QUARTERLY FINANCIAL BRIEFING

4TH QUARTER FY 2022

FY 2022 Financial Status

Grants Program

FY 2023 Specific Purchasing Strategies



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The format of this presentation is	•
intended to serve as both a work session presentation and Quarterly	are welcomed during and after the
Report Document.	work session.

FY 2022 REVENUE MODEL



The revenue model for Q4 FY2022 is the same as last quarter, but with updated data

1. The "look back" feature is activated in the presentation to flow into the "forecast" section

The periodical look feature checks on prior estimates to see if they came to fruition.

- A. The look back is a tool to help identify a tremor in the expected; help determine if evasive actions are warranted; or bring improvements to the model
- B. This revenue model projections generally are set at a 2% expected deviation.

Key:

Q1 = July-September

Q2 = October-December

Q3 = January - March

Q4 = April - June

FY = Fiscal Year

At the end of Q1, the revenue model projected major governmental revenues through Q4. Actual Q4 revenues were stronger than projected by 1.4%.

Major General Fund Revenues include:

- Local General Sales Tax
- City Property Tax
- State Shared Sales Tax
- State Shared Income Tax
- •Vehicle License Tax

Revenue Analysis – Major Revenues



MAJOR OPERATING REVENU	MAJOR OPERATING REVENUE			BENCHMARK (BM) TO BUDGET (BUD)					OVER YEAR
(A)	(B)	(C) FY 2022	(D) FY 2022	(E) % of	(F) Bench	(G) BM	(H) FY 2021	(I) Amount	(J) %
Source	Fund	July-June	Total Budget	Budget	Mark	Variance	July-June	Change	Change
(1) City Sales Tax (1.0%)	General	\$ 32,368,329	\$ 26,500,000	122%	100%	22.1%	\$ 28,160,761	\$ 4,207,568	14.9%
(2) Property Tax	п	14,896,945	15,008,556	99%	100%	-0.7%	14,371,810	525,135	3.7%
(3) State Sales Tax	II	13,369,668	10,918,000	122%	100%	22.5%	11,659,857	1,709,811	14.7%
(4) State Income Tax	п	12,638,305	8,623,831	147%	100%	46.6%	14,046,300	(1,407,995)	-10.0%
(5) Vehicle License Tax	П	4,898,800	4,300,000	114%	100%	13.9%	5,195,062	(296,262)	-5.7%
(6) Gasoline Tax (0.5%)	HURF	9,463,229	8,300,000	114%	100%	14.0%	8,884,159	579,070	6.5%
(7) Road Tax (0.5%)	Road Tax	15,681,499	13,811,000	114%	100%	13.5%	14,077,988	1,603,511	11.4%
(8) Public Safety Tax (0.2%)	Public Safety	6,270,467	5,500,000	114%	100%	14.0%	5,629,280	641,187	11.4%
(9) Two Percent Tax	Two Percent	8,559,355	6,241,800	137%	100%	37.1%	6,812,288	1,747,067	25.6%
(10) Water Sales	Water	24,328,223	24,670,000	99%	100%	-1.4%	24,201,304	126,919	0.5%
(11) Wastewater Sales	Wastewater	17,935,597	18,360,000	98%	100%	-2.3%	17,399,165	536,432	3.1%
(12) Solid Waste Fees	Solid Waste	4 988 671	5.087.000	98%	100%	-1.9%	4,713,587	275,084	5.8%
(13) TOTAL QUARTER 4 (JULY	/-JUNE)	\$165,399,088	\$147,320,187	112%	100%	13.7%	\$155,151,561	\$10,247,527	6.6%

Sound revenue monitoring includes comparing historical trends with current collections and future expectations; and monitoring factors that drive each revenue including identifying risk indicators.

