



Remote Meeting Instructions for the May 26, 2020, City Council Worksession:

In order to comply with all health orders and guidelines, and the Governor's April 27, 2020, Safer-at-Home guidelines intended to stop the spread of the COVID-19 (Coronavirus), **no physical location, including the City Council Chambers, will be set up for viewing or participating in this Worksession. Because this is a Worksession, no public input will be accepted in any format, written or otherwise.**

The **only** way to view this Worksession is to follow the instructions below to watch the YouTube live stream.

- From your laptop or computer, click the following link or enter it manually into your Web Browser: (www.youtube.com/CityofGreeley)
- Clicking the link above will take you to the City of Greeley's YouTube Channel.
- Once there, you will be able to view the Worksession!

Please contact the City Clerk's Office with any questions you might have at 970-350-9740. Thank you!



Mayor
John Gates

Councilmembers

Tommy Butler
Ward I

Brett Payton
Ward II

Michael Fitzsimmons
Ward III

Dale Hall
Ward IV

Kristin Zasada
At-Large

Ed Clark
At-Large

A City Achieving
Community Excellence

Greeley promotes a healthy, diverse economy and high quality of life responsive to all its residents and neighborhoods, thoughtfully managing its human and natural resources in a manner that creates and sustains a safe, unique, vibrant and rewarding community in which to live, work, and play.

City Council Worksession Agenda

May 26, 2020 at 6:00 PM

This meeting will be conducted remotely. (See instructions on previous page to view the YouTube live stream.)

1. Call to Order
2. Pledge of Allegiance
3. Roll Call
4. Reports from Mayor and Councilmembers
5. COVID-19 Update
Roy Otto, City Manager
6. Business Retention & Expansion – Recap of Recent EHH Outreach
Benjamin Snow, Economic Health & Housing Director
7. April Financial Report
Robert Miller, Interim Finance Director
8. Scheduling of Meetings, Other Events
Roy Otto, City Manager
9. Adjournment

Worksession Agenda Summary

May 26, 2020

Agenda Item Number 1

Title:

Call to Order

Worksession Agenda Summary

May 26, 2020

Agenda Item Number 2

Title:

Pledge of Allegiance

Worksession Agenda Summary

May 26, 2020

Agenda Item Number 3

Title:

Roll Call:

1. Mayor Gates
2. Councilmember Butler
3. Councilmember Payton
4. Councilmember Hall
5. Councilmember Fitzsimmons
6. Councilmember Clark
7. Councilmember Zasada

Worksession Agenda Summary

May 26, 2020

Agenda Item Number 4

Title:

Reports from Mayor and Councilmembers

Background:

This Council Reports item has traditionally appeared on Council's regular meeting agenda; however, Council expressed a desire, at its February Council Retreat, to move it to Council's Worksession meeting agendas to allow for better opportunity to report on activities of the committees/boards to which they have been assigned and to seek feedback and input on various committee/board initiatives and actions. During this portion of the meeting any Councilmember may offer a summary of the Councilmember's attendance at assigned board/committee meetings and should include key highlights and points that may require additional decision and discussion by the full Council at this or a future Worksession.

Board/Committee	Meeting Day/Time	Assignment
--Team of 2-- Board/Commission Interviews	Monthly as Needed	Council Rotation
Water & Sewer Board	3 rd Wed, 2:00 pm	Gates
Youth Commission Liaison	4 th Mon, 6:00 pm	Butler
Historic Preservation Loan Committee	As Needed	Zasada
Police Pension Board	Quarterly	Clark
Employee Health Board	As Needed	Fitzsimmons
Airport Authority	3 rd Thur, 3:30 pm	Payton/Clark
Visit Greeley	3 rd Wed, 7:30 am	Fitzsimmons
Upstate Colorado Economic Development	Last Wed, 7:00 am	Gates/Hall
Greeley Chamber of Commerce	4 th Mon, 11:30 am	Hall
Island Grove Advisory Board	1 st Thur, 3:30 pm	Butler
Weld Project Connect Committee (United Way)	As Needed	Hall
Downtown Development Authority	3 rd Thur, 7:30 am	Butler/Zasada
Transportation/Air Quality MPO	1 st Thur, 6:00 pm	Payton/Gates
Poudre River Trail	1 st Thur, 7:00 am	Hall
Interstate 25 Coalition	As Needed	Gates
Highway 85 Coalition	As Needed	Gates
Highway 34 Coalition	As Needed	Payton
CML Policy Committee (Council or Staff)	As Needed	Payton/Otto Gates alternate
CML Executive Board opportunity	As Needed	Hall
CML - Other opportunities	As Available/Desired	

Worksession Agenda Summary

May 26, 2020

Agenda Item Number 5

Roy Otto, City Manager, 970-350-9750

Title:

COVID-19 Update

Background:

There will be a brief update to Council regarding COVID-19.

Decision Options:

Informational only

Attachments:

None

Worksession Agenda Summary

May 26, 2020

Agenda Item Number 6

Benjamin Snow, Economic Health & Housing Director, 970-350-9384

Title:

Business Retention & Expansion – Recap of Recent EHH Outreach

Background:

Part of any successful economic development strategy is conducting frequent, consistent outreach to our own companies. These companies represent a commitment to and investment in Greeley. Our office values the relationships we have with our businesses and recognize that most of the growth in the economy (as much as 80%) comes from organic growth that happens when they decide to hire another worker, purchase a piece of equipment or expand their offices or facilities. Having strong working relationships with existing businesses can be the difference between that investment happening here in Greeley or somewhere else.

The methods of conducting Business Retention & Expansion (BR&E) visits have evolved over the years, but the most important element of a successful BR&E program is nurturing high-quality relationships with our local business base. Taking the time to know them, listening to what they have to say, assisting them in whatever ways we can, and responding to their needs becomes an extension of our customer service to them.

Business retention & expansion should be approached in the same way any business should view its existing customers. They should be valued as current economic generators and when treated right, can be our best sales people as we seek to gain new customers. Strong and positive relationships with our existing businesses will also translate into new business development opportunities, or new customers.

Last winter, our office conducted targeted outreach to Greeley's top 100 employers, by industry sector. With this agenda item, staff will recap the results of those BR&E visits. The top 5 industry sectors are manufacturing, health care, education, construction and energy. We also conducted some visits with other industries, and those results are included in the reports.

More recently, in response to the COVID-19 pandemic, we conducted a survey among the businesses hardest hit by the crisis and have included a report of what we learned from those surveys as well. As you know, we

have created the Greeley Area Recovery Fund to address many of those concerns.

The focus of this agenda item is on the visits staff conducted last winter.

Decision Options:

N/A

Attachments:

Sector Reports(6)

Recent COVID-19 survey summary

PowerPoint

Greeley Manufacturing Industry Strengths, Challenges and Opportunities **Analysis from 2019 BR&E's**

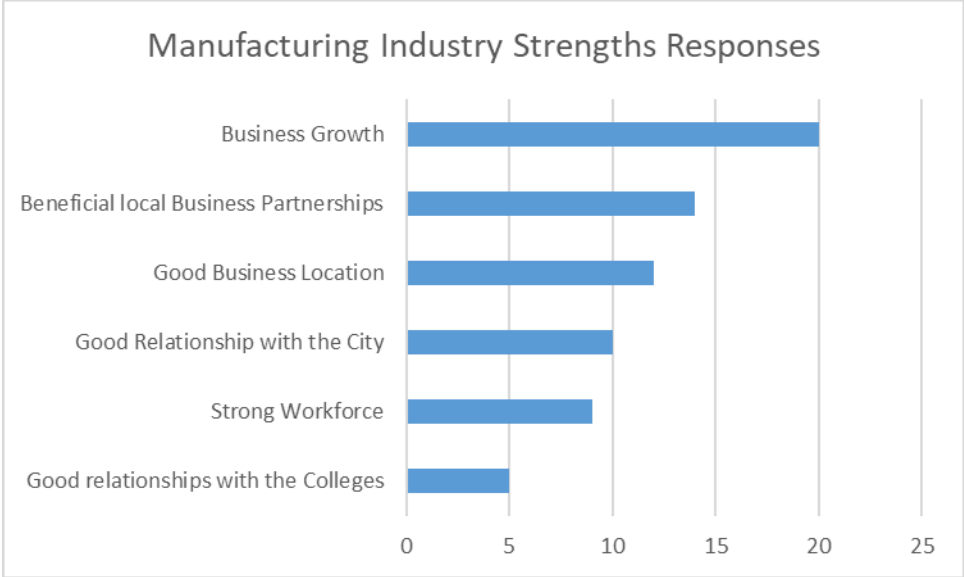
Businesses included in responses are from:

animal food manufacturing (3111), vegetable preserving & specialty food manufacturing (3114), dairy product manufacturing (3115), animal slaughtering & processing (3116), other food manufacturing (3119), beverage manufacturing (3121), wood & window manufacturing (3219), ready mixed concrete (3273), architectural & structural metals manufacturing (3323), boiler/tank/shipping container manufacturing (3324), precision turned product manufacturing (3327), agriculture/construction/mining machinery manufacturing (3331), commercial & service industry machinery manufacturing (3333), pump & pumping equipment manufacturing (3339), semiconductor & other electronic component manufacturing (3344), office furniture manufacturing (3372) and other miscellaneous manufacturing (3399) sub-manufacturing industries.

Summary: Greeley has a robust and diverse manufacturing sector that has historically experienced higher growth rates than the national average and is projected to outperform the national average in the decade ahead. 80% of manufacturers surveyed indicated that their businesses were experiencing positive growth and 56% were utilizing other local businesses as part of their supply chain. 48% indicated that Greeley is the ideal location for their business in terms of transportation and access to qualified workforce.

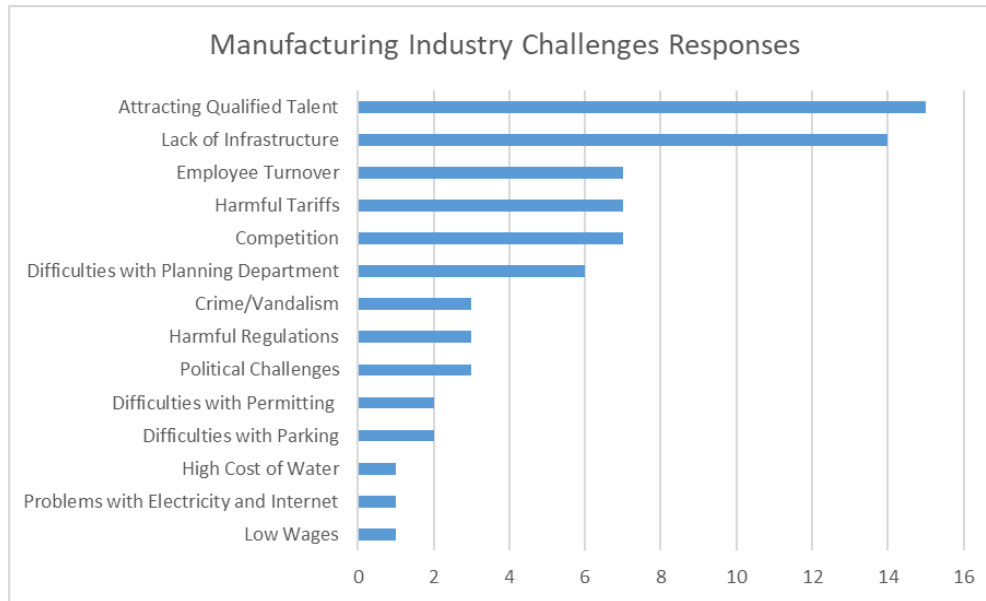
With low unemployment rates in the region, 68% of businesses surveyed indicated that attracting qualified talent is a challenge and 32% said that high employee turnover continues to be a struggle. Out of all businesses surveyed who said they were experiencing positive growth, 70% of them specified there is a lack of industrial infrastructure in Greeley for them to expand into. 27% of all businesses surveyed could presently expand, but are limited to their current footprint due to lack of industrial real estate.

EHH Recommendations: Continue to support the NOCO Manufacturing Sector Partnership and connect Greeley Manufacturers to the networks committee for supply chain opportunities and to the Manufacturing ROCKS Committee for qualified workforce pipelines. Work with District 6 and Aims Community College to promote their internship/apprenticeship programs with our local manufacturers. Industrial space is in high demand and serious consideration needs to go into investing in additional real estate and perhaps an industrial park.



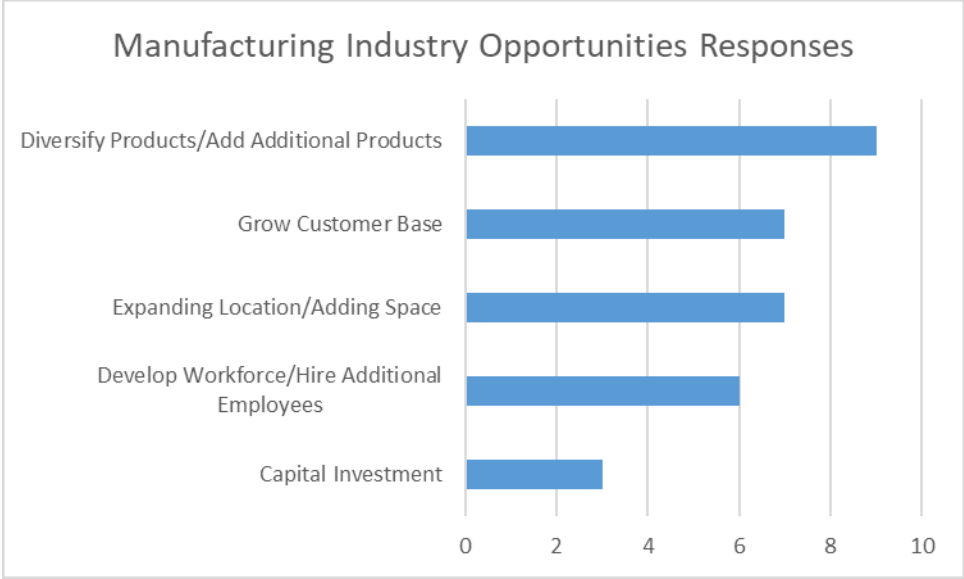
Response	Response Total
Business Growth	20
Beneficial local Business Partnerships	14
Good Business Location	12
Good Relationship with the City	10
Strong Workforce	9
Good relationships with the Colleges	5

- ❖ “We have had wonderful experiences with CJ, District 6 and the internship programs that have been offered to us to participate in.”
- ❖ “We have had nothing but great talent come out of Aims.”



Response	Number of Responses
Attracting Qualified Talent	15
Lack of Infrastructure	14
Competition	7
Harmful Tariffs	7
Employee Turnover	7
Difficulties with Planning Department	6
Political Challenges	3
Harmful Regulations	3
Crime/Vandalism	3
Difficulties with Parking	2
Difficulties with Permitting	2
Low Wages	1
Problems with Electricity and Internet	1
High Cost of Water	1

- ❖ “With the current low unemployment rate in the region, we have had a difficult time maintaining a full staff.”
 - ❖ “Competent welders are extremely difficult to find.”
- ❖ “The city of Greeley has a reputation of awarding contracts to businesses located in other northern Colorado communities. Shouldn’t the city be supporting Greeley businesses?”
- ❖ We would like to expand our business in the next few years, but industrial real estate seems limited.”



Responses	Response Total
Diversify Products/Add Additional Products	9
Expanding Location/Adding Space	7
Grow Customer Base	7
Develop Workforce/Hire Additional Employees	6
Capital Investment	3

- ❖ “Emerging technologies and tooling capabilities are both major opportunities for growth and efficiency in the manufacturing world.”

Greeley Construction Industry Strengths, Challenges and Opportunities Analysis **from 2019 BR&E's**

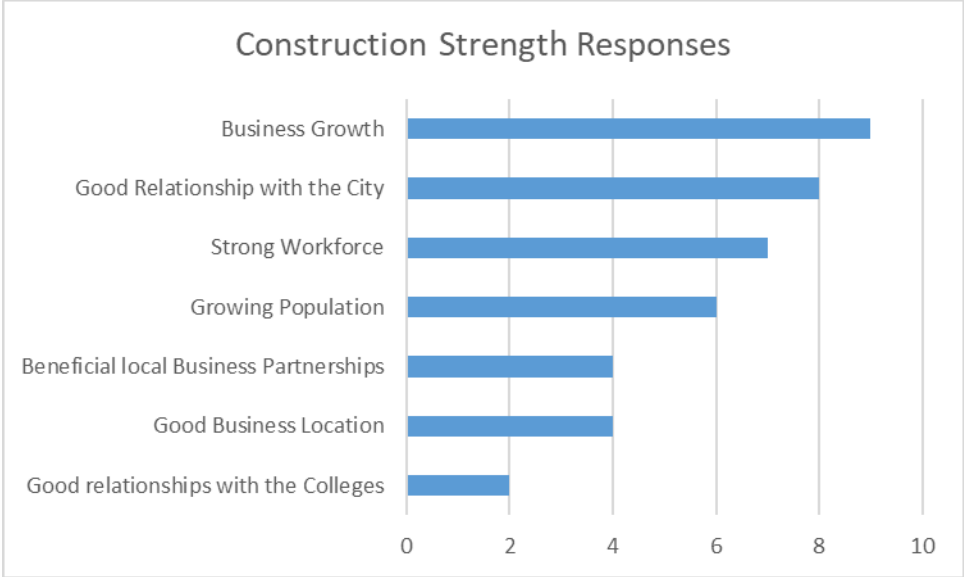
Businesses included in responses are from:

Residential building sector (2361), nonresidential building sector (2362), utility system sector (2371), building equipment sector (2382), other specialty trade sector (2389) and foundation, structure, and building exterior sector (2381) sub-construction industries.

Summary: Greeley has a diverse construction sector with a 31% higher concentration than the national average and is projected to be one of Greeley's fastest growing industries over the next ten years. 75% of construction businesses surveyed indicated that their businesses were experiencing positive growth and 58% said they are able to maintain a strong workforce. 67% indicated that the city of Greeley is wonderful to work with in terms of the overall permitting process.

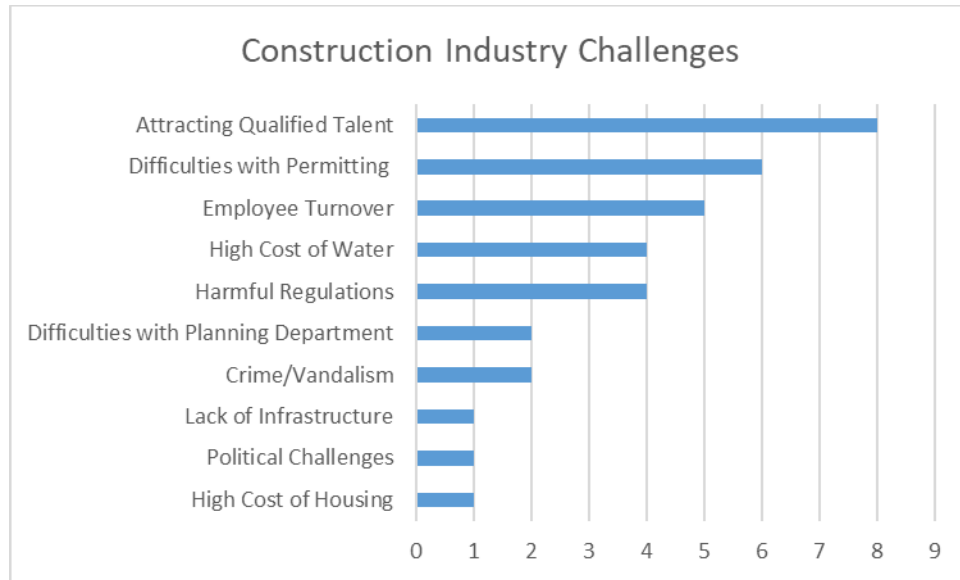
With low unemployment rates in the region and competition from the manufacturing industry for talent, 67% of businesses surveyed indicated that attracting qualified talent is a challenge and 42% said that high employee turnover continues to be a struggle. While a majority of construction businesses enjoy working with the building department in Greeley, 50% have had difficulty with permitting in the past and 33% indicated that the cost of water has slowed their development progress.

EHH Recommendations: Continue to support the NOCO Construction Sector Partnership and connect Greeley contractors/developers/home builders to the subcommittees as they develop to foster collaboration. Work with District 6 and Aims Community College to promote their internship/apprenticeship programs with our local construction firms. Continue working with home builders and city officials on water tap costs and the overall development/permitting processes to encourage collaborations that can assist in our housing shortage and create more affordable housing options.



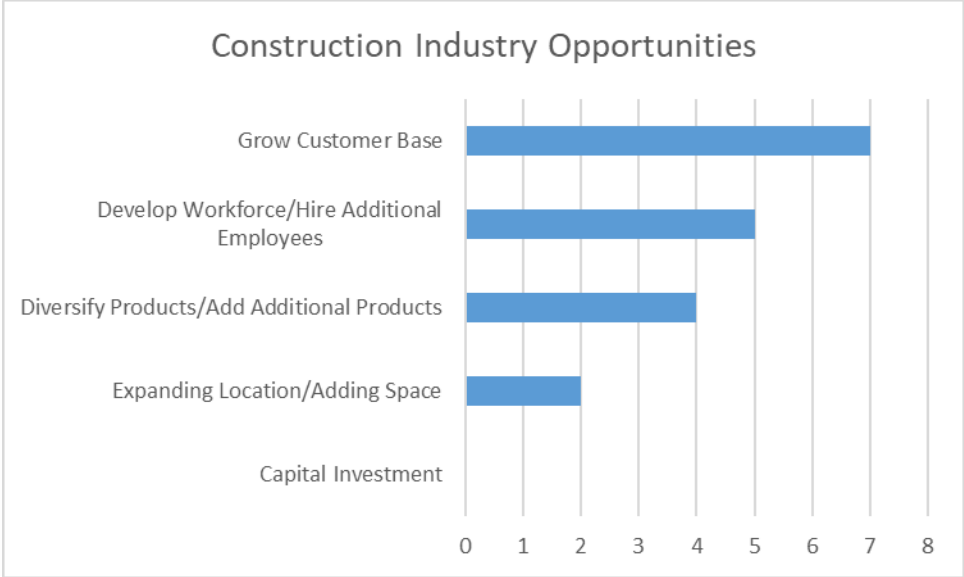
Response	Response Total
Business Growth	9
Good Relationship with the City	8
Strong Workforce	7
Growing Population	6
Good Business Location	4
Beneficial local Business Partnerships	4
Good relationships with the Colleges	2

- ❖ “Greeley is the best City in northern Colorado to work with when it comes to permitting and getting new builds going.”
- ❖ “Greeley's permitting process has gotten much better over the years. The process is way easier than other northern Colorado area cities.”
- ❖ “We enjoy the small town feel of Greeley, which has helped us maintain loyal customers over the years.”



Response	Number of Responses
Attracting Qualified Talent	8
Difficulties with Permitting	6
Employee Turnover	5
Harmful Regulations	4
High Cost of Water	4
Crime/Vandalism	2
Difficulties with Planning Department	2
High Cost of Housing	1
Political Challenges	1
Lack of Infrastructure	1

- ❖ There are plenty of opportunities for growth and there are no shortages of land. However, the cost of water, associated taxes and water rights have limited our ability to grow faster.”
- ❖ “We feel Greeley has a long review process and sometimes, site planners over promise on time frames, which delays our projects and costs us money.”
 - ❖ “Our biggest challenge is development policy.”
- ❖ When the oil and gas industry is strong in Greeley, it is difficult for us to find qualified talent.”



Responses	Response Total
Grow Customer Base	7
Develop Workforce/Hire Additional Employees	5
Diversify Products/Add Additional Products	4
Expanding Location/Adding Space	2
Capital Investment	0

❖ “ In this housing market, Value = Attainability”

❖ The ability for construction employers to easily hire interns and apprentices through an external organization would be a major opportunity for sustained growth.”

Greeley Energy Industry Strengths, Challenges and Opportunities Analysis from 2019 BR&E's

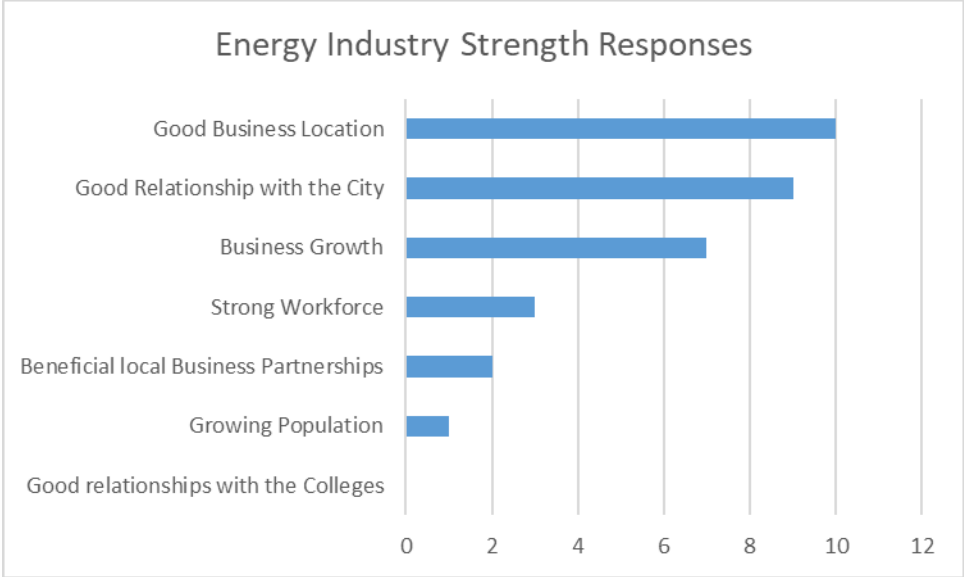
Businesses included in responses are from:

Oil & gas extraction (2111), nonmetallic mineral & quarrying (2123), support activities for mining (2131), natural gas distribution (2212) and utility system construction (2371) sub-energy industries.

Summary: Greeley has a strong energy sector with over ten times the number of energy companies compared to the national average. With Greeley's location within the Denver-Julesburg Basin, 83% of companies surveyed indicated that Greeley was the perfect location. 75% indicated that they have a great relationship with the city and 58% said there are opportunities for business growth.

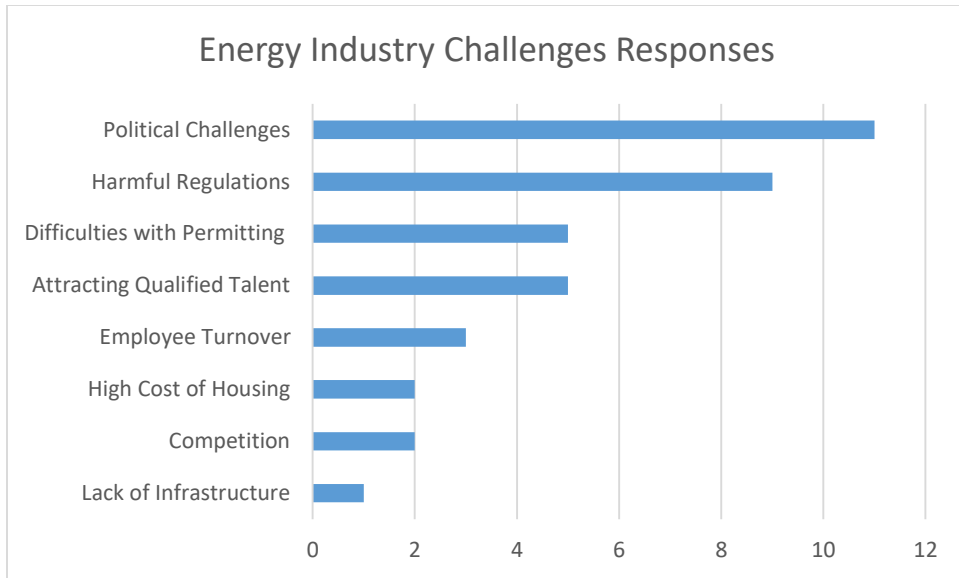
The main industry concern is at the state political level with Senate Bill 181. 92% of businesses surveyed indicated that this bill has drastically slowed operations in the region with new drilling permits being extremely difficult to secure. 75% of businesses said they were reallocating their workforce and drilling to other regions and states where the attitudes towards the industry are friendlier.

EHH Recommendations: Continue to advocate at the state level for more business friendly regulations for the oil and gas industry. This is also a good opportunity to explore the renewable energy industries such as solar and wind.



Response	Response Total
Good Business Location	10
Good Relationship with the City	9
Business Growth	7
Strong Workforce	3
Beneficial local Business Partnerships	2
Growing Population	1
Good relationships with the Colleges	0

- ❖ “Greeley is the perfect location for us with its proximity to all of our wells in the region.”
- ❖ “We wish the rest of the state was as supportive of our industry as Greeley and Weld County have been.”
- ❖ “Greeley has been great for our staff who have families with better educational opportunities and extracurricular options compared to the oilfield communities in WY and ND.”



