

# ADDITIONS A G E N D A



Joint Meeting of the City of Salem Budget Committee and  
the Salem Urban Renewal Agency Budget Committee

DATE: October 30, 2024  
TIME: 6:00 PM  
CHAIRPERSON: Dr. Irvin Brown

STAFF LIAISON:  
Josh Eggleston, Chief Financial Officer  
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PLACE: Hybrid Meeting  
Council Chambers and Youtube

Written comments on agenda items may be submitted at [budgetoffice@cityofsalem.net](mailto:budgetoffice@cityofsalem.net). Public comment may also be provided in person or via ZOOM. If using ZOOM, please pre-register between 8:00AM and 2:00PM on the day of the meeting at the following link: [Comment and Participate in a City Council Meeting | Salem, Oregon \(cityofsalem.net\)](#)

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## \*\*\*ADDITIONS AGENDA\*\*\*

### 5. INFORMATION ITEMS

- a. FY 2024 Q1 Financial Report for the City of Salem
- b. FY 2024 Q1 Financial Report for the Urban Renewal Agency
- c. FY 2024 Q2 Financial Report for the City of Salem
- d. FY 2024 Q2 Financial Report for the Urban Renewal Agency
- e. FY 2024 Q3 Financial Report for the City of Salem
- f. FY 2024 Q3 Financial Report for the Urban Renewal Agency
- g. Preliminary FY 2024 Q4 Financial Report for the City of Salem (simplified format)
- h. Preliminary FY 2024 Q4 Financial Report for the Urban Renewal Agency (simplified format)

## CITY OF SALEM FINANCIAL SUMMARY Through Q1 / FY 2024

The summary of FY 2024 first quarter (Q1) July 2023 through September 2023 financial activity displays expenditure information at the department level for the General Fund and resources displayed by type. For all other City funds, data is displayed with resources and expenditures. For all funds, the display includes columns noting comparison to budget and prior year actual activity. A positive number in the prior year comparison denotes an increase in FY 2024.

### General Fund

Resources	Budget	Actual through Sept 30	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual
Property Taxes	84,007,940	214,596	0.3%	-73.8%
Franchise Fees	21,573,020	1,375,627	6.4%	-5.5%
Internal Charges	23,822,990	5,261,859	22.1%	22.1%
Marijuana Sales Tax	1,656,000	-	0.0%	-100.0%
State Shared	7,990,340	834,324	10.4%	4.0%
Fees, Permits	21,095,000	2,942,577	13.9%	2.8%
All Other Revenues	7,640,320	1,629,053	21.3%	17.3%
Beginning Fund Balance	38,485,060	36,578,563	95.0%	-10.1%
<b>Total Resources</b>	<b>206,270,670</b>	<b>48,836,599</b>	<b>23.7%</b>	<b>-7.3%</b>

**BY THE NUMBERS Resources**

First quarter receipts are typically low. Current year Property Tax has not been collected. Franchise Fees and State Shared Revenue collections increase later in the year.

State Shared resources include state marijuana sales tax revenue collected by the State and distributed to cities. Q1 Marijuana Sales Tax were received in Q2. These are remitted to the City quarterly.

Expenditures by Department	Budget	Actual through Sept 30	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual
Mayor & Council	410,290	73,139	17.8%	46.55%
Municipal Court	2,632,840	492,503	18.7%	-4.23%
City Manager	1,403,450	244,898	17.4%	-44.13%
Human Resources	3,425,080	541,233	15.8%	-14.72%
Customer Service Center	1,003,340	189,622	18.9%	0.00%
Legal	3,263,960	740,388	22.7%	2.38%
Finance	4,259,490	837,732	19.7%	1.60%
Parks and Recreation	14,506,540	3,290,125	22.7%	9.46%
Facilities Services	5,556,060	1,092,379	19.7%	-5.03%
Community Development	7,137,540	1,236,634	17.3%	-18.22%
Library	6,207,950	1,117,265	18.0%	-15.32%
Police	60,299,310	13,366,444	22.2%	-2.20%
Fire	48,697,150	11,479,698	23.6%	-3.24%
Information Technology	13,725,640	2,826,912	20.6%	12.87%
Non Departmental	9,229,740	648,030	7.0%	-14.06%
Urban Development	4,425,780	789,088	17.8%	10.63%
<b>Total Expenditures</b>	<b>186,184,160</b>	<b>38,966,088</b>	<b>20.9%</b>	<b>-2.3%</b>

Beginning Fund Balance—the funding available at the start of the fiscal year—equals almost 74.9 percent of total resources through Q1, and is 10.1 percent less than FY 2023. Year-to-year increases of 2.8 percent for Fees, Permits reflect the City Operations Fee increase.

Internal Charges include the support services charges, reimbursements for labor and overhead from other funds, and fund-to-fund transfers. The 22.1 percent increase is mainly due to Service Charges and Transfers, which are received in regular intervals.

All Other Revenues increased by 17.3 percent, primarily due to more favorable interest revenue.

### BY THE NUMBERS Expenditures

With 25 percent of the fiscal year complete, including 6 payroll periods, or 23 percent of payroll periods for the year, expenditures are trending as anticipated. The 2.3 percent year-over-year decrease is influenced by organizational shifts, hiring decisions, and payroll timing. Decreased spending in the City Manager's Office is offset by increased spending in Parks and Recreation due to the creation of the Community Services Department. Mayor and Council increases reflect increased a new federal lobbyist contract.