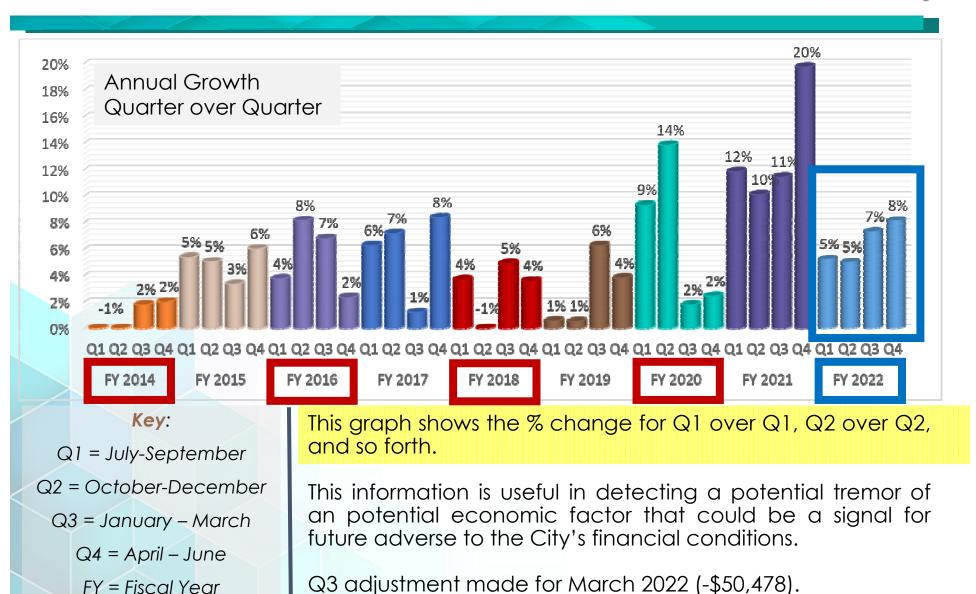
Column "F" is the percentage of total revenue typically collected in the first Quarter of the fiscal year. All factors consistent, this helps measure the likelihood of a revenue meeting the budget goal at year-end.

Column "G" compares the benchmark "F" with the current percentage of collections in column "E". The higher the % in "G", the greater the chance of making the budget goal.

This chart complements graphical revenue analysis for the General fund and includes other major revenue sources.

Revenue Analysis – General Fund









Primary Factors in general revenues:

- Consumer confidence and demand
- Population: Yuma compared to AZ
- Tourism: local and AZ state-wide
- Local and State ballot measures
- State and Federal Legislative actions
- Changes in CPI (inflation/deflation)

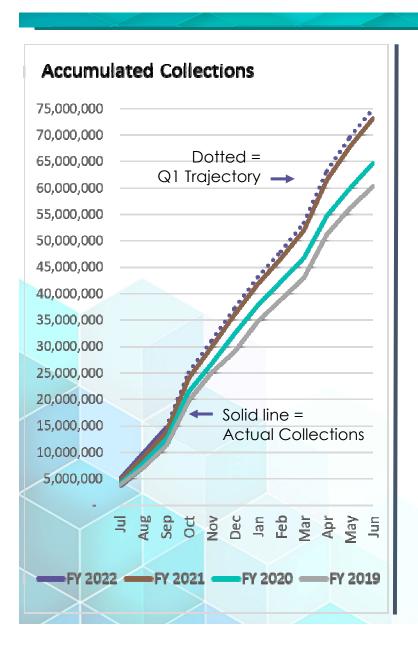
Though December 6 months into FY2022:

- Month-to-month annual growth;
- Traditional 3rd quarter benchmark is 72% of total year-end revenues, FY2022 had collected 80% of the budget goal
- October and April were the only months lower than the Q1 projection; but made up in subsequent months

