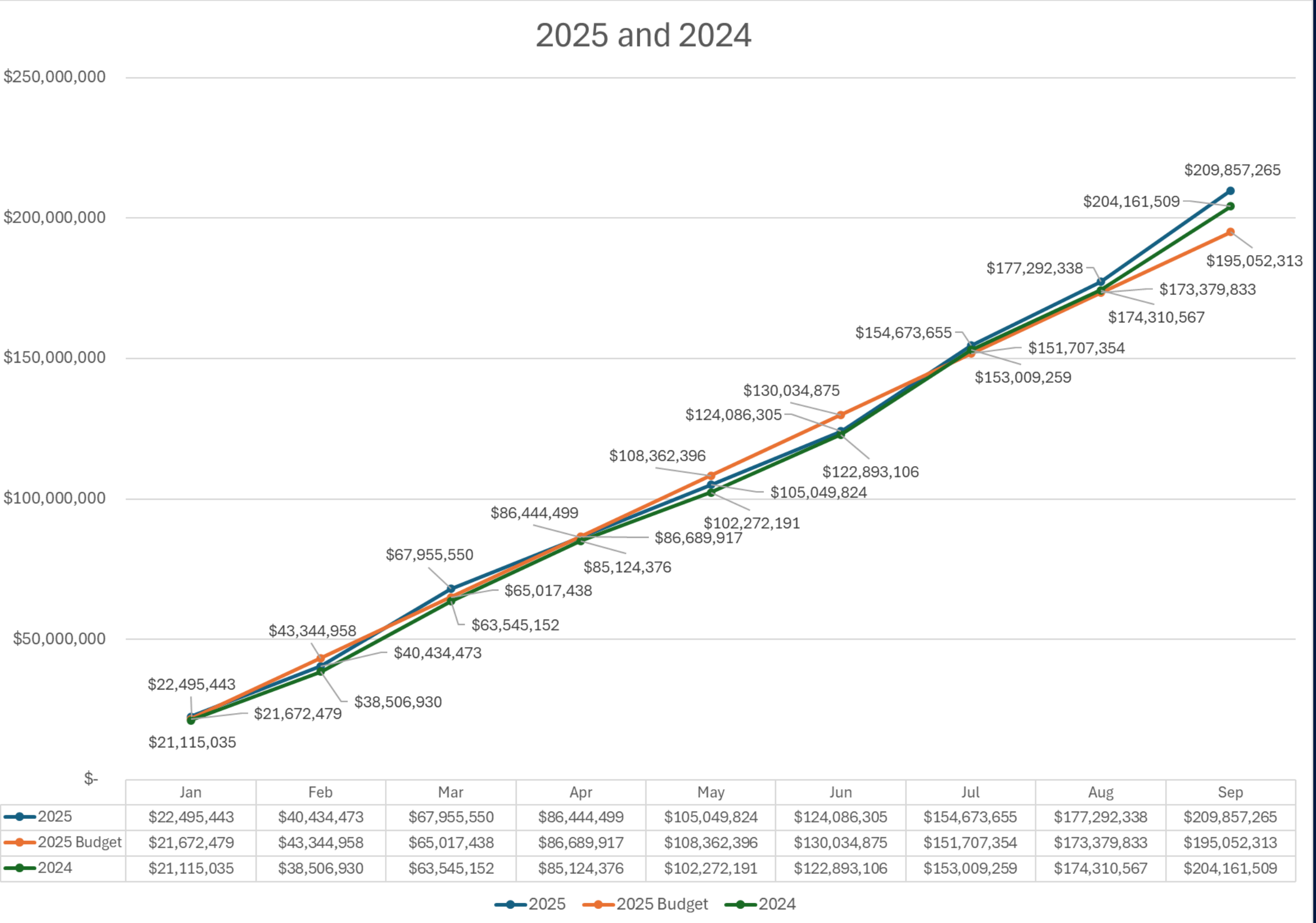




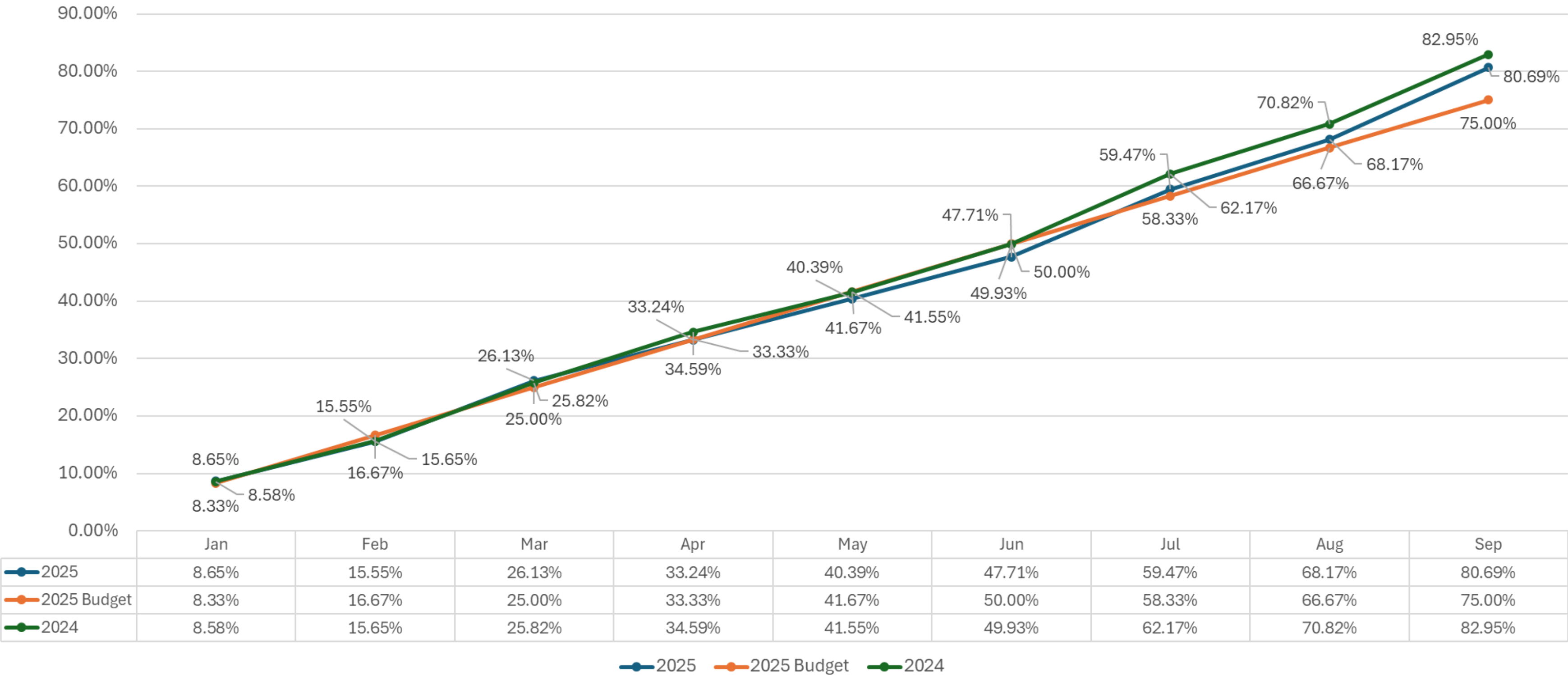
2025 Third Quarter Financial Report

General Fund Operating Revenues



General Fund Operating Revenues

BUDGET % COLLECTED - 2025 AND 2024



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	\$ 29,811,000	\$ 36,949,540	\$ 7,138,540	\$ 35,377,599
2	Sales taxes	107,379,300	107,143,911	(235,389)	104,379,383
3	Licenses and permits	10,646,925	12,729,516	2,082,591	12,552,230
4	Intergovernmental	9,204,075	12,699,818	3,495,743	12,271,898
5	Charges for services	9,127,275	9,812,203	684,928	9,422,968
6	Fines and fees	1,426,875	1,611,458	184,583	1,593,902
7	Utility franchise fees	26,485,463	26,072,614	(412,849)	24,725,352
8	Investment income	130,500	1,725,483	1,594,983	3,140,258
9	Miscellaneous	840,900	1,112,722	271,822	697,919
10	TOTAL REVENUES	\$ 195,052,313	\$ 209,857,265	\$ 14,804,952	\$ 204,161,509

- Revenues at the end of the 3rd quarter are approximately \$14.8 million or 7.6% above the amended year to date budget, and approximately \$5.7 million or 2.8% 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	\$ 29,811,000	\$ 36,949,540	\$ 7,138,540	\$ 35,377,599
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10	TOTAL REVENUES	\$ 195,052,313	\$ 209,857,265	\$ 14,804,952	\$ 204,161,509

- Revenues at the end of the 3rd quarter are approximately \$14.8 million or 7.6% above the adopted budget year to date, and approximately \$5.7 million or 2.8% above 2024 revenues. The favorable variance is due to the timing of intergovernmental revenues which are received in July from the State of Arkansas related to the Pension Turnback funds, the timing and increases in property tax revenues due to increased values, and increased licenses and permits revenues. Further, relative to 2024 sales tax revenues are up by \$2.8 million.