## CITY OF SALEM FINANCIAL SUMMARY Through Q1 / FY 2024

### Other Funds

	Resources			Expenditures		
	Actual through Sept 30	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual	Actual through Sept 30	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual
* Transportation Services	10,849,742	44.0%	-6.0%	3,977,682	19.7%	-27.9%
Streetlight	1,645,162	47.7%	-2.3%	305,459	12.2%	-9.8%
* Airport	1,438,062	43.5%	-5.1%	462,625	16.8%	56.3%
Community Renewal	795,729	7.0%	52.9%	1,193,357	10.5%	235.1%
Downtown Parking	621,119	57.9%	3.9%	256,510	23.9%	20.4%
Cultural and Tourism	5,525,337	58.9%	9.0%	1,237,954	21.6%	34.7%
Public Art	64,606	89.3%	98.4%	41	0.1%	-55.6%
Tourism Promotion Area	232,008	17.2%	1.5%	122,562	9.1%	9.1%
Parking Leasehold	493,752	51.4%	14.1%	181,708	18.9%	62.2%
* Building and Safety	18,764,473	76.0%	5.1%	1,750,728	20.9%	10.8%
General Debt	4,548,439	17.8%	19.6%	-	0.0%	0.0%
Capital Improvements	151,201,438	75.9%	119.7%	11,992,046	7.5%	50.5%
Extra Capacity Facilities	47,424,641	83.9%	3.6%	789,524	1.4%	-66.4%
Development Districts	10,797,203	103.2%	25.6%	39,644	0.4%	233.8%
* Utility	90,005,335	50.2%	-1.2%	25,138,534	18.0%	1.3%
* Emergency Services	3,300,896	36.1%	-21.5%	290,281	4.9%	-54.8%
* WVCC	5,990,854	36.8%	10.6%	3,177,267	19.7%	-12.3%
Police Regional Records	1,533,449	66.6%	10.5%	26,925	9.8%	25.0%
* City Services	7,864,829	44.7%	4.2%	2,860,877	20.1%	6.4%
* Self Insurance Benefits	15,623,136	37.1%	-10.5%	6,247,354	16.6%	1.6%
* Self Insurance Risk	6,541,240	59.8%	-20.5%	3,909,317	35.7%	24.8%
Equipment Replacement	20,177,919	75.0%	16.2%	1,278,068	4.8%	348.7%
Trust and Agency	27,852,922	96.9%	-1.3%	1,635,005	10.2%	51.6%

### Resources

Beginning fund balance accounts for \$357.2 million or 82.4 percent of the \$433.3 million total resources reported in the above table for all other City funds. To begin FY 2024, budgeted fund balance exceeded actuals by \$4.8 million or 1.4 percent. At the first quarter mark in the fiscal year, total resources equal 61.4 percent of the amount anticipated in the FY 2024 budget for this grouping of funds.

### Expenditures

The nine funds marked with an \* have a total of 565.6 full-time equivalent (FTE) authorized positions, approximately 41.1 percent of the total FTE count for the City in the FY 2024 budget. The General Fund supports the remaining 809.5 FTE positions. Of the \$66.9 million in total actual expense through September 30 documented in the above table, \$16.4 million or 24.5 percent is personal services expense.

Materials and services, purchases for supplies, equipment, and services, equal \$41.1 million or 61.5 percent of total expenses. Four funds—the Utility Fund, Self Insurance Benefits Fund, Self Insurance Risk Fund, and Capital Improvements Fund—account for \$47.3 million or 70.7 percent of the total quarterly expenses of all the other funds.

## URBAN RENEWAL AGENCY FINANCIAL SUMMARY Through Q1 / FY 2024

This "By the Numbers" summary of FY 2024 activity for the period of July 2023 through September 2023 provides a brief update of the Urban Renewal Agency's eight active areas and the Agency-owned Salem Convention Center. For the comparisons to budget and prior year activity a positive percentage denotes FY 2024 results are greater.

	Resources			Expenditures		
	Actual through Sept 30	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual	Actual through Sept 30	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual
<b>Debt Service Fund</b>						
Riverfront Downtown	2,325,801	25.7%	-2.2%	-	-	-
Fairview	-	0.0%	-	-	-	-
North Gateway	672,852	11.4%	-4.2%	-	-	-
West Salem	886,943	32.6%	-1.1%	-	-	-
Mill Creek	1,240,933	23.8%	-1.1%	-	-	-
McGilchrist	576,739	33.3%	-1.3%	-	-	-
South Waterfront	146,673	22.0%	-2.2%	-	-	-
Jory Apartments	12,609	4.7%	2.9%	-	-	-
<b>Total</b>	<b>5,862,551</b>	<b>23.0%</b>	<b>-1.9%</b>	<b>-</b>	<b>-</b>	<b>-</b>

	Resources			Expenditures		
	Actual through Sept 30	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual	Actual through Sept 30	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual
<b>Capital Improvements Fund</b>						
Riverfront Downtown	22,069,479	70.5%	0.0%	661,522	2.1%	-14.9%
Fairview	2,400,672	709.2%	0.0%	92,689	27.4%	-51.3%
North Gateway	17,179,645	66.7%	0.1%	205,321	0.8%	290.4%
West Salem	7,783,430	67.2%	0.1%	1,006,465	8.7%	425.7%
Mill Creek	2,089,555	28.1%	0.2%	38,547	0.5%	-21.0%
McGilchrist	5,858,972	38.2%	-0.5%	364,446	2.4%	12.1%
South Waterfront	1,348,001	275.1%	0.0%	2,590	0.5%	29.8%
Jory Apartments	(555)	-0.2%	0.0%	51	0.0%	219.3%
<b>Total</b>	<b>58,729,199</b>	<b>63.5%</b>	<b>0.0%</b>	<b>2,371,631</b>	<b>2.6%</b>	<b>49.4%</b>

### Salem Convention Center Fund and Convention Center Gain / Loss Reserve

Resources for the Salem Convention Center Fund include beginning fund balance of \$1,130,044 and revenue from food sales and equipment and room rentals of \$484,269 for a total of \$1,614,313. Through the period, \$522,651 has been posted as the cost of providing convention services.