6

Revenue Analysis – General Fund

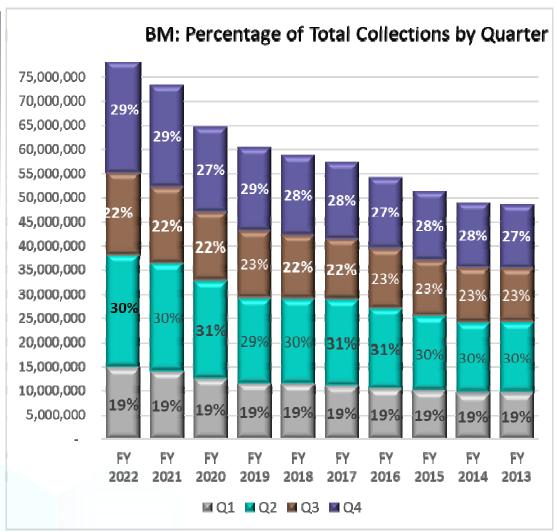




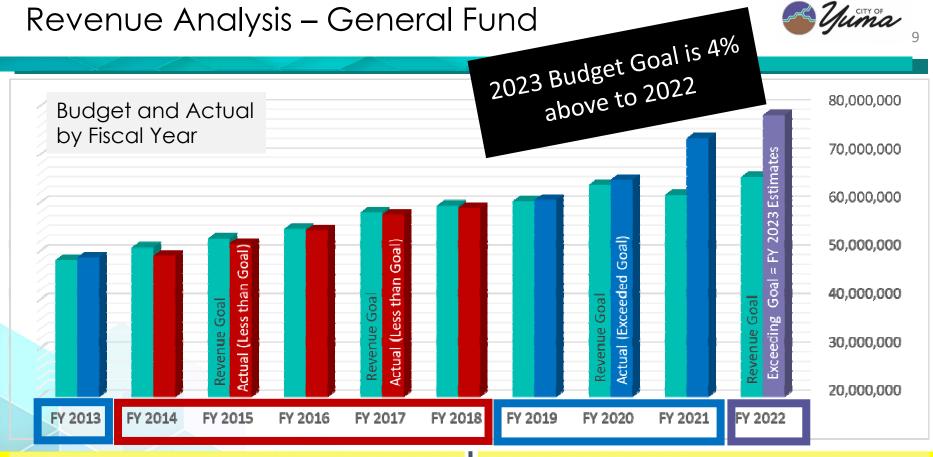
Revenue Analysis – General Fund







Graph shows amount and % of total collections by quarter. Note consistency of % in each Q since 2013.



Revenue goals are set lower, expected to be exceed, within reason:

- If goal is exceeded, the revenue can be used the next FY;
- However, if goal is too low, it can cause delays in projects or leave important City Initiatives unfunded or held back

When revenue goals are set too high or not met, risk of overextended (stress test):

- Determine the extent of the amount and duration until revenues rebound
- If reduced expenditures are warranted
- Possible re-prioritization of programs

FY 2022 SPENDING LEVELS



Q4 ending June 30, 2022 is still open for recording activities through August 2022. Final FY 2022 spending will be reported in the first Quarterly report for FY 2023.

For vehicles and equipment that were ordered but not received in FY 2022, funds will be encumbered, assigned and carried forward to future budget years until the orders are fully received.

Open items:

- Accruals for goods and services received in FY 2022, but have not received invoice yet
- Closing year-end entries

Certainty:

- All departments will end the year under budget
- Significant delays in vehicles and equipment will carry from FY 2022 to future years.

<u>liate</u>

Under current conditions there are <u>no immediate</u> indications in revenue or spending trends to warrant mitigating action to reduce or restrict expenditure budgets or City's operations and services.

Like the rest of the nation, the on-going concern for disruptions in economic and consumer confidence related to supply chains, inflationary factors, and the availability of materials and labor.

Staying flexible and adaptable with contingency plans and actions identified will assist the City in navigating these concerns.

Management will continue monitoring revenues and economic factors and will alert City Council with mitigating actions ready to be enacted if any revenue trend or risk indicator signal an onset of adverse conditions that could be detrimental to the City's financial condition.

GRANTS PROGRAM



Purpose of this report:

- Annual audit and budget do not provide robust information on grants
- This report is intended to be more informative of the relationship of grants and the City's operations

Reporting status:

- Report format is in development
- Not intended to review each line
- Will provide highlights in future reports
- ARPA is the biggest federal funding and will be reported separately next Quarter
- As always: Input for improvements welcomed



CITY OF YUMA, ARIZONA SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS Fiscal Period 7/1/2020 - 6/30/2021

