

**VILLAGE OF LIBERTYVILLE
BOARD OF TRUSTEES**

**Committee of the Whole
Finance Committee**

**January 26, 2021
7:00 p.m.**

AGENDA

Meeting Conducted Virtually Due to Governor's Executive Orders #2020-10, 18, and 32

Pursuant to the Open Meetings Act, as amended by Public Act 100-0640, the Mayor of the Village of Libertyville, as the head of the public body, has made a determination that an in-person meeting is not practical or prudent because of a disaster.

Please join this meeting from your computer, tablet or smartphone:

<https://global.gotomeeting.com/join/325601397>

Members of the public can also dial in using a phone:

United States: +1 (571) 317-3122

Access Code: 325-601-397

1. Approve Minutes of the December 8, 2020 Meeting (Roll Call)
2. Review of Monthly Financial Report – December 2020 / COVID-19 Impact Update
3. Sales Tax Update
4. FY 2021-2022 Budget Process Update (Verbal)
5. Other
6. Adjourn

Any individual who would like to attend this meeting but because of a disability needs some accommodation to participate should contact the ADA Coordinator at 118 West Cook Avenue, Libertyville, Illinois 60048 (847)362-2430



VILLAGE OF LIBERTYVILLE
Finance Committee/Committee of the Whole Minutes
DRAFT
December 8, 2020

A joint meeting of the Finance Committee and Committee of the Whole was held on Tuesday, December 8, 2020 at 7:00pm virtually due to COVID-19. In attendance were Committee members: Chairman Moras and Trustees Carey and Justice. Also in attendance were Mayor Weppler, Trustee Johnson, Trustee Adams, Trustee Garrity, Clerk Kowal, Administrator Amidei, Deputy Administrator Engelmann, Public Works Director Paul Kendzior, Community Development Director John Spoden, and Finance Director Mostardo.

Clerk Kowal called the roll.

PRESENT – Weppler, Johnson, Moras, Justice, Adams, Garrity, Carey
 NOT PRESENT – None

Trustee Adams moved to approve the minutes of the November 10, 2020 Finance Committee/Committee of the Whole meeting and Trustee Johnson seconded. After a roll call vote, the motion carried.

AYES – Johnson, Moras, Justice, Adams, Garrity, Carey
 NAYS – None
 NOT VOTING – None

Stormwater Update

Chairman Moras provided some initial remarks on the stormwater utility fee issue, lending sensitivity to the topic considering the COVID-19 pandemic. Director Mostardo provided an update regarding the progress in completing the stormwater utility fee rate study. He communicated that the coding of the GIS data required for calculating parcel impervious surface area is complete and that staff was looking for direction from the Board on how to proceed with actually implementing the fee.

Director Mostardo provided a proposed timetable for the implementation of the fee that included the release of stormwater utility landing web page and associated projected bill lookup utility as well as dates for approval of required ordinances. Director Mostardo also recommended that the Board consider formally beginning to collect the fee on September 1, 2021.

Trustee Moras thought the plan moving forward as presented by staff is appropriate and that he found it important to continue making progress on stormwater. Trustee Garrity verified that the schedule as laid out will allow the Village to progress with construction projects as scheduled, to which Director Kendzior responded in the affirmative. Director Mostardo noted the cash flow of the fund will be sufficient to start FY 2021-2022 projects as long as the Board agrees to allow the fee to go into effect no later than September 1, 2021.

Trustee Adams inquired as to whether or not any consideration was given to how the fee would be allocated to areas that experienced heavy flooding versus areas that did not. A discussion ensued which covered the concept of fee uniformity and equity.

Director Kendzior also commented that even specific neighborhood improvements would improve the stormwater conveyance for the entire Village. Trustee Johnson emphasized that staff needs to explain those concepts to the community during the virtual town hall meetings.

Director Mostardo provided more details about the upcoming launch of the stormwater utility fee web page. He explained that the page would include fee background, common definitions, an FAQ section, and a documents repository. Upon request from Trustee Johnson, he also confirmed that launch date of the web page was scheduled to be December 18.

Trustee Justice noted that he was pleased with the work toward the fee so far and encouraged staff to focus on resident education throughout the remainder of the process.

Trustee Carey mentioned that he believes it is time to move forward, but he recognizes that it will be a challenge to explain the benefits of the proposed fee to the community.

A discussion ensued amongst the Board members regarding the proposed September 1, 2021 fee start date. The overall consensus of the Board was that the September 1, 2021 date was most appropriate given the current economic circumstances.

Director Kendzior also discussed potential grant opportunities for the Rockland Road and Highlands subdivision stormwater projects. The Mayor and Village Board encouraged these efforts.

To conclude the meeting, Director Mostardo demonstrated the online fee lookup utility to the Village Board. The Board offered several minor comments to revise the tool and Director Mostardo noted he would pass those requests on to the programmer.

Other

None.

Adjournment

There being no other business, Trustee Garrity moved to adjourn the meeting and Trustee Carey seconded the motion. After a roll call vote, the motion carried.

AYES – Johnson, Moras, Justice, Adams, Garrity, Carey
NAYS – None
NOT VOTING – None

The meeting was adjourned at 7:56pm

Respectfully submitted,

Nicholas A. Mostardo
Director of Finance

MEMORANDUM

TO: CHAIRMAN MORAS AND FINANCE COMMITTEE

FROM: NICHOLAS MOSTARDO, DIRECTOR OF FINANCE

SUBJECT: VILLAGE OF LIBERTYVILLE FINANCIAL UPDATE

DATE: 1/26/2021

CC: KELLY AMIDEI, VILLAGE ADMINISTRATOR

Background

The attached monthly financial statements provide general commentary related to Village finances for the month of December 2020. The purpose of this cover memorandum is to provide additional narrative directly related to the ongoing COVID-19 pandemic and its impact on the Village of Libertyville's financial position. This cover memo will utilize a consistent format each month and will be provided at each Finance Committee meeting until the economic effects of the COVID-19 pandemic substantially abate.

General COVID-19 Commentary

In December, COVID-19 trends continued to rise throughout the country and death tolls reached historic high levels. Similar to the beginning of the pandemic, restaurants were closed to indoor dining and other activities were restricted due to the rising case numbers. In mid-December, the nation and world learned that two vaccine candidates were viable and would be granted emergency use authorization. Vaccinations began in late December and continue to progress.

In Illinois, the daily number of COVID-19 cases rose significantly after the Thanksgiving holiday and the Lake County region entered Tier 3 of the State's mitigation program. This effectuated significant changes in the ability of businesses to operate.

Local businesses continue to experience challenges due to high caseloads and related state-mandated restrictions. At time of this memorandum's preparation in mid-January, the State did move the Lake County region into Tier 2, lowering certain restrictions. Staff remain hopeful that restaurants will be allowed to resume indoor service soon.

Fund Health

Each month, all Village funds will be individually classified on a green, yellow, red scale that assess the impact of COVID-19 on each respective fund.

The three classifications are as follows:

-  Healthy – This designation indicates that year-to-date, the fund is performing within 90% or more of its budgeted revenues versus benchmarking from the prior year.
-  Warning – This designation indicates that year-to-date, the fund is performing within 70%-89% of its budgeted revenues versus benchmarking from the prior year.
-  Action Needed – This designation indicates that year-to-date, the fund is performing at a level below 70% of its budgeted revenues versus benchmarking from the prior year.
-  Not Applicable/Special Circumstance – This designation indicates that a fund is subject to special circumstance previously discussed with the Board or there is no inter-period comparability available.

Funds in the “Healthy” category require no Board intervention and can follow the budget as-adopted for expenditures.

Funds in the “Warning” category require Board intervention on a case-by-case basis per staff recommendations (generally after two consecutive months). Individual funds in the category will be tracked carefully and will normally be upgraded to “Healthy” or downgraded to “Action Needed” within one fiscal quarter. This category is not a long-term designation.

Funds in the “Action Needed” category will normally require the Board to take action to reduce expenditures in line with revenue losses. Recommendations will be provided by staff to the Board for any funds falling into this category. The Fund Health Grid reflects updated budget numbers from the budget amendment adopted in October 2020.

Legislative Updates

A COVID-19 relief bill was passed by Congress and signed by the President in December. This bill extended unemployment benefits for those out of work and offered an additional \$600 stimulus for many families. Notably, the relief bill did not include aid to state and local governments.

Financial Observations

The Village Board adopted a budget amendment to the FY 2020-2021 budget on October 13, 2020. According to the Fund Health Grid, most Village funds have returned to the “Healthy” category based upon the revisions contained in the budget amendment.

Attachments

1. Fund Health Grid – Month Ended December 31, 2020
2. Unaudited Financial Statements – Month Ended December 31, 2020

**VILLAGE OF LIBERTYVILLE
FUND HEALTH GRID
December 31, 2020**

<u>FUND</u>	<u>FY 2019-2020 Budgeted Revenue</u>	<u>FY 2019-2020 YTD Annual Revenue</u>	<u>FY 2019-2020 Percentage YTD Annual Revenue</u>	<u>FY 2020-2021 Amended Budgeted Revenue</u>	<u>FY 2020-2021 YTD Annual Revenue</u>	<u>FY 2020-2021 Percentage YTD Annual Revenue</u>	<u>Percentage of Revenue Versus Prior Year</u>	<u>Fund Health</u>	<u>Months in Current Category</u>	<u>Recommendations</u>
General Fund	29,918,722	23,354,553	78.06%	26,799,580	21,828,380	81.45%	104.34%		3	None
Concord SSA	23,090	23,070	99.91%	23,090	22,844	98.93%	99.02%		3	None
Fire Fund	1,000	2,890	289.00%	1,000	3,250	325.00%	112.46%		3	None
Foreign Fire Insurance Fund	50,750	54,630	107.65%	53,000	64,648	121.98%	113.31%		3	None
Timber Creek SSA	21,840	21,941	100.46%	21,940	20,803	94.82%	94.38%		3	Variation due to timing of revenues. No recommendations at this time
Motor Fuel Tax Fund	527,954	596,290	112.94%	1,594,746	1,422,709	89.21%	78.99%		3	None
Debt Service Fund	1,615,303	1,625,065	100.60%	1,701,086	1,654,052	97.24%	96.65%		3	None
TIF Fund	4,114,301	4,156,933	101.04%	4,208,994	4,137,142	98.29%	97.28%		3	None
Non-Home Rule Sales Tax Fund	-	-	0.00%	875,100	206,211	23.56%	0.00%		3	None
Impact Fee Fund	-	117,265	0.00%	20,000	82,714	413.57%	0.00%		3	None
Hotel/Motel Tax Fund*	374,000	316,755	84.69%	94,000	143,677	152.85%	180.47%		1	None
Commuter Parking Fund*	414,500	294,557	71.06%	98,920	71,160	71.94%	101.23%		1	None
Utility Fund*	10,890,055	6,816,718	62.60%	10,354,375	7,287,799	70.38%	112.44%		3	None
Stormwater Sewer Fund*	2,860,000	334,171	11.68%	1,125,435	343,153	30.49%	260.95%		3	None
Vehicle Maint/Replacement Fund	1,877,025	1,284,845	68.45%	1,204,956	813,271	67.49%	98.60%		1	None
Technology Equipment Replacement Fund	661,108	447,407	67.68%	668,742	468,121	70.00%	103.44%		1	None
Project Fund	543,500	178,286	32.80%	564,000	245,859	43.59%	132.89%		3	None
Park Improvement Fund	126,500	184,074	145.51%	125,750	86,140	68.50%	47.08%		3	Variation due to timing of revenues. No recommendations at this time
Public Building Improvement Fund	-	-	0.00%	-	-	0.00%	0.00%		3	None
Libertyville Sports Complex Fund	3,527,235	1,284,593	36.42%	1,868,078	(166,817)	-8.93%	-24.52%		3	None

*Omits large one-time revenues for benchmarking purposes.



VILLAGE OF LIBERTYVILLE

FISCAL YEAR 2020 - 2021



UNAUDITED FINANCIAL STATEMENTS



MONTH ENDING:

December 31, 2020

PREPARED BY: FINANCE DEPARTMENT



Office of the Finance Director

To: Mayor Wepler
Village Board Trustees
Village Administrator
Department Heads

From: Nicholas A. Mostardo, Director of Finance

Re: Village of Libertyville Unaudited Monthly Financial Statements

Please find enclosed the Village's unaudited financial statements for the month ending
December 31, 2020

These statements have been prepared by the Village's Finance Department and should be read in conjunction with my commentary following this cover letter.

The statements presented herein reflect the Village's general ledger as of the final day of the above-referenced month. It is important to recognize that these statements have not been audited by the Village's external accounting firm. While the Village has made every effort to include all revenues and expenses recognized during the month, there are normally audit adjustments made to our general ledger annually. Consequently, the data presented in the following statements is subject to revision up until the current fiscal year is formally audited during the subsequent year.

Any questions regarding these financial statements should be directed to me at (847)918-2102. In my absence, please contact Kelly Amidei, Village Administrator at (847)918-2027.

Respectfully submitted,

Nicholas A. Mostardo
Director of Finance
Village of Libertyville



PAGES 1-2 – VILLAGE BALANCE SHEET/INCOME STATEMENT

General Highlights

For the month ended December 31, 2020, the budget amendment adopted on October 13, 2020 was applied to the preparation of the financial statements. Total revenues for December month-end during the current fiscal year are \$29,073,199 versus \$32,429,377 at the end of December during the previous fiscal year, a drop of 10.4%.

Revenue Highlights

As noted above, overall revenue for the Village's three major funds has been disrupted on account of COVID-19. The most significant disruptions are the result of General Fund revenues such as sales tax being down from the prior year. The Libertyville Sports Complex also remains closed and its regular annual revenues have not been recognized.

Expense Highlights

Combined expenses for the Village's three major funds are down from the prior year by \$2,015,954. This partially offsets a portion of the revenues losses, specifically at the Libertyville Sports Complex. It will be important to control and reduce expenses where possible over the remaining months of the fiscal year in order to continue reducing the overall gap between revenue losses and expenses.

Fund Balance Highlights

At this time cash reserves are still sufficient to meet the day-to-day liabilities of the Village.

Note: The Balance Sheet is prepared on a modified accrual or accrual basis (depending on fund), while the Income Statement is prepared on a cash basis.



PAGES 3 & 5 – GENERAL FUND YTD REVENUES

Revenue Summary

Based on historical trends, the budget benchmark for the eight months of the fiscal year ended December 31 is 75.58%. For the eight months of the fiscal year ended December 31, 2020, actual General Fund revenues totaled 81.45% of the amended annual budget.

Property Taxes

The budget benchmark for the end of December is 99.97%, while actual December 2020 collections total 96.40% of budget. Staff received clarity for the Lake County Treasurer's Office on the discrepancy. Many property owners are still taking advantage of deferred payment arrangements. This will result in at least two additional property tax distributions during January and February of 2021.

State Revenues

The December sales tax payment reflected the impact of the COVID-19 pandemic and will be discussed in a separate section of this report. Income tax is still performing well, and may continue to grow due to the additional \$300 weekly benefit enhancement passed by the federal government in late December. This incremental amount is taxable to claimants. Use tax is trending about \$130,000 higher versus the prior year.

Permit Revenue

Building permit sales in December totaled \$123,583 versus \$137,157 in the prior year. December sales were slightly slower relative to the prior year, but a strong summer season, in addition to the Encompass permit revenue in October, have resulted in permit sales being on track to exceed the amended budget.

Other Revenues

Most revenues have been impacted to some degree by COVID-19. Specific revenues that are down fairly significantly from the prior year are 1) Recreation (and Swimming) Fees and 2) All types of fines

Miscellaneous Comments

None.



PAGES 4-5 – GENERAL FUND YTD EXPENSES

Expense Summary

Overall General Fund expenses are down in December 2020 versus December 2019 by \$1,596,986. This is attributable to lower salaries in the General Fund portion of the Recreation and Sports Complex Department as well as a concerted effort by departments to reduce operating expenses where possible by deferring projects until later in the fiscal year or trying to extract more useful life out of various types of commodities. This amount is stable compared to prior months.

Miscellaneous Comments

None.



PAGE 6 – UTILITY FUND REVENUES AND EXPENSES

Revenue Summary

Overall Utility Fund revenues for December 2020 were down \$378,923 from the prior year (due to FY 2019-2020 bond proceeds). The revenue on a water/sewer sales basis is higher in the current year (\$7,281,773 vs \$6,777,586) by \$504,187. Consumption is also higher than the prior year.

