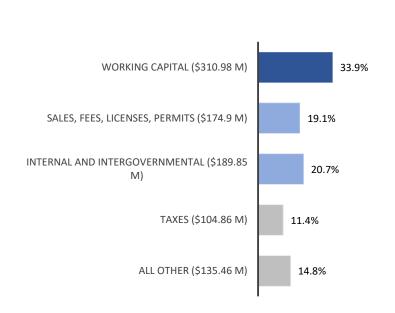
This financial summary provides FY 2023 year-end results that include July 2022 through June 2023. Notable occurrences are identified, described, and graphically illustrated through budget-to-actual and actual-to-actual comparisons. In addition, many comparisons extend to multiple fiscal years to augment context for FY 2023 activity.

#### **Citywide Results - All Funds**

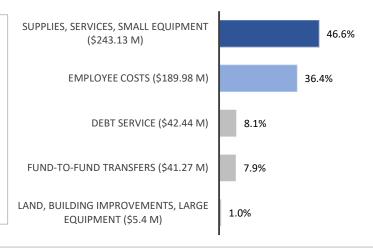
#### **Total Resources of \$916.04 Million**



This view of Citywide resources reveals the prominence of Working Capital—or cash-onhand—at 33.9 percent of all resources. This is a decrease from 41.2 percent from the prior year. Taxes include property tax for General Fund operations and levies to pay debt service on voterapproved general obligation bonds, transient occupancy tax, and local marijuana sales tax. The category with Sales, Fees includes consumer-paid fees for water / sewer, franchise fees, building permits, and system development charges. Internal and Intergovernmental includes employerpaid insurance premiums, state shared revenues, and grants. All Other includes non-operating dollars like bond proceeds, sale of assets and rents.

#### **Total Expenditures of \$522.22 Million**

Everything associated with the cost of more than 1,332 full-time equivalent employees by fiscal year end—wages, overtime, insurances, and retirement benefits—is included in *Employee Costs*. The category of *Supplies, Services, Small Equipment* includes \$155.1 million of the total in just four of the City's 25 funds—Capital Improvements, Self Insurance Risk, Self Insurance Benefits, and Utility.



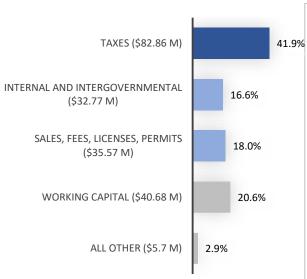
BY THE NUMBERS
Expenditures

Total personnel expenditures increased by 6.81 percent year over year. The increase in total expenditures is influenced by both anticipated cost escalators and mid-year adjustments, addition of positions mid year and labor contract / market adjustments to salaries, the corresponding increase to PERS expense, and health benefits expense. Materials and services experienced an decrease in expenditures due to the completion of several large construction projects like the Police Facility and the Salem Public Library.

This financial summary provides FY 2023 year-end results that include July 2022 through June 2023. Notable occurrences are identified, described, and graphically illustrated through budget-to-actual and actual-to-actual comparisons. In addition, many comparisons extend to multiple fiscal years to augment context for FY 2023 activity.

## General Fund Results

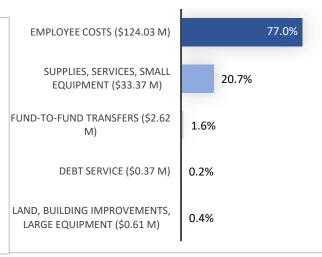
#### **Total Resources of \$197.58 Million**



Total resources for FY 2023 in the General Fund equal \$197.58 million, representing \$40.7 million in working capital and \$156.9 million in new revenues, less than the prior year. Property taxes account for \$81.5 million in the category, Taxes, with the remaining \$1.29 million from the City's sales tax on marijuana. Sales, Fees, Licenses, Permits includes over \$20.89 million in franchise fees, \$7.9 million from the City's operation fee, \$2.3 million in planningrelated revenues, and \$219,960 from the City's ambulance contractor. Internal charges, including the cost for support services assessed to other City funds for services housed in the General Fund— such as Legal, Human Resources, Finance, and Information Technology—provide over \$9 million of the \$32.77 million for the Internal and Intergovernmental category. Revenues shared by the State of Oregon add another \$7.89 million. All Other revenue includes over \$560 thousand in parking fines and over \$821 thousand in court fines.