The Convention Center Gain / Loss Reserve\* started the fiscal year with beginning fund balance of \$3,323,239. Interest postings through the quarter added \$23,107. Expenses through the period totaled \$179,368, largely for significant facility maintenance and replacement costs.

\*A reserve established to cover any operational losses.

Most resources for both funds (above) are beginning fund balance as no current year taxes have been collected, and short-term borrowings, which provide additional resources for capital projects, have not occurred.



## CITY OF SALEM FINANCIAL SUMMARY Through Q2 / FY 2024

The summary of FY 2024 Second quarter (Q2) July 2023 through December 2023 financial activity displays expenditure information at the department level for the General Fund and resources displayed by type. For all other City funds, data is displayed with resources and expenditures. For all funds, the display includes columns noting comparison to budget and prior year actual activity. A positive number in the prior year comparison denotes an increase in FY 2024.

### General Fund

Resources	Budget	Actual through Dec 31	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual	<p style="text-align: center;"><b>BY THE NUMBERS</b> Resources</p> <p>The City received over 92.5 percent of total current-year budgeted Property Taxes during the second quarter. Property tax receipts in FY 2024 are 3.7 percent higher than the same time last year. Franchise Fees and State Shared Revenue collections increase later in the year.</p> <p>Marijuana Sales Tax receipts are collected by the State and remitted to the City quarterly. Currently they are trending 35 percent lower than this time last year. However, timing for receipt of this revenue is variable and State deposits for this tax are expected to normalize later in the year.</p> <p>Beginning Fund Balance—the funding available at the start of the fiscal year—equals almost 25.4 percent of total resources through Q2, and is 10.1 percent less than FY 2023.</p> <p>The year-to-year increase of 32.6 percent for Fees, Permits reflects an increase in City Operations Fee Revenue. Internal Charges include the support services charges, reimbursements for labor and overhead from other funds, and fund-to-fund transfers. The 15.5 percent increase is mainly due to higher Service Charges and Transfers, which are received in regular intervals.</p>
Property Taxes	84,007,940	77,717,034	92.5%	3.7%	
Franchise Fees	21,573,020	4,694,741	21.8%	2.9%	
Internal Charges	23,822,990	10,170,998	42.7%	15.5%	
Marijuana Sales Tax	1,656,000	437,204	26.4%	-35.0%	
State Shared	7,990,340	2,794,520	35.0%	4.9%	
Fees, Permits	21,095,000	8,384,495	39.7%	32.6%	
All Other Revenues	7,640,320	3,360,505	44.0%	0.1%	
Beginning Fund Balance	38,485,060	36,578,563	95.0%	-10.1%	
<b>Total Resources</b>	<b>206,270,670</b>	<b>144,138,059</b>	<b>69.9%</b>	<b>1.5%</b>	

  

Expenditures by Department	Budget	Actual through Dec 31	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual	<p>Beginning Fund Balance—the funding available at the start of the fiscal year—equals almost 25.4 percent of total resources through Q2, and is 10.1 percent less than FY 2023.</p> <p>The year-to-year increase of 32.6 percent for Fees, Permits reflects an increase in City Operations Fee Revenue. Internal Charges include the support services charges, reimbursements for labor and overhead from other funds, and fund-to-fund transfers. The 15.5 percent increase is mainly due to higher Service Charges and Transfers, which are received in regular intervals.</p>
Mayor & Council	410,290	172,764	42.1%	33.16%	
Municipal Court	2,632,840	992,243	37.7%	-2.61%	
City Manager	1,475,450	498,953	33.8%	-38.32%	
Human Resources	2,839,390	1,079,255	38.0%	-18.67%	
Customer Service Center	1,003,340	380,054	37.9%	-0.75%	
Legal	3,069,060	1,411,170	46.0%	10.23%	
Finance	4,121,130	1,692,086	41.1%	7.71%	
Parks and Recreation	13,888,090	6,289,772	45.3%	0.95%	
Facilities Services	5,503,850	2,262,102	41.1%	-5.63%	
Community Development	6,549,110	2,569,774	39.2%	-18.30%	
Library	5,418,630	2,234,803	41.2%	-15.16%	
Police	59,259,360	27,394,717	46.2%	4.80%	
Fire	48,710,080	22,866,754	46.9%	4.05%	
Information Technology	13,367,160	5,341,063	40.0%	5.51%	
Non Departmental	8,969,540	1,688,110	18.8%	-2.70%	
Urban Development	4,307,940	1,639,656	38.1%	3.26%	
<b>Total Expenditures</b>	<b>181,525,260</b>	<b>78,513,276</b>	<b>43.3%</b>	<b>1.4%</b>	

<b>BY THE NUMBERS</b> Expenditures	With half of the fiscal year complete, including 12 payroll periods (representing 46.2 percent of payroll periods for the year), expenditures are trending as anticipated. The 1.4 percent year-over-year increase is influenced by anticipated cost escalators, such as labor contract / market adjustments to salaries, increased social services spending, PERS expense, and health benefits expense.
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# CITY OF SALEM FINANCIAL SUMMARY Through Q2 / FY 2024

