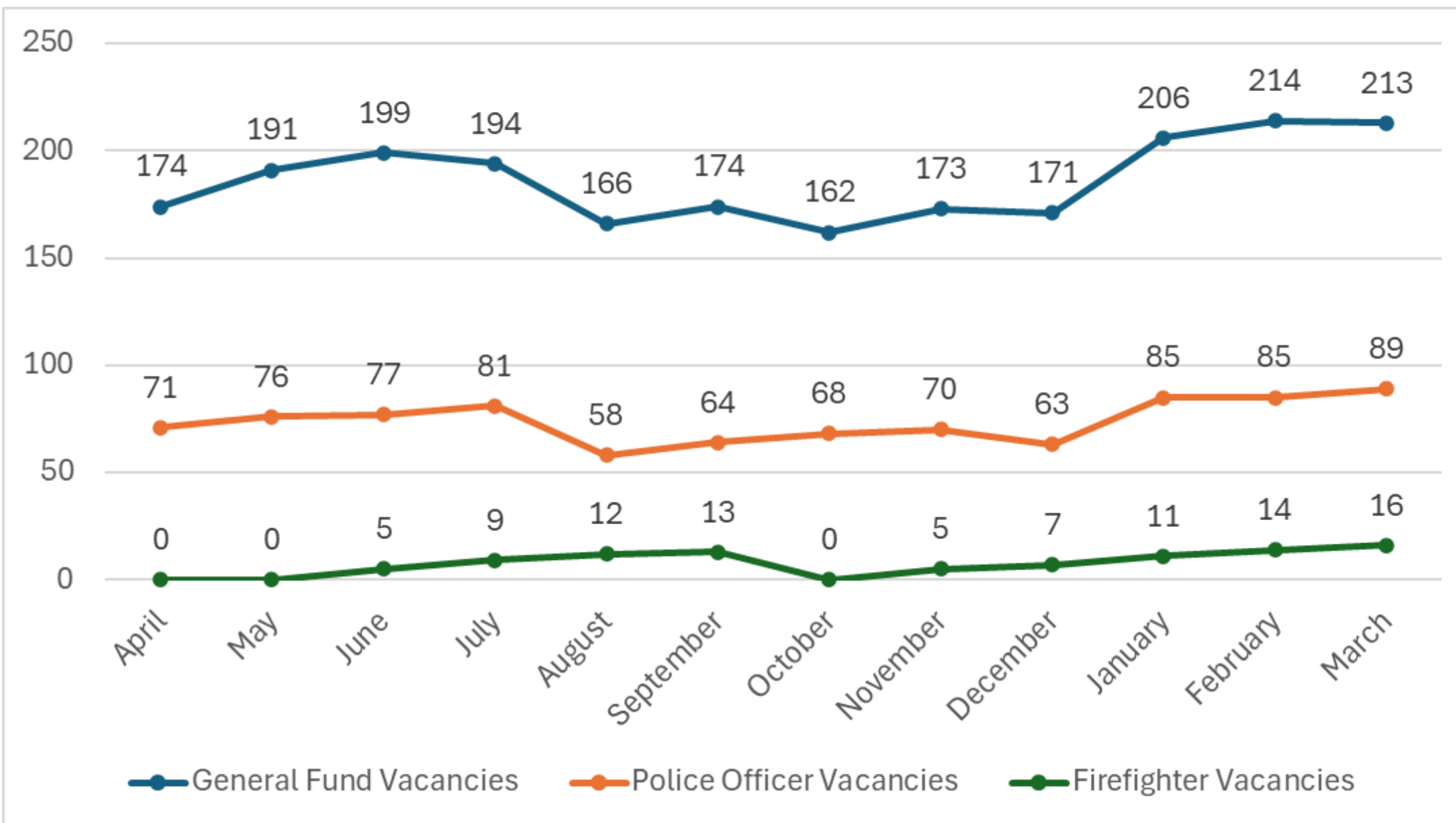
- Savings from Authorized but Unfilled Positions
  - \$11,000,000 2025 adopted budget
  - \$4,310,172 YTD
  - 213 budgeted positions unfilled in the General Fund as of the end of March.
- Vacation/Sick Payouts
  - \$2,000,000 2025 adopted budget
  - \$687,413 paid out through the end of the 1st quarter





# General Fund

## AUTHORIZED BUT UNFILLED POSITIONS LAST TWELVE MONTHS







# QUESTIONS?

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Chief Financial Officer**

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