#### **Total Expenditures of \$161 Million**

The City's General Fund maintains the services of fire emergency response, municipal court, parks maintenance, police, multi-generational recreation programs, long range and current planning, code enforcement, social services program aid, Salem Public Library, and the support services that benefit all City departments and funds. At year end, expenditures for these services equaled \$161 million, representing a 6.01 percent increase over FY 2022. The largest expense for the General Fund are the employees that correspond with the fund. Rather than other funds, such as the Utility which are very capital heavy, the General Fund's main expenditure are for personnel related items like salaries, benefits, retirement, etc.



**Future Outlook** 

With the influx of federal and state funding for the COVID-19 pandemic, the General Fund was able to remain financially solvant by replacing lost revenues due to the pandemic such as parking revenues and paying for increased costs as a result of the pandemic like Fire Department overtime. The impact of these one time dollars is evident as FY 2023 ended with the General Fund using working capital (or savings) to cover expenditures by over \$4.0 million. In order to continue the all the programs currently supported by the General Fund at the same level of service, additional on-going revenues will be needed. Any additional services, expansion of services or continuing sheltering services previously supported by grants will mean an even larger amount of on-going revenues.

#### Year Actual to - over- Year **General Fund Revenues Budget** Property Tax—In FY 2023, the largest revenue 68.64 71.15 74.54 80.90 source for the General Fund received a 4.0% 77.82 revenue increase above last year's actuals. The total 100.2% 4.0% revenues year-over-year increase was \$3.08 million. Franchise Fees—Cable and telecom fees slightly 20.89 declined, increases for refuse hauler fees, gains in 19.96 18.00 18.09 104.6% 4.7% electric, gas, and water / wastewater / storm- water utility, added an increase year-over-year for City FY 2019 FY 2020 FY 2021 FY 2022 FY 2023 franchise fees of 4.7%. Internal Charges—Less-than-anticipated revenues are offset with savings from vacant positions. A 20.88 17.44 17.75 19.51 16.4 lower vacancy rate would have generated additional 97.5% 7.0% internal reimbursement revenues. However, the year-over-year increase was 7.0%. Marijuana Sales Tax—After several years of growth, 1.58 1.78 1.30 1.16 there was a reduction this past year in marijuana 1.00 revenue. Approximately \$480 thousand less came 69.8% -26.9% into the General Fund - a year-over-year reduction FY 2019 FY 2020 FY 2021 FY 2022 FY 2023 State Shared Revenues—Although the initial reduction 7.58 of revenue for this category was evident in FY 2022, by 6.24 6.8 7.44 7.89 FY 2023 the category has somewhat rebounded and 102.3% 6.0% came in 6.0 percent over budget projections. This equates to \$450 thousand. FY 2019 FY 2020 FY 2021 FY 2022 FY 2023 Fees, Permits—User charges for fire protection, 15.22 15.33 planning fees, recreation, fire safety permits, 12.71 8.53 6.84 apartment licensing and the City Operations Fee 0.8% 102.8% supported a slight increase of 0.8 percent over fiscal year 2022. Other Agencies, Grants, All Other Revenue—Following the receipt of covid-related federal grants, grant 103.9<sup>%</sup> -51.3% receipts decreased to pre-pandemic levels. Overall decrease year-over-year is 51.3% FY 2019 FY 2020 FY 2021 FY 2022 FY 2023 Beginning Fund Balance—Fund Balance grew in FY 30.91 40.68 23 due to \$12.9 million in ARPA grant revenue. Fund 24.97 22.2 balance increased \$9.77 million or 31.6% year-over-95.6% 31.6% year. However, without federal COVID-19 relief FY 2019 FY 2020 FY 2021 FY 2022 FY 2023 funding, the City would have had to use Fund Balance to cover expenses.