## Other Funds

	Resources			Expenditures		
	Actual through Dec 31	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual	Actual through Dec 31	As a Percent of Budget	Difference FY 2023 to FY 2024 Actual
* Transportation Services	15,524,787	62.9%	-3.8%	8,154,588	40.4%	-10.0%
Streetlight	2,185,831	63.4%	0.0%	966,079	38.5%	19.9%
* Airport	1,774,113	53.7%	-2.5%	1,012,222	36.7%	51.6%
Community Renewal	2,708,120	23.9%	27.7%	2,601,530	23.0%	26.4%
Downtown Parking	795,184	74.2%	0.9%	519,983	48.5%	12.5%
Cultural and Tourism	6,688,132	71.3%	7.7%	2,414,470	42.2%	20.3%
Public Art	71,233	98.5%	82.7%	55	0.1%	-90.6%
Tourism Promotion Area	475,219	35.2%	0.1%	407,149	30.2%	1.1%
Parking Leasehold	651,653	67.8%	11.1%	392,903	40.9%	46.4%
* Building and Safety	20,039,196	81.2%	2.1%	3,249,198	38.9%	13.4%
General Debt	23,057,216	90.1%	9.4%	5,657,973	23.3%	115.5%
Capital Improvements	160,589,354	80.4%	94.5%	28,090,263	17.5%	6.8%
Extra Capacity Facilities	53,207,557	94.1%	12.1%	6,182,155	10.9%	39.3%
Development Districts	10,837,350	103.6%	2.1%	718,876	6.9%	819.5%
* Utility	122,209,847	68.2%	1.6%	52,750,784	37.9%	1.8%
* Emergency Services	5,114,245	55.9%	3.0%	1,072,755	17.9%	-22.6%
* WVCC	9,586,475	58.9%	8.0%	6,371,798	39.5%	-5.4%
Police Regional Records	2,000,046	80.2%	32.0%	299,438	64.6%	566.0%
* City Services	10,813,100	61.4%	3.6%	6,181,670	43.3%	5.8%
* Self Insurance Benefits	22,862,140	54.3%	-6.6%	14,416,464	38.3%	-4.4%
* Self Insurance Risk	8,107,751	74.1%	-12.6%	5,130,615	46.9%	21.5%
Equipment Replacement	22,135,187	82.3%	21.5%	2,379,451	8.8%	329.8%
Trust and Agency	27,958,239	97.2%	-9.8%	3,469,322	21.6%	-12.7%

### Resources

Beginning fund balance accounts for \$357.2 million or 67.5 percent of the \$529.4 million total resources reported in the above table for all other City funds. To begin FY 2024, budgeted fund balance exceeded actuals by \$4.8 million or 1.36 percent. At the second quarter mark in the fiscal year, total resources equal 75 percent of the amount anticipated in the FY 2024 budget for this grouping of funds.

### Expenditures

The nine funds marked with an \* have a total of 567 full-time equivalent (FTE) authorized positions, approximately 41.2 percent of the total FTE count for the City in the FY 2024 budget. The General Fund supports the remaining 810.5 FTE positions. Of the \$152.4 million in total actual expense through December 31 documented in the above table, \$33.1 million or 21.7 percent is personal services expense.

Materials and services, purchases for supplies, equipment, and services, equal \$91.5 million or 60 percent of total expenses. Four funds—the Utility Fund, Self Insurance Benefits Fund, Transportation Services Fund, and Capital Improvements Fund—account for \$103.4 million—or 67.8 percent—of the total expenses of these funds.



## **URBAN RENEWAL AGENCY FINANCIAL SUMMARY Through Q2 / FY 2024**

This "By the Numbers" summary of FY 2024 activity for the period of July 2023 through December 2023 provides a brief update of the Urban Renewal Agency's eight active areas and the Agency-owned Salem Convention Center. For the comparisons to budget and prior year activity, a positive percentage denotes FY 2024 results are greater.

	Resources			Expenditures		
	Actual through December 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual	Actual through December 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
<b>Debt Service Fund</b>						
Riverfront Downtown	7,887,718	87.3%	-16.3%	6,960	0.1%	-48.8%
Fairview	-	0.0%	0.0%	-	0.0%	0.0%
North Gateway	5,694,577	96.4%	19.2%	-	0.0%	0.0%
West Salem	2,759,933	101.5%	0.4%	-	0.0%	0.0%
Mill Creek	3,645,598	69.9%	30.8%	893,127	18.2%	0.0%
McGilchrist	1,712,027	98.8%	-0.4%	-	0.0%	0.0%
South Waterfront	496,166	74.5%	-19.7%	-	0.0%	0.0%
Jory Apartments	476,070	178.0%	173.7%	-	0.0%	0.0%
Total	<b>22,672,089</b>	<b>88.8%</b>	<b>1.9%</b>	<b>900,087</b>	<b>4.0%</b>	<b>-0.7%</b>

	Resources			Expenditures		
	Actual through December 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual	Actual through December 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
<b>Capital Improvements Fund</b>						
Riverfront Downtown	23,235,310	74.2%	4.5%	1,973,849	6.3%	-16.0%
Fairview	986,414	291.4%	-59.1%	124,703	36.8%	-36.0%
North Gateway	21,027,044	81.6%	21.9%	501,295	1.9%	86.4%
West Salem	8,966,516	77.4%	14.7%	3,479,618	30.0%	739.5%
Mill Creek	4,140,975	55.7%	85.6%	74,230	1.0%	-26.1%
McGilchrist	7,683,172	50.1%	22.8%	1,676,136	10.9%	116.3%
South Waterfront	1,649	0.3%	-99.9%	5,164	1.1%	29.6%
Jory Apartments	(7,314)	-2.7%	1217.0%	78	0.0%	-98.6%
Total	<b>66,033,767</b>	<b>71.4%</b>	<b>10.9%</b>	<b>7,835,074</b>	<b>8.5%</b>	<b>90.5%</b>

### Salem Convention Center Fund and Convention Center Gain / Loss Reserve

Resources for the Salem Convention Center Fund include beginning fund balance of \$1,108,163 and revenue from food sales and equipment and room rentals of \$1,940,209 for a total of \$3,048,372. Through the period, \$1,749,367 has been posted as the cost of providing convention services.