Expense Summary

Utility Fund total actual expenses are running higher compared to the prior year due to costs associated with capital improvements. However, if capital expenses are omitted, operational expenditures for December 2020 are less than the year-to-date total through December 2019 by approximately \$195,000.

Miscellaneous Comments

None.



PAGE 7 – LIBERTYVILLE SPORTS COMPLEX FUND REVENUES AND EXPENSES

Revenue Summary

The negative revenue number represents substantially all refunded outstanding membership liability at the Complex. In November 2020, the Village Board approved a lease agreement with the GLSA that is expected to generate \$195,000 over a period of three months (January - March, 2021). With the State of Illinois' Tier 3 COVID-19 mitigation measures, it is expected that the GLSA will begin using the facility in mid-January, which will slightly reduce the total lease revenue.

Expense Summary

Overall expenses in the Sports Complex Fund are down from the prior year as expected due to the closure of the facility.

Miscellaneous Comments

None.



PAGES 8-9 – SALES TAX REVENUE TRENDS

Miscellaneous Comments

Sales tax receipts for December 2020 reflect sales in September 2020 and tax remittances collected by the State of Illinois in October 2020. The sales tax impact of the COVID-19 pandemic in September was approximately \$17,919 versus the prior year (\$646,954 in December 2019 versus \$629,035 in December 2020).

The Village received its second distribution of non-home rule sales tax receipts for September 2020 in December. Without the impacts of COVID-19, staff expected roughly a \$250,000 per month distribution. The December 2020 distribution of non-home rule sales tax was \$206,170. These revenues will be tracked separately from regular sales tax distributions.

PAGE 10 – ALLOCATION OF CASH AND INVESTMENTS

Miscellaneous Comments

As mentioned earlier in this report, the Village of Libertyville maintains strong cash reserves that should help it persevere through the current economic crisis. What is significant, however, from a cash management perspective, is that interest rates on account balances in the Village's various investment and DDA accounts are dismal compared to the prior year. Staff is examining options to maximize returns for cash balances and will bring a recommendation to the Finance Committee in the near future.



VILLAGE OF LIBERTYVILLE, ILLINOIS
 (SELECTED FUNDS)
 MONTHLY BALANCE SHEET
 December 31, 2020

	GENERAL FUND	MOTOR FUEL TAX	TAX INC FINANCE DISTRICT	IMPACT FEE	HOTEL / MOTEL TAX	COMMUTER PARKING	INTERNAL a SVC FUND	CAPITAL b PROJECTS	UTILITY c FUND	STORMWATER SEWER FUND	LIBERTYVILLE SPORTS COMPLEX	TOTAL
ASSETS												
CASH & INVESTMENTS	15,399,510	2,973,233	4,178,044	969,932	478,439	559,814	1,315,226	1,805,562	3,635,071	1,094,294	(1,839,645)	30,569,481
INVENTORY - GAS & OIL							11,450					11,450
INVENTORY - PRO SHOP												-
RECEIVABLES :												
PROPERTY TAXES	6,761,515		4,315,262									11,076,777
ACCOUNTS AND OTHERS	3,098,305	35,382			4,349		37,111	33,778	2,288,979	6,564	619,559	6,124,028
ACCRUED INTEREST												-
DUE FROM OTHER FUNDS									237,818		(237,818)	-
IRMA MEMBERSHIP RECEIVABLES	1,542,470											1,542,470
DEFERRED OUTFLOWS									578,175		147,497	725,673
PREPAID EXPENSES & DEFERRED	240,358						11,235		42,132		27,927	321,652
PROPERTY & EQUIPMENT, NET OF												-
ACCUMULATED DEPRECIATION							4,695,110		31,065,508		15,503,693	51,264,311
TOTAL ASSETS	27,042,158	3,008,615	8,493,305	969,932	482,789	559,814	6,070,133	1,839,341	37,847,682	1,100,858	14,221,215	101,635,842
LIABILITIES												
ACCOUNTS PAYABLE	173,882				5,259	2,781	41,433	859	419,708	58,260	163,511	865,692
UNEARNED REVENUE											(5,319)	(5,319)
ACCRUED SALARIES & BENEFITS	597,537					4,500	14,339		90,098		56,552	763,026
COMPENSATED ABSENCES PAYABLE							27,007		222,975		32,592	282,574
DEFERRED REVENUE	6,742,615		4,315,262				80,000		24,000		68,889	11,230,765
NET PENSION LIABILITY									2,692,179		681,647	3,373,826
DEPOSITS	1,442,087								73,005		24,700	1,539,792
BONDS PAYABLE							104,512		12,778,007		13,810,000	26,692,519
DUE TO OTHER FUNDS												-
UNAMORTIZED BOND COSTS												-
TOTAL LIABILITIES	8,956,122	-	4,315,262	-	5,259	7,281	267,291	859	16,299,971	58,260	14,832,570	44,742,874
BEGINNING FUND EQUITY												
CONTRIBUTED CAPITAL							1,306,787		14,500,136			15,806,922
ASSIGNED FOR LSC BOND PAYOFF								225,803				225,803
FUND BALANCE :												
RES DEBT SERVICE SALES TAX ALT REV BDS												-
RES DRUG SEIZURE FORFEITURE	10,591											10,591
RES AFFORDABLE HOUSING				451,713								451,713
RES SIDEWALK				71,110								71,110
UNRESERVED	14,526,364	2,032,684	947,930	369,761	555,424	617,993	5,352,174	2,544,377	5,551,019	1,915,327	1,294,235	35,707,288
TOTAL BEGINNING FUND EQUITY	14,536,955	2,032,684	947,930	892,584	555,424	617,993	6,658,960	2,770,180	20,051,154	1,915,327	1,294,235	52,273,428
EXCESS INCOME OVER EXPENSES	3,549,082	975,931	3,230,113	77,348	(77,894)	(65,460)	(856,118)	(931,699)	1,496,557	(872,729)	(1,905,590)	4,619,540
TOTAL LIABILITIES & ENDING FUND EQUITY	27,042,158	3,008,615	8,493,305	969,932	482,789	559,814	6,070,133	1,839,341	37,847,682	1,100,858	14,221,215	101,635,842

a - VEHICLE MAINT/REPLACEMENT SERVICE FUND and TECHNOLOGY EQUIPMENT/REPLACEMENT FUND

c - UTILITY FUND (WATER, SEWER, WWTP, DEBT SERVICE , CAPITAL IMPROVEMENTS)

b - PROJECT FUND, ROAD BOND FUND, BUILDING FUND, PARK IMPROVEMENT FUND, and PUBLIC BUILDING IMPROVEMENT FUND

Statement of Revenues, Expenditures, and Changes In Fund Balance

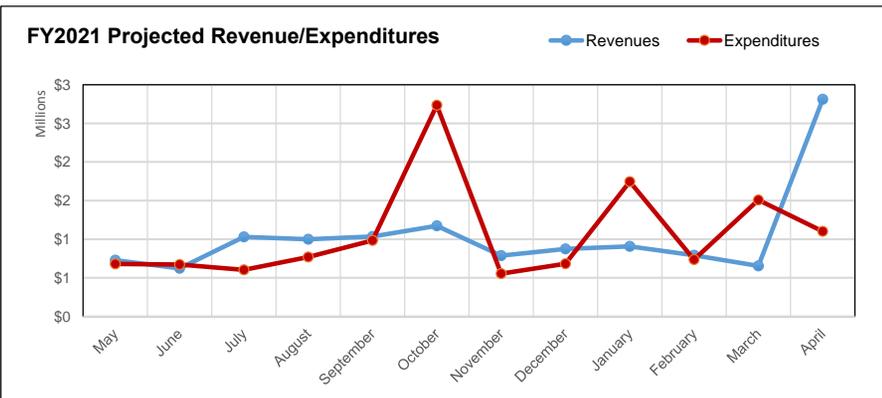
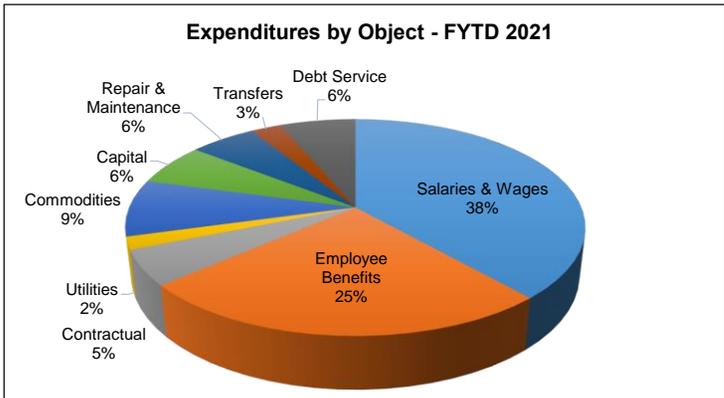
For the Period Ending December 31, 2020

All Funds Summary Breakdown

(With Comparative Totals For the Period Ended December 31, 2019)



	All Funds FY2020 All Funds FY2021 % Incr/(Decr)			General Fund Utility Fund Libertyville Sports Complex Fund		
	REVENUES					
Property Taxes	\$6,943,366	\$6,881,214	(0.90%)	\$6,881,214	\$0	\$0
Other Taxes	1,511,411	975,231	(35.48%)	975,231	0	0
Licenses & Permits	1,275,928	1,360,510	6.63%	1,360,510	0	0
Intergovernmental	7,319,963	6,692,048	(8.58%)	6,692,048	0	0
Charges for Services	13,522,057	11,689,149	(13.55%)	4,583,712	7,281,773	(176,336)
Fines & Forfeitures	465,197	325,091	(30.12%)	325,091	0	0
Interest	266,500	56,830	(78.68%)	50,908	5,922	0
Miscellaneous	1,056,863	1,093,126	3.43%	959,997	123,612	9,517
Transfers	68,091	0	(100.00%)	0	0	0
TOTAL REVENUE	\$32,429,377	\$29,073,199	(10.35%)	\$21,828,711	\$7,411,307	(\$166,819)
EXPENDITURES						
Salaries & Wages	11,059,984	9,980,346	(9.76%)	8,750,038	1,107,299	123,009
Employee Benefits	6,659,232	6,544,128	(1.73%)	6,104,930	406,997	32,201
Contractual	1,897,921	1,363,943	(28.13%)	1,033,057	293,947	36,939
Utilities	884,898	487,310	(44.93%)	134,756	304,773	47,781
Commodities	2,372,425	2,212,647	(6.73%)	682,591	1,525,953	4,103
Capital	944,282	1,635,403	73.19%	0	1,635,403	0
Repair & Maintenance	1,601,293	1,440,004	(10.07%)	1,154,834	254,253	30,917
Transfers	959,326	665,592	(30.62%)	447,072	210,280	8,240
Debt Service	1,618,785	1,652,819	2.10%	0	196,336	1,456,483
TOTAL EXPENDITURES	\$27,998,146	\$25,982,192	(7.20%)	\$18,307,278	\$5,935,241	\$1,739,673
SURPLUS / (DEFICIT)	4,431,230	3,091,007	(30.24%)	\$3,521,433	\$1,476,066	(\$1,906,492)
FUND BALANCE						
Beginning of Period				\$12,448,550	\$4,188,287	(\$1,308,794)
End of Period				\$15,969,983	\$5,664,353	(\$3,215,286)

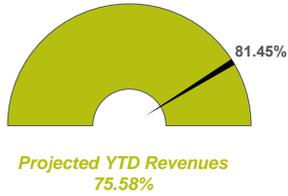


General Fund Revenue Dashboard Summary

For the Period Ending December 31, 2020



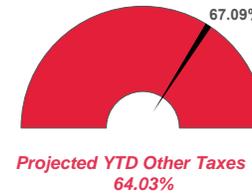
Actual YTD Revenues



Actual YTD Property Taxes



Actual YTD Other Taxes



Actual YTD Licenses/Permits

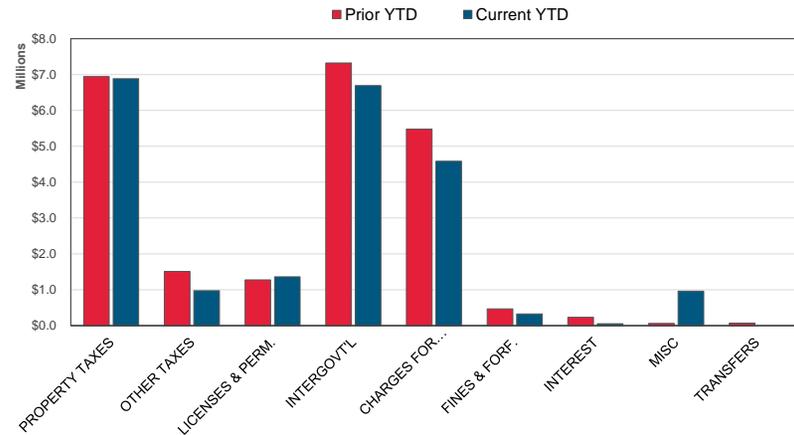


Revenues

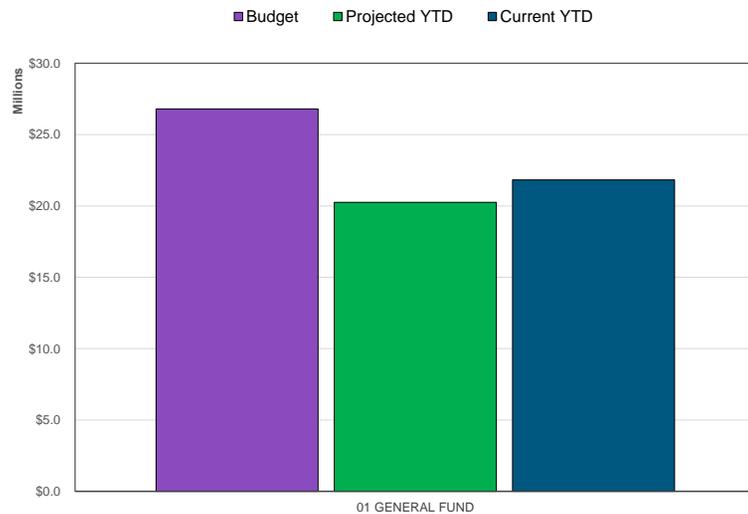
Top 10 General Fund Sources of Revenue (YTD)

Sales Tax	\$4,574,239.00
Libertyville Fire Prot Dist	\$2,272,350.00
Prop Taxes Police Pension Fund	\$1,985,984.00
Income Tax	\$1,478,543.00
Prop Taxes Fire Pension Fund	\$1,434,956.00
Building Permits	\$1,328,823.00
Prop Taxes General Corporate	\$1,137,797.00
Miscellaneous Revenue	\$948,955.00
Electric Utility Tax	\$783,392.00
Prop Taxes Fire Protection	\$726,676.00
Percent of Total Revenues YTD	76.38%

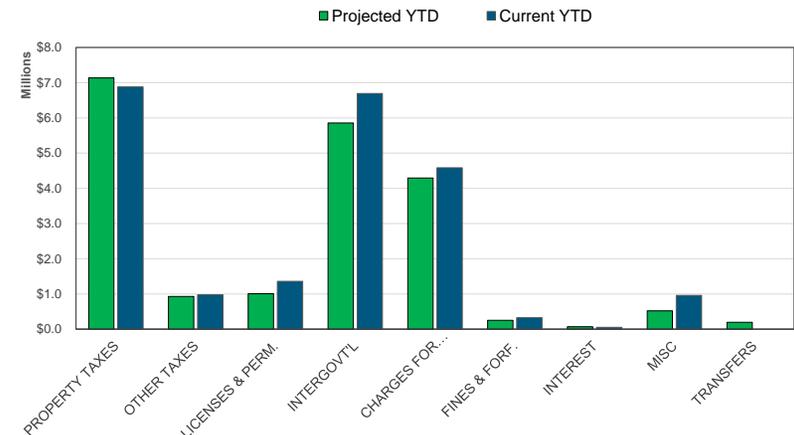
Revenue by Source | Prior YTD vs. Current YTD



