



Q1 2013

Internal
Financial Report
(Unaudited)

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Quarterly Reporting Package

Financial Commentary

Q1 2013

Overview

The first quarter financial report shows the City spent \$785,000 more than the total revenue sources for this period of time. The shortfall was primarily due to the timing of capital expenditures including the purchase of a rescue pumper for the fire department and costs for the Wastewater Treatment Facility (WWTF) upgrade.

Revenues. City-wide capital revenues for the first quarter were 6% of the total annual budget primarily due to the timing of grants. City-wide operating revenues for the first quarter were 17% of the total annual budget. Many of the city's revenue streams are affected by seasonality. Sales tax, occupation tax and many fees for services increase during the summer months.

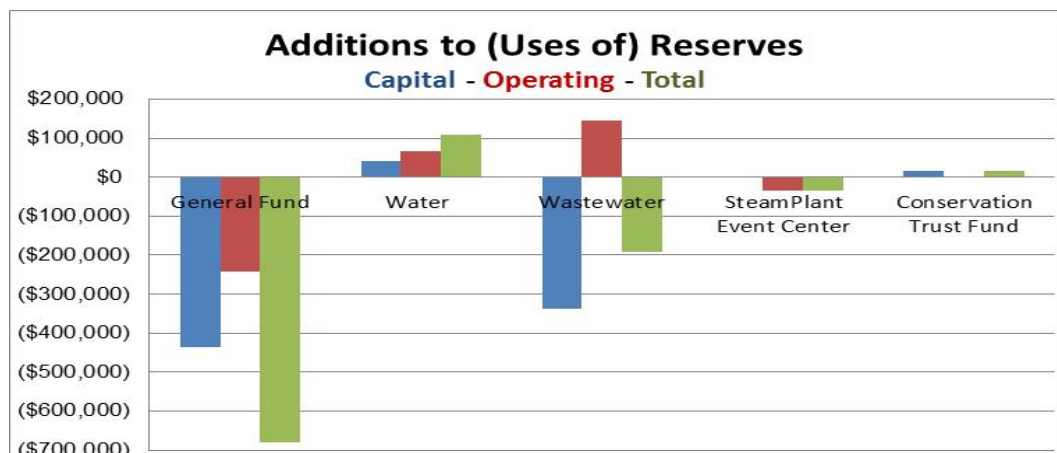
General fund revenues are reported on a cash basis throughout the year and sales tax for only two months was included in the first quarter report. Compared to same period in 2012, city sales tax increased 6.0% and county sales tax increased 7.2%. Fees for City services are generally tracking as expected for the first part of the year.

Expenditures. Capital expenditures were 15% of the total year budget. A larger than usual amount of capital spending occurred in the general fund and wastewater fund during the first quarter, while minimal spending occurred in the water fund. No capital spending is planned in the SteamPlant or Conservation Trust Funds in 2013.

Total operating expenditures through the first three months of 2013 were 20% of total year budget. Traditionally, first quarter operating expenses are less than 25% of the budget due to the seasonality factors. In addition, position vacancies in public works and the police department contributed to lower spending than budgeted.

Balance Sheet. Total cash and investment balances at March 30, 2013 were \$6.4 million including both restricted and unrestricted accounts. Financing obligations were reduced in the general fund according to the monthly repayment schedule with CapitalOne. No enterprise fund debt payments were due during the first quarter.

This table shows the changes in reserves (including available loan proceeds) during the first quarter of 2013 by fund, and by capital or operating, along with a sum of these two budget components.



General Fund

Overview

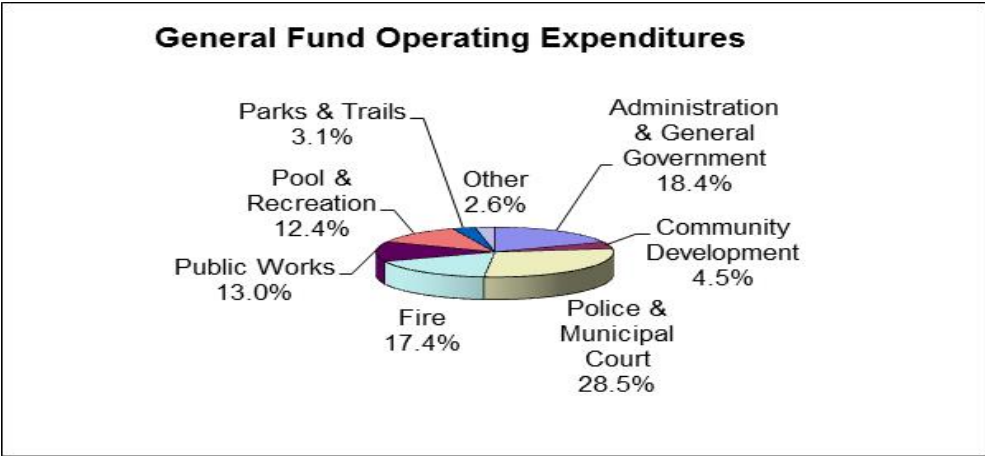
- First quarter revenues of \$980,000 were recognized, representing 13% of the full year budget.
- Operating expenditures of \$983,000 and capital expenditures of \$677,000 were 20% and 26% of the full year budget, respectively.
- In total, revenues exceeded expenditures by \$680,000 compared to the full year budget of a \$21,000 surplus. The disparity is attributed to timing differences between revenues and expenditures. A pending budget amendment will re-appropriate for certain capital purchases approved in 2012 that were delayed until 2013; a net decrease in general fund reserves is expected this year as a result.

Revenue

- Sales tax revenue reflected in the first quarter report includes business activity reported for January and February. March information is not yet available. The year-to-date city sales tax revenue of \$551,000 is \$31,000 or 6.0% greater than the same period last year. The year-to-date county sales tax revenue of \$178,000 is \$12,000 or 7.2% greater than the same period last year.
- Both the Licenses and Permits and Fines and Forfeits revenue subtotals were trending higher than one-quarter of the full year budget, at 30% and 28%, respectively, of the total 2013 budget. Year-to-date fees for services were 25% of the full year budget.
- Charges for pool and recreation services were trending favorably, at 27% of the full year budget and 5% greater than the first quarter of 2012. For the first three months of 2013, revenues totaled nearly \$101,000, an 82% cost recovery of the direct operating costs.
- Membership visits were up 5% and other visits were up 6% compared to the first quarter of 2012. The renovated soaking pools contributed \$5,800 in revenue, down 2% from the first quarter of 2012 when they were newly re-opened.
- Miscellaneous revenue was 9% of the full year budget. The majority of the 2013 budget is insurance proceeds that will not be recognized until costs are incurred to replace the Chisholm House destroyed by fire.

Operating Expenditures

- Total general fund operating expenditures in the first quarter were 20% of the full year budget of \$4.9 million. It is typical for the first quarter expenditures to be less than one-quarter of the full year budget due to the higher level of activity during summer months.
- This table shows operating expenditures by department as a percentage of the total \$983,000 spent year-to-date.



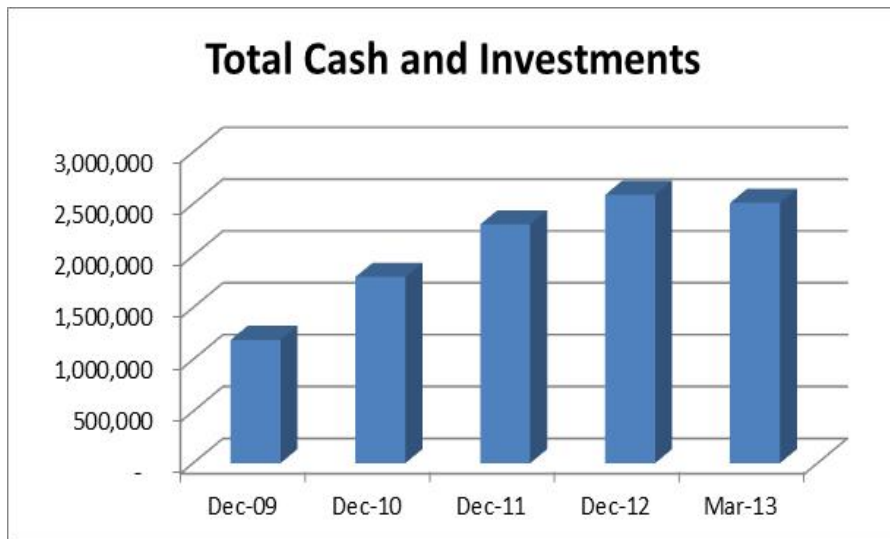
- The Pool and Recreation operating subsidy was \$21,000 this year compared to \$11,000 for the first three months in 2012. The increase in costs was due to one-time consulting fees associated with the GreenPlay feasibility study and SGM's energy assessment.