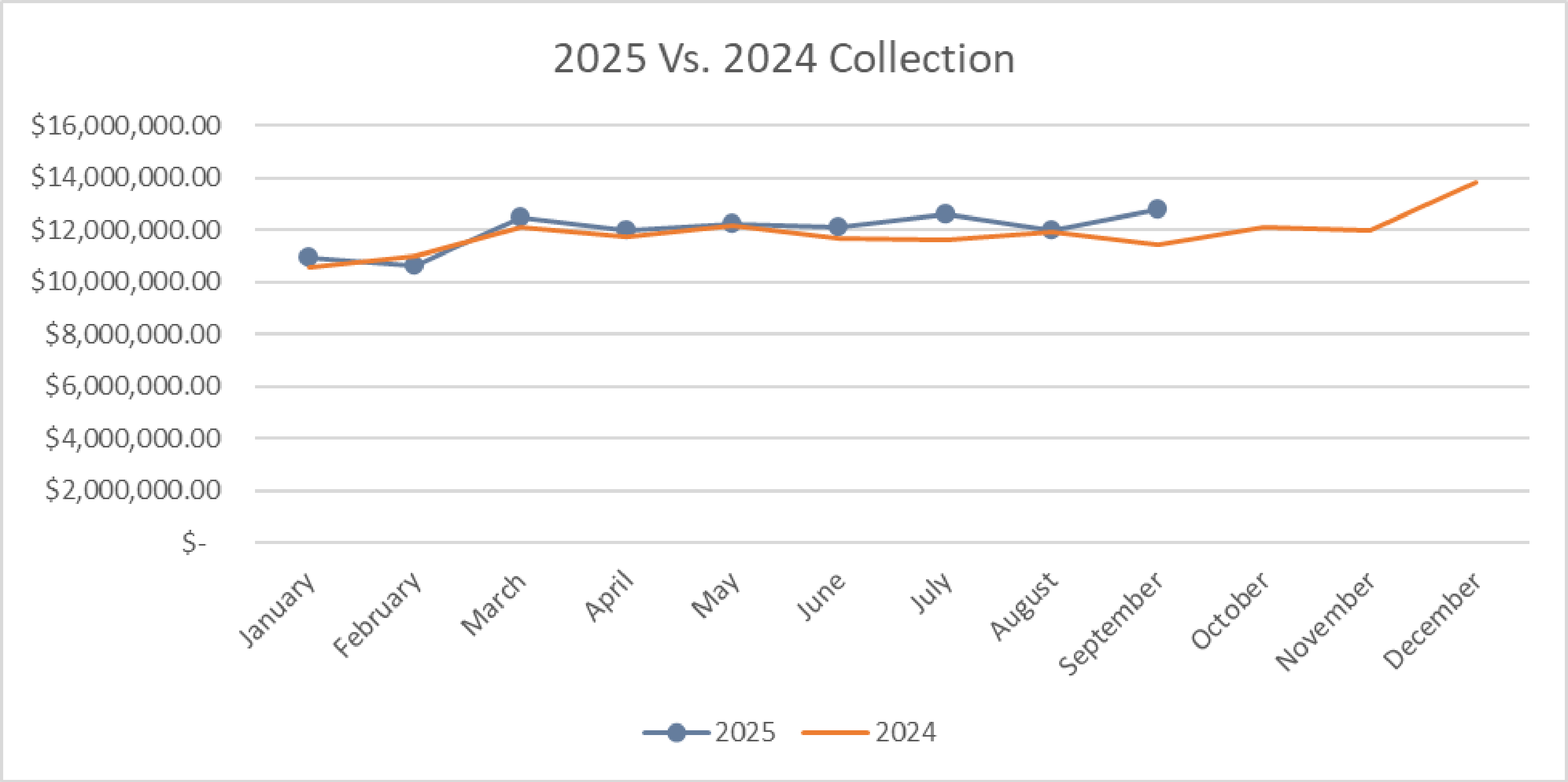
General Fund Operating Revenues

COMPARED TO PRIOR YEAR

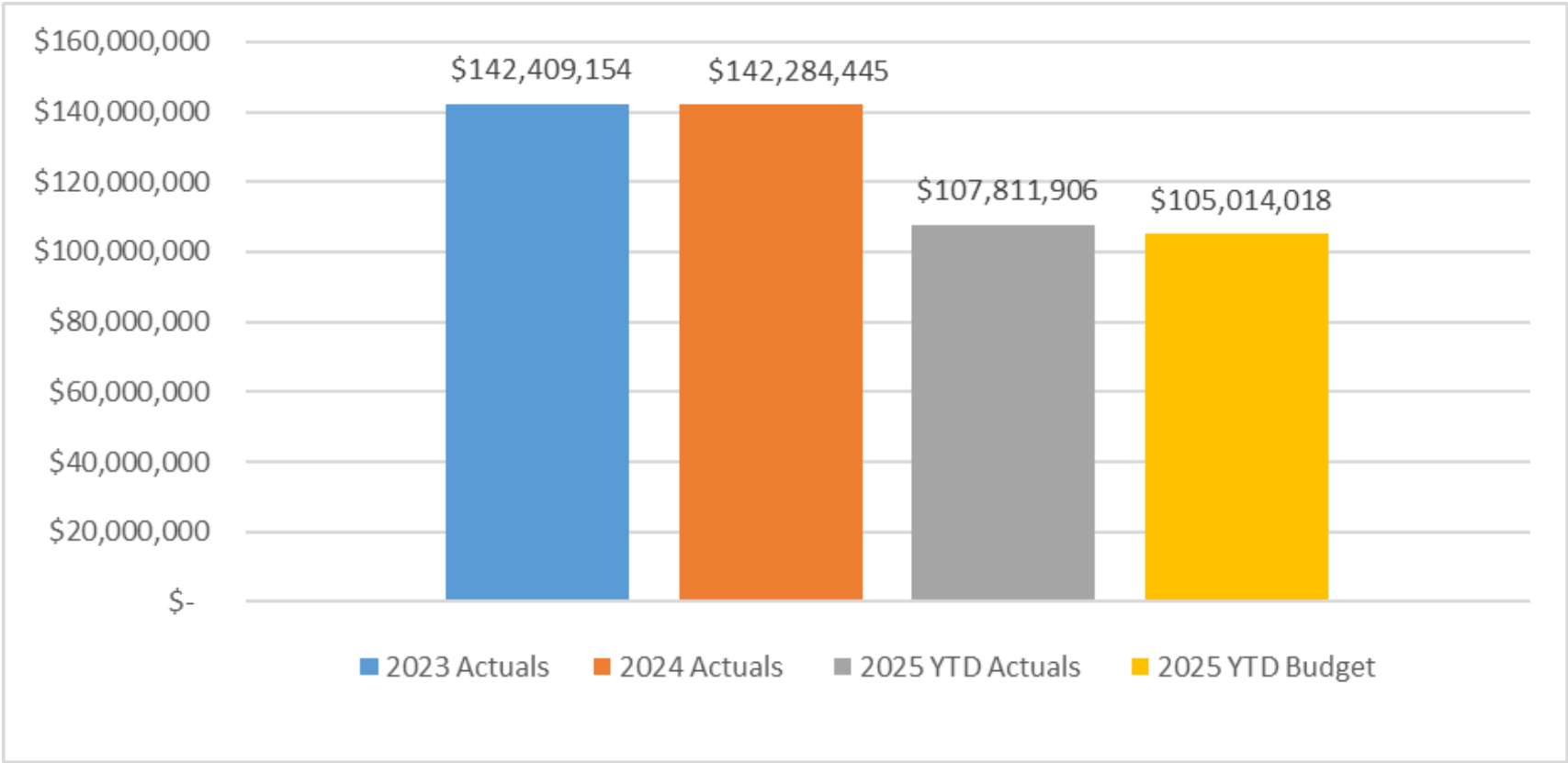
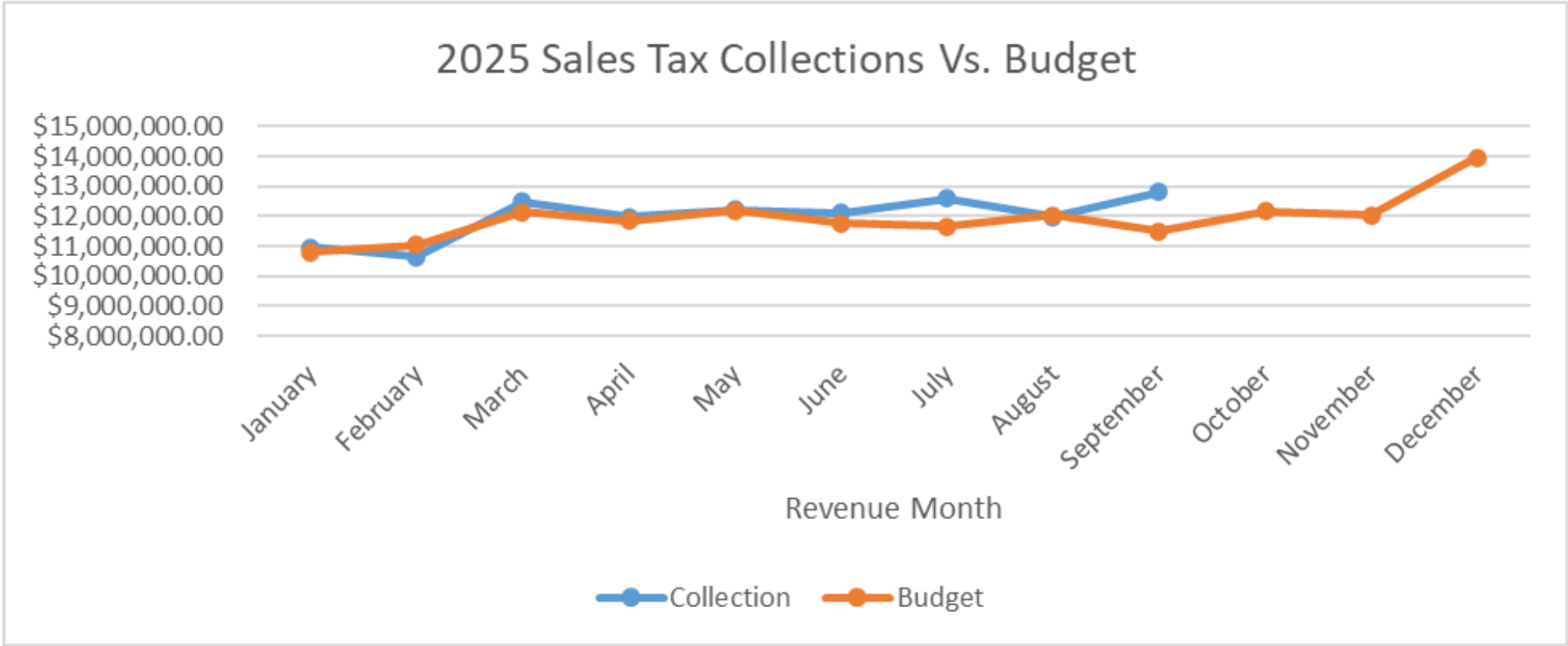
		YTD	Prior Year	Variance
		<u>Revenues</u>	<u>Revenues</u>	<u>Favorable</u> <u>(Unfavorable)</u>
	REVENUES:			
1	General property taxes	\$ 36,949,540	\$ 35,377,599	\$ 1,571,941
2	Sales taxes	107,143,911	104,379,383	2,764,528
3	Licenses and permits	12,729,516	12,552,230	177,286
4	Intergovernmental	12,699,818	12,271,898	427,920
5	Charges for services	9,812,203	9,422,968	389,235
6	Fines and fees	1,611,458	1,593,902	17,556
7	Utility franchise fees	26,072,614	24,725,352	1,347,262
8	Investment income	1,725,483	3,140,258	(1,414,775)
9	Miscellaneous	1,112,722	697,919	414,803
10	TOTAL REVENUES	\$ 209,857,265	\$ 204,161,509	\$ 5,695,756

- As noted previously, revenues through the 3rd quarter exceeded 2024 revenues by approximately \$5.7 million. Sales taxes will be discussed in detail in a moment. The increase in general property taxes is a result of increased property values. The decline in investment income is primarily due to the annual accounting entry related to the reporting of the fair market value of investments at the end of the year that is reversed in the subsequent year.