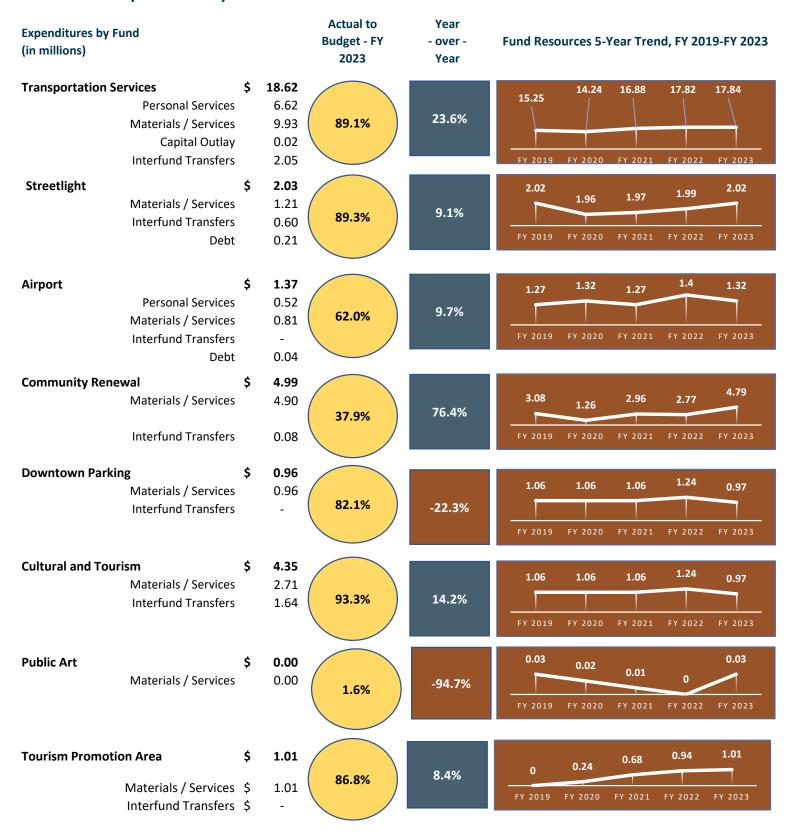
#### **General Fund Expenditures by Department**

Expenditures by Department (in millions)	Personal Services	Materials Services	Capital Outlay	Interfund Transfers	Debt	Actual to Budget	Year - over- Year
Mayor & Council	\$ -	\$ 0.27	\$ -	\$ -	\$ -	95.9%	13.4%
Municipal Court	1.55	0.60	-	-	-	88.3%	-6.1%
City Manager	1.54	0.28	-	-	-	94.2%	21.7%
Human Resources	2.59	0.35	-	-	-	96.6%	46.9%
Customer Service Center	0.75	0.05	-	-	-	87.9%	-
Legal	2.44	0.08	-	-	-	86.0%	-2.4%
Finance	2.97	0.28	-	-	-	87.9%	-16.4%
Parks and Recreation	6.92	4.59	0.19	0.08	-	97.8%	6.0%
Facilities Services	3.41	1.54	0.066	0.19	-	98.9%	10.1%
Community Development	4.78	1.12	0.00	0.15	-	89.7%	29.9%
Library	4.25	1.03	-	-	-	89.8%	6.5%
Police	42.12	10.76	0.02	-	-	96.6%	4.8%
Fire	39.17	5.60	0.24	-	-	99.4%	12.1%
Information Technology	8.90	1.85	0.09	-	-	93.5%	7.4%
Non Departmental	0.03	4.05	-	2.20	0.37	79.0%	-21.1%
Urban Development	2.62	0.91	-	-	-	87.0%	-26.0%
Total Expenditures	\$ 124.03	\$ 33.37	\$ 0.61	\$ 2.62	\$ 0.37		

BY THE NUMBERS Expenditures

General Funded FY 2023 year-end expenditures totaled \$161.0 million which is \$8.31 million or 4.9 percent lower than the adopted budget. The 6.01 percent year-over-year increase in total is influenced by 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 influenced by changes in position vacancy rates and the timing of materials and services expenses.