Response	Number of Responses
Political Challenges	11
Harmful Regulations	9
Attracting Qualified Talent	5
Difficulties with Permitting	5
Employee Turnover	3
Competition	2
High Cost of Housing	2
Lack of Infrastructure	1

- ❖ “Senate Bill 181 has caused many oil and gas operators to leave for other states who are friendlier towards our industry.”
- ❖ “Senate Bill 181 will slowly kill the oil and gas industry in Colorado if regulations don’t change. Gov. Polis is trying to choke the industry out to the point that it doesn’t want to fight anymore.”
- ❖ “If things continue on their current path, in five years, all that will remain of the oil and gas industry in Weld County will be small well maintenance companies.”

Greeley Health Care Industry Strengths, Challenges and Opportunities Analysis **from 2019 BR&E's**

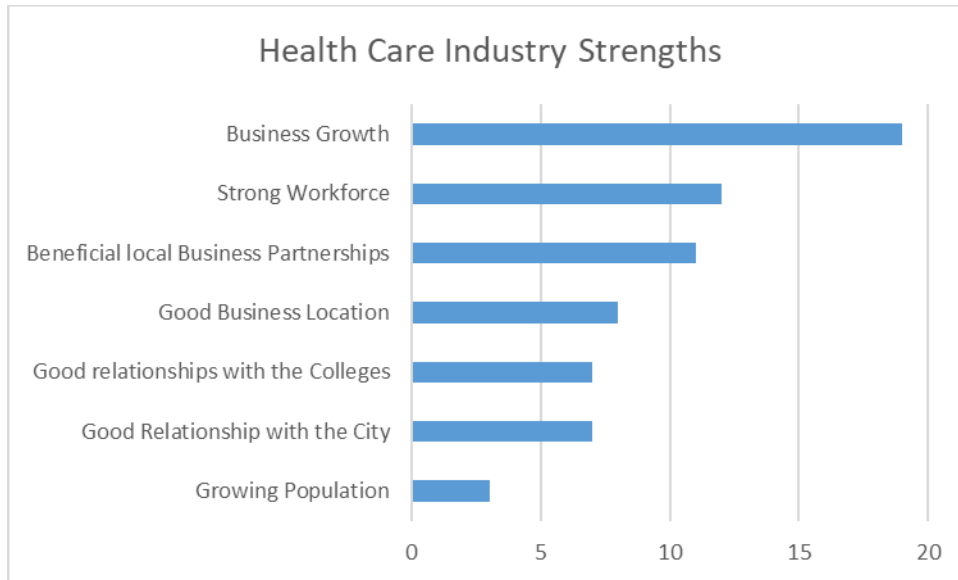
Businesses included in responses are from:

offices of physicians (6211), offices of dentists (6212), general medical & surgical hospitals (6221), nursing care facilities (6231), continuing care/assisted living facilities for the elderly (6233), other residential care facilities (6239), individual & family services (6241), community food & housing (6242) and child day care services (6244) sub-health care industries.

Summary: Greeley has a thriving health care sector that is expected to be the fastest growing industry in Greeley during the next five years with an 1,031 additional jobs projected. 79% of businesses surveyed indicated that they were experiencing positive growth and 50% indicated they had a strong workforce. 29% of all businesses surveyed regularly recruit health care talent from the health care programs at Aims and UNC. With the addition of UC Health, there is plenty of available real estate for health care businesses.

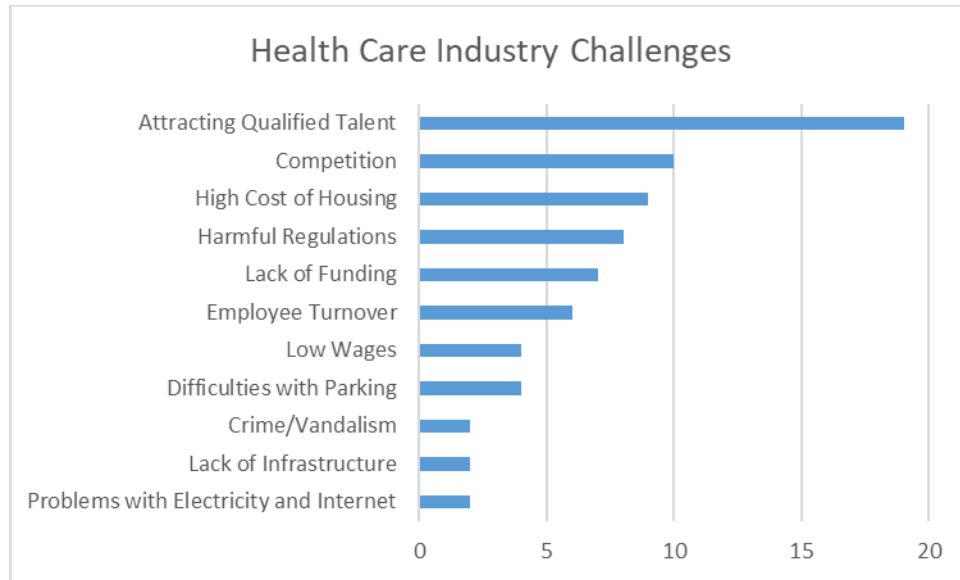
With low unemployment rates in the region and an overall shortage of nurses and doctors, 79% of businesses surveyed said that attracting qualified talent is a challenge and 42% indicated that there is stiff competition for workforce within the industry. 25% of businesses experience high turnover rates. High cost of living and low wages are also challenges within much of the healthcare sector with 28% of companies surveyed indicating their employees have a difficult time affording housing in Greeley.

EHH Recommendations: Continue to support the NOCO Health Care Sector Partnership and connect Greeley health care providers to the partnership. Work with District 6, Aims Community College and UNC to promote their internship/apprenticeship programs with our local health care providers. Behavioral Health professionals are in high demand and in short supply. Over the next 10 years, Offices of Mental Health Practitioners are projected to grow annually by 4.6% in Greeley, 4.1% in Colorado and 3.8% in the United States. These projections far outpace the total – all industry annual growth projections of 2.1% in Greeley, 1.2% in Colorado and 0.5% in the United States.



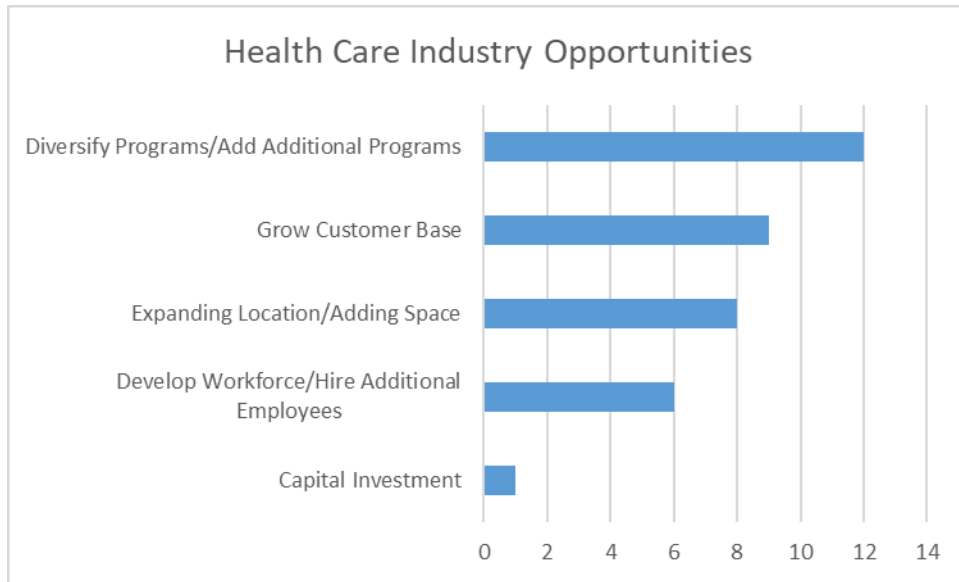
Response	Response Total
Business Growth	19
Strong Workforce	12
Beneficial local Business Partnerships	11
Good Business Location	8
Good Relationship with the City	7
Good relationships with the Colleges	7
Growing Population	3

- ❖ “Having Access to multiple colleges to recruit nursing talent from has been extremely valuable!”
 - ❖ "It is easier to recruit unskilled labor in Greeley and housing is more affordable.”
 - ❖ “Most of our residents come from referrals and most of those referrals come from our wonderful medical practices around town.”
- ❖ “Extensive community involvement has been at the heart of our success through Greeley’s growth.”



Response	Number of Responses
Attracting Qualified Talent	19
Competition	10
High Cost of Housing	9
Harmful Regulations	8
Lack of Funding	7
Employee Turnover	6
Difficulties with Parking	4
Low Wages	4
Problems with Electricity and Internet	2
Lack of Infrastructure	2
Crime/Vandalism	2

- ❖ “There is a significant shortage of doctors and nurses in the region. Finding qualified talent to meet the needs of an exploding population is a challenge.”
- ❖ “The cost of health care in northern Colorado is the highest in the state while the average wages are lower than other parts of state.”
- ❖ “The average wait time for Medicaid in Weld County is 90 days versus 30-45 days in Larimer County.”
- ❖ “Northern Colorado has the lowest Medicaid reimbursement rate in the state so we lose money working with Medicaid patients.”



Responses	Response Total
Diversify Programs/Add Additional Programs	12
Grow Customer Base	9
Expanding Location/Adding Space	8
Develop Workforce/Hire Additional Employees	6
Capital Investment	1

- ❖ “We see increasing opportunities for counseling centers with the rise of mental and behavioral health challenges in the region.”

Greeley Education Industry Strengths, Challenges and Opportunities Analysis **from 2019 BR&E's**

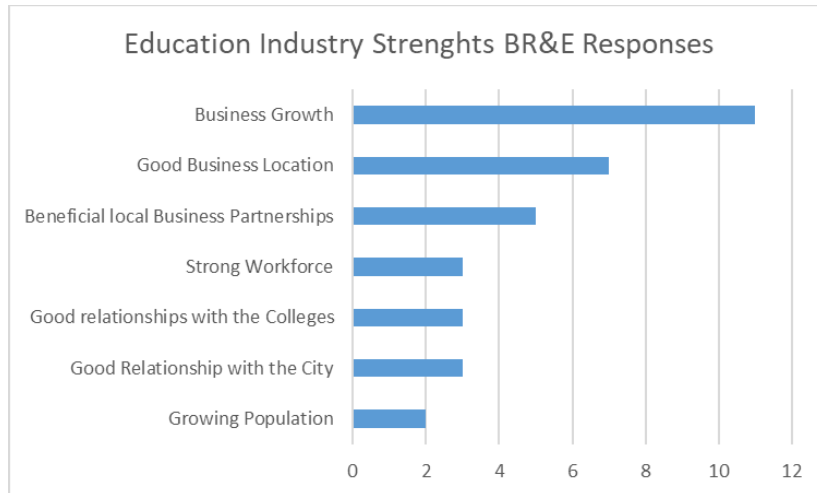
Businesses included in responses are from:

elementary and secondary sector (6111), junior colleges sector (6112), business schools and computer and management training sector (6114), technical and trade schools sector (6115), and other schools and instruction (6116) sub-education industries.

Summary: Greeley has a diverse education sector with a 12% higher concentration than the national average. With Weld County being one of the fastest growing counties in the state, 85% of businesses/institutions surveyed indicated that they were experiencing enrollment growth. 54% indicated that Greeley has been a great location and 38% said they had formed great partnerships with other area educational institutions.

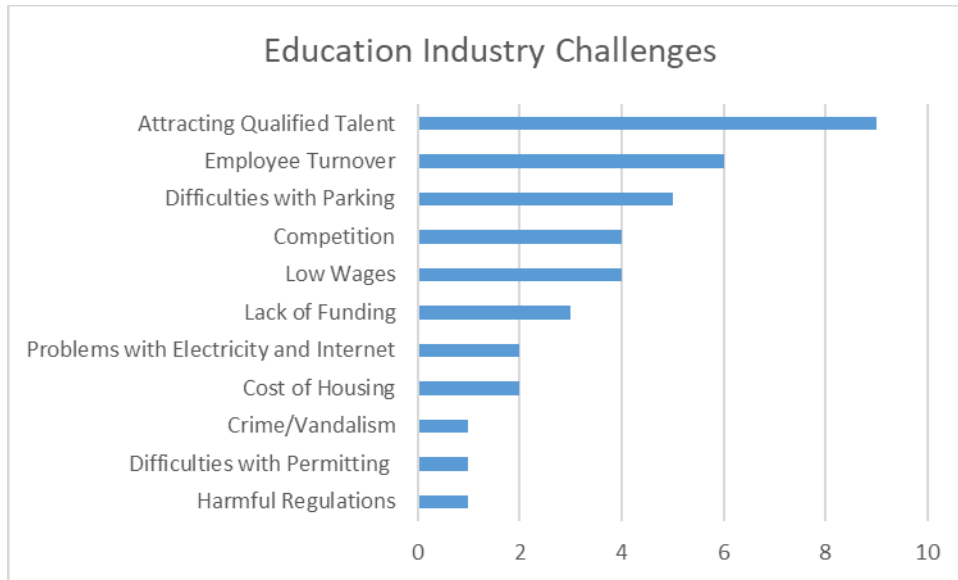
The cost of living in the region has been increasing at a higher rate than the income growth rate in the education sector and as a result, 69% of businesses/institutions surveyed indicated they were having a difficult time attracting and retaining qualified talent and 46% said they were regularly losing talent to other regions/school districts where pay is higher.

EHH Recommendations: Continue to support District 6, Aims, UNC and other specialty educational institutions in activities that can improve their educational programs and Greeley's competitiveness. As far as affordable housing is concerned, promote the G-Hope Program with schools and teachers to help our educators afford housing and to retain them within our community.



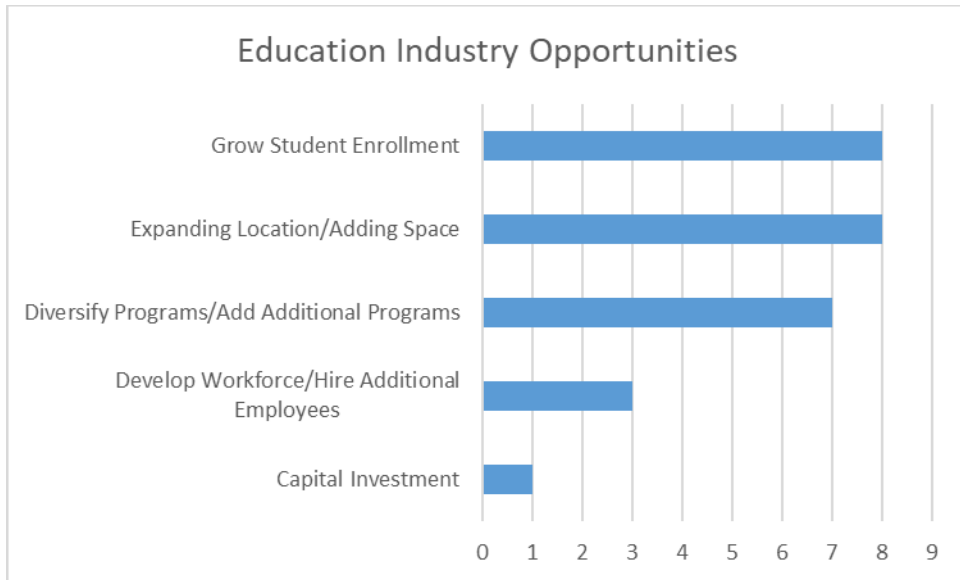
Response	Response Total
Business Growth	11
Good Business Location	7
Beneficial local Business Partnerships	5
Good Relationship with the City	3
Good relationships with the Colleges	3
Strong Workforce	3
Growing Population	2

- ❖ “The community of Greeley has made some positive changes towards investing in the public education system. The G-Town promise program has really helped us to attract and retain teachers.”



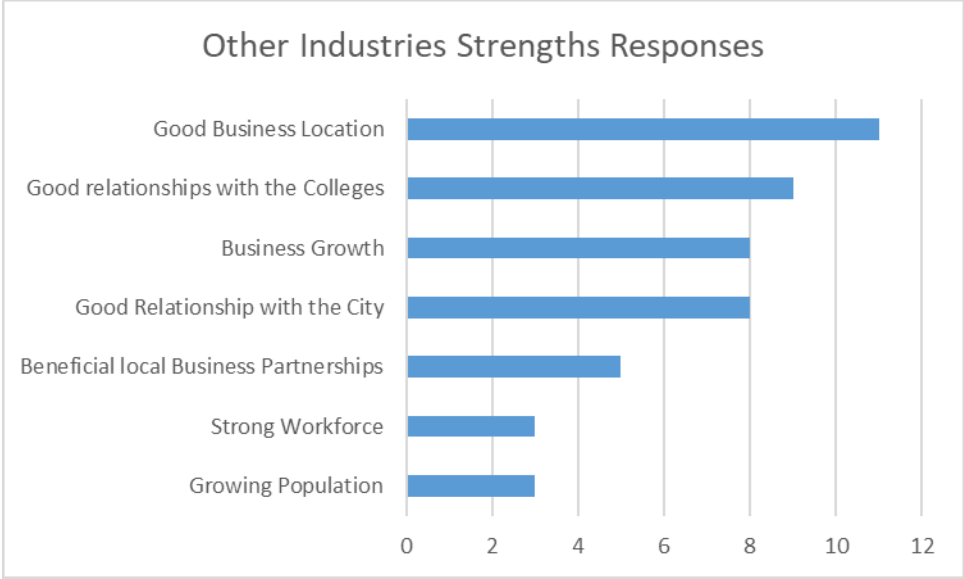
Response	Number of Responses
Attracting Qualified Talent	9
Employee Turnover	6
Difficulties with Parking	5
Low Wages	4
Competition	4
Lack of Funding	3
Cost of Housing	2
Problems with Electricity and Internet	2
Harmful Regulations	1
Difficulties with Permitting	1
Crime/Vandalism	1

- ❖ “Wages for our teachers are lower than the surrounding area school districts, which makes it extremely difficult to find and retain good teachers here in District 6.”
- ❖ “There is a significant number of children below the poverty line who have limited access to before school nutrition, before school and after school care.”



Responses	Response Total
Expanding Location/Adding Space	8
Grow Student Enrollment	8
Diversify Programs/Add Additional Programs	7
Develop Workforce/Hire Additional Employees	3
Capital Investment	1

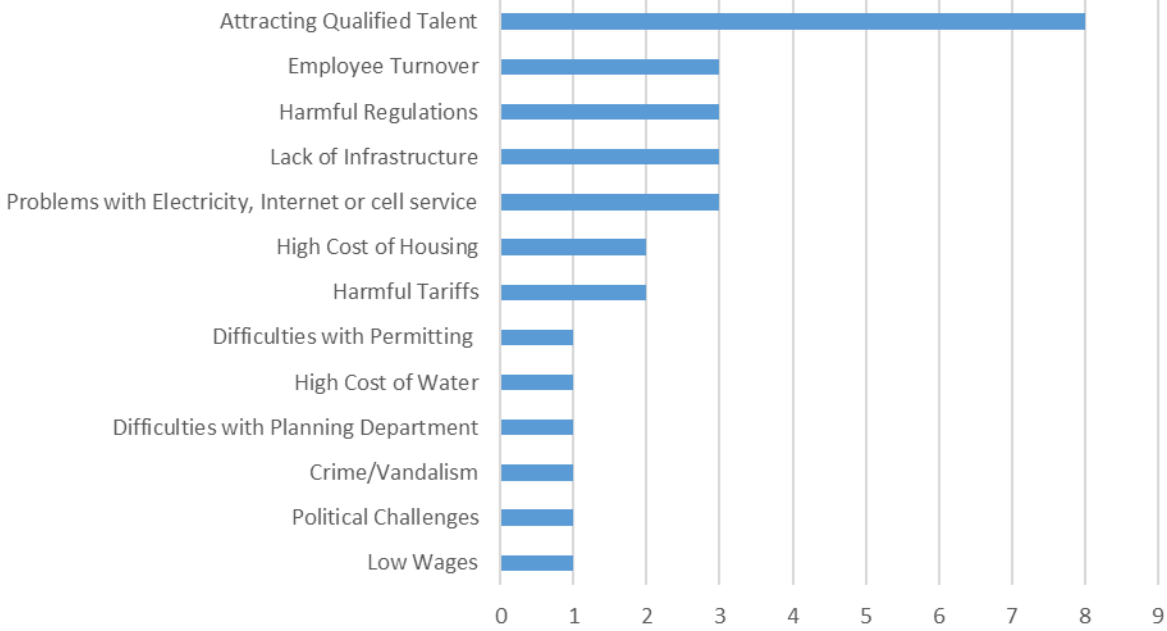
- ❖ “We would like to increase our enrollment in our two-year programs especially since the value of a four-year degree has declined in recent years.”
- ❖ “Our largest opportunities for growth include the Spanish speaking and Somali populations.”
- ❖ “We are running out of space and leasing additional space from our church neighbor. We plan to continue on this path for the foreseeable future since land and new construction is so expensive.”



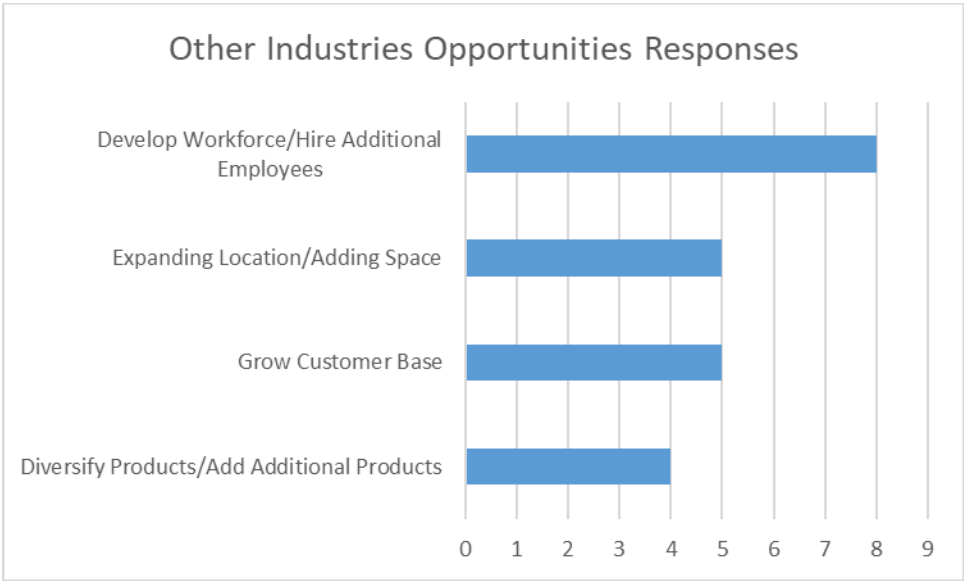
Response	Response Total
Good Business Location	11
Good relationships with the Colleges	9
Good Relationship with the City	8
Business Growth	8
Beneficial local Business Partnerships	5
Growing Population	3
Strong Workforce	3

- ❖ “We have really appreciated the communication between our business, the city and the utility companies about upcoming plans and changes.”
- ❖ “Our proximity to the agriculture industries in Greeley is our greatest strength.”

Other Industries Challenges Responses



Response	Number of Responses
Attracting Qualified Talent	8
Problems with Electricity, Internet or cell service	3
Lack of Infrastructure	3
Harmful Regulations	3
Employee Turnover	3
Harmful Tariffs	2
High Cost of Housing	2
Low Wages	1
Political Challenges	1
Crime/Vandalism	1
Difficulties with Planning Department	1
High Cost of Water	1
Difficulties with Permitting	1



Responses	Response Total
Develop Workforce/Hire Additional Employees	8
Grow Customer Base	5
Expanding Location/Adding Space	5
Diversify Products/Add Additional Products	4



Impact of COVID-19 on Local Business

April 1st - 12th



APRIL 17, 2020

Department of Economic Health & Housing
Presented by Phil McCready, PhD
Economic Development Manager

Main Findings

As the COVID-19 pandemic creates tough economic conditions for many, it appears that our small firms with under 10 employees are particularly vulnerable to lay-offs and temporary closures.

Greeley's micro businesses of under 10 employees can be equally divided into two groups: Those that are forced to lay off or furlough more than half of their total workforce and those that are able to retain all their employees.

Overall, two-thirds of those surveyed report negative job impacts due to the coronavirus with 29% laying off employees, 39% reducing employment or employee hours, and 32% reporting "No Change" and even a few reporting "Increased employment."

"Almost two-thirds of firms are seeking a minimum loan package of \$10,000 to \$25,000 plus"

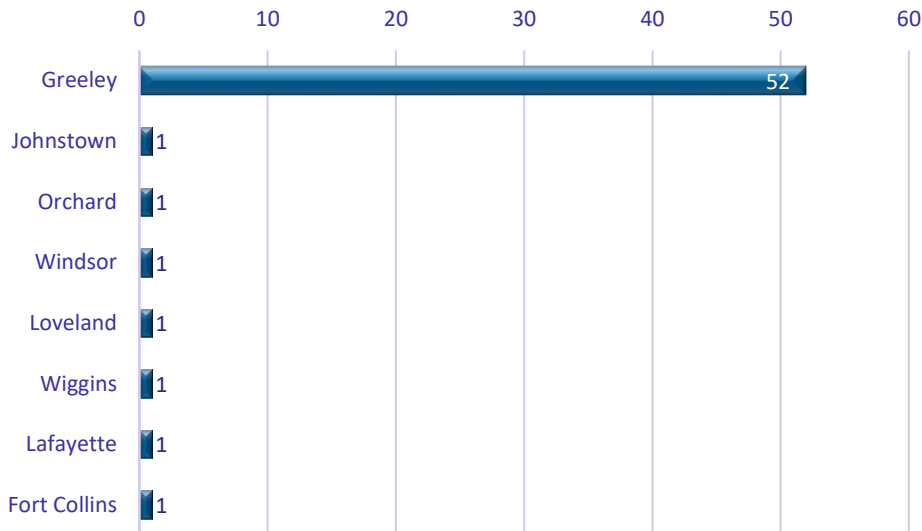
Almost two-thirds of firms (63%) are seeking a minimum loan package of \$10,000 to \$25,000 plus, compared to 19% seeking \$2,500 to \$10,000 while 17% remain uncertain about the loan amount needed.

Survey results show that 80% of businesses would primarily use the funds to pay 'Employee Salaries & Benefits' and additionally 63-64% using disaster assistance funds to pay for building rent and operating expenses.

Overall, manufacturing companies in Greeley appear to be more resilient to the crisis compared to those in services or retail.

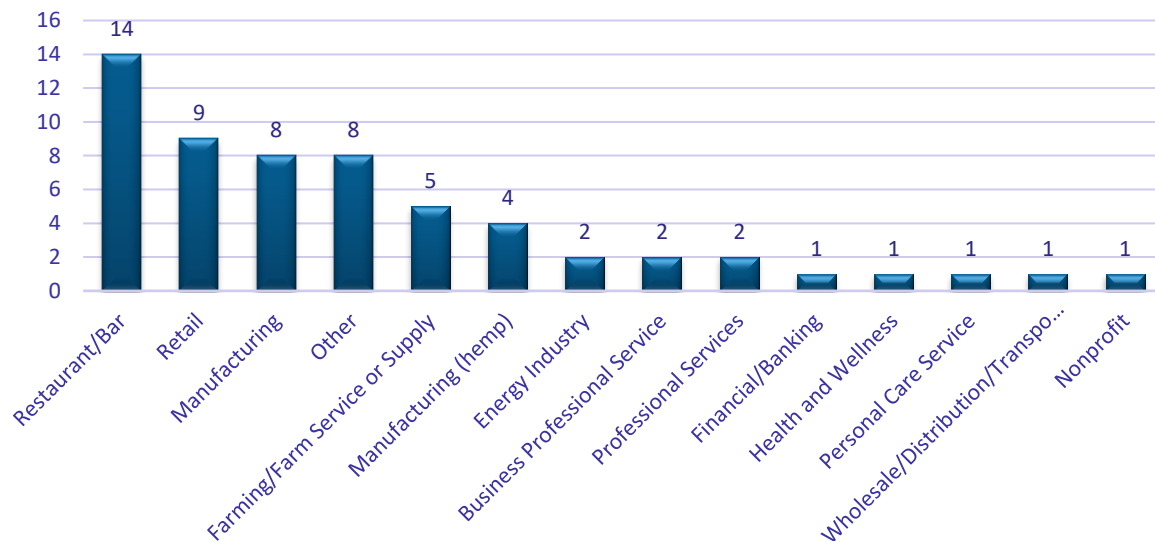
1. Profile of the Businesses in the COVID-19 Survey

1.1 Businesses by location



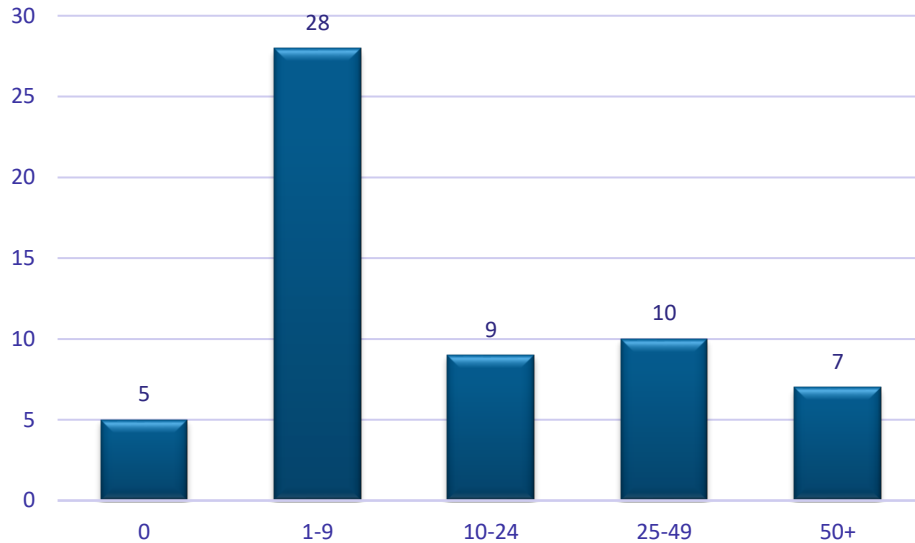
Fifty-two of fifty-nine responding businesses (88%) identify Greeley as their primary location. Those that did not were primarily hemp farmers or manufacturers.