Revenues by Fund | Budget / Projected YTD / Current YTD



Revenue by Source | Projected YTD vs. Current YTD

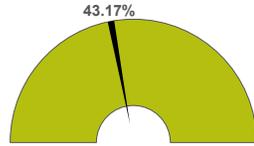


General Fund Expenditure Dashboard Summary

For the Period Ending December 31, 2020



Projected Fund Balance as % of Projected Expenditures

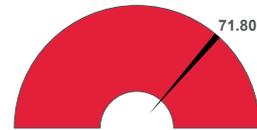


Actual YTD Expenditures



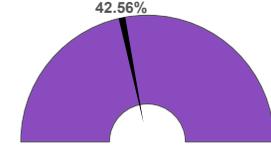
Projected YTD Expenditures
64.57%

Actual YTD Salaries/Benefits



Projected YTD Salaries/Benefits
70.92%

Actual YTD Other Expenses



Projected YTD Other Expenses
48.36%

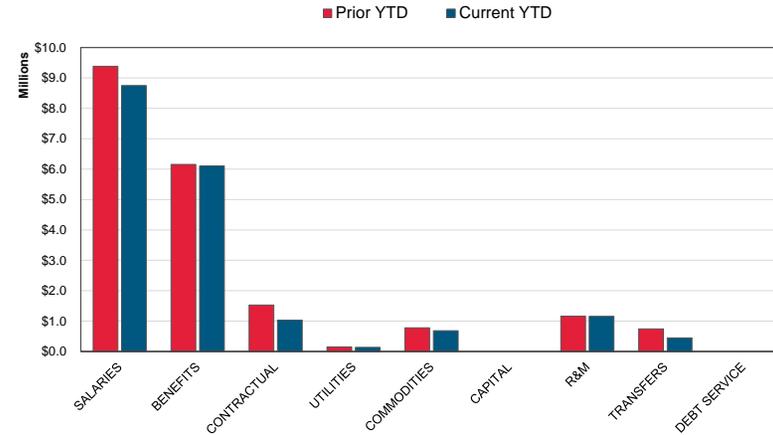
Expenditures

Top 10 General Fund Expenditures by Program (YTD)

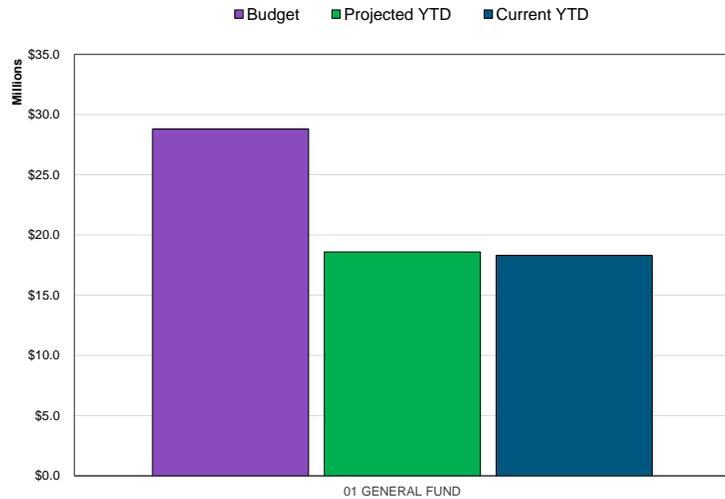
1-701000 Salaries	\$8,076,209.00
2-786000 Employer Contrib-Pol Pension	\$1,995,984.00
2-720000 Insurance	\$1,841,910.00
2-787000 Employer Contrib-Fire Pension	\$1,444,956.00
7-714000 Vehicle/Grounds Maintenance	\$521,124.00
8-799000 Transfers Out	\$400,000.00
3-705000 Contractual Services	\$390,354.00
2-793000 Employer Contribution Imrf	\$383,951.00
1-704000 Salaries	\$368,249.00
1-702000 Salaries	\$289,578.00

Percent of Total Expenditures YTD **85.83%**

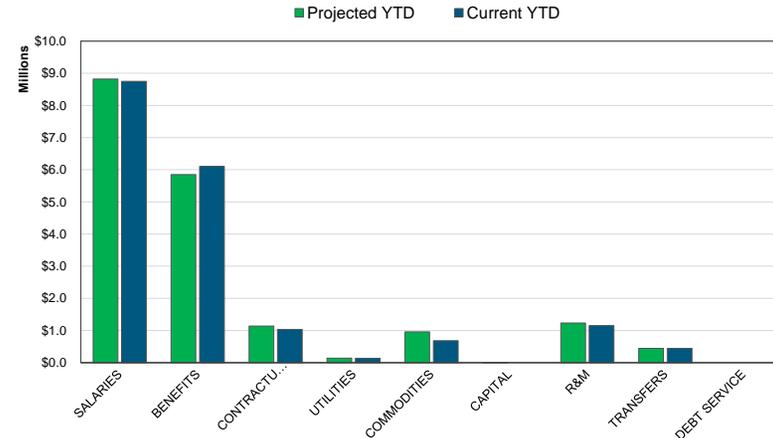
Expenditures by Object | Prior YTD vs. Current YTD



Expenditures by Fund | Budget / Projected YTD / Current YTD



Expenditures by Object | Projected YTD vs. Current YTD



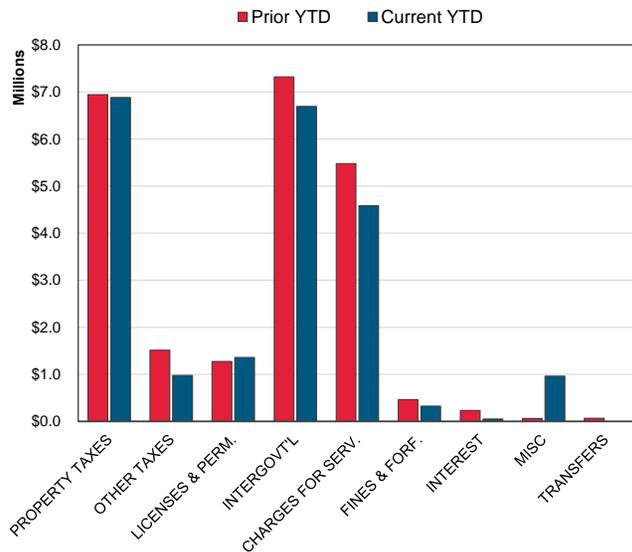
General Fund | Financial Summary

For the Period Ending December 31, 2020

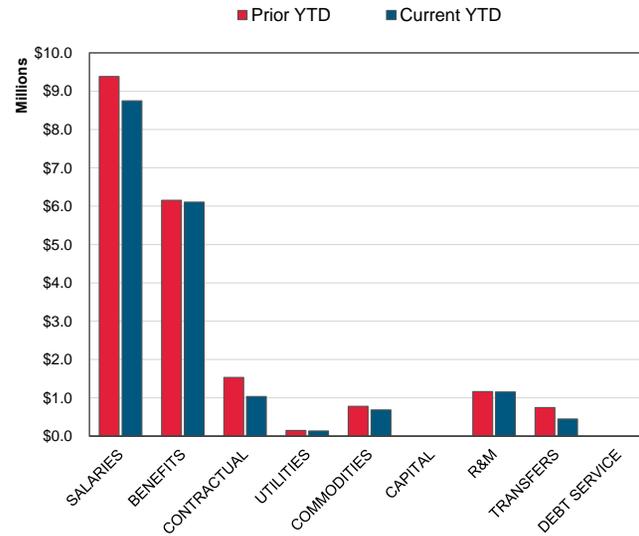


	Prior YTD	Prior Year Actual	YTD % of PY Actual	Current YTD	Annual Budget	YTD % of Budget
	REVENUES					
Property Taxes	\$6,943,366	\$6,952,977	99.86%	\$6,881,214	\$7,138,351	96.40%
Other Taxes	1,511,411	2,338,907	64.62%	975,231	1,453,612	67.09%
Licenses & Permits	1,275,928	1,614,983	79.01%	1,360,510	1,380,000	98.59%
Intergovernmental	7,319,963	10,953,224	66.83%	6,692,048	8,801,846	76.03%
Charges for Services	5,476,031	7,548,332	72.55%	4,583,712	6,195,298	73.99%
Fines & Forfeitures	465,197	673,754	69.05%	325,091	357,500	90.93%
Interest	233,162	350,067	66.61%	50,908	120,000	42.42%
Miscellaneous	61,403	402,863	15.24%	959,997	1,061,332	90.45%
Transfers	68,091	102,137	66.67%	0	291,641	0.00%
TOTAL REVENUE	\$23,354,553	\$30,937,245	75.49%	\$21,828,711	\$26,799,580	81.45%
EXPENDITURES						
Salaries & Wages	9,384,665	13,866,743	67.68%	8,750,038	13,230,889	66.13%
Employee Benefits	6,152,514	7,786,750	79.01%	6,104,930	7,457,823	81.86%
Contractual	1,531,191	2,503,680	61.16%	1,033,057	2,174,368	47.51%
Utilities	148,788	240,569	61.85%	134,756	229,210	58.79%
Commodities	780,861	1,187,663	65.75%	682,591	1,336,983	51.05%
Capital	0	2,096	0.00%	0	11,700	0.00%
Repair & Maintenance	1,161,578	1,754,484	66.21%	1,154,834	1,850,085	62.42%
Transfers	744,667	2,504,067	29.74%	447,072	2,509,800	17.81%
Debt Service	0	0		0	0	
TOTAL EXPENDITURES	\$19,904,264	\$29,846,052	66.69%	\$18,307,278	\$28,800,858	63.57%
SURPLUS / (DEFICIT)	\$3,450,289	\$1,091,193		\$3,521,433	(\$2,001,278)	
ENDING FUND BALANCE	\$14,807,647			\$15,969,983		

Revenues by Source | Prior YTD vs. Current YTD



Expenditures by Object: Prior YTD vs. Current YTD



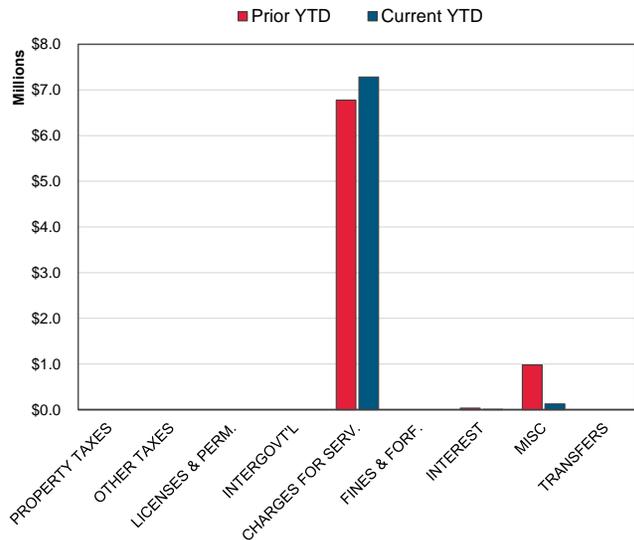
Utility Fund | Financial Summary

For the Period Ending December 31, 2020

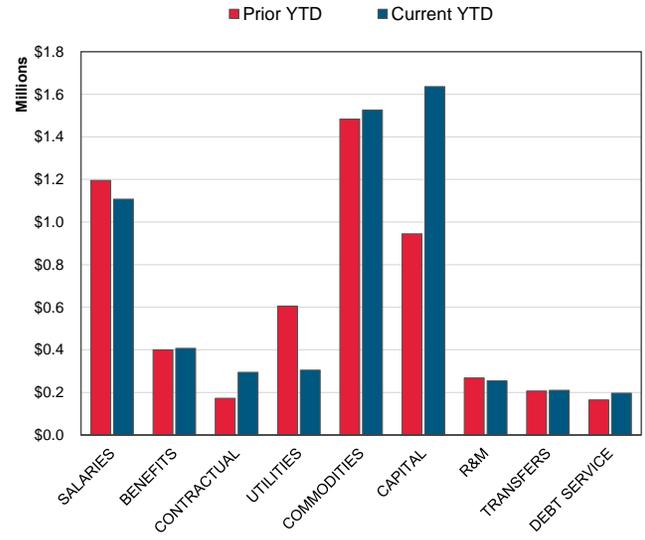


	Prior YTD	Prior Year Actual	YTD % of PY Actual	Current YTD	Annual Budget	YTD % of Budget
	REVENUES					
Property Taxes	\$0	\$0		\$0	\$0	
Other Taxes	0	0		0	0	
Licenses & Permits	0	0		0	0	
Intergovernmental	0	0		0	0	
Charges for Services	6,777,586	10,102,656	67.09%	7,281,773	10,328,375	70.50%
Fines & Forfeitures	0	0		0	0	
Interest	32,245	42,402	76.05%	5,922	25,000	23.69%
Miscellaneous	980,399	1,689,930	58.01%	123,612	1,000	12361.20%
Transfers	0	0		0	0	
TOTAL REVENUE	\$7,790,230	\$11,834,988	65.82%	\$7,411,307	\$10,354,375	71.58%
EXPENDITURES						
Salaries & Wages	1,195,243	1,782,575	67.05%	1,107,299	1,704,540	64.96%
Employee Benefits	399,620	598,974	66.72%	406,997	637,074	63.89%
Contractual	172,617	300,685	57.41%	293,947	399,245	73.63%
Utilities	605,433	1,082,818	55.91%	304,773	1,043,050	29.22%
Commodities	1,483,579	2,495,985	59.44%	1,525,953	2,276,735	67.02%
Capital	944,282	2,773,352	34.05%	1,635,403	2,660,200	61.48%
Repair & Maintenance	267,608	434,000	61.66%	254,253	498,508	51.00%
Transfers	206,659	309,989	66.67%	210,280	315,419	66.67%
Debt Service	164,907	455,944	36.17%	196,336	1,123,639	17.47%
TOTAL EXPENDITURES	\$5,439,950	\$10,234,321	53.15%	\$5,935,241	\$10,658,410	55.69%
SURPLUS / (DEFICIT)	\$2,350,281	\$1,600,667		\$1,476,066	(\$304,035)	
ENDING FUND BALANCE	\$4,937,901			\$5,664,353		

Revenues by Source | Prior YTD vs. Current YTD



Expenditures by Object: Prior YTD vs. Current YTD



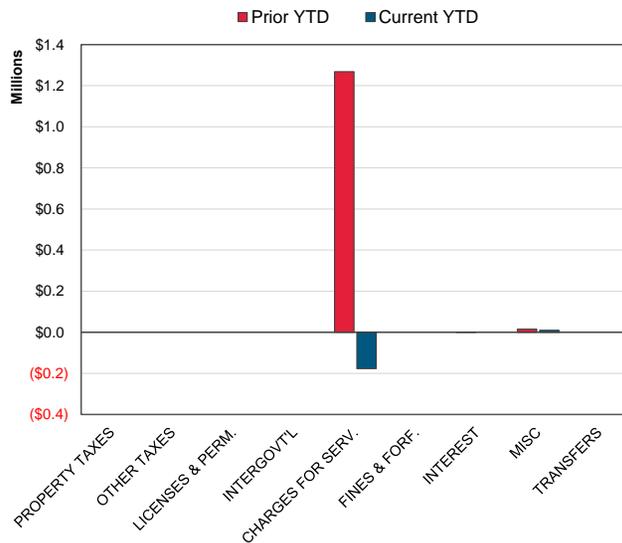
Libertyville Sports Complex Fund | Financial Summary