The Convention Center Gain / Loss Reserve\* started the fiscal year with beginning fund balance of \$3,323,239. Interest postings through the quarter added \$47,863. Expenses through the period totaled \$188,387, largely for HVAC upgrades, chiller compressor repair and carpet replacement, offset by a \$167,896 correction for prior year, bringing the total to \$20,491.

Resources for the Capital Improvement fund includes mostly beginning fund balance. Short - term borrowings for the Debt fund will happen in quarter three of the fiscal year.





## CITY OF SALEM FINANCIAL SUMMARY Through Q3 / FY 2024

The summary of FY 2024 third quarter (Q3) July 2023 through March 2024 financial activity displays expenditure information at the department level for the General Fund and resources displayed by type. For all other City funds, data is displayed with resources and expenditures. For all funds, the display includes columns noting comparison to budget and prior year actual activity. A positive number in the prior year comparison denotes an increase in FY 2024.

### General Fund

Resources	Budget	Actual through March 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
Property Taxes	84,007,940	81,225,183	96.7%	3.5%
Franchise Fees	21,573,020	15,931,897	73.9%	6.4%
Internal Charges	23,822,990	16,096,830	67.6%	17.3%
Marijuana Sales Tax	1,656,000	1,059,217	64.0%	8.9%
State Shared	7,990,340	4,930,420	61.7%	-0.2%
Fees, Permits	21,095,000	13,319,663	63.1%	30.9%
All Other Revenues	7,640,320	7,694,155	100.7%	43.3%
Beginning Fund Balance	38,485,060	36,578,563	95.0%	-10.1%
<b>Total Resources</b>	<b>206,270,670</b>	<b>176,835,928</b>	<b>85.7%</b>	<b>4.4%</b>

Expenditures by Department	Budget	Actual through March 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
Mayor & Council	410,290	280,352	68.3%	37.4%
Municipal Court	2,632,840	1,558,246	59.2%	-0.4%
City Manager	1,475,450	822,714	55.8%	-37.0%
Customer Service Center	1,003,340	586,110	58.4%	-0.1%
Human Resources	2,839,390	1,700,834	59.9%	-21.3%
Legal	3,069,060	2,229,680	72.7%	15.0%
Finance	4,121,130	2,628,495	63.8%	8.9%
Parks and Recreation	13,888,090	9,436,022	67.9%	3.6%
Facilities Services	5,503,850	3,713,804	67.5%	-3.3%
Community Development	6,549,110	4,015,383	61.3%	-15.2%
Library	5,418,630	3,488,693	64.4%	-12.0%
Police	59,259,360	42,375,643	71.5%	6.7%
Fire	48,710,080	36,116,266	74.1%	7.2%
Information Technology	13,367,160	8,208,348	61.4%	6.7%
Non Departmental	8,969,540	2,747,440	30.6%	-41.1%
Urban Development	4,307,940	2,584,450	60.0%	4.2%
<b>Total Expenditures</b>	<b>181,525,260</b>	<b>122,492,482</b>	<b>67.5%</b>	<b>2.0%</b>

#### BY THE NUMBERS Resources

The City received over 96.7 percent of total current-year Property Taxes as of the third quarter. Property tax receipts in FY 2024 are 3.5 percent higher than the same time last year.

Franchise Fees are also trending 6.4 percent higher while State Shared Revenue collections are down 0.2 percent.

Local Marijuana sales tax receipts are collected by the State and remitted to the City quarterly. This category is trending 8.9 percent higher than last year.

Beginning Fund Balance—the funding available at the start of the fiscal year—equals 20.7 percent of total resources through Q3, and is 10.1 percent less than FY 2023.

The year-to-year increase of 30.9 percent for Fees, Permits reflects increased City Operations Fee revenue.

Internal Charges include the support services charges, reimbursements for labor and overhead from other funds, and fund-to-fund transfers. The 17.3 percent increase is mainly due to higher Service Charges and Transfers, which are received in regular intervals.

#### BY THE NUMBERS Expenditures

With 75 percent of the fiscal year complete, including 19.1 payroll periods (representing 73.2 percent of payroll periods for the year), expenditures are trending as anticipated. The 2 percent year-over-year increase is influenced by anticipated cost escalators, such as labor contract / market adjustments to salaries, PERS expense, and health benefits expense, increased social services spending and continued impacts of high inflation for goods and services.