1.2 Businesses by primary category



The most highly represented business categories in the survey were Restaurants/bars, Retail, Manufacturing (hemp and non-hemp related), Other, and Farming/farm services and supply.

1.3 Business by average full-time employees



Just over half, some thirty-three of fifty-nine businesses responding identify as having less than ten employees. Respondents with over 10 employees are predominantly in mainstream manufacturing. Those with under 10 employees are mainly in four categories: Restaurants/bars, Retail, Farming/farm services and supply, and Manufacturing (hemp). Fortunately, for the smallest firms, the headcount figure in Cares Act loans includes both full-time employees and contractors.

1.4 Business by 1-year age qualification

Has company been in business for over a year?	Count
Yes	57
No	2
Grand Total	59

Fifty-seven of fifty-nine responding businesses (97%) identify as being in business for over one year.

“Giving financial support to help small businesses survive may consider headcounts and firm counts to maximize benefit”

2. Impact of COVID-19 on the Businesses Surveyed

2.1 Businesses currently open vs. closed

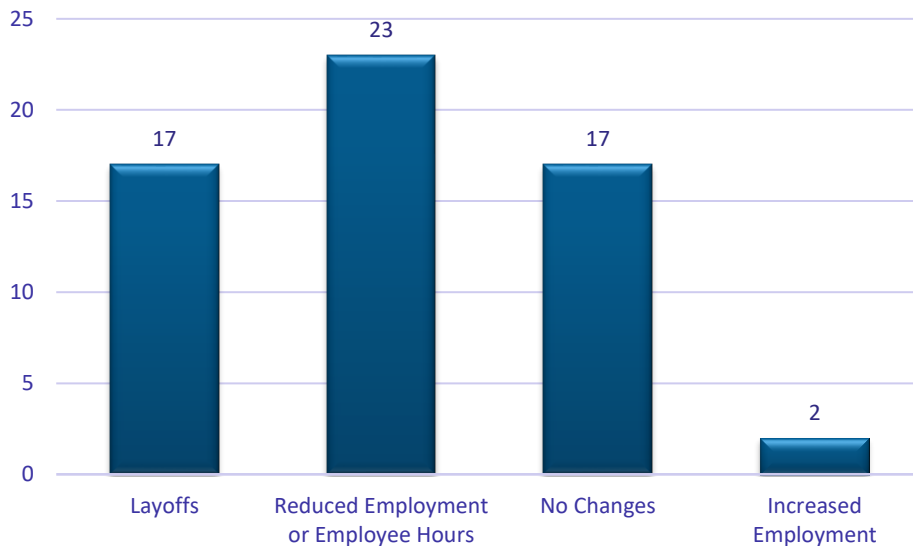
Businesses currently open vs. closed	
Yes, open for business	42
No, temporarily closed	17
Grand Total	59

Forty-two of fifty-nine responding businesses (71%) identify as being currently “open for business” versus seventeen (29%) being “temporarily closed.”

Of the almost one-third of businesses that identified as “temporarily closed,” some 82% are this group belong to the smallest firms with under ten employees. The decision to close may have some connections with business size, where family-run businesses could be an additional factor of influence.

By contrast, the impact of a single closure at a large operation like JBS, with 6,000 team members, including 3,400 in the Greeley plant, poses a much greater economic impact to the community overall ([AgWeb Farm Journal](#), April 12th 2020).

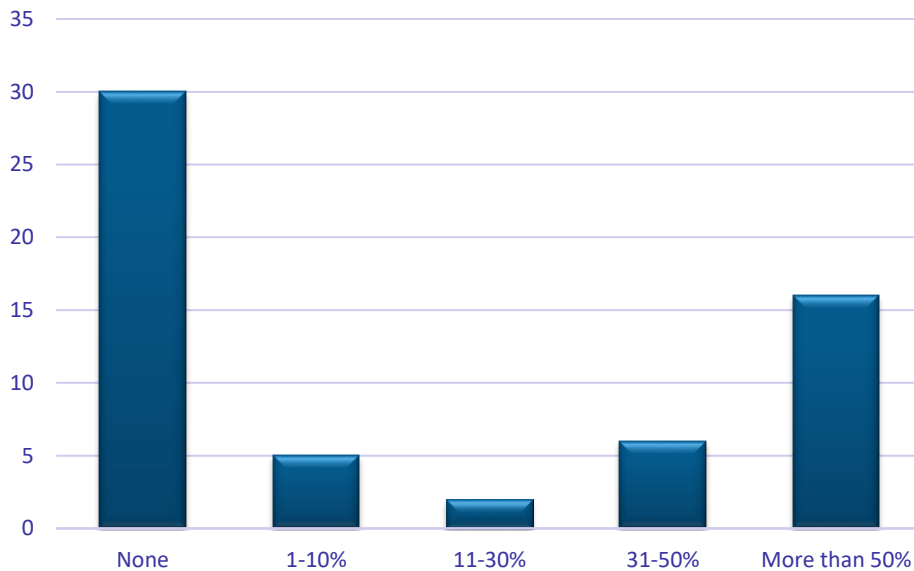
2.2 What type of employment impacts have businesses implemented in the past 40 days?



Two-thirds of small businesses surveyed report negative employment impacts. Seventeen of fifty-nine responding businesses (29%) identify as having laid off

employees versus twenty-three (39%) that reduced employment or employee hours. Just under a third (32%) reported “No Change” or “Increased employment.”

2.3 What are scale of employment impacts in the past 40 days?



As of April 1st to 12th, just over half the respondents (51%) identify as not having to lay off or furlough any percent of the firms’ total workforce in the past forty days from March 1st.

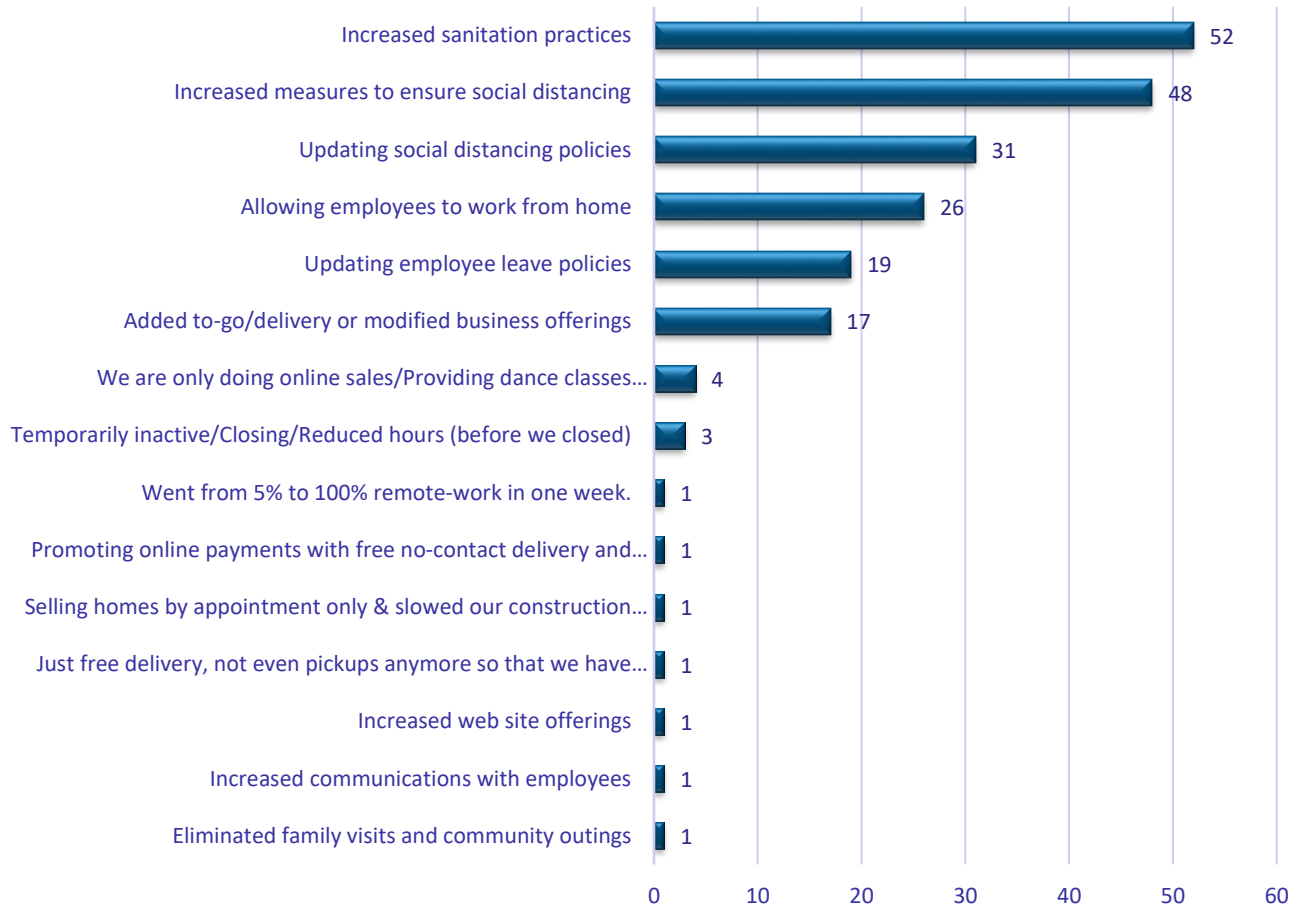
By contrast, forty percent can be described as severely impacted. With just over one quarter of businesses (27%) identifying as having to lay off or furlough more than fifty percent of the firms’ total workforce since March 1st, compared to 10 percent having to let go of 31% to 50% and 3 percent having to let go of 11% to 30%.

Just under 10 percent can be described as having a mild level of impact in having to lay off or furlough 1% to 10% of the firms’ total workforce in the past forty days.

“Forty percent of business are notably impacted in having to lay off or furlough from 11% to over 50% of their total workforce since March 1st”

3. How Businesses are Adapting to the Impact of COVID-19

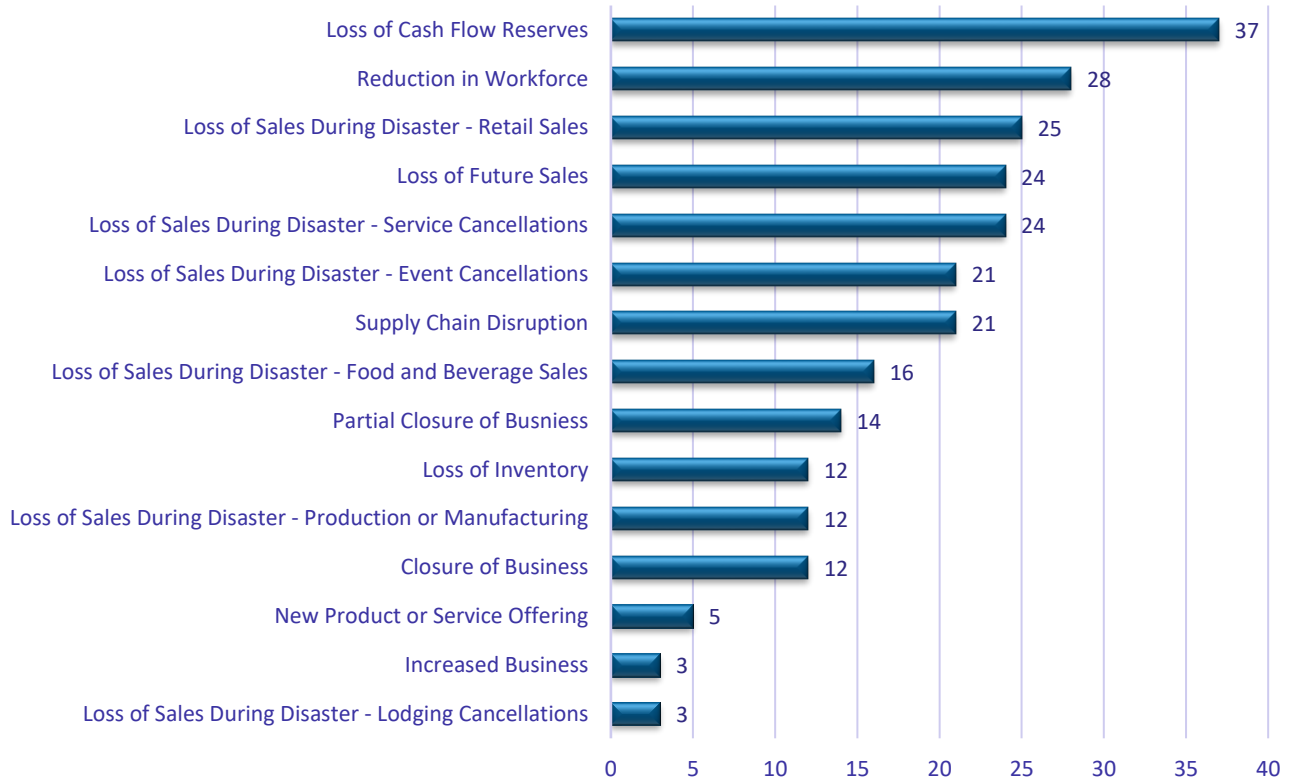
3.1 Measures taken by business to adapt to COVID-19



The results chart help to illustrate the weighting towards short-term, responsive measures taken to deal with COVID-19 related restrictions on businesses’ ability to engage with customers on a face-to-face basis.

Separately, the results shed some light on a small number of businesses that are able to take a more innovative response to COVID-19 related restrictions by implementing new modes of delivery and internal work practices enabled by digital technology.

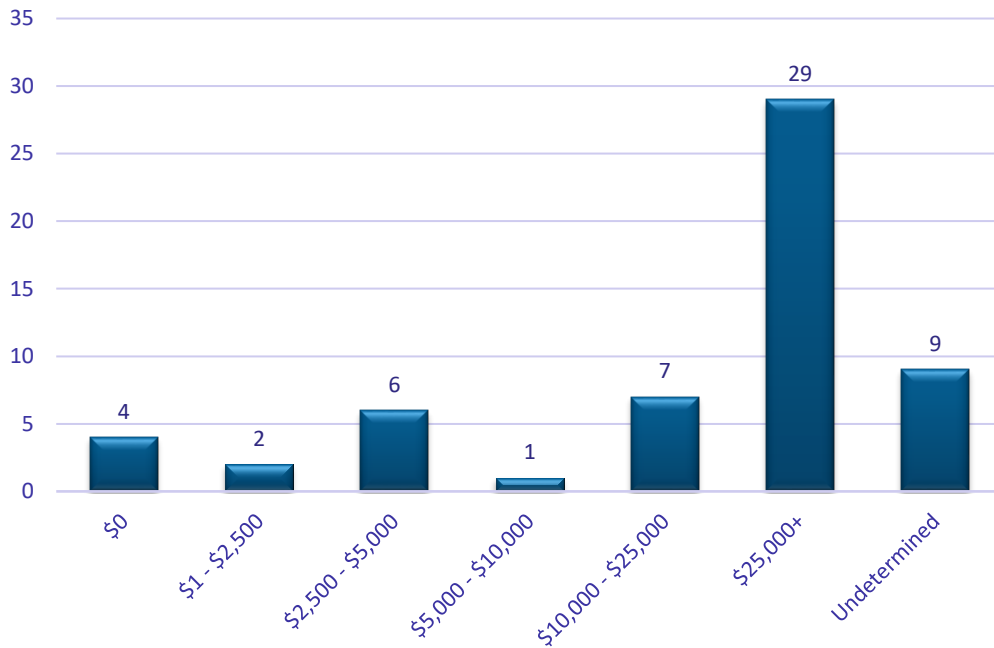
3.2 Type of economic impact are business currently experiencing



The data shows a broad range of economic impacts affecting businesses, including:

- Thirty-seven of fifty-nine (63%) identify ‘Loss of Cash Flow Reserves.’
- Twenty-eight (47%) identify ‘Reduction in Workforce.’
- Twenty-five (42%) identify a ‘Loss of Retail Sales’ during the disaster.
- Twenty-four (41%) identify either a ‘Loss of Sales’ due to service cancellations compared to 36% reporting sales loss due to event cancellations.
- Twenty-four (41%) identify a ‘Loss of Future Sales.’
- Twenty-one (36%) identify ‘Supply Chain Disruption’ with 20% also reporting ‘Loss of Inventory,’
- Just over a quarter, sixteen (27%) report ‘Loss of Food and Beverage Sales.’
- Fourteen (24%) identify ‘Partial Closure of Business’ compared to twelve (20%) reporting full ‘Closure of Business.’
- Only three companies (5%) identify ‘Increased Business.’

3.3 Total estimated loss of business revenue over the past 30 days



The data shows that the scale of economic impacts in local businesses cluster around the \$10,000 to \$25,000 plus level of impact for two-thirds of respondents, including:

- Twenty-nine of fifty-eight (50%) identifying losses of ‘\$25,000+.’
- Nine (16%) identifying an ‘losses of ‘\$10,000 to \$25,000’
- Seven (12%) identifying losses of ‘\$10,000 to \$25,000’
- Eight (13%) identifying an ‘Undetermined’ level of losses.
- Four (7%) identifying as having zero losses.

3.4 What kind of targeted assistance might be the most impactful

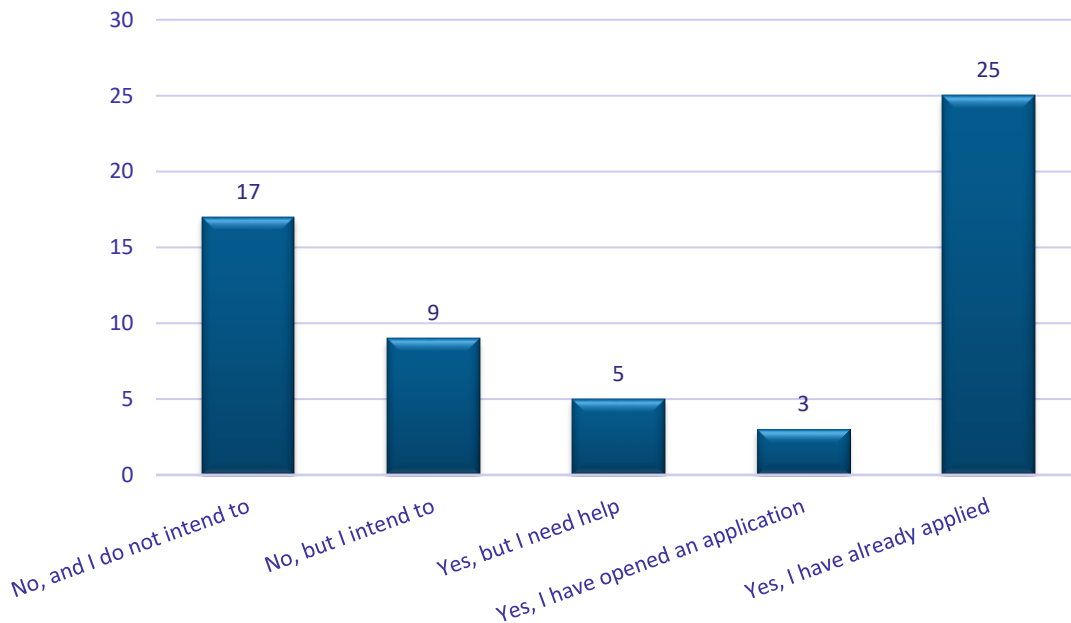
The survey indicates that businesses predominantly favor grants, specifically compared to three other options:

- Forty-four of fifty-nine (75%) identify grants as most impactful.
- Thirty-four (58%) identify loan programs as an impactful option.
- Nineteen (32%) identify ‘Employee Resources.’
- Thirteen (22%) identify ‘General Information.’

What kind of targeted assistance might be the most impactful



3.5 Application status for an SBA Economic Injury Disaster Loan



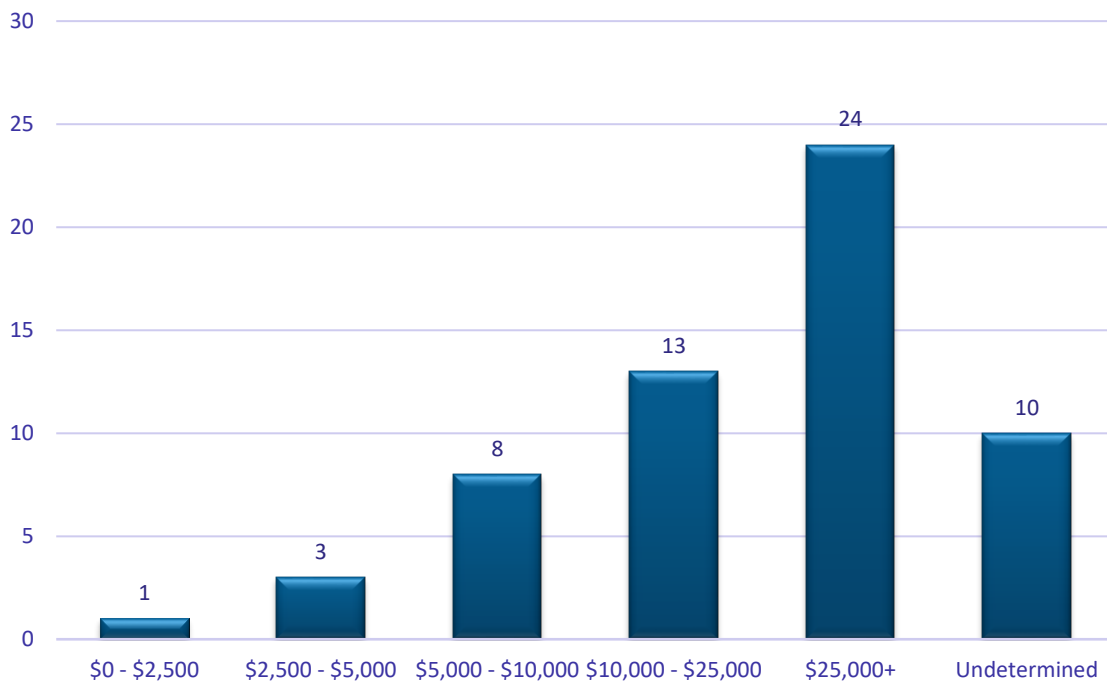
The survey indicates that the majority of businesses (60%) intending to apply for a SBA Economic Injury Disaster Loan have already done so, while 40% have yet to do so. Seventeen of fifty-nine (27%) do not intend to apply for SBA-related assistance.

3.6 When was the last time you connected with the Small Business Development Center (SBDC)?

When was the last time you connected with the SBDC?	Count	Percent
1 - 30 days	13	22%
30 - 60 days	2	3%
60+ days	10	17%
Never	34	58%
Grand Total	59	100%

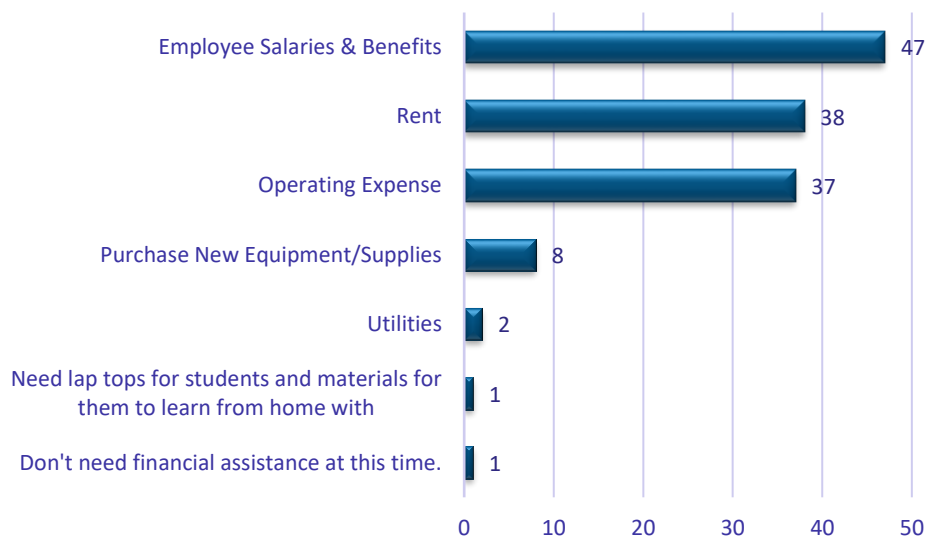
Despite the current COVID-19 crisis, the survey indicates that the majority of businesses (75%) have not contacted their SBDC team in the last 60 days or ever. The results indicate that a significant number of businesses are navigating the Disaster Loan process without recourse to the SBA.

3.7 What is the minimum loan/grant amount that would be useful to your business?



Almost two-thirds of firms (63%) are seeking a minimum loan package of \$10,000 to \$25,000 plus, compared to 19% seeking \$2,500 to \$10,000 while 17% don't know.

3.8 What businesses would use the loan/grant to pay for?



Survey results show that businesses would primarily use the funds to pay the basic monthly overhead costs such as employee salaries, building rents, and operating expenses:

- Forty-seven of fifty-nine (80%) would pay for ‘Employee Salaries & Benefits.’
- Thirty-eight (64%) would use the funds to help pay ‘Rent.’
- Thirty-seven (63%) would help pay for ‘Operating Expenses.’

4. In businesses' own words

4.1 How else is COVID-19 currently impacting your business?

How else is COVID-19 currently impacting your business?

As mentioned in question #18 above, our store concept is unique, in that we do not have "employees." Instead, we have paying artist-vendors who rent space in our store, and we help them sell their things. They cannot afford to pay rent for a closed store, and their space rental funds pay for the rent and utilities in our building. If we have rent and utilities coverage, then we can pass those savings down to our artist-vendors. That can help them all hang on thru the closure period, and help us be ready as a team to open fully functional in the end.

Being closed is the hardest part. Even though I have an online store, people only use it to browse not purchase from.

Closed for 3 weeks, then re-opened for carry outs. Only able to employ 2 people currently. Still losing money daily.

Construction industry. Slowing of traffic and sales.

Customers and Employees are just scared.

Hit at worst possible time as spring approached.

Huge loss of customers.

Impact will be primarily increased salary expense to cover for staff not coming in.

Local traffic is non-existent. I currently rely on virtual services. It was my normal to work directly with community members & businesses.

Our customers are running out of money.

Overbearing/not well thought out regulatory restrictions decreased consumer spending/confidence.

Really hard to forecast the near future.

Reduced demands for energy are the biggest hit on J&B at this time.

We are continuing to pay all employees thru April 17th and then we will re-visit - some are working and some are not - they all are getting paid for at least 2 weeks.

We are in construction. Very difficult to get PPE supplies to help keep employees safe and working. The fear news outlets give makes us have to daily explain and review CDC guidelines with employees.

We did not have enough essential workers to justify being open.

We have had to lockdown our farm, so potential business partners and customers can't inspect our facilities and that is very detrimental to business.

We need to get the economy opened back up. How about having everyone with 3 or more conditions stay home, everyone else, return to work.

We were open for 2 weeks before we decided to close because of the virus. It has severely impacted our ability to create revenue till we can reopen.

With the stay-at-home order, apparently lingering at least until the end of April, my temporarily closed business will be devastated. Sales generated from the store are our only income source. We're a self-funded business so if it doesn't come in via sales, there's nothing to go out for expenses. If it doesn't end by May (when my lease is up for renewal), I don't see me continuing on. My husband died unexpectedly 2 months ago & without his income, I don't see how I can afford to continue living in Colorado.

Working just as hard for so much less in sales. Trying to keep cash flow going as long as we can.

Grand Total: 20 responses

4.2 What public policy solutions do you need to better navigate through this challenging time?

Policy solutions to better navigate through this challenge

Don't know what public policy is going to be able to do for this.

Enforcement of existing mandates.

I do not know.

I do not see that much will change in the near future. It is imperative that people follow the stay @ home guidelines. I will remain available virtually through this time period & expand my services with non-direct methods to comply. Loans to small business are essential. I have built my business over 15 years & want to keep it functioning & part of the community for several more.

I'd like to see a little more staffing at SBA... I'm still waiting on a call-back.