For the Period Ending December 31, 2020

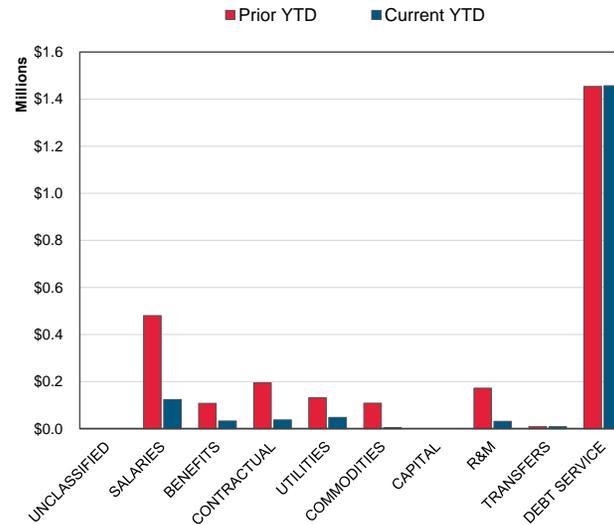


	YTD % of PY		YTD % of Budget			
	Prior YTD	Prior Year Actual	Actual	Current YTD	Annual Budget	Budget
REVENUES						
Property Taxes	\$0	\$0		\$0	\$0	
Other Taxes	0	0		0	0	
Licenses & Permits	0	0		0	0	
Intergovernmental	0	0		0	0	
Charges for Services	1,268,440	2,086,888	60.78%	(176,336)	28,900	(610.16%)
Fines & Forfeitures	0	0		0	0	
Interest	1,093	1,230	88.81%	0	0	
Miscellaneous	15,061	21,666	69.52%	9,517	0	
Transfers	0	1,402,035	0.00%	0	1,839,178	0.00%
TOTAL REVENUE	\$1,284,593	\$3,511,819	36.58%	(\$166,819)	\$1,868,078	(8.93%)
EXPENDITURES						
Unclassified Expense	\$0	\$0		\$0	\$0	
Salaries & Wages	480,076	732,911	65.50%	123,009	160,548	76.62%
Employee Benefits	107,099	163,040	65.69%	32,201	49,156	65.51%
Contractual	194,112	325,025	59.72%	36,939	39,850	92.70%
Utilities	130,677	214,478	60.93%	47,781	80,670	59.23%
Commodities	107,985	195,060	55.36%	4,103	3,500	117.23%
Capital	0	125	0.00%	0	0	
Repair & Maintenance	172,106	310,316	55.46%	30,917	63,814	48.45%
Transfers	8,000	12,000	66.67%	8,240	12,360	66.67%
Debt Service	1,453,878	1,585,993	91.67%	1,456,483	1,458,180	99.88%
TOTAL EXPENDITURES	\$2,653,932	\$3,538,947	74.99%	\$1,739,673	\$1,868,078	93.13%
SURPLUS / (DEFICIT)	(\$1,369,339)	(\$27,128)		(\$1,906,492)	\$0	
ENDING FUND BALANCE	(\$2,651,005)			(\$3,215,286)		

Revenues by Source | Prior YTD vs. Current YTD



Expenditures by Object: Prior YTD vs. Current YTD

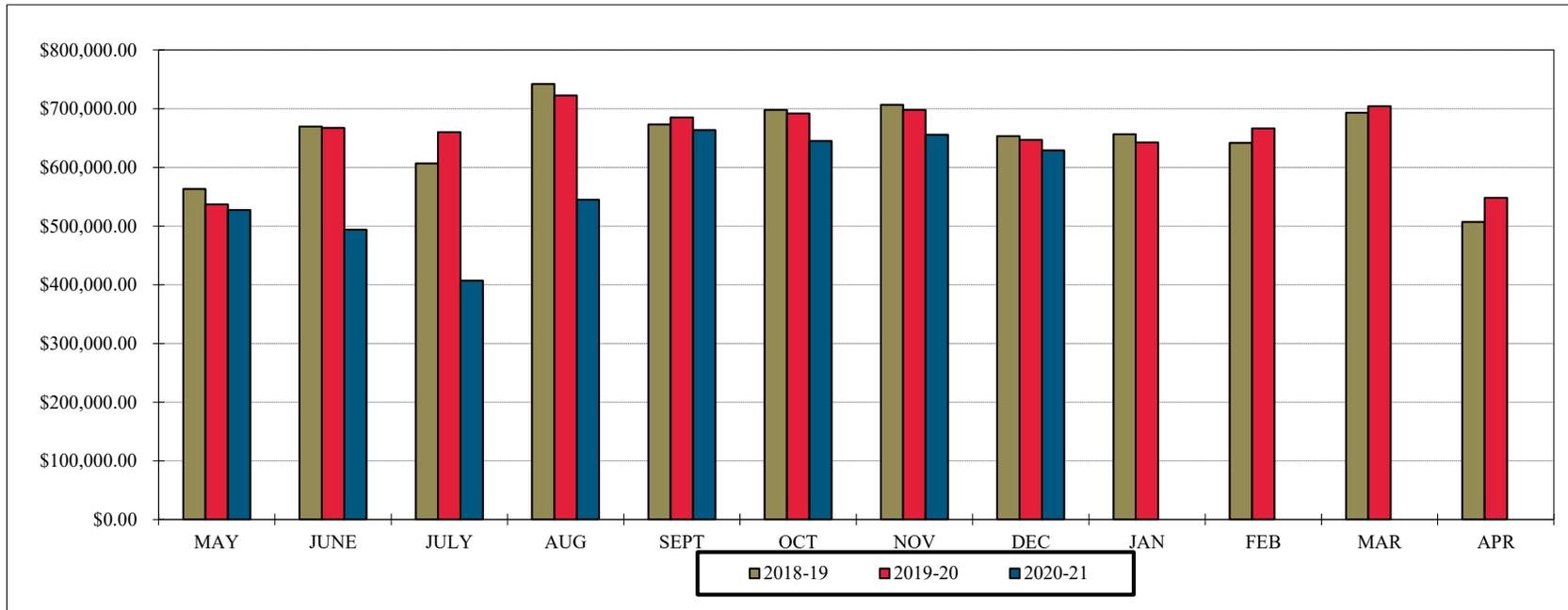




Village of Libertyville
Three Year Sales Tax Analysis
Dec 2020

\$5,784,415

Collected In	Rec'd In	2018-19	2019-20	2020-21	Year to Date			2020-21 vs 2018-19	2020-21 vs 2019-20	% of 2020-21 vs 2019-20	% of 2020-21 Budget
					2018-19	2019-20	2020-21				
MAR	MAY	\$563,299.44	\$537,036.71	\$527,183.88	\$563,299.44	\$537,036.71	\$527,183.88	(\$36,115.56)	(\$9,852.83)	-1.83%	9.11%
APR	JUNE	669,542.27	667,312.43	493,721.21	1,232,841.71	1,204,349.14	1,020,905.09	(\$211,936.62)	(\$183,444.05)	-15.23%	17.65%
MAY	JULY	606,569.54	660,064.89	407,132.43	1,839,411.25	1,864,414.03	1,428,037.52	(\$411,373.73)	(\$436,376.51)	-23.41%	24.69%
JUN	AUG	741,954.05	722,439.31	544,945.38	2,581,365.30	2,586,853.34	1,972,982.90	(\$608,382.40)	(\$613,870.44)	-23.73%	34.11%
JUL	SEPT	673,143.24	684,914.35	663,358.65	3,254,508.54	3,271,767.69	2,636,341.55	(\$618,166.99)	(\$635,426.14)	-19.42%	45.58%
AUG	OCT	697,623.63	691,655.24	644,933.12	3,952,132.17	3,963,422.93	3,281,274.67	(\$670,857.50)	(\$682,148.26)	-17.21%	56.73%
SEP	NOV	706,586.03	697,935.60	655,463.07	4,658,718.20	4,661,358.53	3,936,737.74	(\$721,980.46)	(\$724,620.79)	-15.55%	68.06%
OCT	DEC	653,215.37	646,953.66	629,034.68	5,311,933.57	5,308,312.19	4,565,772.42	(\$746,161.15)	(\$742,539.77)	-13.99%	78.93%
NOV	JAN	656,398.00	642,324.95		5,968,331.57	5,950,637.14					
DEC	FEB	641,827.60	666,210.23		6,610,159.17	6,616,847.37					
JAN	MAR	692,866.68	704,170.62		7,303,025.85	7,321,017.99					
FEB	APR	506,946.92	547,931.52		7,809,972.77	7,868,949.51					
		\$7,809,972.77	\$7,868,949.51	\$4,565,772.42							

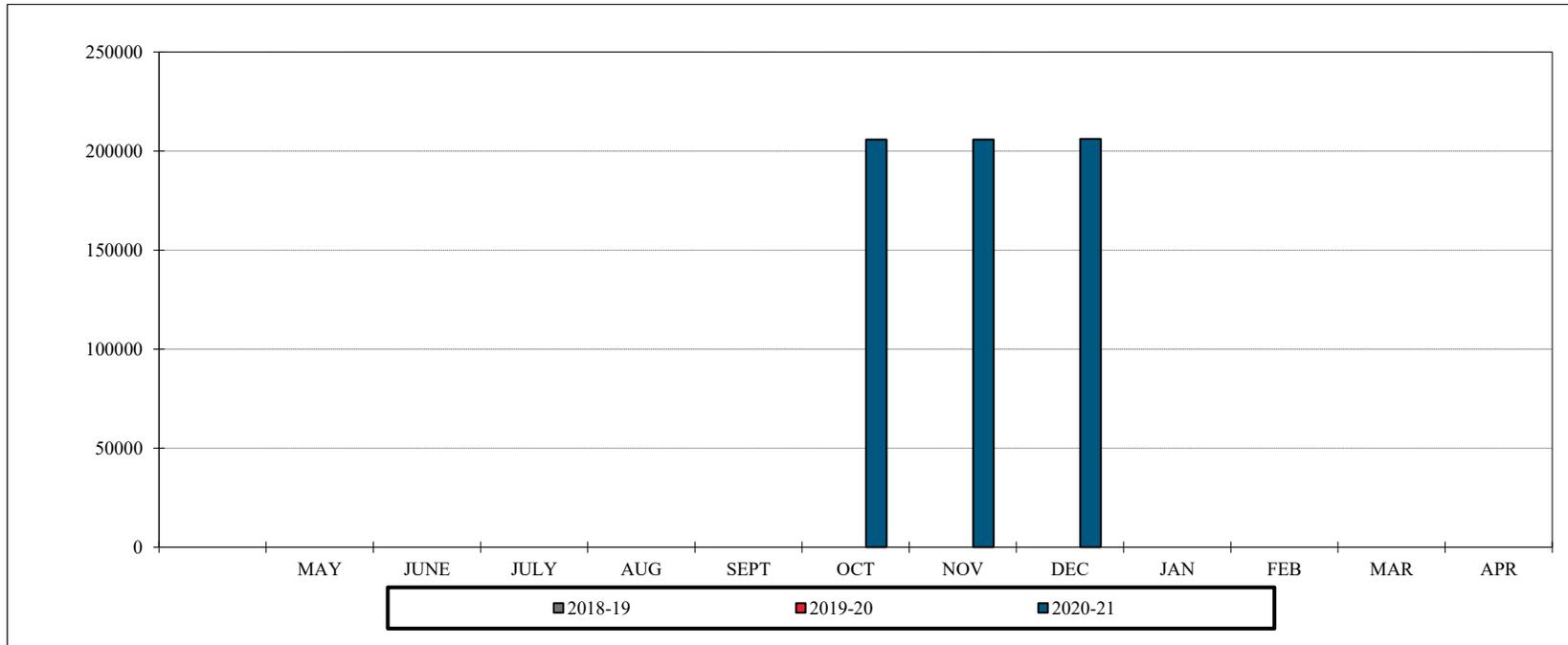




Village of Libertyville
Three Year Non-Home Rule Sales Tax Analysis
Dec 2020

\$875,000

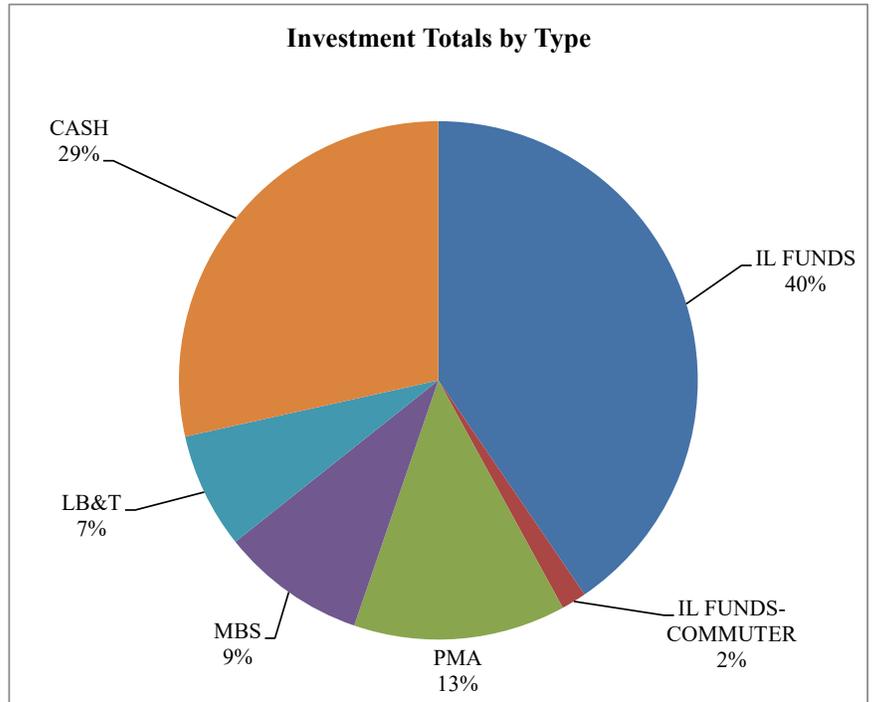
Collected In	Rec'd In	2018-19	2019-20	2020-21	Year to Date			2020-21 vs 2018-19	2020-21 vs 2019-20	% of 2020-21 vs 2019-20	% of 2020-21 Budget
					2018-19	2019-20	2020-21				
MAR	MAY	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!	0%
APR	JUNE	-	-	-	-	-	-	-	-		0%
MAY	JULY	-	-	-	-	-	-	-	-		0%
JUN	AUG	-	-	-	-	-	-	-	-		0%
JUL	SEPT	-	-	-	-	-	-	-	-		0%
AUG	OCT	-	-	205,748.96	-	-	205,748.96	\$ 205,748.96	\$ 205,748.96	#DIV/0!	24%
SEP	NOV	-	-	205,815.23	-	-	411,564.19	\$ 411,564.19	\$ 411,564.19	#DIV/0!	47%
OCT	DEC	-	-	206,170.31	-	-	617,734.50	\$ 617,734.50	\$ 617,734.50	#DIV/0!	71%
NOV	JAN	-	-	-	-	-	-	-	-		
DEC	FEB	-	-	-	-	-	-	-	-		
JAN	MAR	-	-	-	-	-	-	-	-		
FEB	APR	-	-	-	-	-	-	-	-		
		\$ -	\$ -	\$ 617,734.50							



VILLAGE OF LIBERTYVILLE INVESTMENT SUMMARY

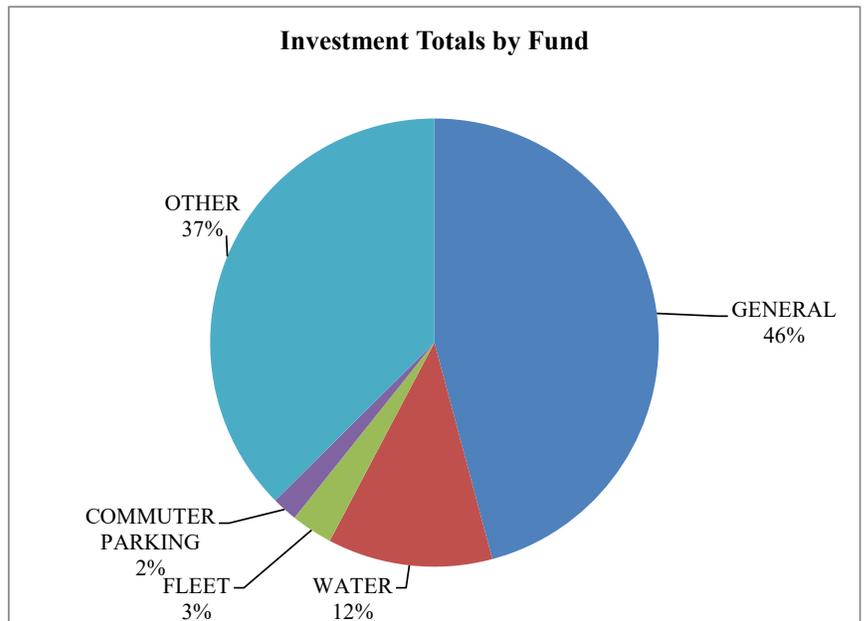
Cash and Investment Totals by Type
(Selected Funds)
December 31, 2020

IL FUNDS	\$	12,365,165.80
IL FUNDS-COMMUTER	\$	478,445.93
PMA	\$	4,042,064.78
MBS	\$	2,761,948.31
LB&T	\$	2,204,696.44
CASH	\$	8,703,325.81
	\$	<u>30,555,647.07</u>



Cash and Investment Totals by Fund
(Selected Funds)
December 31, 2020

GENERAL	\$	14,007,784.08
WATER	\$	3,630,439.23
FLEET	\$	916,900.48
COMMUTER PARKING	\$	558,769.13
OTHER	\$	11,441,754.15
	\$	<u>30,555,647.07</u>



MEMORANDUM

TO: CHAIRMAN MORAS AND FINANCE COMMITTEE

FROM: NICHOLAS MOSTARDO, FINANCE DIRECTOR

SUBJECT: SALES TAX UPDATE

DATE: 1/26/2021

Background

One of the Village's most significant sources of revenue is sales tax. Each quarter, the Illinois Department of Revenue publishes a report of sales taxes collected by the State and remitted to the Village. This quarterly report is unique in that it breaks down sales taxes by industrial category. Additionally, the Q3 2020 report includes categorical distributions for the Village's non-home rule sales tax which collected starting on July 1, 2020.