		Additional				
Federal Awarding Agency/Program Title	Federal CFDA Number	Award Identification (Optional)	Total Amount Provided to Sub-Recipients	Federal Expenditures	Federal Program Total	Cluster Name
DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT						
COMMUNITY DEVELOPMENT BLOCK GRANTS/ENTITLEMENT GRANTS	14.218	B-16-MC-04-0508	•	\$90,532	\$1,712,633	CDBG - ENTITLEMENT GRANTS CLUSTER CDBG - ENTITLEMENT GRANTS
COMMUNITY DEVELOPMENT BLOCK GRANTS/ENTITLEMENT GRANTS	14.218	B-17-MC-04-0508		\$7,773	\$1,712,633	CLUSTER
COMMUNITY DEVELOPMENT BLOCK GRANTS/ENTITLEMENT GRANTS	14.218	B-18-MC-04-0508		\$46,702	\$1,712,633	CDBG - ENTITLEMENT GRANTS CLUSTER CDBG - ENTITLEMENT GRANTS
COMMUNITY DEVELOPMENT BLOCK GRANTS/ENTITLEMENT GRANTS	14.218	B-19-MC-04-0508	\$9,553	\$277,031	\$1,712,633	CLUSTER
COMMUNITY DEVELOPMENT BLOCK GRANTS/ENTITLEMENT GRANTS COVID-19 COMMUNITY DEVELOPMENT BLOCK GRANTS/ENTITLEMENT	14.218	B-20-MC-04-0508	\$65,483		\$1,712,633	CDBG - ENTITLEMENT GRANTS CLUSTER CDBG - ENTITLEMENT GRANTS CLUSTER
GRANTS	14.218	COVID-19, B-20-MW-04-0508	\$990,565	\$990,565 \$93,628	\$1,712,633 \$651,240	N/A
HOME INVESTMENT PARTNERSHIPS PROGRAM	14.239	M17-DC040230		\$253,373	\$651,240	N/A
HOME INVESTMENT PARTNERSHIPS PROGRAM	14.239	M18-DC040230		\$191,273	\$651,240	N/A
HOME INVESTMENT PARTNERSHIPS PROGRAM	14.239	M19-DC040230		\$112,966	\$651,240	N/A
HOME INVESTMENT PARTNERSHIPS PROGRAM TOTAL DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT	14.239	M20-DC040230	\$1,065,601	\$2,363,873		
DEPARTMENT OF JUSTICE						
COVID-19 CORONAVIRUS EMERGENCY SUPPLEMENTAL FUNDING PROGRAM BULLETPROOF VEST PARTNERSHIP PROGRAM	16.034 16.607	COVID-19, 2020-VD-BX-1660 2018 BVP		\$43,777 \$5,312 \$55,277	\$43,777 \$5,312 \$141,483	N/A N/A N/A
				\$11,235	\$141,483	N/A
I Intended for	, 4 ~			\$65,384	\$141,483	N/A
i iniended ioi				\$9,587	\$141,483	N/A
				\$115,500	\$115,500	N/A
reac	ler			\$306,072		