If we can have restrictions eased off enough to allow for COVID-19-Conscious policies, many stores like ours can help ourselves stay alive. For example, if the local, state and Federal government can help promote the strict use of "no-contact" delivery and front-of-store pickup transactions, with online payments made, it would be a tremendous help. Eateries and other "essential" businesses are already doing things like this, and non-essential businesses can do the same. They just need the encouragement and legal support to be able to do it. Shoppers WANT to support all small businesses, essential and non-essential. We just need to provide a safe avenue for all businesses to be able to do this, too, and we can help ourselves more, and require less financial aid to survive.

I'm not sure. I'm waiting for 1st Bank to get their program up & running so that I can apply for the SBA through them. I have no real understanding what my options are.

None identified.

Not having forced shut downs and closures.

Open up the economy again CARES act will be helpful but not sure how we pay for it all.

Optimism from state and local officials instead of the world is ending rhetoric. We will get through this. They need to keep a grounded perspective and downplay fears.

Redistribution of money for special projects to helping the restaurant and retail business.

Rent help, I know landlords are also suffering but it falls to the small business to the point of we will have to shut down completely.

Slowing for local deliveries or curbside pickup during mandatory shut downs.

Such a complex problem, hard to know other than a better, more aggressive, earlier response on testing.

Tax deferments are helpful. Difficult situation. I hope there is support from community for local business. Amazon and Wal-Mart have taken over.

Unknown.

We need business opened back up.

We need to get the economy opened back up.

Grand Total: 18 responses

4.3 What future business impacts do you anticipate?

What future business impacts do you anticipate?

Again, loss of income for very long <> devastating blow to continued business prospect.

As a store that's only been open for 2 years, we have been set back in terms of developing our reputation in the community. We've already lost 5 of 40+ vendors who couldn't hang on at all while the store is closed. We'll lose more as each month passes, if we don't receive aid, fast. If we still exist at the end of this proverbial tunnel, we may be limping with only a half of a store of artist-vendors still with us. With rent and utilities aid, we can probably retain all of our artist-vendors, so that we can be at full capacity when we are permitted to reopen.

Continued closure and loss of revenue until this is over.

Decreased consumer confidence/spending.

Do not anticipate any future impact at this time. This could change depending on state policies & funding.

Hoping not to close my doors if this goes on to long.

I anticipate my current services to continue to be productive with clients and connections I have made. Some of my services rely on direct consultation with the client & meetings, which are limited now. Some of these are my main source of income.

I expect the city's economy to have a negative impact of people who are able to afford our services for the next year or so.

I wish I knew. We are in very new territory here. Our business was formed in 2018 and in January, we brought on four full-time employees.

If businesses cannot open up soon, it collapse the entire economy.

I'm hoping for more of a positive impact. That we will see a rise in sales when we open back up, but it all depends on the economy.

Increased business.

It has killed our wholesale business.

It will be like starting over. The loss of funds is so scary.

It will take months to regain our momentum and customer base.

Less sales/revenue.

Less work until the economy recovers.

Lower sales, close down, bankruptcy.

People may be slow to open pocketbooks for a while. Less spending overall.

Potential 20-70% reduction in workforce in May - July. Loss of sales for contractors in March - June will lead to drops in construction projects in May - July.

Recapping our preschool clients.

Slow recovery.

Slowdown of construction equipment sales. Some slowdown in AG equipment sales.

Slowing of sales.

Some cancellation of home sales and a general slowdown in home sales.

The onset of a total Economic depression. I personally feel it's actually were we're heading.

We are concerned that the market will slow and we will slide into a recession. We are still ok right now but are very concerned about what the next two months hold. Our industry is very time sensitive and coming out of winter is when we need a fruitful spring to replenish cash reserves.

Without grants (not loans) we will be lucky to recover over the next several years.

Grand Total: 27 responses

4.4 What resources and support do you anticipate needing in the future? (Related to COVID-19 economic response and recovery)

What resources and support do you anticipate needing in the future?

Bulk PPE including hand sanitizing supplies for 40+ employees. Revenue or loans to cover FMLA costs. Local government needs to streamline all processes and cut red tape delays in approving new projects.

For the Hemp industry, I feel more investing in end user production is where money needs to be invested. While we can make a plastic bottle from hemp and it biodegrades in about 8 months or so. There isn't anyone who's actually tooled and died to manufacture them on a commercial bases. Right now there's far too much supply and little demand. So we really need more buyers. And that is a whole another subject for discussion, i.e. some way to connect buyers with farmers. Todd Reed, ATS

Grants to get through being able to work again plus time to recoup. SBA is the only help that I understand I have to expect help from.

Grants to help out.

I don't know. Still at a loss

I intend to apply for financial assistance with rent & utilities.

I'm not sure at this time.

It would be helpful for government to allow private industry to take on contract work traditionally held by government jobs until the market recovers.

I've already checked with my bank and I don't meet the requirements for the payback loans. I'm not going to take out a loan I need to payback as I've never had a loan in all the years I've been open and if that means closing my doors that's the step I'll need to take.

Loans or grant to support rehiring & reopening my business that was only open for 2 weeks before we closed.

Mostly economic resources.

None at this time.

Open up the economy again.

Operating loan.

Opportunity to continue.

Recapping payroll for my employees, without any tuition coming in.

Testing! If I had tests and could clear my team of the virus, I could put more of my team to work. As it is, we had to divide our workforce into two teams and move one of the teams into non-productive self-isolation to "wait out" the incubation period. This is really inefficient.

Unknown

We just need funds to keep our bills paid, and possibly some assistance with advertising once we're reopened again. The advertising piece might be covered by the city developing a program whereby they permit all interested SMALL businesses to submit some sort of reasonably-sized ad. Then this special publication can be mailed to all area home owners and apartment renters some time right after everyone is re-opened. Such a publication can be covered by the city, as part of a "Shop And Support Small Businesses" campaign.

We will need creative methods to help control expenses.

Grand Total: 20 responses

Business Retention & Expansion

Benjamin Snow, EHH Director

Bryan Pederson, Economic Development Coordinator

May 26, 2020



Business Retention & Expansion (BR&E)

- Background on BR&E programs
- Building the EHH Team
- Overview of our new CRM Tool
- 'Classic' BRE visits we conducted last winter
- Additional visits/connections we made in response to COVID-19
- Tonight's focus will be on the initial set of visits





Manufacturing

- 80% experiencing positive growth
- 56% were utilizing other Greeley businesses as part of their supply chain
- 68% indicated that attracting qualified talent is a challenge
- 27% could presently expand, but are limited to their current footprint due to lack of industrial real estate.



Construction

- 31% higher industry concentration than the national average. Projected to be one of Greeley's fastest growing industries over the next ten years
- 75% of Construction firms are experiencing positive growth
- 67% indicated attracting qualified talent is a challenge
- 42% struggle with high employee turnover



Energy

- Over ten times the number of energy companies compared to the national average
- 83% of Energy companies indicated that Greeley is the perfect location
- 92% said that Senate Bill 181 has drastically slowed operations
- 75% are reallocating workforce and drilling operations to other regions/states



Health Care

- Projected to be Greeley's fastest growing industry during the next five years
- 79% are experiencing positive growth with 29% recruiting health care talent from the programs at Aims and UNC
- 79% indicated that attracting qualified talent is a challenge
- 42% indicated stiff industry competition for workforce



Education

- 12% higher industry concentration than the national average
- 85% of institutions were experiencing enrollment growth
- 69% having a difficult time attracting and retaining qualified talent
- 46% regularly losing talent to other regions and school districts where pay is higher.



Other Sectors

- Composed of various Professional & Business Services firms
- 82% regularly recruit talent from Aims and UNC
- 73% have difficulties finding qualified talent



Contact Us!

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970-473-5848

Comments & Questions



Worksession Agenda Summary

May 26, 2020

Agenda Item Number 7

Robert Miller, Interim Finance Director, 350-9735

Title:

April Financial Report

Background:

The attached April Monthly Financial Report, which provides the revenue and expenditure for the first four months of 2020, contains details on major revenue streams and expenditures by fund and overall City performance.

In April, the City Council was presented with the following possible General Fund revenue reduction scenarios relative to the potential financial impact of the COVID-19 virus on City revenues.

	Estimated Loss in Millions	% Loss
Scenario A	- \$10.94	- 10%
Scenario B	- \$16.52	- 15%
Scenario C	- \$22.7	- 20%

With the collection and analysis of tax revenue generate during the month of March completed earlier this month, it represents the first month of data pertaining to direct impacts from the current economic COVID-19 related conditions. When compared to the revised projections and scenarios, the overall April results (March generated) are consistent with Scenario A – the most favorable revenue reduction scenario with the lowest financial impact to the City (approximately \$10 million loss). While the revenue data for revenue generated in March is positive, the revenue data for revenue generated in April will provide a better measure of the City's current and future financial condition. It is important to note that the scenarios involve a best case scenario of an economic recovery period of three-to-five years to generate revenues equal to a pre-COVID-19 level.

The City's reserves remain sufficient to meet reserve requirements and has the ability to adjust for unforeseen circumstances and may be an influence in service level reset discussions scheduled with the Council in June. The presentation will also provide a brief and high level overview of the service level reset discussions and its interrelationship with a number of other efforts.

Decision Options:

None at this time.

Attachments:

April Financial Report
PowerPoint

MONTHLY FINANCIAL REPORT

Youth Sports Complex

APPROXIMATE AREA OF
ACCESSIBLE/PROTECTIVE
LOOSE FILL MATERIAL BY OTHERS
(ENGINEERED WOOD FIBER SUGGESTED)
2881 SQ.FT.
THE SQUARE FOOTAGE CALCULATION
PROVIDED IS APPROXIMATE AND FOR
ESTIMATION PURPOSES ONLY. LANDSCAPE
STRUCTURES SHALL NOT BE HELD LIABLE
FOR ANY COSTS ASSOCIATED WITH
SURFACING BY OTHERS.
APPROXIMATE AREA OF
ACCESSIBLE/PROTECTIVE
LOOSE FILL MATERIAL BY OTHERS
(ENGINEERED WOOD FIBER SUGGESTED)
2881 SQ.FT.



2020
APRIL

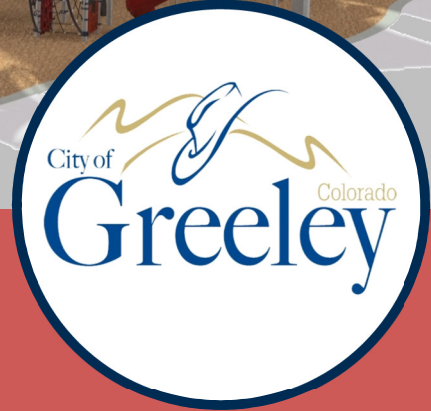


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BUDGET HIGHLIGHTS

Found below is a list of significant trends impacting the City's resources. The arrows on the far left column give a quick visual identifier for the current receipts and how these resources align with the prior year and budgeted expectations.

Operating

- ↑ ↑ **Food Tax** is above 2019 collections (10.7%), and above budgeted expectations (4.6%).
- ↓ ↓ **Sales Tax** is below 2019 collections (-4.1%), and below budgeted expectations (-7.8%).
- ↓ ↓ **General, Building & Auto Use Taxes** are below 2019 collections (-40.1%, -49.6%, -3.5% respectively), and below budgeted expectations (-13.8%, -15.5%, -12.5% respectively).

Capital

- ↓ **Development Impact Fees:** At the end of April, 2020, both permits and valuations have decreased from 2019. With current year permits totaling 73 compared to 97 in 2019, with \$43.2 million in valuation for this year compared to \$88.7 million in valuation for 2019. [Note: Development fees, although a helpful economic indicator, are not budgeted for comparison].

Utility

- ↑ ↑ **Rate Revenue:** Year-to-Date rate revenue for Water, Sewer and, Stormwater is above last year's totals (26.2%), and above budgeted expectations (3.3%). [Note: future months will demonstrate a more accurate budget comparison due to the cyclical timing of utility rates].
- ↓ ↓ **Impact Fees:** Total impact fees for Water, Sewer, and Stormwater are lower than 2019 (-36.7%), and below budgeted expectations (-94.3%). [Note: These fees are directly affected by the lower development fees as described above].

Observations

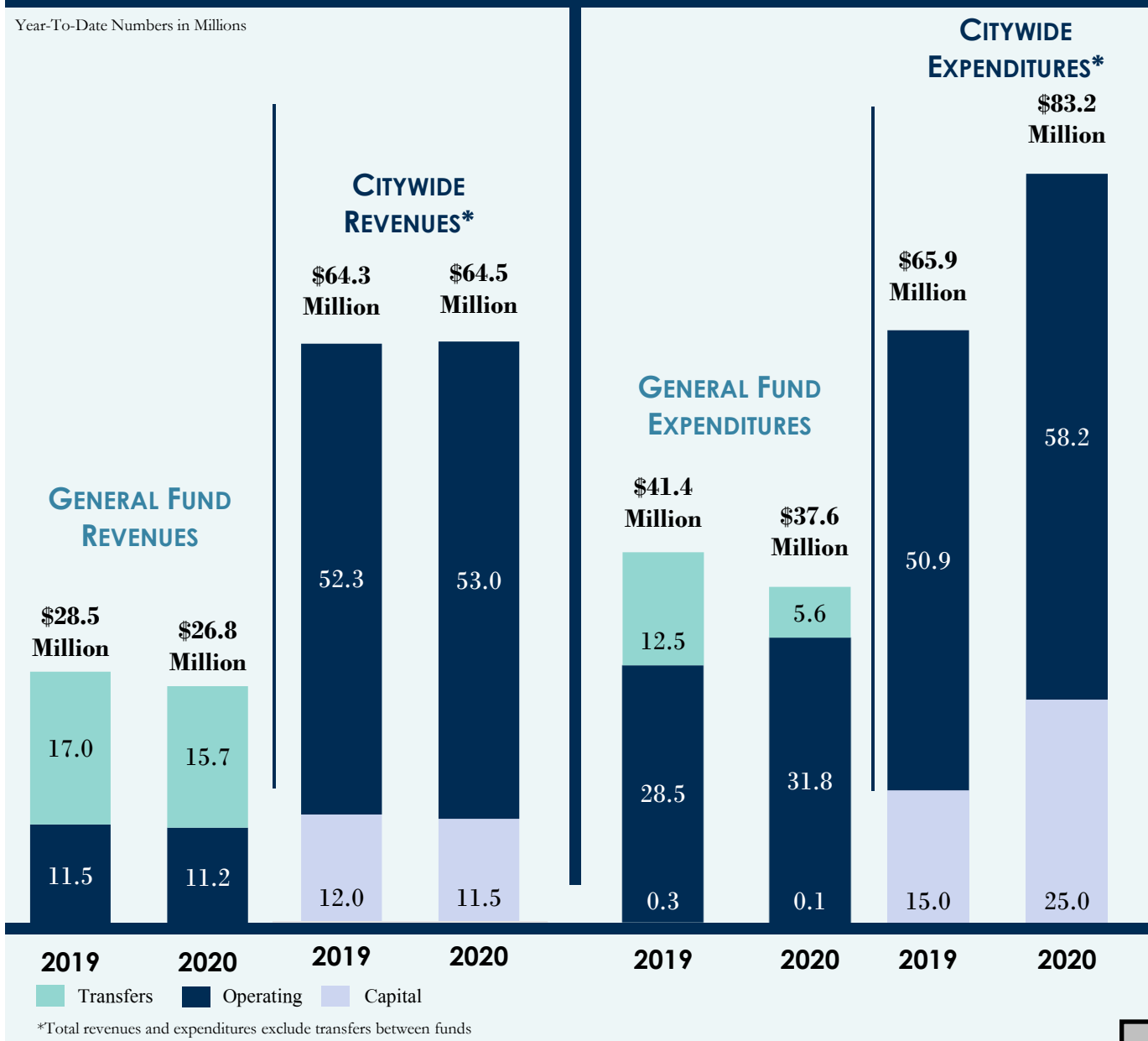
Although the City's financials have been impacted by current events, operating revenues are above last years totals (1.4%), and above budgeted expectations (2.9%). Operating expenditures are above the prior year (14.3%), and above budgeted expectations (5.1%). In light of current events, lodging tax, a key economic indicator, is below last year's revenues (-17.0%), and budgeted expectations (-6.6%). General merchandise sales tax collections only decreased slightly from 2019 (-1.2%) for the first three months of collections in 2020 [Note: sales tax is not budgeted at a sector level for comparison]. Funds from 2019 have been reserved to help with any unforeseen expenditures or continued economic impacts.

The Highlights Section on pages 3-6 provides a high-level overview of the quarterly financial report. This provides a quick synopsis of significant financial data concerning the City. On the corresponding pages following the highlights section, a comprehensive understanding of the City's financials is provided for additional detail.

Year-To-Date HIGHLIGHTS

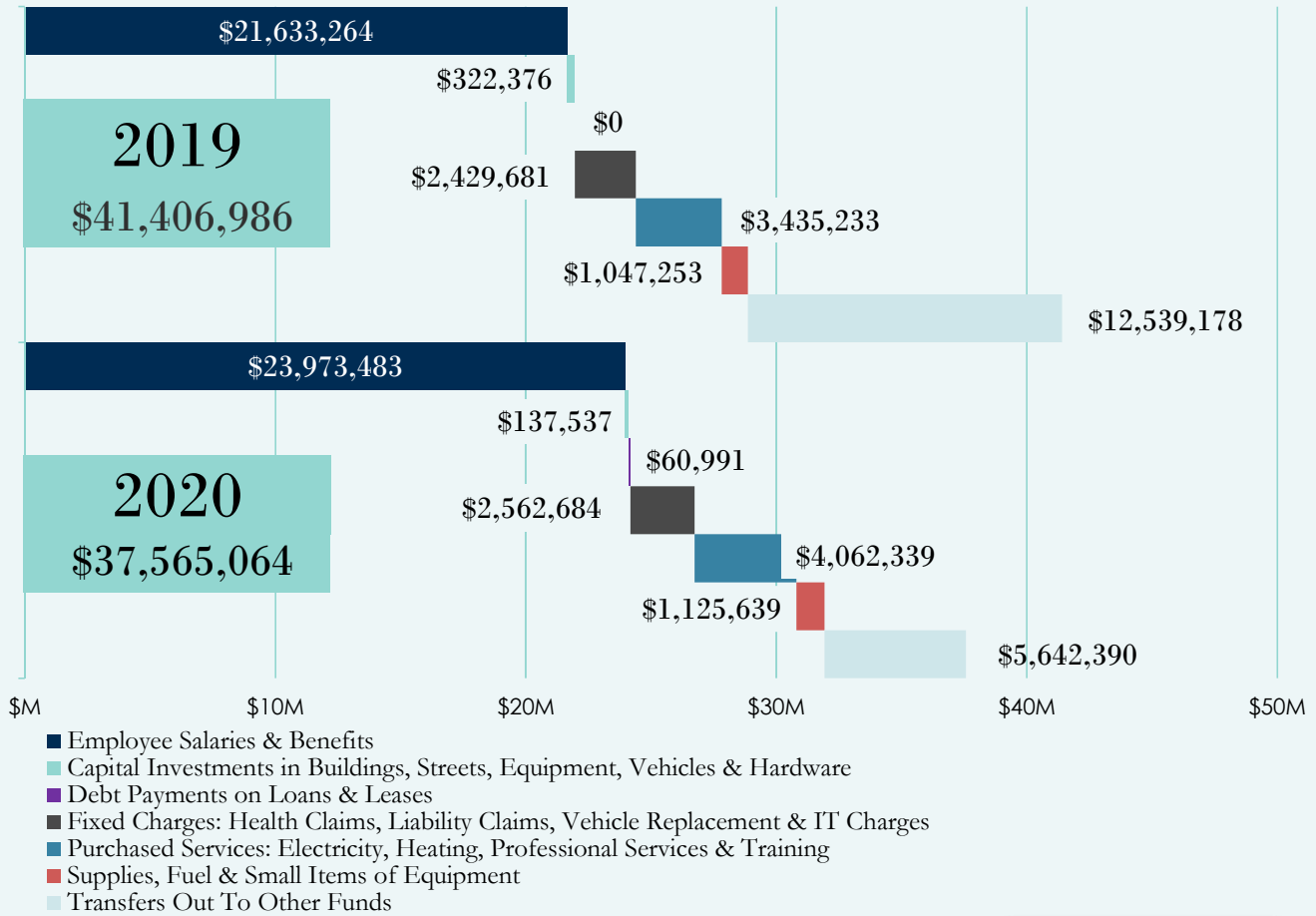
	YTD 2019	YTD 2020	%	Budget Variance
Sales Tax	\$16.12	\$15.47	-4.1% ▼	-7.8% ▼
Food Tax	1.87	2.07	10.7% ▲	4.6% ▲
Building Use	1.62	0.82	-49.6% ▼	-15.5% ▼
General Fund Revenues	28.45	26.84	-5.7% ▼	-3.1% ▼
General Fund Expenditures	41.41	37.57	-9.3% ▼	-19.4% ▼
Total Operating Revenue*	52.34	53.05	1.4% ▲	2.9% ▲
Total Operating Expenditures*	50.89	58.17	14.3% ▲	5.1% ▲

Year-To-Date Numbers in Millions



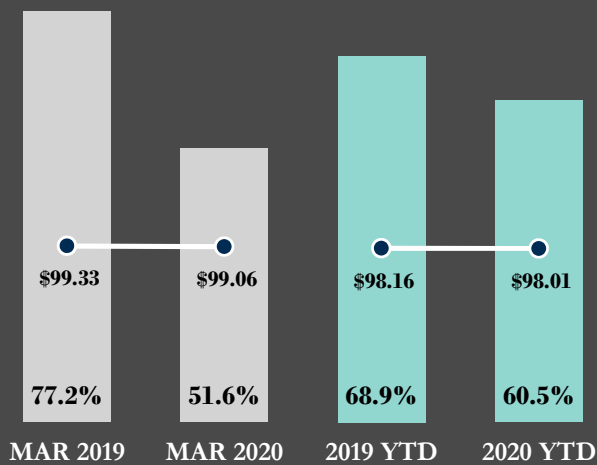
HIGHLIGHTS CONTINUED

GENERAL FUND EXPENDITURES YEAR - T O - D A T E



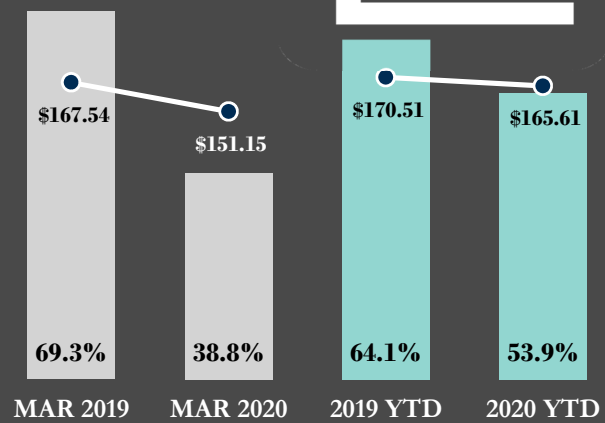
LODGING OCCUPANCY

GREELEY



Year-to-Date Includes Data Through: March, 2020

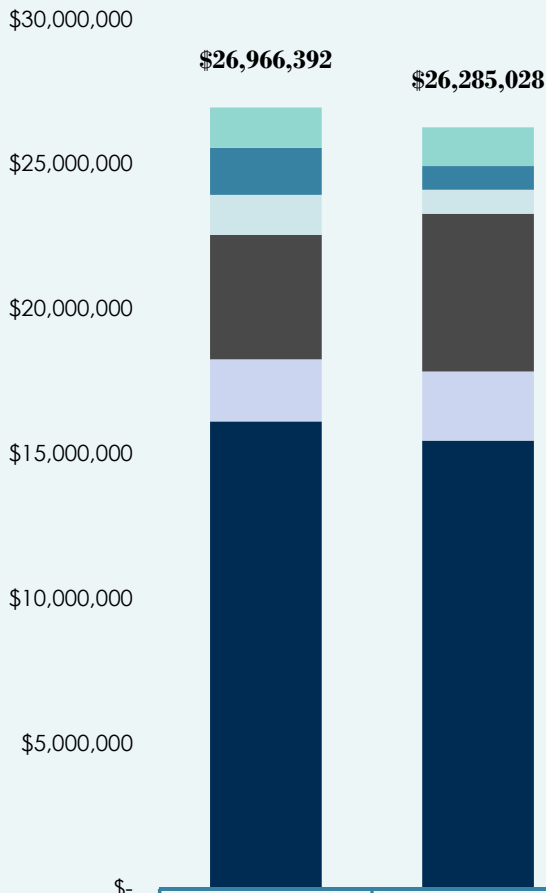
COLORADO



Occupancy % Average Daily Rate

HIGHLIGHTS CONTINUED

YEAR-TO-DATE TAX REVENUE



	2019 YTD	2020 YTD
Auto Use	\$1,383,748	\$1,335,952
Building Use	1,624,894	818,389
General Use	1,383,327	828,718
Property	4,298,564	5,454,414
Food	2,152,855	2,382,196
Sales	16,123,004	15,465,360
Total	\$26,966,392	\$26,285,028

SALES TAX

Three months of sales tax revenues have been collected. Sales tax accounts for 46.3% of the General Fund's total revenues. The General Fund's 2020 share of sales tax revenues totaled \$11.3 million (15.6%) of the 2020 annual budget estimate of \$52.5 million. 2020 budgeted General Fund sales tax revenue is 3.5% higher than 2019 actuals. Sales tax revenue designated for the General Fund has decreased by 4.0% (\$470,155) from the correlating period in 2019.

USE TAXES

Three months of auto and general use taxes and four months of building use tax have been received comprising 8.8% (\$10.0 million) of the General Fund revenue budget for 2020. General use tax revenue has decreased by 40.1% (\$404,814) as compared to 2019. The City levies a building use tax upon issuing a new building permit. Building use tax revenue has decreased by 49.3% (\$581,066) from 2019. Auto use tax revenue has decreased by 3.6% (\$35,920) from 2019.

FOOD TAX

Three months of food tax revenue has been collected. Greeley's food tax finances a capital maintenance program for the repair of streets, buildings, parks, and other capital assets. This year, food tax revenue has increased by 10.7% (\$198,851), and the City has collected \$2,065,488 (24.5%) of the 2020 budget estimate of \$8.4 million.

PROPERTY TAX

Three months of property taxes have been received with total year to date collections equating to \$5.4 Million. Total collections for 2020 have exceed 2019 by 26.9% (\$1,155,851).



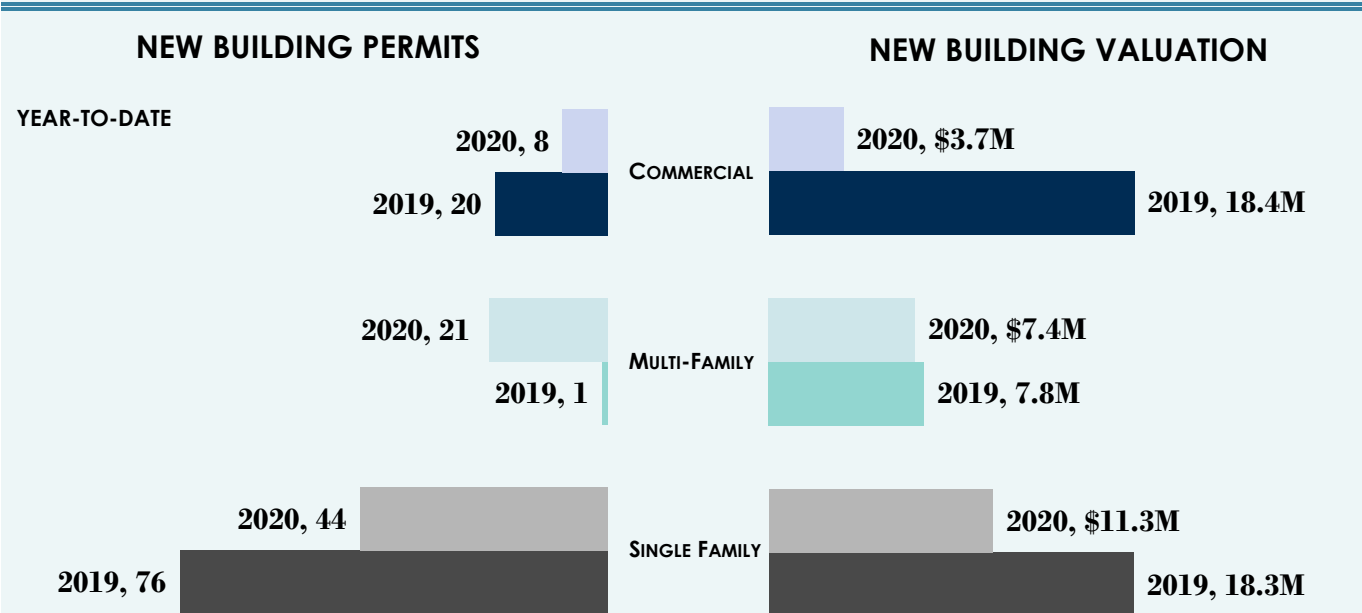
WATER & SEWER STATS*

	2019 YTD	2020 YTD	Variance YTD
Water Revenue (\$)	\$6.5 Million	\$7.4 Million	▲ \$906,813
Water Consumption (Million Gallons)	1,250	1,190	▼ (61)
Sewer Flow (Million Gallons)	838.6	857.4	▲ 18.8

*Water Reporting as of March 31, 2020; Sewer Reporting as of April 30, 2020

HIGHLIGHTS CONTINUED

NEW CONSTRUCTION BUILDING PERMITS: As of April 31, 2020, new single-family, multi-family, and commercial building permit valuations have totaled \$22.4 million, compared to \$44.5 million in 2019, a 49.8% decrease. This year 8 new commercial construction permits have been issued totaling \$3.7 million in valuation, compared to 20 permits in the correlating period from 2019 with a valuation of \$18.4 million.