Sales Tax



Sales Tax



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
June (Apr) 2025	11,986,881	11,836,708	150,173	11,759,621	227,260
July (May) 2025	12,230,553	12,203,150	27,403	12,157,424	73,129
August (June) 2025	12,109,216	11,773,986	335,230	11,693,544	415,672
September (July) 2025	12,594,610	11,672,800	921,810	11,597,042	997,568
October (August) 2025	11,984,214	12,027,865	(43,651)	11,949,204	35,010
November (September) 2025	12,803,635	11,503,477	1,300,158	11,429,144	1,374,491
YTD 2025	\$ 107,811,906	\$ 105,014,018	\$ 2,797,888	\$ 104,379,384	\$ 3,432,522

Year to date through nine months sales tax revenues are 3.29% higher than the same period a year ago and 2.66% above budget.

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	\$ 4,466,670.17	\$ 4,463,714.57	\$ 2,955.60	0.1%
4451	Grocery Stores	\$ 3,968,723.50	\$ 3,915,421.48	\$ 53,302.02	1.4%
4441	Building Material and Supplies Dealers	\$ 2,948,544.45	\$ 2,913,545.07	\$ 34,999.38	1.2%
4541	Electronic Shopping and Mail-Order Houses	\$ 2,912,097.86	\$ 2,753,871.83	\$ 158,226.03	5.7%
7225	Food Services and Drinking Places; Unknown Subclassification	\$ 2,818,910.07	\$ 2,763,657.83	\$ 55,252.24	2.0%
7221	Full-Service Restaurants	\$ 2,492,732.60	\$ 2,448,541.51	\$ 44,191.09	1.8%
4431	Electronics and Appliance Stores	\$ 2,019,769.45	\$ 1,917,862.95	\$ 101,906.50	5.3%
2211	Electric Power Generation; Transmission and Distribution	\$ 1,744,244.62	\$ 1,815,612.71	\$ (71,368.09)	-3.9%
5321	Automotive Equipment Rental and Leasing	\$ 1,556,599.20	\$ 1,602,924.64	\$ (46,325.44)	-2.9%
4481	Clothing Stores	\$ 1,406,075.05	\$ 1,485,267.45	\$ (79,192.40)	-5.3%
	Subtotal - Top 10 Highest Sales Tax NAICS Categories	\$ 26,334,366.97	\$ 26,080,420.04	\$ 253,946.93	1.0%

This slide shows the NAICS Categories that generated the most local sales tax revenue through September 30, 2025. The net revenue increase in the top 10 categories was 1.0%, while the overall sales tax increased 3.29% compared to last year.

City – 1.125% Tax



TOP TEN NAICS CATEGORY INCREASES BY AMOUNT

2025 Top Positive Sales Tax Differences					
NAICS CODE	NACIS Category Name	YTD 2025	YTD 2024	Difference	Change
4238	Machinery; Equipment; and Supplies Merchant Wholesalers	\$ 695,585.23	\$ 237,260.94	\$ 458,324.29	193.2%
3279	Other Nonmetallic Mineral Product Manufacturing	\$ 124,362.67	\$ (143,186.29)	\$ 267,548.96	-186.9%
2213	Water; Sewage and Other Systems	\$ 672,016.64	\$ 483,455.74	\$ 188,560.90	39.0%
5322	Consumer Goods Rental	\$ 804,182.23	\$ 625,314.65	\$ 178,867.58	28.6%
2212	Natural Gas Distribution	\$ 774,385.86	\$ 610,866.66	\$ 163,519.20	26.8%
4541	Electronic Shopping and Mail-Order Houses	\$ 2,912,097.86	\$ 2,753,871.83	\$ 158,226.03	5.7%
5415	Computer Systems Design and Related Services	\$ 340,204.47	\$ 197,571.60	\$ 142,632.87	72.2%
3323	Architectural and Structural Metals Manufacturing	\$ 302,424.64	\$ 182,308.14	\$ 120,116.50	65.9%
5416	Management; Scientific; and Technical Consulting Services	\$ 245,432.69	\$ 135,624.09	\$ 109,808.60	81.0%
4431	Electronics and Appliance Stores	\$ 2,019,769.45	\$ 1,917,862.95	\$ 101,906.50	5.3%
	Subtotal - Top 10 Positive Sales Tax NAICS Categories	\$ 8,890,461.74	\$ 7,000,950.31	\$ 1,889,511.43	27.0%