Capital Expenditures

- Capital Expenditures for the general fund were 27% of the total annual budget. A total of \$637,000 was expended for capital equipment and improvement projects and \$40,000 was expended for the financing obligation for the Touber Building.
- The \$475,000 payment for the rescue pumper fire truck accounted for three-quarters of the current year expenditures. Other capital spending included replacement vehicles in public works and the police departments; a new computer data center to serve all City departments; personal computer upgrades for several different departments; and replacement bleachers for Marvin Park.

Balance Sheet

- Total general fund cash and investment balances (including restricted amounts) were approximately \$2.5 million at the end of the first quarter, a decrease of \$78,000 from year end.
- Due to the delay in purchasing the rescue pumper budgeted in 2012, cash and investment balances are projected to decrease further by the end of 2013.



Water Enterprise Fund

Overview

- Total revenues exceeded expenditures by \$109,000 in the first quarter of 2013, contributing to the City's goal to continue saving money to pay for the upgrades needed at the water treatment plant.

Water Revenue

- Charges for first quarter water service totaled \$273,000, or 18% of the full year budget, and essentially unchanged from a year ago. Residential usage charges were capped at 12,000 gallons at council's direction because customers were asked to keep a small

stream of water running for much of January and February in order to prevent meter freeze ups. Staff estimated \$9,600 in revenue was lost due to this cap that affected usage charges.

- System development fees of \$21,000 were 19% of the full year budget.
- Three new taps were sold in the first quarter compared to two during the same period in 2012. A total of 12 new taps fees are budgeted for 2013.

Water Expenditures

- Administration expenses were 18% of the full year budget.
- Plant expenses were 22% of the full year budget.
- Public works expenses were at 32% of the full year budget, and were adversely affected by the amount of time spent to fix frozen water meters.

Capital Expenditures

- Year-to-date capital spending was minimal as the 2013 projects are not yet in full swing.
- The major water system project planned for 2013 is the rehabilitation of the filtration system at the Water Treatment Plant. A DOLA grant was submitted on April 1st to leverage water funds for this significant project.
- Nearly \$147,000 in loan proceeds remain available at 0% interest through the state revolving loan fund to complete the final phase of the green project for which funding was received in 2011. A budget amendment to re-appropriate costs to complete the Tenderfoot Tank rehabilitation is pending and the remaining funds will be used to replace the aging distribution lines.
- Other planned 2013 purchases or projects include pumps, chlorine equipment, SCADA and telemetry at Pasquales Springs; a new vehicle for the plant manager; replacements of fire hydrants, failed valves and pumps and motors.

Sewer Enterprise Fund

Overview

- Total expenditures exceeded revenues by \$193,000 in the first quarter of 2013. The shortfall is attributable to the capital expenditures associated with the WWTF upgrade project being paid for by loan proceeds booked in 2011.
- Excluding this major one-time project, revenues exceeded expenditures by \$155,000.

Sewer Revenue

- Metered and unmetered sewer service revenue was 22% and 26%, respectively, of the full year budget as of the billings for the first quarter of 2013.
- The cap on residential usage for water bills that was put in place due to the freezing water meters also affected sewer revenue. An estimated \$9,800 in revenue was lost.
- Total revenue was only 7% of the full year budget because none of the \$2.7 million in grant revenue was recognized during the first quarter.
- System development fees were 10% of the full year budget of \$102,000.
- The City sold three new taps and one expanded use tap in the first quarter of 2013. Comparatively, the City sold one new tap and one expanded tap in the first quarter of 2012. A total of 16 transactions are included in the 2013 budget.

Sewer Expenditures

- Administration expenses were 14% of the full year budget.
- Plant expenses were 22% of the full year budget.

- Public works expenses were 6% of the full year budget.

Capital

- The WWTF upgrade project is nearing completion. First quarter expenditures totaled \$348,000 and the remaining loan proceeds have not been depleted. The remaining costs will be funded through the USDA grant and final 10% of the DOLA grant.
- As of March, 31, 2013, the project was 85.6% complete.
- Project spending to date includes \$1.6 million in the City’s sewer reserves, \$1.2 million in Department of Local Affairs grant revenue, and the full \$12.1 million USDA loan. A request for \$206,000 of the USDA grant revenue had been requested and was disbursed in April.

SteamPlant Event Center

Overview

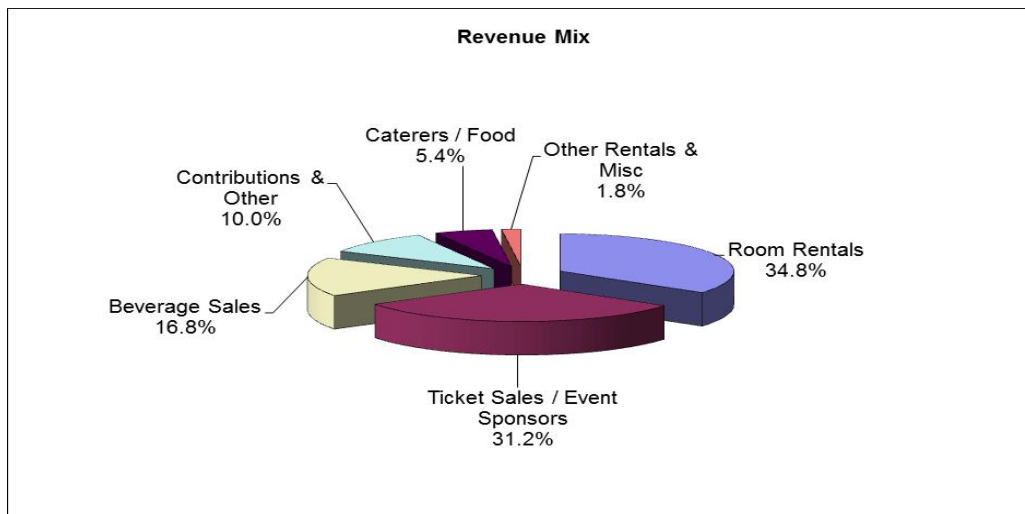
- Operating revenues and total revenues were 16% and 17% of the full year budget, respectively.
- Total expenditures were 25% of the full year budget and exceeded revenue by \$36,000.
- The SteamPlant brought approximately 2,300 visitors to Salida’s hotels and restaurants.
- The deferred revenue balance shows committed bookings for future events of nearly \$28,000. In comparison, the deferred revenue balance the end of first quarter last year was \$11,000. The increase is attributed to a combination of more advance bookings and more aggressive policy to collect deposits in advance.

Revenue

- Total revenue of \$34,000 was generated during the first three months of 2013.
- The number of events decreased significantly; however, total operating revenue grew to \$31,000 compared to \$27,000 in the first quarter of 2012.

Number of Events through March 30:	2013	2012	2011
• Revenue generating	87	115	107
• Total	94	119	122

- The operating revenue mix was as follows (excludes the Friends’ program support):



- The \$1,200 decrease in room rentals represents a 9% drop from the same period in 2012. Revenue from rentals of the theater and annex increased while the ballroom revenue decreased. No revenue was recognized for the plaza or lobby in the first quarter this year or last year.
- Ticket sales for the SteamPlant's direct events made up for the short-fall in room rental revenue.

Revenue through March 30:	2013	2012	Increase (Decrease)
• Room rentals	\$ 12,016	\$ 13,202	(9%)
• Beverage sales	5,805	7,183	(19%)
• Ticket sales / Event sponsorships	10,764	3,695	191%
• Caterer fee / food sales	1,862	1,897	(2%)
• Other rentals & misc	613	711	(14%)

- Nearly \$3,400 in contributions from the Friends of the SteamPlant were received in the first quarter compared to \$2,100 in the same period last year. Total program support of \$10,000 is expected in 2013.

Cost of Revenue

- The profit margin on beverage sales is 71%, slightly better than budget.
- The profit margin on food sales is 20% and much less than budget.

Operating & Administrative Expenses

- Total Operating & Administrative expenditures were 24% of budget for the first three months of 2013.
- Insurance charges were at 54% of the full year budget due to timing of invoices.

Capital Expenditures

- No capital expenditures have been made year to date.

Conservation Trust Fund

Overview

- Salida received a quarterly revenue distribution of \$15,000 in the first quarter of 2013, a 26% increase from the same period in 2012.
- No expenditures were incurred to date.
- The cash balance of \$273,000 was held at Colotrust earning interest of approximately \$100 per quarter.