SALES TAX SECTOR HIGHLIGHTS

	YTD 2019	YTD 2020	\$ Variance	% Variance
Dining Out	\$ 2,033,483	\$ 1,940,292	\$ (93,191)	-4.6%
Motor Vehicle and Parts Dealers	1,531,666	1,333,951	(197,715)	-12.9%
General Merchandise Stores	1,403,456	1,386,420	(17,036)	-1.2%

	Building Permits & Fees	Franchise Fees & Telephone Tax	Investment Interest	Lodging
2019 Year-To-Date	\$943,176	\$1,127,299	\$1,564,799	\$151,120
2020 Year-To-Date	441,804	920,845	1,405,372	125,483
Variance	▼ (501,371)	▼ (206,454)	▼ (159,426)	▼ (25,637)

THE FOLLOWING SECTIONS OUTLINE GREELEY'S MAJOR OPERATING FUNDS

GENERAL FUND

The monthly financial report examines the Fund's major revenue sources, expenditures, and overall trends; the report also utilizes historical data along with future projections.

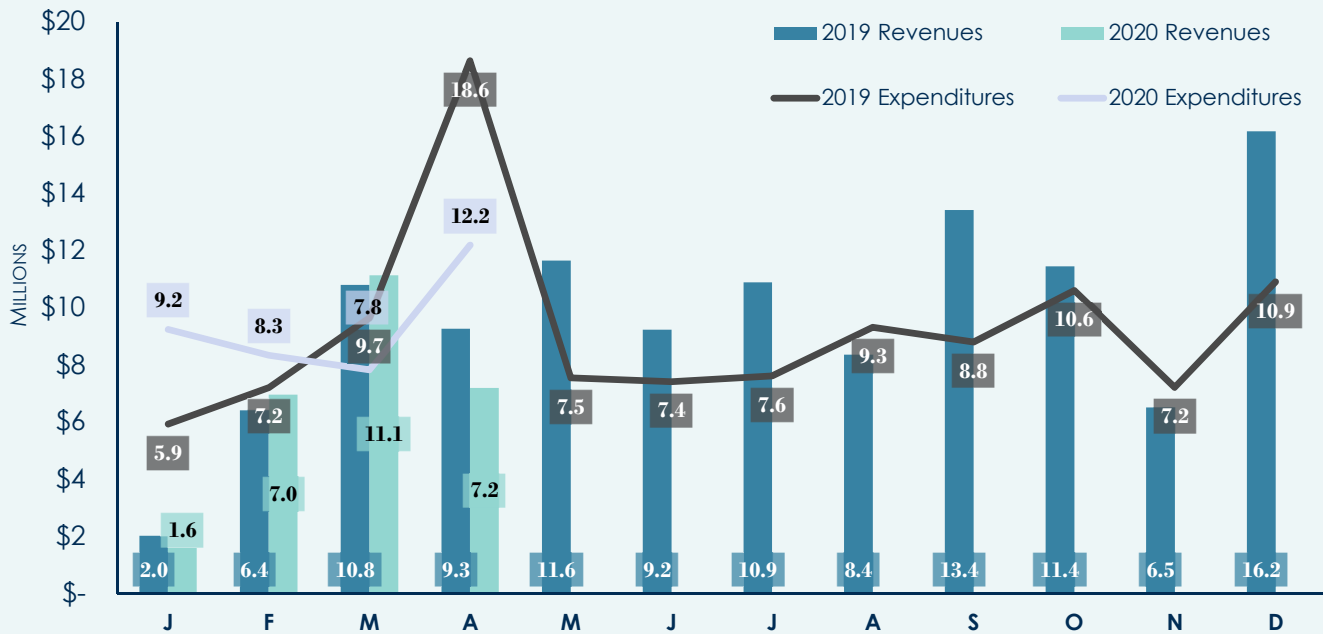
The General Fund consists of expenditures and resources associated with the City's services and operations. City revenues are collected primarily through various tax revenues (sales tax, food tax, property tax & use taxes). However, additional resources are also derived intergovernmental funds, franchise fees, transfers from other funds, fines, forfeits, service charges, licenses, permits, and additional sources. Expenditures within the general fund include employee benefits & salaries, capital investments (buildings, streets, equipment, vehicles & hardware), debt payments (loans & leases), fixed charges (health & liability claims, vehicle replacement, & IT charges, purchased services (electricity, heating, professional services & training), and other items (supplies, fuel & small items of equipment).

The City of Greeley's general fund has a total revenue budget of \$113,396,222 and an expenditure budget of \$121,967,262 for 2020.

The table below compares 2019 and 2020 actual and budgeted revenues and expenditures as of April 30, 2020

GENERAL FUND	2019 YTD	2020 YTD	2020 BUDGET	% of BUDGET
Beginning Fund Balance	\$ 32,644,158	\$ 38,717,529	\$ 38,717,529	
Revenue	28,453,158	26,835,172	113,396,222	23.7%
Expenditures	41,406,986	37,565,064	121,967,262	30.8%
Committed Fund Balance	5,947,561	3,311,089		
Ending Fund Balance	\$ 13,742,769	\$ 24,676,548	\$ 30,146,489	

The graph below compares 2020 expenditures and revenues, on a monthly basis, with the correlating data from 2019.



Additional detail regarding the City's financials can be found on the following pages

GENERAL FUND CONTINUED

REVENUES

Three months of payments have been received from the following revenue sources: franchise fees, sales tax, general use tax, lodging tax, and property tax. Four months of payments have been received for the following: building and planning permit fees, building use tax, and charges for interfund services.

General Fund Resource Comparisons

	2019 YTD	2020 YTD	\$ VARIANCE	% VARIANCE	2020 BUDGET	% of BUDGET
QUARTER 1	\$ 19,199,196	\$ 19,653,052	\$ 453,856	2.4%	-	-
QUARTER 2	9,253,962	7,182,120	(2,071,842)	-22.4%	-	-
April	9,253,962	7,182,120	(2,071,842)	-22.4%	-	-
GRAND TOTAL	\$ 28,453,158	\$ 26,835,172	\$ (1,617,986)	-5.7%	\$ 113,396,222	23.7%

The table above compares 2019 and 2020 actual revenues by period as of April 30, 2020

First Quarter Revenue Highlights:

§ Overall resources are within budgeted expectations for the first three months of 2020. Total revenues for the first quarter of 2020 are above the same period from 2019 by \$453,856 or 2.4%. Property taxes have increased compared to 2019. Building permits and filing fees are below last year's revenues. Oil Royalties slightly above the same period from last year.

April Revenue Highlights:

§ Property taxes increased by \$427,674 (72.1%) in April 2020 compared to April of 2019. In April of 2020, oil royalties decreased by \$284,235 (62.3%) compared to the same period in the prior year.

EXPENDITURES

The General Fund is used to provide basic municipal services such as police, fire, parks, culture, recreation, public works, community development, and general administration.

General Fund Expenditure Comparisons

	2019 YTD	2020 YTD	\$ VARIANCE	% VARIANCE	2020 BUDGET	% of BUDGET
QUARTER 1	\$ 22,774,255	\$ 25,381,303	\$ 2,607,048	11.4%	-	-
QUARTER 2	18,632,731	12,183,760	(6,448,970)	-34.6%	-	-
April	18,632,731	12,183,760	(6,448,970)	-34.6%	-	-
GRAND TOTAL	\$ 41,406,986	\$ 37,565,064	\$ (3,841,922)	-9.3%	\$ 121,967,262	30.8%

The table above compares 2019 and 2020 actual revenues by period as of April 30, 2020

First Quarter Expenditure Highlights:

§ Overall expenditures for 2020 in line with expectations. An increase in snow and ice removal for 2020, totaling \$383,420, account for an additional \$155,870 in expenditures. This results in a 68.5% increase from the \$227,550 snow and ice removal expenditures that occurred in 2019. Note: three payroll periods occurred in January of 2020, while three payroll periods occurred in March of 2019. Hence, there will be a fluctuation in expenditures between months.

PROPERTY TAX

The City levies property tax based on Weld County's biennial property value appraisal. The mill levy is currently set at 11.274 mill.

Three months of property tax revenue has been collected. During this time revenue has increased by 26.9% (\$1,155,851) from 2019 to 2020.

Property Tax

	2019 YTD	2020 YTD	\$ VARIANCE	% VARIANCE	2020 BUDGET	% of BUDGET
1st Quarter	\$ 3,705,459	\$ 4,433,636	\$ 728,177	19.7%	-	-
2nd Quarter	593,104	1,020,778	427,674	72.1%	-	-
April	593,104	1,020,778	427,674	72.1%	-	-
Total	\$ 4,298,564	\$ 5,454,414	\$ 1,155,851	26.9%	\$ 15,242,667	35.8%



The table to the right shows the anticipated property tax revenue from the county assessor by category for 2020.

Source	Amount	%
Residential	\$ 6,895,319	44.5%
Commercial	5,031,033	32.5%
Industrial	592,355	3.8%
Mineral, Oil & Gas	2,153,739	13.9%
Other	570,221	5.3%
Total	\$ 15,242,667	100%

FRANCHISE FEES & TELEPHONE TAX

Electricity, natural gas utilities, and cable television providers pay franchise fees to the City for the use of a public right-of-way property. Telephone providers pay an occupation tax. Three months of telephone tax and franchise fees have been collected through cable, electric & natural gas revenues. Year-to-date collections for franchise and telephone tax have decreased by \$206,454 (18.3%) over the corresponding period from 2019.



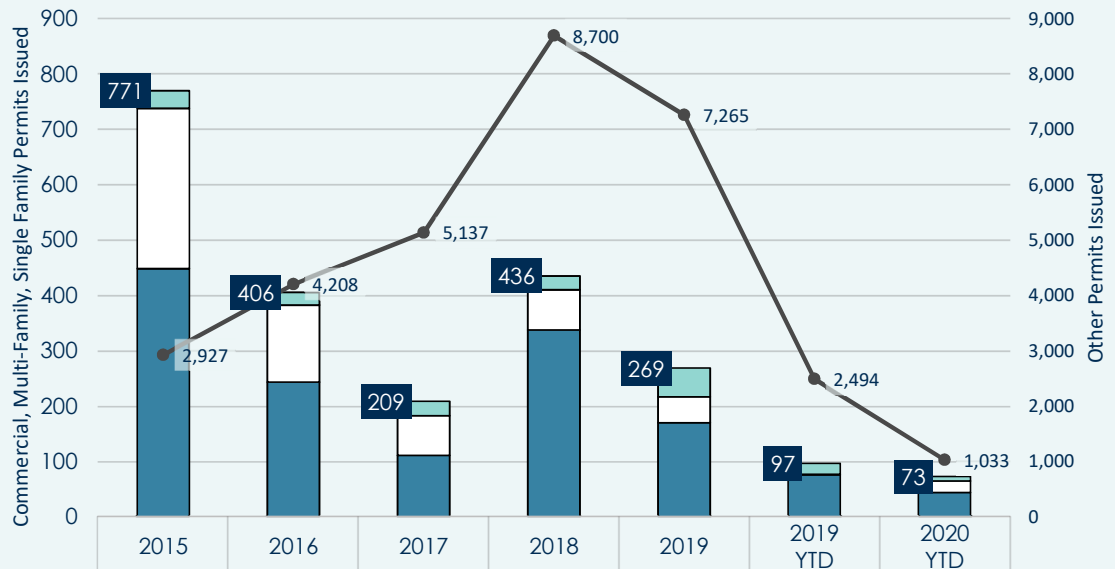
Franchise Fees & Telephone Tax

	2019 YTD	2020 YTD	\$ VARIANCE	% VARIANCE	2020 BUDGET	% of BUDGET
Cable	\$ -	\$ -	\$ -	-	\$ 1,016,732	0.0%
Electric	413,613	359,961	(53,651)	-13.0%	2,713,059	13.3%
Natural Gas	700,434	549,636	(150,798)	-21.5%	1,540,658	35.7%
Telephone	13,253	11,247	(2,005)	-15.1%	40,000	28.1%
Total	\$ 1,127,299	\$ 920,845	\$ (206,454)	-18.3%	\$ 5,310,449	17.3%

BUILDING PERMITS & FEES

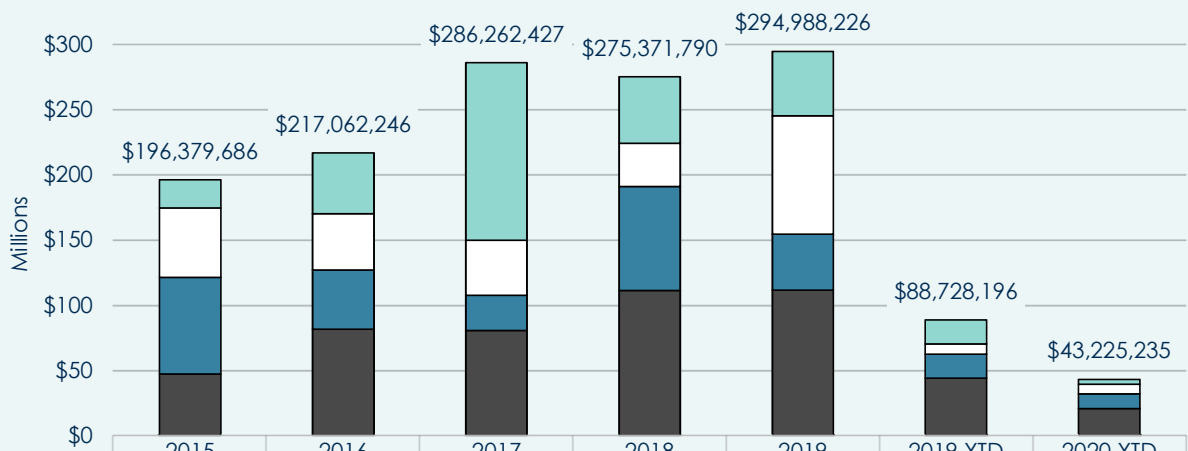
The following graph illustrates the number of permits issued for new commercial, single, and multi-family developments through April 31, 2020. Total new permits issued this year are behind the pace set in 2019, with total permits for 2020 (73) below the respective permits from 2019 (97). Valuations are also behind those of 2019 with total valuations for 2020 totaling \$43.2 million compared to \$88.7 million in the same period of 2019.

BUILDING PERMITS ISSUED: NEW CONSTRUCTION



	2015	2016	2017	2018	2019	2019 YTD	2020 YTD
New Commercial	32	23	26	25	52	20	8
New Multi-Family	290	139	72	73	47	1	21
New Single-Family	449	244	111	338	170	76	44
Total Excluding Other	771	406	209	436	269	97	73
Other Permits	2,927	4,208	5,137	8,700	7,265	2,494	1,033
Grand Total	3,698	4,614	5,346	9,136	7,534	2,591	1,106

BUILDING PERMIT VALUATIONS

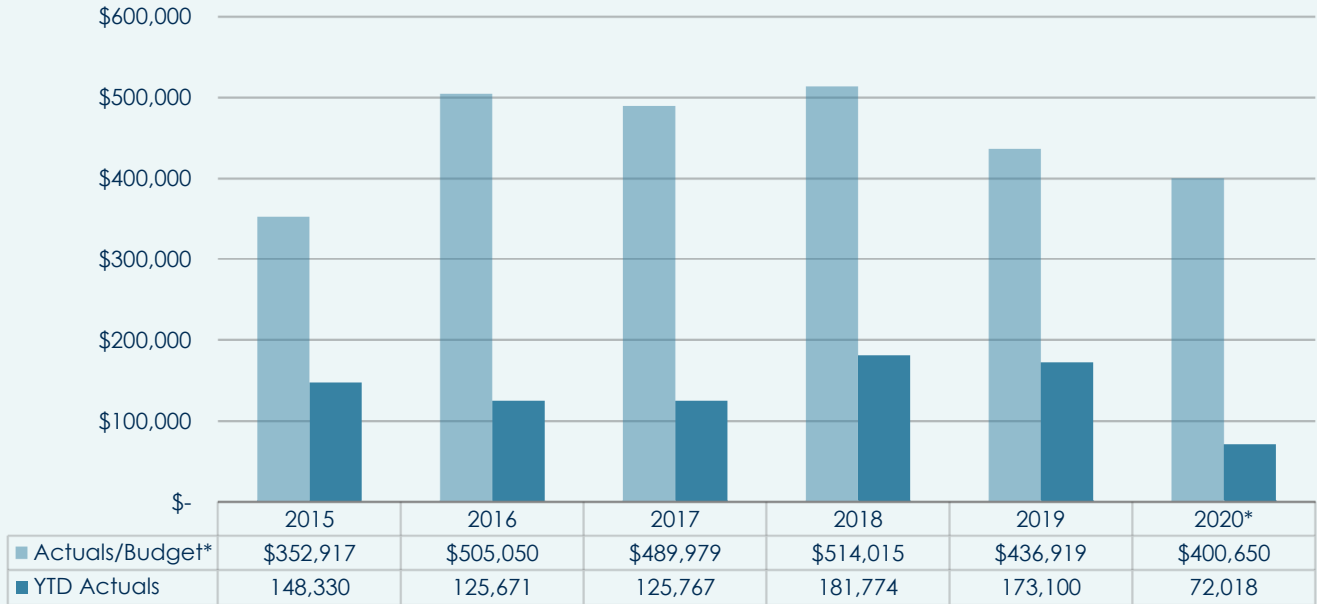


	2015	2016	2017	2018	2019	2019 YTD	2020 YTD
New Commercial	\$21,622,922	\$46,620,945	\$136,394,237	\$50,891,794	\$49,477,556	\$18,369,836	\$3,746,377
New Multi-Family	53,335,909	43,402,782	42,009,358	33,169,389	90,911,971	7,802,538	7,350,885
New Single-Family	74,046,922	45,308,198	27,142,816	79,816,404	42,927,644	18,327,266	11,263,455
Other Permits	47,373,933	81,730,321	80,716,016	111,494,203	111,671,055	44,228,556	20,864,518
Total	\$196,379,686	\$217,062,246	\$286,262,427	\$275,371,790	\$294,988,226	\$88,728,196	\$43,225,235

BUILDING PERMITS AND FEES

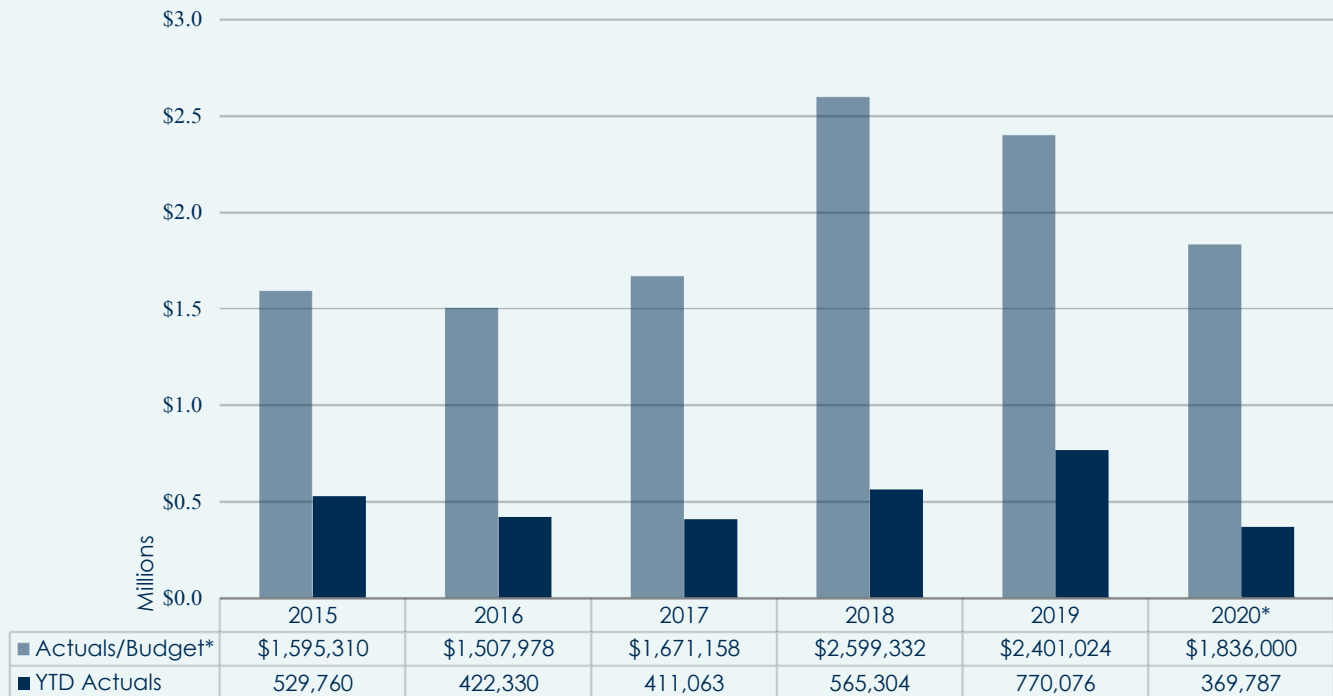
PLANNING FEES

Four months of building and planning permit fees have been collected on new commercial, industrial, and residential renovation and construction projects. Plan filing and check fee revenues have decreased by 58.4% (\$101,082) from 2019 to 2020.



BUILDING PERMIT REVENUE

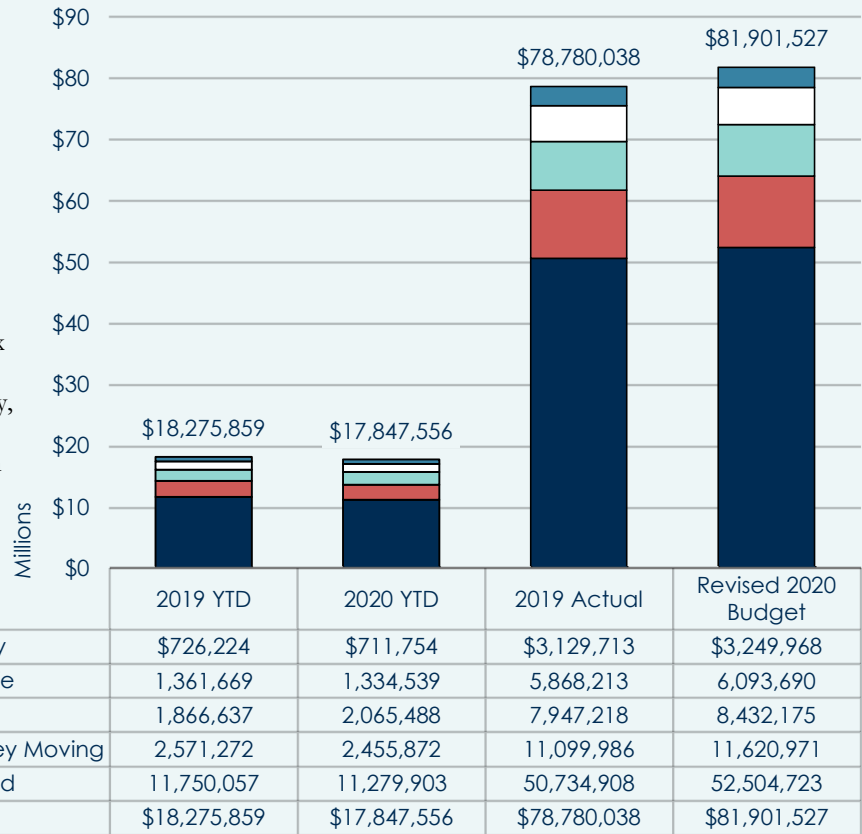
Four months of building permit revenues have been collected. During this period revenues have decreased at a rate of 52.0% (\$400,289) from the corresponding period in 2019.



SALES TAX

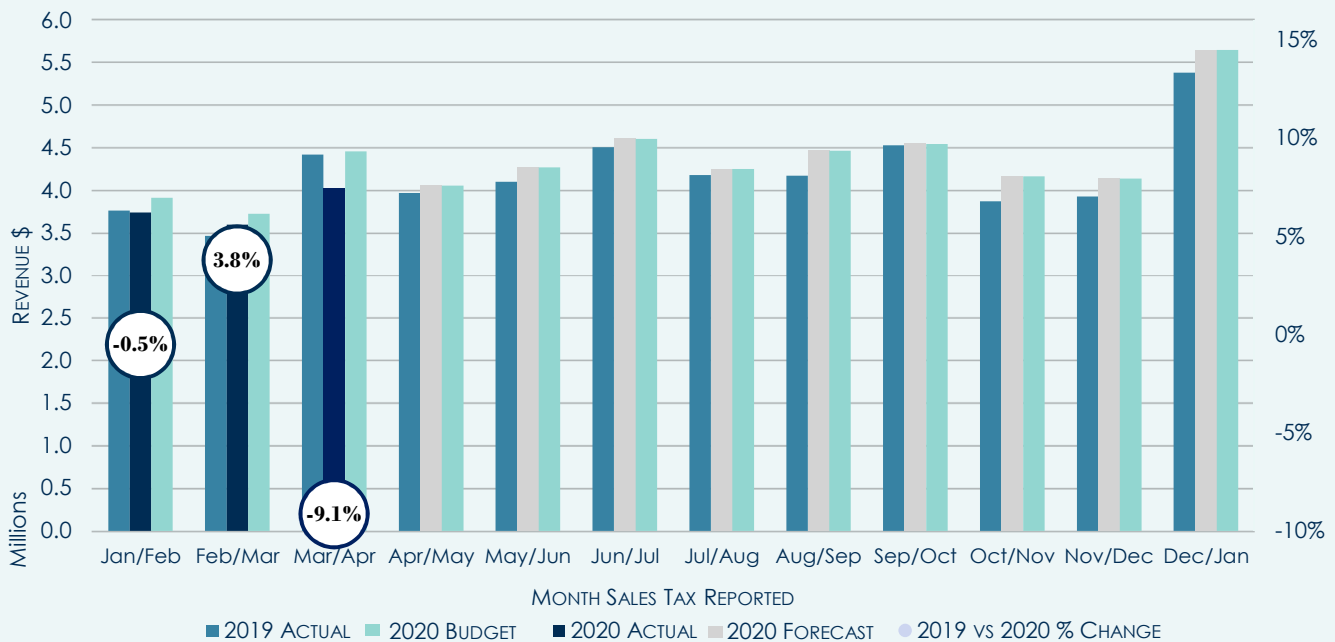
The City collects sales tax on the retail sale of various goods and commodities at a rate of 4.11%; the State's sales tax rate is 2.9%. City sales tax revenue is distributed to the Public Safety Fund (0.16%), Quality of Life Fund (0.30%), General Fund (3.0%) and Keep Greeley Moving (0.65%).

The graph to the right illustrates the sales tax revenue distribution for five different funds before debt payments: General, Public Safety, Quality of Life, Food, and Keep Greeley Moving. Intergovernmental agreements with Evans and Windsor also affect fund distribution.



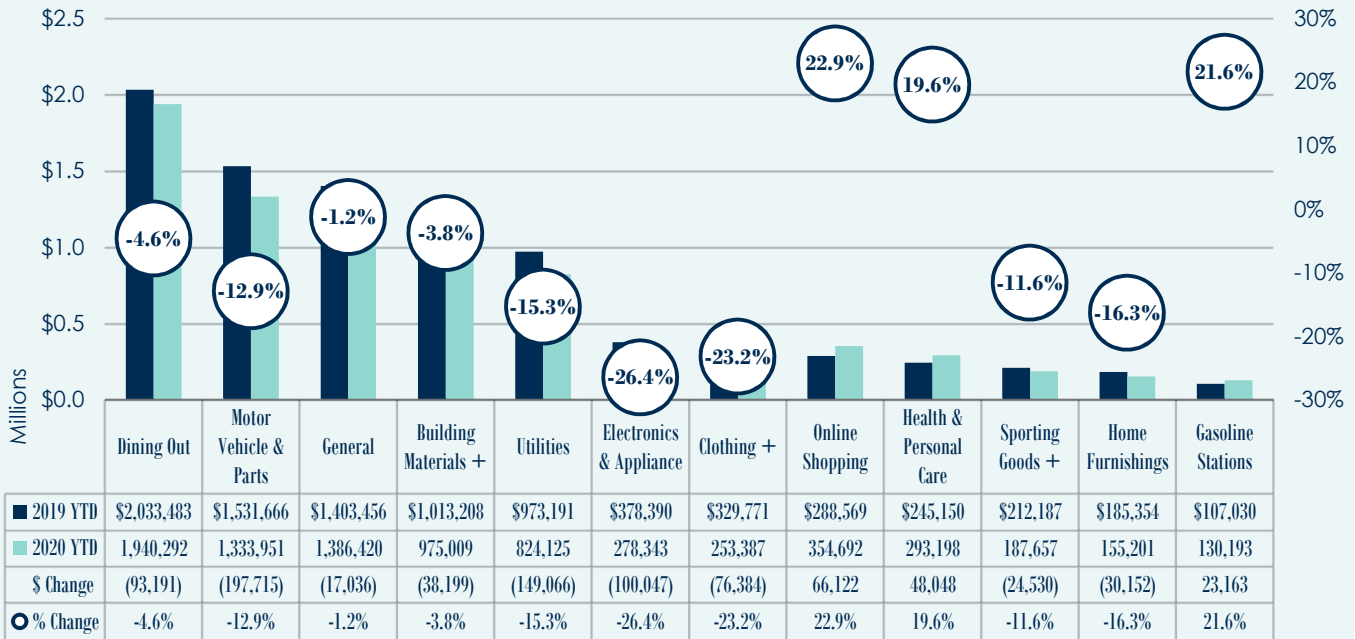
SALES TAX ONLY: GENERAL FUND SHARE (AFTER ADJUSTMENTS)

Sales tax revenues have been collected for three months in 2020. General Fund sales tax revenue is originally budgeted at 4.3% above 2019 revenue. The graph above is a summary of the General Fund share of sales tax by month and includes three months of 2020 actuals and a nine month forecast. The percentage change shows the change from the same month in the previous year.