# CITY OF SALEM FINANCIAL SUMMARY Through Q3 / FY 2024

## Other Funds

	Resources			Expenditures		
	Actual through March 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual	Actual through March 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
* Transportation Services	20,582,283	83.4%	1.4%	12,347,464	61.1%	-8.3%
Streetlight	2,691,320	78.0%	-0.2%	1,368,930	54.6%	1.5%
* Airport	2,181,532	66.0%	1.5%	1,510,959	54.8%	41.5%
Community Renewal	3,240,052	28.6%	12.8%	3,454,278	30.5%	19.1%
Downtown Parking	989,879	92.3%	2.8%	775,892	72.4%	4.3%
Cultural and Tourism	7,634,417	81.3%	7.9%	3,379,159	59.0%	9.4%
Public Art	84,871	117.3%	86.6%	102	0.1%	-86.0%
Tourism Promotion Area	668,723	49.5%	2.7%	588,579	43.6%	1.3%
Parking Leasehold	805,579	83.8%	9.0%	546,552	56.9%	29.8%
* Building and Safety	21,259,272	86.1%	-2.6%	4,860,884	58.2%	13.2%
General Debt	25,477,952	99.6%	8.8%	5,657,973	23.3%	115.5%
Capital Improvements	172,025,843	86.1%	-17.2%	37,776,412	23.6%	-38.7%
Extra Capacity Facilities	54,532,862	96.4%	8.4%	8,442,872	14.9%	61.7%
Development Districts	10,956,641	104.8%	-0.1%	732,585	7.0%	554.4%
* Utility	151,979,477	84.8%	2.6%	80,185,077	57.5%	2.2%
* Emergency Services	7,643,767	83.6%	14.0%	3,799,365	63.5%	36.3%
* WVCC	13,212,024	81.1%	6.8%	9,962,875	61.7%	-2.7%
Police Regional Records	2,180,215	87.5%	32.5%	321,073	69.2%	15.4%
* City Services	14,076,436	80.0%	4.2%	9,217,517	64.6%	4.1%
* Self Insurance Benefits	31,137,072	74.0%	-2.9%	22,176,235	58.9%	-2.2%
* Self Insurance Risk	9,562,058	87.4%	-7.8%	7,334,093	67.0%	34.9%
Equipment Replacement	24,290,495	90.3%	27.4%	3,220,852	12.0%	89.0%
Trust and Agency	31,015,173	107.9%	-2.4%	7,035,186	43.7%	23.6%

### Resources

Beginning fund balance accounts for \$357.2 million or 58.7 percent of the \$608.2 million total resources reported in the above table for all other City funds. To begin FY 2024, actual fund balance was greater than the budget by \$4.8 million or 1.4 percent.

### Expenditures

The nine funds marked with an \* have a total of 567 full-time equivalent (FTE) authorized positions, approximately 42.2 percent of the total FTE count for the City in the FY 2024 budget. The General Fund supports the remaining 777.15 FTE positions. Of the \$224.7 million in total actual expense through March 31 documented in the above table, \$52.4 million or 23.3 percent is personal services expense.

Materials and services, purchases for supplies, equipment, and services, equal \$134.5 million or 59.9 percent of total expenses. Four funds—the Transportation Services Fund, Utility Fund, Self Insurance Benefits Fund, and Capital Improvements Fund—account for \$152.5 million—or 67.9 percent—of the total expenses of these funds.

## URBAN RENEWAL AGENCY FINANCIAL SUMMARY Through Q3 / FY 2024

This "By the Numbers" summary of FY 2024 activity for the period of July 2023 through March 2024 (Q3) provides a brief update of the Urban Renewal Agency's eight active areas and the Agency-owned Salem Convention Center. For the comparisons to budget and prior year activity, a positive percentage denotes FY 2024 results are greater.

Debt Service Fund	Resources			Expenditures		
	Actual through March 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual	Actual through March 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
Riverfront Downtown	8,205,972	90.8%	-16.5%	6,427,066	81.4%	-14.2%
Fairview	-	0.0%	0.0%	-	0.0%	0.0%
North Gateway	5,911,842	100.1%	18.4%	5,000,903	100.0%	25.0%
West Salem	2,858,439	105.1%	0.4%	2,500,451	100.0%	12.4%
Mill Creek	3,796,848	72.8%	32.2%	3,593,615	73.4%	38.6%
McGilchrist	1,773,556	102.4%	-0.4%	1,100,199	78.6%	-21.4%
South Waterfront	518,028	77.7%	-19.5%	500,090	100.0%	0.0%
Jory Apartments	497,247	185.9%	0.0%	485,088	181.3%	179.1%
<b>Total</b>	<b>23,561,931</b>	<b>92.2%</b>	<b>1.8%</b>	<b>19,607,411</b>	<b>87.3%</b>	<b>6.7%</b>

Capital Improvements Fund	Resources			Expenditures		
	Actual through March 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual	Actual through March 31	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
Riverfront Downtown	29,799,547	95.2%	-0.5%	4,384,652	14.0%	4.3%
Fairview	990,568	292.6%	-59.2%	126,260	37.3%	-39.3%
North Gateway	26,094,370	101.3%	22.1%	763,269	3.0%	141.6%
West Salem	11,482,003	99.1%	13.7%	4,747,533	41.0%	369.5%
Mill Creek	6,853,656	92.2%	72.8%	121,227	1.6%	-18.7%
McGilchrist	10,479,635	68.4%	26.2%	3,697,512	24.1%	141.7%
South Waterfront	501,649	102.4%	-73.1%	15,030	3.1%	110.9%
Jory Apartments	477,686	178.6%	175.7%	438,901	164.1%	5568.9%
<b>Total</b>	<b>86,679,114</b>	<b>93.7%</b>	<b>10.9%</b>	<b>14,294,384</b>	<b>15.5%</b>	<b>92.3%</b>

### Salem Convention Center Fund and Convention Center Gain / Loss Reserve

Resources for the Salem Convention Center Fund include beginning fund balance of \$1,108,163 and revenue from food sales, miscellaneous revenue, and equipment and room rentals of \$3,808,194 for a total of \$4,916,357. Through the period, \$3,525,277 has been posted as the cost of providing convention services.

The Convention Center Gain / Loss Reserve started the fiscal year with beginning fund balance of \$3,323,239. Interest postings added \$81,701 along with a \$452,453 transfer from the Convention Center Fund. Through the quarter, \$126,860 of expenses have been posted for facilities maintenance, professional services, and banking and investment fees.