All City Grants

1st model: get started Juma 14



1	(A)	(B)	(C)	(D)	(E)	(F)	(G)
2			EXPENDITURES		COMMITTED	TOTAL AVAILABLE	
3	GRANT TITLE	AWARD	FY 2022	TOTAL	NOT SPENT	\$	%
4	COMMUNITY DEVELOPMENT BLOCK GRANT/ENTITLEMNT GRANTS	\$ 752,976	\$ 468	\$ 752,976	\$ -	\$ -	0.0%
5	COMMUNITY DEVELOPMENT BLOCK GRANT/ENTITLEMNT GRANTS	771,227	-	757,757	-	13,470	1.7%
6	COMMUNITY DEVELOPMENT BLOCK GRANT/ENTITLEMNT GRANTS	858,985	2,271	858,985	-	-	0.0%
7	COMMUNITY DEVELOPMENT BLOCK GRANT/ENTITLEMNT GRANTS	843,078	102,040	831,209	-	11,869	1.4%
8	COMMUNITY DEVELOPMENT BLOCK GRANT/ENTITLEMNT GRANTS	859,250	321,345	621,375	-	237,875	27.7%
9	COMMUNITY DEVELOPMENT BLOCK GRANT/ENTITLEMNT GRANTS	930,497	196,295	196,295	-	734,202	78.9%
10	HOME INVESTMENT PARTNERSHIPS PROGRAMS	746,193	819	746,193	-	-	0.0%
11	HOME INVESTMENT PARTNERSHIPS PROGRAMS	1,083,261	133,877	538,857	-	544,404	50.3%
12	HOME INVESTMENT PARTNERSHIPS PROGRAMS	977,984	554,239	868,344	-	109,640	11.2%
13	HOME INVESTMENT PARTNERSHIPS PROGRAMS	1,042,144	264,089	377,055	-	665,089	63.8%
14	HOME INVESTMENT PARTNERSHIPS PROGRAMS	753,444	48,951	48,951	-	704,493	93.5%
15	CORONAVIRUS AID, RELIEF AND ECONOMIC SECURITY	1,281,140	69,979	1,060,544	-	220,596	17.2%
16	COMMUNITY DEVELOPMENT BLOCK GRANT ARPA	2,730,716	21,672	21,672	-	2,709,044	99.2%
17	DRUG-FREE COMMUNITIES SUPPORT PROGRAM GRANTS	125,000	40,600	44,779	-	80,221	64.2%
18	PROVIDER RELIEF FUND	129,022	48,798	129,022	-	-	0.0%
19	HOMELAND SECURITY GRANT PROGRAM	13,500	13,500	13,500	-	-	0.0%
20	HOMELAND SECURITY GRANT PROGRAM	8,750	8,750	8,750	-	-	0.0%
21	HOMELAND SECURITY GRANT PROGRAM	999,982	512,984	830,906	-	169,076	16.9%
22	HOMELAND SECURITY GRANT PROGRAM	1,037,841	-	-	-	1,037,841	100.0%
23	HOMELAND SECURITY GRANT PROGRAM	176,150	-	-	-	176,150	100.0%
24	SOUTHWEST BORDER RURAL AND TRIBAL ASSISTANCE PROGRAM	149,915	149,915	149,915	-	-	0.0%
25	EDWARD BRYINE MEMORIAL JUSTICE ASSISTANCE GRANT	43,325	-	-	-	43,325	100.0%
26	EDWARD BRYINE MEMORIAL JUSTICE ASSISTANCE GRANT	199,975	143,059	143,059	-	56,916	28.5%
27	EDWARD BRYINE MEMORIAL JUSTICE ASSISTANCE GRANT	47,883	36,648	47,883	-	-	0.0%
28	EDWARD BRYINE MEMORIAL JUSTICE ASSISTANCE GRANT	31,218	-	-	-	31,218	100.0%
29	EDWARD BRYINE MEMORIAL JUSTICE ASSISTANCE GRANT	48,671	-	-	-	48,671	100.0%
30	EDWARD BRYINE MEMORIAL JUSTICE ASSISTANCE GRANT	80,000	80,000	80,000	-	-	0.0%
31	EDWARD BYRNE MEMORIAL JUSTICE ASSISTANCE GRANT PROGRAM	20,713	-	20,713	-	-	0.0%
32	EDWARD BYRNE MEMORIAL JUSTICE ASSISTANCE GRANT PROGRAM	11,782	6,739	6,739	-	5,043	42.8%
33	EDWARD BYRNE MEMORIAL JUSTICE ASSISTANCE GRANT PROGRAM	20,951	8,183	8,183	-	12,768	60.9%
34	EDWARD BYRNE MEMORIAL JUSTICE ASSISTANCE GRANT PROGRAM	30,816	-	-	-	30,816	100.0%

