

Information Item

Date: January 11, 2021

To: Mayor, Mayor Pro Tempore, and Members of the City Council

From: Ben Rowe, Assistant City Manager
Patrice Y. Toney, Budget and Evaluation Director

Subject:
Monthly Revenue Update

Strategic Focus Area: Service Excellence

Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness

Strategic Plan Action Item: No

Key Work Item: Yes



As part of the FY 2020-21 budget planning process, staff was directed to provide regular updates on major revenues. Attached is the Revenue Report for January. It includes an update on General Fund revenues and charts showing trends for Sales Taxes, Occupancy Tax Fund, Utilities Franchise Taxes, Fairgrounds Fund, and Parking Fund.

Since last month's update, staff has updated year-end projections for sales tax and utility franchise sales taxes. Countywide sales for Forsyth County were projected to decline 20% for the first quarter of FY 2020-21. Those distributions increased over 13.5% countywide. Staff projected a 10% reduction for countywide sales for October through December and continue to monitor monthly taxable sales and any impact from the COVID-19 pandemic.

Through two quarters, utility franchise sales taxes (natural gas, electricity, telecommunications, video programming) are down 4.7%, or approximately \$428K compared to last year. The current year-end projection is about \$822K under budget. The next distribution will occur in March 2021.