Resources for the Capital Improvement Fund include beginning fund balance, Federal Highway grants, interest earnings, and short term borrowing.

Resources for the Debt Service Fund include beginning fund balance, property tax collections, and interest earnings.



## CITY OF SALEM FINANCIAL SUMMARY Through Q4 / FY 2024

The summary of FY 2024 fourth quarter (Q4) July 2023 through June 2024 financial activity displays expenditure information at the department level for the General Fund and resources displayed by type. For all other City funds, data is displayed with resources and expenditures. For all funds, the display includes columns noting comparison to budget and prior year actual activity. A positive number in the prior year comparison denotes an increase in FY 2024.

### General Fund

Resources	Budget	Actual through June 30	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
Property Taxes	84,007,940	84,431,400	100.5%	3.5%
Franchise Fees	21,573,020	21,700,189	100.6%	3.9%
Internal Charges	23,822,990	23,642,824	99.2%	13.3%
Marijuana Sales Tax	1,656,000	1,403,095	84.7%	8.0%
State Shared	7,990,340	7,797,149	97.6%	-1.1%
Fees, Permits	21,095,000	19,864,315	94.2%	35.4%
All Other Revenues	7,640,320	9,886,000	129.4%	1.8%
Beginning Fund Balance	38,485,060	36,578,563	95.0%	-10.1%
<b>Total Resources</b>	<b>206,270,670</b>	<b>205,303,535</b>	<b>99.5%</b>	<b>3.9%</b>

Expenditures by Department	Budget	Actual through June 30	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
Mayor & Council	410,290	372,795	90.9%	36.5%
Municipal Court	2,632,840	2,231,879	84.8%	3.6%
City Manager	1,475,450	1,233,156	83.6%	-32.0%
Customer Service Center	1,003,340	813,444	81.1%	1.8%
Human Resources	2,839,390	2,386,007	84.0%	-18.9%
Legal	3,069,060	2,914,815	95.0%	15.6%
Finance	4,121,130	3,673,441	89.1%	13.0%
Parks and Recreation	13,888,090	13,063,576	94.1%	10.9%
Facilities Services	5,503,850	5,197,137	94.4%	-0.2%
Community Development	6,549,110	5,575,599	85.1%	-8.0%
Library	5,418,630	4,773,396	88.1%	-9.5%
Police	59,259,360	57,549,458	97.1%	8.8%
Fire	49,610,080	49,509,752	99.8%	10.0%
Information Technology	13,367,160	11,828,259	88.5%	9.2%
Non Departmental	8,069,540	5,471,761	67.8%	-17.7%
Urban Development	4,307,940	3,677,229	85.4%	4.3%
<b>Total Expenditures</b>	<b>181,525,260</b>	<b>170,271,703</b>	<b>93.8%</b>	<b>5.8%</b>

### BY THE NUMBERS Resources

The City received over 100.5 percent of total current-year Property Taxes as of the fourth quarter. Property tax receipts in FY 2024 are 3.5 percent higher than the same time last year.

Franchise Fees are 3.9 percent higher at year end while State Shared Revenue collections are down 1.1 percent.

Local Marijuana sales tax receipts are collected by the State and remitted to the City quarterly. This category is trending 8.0 percent higher than last year.

Beginning Fund Balance—the funding available at the start of the fiscal year—equals 17.8 percent of total resources through Q4, and is 10.1 percent less than FY 2023 denoting the use of working capital to cover expenses.

The year-to-year increase of 35.4 percent for Fees, Permits mostly reflects the increased City Operations Fee revenue.

Internal Charges include the support services charges, reimbursements for labor and overhead from other funds, and fund-to-fund transfers. The 13.3 percent increase is mainly due to higher Service Charges and Transfers, which are received in regular intervals.

### BY THE NUMBERS Expenditures

General Fund FY 2024 year-end expenditures total \$170.27 million which is \$11.25 million or 6.2 percent lower than the adopted budget. The 5.8 percent year-over-year increase in total is influenced by multiple cost escalators, such as labor contract / mid-year market adjustments to salaries, the corresponding increase to PERS expense, and health benefits expense. Differences are also influence by changes in position vacancy rates the timing or materials and services expenses. FY 2024 reflects the reductions in the second Supplemental Budget in February 2024.

# CITY OF SALEM FINANCIAL SUMMARY Through Q4 / FY 2024

## Other Funds

	Resources			Expenditures		
	Actual through June 30	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual	Actual through June 30	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
* Transportation Services	26,835,291	108.8%	1.7%	17,696,706	87.6%	-5.0%
Streetlight	3,361,586	97.4%	-0.2%	2,049,368	81.7%	1.2%
* Airport	3,444,683	104.3%	39.0%	2,414,765	87.6%	76.0%
Community Renewal	4,709,523	41.6%	-7.0%	4,634,467	40.9%	-7.1%
Downtown Parking	1,190,090	111.0%	3.6%	1,066,537	99.5%	10.7%
Cultural and Tourism	9,443,194	100.6%	7.3%	5,066,923	88.5%	16.4%
Public Art	85,034	117.5%	63.5%	394	0.5%	-47.9%
Tourism Promotion Area	1,045,255	77.4%	2.7%	1,034,524	76.6%	2.3%
Parking Leasehold	965,254	100.4%	6.7%	698,659	72.7%	22.9%
* Building and Safety	22,779,360	92.3%	-3.6%	6,665,219	79.8%	9.9%
General Debt	27,827,480	108.8%	8.5%	24,272,875	100.0%	6.7%
Capital Improvements	186,817,039	93.5%	-16.1%	50,710,047	31.7%	-41.1%
Extra Capacity Facilities	57,277,235	101.3%	9.4%	14,826,670	26.2%	65.1%
Development Districts	11,397,987	109.0%	2.9%	744,720	7.1%	-21.2%
* Utility	187,656,087	104.7%	1.5%	127,262,177	91.3%	3.6%
* Emergency Services	11,028,185	98.1%	34.3%	7,718,760	95.5%	50.6%
* WVCC	16,879,157	103.6%	6.0%	13,807,595	85.5%	1.7%
Police Regional Records	2,408,118	96.6%	33.8%	436,855	94.2%	25.4%
* City Services	17,604,447	99.3%	5.5%	12,543,264	87.2%	4.7%
* Self Insurance Benefits	40,088,884	95.3%	2.5%	31,985,544	85.0%	4.9%
* Self Insurance Risk	11,010,865	100.6%	-3.6%	9,538,916	87.1%	50.7%
Equipment Replacement	27,375,675	101.8%	33.3%	4,788,692	17.8%	106.4%
Trust and Agency	31,818,733	110.7%	-9.9%	9,951,996	61.9%	5.2%