All City Grants



1	(A)	(B)	(C)	(D)	(E)	(F)	(G)	
2		` '	EXPENDITURES		COMMITTED		TOTAL AVAILABLE	
3	GRANT TITLE	AWARD	FY 2022	TOTAL	NOT SPENT	\$	%	
3 5	U.S DEPARTMENT OF THE INTERIOR	29,567	29,567	29,567	-	-	0.0%	
36	ARIZONA DEPARTMENT OF MILITARY AFFAIRS	40,158	2,142	10,655	-	29,503	73.5%	
37	ARIZONA DEPARTMENT OF MILITARY AFFAIRS	20,852	20,852	20,852	-	-	0.0%	
	ARIZONA DEPARTMENT OF MILITARY AFFAIRS	498,623	-	-	-	498,623	100.0%	
39	EDWARD BRYINE MEMORIAL JUSTICE ASSISTANCE GRANT	60,389	11,147	50,684	-	9,705	16.1%	
40	NATIONAL PRIORITY SAFETY PROGRAMS	25,000	5,223	19,379	-	5,621	22.5%	
41	STATE COMMUNITY HIGHWAY SAFETY	20,000	4,625	15,014	-	4,986	24.9%	
42	NATIONAL PRIORITY SAFETY PROGRAMS	25,000	2,391	2,391	-	22,609	90.4%	
43	STATE COMMUNITY HIGHWAY SAFETY	20,000	10,604	10,604	-	9,396	47.0%	
44	GANG INTERFACE	55,000	-	28,778	-	26,222	47.7%	
45	VEHICLE TASK FORCE	77,000	76,728	76,728	-	272	0.4%	
46	INTERNET AND CHILD CRIMES	15,000	-	10,000	-	5,000	33.3%	
47	ARIZONA CARES ACT	11,283,763	-	11,283,763	-	-	0.0%	
48	AMERICAN RESCUE PLAN	23,071,661	932,870	932,870	-	22,138,791	96.0%	
49	COURT JUDICIAL ENFORCEMENT MUNICIPAL COURT	71,419	-	-	-	71,419	100.0%	
50	FINES/FEES AND RESTITUTION ENFORCEMENT	59,032	-	-	-	59,032	100.0%	
51	FINES/FEES AND RESTITUTION ENFORCEMENT	23,091	-	-	-	23,091	100.0%	
52	FINES/FEES AND RESTITUTION ENFORCEMENT	1,289	-	-	-	1,289	100.0%	
53	VICTIM RIGHTS ARIZONA WAGE AND POSTAGE	20,000	8,932	18,932	-	1,068	5.3%	
54	THE YUMA COUNTY TREASURER-ASSESSMENT LAW	68,348	15,996	51,861	-	16,487	24.1%	
55	ARIZONA COMMISSION OF THE ARTS 2021	19,000	15,069	19,000	-	-	0.0%	
56	ARIZONA COMMISSION OF THE ARTS 2022	12,500	12,500	12,500	-	-	0.0%	
57	ARTS AND HUMMANITIES	5,000	-	-	-	5,000	100.0%	
58	ARTS AND HUMMANITIES	1,500	-	-	-	1,500	100.0%	
59	ARTS FOUNDATION OF TUCSON	4,500	-	-	-	4,500	100.0%	
60	ORGANIZATIONAL RELIEF GRANT	22,000	-	-	-	22,000	100.0%	
61	WEST WETLAND PARK CENTINEAL	70,207	-	-	-	70,207	100.0%	
62	DESERT HILL GOLF COURSE	105,000	-	-	-	105,000	100.0%	
63	YUMA COUNTIY OFFICE ANTI-RACKETEERING	200,000	22,716	166,475	-	33,525	16.8%	
64	YUMA BROWNSFIELD ASSESSMENT COALITION	600,000	14,767	14,767	-	585,233	97.5%	
65	FEDERAL TRANSIT CAPITAL 1	964,800	214,822	424,361	-	540,439	56.0%	
66	FEDERAL TRANSIT CAPITAL 2	925,488	214,822	214,822	-	710,666	76.8%	

1	(A)	(B)	(C)	(D)	(E)	(F)	(G)
2			EXPENDITURES		COMMITTED TOTAL AV		LABLE
3	GRANT TITLE	AWARD	FY 2022	TOTAL	NOT SPENT	\$	%
67	PUBLIC WORKS AND ECONOMIC ADJUSTENT ASSISTANCE PROGRAM	852,000	774,077	774,077	-	77,923	9.1%
68	YUMA LOWER COLORADO RIVER WUI AREA MITIGATION	150,000	93,290	93,290	-	56,710	37.8%
69	YUMA RIVERFRONT REGIONAL PARK TRIAL GRANT	139,000	99,050	99,050	-	39,950	28.7%
70	REBUILDING AMERICA INFRASTRUCTURE WITH SUSTAINABILITY	10,600,000	-	-	-	10,600,000	100.0%
71	PET PLATE SPRNR COMMUNITY CAT	20,000	10,000	20,000	-	-	0.0%
72	PET PLATE SPRNR COMMUNITY CAT	20,000	10,000	20,000	-	-	0.0%
73	PET PLATE SPRNR COMMUNITY CAT	20,000	-	-	-	20,000	100.0%
74	ARIZONA PUBLIC SERVICE GIVING CORPORATION	40,000	34,132	34,132	-	5,868	14.7%
75	ARIZONA PUBLIC SERVICE GIVING CORPORATION-BACK TO SCHOOL RODEO	1,000	-	-	-	1,000	100.0%
76	ARIZONA PUBLIC SERVICE GIVING CORPORATION-YUMA ART CENTER LIGHTING	4,000	-	-	-	4,000	100.0%
77	ARIZONA PUBLIC SERVICE GIVING CORPORATION-CARVER PARK MURAL	5,000	-	-	-	5,000	100.0%
78	ARIZONA PUBLIC SERVICE GIVING CORPORATION-CIVIC CENTER TREE CANOPY	5,000	-	-	-	5,000	100.0%
79	ARIZONA CENPATICO COMMUNITY PROGRAM	25,000	110	14,952	-	10,048	40.2%
80	COVID EQUIPMENT	12,988	11,342	11,342	-	1,646	12.7%
81	FIRE ALARMS	12,000	1,750	12,000	-	-	0.0%
82	GERTRID & ROBERT MOOD GRANT	11,000	-	-	-	11,000	100.0%
83	GERTRID & ROBERT MOOD GRANT	12,000	-	-	-	12,000	100.0%
84	NATIONAL RECREATION PARKS ASSOCIATION	35,000	5,702	30,702	-	4,298	12.3%
85	ARIZONA 911 PROGRAM	2,169,493	604,219	1,932,613	-	236,880	10.9%
86	ARIZONA 911 PROGRAM	60,000	20,820	60,464	-	(464)	-0.8%
87	TOTAL	\$69,415,056	\$6,045,489	\$25,680,291	\$ -	\$42,649,322	61.4%