Analysis

The report for Q3 2020 has been merged with a historical tracking sheet maintained by Finance Department staff. For the regular municipal sales tax, there are several categories that lagged behind the performance of said categories during prior fiscal years. It is also apparent that sales taxes overall for CY 2020 through Q3 lagged behind prior years due to the COVID-19 pandemic. A separate tracking sheet is also maintained for the non-home rule sales tax; however, there is currently no history available for comparison due to the tax being first implemented in Q3 2020.

Finance Director Mostardo will walk the Committee through both of the attached tracking sheets and report on sales tax collections through Q3 2020.

Recommendation

Information only

Attachments

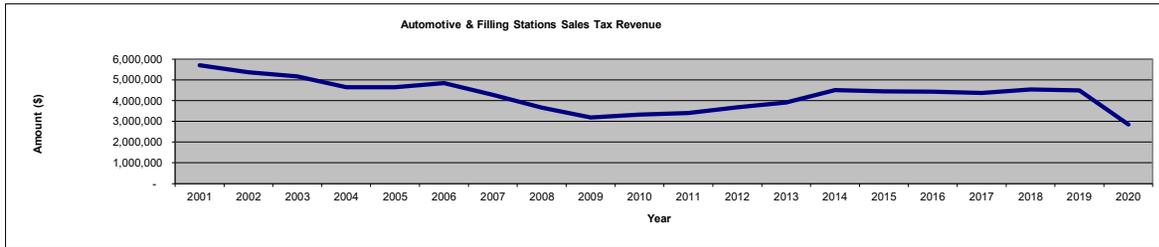
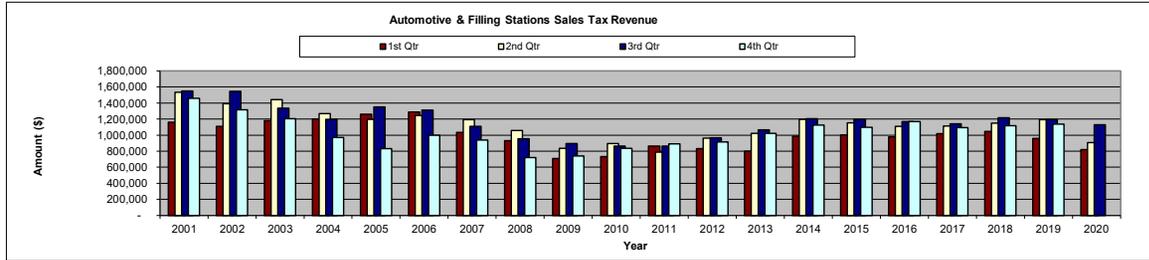
1. Sales Tax Tracking by Quarter and SIC - Q3 2020
2. Non-Home Rule Sales Tax Tracking by Quarter and SIC - Q3 2020

Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

Automotive & Gas Sales

	<u>2001</u>	<u>2003</u>	<u>2005</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
1st Qtr	1,160,582	1,180,783	1,262,195	1,033,309	932,495	707,550	733,263	863,486	832,794	801,474	984,230	1,003,141	977,945	1,017,308	1,047,191	959,044	817,933
2nd Qtr	1,534,040	1,444,589	1,196,254	1,192,118	1,056,376	835,370	894,517	786,360	962,792	1,022,117	1,198,521	1,153,083	1,108,509	1,114,421	1,150,619	1,192,309	905,705
3rd Qtr	1,548,241	1,334,699	1,349,801	1,110,550	952,851	895,262	862,953	862,892	964,577	1,063,761	1,202,861	1,196,281	1,169,781	1,140,058	1,217,918	1,193,602	1,127,728
4th Qtr	1,458,812	1,205,668	832,114	937,118	721,405	741,518	833,305	891,764	915,914	1,020,693	1,123,396	1,096,246	1,169,329	1,092,169	1,115,581	1,138,061	
Total	5,701,675	5,165,739	4,640,364	4,273,095	3,663,127	3,179,700	3,324,038	3,404,502	3,676,077	3,908,045	4,509,008	4,448,751	4,425,564	4,363,956	4,531,309	4,483,016	2,851,365
% of Total Yr	71%	68%	63%	61%	59%	58%	59%	58%	61%	62%	59%	60%	59%	57%	58%	57%	36%

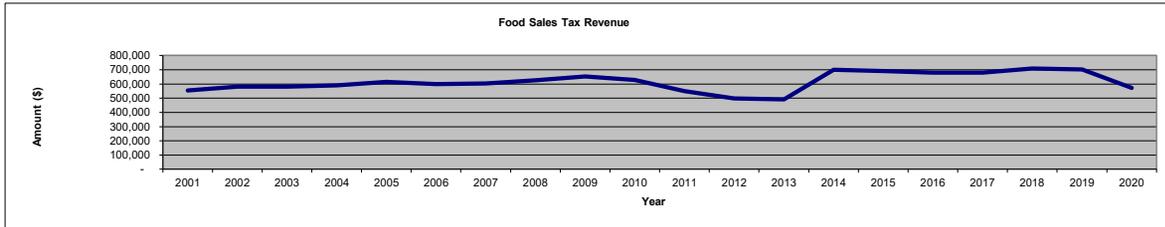
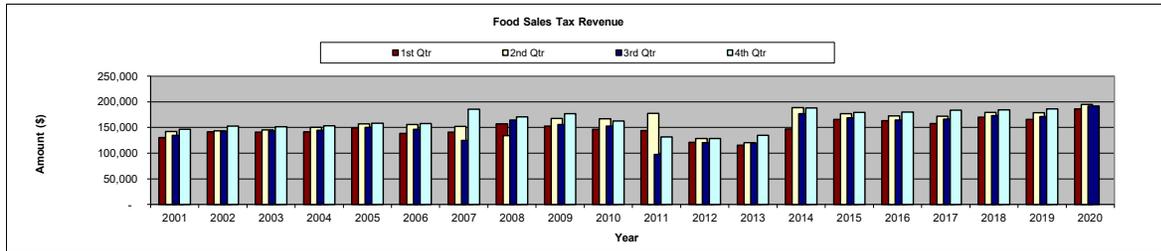


Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

Food

	<u>2001</u>	<u>2003</u>	<u>2005</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
1st Qtr	130,236	140,827	148,714	141,110	156,755	152,868	146,255	144,005	121,056	115,260	147,147	165,686	163,502	157,787	170,340	165,890	186,342
2nd Qtr	141,956	145,428	157,297	151,862	134,193	167,528	166,966	177,268	128,732	120,307	188,912	176,815	172,233	171,668	179,425	178,606	194,538
3rd Qtr	134,743	143,471	150,396	124,651	164,556	155,478	152,573	97,347	120,724	119,454	176,823	168,858	164,289	166,181	173,313	171,518	191,843
4th Qtr	146,274	151,156	158,276	185,305	170,362	176,820	162,428	131,346	128,303	134,923	187,699	179,269	180,037	183,902	184,509	186,195	
Total	553,209	580,882	614,682	602,928	625,866	652,694	628,222	549,966	498,815	489,944	700,581	690,628	680,061	679,538	707,587	702,209	572,722
% of Total Yr	7%	8%	8%	9%	10%	12%	11%	9%	8%	8%	9%	9%	9%	9%	9%	9%	7%

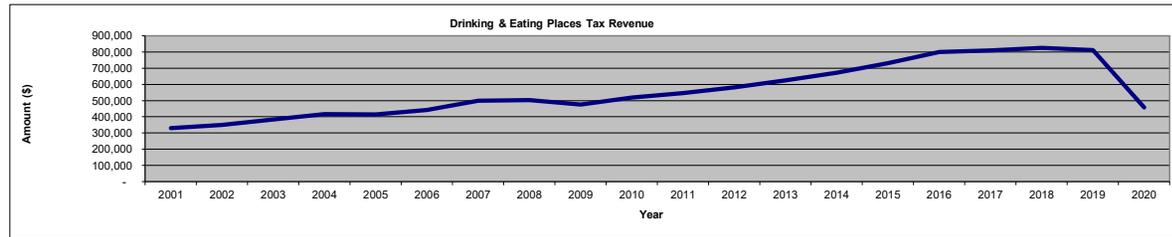
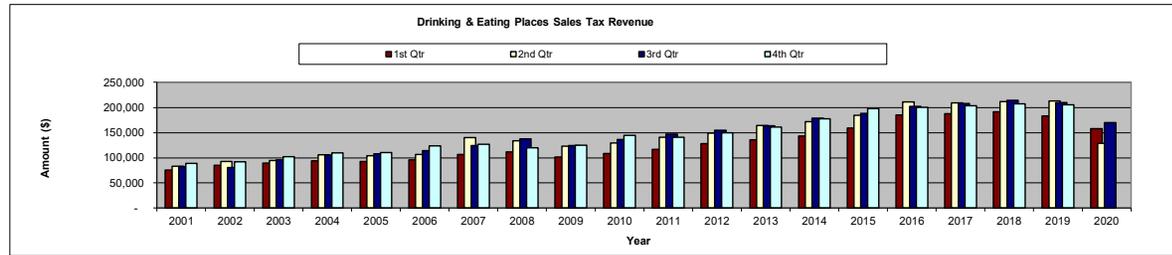


Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

Drinking & Eating Places

	<u>2001</u>	<u>2003</u>	<u>2005</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
1st Qtr	75,793	89,300	92,784	106,774	111,524	101,779	108,783	116,739	128,281	136,027	143,462	159,244	185,082	187,583	191,700	183,430	157,885
2nd Qtr	83,074	94,650	104,375	140,267	134,193	123,168	129,544	140,737	149,298	164,066	171,754	184,935	211,443	209,279	211,941	213,262	129,069
3rd Qtr	82,863	96,102	107,799	124,651	137,503	124,511	136,336	146,990	154,762	163,574	179,146	188,539	202,658	208,138	214,225	209,916	170,371
4th Qtr	88,689	102,431	110,590	126,893	120,056	125,326	144,541	141,222	149,573	161,489	177,457	198,144	200,701	203,925	207,332	205,276	
Total	330,419	382,483	415,548	498,585	503,276	474,784	519,204	545,688	581,914	625,156	671,819	730,862	799,884	808,925	825,198	811,883	457,325
% of Total Yr	4%	5%	6%	7%	8%	9%	9%	9%	10%	10%	9%	10%	11%	11%	10%	10%	6%

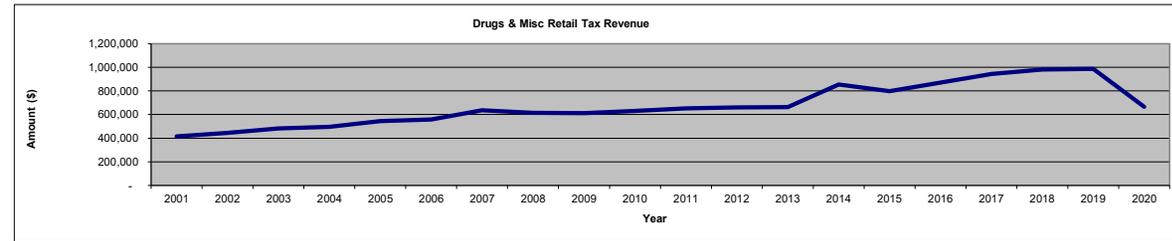
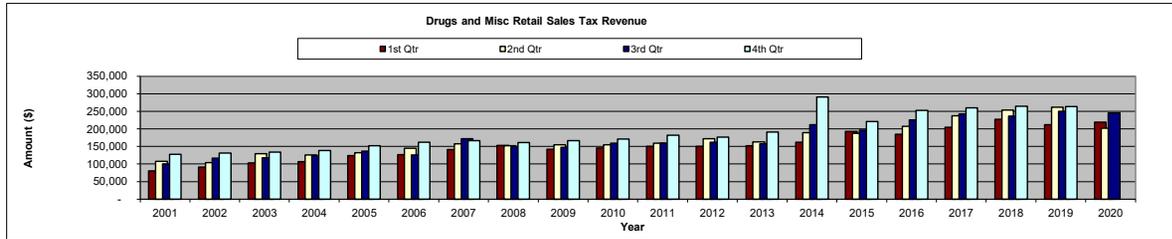


Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

Drugs & Misc Retail

	<u>2001</u>	<u>2003</u>	<u>2005</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
1st Qtr	80,706	102,783	123,800	140,977	152,866	142,060	145,577	150,475	150,283	152,145	161,995	192,802	184,837	204,933	227,162	212,095	219,298
2nd Qtr	107,445	129,010	131,980	157,026	151,617	154,517	154,770	159,122	172,369	162,448	189,295	187,495	207,627	236,830	253,221	261,543	202,053
3rd Qtr	100,076	117,627	136,314	172,335	149,709	147,454	159,226	159,423	161,750	157,365	211,729	196,615	225,024	242,751	235,913	249,972	245,626
4th Qtr	127,352	134,202	152,195	166,963	161,024	166,719	170,726	182,145	176,284	191,177	290,937	220,595	252,758	260,136	264,534	263,472	
Total	415,579	483,622	544,290	637,301	615,216	610,750	630,299	651,165	660,686	663,135	853,956	797,507	870,245	944,650	980,831	987,082	666,978
% of Total Yr	5%	6%	7%	9%	10%	11%	11%	11%	11%	11%	11%	11%	12%	12%	12%	13%	8%

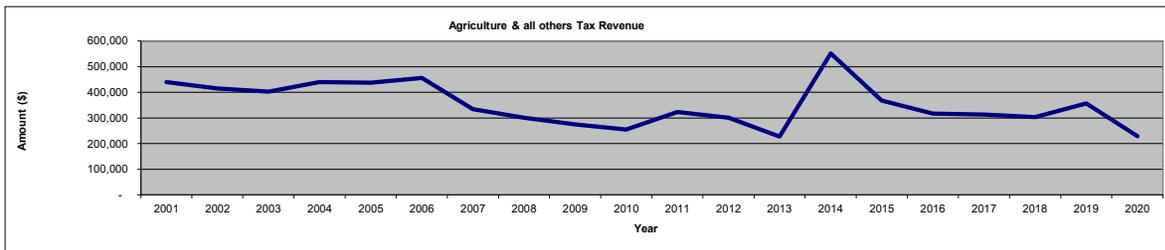
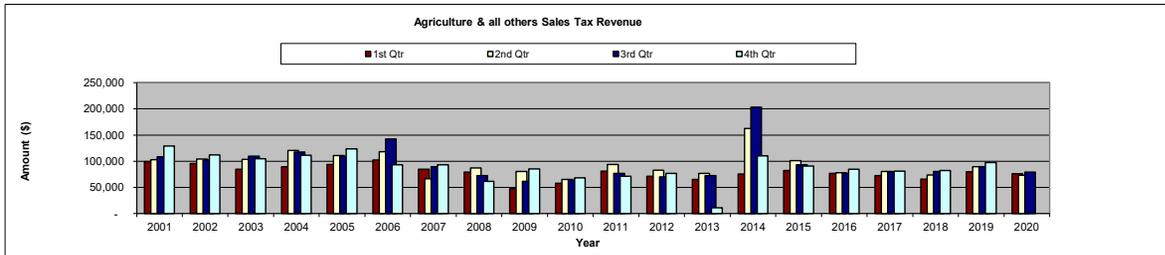


Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

Agriculture & all others

	<u>2001</u>	<u>2003</u>	<u>2005</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
1st Qtr	99,371	84,938	93,730	84,432	79,306	47,739	57,766	80,806	71,126	65,451	75,828	82,423	77,061	72,308	66,168	79,582	76,100
2nd Qtr	103,105	103,336	110,686	66,530	87,379	80,187	65,371	93,958	83,132	77,087	162,588	101,073	78,193	80,757	73,867	89,720	73,020
3rd Qtr	108,616	109,469	108,834	89,488	72,526	61,573	63,916	77,091	70,128	72,848	203,125	93,006	76,875	79,709	80,725	89,578	79,296
4th Qtr	128,923	104,521	123,704	93,421	61,852	85,495	68,061	71,357	76,572	11,210	109,978	90,948	84,611	80,957	82,359	97,322	
Total	440,015	402,264	436,953	333,871	301,063	274,994	255,114	323,212	300,958	226,596	551,519	367,450	316,739	313,731	303,119	356,202	228,416
% of Total Yr	5%	5%	6%	5%	5%	5%	5%	6%	5%	4%	7%	5%	4%	4%	4%	5%	3%