### Resources

Beginning fund balance accounts for \$357.2 million or 50.8 percent of the \$703.0 million total resources reported in the above table for all other City funds. To begin FY 2024, actual fund balance was greater than the budget by \$4.8 million or 1.4 percent.

### Expenditures

The nine funds marked with an \* have a total of 567 full-time equivalent (FTE) authorized positions, approximately 42.2 percent of the total FTE count for the City in the FY 2024 budget. The General Fund supports the remaining 776.75 FTE positions. Of the \$349.9 million in total actual expense through year-end documented in the above table, \$72.0 million or 20.6 percent is personal services expense.

Materials and services, purchases for supplies, equipment, and services, equal \$189.2 million or 54.1 percent of total expenses. Four funds—the Transportation Services Fund, Utility Fund, Self Insurance Benefits Fund, and Capital Improvements Fund—account for \$227.7 million—or 65.1 percent—of the total expenses of these funds.



## URBAN RENEWAL AGENCY FINANCIAL SUMMARY Through Q4 / FY 2024

This preliminary "By the Numbers" summary of FY 2024 activity for the period of July 2023 through June 2024 (Q4) provides a view of the Urban Renewal Agency's eight active areas and the Agency-owned Salem Convention Center. For the comparisons to budget and prior year activity, a positive percentage denotes FY 2024 results are greater.

	Resources			Expenditures		
	Actual through June 30	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual	Actual through June 30	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
<b>Debt Service Fund</b>						
Riverfront Downtown	8,501,664	94.1%	-16.2%	7,753,939	98.2%	-11.9%
Fairview	-	0.0%	0.0%	-	0.0%	0.0%
North Gateway	6,108,963	103.4%	18.2%	5,000,903	100.0%	25.0%
West Salem	2,951,078	108.5%	0.7%	2,500,451	100.0%	12.4%
Mill Creek	3,927,739	75.3%	33.4%	3,593,615	73.4%	38.6%
McGilchrist	1,829,953	105.6%	-0.1%	1,100,199	78.6%	-21.4%
South Waterfront	537,645	80.7%	-19.0%	500,090	100.0%	-22.5%
Jory Apartments	515,166	192.6%	173.7%	485,088	181.3%	179.1%
<b>Total</b>	<b>24,372,208</b>	<b>95.4%</b>	<b>2.1%</b>	<b>20,934,285</b>	<b>93.2%</b>	<b>5.5%</b>

	Resources			Expenditures		
	Actual through June 30	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual	Actual through June 30	As a Percent of Budget	Difference FY 2024 to FY 2023 Actual
<b>Capital Improvements Fund</b>						
Riverfront Downtown	30,088,220	96.1%	-1.0%	6,660,266	21.3%	-11.2%
Fairview	993,875	293.6%	-59.3%	127,568	37.7%	-91.3%
North Gateway	26,211,307	101.7%	22.1%	847,404	3.3%	50.9%
West Salem	11,508,572	99.4%	13.5%	6,829,616	59.0%	465.3%
Mill Creek	6,879,939	92.6%	59.3%	167,583	2.3%	-13.5%
McGilchrist	12,402,629	80.9%	47.4%	6,168,194	40.2%	260.0%
South Waterfront	501,649	102.4%	-75.1%	38,598	7.9%	-98.1%
Jory Apartments	477,765	178.7%	175.8%	439,338	164.3%	143.3%
<b>Total</b>	<b>89,063,956</b>	<b>96.3%</b>	<b>12.2%</b>	<b>21,278,568</b>	<b>23.0%</b>	<b>43.3%</b>

### Salem Convention Center Fund and Convention Center Gain / Loss Reserve

Resources for the Salem Convention Center Fund include beginning fund balance of \$1,108,163 and revenue from food sales, miscellaneous revenue, and equipment and room rentals of \$5,848,084 for a total of \$6,956,247. Through the period, \$5,894,734 has been posted as the cost of providing convention services.

The Convention Center Gain / Loss Reserve started the fiscal year with beginning fund balance of \$3,323,239. Interest postings added \$117,657 along with a \$904,905 transfer from the Convention Center Fund. Through the quarter, \$633,765 of expenses have been posted for computer software, art, facilities maintenance, professional services, and banking and investment fees.

Resources for the Capital Improvement Fund include, but are not limited to beginning fund balance, Federal Highway grants, interest earnings, and short term borrowing.

Resources for the Debt Service Fund include beginning fund balance, property tax collections, and interest earnings.