- The largest increase by amount is from ***Machinery; Equipment; and Supplies Merchant Wholesalers*** which has increased by **\$458,324** compared to 2024.
- The largest percentage increase in 2025 compared to 2024 is in ***Machinery; Equipment; and Supplies Merchant Wholesalers*** which saw an increase of 193.2% compared to last year from \$237,261 to \$695,585 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
3345	Navigational; Measuring; Electromedical; and Control Instruments Manufacturing	\$ 70,131.94	\$ 207,796.44	\$ (137,664.50)	-66.2%
4481	Clothing Stores	\$ 1,406,075.05	\$ 1,485,267.45	\$ (79,192.40)	-5.3%
4512	Book; Periodical; and Music Stores	\$ 74,916.52	\$ 151,877.62	\$ (76,961.10)	-50.7%
2211	Electric Power Generation; Transmission and Distribution	\$ 1,744,244.62	\$ 1,815,612.71	\$ (71,368.09)	-3.9%
4413	Automotive Parts; Accessories; and Tire Stores	\$ 738,692.92	\$ 796,202.07	\$ (57,509.15)	-7.2%
4213	Lumber and Other Construction Materials Wholesalers	\$ 173,641.49	\$ 228,983.84	\$ (55,342.35)	-24.2%
5418	Advertising; Public Relations; and Related Services	\$ 32,212.11	\$ 84,606.05	\$ (52,393.94)	-61.9%
3133	Textile and Fabric Finishing and Fabric Coating Mills	\$ 48,457.71	\$ 99,493.37	\$ (51,035.66)	-51.3%
4532	Office Supplies; Stationery; and Gift Stores	\$ 320,563.98	\$ 367,041.12	\$ (46,477.14)	-12.7%
5321	Automotive Equipment Rental and Leasing	\$ 1,556,599.20	\$ 1,602,924.64	\$ (46,325.44)	-2.9%
	Subtotal - Top 10 Negative Sales Tax NAICS Categories	\$ 6,165,535.54	\$ 6,839,805.31	\$ (674,269.77)	-9.9%

- 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 \$1,215,242 or 8.8%.
- **Clothing Stores** declined **\$79,192** through the end of the 3rd quarter.
- The largest decline was in **Navigational; Measuring; Electromedical; and Control Instruments Manufacturing** which was down **\$137,665** compared to a year prior.

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%	
April	219,093,245	210,570,470	1,090,383	997,394	4.05%	9.32%	
May	239,638,588	226,554,367	1,192,184	1,083,648	5.78%	10.02%	
June	284,331,636	293,029,031	1,535,948	1,499,534	-2.97%	2.43%	
July	350,756,631	335,134,059	1,940,595	1,764,178	4.66%	10.00%	
August	363,754,164	336,923,735	2,050,412	1,755,268	7.96%	16.81%	
September	316,939,384	324,570,300	1,752,897	1,671,341	-2.35%	4.88%	
	2,548,030,577	2,475,736,935	13,279,666	12,693,334	2.92%	4.62%	

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 2.92% and revenues increased 4.62% through the third 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	755,984	-6.85%	-3.32%	
February	1,732,299	1,667,780	771,640	707,593	3.87%	9.05%	
March	1,224,083	784,607	640,644	384,296	56.01%	66.71%	
April	503,586	545,227	350,712	237,161	-7.64%	47.88%	
May	270,966	302,001	211,053	139,060	-10.28%	51.77%	
June	232,180	177,815	202,761	103,080	30.57%	96.70%	
July	184,140	183,198	166,620	90,595	0.51%	83.92%	
August	162,112	166,286	157,232	90,541	-2.51%	73.66%	
September	176,593	158,041	126,522	93,666	11.74%	35.08%	
	5,998,819	5,609,027	3,358,077	2,601,977	6.95%	29.06%	

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 6.95% and revenues increased 29.06% through September.