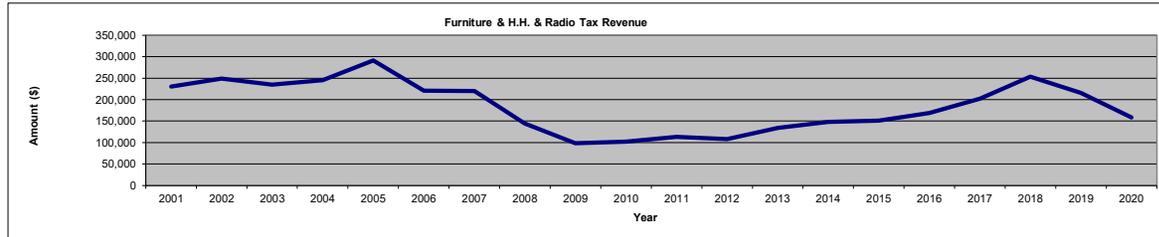
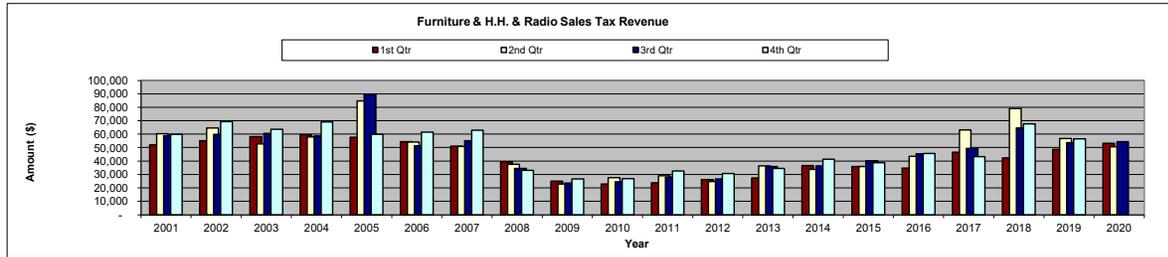


Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

Furniture & H.H. & Radio

	<u>2001</u>	<u>2003</u>	<u>2005</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
1st Qtr	51,944	58,120	57,742	51,134	39,327	25,093	22,747	23,771	26,162	27,289	36,504	35,885	34,663	46,666	42,279	48,679	53,187
2nd Qtr	60,281	52,622	84,783	50,850	37,455	22,962	27,649	28,911	24,642	36,434	33,791	35,889	43,462	63,202	79,014	56,635	50,689
3rd Qtr	58,804	60,518	89,499	55,010	34,414	23,524	24,622	28,047	26,572	35,862	36,338	40,243	45,303	49,349	64,550	53,659	54,414
4th Qtr	59,789	63,696	59,832	62,961	32,976	26,623	28,968	32,452	30,754	34,434	41,402	38,835	45,696	43,262	67,546	56,529	
Total	230,818	234,956	291,856	219,955	144,172	98,202	101,986	113,181	108,130	134,019	148,035	150,852	169,124	202,480	253,389	215,502	158,290
% of Total Yr	3%	3%	4%	3%	2%	2%	2%	2%	2%	2%	2%	2%	2%	3%	3%	3%	2%

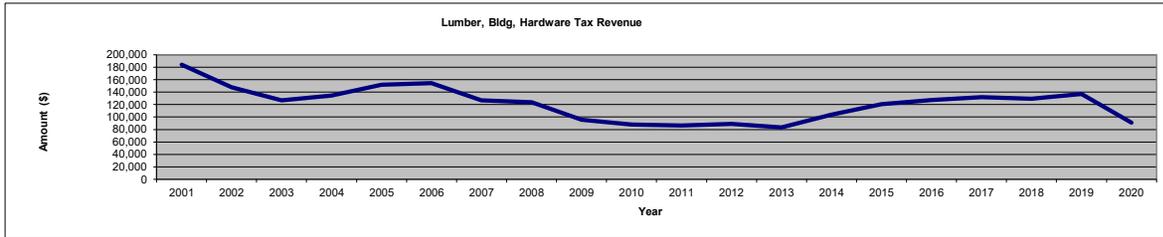
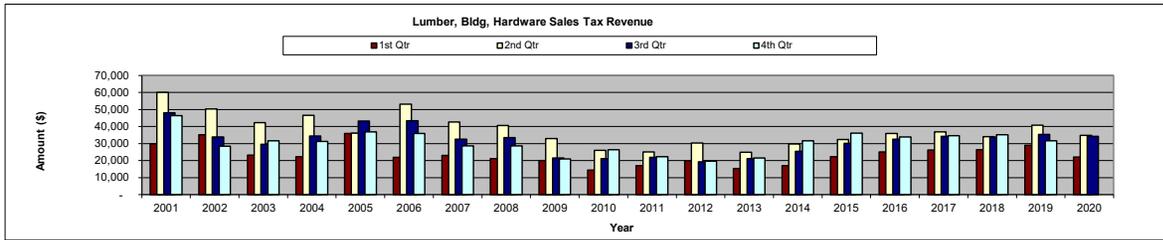


Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

Lumber, Bldg, Hardware

	<u>2001</u>	<u>2003</u>	<u>2005</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
1st Qtr	29,713	23,303	35,892	22,972	21,081	19,986	14,463	16,997	19,916	15,372	16,983	22,318	25,168	26,291	26,302	28,998	22,061
2nd Qtr	59,959	42,294	36,102	42,663	40,592	32,939	25,924	25,082	30,375	24,935	29,830	32,445	35,831	36,824	34,062	40,778	34,872
3rd Qtr	48,033	29,590	43,292	32,581	33,515	21,513	21,096	21,893	19,212	21,197	25,533	30,085	32,486	34,201	33,710	35,419	34,173
4th Qtr	46,379	31,578	36,777	28,580	28,604	20,929	26,474	22,301	19,581	21,572	31,606	36,075	33,856	34,633	35,117	31,709	
Total	184,084	126,765	152,063	126,796	123,793	95,367	87,957	86,273	89,084	83,076	103,952	120,923	127,341	131,949	129,191	136,904	91,105
% of Total Yr	2%	2%	2%	2%	2%	2%	2%	1%	1%	1%	1%	2%	2%	2%	2%	2%	1%

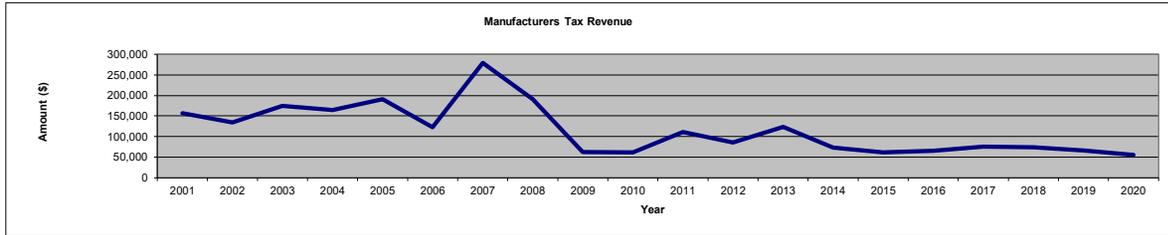
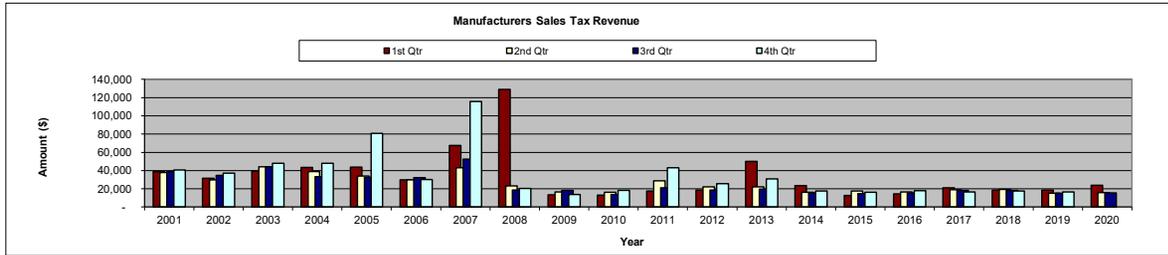


Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

Manufacturers

	<u>2001</u>	<u>2003</u>	<u>2005</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
1st Qtr	38,867	39,134	43,931	67,648	129,173	13,339	13,021	17,704	18,818	50,236	23,737	12,895	14,543	21,229	18,776	18,578	23,947
2nd Qtr	38,079	44,176	33,995	43,208	23,239	16,764	16,371	28,696	22,023	22,124	16,174	17,625	16,699	18,912	19,369	15,247	15,802
3rd Qtr	38,806	44,114	32,509	52,488	18,612	18,328	13,878	21,074	18,773	19,872	15,529	14,788	15,736	18,422	18,331	15,247	15,664
4th Qtr	40,764	47,982	80,678	115,646	20,307	13,889	18,265	43,142	25,513	30,897	17,745	16,159	18,001	16,576	17,507	16,661	
Total	156,516	175,406	191,114	278,990	191,332	62,320	61,535	110,616	85,127	123,129	73,185	61,466	64,979	75,140	73,983	65,733	55,413
% of Total Yr	2%	2%	3%	4%	3%	1%	1%	2%	1%	2%	1%	1%	1%	1%	1%	1%	1%

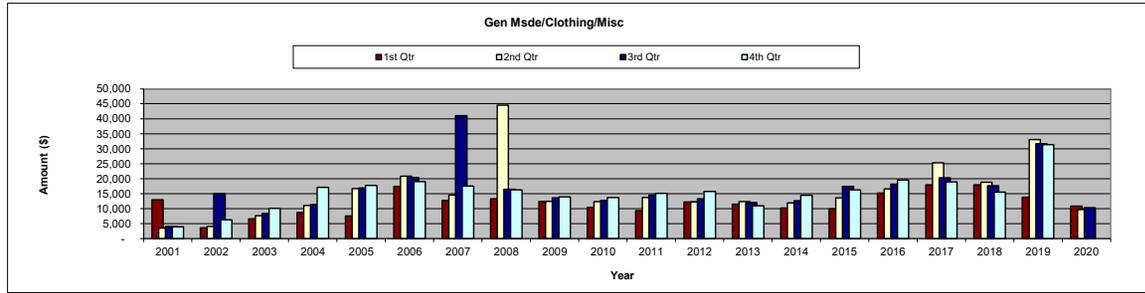


Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

Gen Msde/Clothing/Misc

	<u>2001</u>	<u>2003</u>	<u>2005</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
1st Qtr	12,974	6,621	7,613	12,732	13,350	12,488	10,458	9,397	12,211	11,491	10,226	9,925	15,240	17,940	18,021	13,864	10,823
2nd Qtr	3,575	7,642	16,738	14,526	44,471	12,409	12,365	13,718	12,264	12,318	11,924	13,590	16,642	25,304	18,766	33,065	9,688
3rd Qtr	4,027	8,458	16,926	41,013	16,509	13,639	12,809	14,545	13,269	12,000	12,690	17,390	18,227	20,283	17,637	31,678	10,317
4th Qtr	3,915	10,109	17,740	17,515	16,254	13,923	13,763	15,071	15,785	11,000	14,441	16,223	19,582	18,901	15,551	31,374	
Total	24,491	32,830	59,016	85,786	90,584	52,459	49,395	52,731	53,529	46,809	49,281	57,128	69,691	82,428	69,975	109,980	30,828
% of Total Yr	0%	0%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	0%



Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales

SUMMARY

	2001	2003	2005	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<i>Total by Quarter</i>																	
1st Qtr	1,680,186	1,725,809	1,866,402	1,661,088	1,635,878	1,222,902	1,252,333	1,423,380	1,380,647	1,374,745	1,600,112	1,684,318	1,678,040	1,752,045	1,807,939	1,710,160	1,567,576
2nd Qtr	2,131,514	2,063,747	1,872,210	1,859,050	1,709,515	1,445,844	1,493,477	1,453,852	1,585,627	1,641,836	2,002,789	1,902,950	1,890,639	1,957,198	2,020,283	2,081,164	1,615,436
3rd Qtr	2,124,209	1,944,048	2,035,369	1,802,767	1,580,195	1,461,282	1,447,409	1,429,302	1,549,767	1,665,933	2,063,774	1,945,806	1,950,378	1,959,093	2,056,323	2,050,588	1,929,431
4th Qtr	2,100,897	1,851,343	1,571,906	1,734,402	1,332,840	1,371,242	1,464,531	1,530,800	1,538,280	1,617,395	1,994,661	1,892,495	2,004,571	1,934,461	1,990,037	2,026,599	-
	8,036,806	7,584,947	7,345,887	7,057,307	6,258,428	5,501,270	5,657,750	5,837,334	6,054,321	6,299,909	7,661,336	7,425,568	7,523,628	7,602,797	7,874,582	7,868,511	5,112,443

Total by Category

	2001	2003	2005	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Automotive	5,701,675	5,165,739	4,640,364	4,273,095	3,663,127	3,179,700	3,324,038	3,404,502	3,676,077	3,908,045	4,509,008	4,448,751	4,425,564	4,363,956	4,531,309	4,483,016	2,851,365
Food	553,209	580,882	614,682	602,928	625,866	652,694	628,222	549,966	498,815	489,944	700,581	690,628	680,061	679,538	707,587	702,209	572,722
Restaurant	330,419	382,483	415,548	498,585	503,276	474,784	519,204	545,688	581,914	625,156	671,819	730,862	799,884	808,925	825,198	811,883	457,325
Drugs	415,579	483,622	544,290	637,301	615,216	610,750	630,299	651,165	660,686	663,135	853,956	797,507	870,245	944,650	980,831	987,082	666,978
Agriculture	440,015	402,264	436,953	333,871	301,063	274,994	255,114	323,212	300,958	226,596	551,519	367,450	316,739	313,731	303,119	356,202	228,416
Furniture	230,818	234,956	291,856	219,955	144,172	98,202	101,986	113,181	108,130	134,019	148,035	150,852	169,124	202,480	253,389	215,502	158,290
Lumber/Bldg	184,084	126,786	152,063	126,796	123,793	95,367	87,957	86,273	89,084	83,076	103,952	120,923	127,341	131,949	129,191	136,904	91,105
Manufacturer	156,516	175,406	191,114	278,990	191,332	62,320	61,535	110,616	85,127	123,129	73,185	61,466	64,979	75,140	73,983	65,733	55,413
Gen Msde	24,491	32,830	59,016	85,786	90,584	52,459	49,395	52,731	53,529	46,809	49,281	57,128	69,691	82,428	69,975	109,980	30,828
	8,036,806	7,584,947	7,345,887	7,057,307	6,258,428	5,501,270	5,657,750	5,837,334	6,054,321	6,299,909	7,661,336	7,425,568	7,523,628	7,602,797	7,874,582	7,868,511	5,112,443

Percentages

Automotive	71%	68%	63%	61%	59%	58%	59%	58%	61%	62%	59%	60%	59%	57%	58%	57%	36%
Food	7%	8%	8%	9%	10%	12%	11%	9%	8%	8%	9%	9%	9%	9%	9%	9%	7%
Restaurant	4%	5%	6%	7%	8%	9%	9%	9%	10%	10%	9%	10%	11%	11%	10%	10%	6%
Drugs	5%	6%	7%	9%	10%	11%	11%	11%	11%	11%	11%	11%	12%	12%	12%	13%	8%
Agriculture	5%	5%	6%	5%	5%	5%	5%	6%	5%	4%	7%	5%	4%	4%	4%	5%	3%
Furniture	3%	3%	4%	3%	2%	2%	2%	2%	2%	2%	2%	2%	2%	3%	3%	3%	2%
Lumber/Bldg	2%	2%	2%	2%	2%	2%	2%	1%	1%	1%	1%	2%	2%	2%	2%	2%	1%
Manufacturer	2%	2%	3%	4%	3%	1%	1%	2%	1%	2%	1%	1%	1%	1%	1%	1%	1%
Gen Msde	0%	0%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	0%
	100%	65%															