**City of Salida
Summary of All City Funds
2013 Budget**

	Water & Wastewater Enterprise							
	General Fund	Water	Wastewater	SteamPlant Event Center	Conservation Trust Fund	Total City	2013 Budget	Percent
Capital								
Revenue & New Borrowings								
Sales Tax	\$ 225,900	\$ -	\$ -	\$ -	\$ -	\$ 225,900	\$ 1,635,700	14%
Occupational Tax	170	-	-	-	-	170	112,500	0%
Grants, Intergovernmental	-	-	-	-	15,409	15,409	3,395,600	0%
Demand Fee	-	24,322	-	-	-	24,322	67,000	36%
System Development Fee	-	20,621	10,120	-	-	30,741	210,000	15%
Other	14,094	-	960	-	-	15,054	168,200	9%
	<u>240,164</u>	<u>44,943</u>	<u>11,080</u>	<u>-</u>	<u>15,409</u>	<u>311,596</u>	<u>5,589,000</u>	<u>6%</u>
Capital Expenditures								
Capital Improvements	636,669	2,623	348,359	-	-	987,651	6,168,100	16%
Financing - Interest	26,030	-	-	-	-	26,030	372,200	7%
Financing - Principle	14,428	-	-	-	-	14,428	466,700	3%
	<u>677,127</u>	<u>2,623</u>	<u>348,359</u>	<u>-</u>	<u>-</u>	<u>1,028,109</u>	<u>7,007,000</u>	<u>15%</u>
Budget Year Net Surplus (Deficit)	\$ (436,963)	\$ 42,320	\$ (337,279)	\$ -	\$ 15,409	\$ (716,513)	\$ (1,418,000)	51%
Operating								
Operating Revenue								
City Sales Tax	\$ 324,881	\$ -	\$ -	\$ -	\$ -	\$ 324,881	\$ 2,353,900	14%
Occupational Tax	60	-	-	-	-	60	37,500	0%
Other Taxes	230,245	-	-	-	-	230,245	1,590,900	14%
Licenses and Permits	5,835	-	-	-	-	5,835	19,400	30%
Intergovernmental	43,260	-	-	-	-	43,260	348,700	12%
Fines and Forfeits	18,622	1,981	-	-	-	20,603	76,000	27%
Charges for Services	107,419	248,883	283,797	31,060	-	671,160	3,357,000	20%
Miscellaneous	8,795	2,065	1,999	-	-	12,859	116,700	11%
Interest	1,000	748	-	-	-	1,748	11,200	16%
Other	-	-	-	3,365	-	3,365	15,000	
	<u>740,117</u>	<u>253,677</u>	<u>285,796</u>	<u>34,426</u>	<u>-</u>	<u>1,314,016</u>	<u>7,926,300</u>	<u>17%</u>
Operating Expenditures								
	<u>983,183</u>	<u>187,108</u>	<u>141,432</u>	<u>70,305</u>	<u>-</u>	<u>1,382,028</u>	<u>6,792,400</u>	<u>20%</u>
Budget Year Net Surplus (Deficit)	\$ (243,067)	\$ 66,569	\$ 144,364	\$ (35,880)	\$ -	\$ (68,013)	\$ 1,133,900	-6%
Total Revenue & Expenditures								
Revenue & New Borrowings	\$ 980,280	\$ 298,620	\$ 296,877	\$ 34,426	\$ 15,409	\$ 1,625,611	\$ 13,515,300	12%
Expenditures	<u>1,660,310</u>	<u>189,731</u>	<u>489,791</u>	<u>70,305</u>	<u>-</u>	<u>2,410,137</u>	<u>13,799,400</u>	<u>17%</u>
Budget Year Net Surplus (Deficit)	\$ (680,030)	\$ 108,889	\$ (192,914)	\$ (35,880)	\$ 15,409	\$ (784,526)	\$ (284,100)	276%
Interfund Transfers								
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Net Additions to (Uses of) Reserves	\$ (680,030)	\$ 108,889	\$ (192,914)	\$ (35,880)	\$ 15,409	\$ (784,526)	\$ (284,100)	276%
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	

**CITY OF SALIDA GENERAL FUND
Budget Comparison
For the first quarter of 2013**

GENERAL FUND	2006	2007	2008	2009	2010	2011	2012	2013 Budget	2013 YTD	Percent of 2013 Budget
Revenues										
Taxes:										
Property Taxes	\$ 228,305	\$ 237,347	\$ 241,352	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -	
Specific Ownership Taxes	51,800	51,485	51,942	3,135	-	-	-	-	-	
City Sales Tax	2,244,088	2,348,846	2,441,952	3,460,339	3,415,004	3,675,758	3,951,484	3,989,600	550,781	14%
County Sales Tax	1,228,479	1,288,043	1,341,211	1,232,600	1,360,881	1,256,791	1,294,766	1,310,900	178,426	14%
Lodging Occupation Tax	-	-	-	108,747	170,304	120,357	176,543	150,000	228	0%
Delinquent Taxes and Interest	86	48	25	1,171	-	-	-	-	-	
Franchise Taxes	195,287	186,494	236,464	294,584	287,580	268,895	291,694	280,000	51,821	19%
Total Taxes	3,948,045	4,112,263	4,312,946	5,100,579	5,233,769	5,321,800	5,714,487	5,730,500	781,256	14%
Licenses and Permits:										
Liquor Licenses	5,614	7,546	8,945	11,513	10,901	14,359	11,750	13,000	3,835	30%
Permits	(2,810)	18,292	5,817	5,250	3,736	669	3,175	3,400	-	-
MMD Licenses	-	-	-	-	-	1,326	1,595	2,000	-	-
Business Licenses	370	1,185	1,734	2,455	2,375	2,115	330	1,000	2,000	200%
Animal Licenses	312	878	1,437	1,058	1,675	1,433	-	-	-	-
Total Licenses and Permits	3,486	27,901	17,933	20,275	18,687	19,901	16,850	19,400	5,835	30%
Intergovernmental:										
Cigarette Taxes	27,025	26,457	25,861	23,889	23,565	22,836	21,791	25,000	5,277	21%
Motor Vehicle Registrations	24,875	25,408	27,580	22,856	25,110	24,539	24,507	26,000	5,633	22%
Federal Grants	-	29,250	-	912,176	(5,863)	-	346,595	500,000	-	-
State Grants	43,322	207,215	25,394	1,154,313	427,787	184,725	524,726	94,500	-	-
Highway Users Taxes	194,412	184,924	176,149	186,468	210,067	208,184	205,595	203,100	32,350	16%
Severance Taxes	3,444	-	11,887	17,190	2,674	8,008	15,169	15,000	-	-
South Ark. Fire District	61,422	61,160	70,000	70,000	70,000	70,075	70,000	70,000	-	-
County Road & Bridge	4,576	4,894	4,995	5,408	5,799	6,307	6,870	7,000	-	-
State Highway 291	2,600	2,600	2,600	2,600	2,600	-	-	2,600	-	-
Total Intergovernmental	361,676	541,908	344,466	2,394,901	761,739	524,674	1,215,253	943,200	43,260	5%
Fines and Forfeits:										
Court Fines	49,632	59,531	64,754	65,507	57,348	50,491	55,062	55,000	15,022	27%
Parking Fines	4,855	5,300	8,560	11,061	11,711	14,667	10,525	12,000	3,600	30%
Total Fines and Forfeits	54,487	64,831	73,314	76,568	69,059	65,158	65,587	67,000	18,622	28%
Charges for Services:										
Charges for Services	170	4,645	7,985	4,977	9,899	13,690	23,436	25,000	2,996	12%
Emergency Response Fees	-	3,186	23,297	11,602	12,684	72,289	51,665	10,000	-	-
Vital Statistics Records	14,359	19,300	14,745	14,389	13,632	13,618	14,596	18,000	3,833	21%
Hot Springs Pool Fees	241,092	227,493	259,656	267,589	274,070	296,167	309,672	318,900	92,626	29%
Triathlon	8,223	10,657	12,906	9,890	8,125	8,591	8,071	8,500	-	-
Recreation Fees	33,943	32,349	32,397	34,501	18,457	20,435	24,854	26,000	5,008	19%
Park Rental Fees	9,566	11,018	10,800	11,892	12,214	17,779	17,975	18,100	2,956	16%
Total Charges for Services	307,353	308,648	361,786	354,840	349,081	442,569	450,269	424,500	107,419	25%