SALES TAX CONTINUED

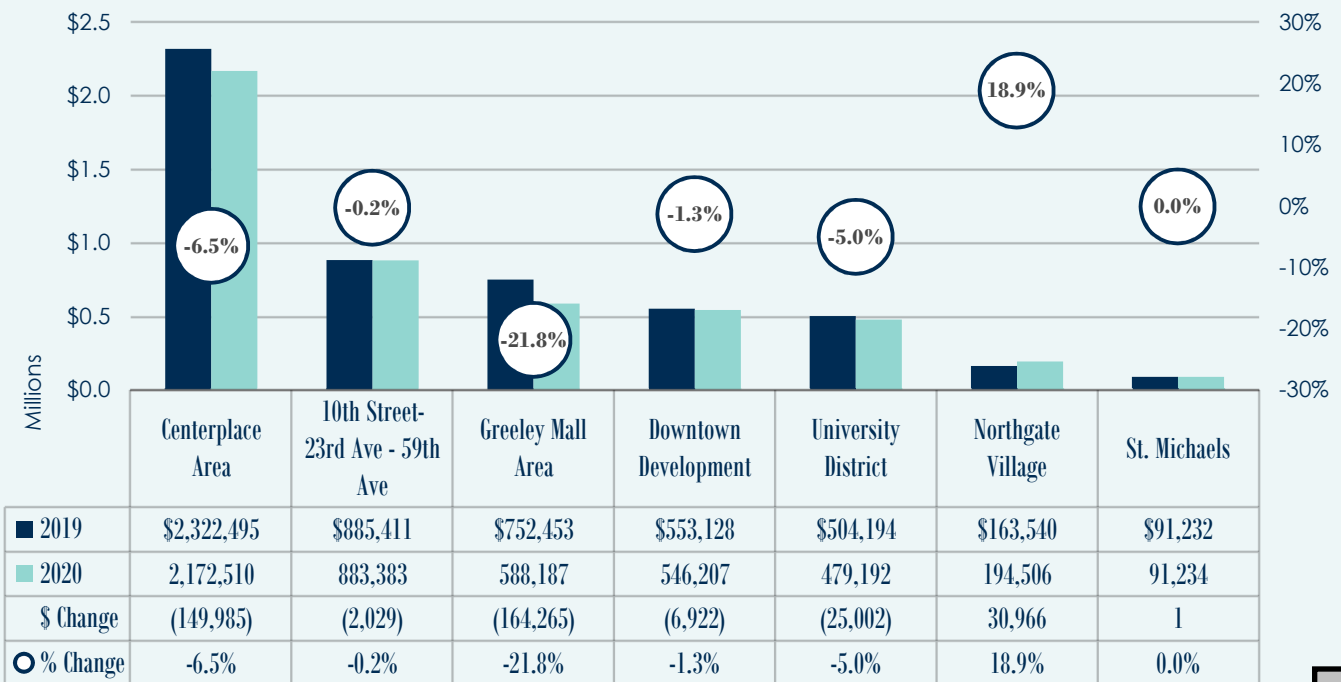
The North American Industry Classification System (NAICS) is used to categorize sales tax revenue by industry. The graph below compares sales tax revenue by select industries for 2019 and 2020. Adjustments have been made below to account for late payments. Online Shopping had the largest percent and dollar increase from the prior year, 22.9% and \$66,122 respectively. Dining out continued to be the largest sales tax revenue source totalling \$1.9 million in collections.



Note: Building Materials also includes: Garden Equipment & Supply Dealers; Clothing Stores also includes Clothing Accessories Stores; Sporting Goods includes: Hobby, Book & Music Stores.

RETAIL SALES TAX BY LOCATION

The graph below outlines retail sales by identified location, omitting grocery stores and auto dealers. Compared with the corresponding period in 2019. The Greeley Mall Area showed the largest percent and dollar decrease of 21.8% (\$164,265) with Northgate Village having the largest percent and dollar increase of 18.9% (\$30,966). The graph has been modified to account for late payments and adjustments to prior periods.



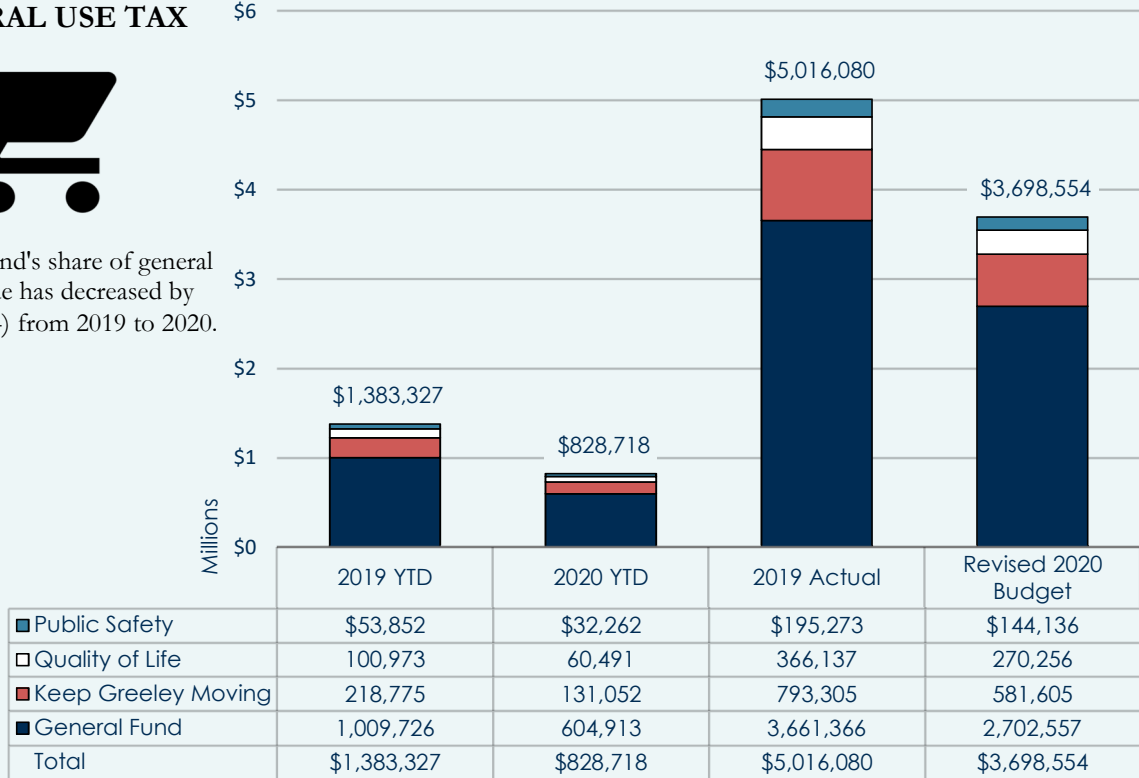
USE TAX

Use taxes are levied upon individuals using, storing, or consuming tangible personal property that has not been subject to sales tax. Three types of use taxes which include: general use, automobile use, and building use tax. Taxes from these sources provide revenue to the Public Safety Fund, Quality of Life Fund, Keep Greeley Moving, and General Fund.

GENERAL USE TAX



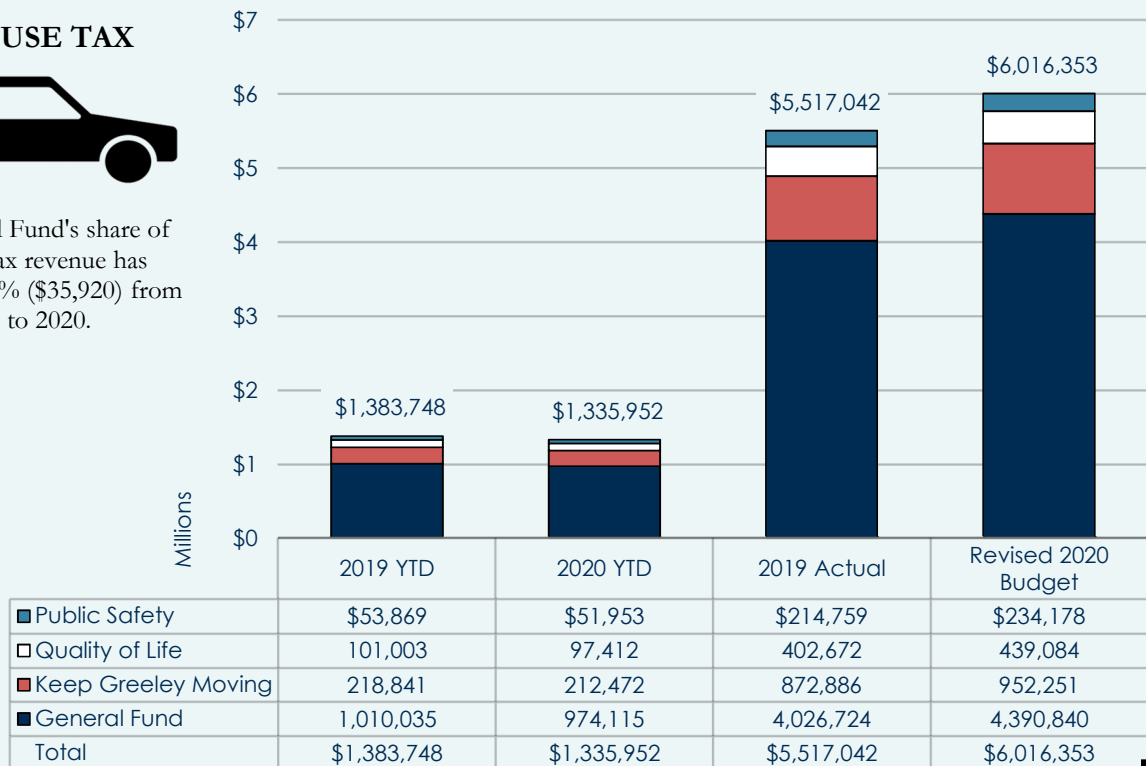
The General Fund's share of general use tax revenue has decreased by 40.1% (\$404,814) from 2019 to 2020.



AUTO USE TAX



The General Fund's share of auto use tax revenue has decreased 3.6% (\$35,920) from 2019 to 2020.



USE TAX CONTINUED

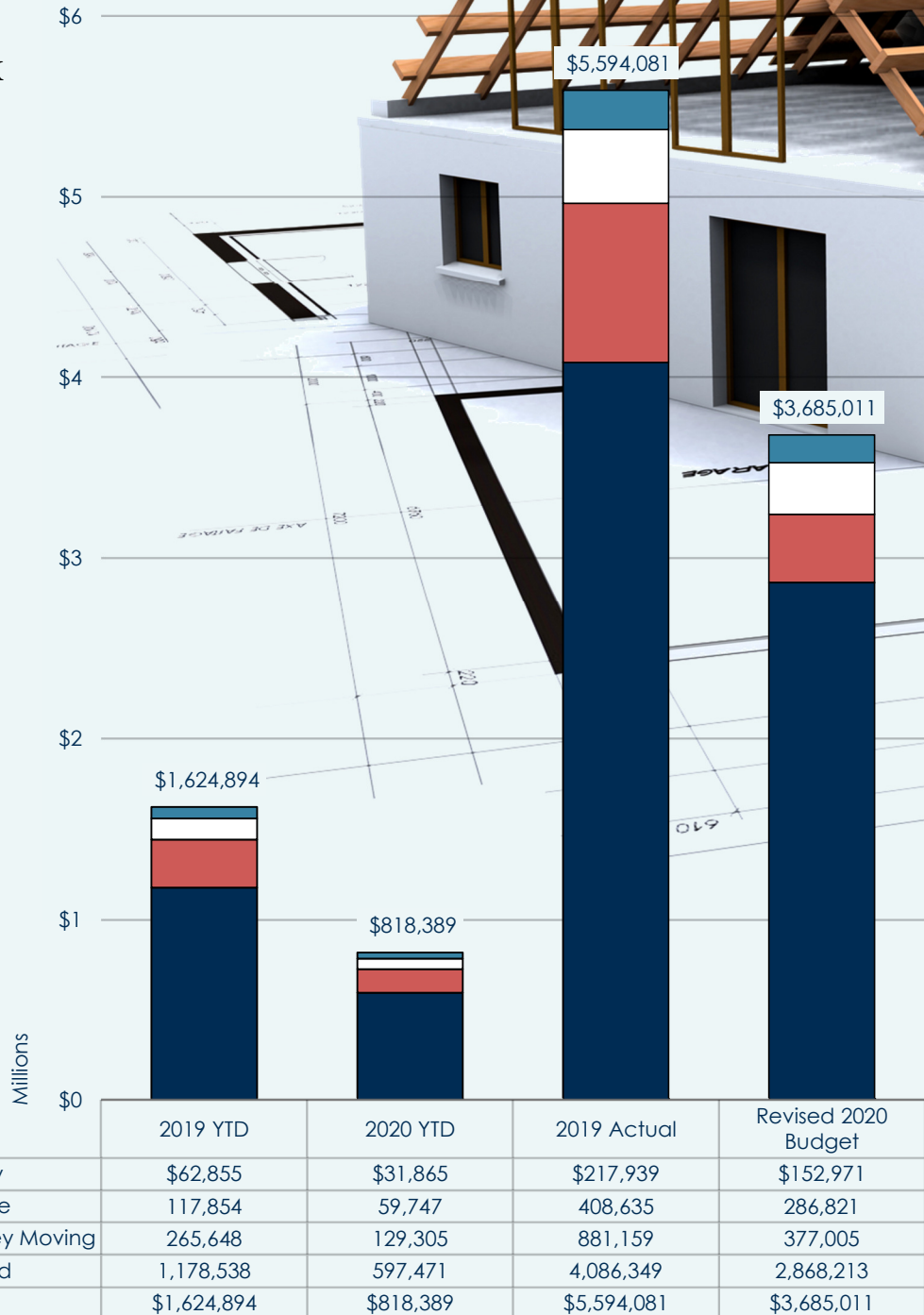
BUILDING USE TAX DEFINED

Building use tax includes the total actual cost of building materials associated with a project or permit. The revenue associated with building use tax is directly correlated to the number of permits and valuations as described in earlier sections (pg. 10).

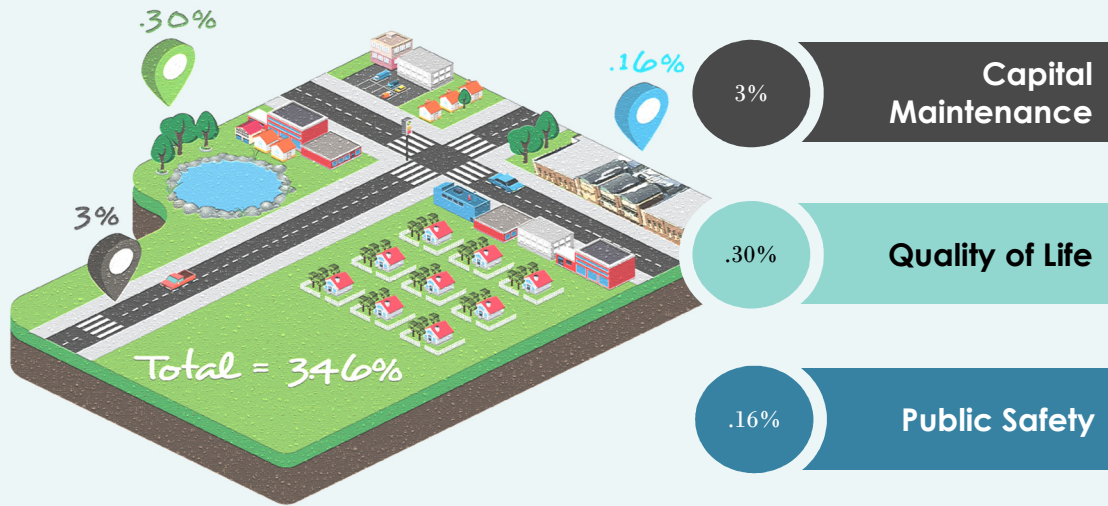
BUILDING USE TAX



The general fund share of building use tax has decreased by 49.3% (\$581,066) as compared to the correlating period in 2019.



FOOD TAX



In 2015, the citizens of Greeley re-approved the 3.46% tax on food for home consumption (Food Tax Fund) for five years. 3% of these funds are used to finance a capital maintenance program for the repair of streets, buildings, parks, and other capital assets. The revenue cannot be used for municipal purposes. The remaining food tax percentage (0.46%) is distributed to the Quality of Life (0.30%) and Public Safety Funds (0.16%) as reapproved by voters in 2018 for twenty years.

	2019 YTD	2020 YTD	2020 Budget	% of Budget
Beginning Fund Balance	\$ 3,123,523	\$ 4,602,079	\$ 4,602,079	
Resources				
Sales Tax on Food	1,866,637	2,065,488	8,432,175	24.5%
Designated Revenue (0.16%)	49,901	79,080	125,000	63.3%
Other	66,030	290,036	959,399	30.2%
Total Resources	\$ 1,982,568	\$ 2,434,604	\$ 9,516,574	25.6%
Expenditures				
Buildings	1,171,312	334,735	2,071,118	16.2%
Parks	113,274	1,127,800	5,165,051	21.8%
Streets	1,057,924	965,556	4,455,492	21.7%
Other	147,932	339,935	686,339	49.5%
Total Expenditures	\$ 2,490,442	\$ 2,768,025	\$ 12,378,000	22.4%
Committed Fund Balance	880,566	2,327,200		
Ending Fund Balance	\$ 1,735,084	\$ 1,941,458	\$ 1,740,653	

Three months of food tax collection have been received. The Food Tax Fund totaled \$2.1 million (24.5%) of the budgeted \$8.4 million. In 2020, Food Tax revenues have increased by 10.7% from 2019

QUALITY OF LIFE 0.30%

The 0.30% sales and use tax, grant funds, and park development impact fees are utilized to complete various projects, these funds are highlighted in the table below.

	2019 YTD	2020 YTD	2020 Budget	% of Budget
Beginning Fund Balance	\$ 7,464,962	\$ 9,960,334	\$ 9,960,334	
Resources				
Sales and Use Tax	1,744,771	1,556,218	7,102,726	21.9%
From Parks Development	1,332,295	207,582	2,481,505	8.4%
Other	70,992	5,473	281,364	1.9%
Total Resources	\$ 3,148,058	\$ 1,769,273	\$ 9,865,595	17.9%
Expenditures				
Projects	864,183	1,375,606	11,766,239	11.7%
Maintenance	252,666	279,841	839,524	33.3%
Debt Service	618,663	618,900	2,475,600	25.0%
Total Expenditures	\$ 1,735,511	\$ 2,274,347	\$ 15,081,363	15.1%
Committed Fund Balance	3,062,274	1,276,263		
Ending Fund Balance	\$ 5,815,235	\$ 8,178,997	\$ 4,744,566	

PUBLIC SAFETY 0.16%



The table below highlights funds dedicated to the police facility, debt, equipment, and maintenance generated from the 0.16% tax.

	2019 YTD	2020 YTD	2020 Budget	% of Budget
Beginning Fund Balance	\$ 4,579,534	\$ 5,566,398	\$ 5,566,398	
Resources				
Sales and Use Tax	902,967	829,983	3,788,119	21.9%
Internal Loan Repayment	7,777	7,777	353,912	2.2%
Total Resources	\$ 910,744	\$ 837,760	\$ 4,142,031	20.2%
Expenditures				
Fire Fighters Station 6	-	380,737	2,535,616	15.0%
Firestations 2 & 6 Certificates of Participation	-	-	428,513	0.0%
Police Maintenance	174,029	207,889	499,529	41.6%
Police Body Cameras	-	-	120,000	0.0%
Debt Service	432,375	431,250	1,730,000	24.9%
Total Expenditures	\$ 606,404	\$ 1,019,876	\$ 5,313,658	19.2%
Committed Fund Balance	-	-		
Ending Fund Balance	\$ 4,883,874	\$ 5,384,282	\$ 4,394,771	

KEEP GREELEY MOVING



An additional sales tax rate of 0.65% was approved by voters during the last quarter of 2015 to fund street maintenance and improvements for seven years. The City is responsible for public concrete, sidewalk and gutter repairs during the seven-year life of the program. Additionally, this program will also make major improvements to twelve arterial and collector roads, repave eleven neighborhoods, and complete three street capacity projects.

	2019 YTD	2020 YTD	2020 Budget	% of Budget
Beginning Fund Balance	\$ 2,436,242	\$ 3,153,569	\$ 3,153,569	
Resources				
Sales and Use Tax	3,274,536	2,928,701	13,531,832	21.6%
Transfer: Food Tax	900,000	900,000	2,700,000	33.3%
Other Revenues	20,847	7,507	10,500	71.5%
Total Resources	\$ 4,195,383	\$ 3,836,207	\$ 16,242,332	23.6%
Expenditures				
4th Ave, 22nd & 25th St Repair	73	1,823	1,515,977	0.1%
Concrete Repair	111,290	183,152	1,778,536	10.3%
Neighborhood Concrete Prog.	-	-	303,074	0.0%
Crack Seal	186,581	119,499	500,000	23.9%
Seal Coat	94,571	13,802	1,011,504	1.4%
Patching	19,057	(18,597)	1,127,025	-1.7%
Overlay	117,977	(181,859)	7,141,349	-2.5%
Pavement Maintenance	29,433	62,526	186,450	33.5%
ADA Ramps & Sidewalks	29,156	-	312,761	0.0%
Road Development	1,306,587	1,200,000	3,600,000	33.3%
Investment Earnings	222	385	2,100	18.3%
Total Expenditures	\$ 1,894,947	\$ 1,380,731	\$ 17,478,776	7.9%
Committed Fund Balance	3,097,103	1,893,913		
Ending Fund Balance	\$ 1,639,575	\$ 3,715,133	\$ 1,917,125	

Keep Greeley Moving sales and use tax revenue is currently 10.6% below 2019's year-to-date total.

Note: The negative expenditure totals for patching & overlay are due to yearend adjustments for retainage in 2020 for 2019 projects.

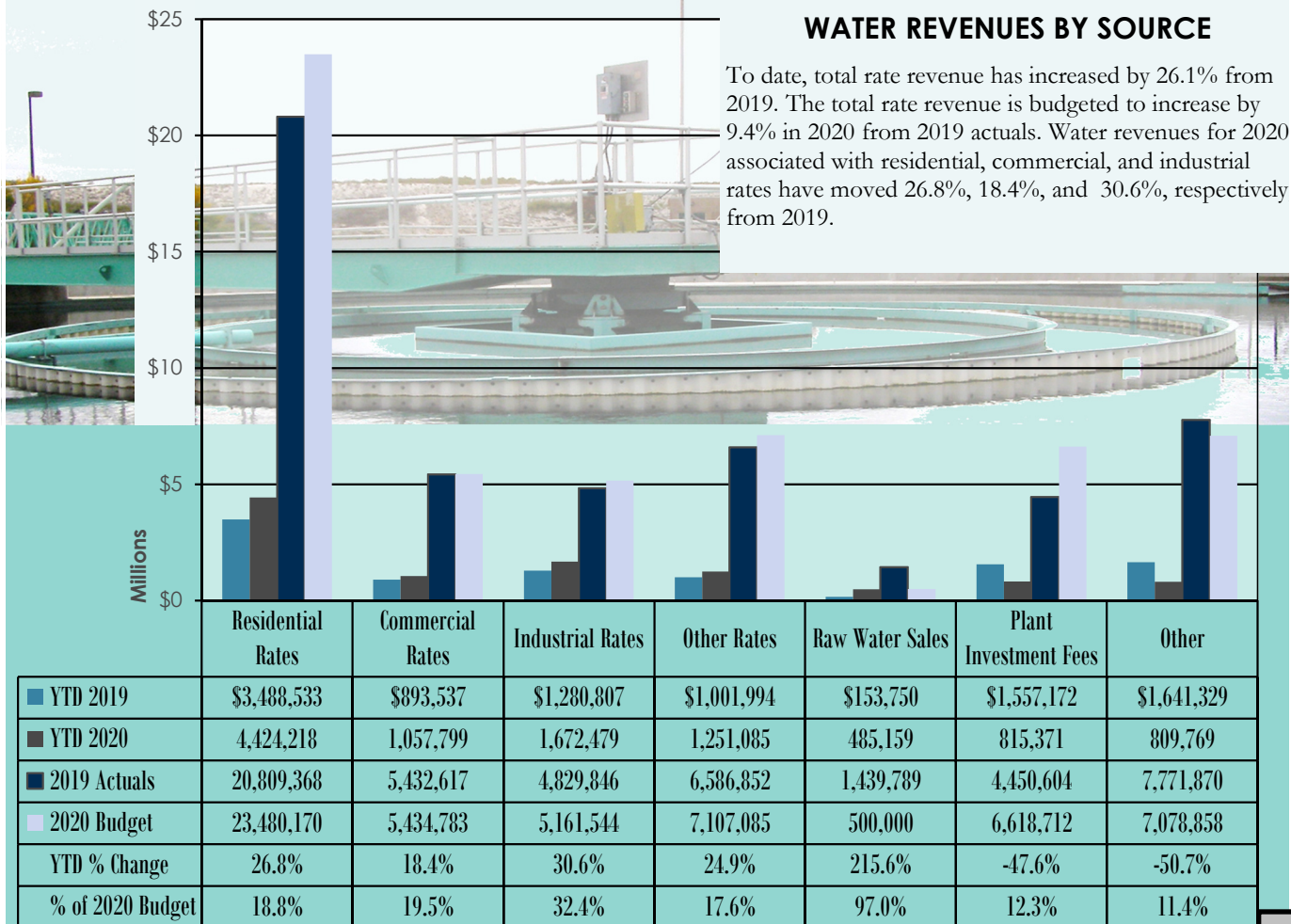
WATER FUNDS

The Water Department provides clean water to the citizens and industries of Greeley. The department is responsible for 487.6 miles of distribution lines and 74.75 million gallons of treated water storage reservoirs providing over 8.45 billion gallons of water annually.

	2019 YTD	2020 YTD	2020 Budget	% of Budget
Beginning Fund Balance	\$ 82,272,939	\$ 72,182,671	\$ 72,182,671	
Total Resources	\$ 10,017,122	\$ 10,515,880	\$ 127,881,152	8.2%
Expenditures				
Operating	7,752,032	8,926,877	32,415,767	27.5%
Water Rights Acquisition	307,910	8,414,032	17,936,633	46.9%
Capital	6,083,689	1,517,248	95,870,561	1.6%
Total Expenditures	\$ 14,143,631	\$ 18,858,157	\$ 146,222,961	12.9%
Committed Fund Balance	27,095,855	20,690,300		
Ending Fund Balance	\$ 51,050,575	\$ 43,150,094	\$ 53,840,862	

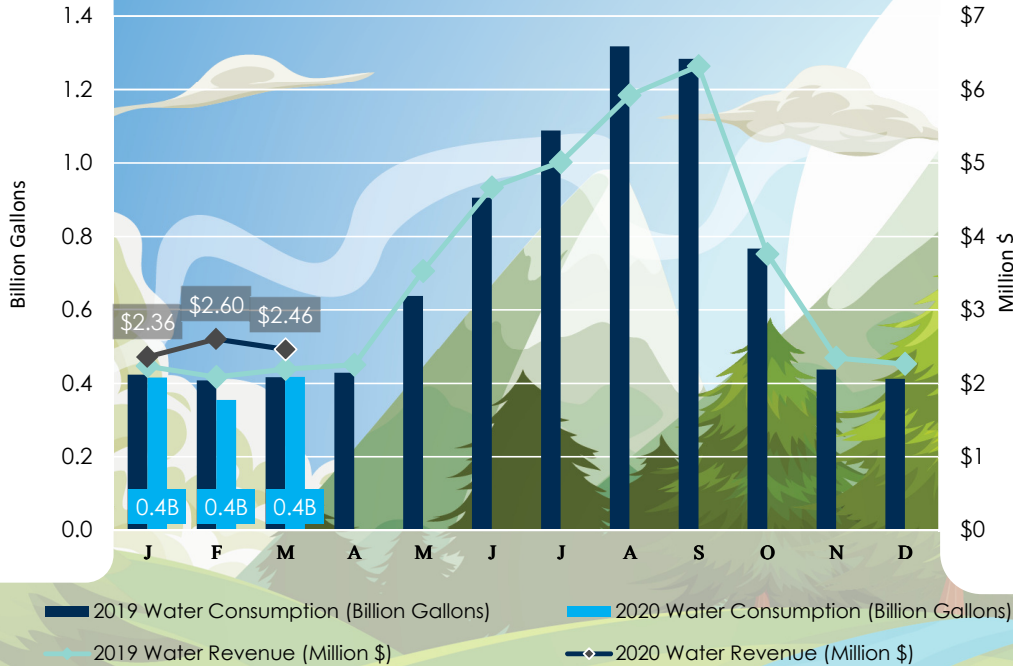
WATER REVENUES BY SOURCE

To date, total rate revenue has increased by 26.1% from 2019. The total rate revenue is budgeted to increase by 9.4% in 2020 from 2019 actuals. Water revenues for 2020 associated with residential, commercial, and industrial rates have moved 26.8%, 18.4%, and 30.6%, respectively from 2019.