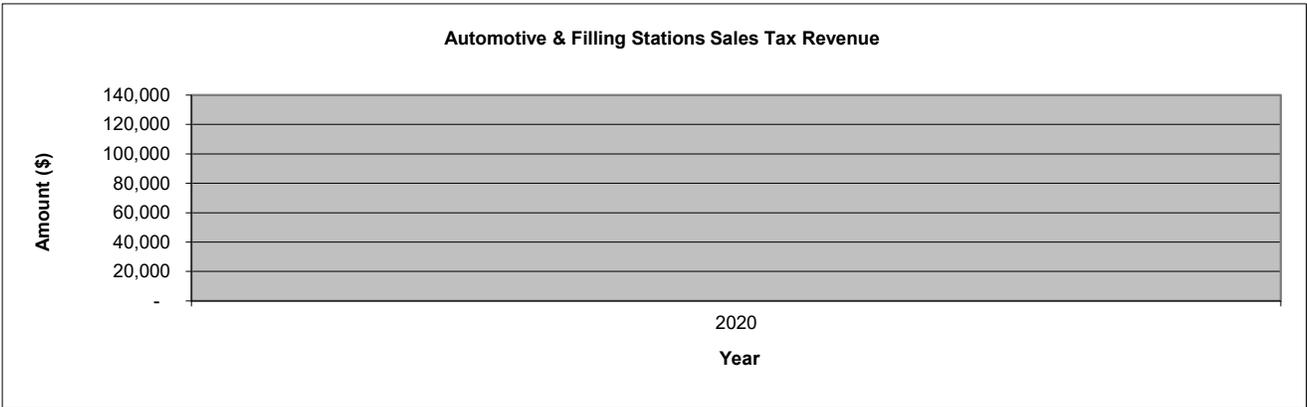
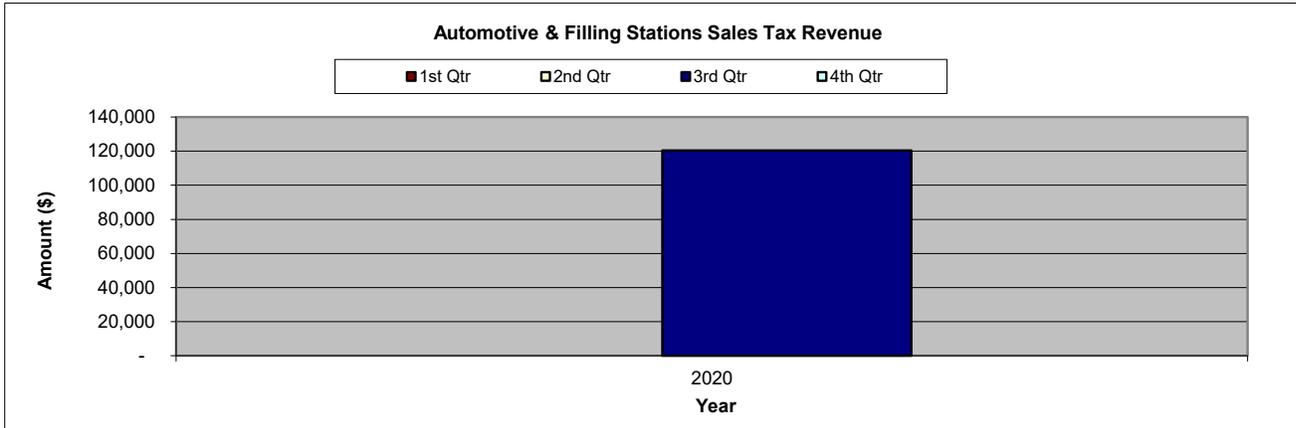


Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

Automotive & Gas Sales

	<u>2020</u>
1st Qtr	-
2nd Qtr	-
3rd Qtr	120,526
4th Qtr	
Total	<u>120,526</u>
% of Total Yr	19%

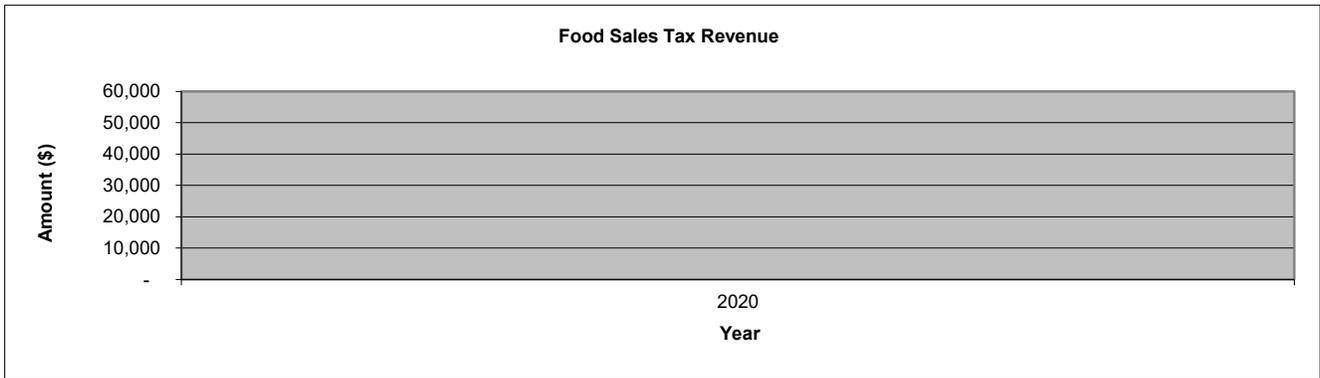
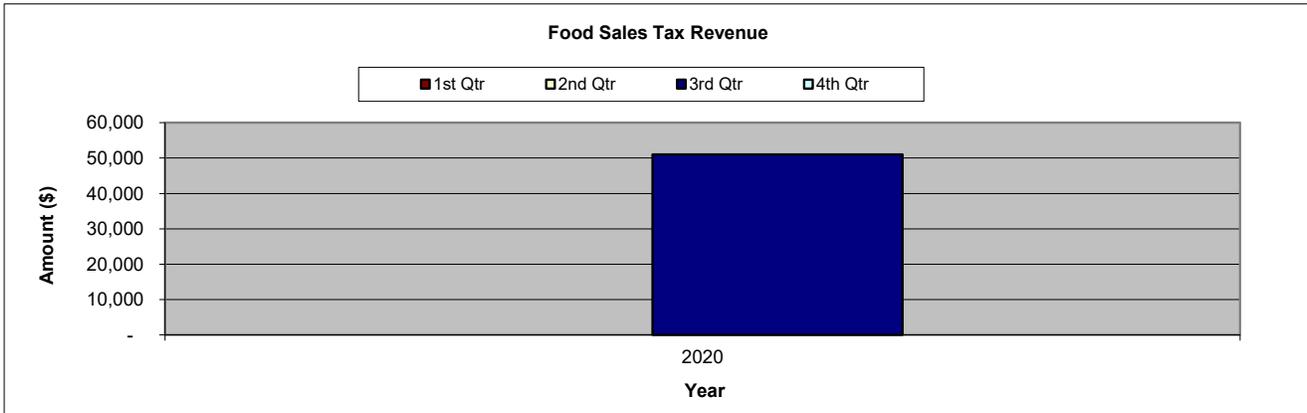


**Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC**

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

Food

	<u>2020</u>
1st Qtr	-
2nd Qtr	-
3rd Qtr	51,059
4th Qtr	
Total	<u><u>51,059</u></u>
% of Total Yr	<u><u>8%</u></u>



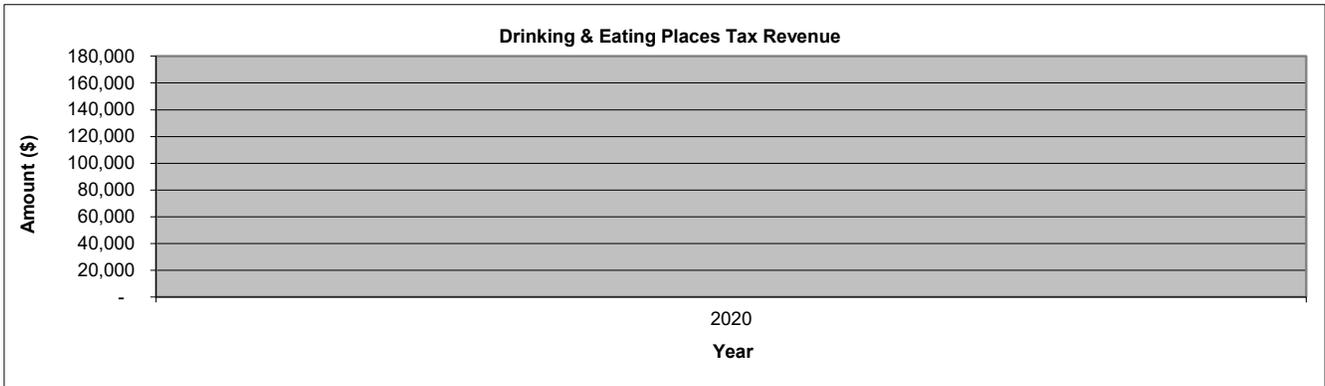
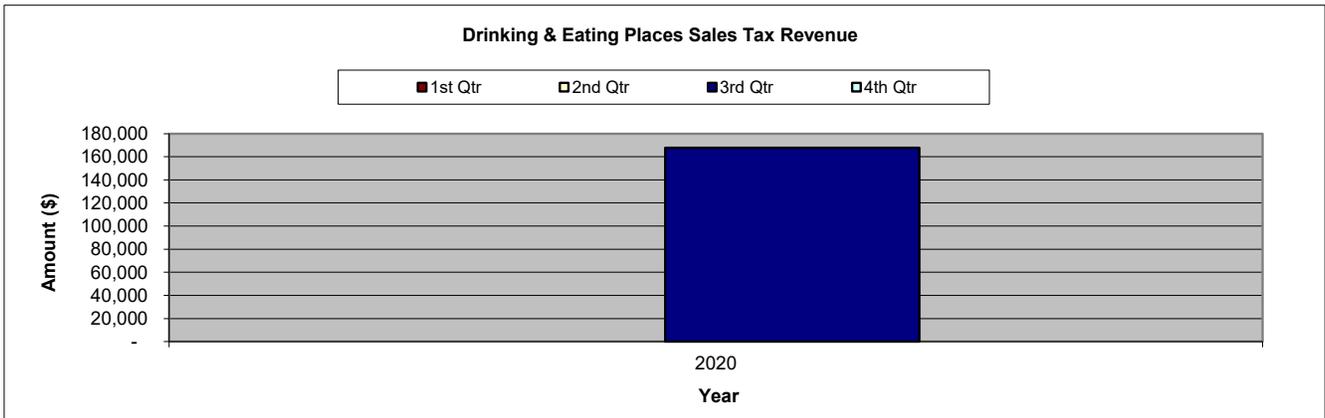
Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

Drinking & Eating Places

2020

1st Qtr	-
2nd Qtr	-
3rd Qtr	167,674
4th Qtr	
Total	<u>167,674</u>
% of Total Yr	<u>27%</u>

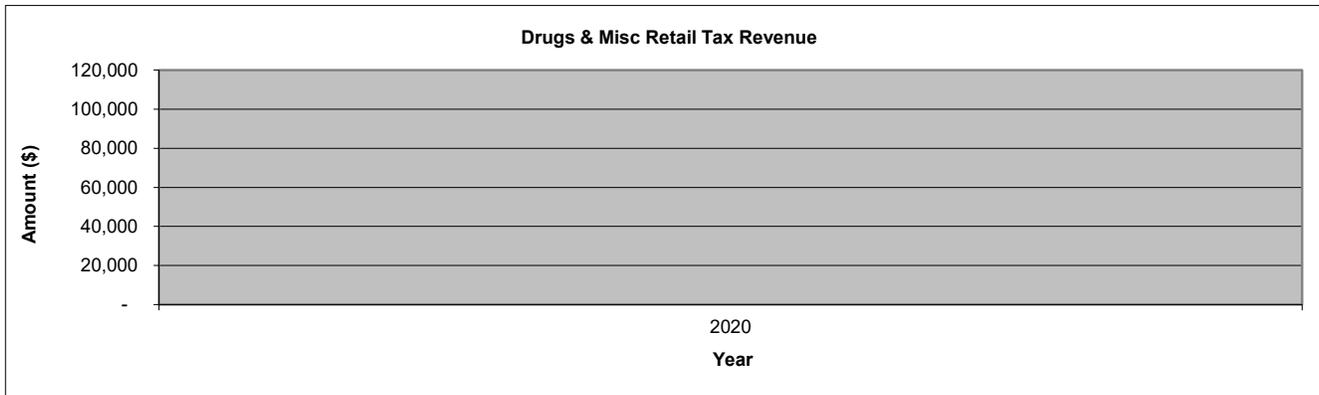
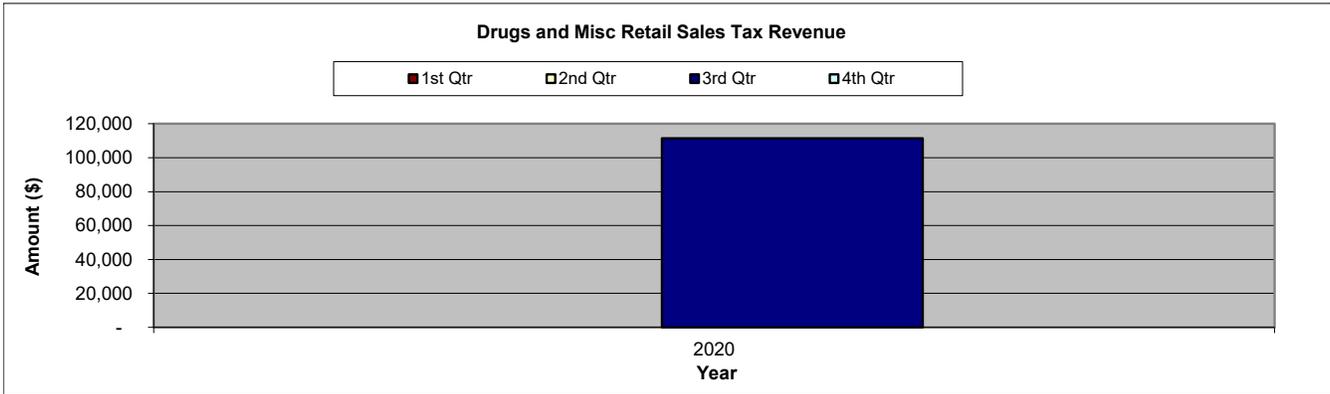


**Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC**

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

Drugs & Misc Retail

	<u>2020</u>
1st Qtr	-
2nd Qtr	-
3rd Qtr	111,553
4th Qtr	-
Total	<u>111,553</u>
% of Total Yr	18%