**CITY OF SALIDA GENERAL FUND
Budget Comparison
For the first quarter of 2013**

GENERAL FUND	2006	2007	2008	2009	2010	2011	2012	2013 Budget	2013 YTD	Percent of 2013 Budget
Miscellaneous:							6,037			
Interest Revenue	88,207	134,347	90,403	13,551	5,486	2,682	23,246	7,200	1,000	14%
Planning and Zoning Fees	16,665	27,282	48,036	34,449	29,923	12,686	18,411	22,000	2,420	11%
Rents and Leases	19,349	13,625	10,362	8,868	12,441	11,853	3,807	18,700	3,860	21%
Fire Plans & Inspections	-	-	4,101	6,987	2,596	6,527	2,281	4,000	678	17%
Donations	5,211	6,037	6,199	6,725	24,667	18,806	7,500	20,000	-	-
Other	64,907	89,451	36,804	439,189	22,254	10,524	-	20,000	1,837	9%
Land Dedication Fees	-	-	-	9,450	26,460	6,946	-	-	-	-
Sales of Fixed Assets	238,560	-	367,321	9,059	900	139,933	20	10,000	-	-
Insurance Proceeds	253,118	3,938	4,642	-	1,128	305	49,911	164,200	14,094	9%
Loan, Lease or Bond Proceeds	-	-	1,595,000	1,100,000	-	-	-	-	-	-
Total Miscellaneous	686,017	274,680	2,162,868	1,628,277	125,855	210,260	111,214	266,100	23,888	9%
TOTAL REVENUE	5,361,064	5,330,231	7,273,313	9,575,440	6,558,190	6,584,362	7,573,659	7,450,700	980,280	13%
Expenditures										
Administration & Gen'l Government	793,141	649,148	805,032	826,207	720,704	686,809	676,573	733,000	180,992	25%
Community Development	141,804	119,152	180,458	211,500	261,740	174,191	169,106	183,600	44,268	24%
Police & Municipal Court	1,034,410	1,137,160	1,096,437	1,241,680	1,269,108	1,242,042	1,314,924	1,433,200	280,446	20%
Fire	534,808	612,890	633,079	679,424	724,142	806,350	840,615	853,700	170,780	20%
Public Works	370,843	458,804	491,493	579,435	565,163	454,102	564,612	556,200	127,883	23%
Recreation	51,041	37,809	37,344	45,497	35,543	42,057	55,056	68,100	-	-
Aquatic Center	413,591	437,107	418,732	439,030	397,028	407,323	494,006	515,400	122,023	24%
Parks & Trails	34,705	373,807	169,703	199,692	205,844	191,520	218,833	268,300	30,906	12%
Other City Property & Transfers	151,557	112,801	82,727	84,200	55,907	59,529	108,746	257,300	25,884	10%
Total Operating Expenditures	3,525,900	3,938,678	3,915,005	4,306,665	4,235,179	4,063,923	4,442,471	4,868,800	983,183	20%
Capital Improvements	929,517	788,481	1,409,650	4,196,495	1,502,742	886,689	1,999,088	2,399,100	636,669	27%
Financing - Interest	168,729	156,265	163,146	213,559	154,516	130,362	95,994	56,400	26,030	46%
Financing - Principle	434,475	283,672	1,106,857	2,133,944	309,367	747,629	76,778	105,500	14,428	14%
Total Capital Expenditures	1,532,721	1,228,418	2,679,653	6,543,998	1,966,625	1,764,679	2,171,860	2,561,000	677,127	26%
TOTAL EXPENDITURES	5,058,621	5,167,096	6,594,658	10,850,663	6,201,804	5,828,603	6,614,331	7,429,800	1,660,310	22%
OPERATING SURPLUS / DEFICIT	\$ 302,443	\$ 163,135	\$ 678,655	\$ (1,275,223)	\$ 356,386	\$ 755,760	\$ 959,328	\$ 20,900	\$ (680,030)	-3254%
Fund Balance - Beginning of Year	\$ 2,425,783	\$ 3,606,547	\$ 3,769,682	\$ 3,944,151	\$ 2,568,926	\$ 2,837,512	\$ 3,048,271	\$ 3,031,378	\$ 3,907,599	
Interfund Transfer			\$ (504,186)	\$ (100,000)	\$ (87,800)	\$ (545,000)	\$ (100,000)	\$ (75,000)	\$ -	
Fund Balance - End of Year	\$ 3,606,547	\$ 3,769,682	\$ 3,944,151	\$ 2,568,928	\$ 2,837,512	\$ 3,048,271	\$ 3,907,599	\$ 2,977,278	\$ 3,227,569	

CITY OF SALIDA, COLORADO
Budget Comparison
For the first quarter of 2013

WATER FUND	2006	2007	2008	2009	2010	2011	2012	2013 Budget	2013 YTD	Percent of 2013 Budget
Revenues										
Taxes	\$ 73,898	\$ 74,868	\$ 74,814	\$ 354	\$ -	\$ -	\$ -	\$ -	\$ -	-
Intergovernmental Revenues	-	500,000	75,960	3,035	-	10,000	-	-	-	-
Charges for Services	536,205	579,084	659,836	684,180	692,595	1,123,520	1,243,748	1,268,000	206,253	16%
Line Maintenance Charges	16,852	82,322	107,823	112,710	116,370	152,080	166,685	170,000	42,630	25%
Fines and Forfeits	6,929	7,755	8,169	8,105	8,363	11,208	9,724	9,000	1,981	22%
Commercial Demand Fee	28,505	49,992	58,833	60,645	62,975	62,516	65,148	67,000	24,322	36%
Resource Fees	125,000	169,709	164,324	78,072	54,400	11,587	-	0	-	-
System Development Fees	130,405	220,010	213,853	56,806	82,088	28,567	172,445	108,300	20,621	19%
Other Revenue	23,443	28,456	33,491	8,580	24,050	16,683	12,048	10,000	2,065	21%
Interest Revenue	58,740	40,614	77,996	9,203	5,580	3,731	3,373	4,000	748	19%
Insurance Proceeds	0	0	22,389	0	0	0	0	0	0	100%
Payments on Grand Ave Project	7,313	22,387	18,424	4,103	7,531	(5,586)	-	-	-	-
Debt Proceeds	-	-	-	-	-	545,000	-	-	-	-
Transfers In	-	-	-	-	-	-	-	-	-	-
TOTAL OPERATING REVENUES	1,007,290	1,775,197	1,515,912	1,025,793	1,053,952	1,959,307	1,673,171	1,636,300	298,620	18%
Expenditures										
Water System Administration										
Personnel Services	-	-	-	-	-	60,000	58,953	67,900	12,649	19%
Supplies	-	-	-	-	-	-	33	4,000	-	-
Legal	26,792	28,586	20,830	17,247	49,870	62,186	52,649	40,000	14,435	36%
Other Purchased Services	-	-	-	-	-	-	56,445	57,700	3,589	6%
	<u>26,792</u>	<u>28,586</u>	<u>20,830</u>	<u>17,247</u>	<u>49,870</u>	<u>122,186</u>	<u>168,080</u>	<u>169,600</u>	<u>30,674</u>	<u>18%</u>
Water Plant Operations										
Personnel Services	194,606	207,052	211,527	230,958	266,174	196,482	246,763	239,400	54,354	23%
Chemicals, Laboratory Supplies	17,073	17,078	18,706	23,967	24,291	18,658	21,084	27,000	2,534	9%
Other Supplies	9,062	6,208	6,844	5,608	10,337	17,222	12,754	29,400	1,193	4%
Water Storage	17,203	24,839	43,886	16,675	48,576	81,116	12,495	34,500	19,378	56%
Other Purchased Services	34,132	46,583	74,485	50,950	61,746	98,152	28,429	74,200	11,883	16%
Utilities	38,750	34,668	43,555	37,343	34,645	32,565	34,399	39,000	6,278	16%
Insurance & Other Fixed Charges	35,442	35,006	43,730	45,034	48,185	39,363	101,412	34,700	7,518	22%
	<u>346,268</u>	<u>371,434</u>	<u>442,733</u>	<u>410,536</u>	<u>493,954</u>	<u>483,558</u>	<u>457,336</u>	<u>478,200</u>	<u>103,138</u>	<u>22%</u>
Public Works - Water										
Personnel Services	34,491	60,840	103,383	74,371	82,638	107,957	95,825	141,900	45,396	32%
Supplies	5,126	9,749	21,445	8,797	8,708	16,324	23,546	11,200	5,188	46%
Purchased Services	9,143	45,430	2,185	16,037	10,782	5,443	3,268	2,500	2,360	94%
Construction and Building	1,284	4,284	12,866	6,723	6,739	5,136	4,506	9,400	352	4%
	<u>50,044</u>	<u>120,303</u>	<u>139,879</u>	<u>105,928</u>	<u>108,867</u>	<u>134,859</u>	<u>127,145</u>	<u>165,000</u>	<u>53,296</u>	<u>32%</u>