WATER FUNDS CONTINUED

WATER CONSUMPTION & REVENUE



To the right is a graph illustrating trends in water consumption (Billion Gallons) and water revenue (Million \$) by month between 2019 and 2020. In the water enterprise fund, local temperature and precipitation are highly determinant of water consumption and water rate revenues. Additionally, water revenues are highly correlated to residential irrigation season water use between April and October. When comparing April of 2020 to April of 2019, less outdoor irrigation usage occurred due to weather resulting in reduced gallons per capita per day (2019 - 59.88, 2020 - 53.96).

The table below compiles water projects exceeding \$1 Million, showing current expenditures compared to budget:

Water Projects Over \$1 million

Quarter	Beginning Allocated Funds	Budget	Actual Expenditures	Variance From Budget	Ending Allocated Funds
Q1	\$ 105,675,712	\$ 7,801,845	\$ 6,555,862	\$ (1,245,983)	
Q2		7,366,000	2,823,806	(4,542,194)	
Q3		10,710,000	-	(10,710,000)	
Q4		10,679,000	-	(10,679,000)	69,118,867
Total		\$ 36,556,845	\$ 9,379,668	\$ (27,177,177)	
Project Savings		-			
Planned Next Year Expenditures		\$ 69,118,867			

WATER CAPITAL PROJECTS EXCEEDING \$1 MILLION

- * \$56.2 Million (+\$0.6 Future Funding): Windy Gap Firming
- * \$8.1 Million (+\$36.5 Future Funding): Future Water Acquisition - Phase II
- * \$6.3 Million (+\$5.0 Future Funding): Boyd Water Treatment Plant Process Improvements
- * \$6.1 Million (+\$6.4 Future Funding): Milton Seaman Permitting
- * \$5.4 Million (+\$34.9 Future Funding): Equalizer/Raw Water Storage
- * \$4.9 Million (+\$8.1 Future Funding): Transmission System Rehabilitation
- * \$4.9 Million (+\$0.0 Future Funding): Colorado Department of Transportation I-25 Transmission Line Relocation
- * \$3.8 Million (+\$3.6 Future Funding): Development of Parcel B, Poudre Ponds
- * \$2.5 Million (+\$2.1 Future Funding): Bellvue Pipeline-Gold Hill Segment
- * \$1.9 Million (+\$0.0 Future Funding): Utility Billing Replacement-Water
- * \$1.7 Million (+\$4.1 Future Funding): Advanced Metering Infrastructure
- * \$1.6 Million (+\$5.0 Future Funding): Distribution Pipeline Replacement
- * \$1.3 Million (+\$1.2 Future Funding): Bellvue 20 MGD Treatment Train Replacement
- * \$1.0 Million (+\$4.6 Future Funding): Non-Potable Expansion Project

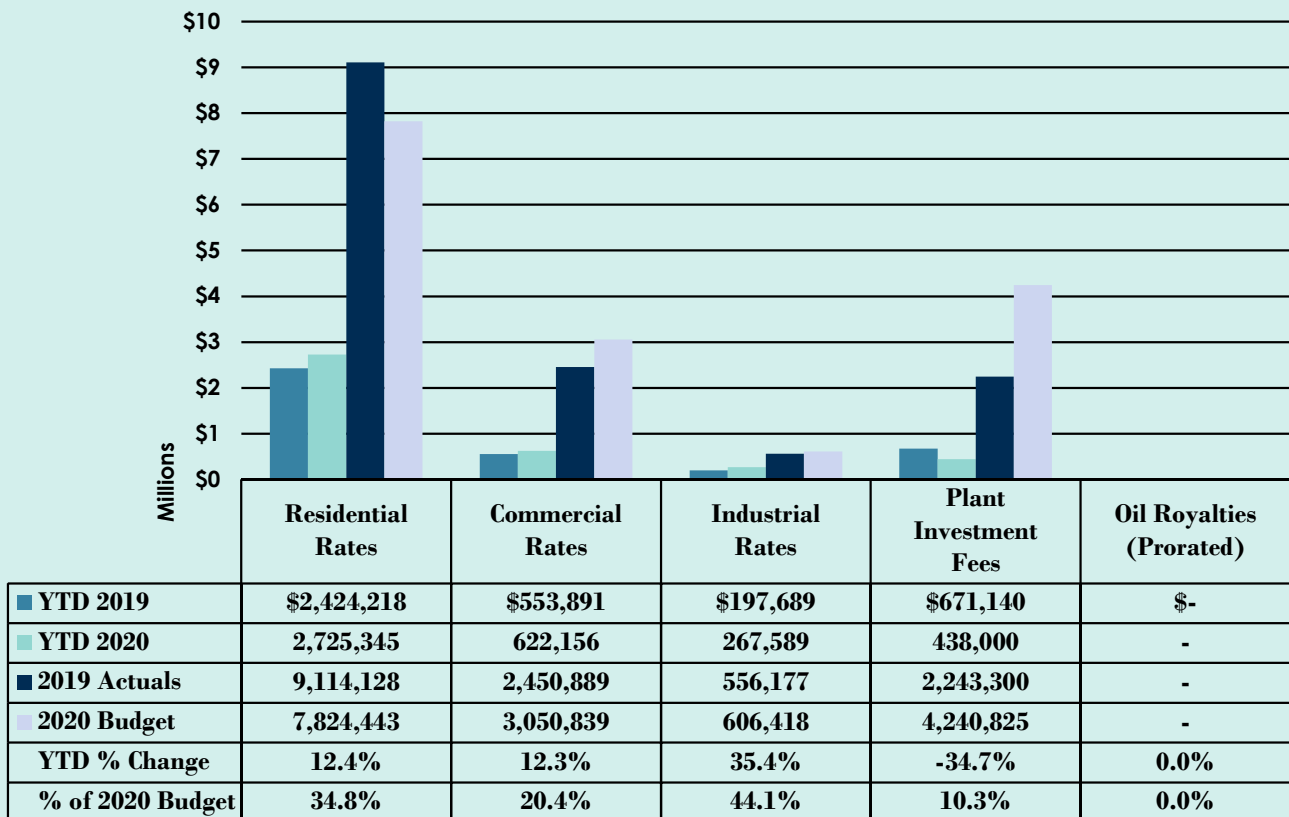
SEWER FUNDS

The Sewer Department collects and treats wastewater from Greeley's residences and businesses. 364.8 miles of line and 10 sewage pumping stations are operated and maintained by the department in order to perform these critical services. The City's plant capacity can handle 14.7 million gallons per day. To date, total sewer rate revenue in 2020 has increased 13.8% as compared to 2019. Total rate revenue was budgeted to decrease 5.3% this year from last year's actuals.

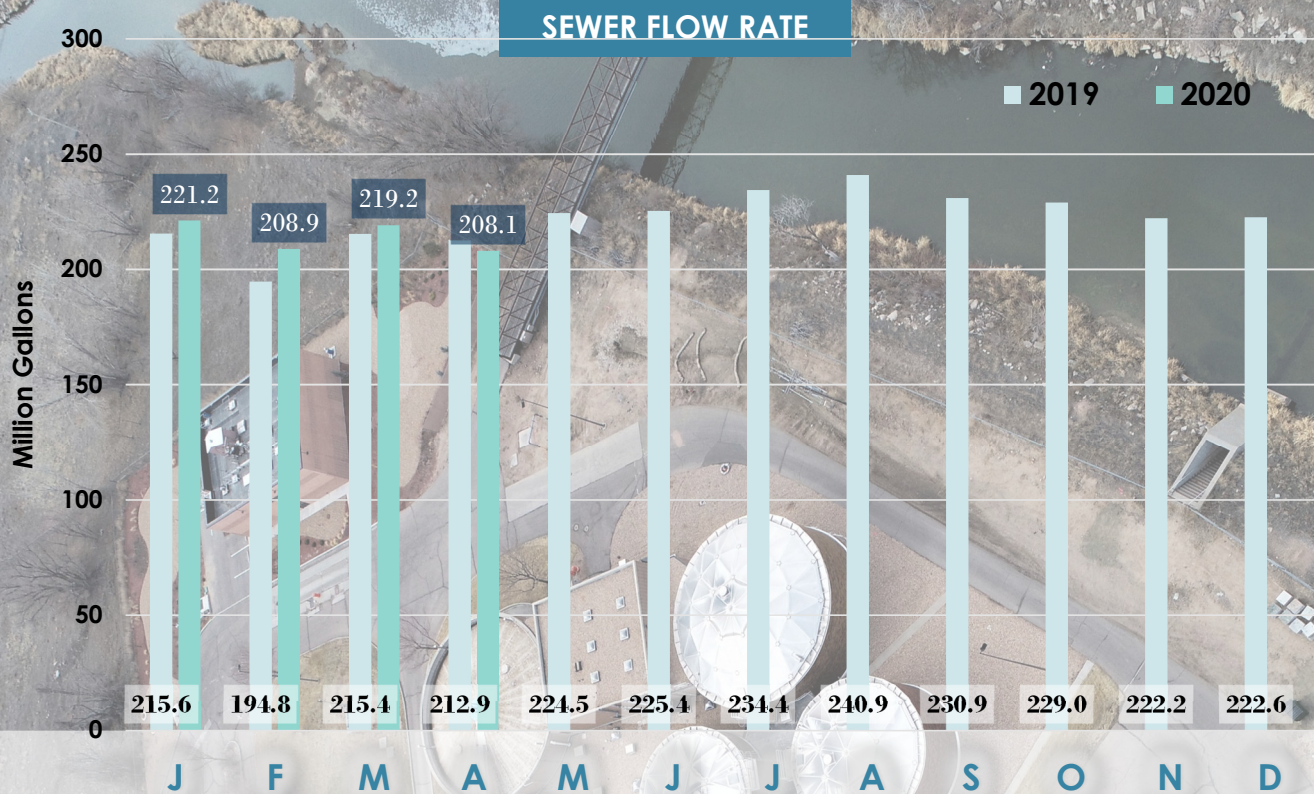
	2019 YTD	2020 YTD	2020 Budget	% of Budget
Beginning Fund Balance	\$ 27,451,240	\$ 24,410,224	\$ 24,410,224	
Total Resources	\$ 3,846,938	\$ 4,053,090	\$ 26,722,525	15.2%
Expenditures				
Operating	2,409,195	2,574,314	9,315,356	27.6%
Capital	2,092,467	1,897,031	37,596,562	5.0%
Total Expenditures	\$ 4,501,662	\$ 4,471,345	\$ 46,911,918	9.5%
Committed Fund Balance	7,306,944	4,502,883		
Ending Fund Balance	\$ 19,489,572	\$ 19,489,086	\$ 4,220,831	

SEWER REVENUES BY SOURCE

Residential, commercial, and industrial sewer revenues have moved 12.4%, 12.3%, and 35.4%, respectively, from 2019 to 2020.



SEWER FUNDS CONTINUED



SEWER PROJECTS EXCEEDING \$1 MILLION INCLUDE:

- * \$24.9 Million (+\$0.4 Future Funding): Nitrification Project Phase 2
- * \$3.7 Million (+\$0.0 Future Funding): Ashcroft Draw Basin Lift Station
- * \$2.0 Million (+\$0.05 Future Funding): WTRF SCADA System Upgrade
- * \$1.6 Million (+\$0.0 Future Funding): Poudre Trunk Phase 2
- * \$1.1 Million (+\$3.5 Future Funding): General Rehabilitation Projects

The table below compiles sewer projects exceeding \$1 Million, showing current expenditures compared to budget:

Sewer Projects Over \$1 Million					
Quarter	Beginning Allocated Funds	Budget	Actual Expenditures	Variance From Budget	Ending Allocated Funds
Q1	\$ 33,278,367	\$ 385,000	\$ 552,142	\$ 167,142	
Q2		1,367,424	670,390	(697,034)	
Q3		2,367,425	-	(2,367,425)	
Q4		4,906,948	-	(4,906,948)	24,251,570
Total		\$ 9,026,797	\$ 1,222,531	\$ (7,804,266)	\$ 24,251,570
Project Savings					
Planned Next Year Expenditures		\$ 24,251,570			

STORMWATER FUNDS

THE STORMWATER DIVISION IS RESPONSIBLE FOR:

Developing a Capital Improvement Program for Stormwater facilities. Monitoring and creating maintenance plans for the existing system. Developing City drainage standards. Reviewing flood impact issues. Regulating illicit discharges. Managing the City's Stormwater National Pollution Discharge Elimination System (NPDES) permit.



STORMWATER REVENUES BY SOURCE

2020 rate revenues are above 2019 by 7.6%. Stormwater rate revenue for 2020 is budgeted at 5.7% over 2019 actual revenues. To date, 17.8% of the expenditure budget has been spent. A brief summary of Stormwater revenue and expenditures is shown below:

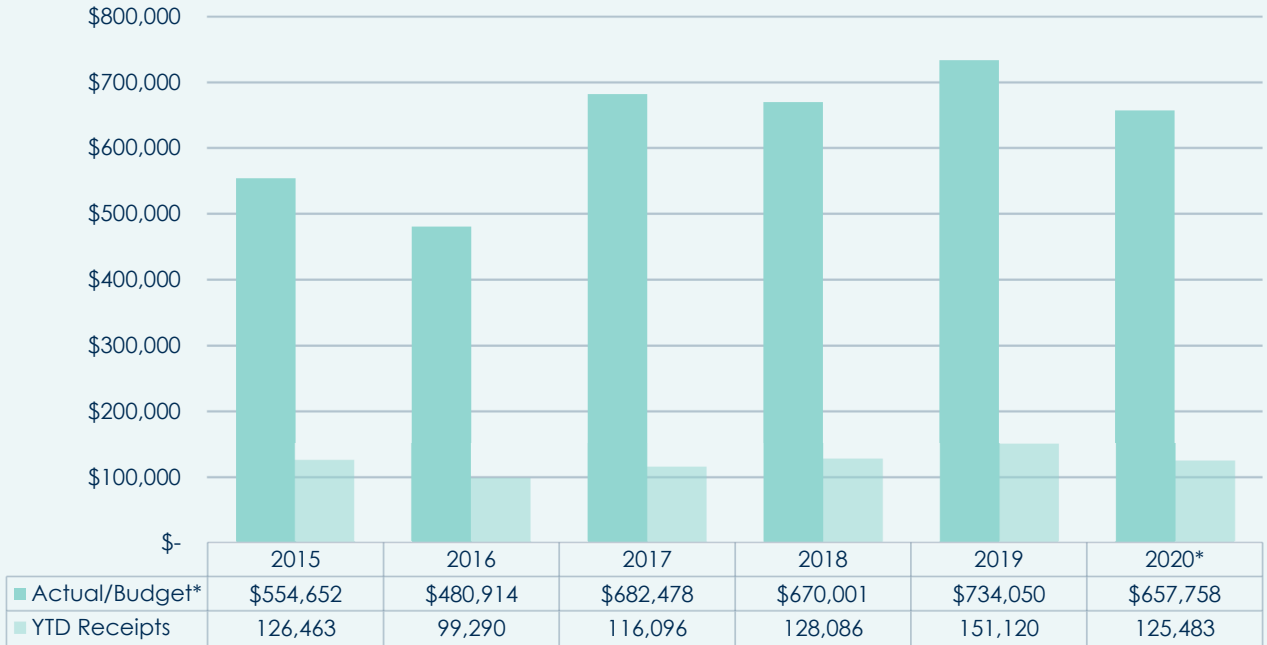
	2019 YTD	2020 YTD	2020 Budget	% of Budget
Beginning Fund Balance	\$ 8,069,434	\$ 4,482,039	\$ 4,482,039	
Resources				
Rates	1,880,988	2,241,907	7,147,309	31.4%
Impact Fees	(118,946)	81,612	234,942	34.7%
Total Resources	\$ 1,762,042	\$ 2,323,519	\$ 7,382,251	31.5%
Expenditures				
Operating	1,058,935	1,093,004	3,715,209	29.4%
Capital	2,693,197	453,543	4,966,052	9.1%
Total Expenditures	\$ 3,752,132	\$ 1,546,547	\$ 8,681,261	17.8%
Committed Fund Balance	4,296,201	1,237,259		
Ending Fund Balance	\$ 1,783,143	\$ 4,021,752	\$ 3,183,029	



LODGING TAX

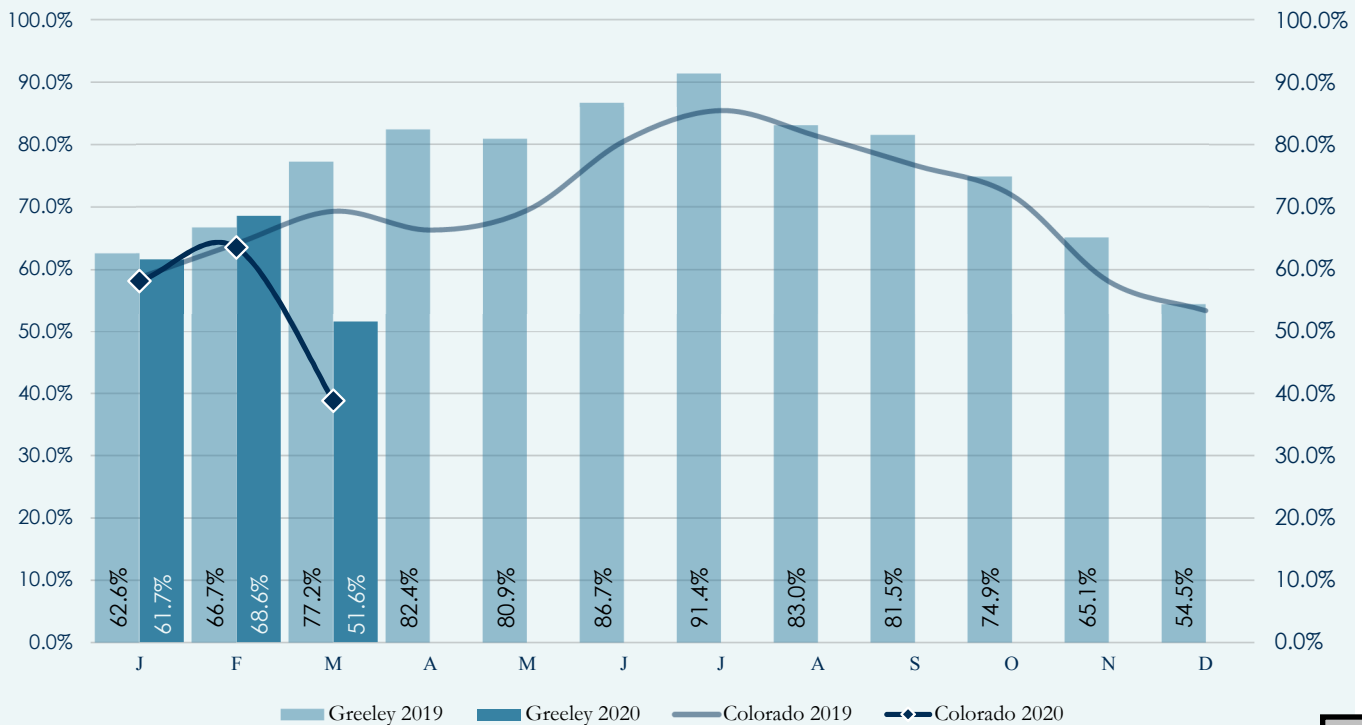
The Convention and Visitors Fund is supported by a 3.0% lodging tax and is utilized to support convention and visitor activities. For rooms rented through April 31, 2020, revenues decreased 20.0% (\$25,637) from the corresponding 2019 period.

LODGING TAX REVENUES



CITY AND STATE LODGING OCCUPANCY

In March of 2020, Greeley continued to exceed the state occupancy rate of 38.8% with an occupancy rate of 51.6%. The average daily rate for Greeley in March was \$99.06 compared to \$151.15 for the state.



INVESTMENTS

THE CITY OF GREELEY'S INVESTMENT OBJECTIVES

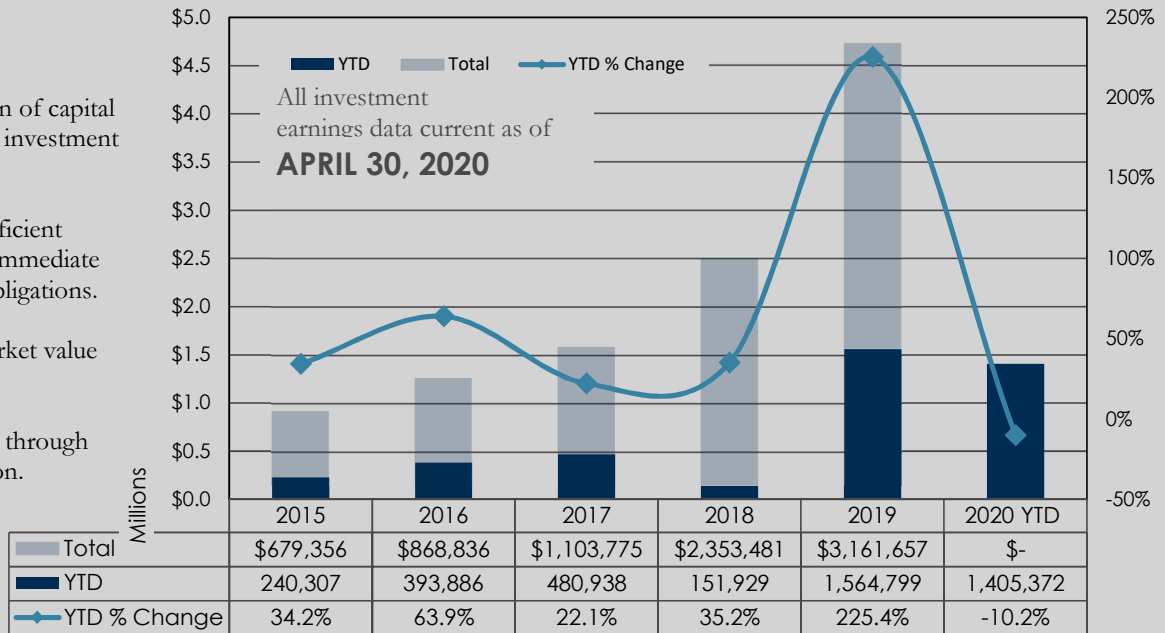
*The preservation of capital and protection of investment principal.

*Maintaining sufficient liquidity to meet immediate and short-term obligations.

*Achieving a market value rate of return.

*Minimizing risk through asset diversification.

INVESTMENT EARNINGS



PORTFOLIO VALUE

2019 PORTFOLIO BALANCE YTD

\$184,482,303

2020 PORTFOLIO BALANCE YTD

\$185,373,236

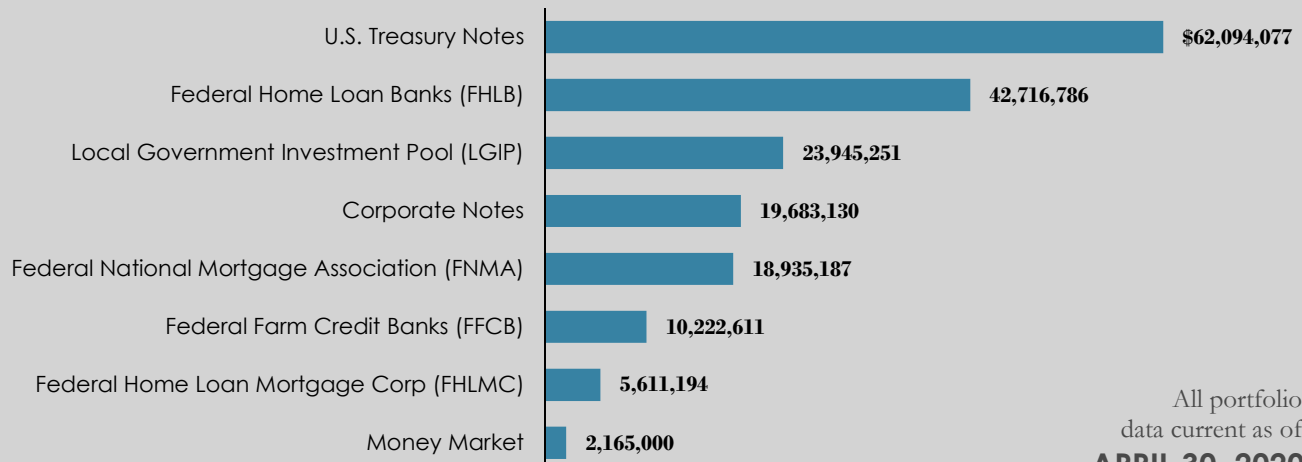
PORTFOLIO MARKET INDICATORS

Portfolio Weighted Average Maturity: 1.59 years

Portfolio Short Term Market Yield: 1.11%, Market Comparable (90 Day Treasury Rate): 0.09%

Portfolio Long Term Market Yield: 0.48%, Market Comparable (0-3 Year Treasury Rate): 0.17%

PORTFOLIO ALLOCATION



All portfolio data current as of **APRIL 30, 2020**



Finance Department
1000 10th Street
Greeley CO 80631
970-350-9731
greeleygov.com/government/finance

CITY COUNCIL



Mayor John Gates



Ward I: Tommy Butler



Ward II: Brett Payton



Ward III: Michael Fitzsimmons



Ward IV: Dale Hall



At Large: Kristin Zasada



At Large: Ed Clark



Prepared By: Benjamin Alexander - Interim Budget Manager; Brandon Garza, Financial Analyst

May 26, 2020

Robert Miller | Interim Finance Director

April 2020 Financial Report

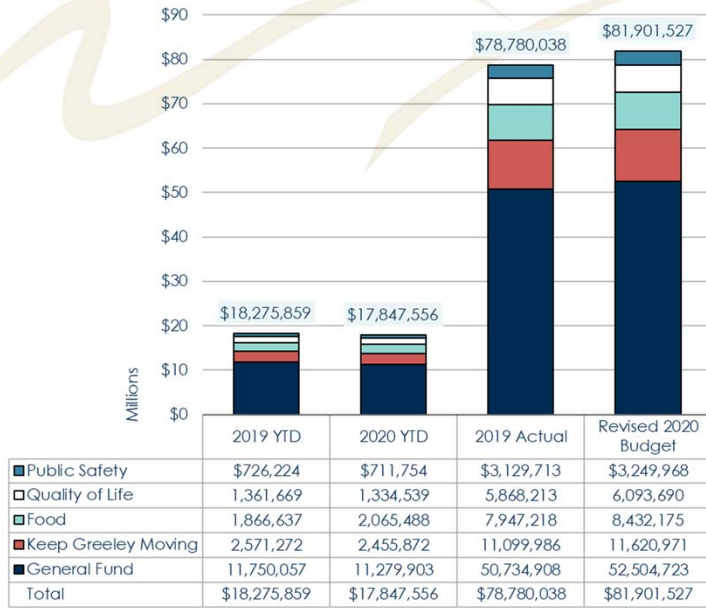


General Fund Summary

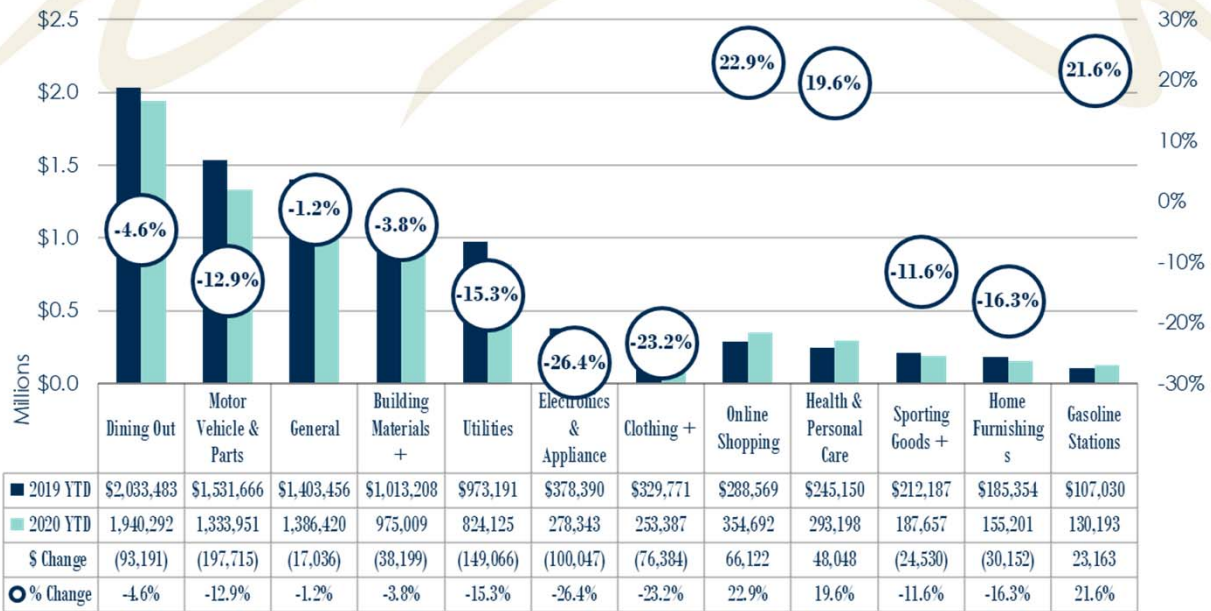
GENERAL FUND	2019 YTD	2020 YTD	2020 BUDGET	% of BUDGET
Beginning Fund Balance	\$ 32,644,158	\$ 38,717,529	\$ 38,717,529	
Revenue	28,453,158	26,835,172	113,396,222	23.7%
Expenditures	41,406,986	37,565,064	121,967,262	30.8%
Committed Fund Balance	5,947,561	3,311,089		
Ending Fund Balance	\$ 13,742,769	\$ 24,676,548	\$ 30,146,489	