General Fund Operating Expenditures

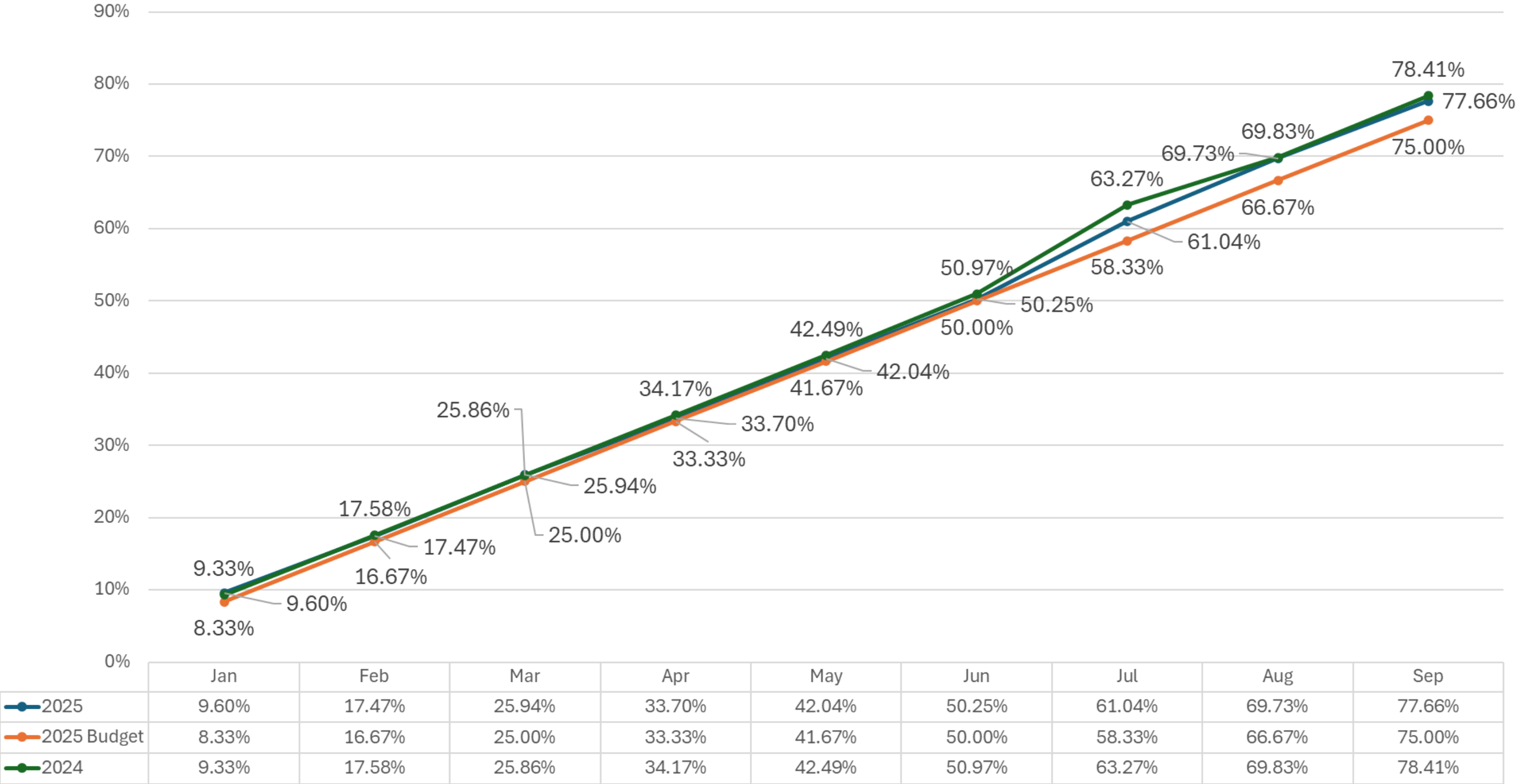
2025 AND 2024



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
2025	\$24,041,436	\$43,751,295	\$64,982,577	\$84,407,376	\$105,302,478	\$125,880,053	\$152,894,762	\$174,675,153	\$194,534,041
2025 Budget	\$20,873,810	\$41,747,620	\$62,621,430	\$83,495,240	\$104,369,050	\$125,242,860	\$146,116,670	\$166,990,480	\$187,864,290
2024	\$21,336,313	\$40,212,174	\$59,151,261	\$78,178,869	\$97,191,816	\$116,599,228	\$144,746,246	\$159,738,025	\$179,372,951

General Fund Operating Expenditures

BUDGET % EXPENDED - 2025 AND 2024



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	\$ 23,158,670	\$ 21,338,652	\$ 1,820,018	\$ 19,448,044
2	Board of Directors	309,579	357,124	(47,545)	315,845
3	Community Programs	177,672	10,183	167,489	80,612
4	City Attorney	2,178,285	2,273,781	(95,496)	2,015,953
5	District Court - (Criminal)	1,163,502	1,097,997	65,505	1,077,507
6	District Court - (Environmental)	488,016	468,209	19,807	460,394
7	District Court - (Traffic)	1,029,418	1,001,544	27,874	1,016,423
8	Finance	4,046,239	4,136,595	(90,356)	3,433,641
9	Human Resources	2,283,534	2,336,645	(53,111)	2,286,130
10	Information Technology	5,736,510	6,017,885	(281,375)	5,469,862
11	Planning and Development	2,592,287	2,768,313	(176,027)	2,686,655
12	TOTAL GENERAL GOVERNMENT	43,163,712	41,806,928	1,356,784	38,291,066

General Government Expenditures are below the year-to-date (YTD) budget due to Executive Administration, specifically, employee benefits and insurance being under budget through the third quarter by \$1.7 million which is offset by encumbrances and expenditures in other departments being over the YTD budget.

General Fund Operating Expenditures

COMPARED TO BUDGET (2 of 2)

		YTD Budget	YTD Expenditures	Variance Favorable (Unfavorable)	Prior Year Expenditures
	EXPENDITURES:				
13	PUBLIC WORKS	819,263	976,260	(156,997)	834,051
14	PARKS & RECREATION	8,290,558	8,678,739	(388,181)	8,424,014
15	RIVERMARKET	791,400	1,176,662	(385,262)	850,093
16	GOLF	1,341,891	1,520,929	(179,038)	1,686,691
17	JIM DAILEY FITNESS & AQUATICS	648,782	900,703	(251,921)	865,812
18	ZOO	5,751,632	5,940,281	(188,649)	6,115,948
19	FIRE	47,880,365	50,562,302	(2,681,937)	41,941,715
20	POLICE	67,118,893	70,324,790	(3,205,897)	66,869,850
21	911 OPERATIONS	3,487,742	4,376,075	(888,333)	3,744,145
22	HOUSING & NEIGHBORHOOD	6,374,997	6,017,961	357,036	5,613,851
23	DEBT SERVICE:				
24	Principal	1,964,795	1,424,832	539,963	3,740,739
25	Fiscal Charges on Long Term Debt	182,767	772,222	(589,455)	330,792
26	CAPITAL OUTLAY	47,494	55,357	(7,863)	64,184
27	SAVINGS FROM AUTHORIZED BUT UNFILLED POSITIONS	0	0	-	0
28	TOTAL EXPENDITURES	\$ 187,864,291	\$ 194,534,041	\$ (6,669,750)	\$ 179,372,951

Overall, the General Fund is over budget by approximately \$6.7 million due to encumbrances and an interest payment related to the 2024 Short-Term Financing Note that was not included in the 2025 Adopted Budget due to conflicting amortization schedules.