CITY OF SALIDA, COLORADO
Budget Comparison
For the first quarter of 2013

WATER FUND	2006	2007	2008	2009	2010	2011	2012	2013 Budget	2013 YTD	Percent of 2013 Budget
Capital Expenditures	707,690	881,153	1,715,414	1,061,373	312,318	225,457	206,621	793,000	2,623	0%
Debt Service - Interest	165,671	160,437	238,631	183,012	160,944	147,208	128,887	119,100	-	-
Debt Service - Principal	191,447	119,965	352,033	1,092,645	307,819	258,210	282,246	286,400	-	-
Total Capital Expenditures	1,064,808	1,161,555	2,306,078	2,337,030	781,081	630,874	617,754	1,198,500	2,623	0%
TOTAL EXPENDITURES	1,487,912	1,681,878	2,909,520	2,870,740	1,433,772	1,371,478	1,370,315	2,011,300	189,731	9%
EXCESS OF REVENUES OVER (UNDER) EXPENDITURES - BUDGET BASIS	(480,622)	93,319	(1,393,608)	(1,844,948)	(379,820)	587,829	302,856	(375,000)	108,889	-29%
GAAP BASIS ADJUSTMENTS										
Capital Assets	689,885	820,875	1,688,652	973,695	304,339	225,457	206,621	793,000	2,623	0%
Debt Issuance	-	-	-	-	-	(545,000)	-	-	-	-
Depreciation	(206,922)	(206,720)	(216,035)	(315,024)	(367,604)	(337,808)	(357,665)	(370,000)	-	-
Debt Service - Principal	191,477	119,965	352,033	1,092,645	307,819	258,210	282,246	286,400	-	-
NET INCOME - GAAP BASIS	\$ 193,818	\$ 827,439	\$ 431,042	\$ (93,632)	\$ (135,266)	\$ 188,688	\$ 434,057	\$ 334,400	\$ 111,512	33%
NET ASSETS - Beginning of Year	\$ 3,778,952	\$ 3,972,770	\$ 4,800,209	\$ 5,231,251	\$ 5,137,619	\$ 5,002,352	\$ 5,191,040	\$ 5,547,940	\$ 5,625,098	
NET ASSETS - End of Year	\$ 3,972,770	\$ 4,800,209	\$ 5,231,251	\$ 5,137,619	\$ 5,002,352	\$ 5,191,040	\$ 5,625,098	\$ 5,882,340	\$ 5,736,610	
Cash and Investments	\$ 597,654	\$ 2,539,746	\$ 1,430,205	\$ 57,842	\$ 46,984	\$ 3,058	\$ 319,340	\$ (230,000)	\$ (21,111)	
Restricted Cash and Investments	\$ 539,932	\$ 580,652	\$ 627,005	\$ 515,477	\$ 347,723	\$ 926,790	\$ 689,569	\$ 478,000	\$ 378,000	
Capital (net of debt) and Other Net Assets	\$ 2,835,184	\$ 1,679,811	\$ 3,174,041	\$ 4,564,300	\$ 4,607,645	\$ 4,261,192	\$ 4,616,190	\$ 5,634,340	\$ 5,379,721	

KEY OPERATING METRICS										
Water Customers	2,493	2,622	2,633	2,646	2,665	2,686	2,706	2,910	2,918	
Billed Water Usage (millions)	451.4	405.4	582.1	503.2	441.5	429.2		430.0	50.5	
Tap Fees (total # transactions)	32	66	34	17	17	6	20	12	3	
New Residential	25	53	26	5	13	4	14	10	3	
Accessory Dwelling Units	4	14	9	3	4	2	3	-	-	
Commercial	3	1	1	9	1	-	1	2	-	
Expand/Change/Other	1	5	5	-	1	1	2	-	-	

CITY OF SALIDA, COLORADO
Budget Comparison
For the first quarter of 2013

SEWER FUND										Percent of
	2006	2007	2008	2009	2010	2011	2012	2013 Budget	2013 YTD	2013 Budget
Revenues										
Metered Sales	\$ 674,483	\$ 658,857	\$ 710,831	\$ 770,172	\$ 878,770	\$ 973,326	\$ 1,092,530	\$ 1,100,000	\$ 236,921	22%
Unmetered Sales	81,201	89,520	88,807	117,035	165,701	149,026	123,179	119,000	31,274	26%
Outside Usage - Poncha	108,822	89,592	116,393	116,707	27,844	-	-	-	-	-
Outside Usage - Septage Fees	40,905	40,374	42,660	43,647	56,239	50,124	46,042	50,000	7,962	16%
Lab Analysis Fees	20,134	19,247	22,532	24,239	20,985	20,228	29,956	32,000	7,641	24%
System Development Fees	134,991	156,425	197,150	59,031	115,907	26,879	138,472	101,700	10,120	10%
Other Revenue	(56,246)	(229)	6,946	11,556	13,192	10,898	10,243	12,000	1,999	17%
Payment for Grand Avenue	-	19,446	6,235	(67)	99	(256)	-	-	-	-
Intergovernmental	-	-	20,000	1,173,577	-	41,423	-	2,751,000	-	0%
Debt	-	-	-	-	-	12,103,000	-	-	-	-
Interest Revenue	28,925	72,110	57,152	31,928	15,664	2,806	4,219	4,000	960	24%
TOTAL OPERATING REVENUES	1,033,215	1,145,342	1,268,706	2,347,824	1,294,401	13,377,455	1,444,641	4,169,700	296,877	7%
Expenditures										
Sewer System Administration										
Personnel Services	-	-	-	-	-	70,000	68,395	67,900	14,074	21%
Supplies	-	-	-	-	-	-	33	5,000	-	-
Legal Services	3,220	11,872	11,974	52,447	11,057	12,895	1,804	5,000	-	-
Other Purchased Services	-	-	-	-	-	-	9,751	27,700	852	3%
	3,220	11,872	11,974	52,447	11,057	82,895	79,983	105,600	14,926	14%
Sewer Plant Operations										
Personnel Services	220,782	226,792	218,966	270,555	312,103	247,782	289,116	304,500	68,548	23%
Chemicals, Laboratory Supplies	36,162	45,455	33,020	40,185	28,920	28,589	39,781	30,000	5,353	18%
Other Supplies	16,429	14,953	13,514	12,772	14,534	11,546	14,348	16,600	1,854	11%
Professional Services	4,354	23,237	58,182	5,300	6,097	6,182	200	7,000	302	4%
Other Purchased Services	45,258	47,364	26,945	69,702	41,163	27,558	46,045	18,100	10,406	57%
Utilities	95,682	85,128	96,748	96,113	78,233	74,293	117,859	114,400	18,876	17%
Construction and Building	2,134	1,404	46	-	269	-	0	-	-	-
Insurance & Other Fixed Charges	33,952	33,609	43,137	47,034	48,184	38,643	32,560	45,000	10,986	24%
	454,753	477,942	490,558	541,661	529,503	434,593	539,909	535,600	116,325	22%
Public Works - Sewer										
Personnel Services	11,612	9,655	9,341	9,462	16,673	100,560	73,639	100,900	9,711	10%
Supplies	2,256	2,724	640	4,050	1,886	1,145	782	4,600	400	9%
Sewer Cleaning Services	34,977	44,931	45,000	45,000	46,234	53,606	52,829	55,000	-	-
Other Purchased Services	2,318	643	1,512	(1,444)	158	12,113	698	9,100	70	1%
R&M Construction Materials	97	329	181	-	2,335	-	1,092	4,500	-	-
	51,260	58,282	56,674	57,067	67,284	167,424	129,040	174,100	10,181	6%
Capital Improvements										
Financing - Interest	394,570	48,773	179,159	1,354,486	1,193,492	4,663,253	8,665,042	2,976,000	348,359	12%
Financing - Principal	20,744	20,621	16,144	11,476	8,897	346	-	196,700	-	-
Total Capital Expenditures	49,494	51,494	81,499	115,061	57,990	188,412	-	74,800	-	-
	464,808	120,888	276,802	1,481,023	1,260,379	4,852,011	8,665,042	3,247,500	348,359	11%
TOTAL EXPENDITURES	974,041	668,984	836,008	2,132,199	1,868,223	5,536,923	9,413,974	4,062,800	489,791	12%