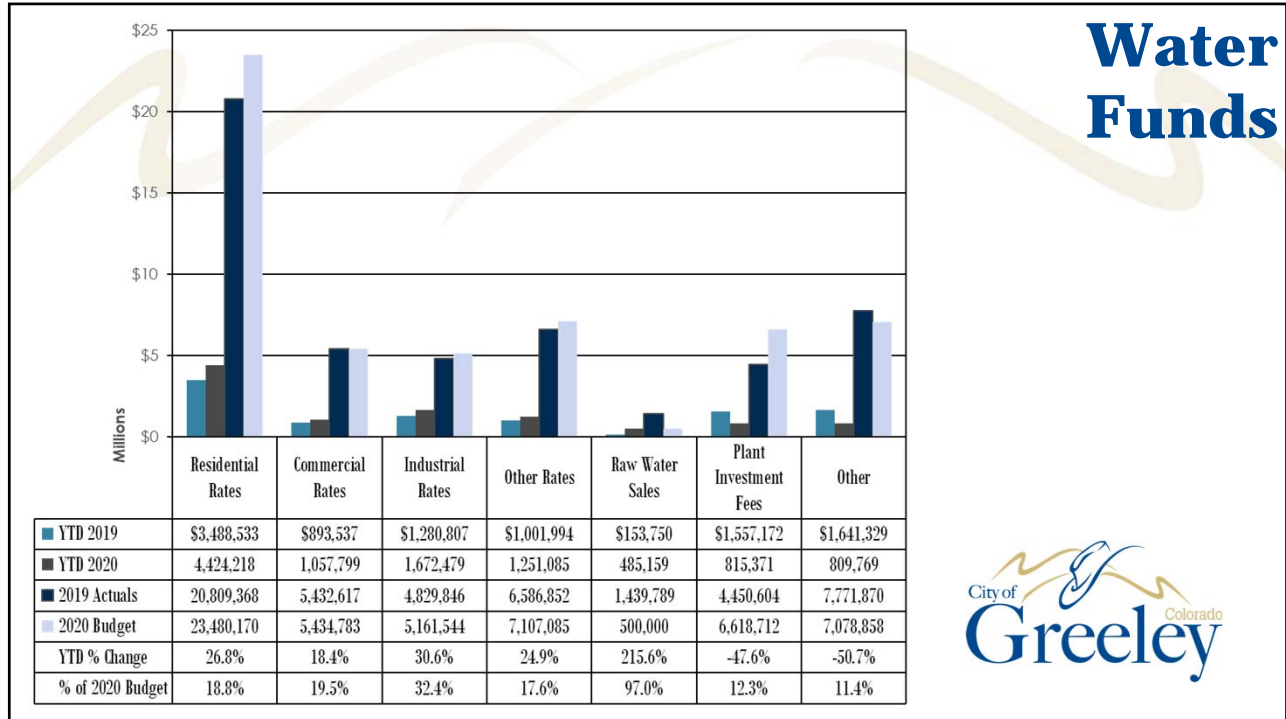
Sales Tax Distribution



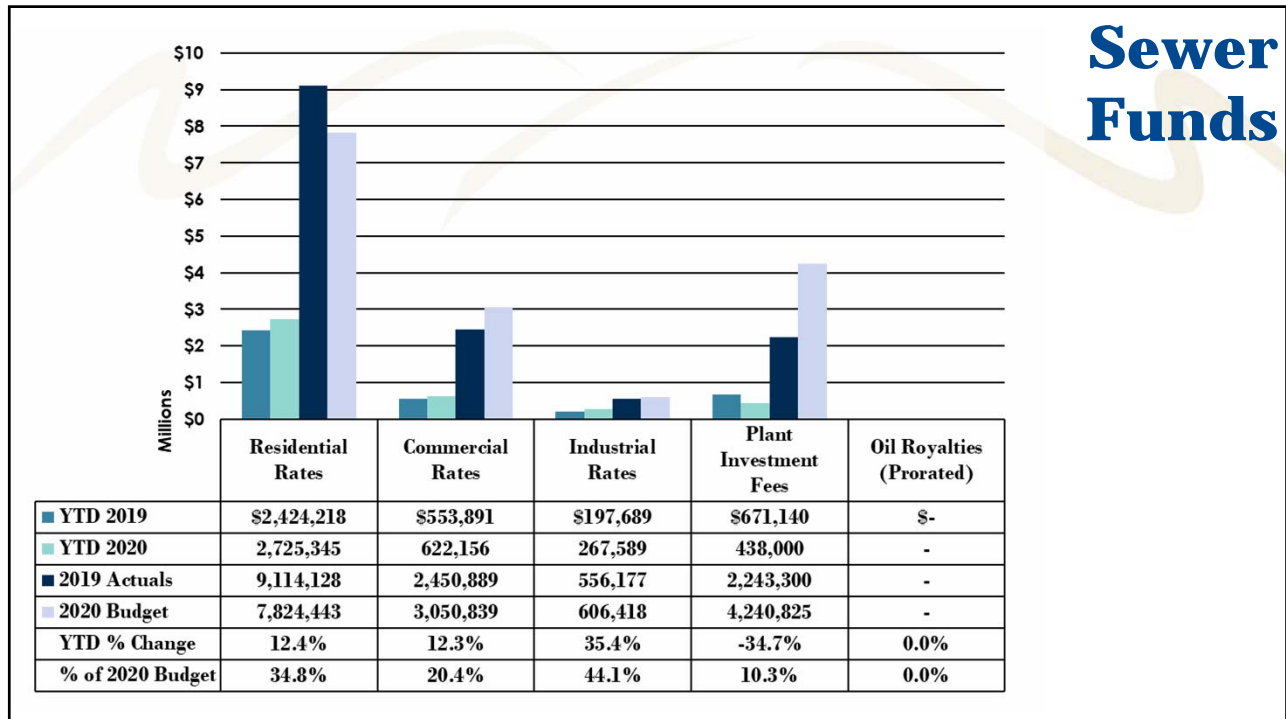
Sales Tax by Major Categories

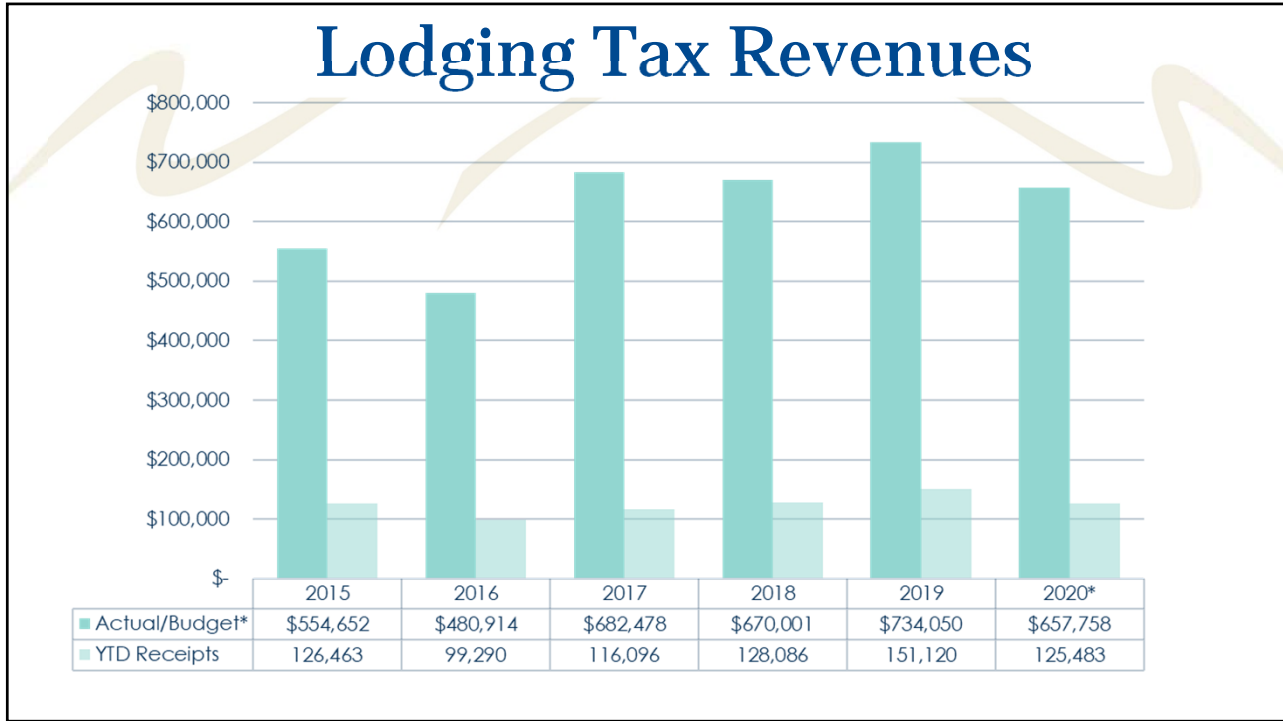


Water Funds



Sewer Funds



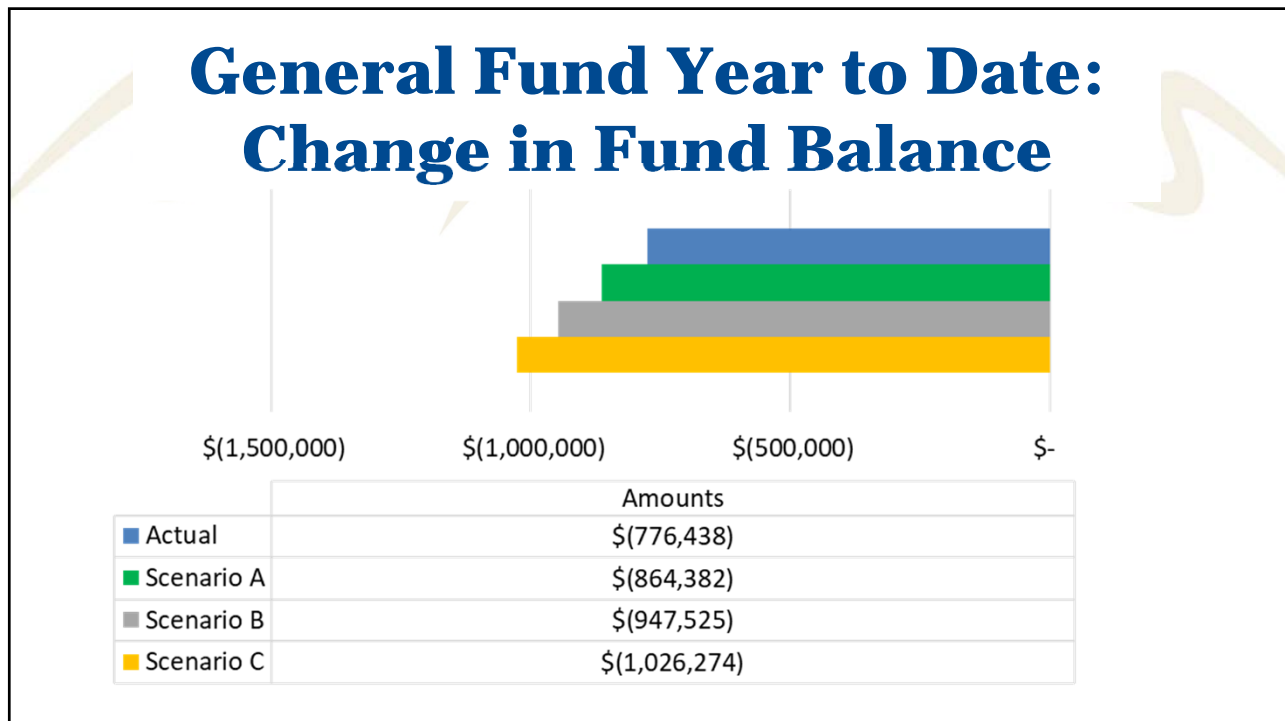


Changing Environment

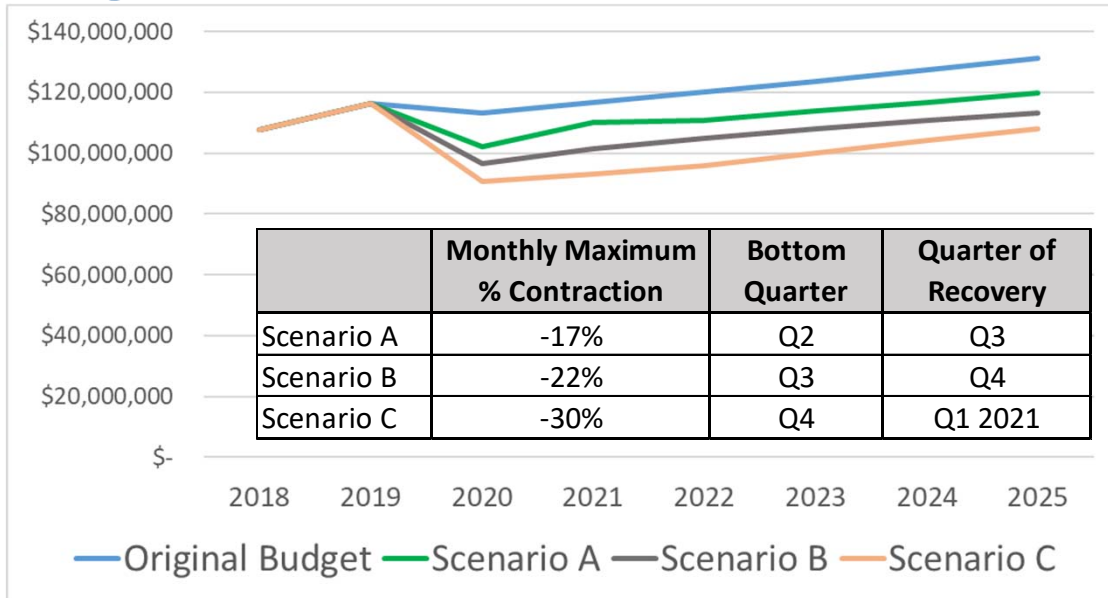
- Business Openings/Closures
- Depth & Length Economic Decline
- Stimulus Effectiveness
- Oil & Gas Industry



General Fund	2020 Annual Change from Budget					
	Scenario A		Scenario B		Scenario C	
	\$	%	\$	%	\$	%
Sales Tax	\$ (5.68)	-11%	\$ (8.43)	-16%	\$(12.14)	-23%
Auto Use Tax	(0.30)	-7%	(0.45)	-10%	(0.75)	-17%
Building Use Tax	(0.93)	-32%	(1.33)	-46%	(1.48)	-52%
General Use Tax	(0.65)	-24%	(0.82)	-30%	(1.31)	-48%
Fines & Forfeits	(0.60)	-27%	(1.11)	-49%	(1.71)	-76%
Charges for Services	(1.88)	-34%	(3.46)	-62%	(3.97)	-71%
Licenses & Permits & Other	(0.29)	-11%	(0.29)	-11%	(0.29)	-11%
Oil & Gas Lease Royalties	(0.63)	-28%	(0.63)	-28%	(0.63)	-28%
Total Revenue Reduction in Millions/ %	\$(10.94)	-10%	\$(16.52)	-15%	\$(22.27)	-20%



Long Term General Fund Resources



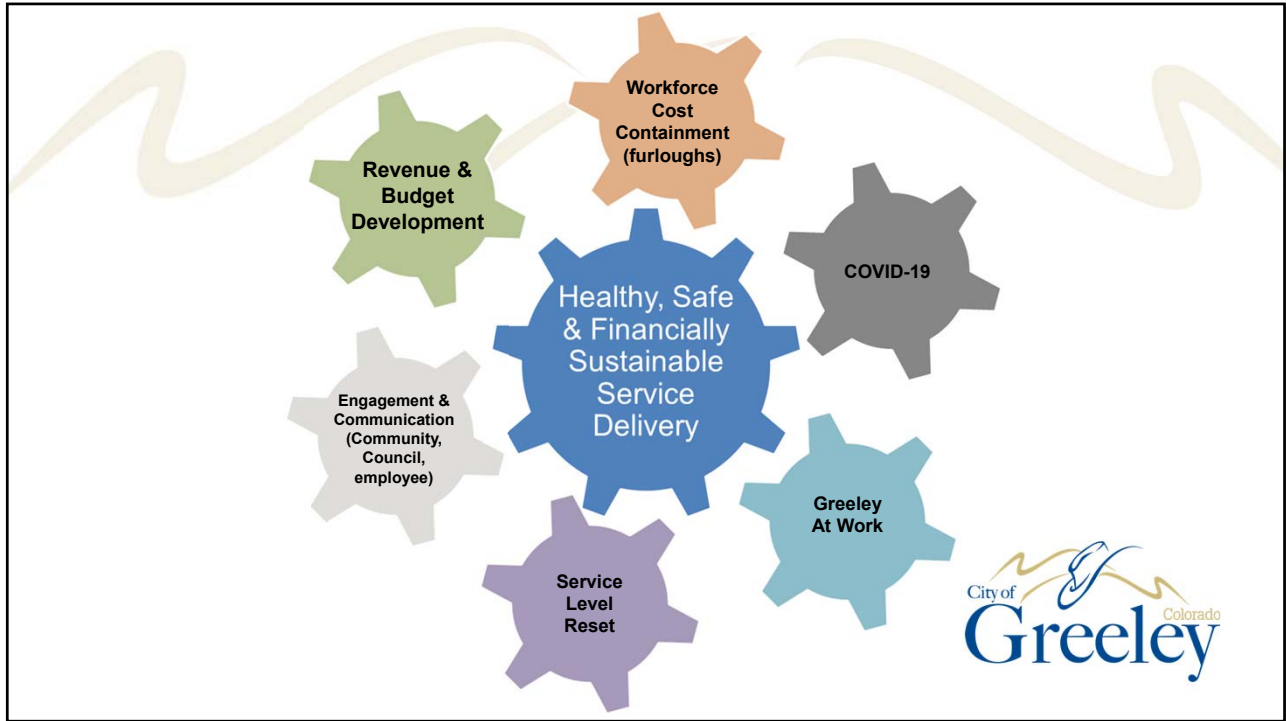
2020 Financial Condition

↑ General Fund Resources Following Scenario A

- ↑ Food Tax
- ↑ Reserves Available

- ↓ Building Use
- ↓ Development Impact Fees
- ↓ Lodging Tax
- ↓ Sales Tax
- ↓ Auto Use

April
2020
Financial
Summary



Discussion

The City of Greeley logo is positioned in the bottom right corner of the blue box.

Worksession Agenda Summary

May 26, 2020

Agenda Item Number 8

Roy Otto, City Manager, 970-350-9750

Title:

Scheduling of Meetings, Other Events

Background:

During this portion of the meeting the City Manager or City Council may review the attached Council Calendar or Meeting Schedule regarding any upcoming meetings or events.

Attachments:

Council Meetings/Other Events Calendar

Council Meeting/Worksession Schedule

Status Report of Council Initiatives and Related Information

May 25, 2020 - May 31, 2020

May 2020							June 2020						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
					1	2		1	2	3	4	5	6
3	4	5	6	7	8	9	7	8	9	10	11	12	13
10	11	12	13	14	15	16	14	15	16	17	18	19	20
17	18	19	20	21	22	23	21	22	23	24	25	26	27
24	25	26	27	28	29	30	28	29	30				
31													

Monday, May 25

- 11:30am - 12:30pm Greeley Chamber of Commerce (Hall)
- 6:00pm - 7:00pm Youth Commission (Butler)

Tuesday, May 26

- 6:00pm - 9:00pm City Council Worksession
(<https://zoom.us/j/508162666>) - Jessica Diagana

Wednesday, May 27

- 7:00am - 8:00am Upstate Colorado Economic Development
(Gates/Hall) (Upstate Colorado Conference Room) - Council Master
Calendar

Thursday, May 28

Friday, May 29

- 4:00pm - 5:30pm COVID-19 Update
(<https://greeleygov.zoom.us/j/588773488>) - Jessica Diagana

Saturday, May 30

Sunday, May 31

June 1, 2020 - June 7, 2020

June 2020							July 2020						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6			1	2	3	4	
7	8	9	10	11	12	13	5	6	7	8	9	10	11
14	15	16	17	18	19	20	12	13	14	15	16	17	18
21	22	23	24	25	26	27	19	20	21	22	23	24	25
28	29	30					26	27	28	29	30	31	

Monday, June 1

Tuesday, June 2

6:00pm - 9:00pm City Council Meeting
<https://zoom.us/j/769054687> - Jessica Diagana

Wednesday, June 3

Thursday, June 4

- 7:00am - Poudre River Trail (Hall)
- 3:30pm - IG Adv. Board (Butler)
- 6:00pm - MPO (Gates/Payton)

Friday, June 5

4:00pm - 5:30pm COVID-19 Update
<https://greeleygov.zoom.us/j/588773488> - Jessica Diagana

Saturday, June 6

Sunday, June 7

June 8, 2020 - June 14, 2020

June 2020							July 2020						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6			1	2	3	4	
7	8	9	10	11	12	13	5	6	7	8	9	10	11
14	15	16	17	18	19	20	12	13	14	15	16	17	18
21	22	23	24	25	26	27	19	20	21	22	23	24	25
28	29	30					26	27	28	29	30	31	

Monday, June 8

Tuesday, June 9

6:00pm - 9:00pm City Council Worksession
<https://zoom.us/j/332065143> - Jessica Diagana

Wednesday, June 10

Thursday, June 11

Friday, June 12

4:00pm - 5:30pm COVID-19 Update
<https://greeleygov.zoom.us/j/588773488> - Jessica Diagana

Saturday, June 13

Sunday, June 14

June 15, 2020 - June 21, 2020

June 2020							July 2020						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6			1	2	3	4	
7	8	9	10	11	12	13	5	6	7	8	9	10	11
14	15	16	17	18	19	20	12	13	14	15	16	17	18
21	22	23	24	25	26	27	19	20	21	22	23	24	25
28	29	30					26	27	28	29	30	31	

Monday, June 15

Tuesday, June 16

6:00pm - 9:00pm City Council Meeting
<https://zoom.us/j/608289460> - Jessica Diagana

Wednesday, June 17

7:30am - 8:30am Visit Greeley (Gates)
2:00pm - 5:00pm Water & Sewer Board (Gates)

Thursday, June 18

7:30am - 8:30am DDA (Zasada/Butler)
3:30pm - 4:30pm Airport Authority (Clark/Payton)

Friday, June 19

4:00pm - 5:30pm COVID-19 Update
<https://greeleygov.zoom.us/j/588773488> - Jessica Diagana

Saturday, June 20

Sunday, June 21

June 22, 2020 - June 28, 2020

June 2020							July 2020						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6			1	2	3	4	
7	8	9	10	11	12	13	5	6	7	8	9	10	11
14	15	16	17	18	19	20	12	13	14	15	16	17	18
21	22	23	24	25	26	27	19	20	21	22	23	24	25
28	29	30					26	27	28	29	30	31	

Monday, June 22

- 11:30am - 12:30pm Greeley Chamber of Commerce (Hall)
- 6:00pm - 7:00pm Youth Commission (Butler)

Tuesday, June 23

- 12:00am RSVP Required: 98th Colorado Municipal League Annual Virtual Conference (Westminster) - Council Master Calendar
- 6:00pm - 9:00pm City Council Worksession (<https://zoom.us/j/508162666>) - Jessica Diagana

Wednesday, June 24

- ← RSVP Required: 98th Colorado Municipal League Annual Virtual Conference (Westminster) - Council Master Calendar
- 7:00am - 8:00am Upstate Colorado Economic Development (Gates/Hall) (Upstate Colorado Conference Room) - Council Master Calendar

Thursday, June 25

- ← RSVP Required: 98th Colorado Municipal League Annual Virtual Conference (Westminster) - Council Master Calendar

Friday, June 26

- ← 12:00am RSVP Required: 98th Colorado Municipal League Annual Virtual Conference (Westminster) - Council Master Calendar
- 4:00pm - 5:30pm COVID-19 Update (<https://greeleygov.zoom.us/j/588773488>) - Jessica Diagana

Saturday, June 27

Sunday, June 28

June 29, 2020 - July 5, 2020

June 2020							July 2020						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6			1	2	3	4	
7	8	9	10	11	12	13	5	6	7	8	9	10	11
14	15	16	17	18	19	20	12	13	14	15	16	17	18
21	22	23	24	25	26	27	19	20	21	22	23	24	25
28	29	30					26	27	28	29	30	31	

Monday, June 29

Tuesday, June 30

Wednesday, July 1

Thursday, July 2

- 7:00am - Poudre River Trail (Hall)
- 3:30pm - IG Adv. Board (Butler)
- 6:00pm - MPO (Gates/Payton)

Friday, July 3

- 4:00pm - 5:30pm COVID-19 Update
(<https://greeleygov.zoom.us/j/588773488>) - Jessica Diagona

Saturday, July 4

Sunday, July 5

City Council Meeting Scheduling

Current as of 5/22/2020			
This schedule is subject to change			
Date	Description	Sponsor	Placement/Time
June 2, 2020 Council Meeting	Emergency Declaration Expires		
	Ordinance - Intro - Second Additional Appropriation	Robert Miller	Consent
	Ordinance - Intro - Hasbrouck Farm Real Property Divestment	Sean Chambers	Consent
	Consideration of an amendment to the City's Consolidated Plan to support COVID-19 assistance project	Ben Snow	Regular
	COVID-19 Update (non-action)	Roy Otto	Regular
	Executive Session: MSWSP Permitting Storage	Sean Chambers	
June 9, 2020 Worksession Meeting	COVID-19 Update	Roy Otto	0.25
	Review Proposed Changes to Election Section of the Code	Cheryl Aragon	0.50
	Housing Plan Progress/Update	Ben Snow	0.25
	Service Level Discussion (TBD)	Paul Fetherston	TBD
	Executive Session: MSWSP Permitting Storage	Sean Chambers	
June 16, 2020 Council Meeting	Ordinance - Intro - Election Code Changes	Cheryl Aragon	Consent
	School Land Dedication Fee-in-Lieu IGA with Eaton RE-2 School District	Brad Mueller	Consent
	School Land Dedication Fee-in-Lieu IGA with Windsor RE-4 School District	Brad Mueller	Consent
	School Land Dedication Fee-in-Lieu IGA with Greeley-Evans District 6 School District	Brad Mueller	Consent
	Ordinance - Final - Second Additional Appropriation	Robert Miller	Regular
	Ordinance - Final - Hasbrouck Farm Real Property Divestment	Sean Chambers	Regular
	COVID-19 Update (non-action)	Roy Otto	Regular
June 23, 2020 Worksession Meeting	COVID-19 Update	Roy Otto	0.25
	Municipal Code Recodification - Review of Changes	Cheryl Aragon	0.75
	Comprehensive Annual Finance Report	Robert Miller	0.25
	Workforce Development Report	Ben Snow	0.25

Greeley City Council

Status Report of Council Initiatives

Council Request	Council Meeting, Worksession, or Committee Meeting Date Requested	Status or Disposition (After completion, item is shown one time as completed and then removed.)	Assigned to:
Councilmember Butler Initiative requested that staff work on and report out options and possibilities for local businesses to be able to set up and serve beyond existing boundaries of their establishments including sidewalks, alleyways, streets, etc. He spoke of the desire of Downtown businesses to be able to close off 8 th and 9 th Street Plazas and the area adjacent to Lincoln Park Downtown in order to do that.	May 19, 2020	Council will be briefed regarding the City's efforts to respond to this initiative during the May 22 nd Council Briefing.	Cheryl Aragon

Worksession Agenda Summary

May 26, 2020

Agenda Item Number 9

Title:

Adjournment