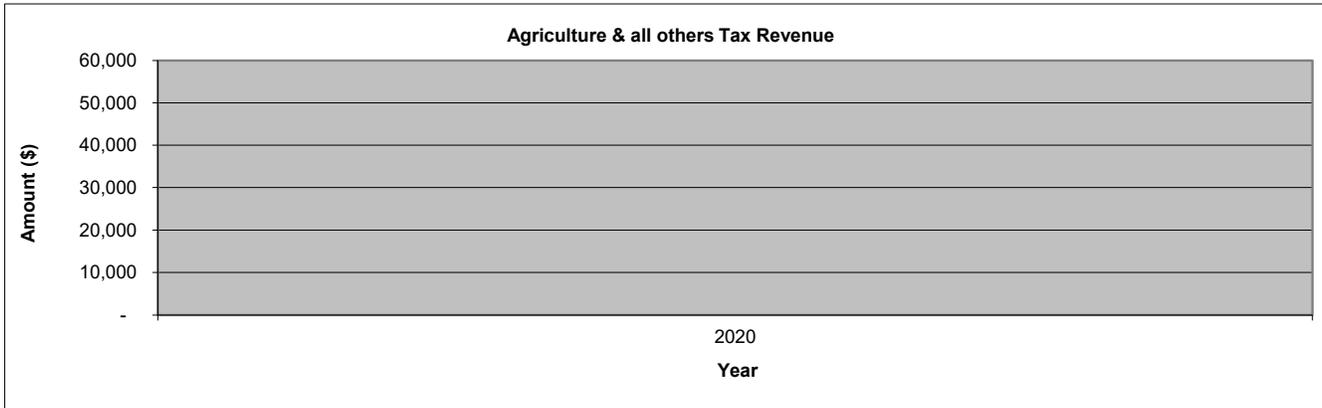
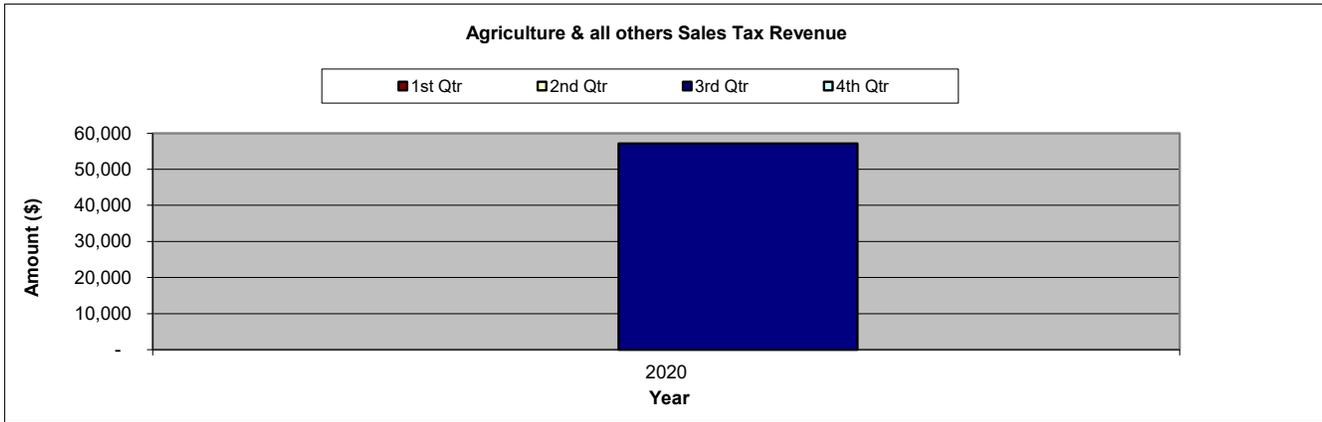
**Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC**

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

Agriculture & all others

2020

1st Qtr	-
2nd Qtr	-
3rd Qtr	57,101
4th Qtr	
Total	<u>57,101</u>
% of Total Yr	9%



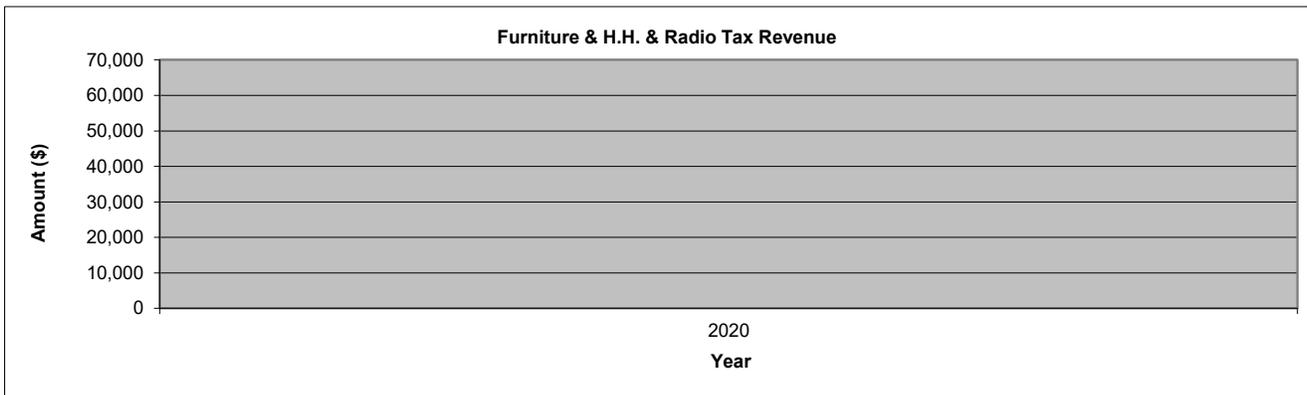
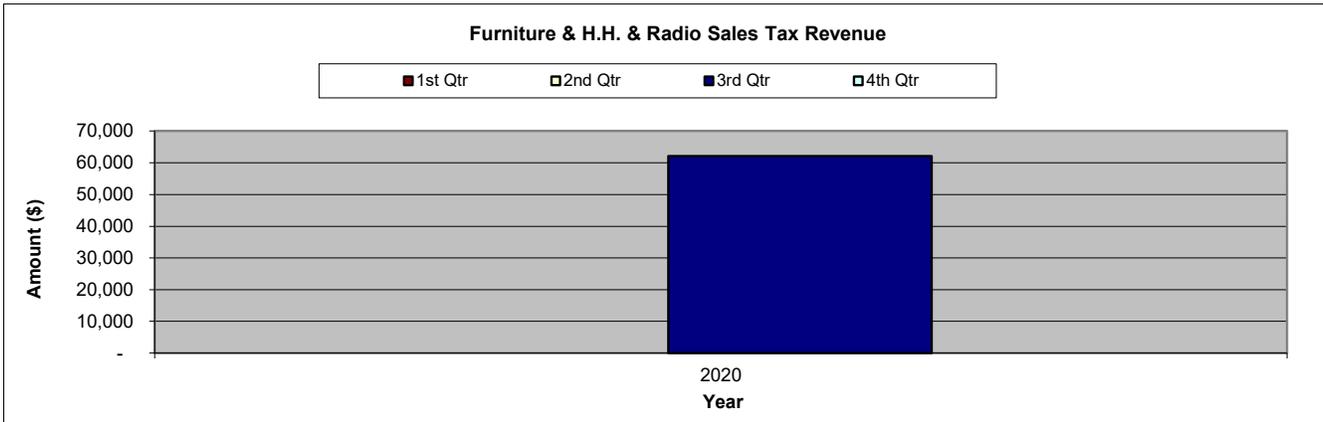
Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

Furniture & H.H. & Radio

2020

1st Qtr	-
2nd Qtr	-
3rd Qtr	62,140
4th Qtr	
Total	<u>62,140</u>
% of Total Yr	<u>10%</u>

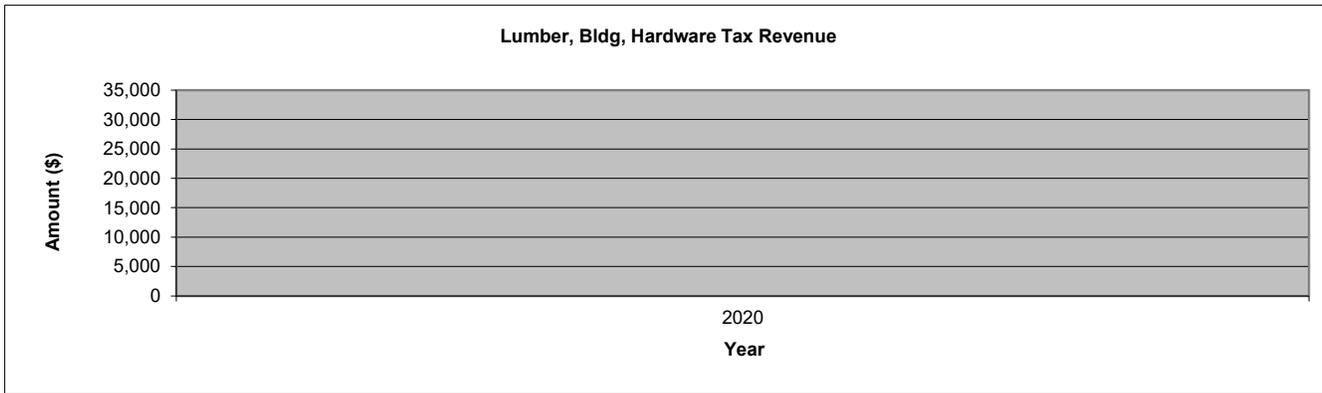
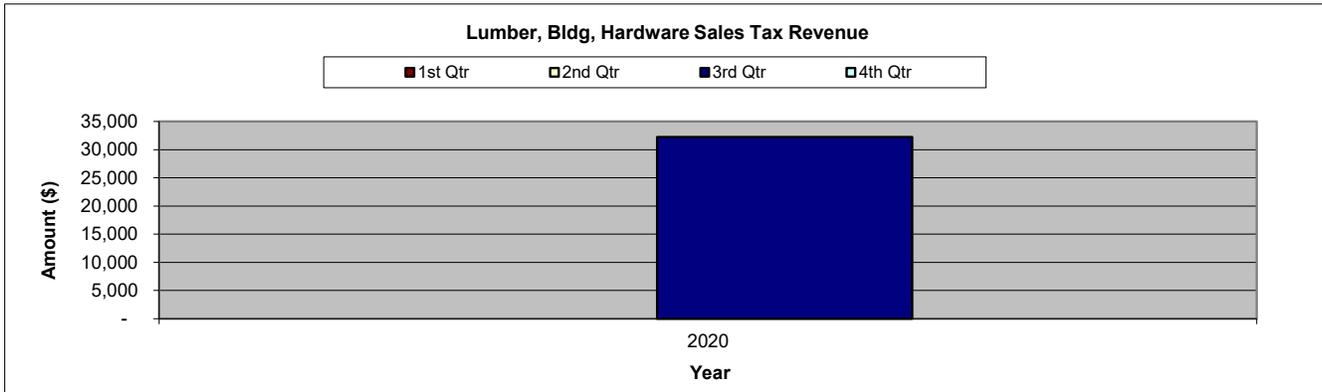


**Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC**

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

Lumber, Bldg, Hardware

<u>2020</u>	
1st Qtr	-
2nd Qtr	-
3rd Qtr	32,240
4th Qtr	-
Total	<u>32,240</u>
% of Total Yr	5%



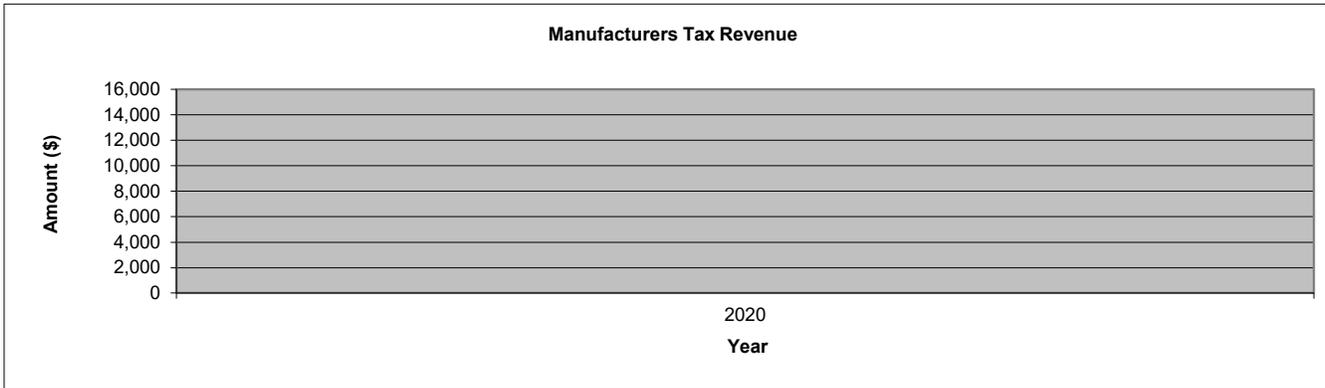
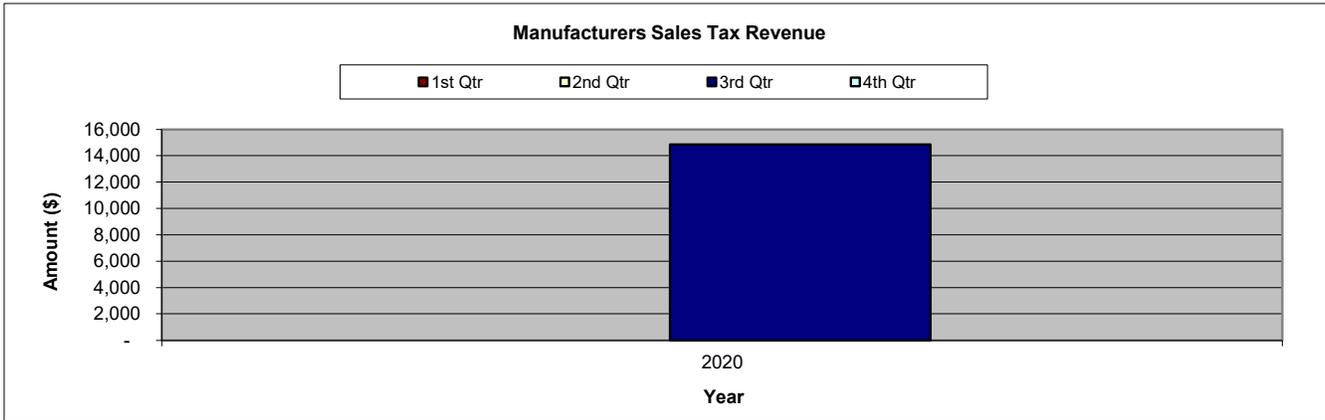
Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

Manufacturers

2020

1st Qtr	-
2nd Qtr	-
3rd Qtr	14,854
4th Qtr	
Total	<u>14,854</u>
% of Total Yr	<u>2%</u>

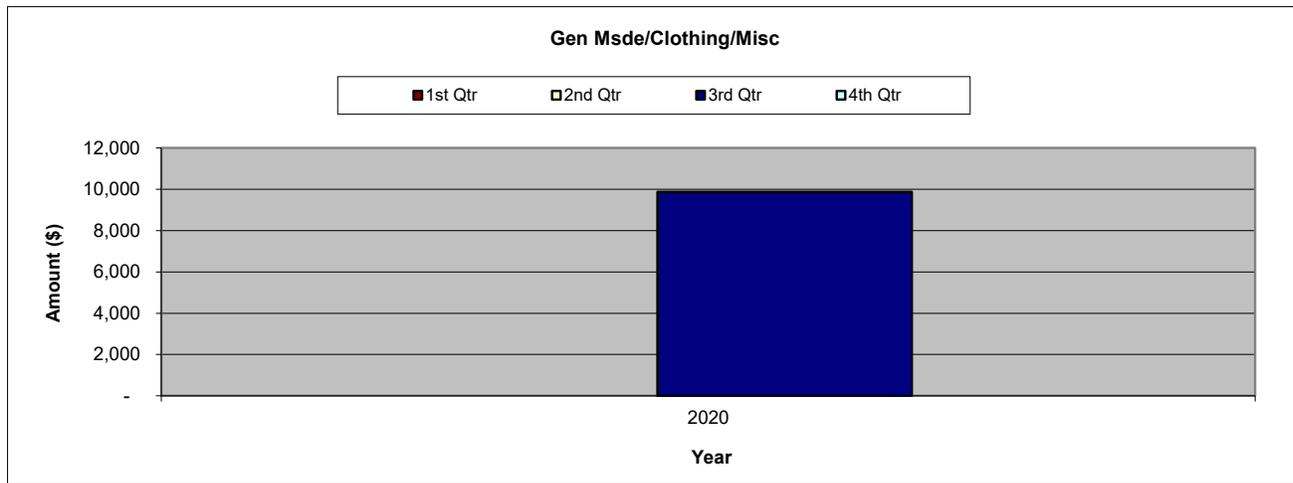


**Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC**

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

Gen Msde/Clothing/Misc

	<u>2020</u>
1st Qtr	-
2nd Qtr	-
3rd Qtr	9,876
4th Qtr	
Total	<u>9,876</u>
% of Total Yr	2%



Non-Home Rule Sales Tax Revenue by Source Analysis
Categories based on State SIC

Note: Based on Calendar Year Quarterly Sales; Line Charts not applicable until Q1 2021 reports

SUMMARY

2020

Total by Quarter

1st Qtr	-
2nd Qtr	-
3rd Qtr	627,022
4th Qtr	-
	<u>627,022</u>

Total by Category

2020

Automotive	120,526
Food	51,059
Restaurant	167,674
Drugs	111,553
Agriculture	57,101
Furniture	62,140
Lumber/Bldg	32,240
Manufacturer	14,854
Gen Msde	9,876
	<u>627,022</u>

Percentages

Automotive	19%
Food	8%
Restaurant	27%
Drugs	18%
Agriculture	9%
Furniture	10%
Lumber/Bldg	5%
Manufacturer	2%
Gen Msde	2%
	<u>100%</u>