CITY OF SALIDA, COLORADO
Budget Comparison
For the first quarter of 2013

SEWER FUND	2006	2007	2008	2009	2010	2011	2012	2013 Budget	2013 YTD	Percent of 2013 Budget
EXCESS OF REVENUES OVER (UNDER) EXPENDITURES - BUDGET BASIS	59,174	476,358	432,698	215,625	(573,822)	7,840,532	(7,969,334)	106,900	(192,914)	-180%
GAAP BASIS ADJUSTMENTS										
Capital Assets	394,570	43,666	177,759	1,353,840	1,193,492	4,663,253	8,665,042	2,976,000	348,359	12%
Debt Issuance	-	-	-	-	-	(12,103,000)	-	-	-	-
Depreciation / Loss on Disposal	(207,678)	(206,456)	(203,521)	(196,644)	(212,182)	(215,044)	(534,330)	(500,000)	-	-
Debt Service - Principal	49,494	51,494	81,499	115,061	57,990	188,412	-	74,800	-	-
NET INCOME - GAAP BASIS	\$ 295,560	\$ 365,062	\$ 488,435	\$ 1,487,882	\$ 465,478	\$ 374,154	\$ 161,378	\$ 2,657,700	\$ 155,445	6%
NET ASSETS - Beginning of Year	\$ 5,911,685	\$ 6,207,245	\$ 6,572,307	\$ 7,060,741	\$ 8,548,624	\$ 9,014,101	\$ 9,388,255	\$ 9,819,155	\$ 9,549,633	
NET ASSETS - End of Year	\$ 6,207,245	\$ 6,572,307	\$ 7,060,741	\$ 8,548,624	\$ 9,014,101	\$ 9,388,255	\$ 9,549,633	\$ 12,476,855	\$ 9,705,078	
Cash and Investments	\$ 1,389,368	\$ 1,784,007	\$ 1,989,149	\$ 2,139,446	\$ 2,102,492	\$ 1,511,803	\$ 2,260,926	\$ 1,700,000	\$ 2,289,750	
Restricted Cash and Investments	\$ 183,895	\$ 250,887	\$ 398,040	\$ 427,236	\$ 48	\$ 11,399,309	\$ 809,914	\$ 127,614	\$ 127,614	
Capital (net of debt) and Other Net Assets	\$ 4,633,982	\$ 4,537,413	\$ 4,673,552	\$ 5,981,942	\$ 6,911,561	\$ (3,522,857)	\$ 6,478,793	\$ 10,649,241	\$ 7,287,714	

KEY OPERATING METRICS										
Water & Sewer Customers	2,493	2,622	2,631	2,641	2,952	2,960	3,000	3,106	3,117	
Average user charges	\$ 270.55	\$ 251.28	\$ 270.18	\$ 291.62	\$ 297.69	\$ 328.83	\$ 364.18	\$ 354.15	\$ 76.01	
Sewer Only Customers	101	106	99	99	143	142	145	199	199	
Average user charges	\$ 803.97	\$ 844.53	\$ 897.04	\$ 1,182.17	\$ 1,158.74	\$ 1,049.48	\$ 849.51	\$ 597.99	\$ 157.15	
Tap Fees (total # transactions) *	37	69	34	13	26	8	25	16	4	
New Residential	27	54	28	6	21	6	19	14	3	
Accessory Dwelling Units	6	14	9	3	4	2	2	-	-	
Commercial	3	4	2	4	1	-	3	2	-	
Expand/Change/Other	1	4	3	-	3	1	1	-	1	

STEAMPLANT EVENT CENTER
Budget Comparison
For the first quarter of 2013

STEAMPLANT

	2008	2009	2010	2011	2012	2013 Budget	2013 YTD	Percent of 2013 Budget
Revenues								
Room Rental - Ballroom	\$ 18,987	\$ 31,653	\$ 36,908	\$ 38,143	\$ 45,780	\$ 45,000	\$ 2,305	5%
Room Rental - Theater	4,311	21,006	23,124	27,620	36,583	35,000	6,200	18%
Room Rental - Annex	3,770	18,994	19,204	15,783	16,247	21,000	3,511	17%
Room Rental - Plaza	576	950	2,510	1,795	1,116	1,000	-	-
Room Rental - Lobby	-	450	1,010	-	559	-	-	-
Ticket Sales	3,829	8,273	6,500	1,335	5,532	8,000	7,414	93%
Event Sponsorship Fees	-	-	1,700	200	3,700	5,000	3,350	67%
Caterer Fee	2,749	5,213	9,403	5,267	5,997	6,500	10	0%
Food Sales	270	8,233	8,520	4,928	7,453	9,000	1,852	21%
Beverage Sales	16,329	43,644	55,474	45,819	59,717	56,000	5,805	10%
Other Rentals	660	5,058	13,675	9,909	10,301	7,000	513	7%
Misc Services	400	2,819	2,228	1,052	491	-	100	-
Merchandise Sales	-	3,581	1,970	386	-	-	-	-
Program Support - Friends	40,000	36,859	27,382	11,046	18,323	5,000	3,365	67%
Donations	16,000	18,071	62	2	-	10,000	-	0%
Intergovernmental Grants/Contributions	742,200	-	-	-	-	-	-	-
Other	-	313	1,212	477	2,538	-	-	-
TOTAL REVENUES	850,080	205,117	210,881	163,762	214,337	208,500	34,426	17%
Expenditures								
Cost of Revenue								
Artist Fees	4,250	10,947	3,825	-	5,425	5,000	5,550	111%
Food	3,448	9,246	5,229	2,755	5,233	4,500	1,475	33%
Beverage	7,800	12,445	20,715	15,188	20,015	18,500	1,710	9%
Other Event Fees	3,466	1,367	988	132	1,092	-	831	-
	18,964	34,005	30,758	18,074	31,766	28,000	9,566	34%
Operating & Administrative Expenditures								
Personnel Services	73,666	140,553	169,542	154,290	197,355	190,900	42,649	22%
Supplies	13,625	12,661	13,553	11,158	13,317	10,600	3,660	35%
Purchased Services	11,761	8,599	7,265	6,587	9,046	5,900	1,287	22%
Advertising	10,076	19,042	7,001	5,378	4,755	7,000	1,370	20%
Professional Services	17,945	14,653	3,773	5,032	11,452	6,000	697	12%
Utilities	11,210	25,479	21,345	26,890	29,923	29,000	7,773	27%
Insurance & Other Fixed Charges	4,357	-	12,336	9,241	6,776	6,100	3,303	54%
	142,640	220,987	234,814	218,577	272,624	255,500	60,740	24%

STEAMPLANT EVENT CENTER
Budget Comparison
For the first quarter of 2013

STEAMPLANT

	2008	2009	2010	2011	2012	2013 Budget	2013 YTD	Percent of 2013 Budget
Capital Budget								
Capital Expenditures	18,066	7,317	-	-	1,729	-	-	-
Capital Improvements	1,316,088	30,129	-	-	-	-	-	-
Financing - Interest	22,193	11,172	20,875	18,707	-	-	-	-
Financing - Principal	14,915	26,152	27,301	461,362	-	-	-	-
Total Capital Expenditures	1,371,263	74,770	48,176	480,068	1,729	-	-	-
TOTAL EXPENDITURES	1,532,867	329,762	313,747	716,719	306,119	283,500	70,305	25%
EXCESS OF REVENUES OVER (UNDER) EXPENDITURES - BUDGET BASIS	\$ (682,786)	\$ (124,646)	\$ (102,867)	\$ (552,957)	\$ (91,782)	\$ (75,000)	\$ (35,880)	
GENERAL FUND TRANSFER	\$ 504,186	\$ 100,000	\$ 87,800	\$ 545,000	\$ 100,000	\$ 75,000	\$ -	
NET AFTER TRANSFER	\$ (178,600)	\$ (24,646)	\$ (15,067)	\$ (7,957)	\$ 8,218	\$ -	\$ (35,880)	
GAAP BASIS ADJUSTMENTS								
Capital Assets	1,316,088	30,129	-	-	-	-	-	
Depreciation	(37,448)	(65,100)	(65,100)	(65,100)	(65,100)	(65,000)	-	
Debt Service - Principal	14,915	26,152	27,301	461,362	-	-	-	
NET INCOME - GAAP BASIS	\$ 1,114,955	\$ (33,465)	\$ (52,866)	\$ 388,304	\$ (56,882)	\$ (65,000)	\$ (35,880)	
NET ASSETS - Beginning of Year	\$ -	\$ 1,114,955	\$ 1,081,490	\$ 1,028,624	\$ 1,416,928	\$ 1,287,028	\$ 1,360,046	
NET ASSETS - End of Year	\$ 1,114,955	\$ 1,081,490	\$ 1,028,624	\$ 1,416,928	\$ 1,360,046	\$ 1,222,028	\$ 1,324,166	

KEY OPERATING METRICS

Number of events	-	495	640	615	520		94
Revenue generating	-	269	435	517	497		87
Non-revenue	-	226	205	98	23		7
Event hours							
Revenue generating	-	925	1,974	1,703	1,531		199
Non-revenue	-	522	373	353	74		16
Profit margin - beverage	52%	71%	63%	67%	66%	67%	71%
Profit margin - food			39%	44%	30%	50%	20%
Deferred revenue balance	\$ 6,056	\$ 4,165	\$ 7,600	\$ 3,500	\$ 8,260		
Estimated out of town attendees	-	-	-	-	-		
Estimated hotel stays	-	2,599	3,098	2,411	5,145		521
Guests dining locally (per survey)	-	2,082	5,470	5,669	14,195		2,252
Guests shopping locally (per survey)	-	724	1,324	1,551	5,538		506