## CITY OF SALEM FINANCIAL SUMMARY YEAR END / FY 2023 Other Funds (in millions)



## Other Funds (in millions)

Expenditures by Fund (in millions)		Actual to Budget - FY 2023	Year - over - Year	Fund Resources 5-Year Trend, FY 2019-FY 2023
Parking Leasehold  Materials / Services Interfund Transfers			-16.8%	0.54 0.61 0.6 0.6 0.65  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
Building and Safety  Personal Services  Materials / Services  Interfund Transfers	1.42	81.0%	7.0%	7.69 6.96 7.36 7.94  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
General Debt Deb	<b>\$ 22.75</b> t 22.75	/	3.2%	21.46 20.57 49.13 22.97 23.53 FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
Capital Improvements  Materials / Services  Capital Outlay  Interfund Transfers	0.99		86.4%	94.74 33.48 94.74 34.4 31.96 FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
Extra Capacity Facilities  Materials / Services  Capital Outlay  Interfund Transfers	(0.00	14.6%	10.2%	13.33 16.11 16.03 13.23 9.84  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
<b>Development Districts</b> Materials / Services Interfund Transfers			-50.7%	2.69 1.01 2.25 4.28  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
Personal Services Materials / Services Capital Outlay Interfund Transfers Deb	34.85 7 1.06 8 28.61	88.5%	9.0%	106.61 109.3 114.68 118.58 122.26  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023

# CITY OF SALEM FINANCIAL SUMMARY YEAR END / FY 2023 Other Funds (in millions)

Expenditures by Fund (in millions)		ctual to dget - FY 2023	Year - over - Year	Fund Resources 5-Year Trend, FY 2019-FY 2023
Personal Services  Materials / Services Interfund Transfers Capital	5.12 0.51 3.27 1.34 0.01	93.2%	52.4%	0.97 0.9 0.89 3.09 4.97  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
WVCC  Personal Services  Materials / Services Interfund Transfers Capital	13.58 10.57 1.97 1.00 0.04	88.9%	3.3%	11.13 11.5 12.42 13.31 13.95  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
Police Regional Records Materials / Services Capital	0.35 0.35	00.0%	122.0%	0.43 0.44 0.45 0.47 0.49  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
City Services  Personal Services  Materials / Services  Capital Outlay Interfund Transfers	11.98 2.63 9.29 0.07	87.2%	-15.9%	10.66 10.51 10.07 9.88 11.98  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
Self Insurance Benefits \$  Personal Services  Materials / Services Interfund Transfers	30.48 0.75 29.73	79.4%	7.4%	30.43 26.95 27.21 27.46 28.26  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
Self Insurance Risk  Personal Services  Materials / Services	<b>6.33</b> 0.96 5.37	42.5%	27.3%	9.67 4.26 2.35 3.67 4.22 FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
Equipment Replacement \$  Materials / Services Capital Outlay Interfund Transfers	2.32 0.21 2.09 0.02	11.6%	-11.0%	5.54 4.57 3.45 9.12 FY 2019 FY 2020 FY 2021 FY 2022 FY 2023
Trust and Agency  Materials / Services  Capital Outlay Interfund Transfers	9.46 7.86 0.51 1.09	39.1%	39.3%	1.39 2.13 1.38 11.22  FY 2019 FY 2020 FY 2021 FY 2022 FY 2023