1	(H)	(I)
2	REQUIRED	CONTINUED
3	MATCH	COSTS
4	\$ -	N/A - TBD
5	-	N/A - TBD
6	-	N/A - TBD

Columns to be added:

- Department and description of grants purpose
 Amount of match if required;
- Estimated operating costs.

- Increasing costs and supply chain delays are making it imperative to get in front of the line
- Though a purchase may be in the City Council's adopted budget, purchases in excess of \$100,000 require City Council to approve the procurement
- This City considers utilizing cooperative purchasing contracts when they adhere with City regulatory procurement compliance requirements and are the most advantageous to the City.

The following two purchases are on the City Council's August 17 meeting for consideration

Summary

- One Pierce Arrow Pumper
- Replaces 2007 vehicle
- \$981,779 (under budget \$27,620)
- Coop agreement:
 - Houston-Galveston Area Council
- Purchase from:
 - Hughes Fire Equipment / Pierce Manufacturing, Inc.

The Fire Chief is available for questions; now or with the agenda review

Why Unique

- Estimated 28 months to build after order
- City can secure price if ordered by October 2022
- Requires pre-payment; common practice for fire vehicles
- City receives a \$52,989 discount and performance bond from Pierce Manufacturing, Inc.

Budget and Finance

- Programed in the Equipment Replacement Program in the City Council adopted FY 2023 budget
- Funds will be encumbered, assigned and carried forward to future years' budgets until the unit is received

Summary

- IT Products and Services
- New and replacement equipment and application renewals
- \$6,920,592 (= budget, max auth.)
- Coop agreements:
 - 15 commonly used agencies
- Avenue to Purchase from:
 - Various common providers including Microsoft; like Amazon
- Single purchase > \$100k still go to City Council

The IT
Director is
available
for
questions;
now or
with the
agenda
review

- 1. 1 Government Procurement Alliance (1GPA)
- 2. Houston-Galveston Area Council (HGAC)
- 3. Mohave Educational Services Cooperative, Inc. (Mohave)
- 4. National Association of Procurement Officials (NASPO)
- 5. National Cooperative Purchasing Alliance (NCPA)
- Omnia Partners
- Premier Educational Purchasing Program (PEPPM)
- 8. Public Purchasing Authority (PPA)
- 9. NPPGov National Purchasing Partners
- 10. Strategic Alliance for Volume Expenditures (SAVE)
- 11. Sourcewell
- 12. State of Arizona
- 13. The Interlocal Purchasing System (TIPS)
- 14. Texas Department of Information Resources (TX DIR)
- 15. General Service Administration (GSA)

Why Unique

- Multiple departments' purchases can centrally add up over \$100k
- More efficient than bringing each item to City Council year-round
- Can include in the Budget process and for City Council consideration to start the fiscal year
- City used this approach a few years ago

Budget and Finance

- Programed in various department budgets
- IT initiates most purchases after department request
- Subscription / cloud applications dramatically changing accounting and administrative processes

QUARTERLY FINANCIAL BRIEFING

4TH QUARTER FY 2022

FY 2022 Financial Status

Grants Program

FY 2023 Specific Purchasing Strategies