CITY OF SALIDA, COLORADO
Budget Comparison
For the first quarter of 2013

CONSERVATION TRUST FUND

	2006	2007	2008	2009	2010	2011	2012	2013 Budget	2013 YTD	Percent of 2013 Budget
BEGINNING FUND BALANCE	\$ 73,356	\$ 126,065	\$ 134,428	\$ 168,462	\$ 162,721	\$ 156,914	\$ 204,459	\$ 204,459	\$ 242,559	119%
REVENUE										
State Funds	\$ 62,007	\$ 54,055	\$ 53,486	\$ 49,278	\$ 46,143	\$ 47,365	\$ 52,380	\$ 50,000	\$ 15,305	29%
Grant Receipts		30,166	-	-	-	-	-	-	-	-
Interest	927	174	100	65	195	180	515	100	104	20%
Total Available Revenue	\$ 136,290	\$ 210,461	\$ 188,014	\$ 217,805	\$ 209,059	\$ 204,459	\$ 257,354	\$ 254,559	\$ 257,967	168%
EXPENDITURES										
Tree Maintenance Expense	\$ 8,799	\$ 9,463	\$ 12,990	\$ -	\$ 11,509	\$ -	\$ -	\$ 7,000	\$ -	-
Union Pacific Railroad River Trail	-	-	-	2,761	-	-	-	-	-	-
Equipment - Picnic Tables for parks	-	-	-	-	-	-	-	-	-	-
Equipment - Playground	-	-	-	-	3,145	-	-	-	-	-
Municipal Tree Effort	-	-	-	-	-	-	-	5,000	-	-
Land Improvements	-	-	-	-	-	-	-	-	-	-
Trails	-	-	-	30,000	18,000	-	-	-	-	-
Hot Springs Pipeline	-	-	-	-	-	-	-	-	-	-
Automatic watering controls	-	-	-	-	-	-	-	-	-	-
Riverside Park Improvements	1,425	-	3,351	2,400	-	-	-	-	-	-
Centennial Park Improvements	-	-	-	-	-	-	-	-	-	-
Land Acquisitions	-	-	-	9,360	19,491	-	-	-	-	-
Signage for City Trails	-	300	-	-	-	-	-	-	-	-
Marvin Park	-	-	2,500	11,274	-	-	-	-	-	-
Capital Grants for Open Space	-	-	-	-	-	-	-	-	-	-
Parks Master Plan	-	66,270	711	(711)	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-
Total Expenditures	\$ 10,224	\$ 76,033	\$ 19,552	\$ 55,084	\$ 52,145	\$ -	\$ -	\$ 12,000	\$ -	-
Net Change	\$ 52,709	\$ 8,362	\$ 34,035	\$ (5,742)	\$ (5,807)	\$ 47,545	\$ 52,895	\$ 38,100	\$ 15,409	29%
Ending Balance	\$ 126,065	\$ 134,428	\$ 168,462	\$ 162,721	\$ 156,914	\$ 204,459	\$ 257,354	\$ 242,559	\$ 257,967	100%



Sales Tax Trend Report
Based on vendor reporting date
(Received by the City two months in arrears)

City Sales Tax

	2007	2008	2009 *	2010	2011	2012	2013	'12 vs. '11	'13 vs. '12
Jan	151,718	168,133	238,036	225,902	241,375	256,212	284,842	6.1%	11.2%
Feb	159,158	164,080	232,863	226,968	237,458	263,576	265,938	11.0%	0.9%
Mar	186,356	194,656	283,774	264,269	287,272	308,751		7.5%	
Apr	161,328	169,174	244,370	234,460	255,869	281,908		10.2%	
May	194,671	202,916	286,210	259,013	300,053	314,112		4.7%	
Jun	224,781	235,567	346,748	362,260	350,946	399,280		13.8%	
Jul	235,557	256,964	361,319	375,063	397,998	433,332		8.9%	
Aug	223,655	248,844	336,546	350,636	391,738	382,105		-2.5%	
Sep	233,778	218,583	299,956	281,025	328,714	359,758		9.4%	
Oct	180,659	188,612	259,152	252,248	283,245	296,262		4.6%	
Nov	176,577	175,252	272,373	274,775	276,479	298,506		8.0%	
Dec	220,608	219,204	300,441	310,297	327,816	358,520		9.4%	
Total	2,348,846	2,441,986	3,461,786	3,416,916	3,678,962	3,952,322	550,780	7.4%	
Annual Increase (Decrease)	104,758	93,140	1,019,800	974,930	262,046	273,360	30,992		
% Change	4.7%	4.0%	41.8%	45.5%	7.7%	7.4%	6.0%		

* The sales tax rate increased to 3% from 2% effective January 1, 2009.

**Chaffee County Sales Tax
(Salida's allocation)**

Jan	80,882	94,192	85,584	76,982	81,517	81,305	93,330	-0.3%	14.8%
Feb	86,686	91,906	82,668	79,454	80,664	85,158	85,096	5.6%	-0.1%
Mar	99,807	105,217	98,027	96,147	94,390	97,619		3.4%	
Apr	89,686	92,913	83,009	81,012	86,164	88,848		3.1%	
May	104,710	107,838	99,823	93,431	111,445	104,974		-5.8%	
Jun	127,584	132,907	125,224	131,095	122,789	133,487		8.7%	
Jul	137,957	147,620	134,487	143,556	142,640	147,832		3.6%	
Aug	126,234	136,866	122,068	127,661	131,904	128,110		-2.9%	
Sep	126,021	121,362	116,454	107,193	115,554	121,425		5.1%	
Oct	96,505	101,967	88,511	84,580	93,876	98,411		4.8%	
Nov	92,670	90,832	89,327	97,377	86,000	92,847		8.0%	
Dec	119,301	117,589	107,419	108,316	109,183	114,751		5.1%	
Total	1,288,043	1,341,211	1,232,600	1,226,804	1,256,125	1,294,766	178,426	3.1%	
Annual Increase (Decrease)	59,564	53,168	(108,611)	(114,407)	29,321	38,641	11,963		
% Change	4.8%	4.1%	-8.1%	-8.9%	2.4%	3.1%	7.2%		

Comparison to budget

Final Budget	\$ 3,030,462	\$ 3,507,956	\$ 4,696,000	\$ 4,461,200	\$ 4,880,000	\$ 5,158,600	\$ 5,300,500
Received	<u>3,636,889</u>	<u>3,783,197</u>	<u>4,694,386</u>	<u>4,643,719</u>	<u>4,935,087</u>	<u>5,247,088</u>	729,206
Increase or (Decrease)	\$ 606,427	\$ 275,241	\$ (1,614)	\$ 182,519	\$ 55,087	\$ 88,488	\$ (4,571,294)
Budget variance	20.0%	7.8%	0.0%	4.1%	1.1%	1.7%	3.5%

Taxable Sales in Salida	117,442,280	122,099,294	115,392,857	113,897,186	122,632,065	131,744,070	18,359,331
Annual Growth	4.7%	4.0%	-5.5%	-6.7%	7.7%	7.4%	

**Aquatic & Recreation Center
Financial Summary
As of March 31, 2013**

	2008	2009	Year to Date - Actuals				Budget 2013	2013 YTD as a % of Budget	Change from last year	
			2010	2011	2012	2013				
TOTAL REVENUE										
Aquatic Center	\$ 64,919	\$ 68,077	\$ 71,142	\$ 73,419	\$ 81,337	\$ 86,864	\$ 299,800	29%	\$ 5,527	7%
Soaking Pools	-	-	-	-	5,884	5,762	19,100	30%	(122)	n/a
Triathlon	65	-	-	120	14	-	8,500	0%	(14)	-100%
Recreation & Other	5,653	4,700	3,501	3,817	5,243	5,008	26,000	19%	(235)	-4%
Parks & Scout Hut Rentals	2,093	2,440	3,192	3,075	3,050	2,956	18,100	16%	(94)	-3%
Totals	72,730	75,217	77,835	80,431	95,529	100,590	371,500	27%	5,062	5%
OPERATING EXPENSES										
Aquatic Center	106,721	112,176	97,352	88,796	93,826	122,023	515,400	24%	28,196	30%
Recreation Programs	8,056	8,859	7,056	6,980	12,768	-	68,100	0%	(12,768)	-100%
Totals	114,778	121,035	104,408	95,776	106,594	122,023	583,500	21%	15,428	14%
OPERATING PROFIT (DEFICIT)	(42,047)	(45,818)	(26,573)	(15,344)	(11,066)	(21,433)	(212,000)	10%	(10,367)	94%
COST RECOVERY	63%	62%	75%	84%	90%	82%	-57%		-7%	
CAPITAL INVESTMENTS										
Capital Purchases / Projects	1,495	41,806	179,994	-	-	3,543	176,000	2%	3,543	n/a
Less: Capital Grants	-	-	-	-	-	-	-		-	n/a
Principal and Interest	-	-	-	-	-	-	-		-	n/a
Totals	1,495	41,806	179,994	-	-	3,543	176,000	2%	3,543	
PROFIT (SUBSIDY)	\$ (43,542)	\$ (87,624)	\$ (206,567)	\$ (15,344)	\$ (11,066)	\$ (24,976)	\$ (388,000)	3%	\$ (13,910)	126%
SUBSIDY AS A PERCENT OF TOTAL REVENUE	-60%	-116%	-265%	-19%	-12%	-25%	-104%		-13%	