General Fund

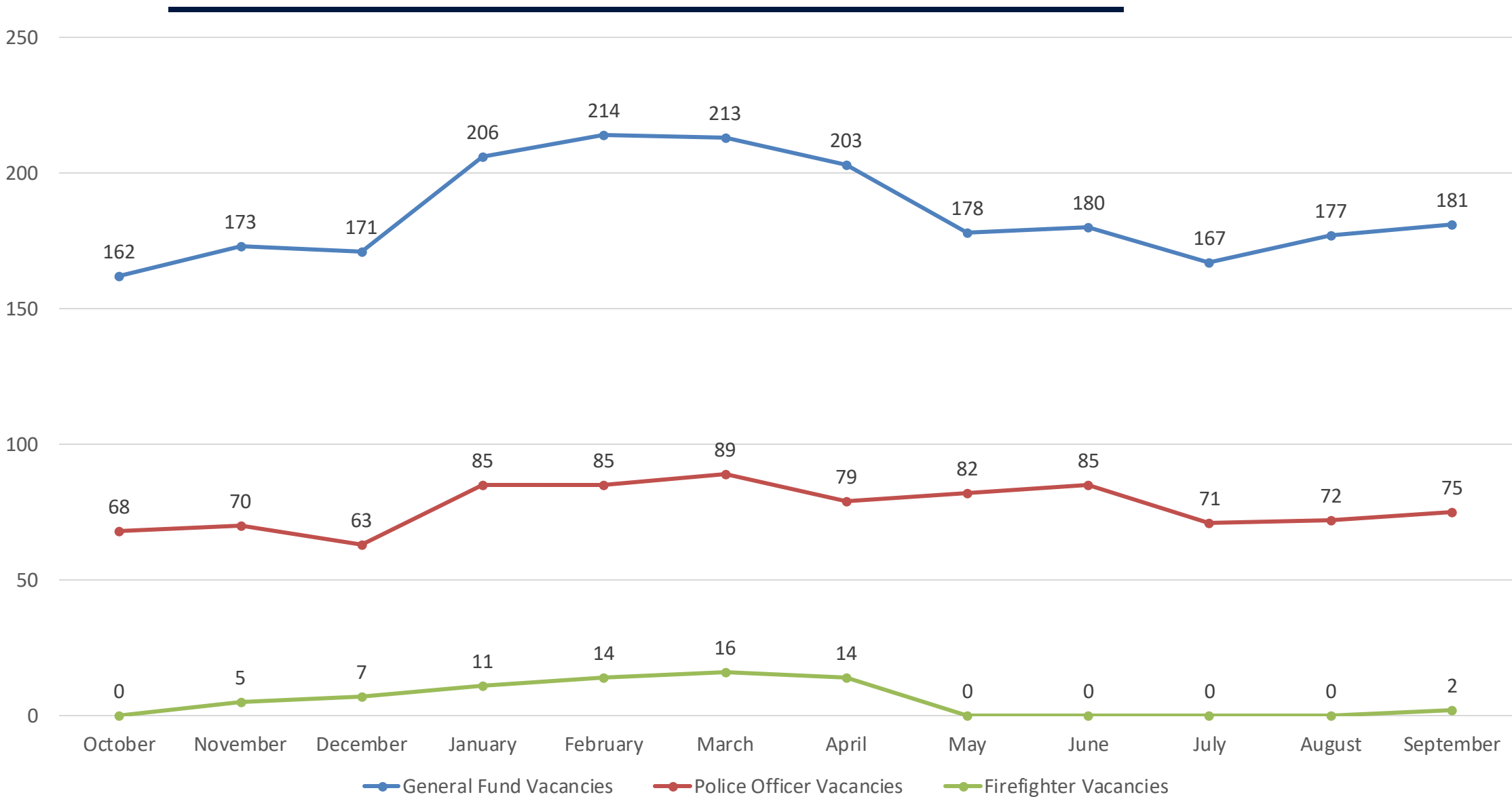
AUTHORIZED BUT UNFILLED POSITIONS AND VACATION/SICK PAYOUTS

- Savings from Authorized but Unfilled Positions
 - \$11,000,000 2025 adopted budget has been achieved.
 - 181 budgeted positions unfilled in the General Fund as of the end of September.
- Vacation/Sick Payouts
 - \$2,000,000 2025 adopted budget
 - \$1,391,625 paid out through the end of the 3rd quarter.



General Fund

AUTHORIZED BUT UNFILLED POSITIONS LAST TWELVE MONTHS





QUESTIONS?

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