USAGE STATISTIC(\$)	2009	Year to Date				2013	Change from last year	
		2010	2011	2012				
Membership passes:								
Number sold - New	-	-	-	359	297		(62)	-17%
Number sold - Renew	-	-	-	93	242		149	160%
Membership visits:								
One-year & 6 mo add-on (fitness classes)					79			
Family Year	593	620	325	467	312		(155)	-33%
Single Year	585	804	931	699	728		29	4%
Family 1/2 Year	9	-	230	222	314		92	41%
Single 1/2 Year	-	-	369	398	424		26	7%
Adult Budget	928	949	1,093	985	1,075		90	9%
Senior Budget	629	690	712	800	800		-	0%
Youth Budget	588	625	737	865	894		29	3%
Arthritis Budget	248	256	295	414	363		(51)	-12%
Adult Fam Budget	570	640	858	601	712		111	18%
Youth Family Budget	348	625	865	587	677		90	15%
Budget Soak	-	-	-	32	52		20	n/a
	4,498	5,209	6,415	6,070	6,351		281	5%
Visits:								
Business Coupon	890	720	844	299	224		(75)	-25%
Coupon Lessons	30	1	9	-	-		-	-
Adult Visit	1,288	1,323	1,260	1,398	1,394		(4)	0%
Child Visit	622	556	526	660	684		24	4%
Senior Visit	164	158	174	254	245		(9)	-4%
Youth Visit	1,441	1,601	1,488	1,785	1,747		(38)	-2%
Military Visit	-	18	50	22	66		44	200%
Lap Swim	138	223	221	549	245		(304)	-55%
Kayak	10	-	4	99	87		(12)	-12%
Stroke Clinic	3	44	175	218	267		49	22%
Parent/Tot	917	1,260	1,841	1,787	2,023		236	13%
Shower	31	72	36	112	79		(33)	-29%
Fitness Classes	173	210	176	245	114		(131)	-53%
Sliver Sneakers (new in fall 2012)	-	-	-	-	654		654	-
Soaking Pool	-	-	-	430	467		37	9%
Soaking Pool Sr/Mil	-	-	-	75	78		3	4%
Soak & Swim	-	-	-	34	38		4	n/a
	5,707	6,186	6,804	7,967	8,412		445	6%

NOTES:

- Excludes use by the Cyclones swim team --
80 members enrolled from May to August. Equates to approximately 4,290 visits.
- Alicia Levitt Memorial Swim Meet approximately 340 swimmers in June
- Free Day May 25, 2012 - 203 swimmers

CITY OF SALIDA
Human Resources Report
For the Quarter Ended March 31, 2013

HEADCOUNT

	Beginning of Year	New Hires	Terms	End of Year	Notes
General Fund					
Administration	5	-	-	5	Excludes elected officials. Most admin personnel are allocated.
Community Development					
Full time	2	-	-	2	
Seasonal (intern)	-	1	-	1	Graham Gilmore from 01/07 to 04/02
Police & Municipal Court					
Full time	16	1	1	16	Spencer Blades hired, Josh Sweeney terminated
Fire Department					Excludes reserves
Full time	11	-	-	11	
Part time	1	-	-	1	
Public Works					A portion of expense charged to parks, water or sewer
Full time	11	1	-	12	New position - Buildings & Grounds Supervisor (Kevin Crowley)
Part time	-	-	-	-	
Seasonal	1	1	-	2	
Recreation (all Part time)	5	-	-	5	
Pool					
Full time	1	-	-	1	
Part time	37	7	2	42	
SteamPlant Event Center					
Full time	1	-	-	1	
Part time	7	-	-	7	
Enterprise Fund					General Fund employees allocate a portion of costs to W&S from the Administration and Public Works departments.
Water Plant	3	-	-	3	
Sewer Plant	4	-	-	4	
Totals					
Full time	55	4	1	58	
Part time	50	7	2	55	
All Employees	105	11	3	113	

PERSONNEL EXPENSES

	Salaries & Wages	Overtime & Special Pay	UI, FICA & Disability	Medical / Dental Insurance	Retirement	Workers Comp Allocation	Total	Full Year Budget	Percent of Budget
General Fund									
Administration	\$ 54,115	\$ 248	\$ 4,151	\$ 7,105	\$ 2,635	\$ 315	\$ 68,568	\$ 331,600	21%
Community Development	28,136	59	2,325	4,638	1,488	-	36,646	159,700	23%
Police & Municipal Court	159,972	18,193	6,654	38,216	11,397	6,842	241,274	1,224,100	20%
Fire Department	103,357	6,771	3,842	30,944	8,380	7,223	160,517	765,300	21%
Public Works	50,359	674	3,901	14,273	2,660	2,262	74,128	351,400	21%
Pool & Recreation	65,205	170	5,569	1,719	892	3,454	77,009	385,800	20%
Parks and Trails	16,751	464	1,428	2,765	737	-	22,144	156,800	14%
subtotal	477,893	26,580	27,869	99,659	28,189	20,096	680,286	3,374,700	20%
SteamPlant Event Center	35,255	-	2,911	2,887	892	704	42,649	190,900	22%
Water and Wastewater Enterprise									
Water Administration	10,433	83	901	733	500	-	12,649	67,900	19%
Water Plant	35,875	1,200	2,994	10,082	2,399	1,804	54,354	239,400	23%
Water - Public Works	26,371	8,594	3,006	5,410	2,015	-	45,396	141,900	32%
subtotal	72,679	9,877	6,900	16,226	4,914	1,804	112,400	449,200	25%
Sewer Administration	12,058	83	1,042	280	612	-	14,074	67,900	21%
Sewer Plant	45,578	1,544	3,860	12,759	3,040	1,767	68,548	304,500	23%
Sewer - Public Works	4,274	951	442	3,781	264	-	9,711	100,900	10%
subtotal	61,909	2,577	5,343	16,820	3,916	1,767	92,333	473,300	20%
Total	\$ 647,736	\$ 39,034	\$ 43,023	\$ 135,593	\$ 37,912	\$ 24,371	\$ 927,669	\$ 4,488,100	21%

**SteamPlant Event Center
Metrics Tracking**

Reporting Period	Events Held at the SteamPlant							Economic Development Factors		
	(Total # of groups that paid rental fee) Number - Paid	(Total # of groups that used the SP facility) Total Number	(Total # of rental hours that were paid for by client) Hours - Paid	(Total # of hours occupied by clients) Total Hours	Total No. Guests Attending Events	Total # of Free Events	Total # of people attending free events	Hotel Stays	Dining	Shopping
2013										
January	26	29	51	57	1,790	16	906	1	417	12
February	33	34	63	65	2,852	19	1,272	245	728	257
March	28	31	69	77	2,459	19	1,370	275	1,107	237
April										
May										
June										
July										
August										
September										
October										
November										
December										
Full Year	87	94	183	199	7,101	54	3,548	521	2,252	506
Q1	87	94	183	199	7,101	54	3,548	521	2,252	506
Q2	-	-	-	-	-	-	-	-	-	-
Q3	-	-	-	-	-	-	-	-	-	-
Q4	-	-	-	-	-	-	-	-	-	-

2012										
January	39	40	86	109	2,475	14	955	350	550	350
February	36	37	135	136	2,386	9	645	225	355	225
March	40	42	107	113	2,851	12	840	760	1,640	932
April	28	29	58	66	1,949	15	1,075	38	661	205
May	32	35	79	85	2,080	13	980	526	1,185	524
June	60	66	135	149	3,961	16	1,051	437	1,309	320
July	54	56	178	182	3,991	14	1,368	783	2,085	726
August	43	44	153	155	3,034	12	1,030	1,028	1,778	1,017
September	50	52	175	177	4,290	19	2,148	657	1,306	656
October	34	34	134	134	2,921	14	995	250	1,360	320
November	47	47	138	138	2,851	18	1,300	41	1,002	203
December	34	38	79	87	3,194	21	1,497	50	964	60
Full Year	497	520	1,457	1,531	35,983	177	13,884	5,145	14,195	5,538
Q1	115	119	328	358	7,712	35	2,440	1,335	2,545	1,507
Q2	120	130	272	300	7,990	44	3,106	1,001	3,155	1,049
Q3	147	152	506	514	11,315	45	4,546	2,468	5,169	2,399
Q4	115	119	351	359	8,966	53	3,792	341	3,326	583
Full Year	497	520	1,457	1,531	35,983	177	13,884	5,145	14,195	5,538