



City of Aurora, Colorado

Financial Performance Report

For the Quarter Ending September 30, 2018

Report released October 29, 2018

This report has been updated to provide comparisons to the 2018 Projection, as presented in the 2019 Proposed Budget, in place of the 2018 Budget.

Prepared by the Office of Budget and Financial Planning

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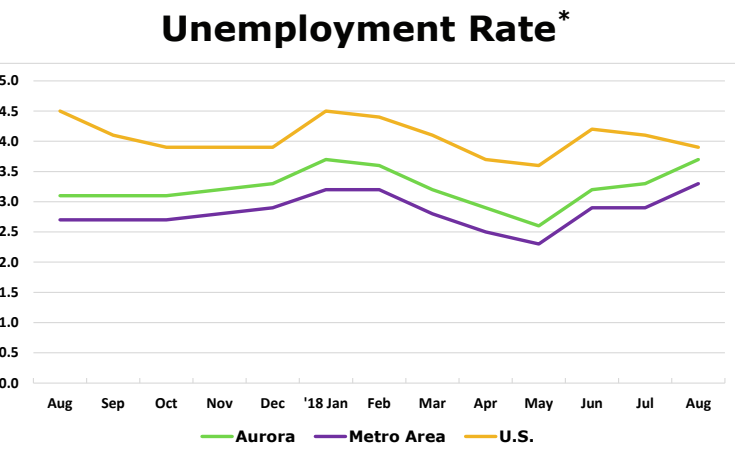
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Economic Update

The United States economy is experiencing its second longest economic expansion following a major contraction in its history. The U.S. Gross Domestic Product grew 4.2% in the second quarter of 2018, the fastest growth since the third quarter of 2014. Growth in the second quarter was driven by strong consumer spending, exports, and government spending, offset slightly by a decline in private inventory investment. Early third quarter estimates point to continuing strong growth, setting the stage for softer expansion in the last quarter of the year.






Despite a low risk of recession in the near term, the economy continues to face several constraining factors including tightening monetary policy, uncertain trade policies, and a turbulent stock market. The Federal Reserve has raised interest rates three times thus far in 2018 and is expected to raise rates once more before the year's end, continuing its attempts to balance the economy and keep inflation at its targeted 2.0% rate. Inflation, at 2.3% in September, hit its lowest point in seven months and is expected to remain close to the Federal Reserve's target in the medium term.

Colorado's economy is expected to experience expansion across most industries through the end of the current year. The state's unemployment rate stood at 3.4% in August, below Aurora's rate of 3.7%. Business confidence remains in positive territory, but fell ahead of the last quarter of 2018 driven by labor shortage, affordable housing, and trade policy concerns. Despite expressing caution in the near term, a third of the index panelists anticipate continued expansion of both the state and national economies into the first quarter of 2019. Consumer confidence in the Mountain Region soared from



* Data is not seasonally adjusted

Local Economic Indicators

Current Mo Data / % Chg to Prior Mo		Year-to-Date Avg % Change	
AURORA BUILDING PERMITS			
New Housing and Commercial Permits			
	140 (Sept) -1.4%	-15.9%	
MOUNTAIN REGION CONSUMER CONFIDENCE INDEX (CCI)			
	151.8 (Sept) 14.4%	4.6%	
LEEDS BUSINESS CONFIDENCE INDEX (values above 50 indicate expansion)			
	Q4 2018 54.6	Q3 2018 59.6	Q4 2017 56.5

Note: All indicator data is most current available.

August to September as consumers, empowered by a strong economy and job growth, noted a positive assessment of current economic conditions. This reflects a national trend as well, as consumer confidence hovered at an 18-year high in September. This optimism is expected to support consumer spending through the 2018 holiday season. The state, although on strong footing, faces challenges that may constrain growth. These include a shortage of available and qualified workers, as well as the availability and affordability of housing.

Residential permit growth in Colorado through September 2018 continued to outpace national growth through the same time in the prior year. Permit activity in Aurora, driven by multi-family housing projects and existing structure renovations, noted a 15.4% growth, although new housing and commercial construction permit activity declined 15.9% over the prior year. The Gaylord Hotel and Convention Center development continues to be on schedule, anticipating project completion and a grand opening in late 2018. Development activity in Aurora, as suggested by activity in the city's Building Division and the Office of Development Assistance, is expected to end the year above 2017 levels.

General Fund

Revenues (Sources of Funds)

General Fund operating revenue collections through September are \$434,200 (0.2%) over projection. This increase is driven by higher than projected collections from fines and forfeitures and auto use tax, offsetting slowing sales tax revenue.

Fines and forfeitures related collections posted strong gains over the prior year. This revenue category is \$213,500 (5.5%) higher than projection, largely driven by a 29.0% increase over 2017 in traffic ticket filings to date.

U.S. auto sales through September fell flat, noting a 0.8% increase over the same period in 2017. At the same time, Aurora’s auto use tax collections noted the slowest growth through the third quarter in nine years (1.6%). Current collections and other market indicators point to a cooling of the auto industry.

Sales tax collections fell below projection by \$801,900 (0.6%). August collections saw the first month over month decline since 2011. The telecommunication/cellular industry category noted the largest decline, with changes in business sales strategies and consumer behavior affecting sales tax collections. Sales also fell in the auto dealers and parts, and furniture stores and home furnishing categories, reflecting a few large retailers and manufacturers who have posted year-over-year declines nationwide. Offsetting these declines are collections from eating and drinking places and discount stores, as well as the Other Top Taxpayers category, which is dominated by activity from Amazon and its subsidiaries. To meet the 2018 full year projection, sales tax collections must grow 6.7% over the last few months of 2018.

Capital related use tax, which impacts the transfer to the Capital Projects Fund, noted the largest gains over projection

through September 2018. The \$1.3 million (7.7%) increase over projection is driven by commercial and multi-family housing projects. Building permit activity also noted a steep uptake in permits issued for work on existing structures.

See page 6 for detail revenue performance by source.

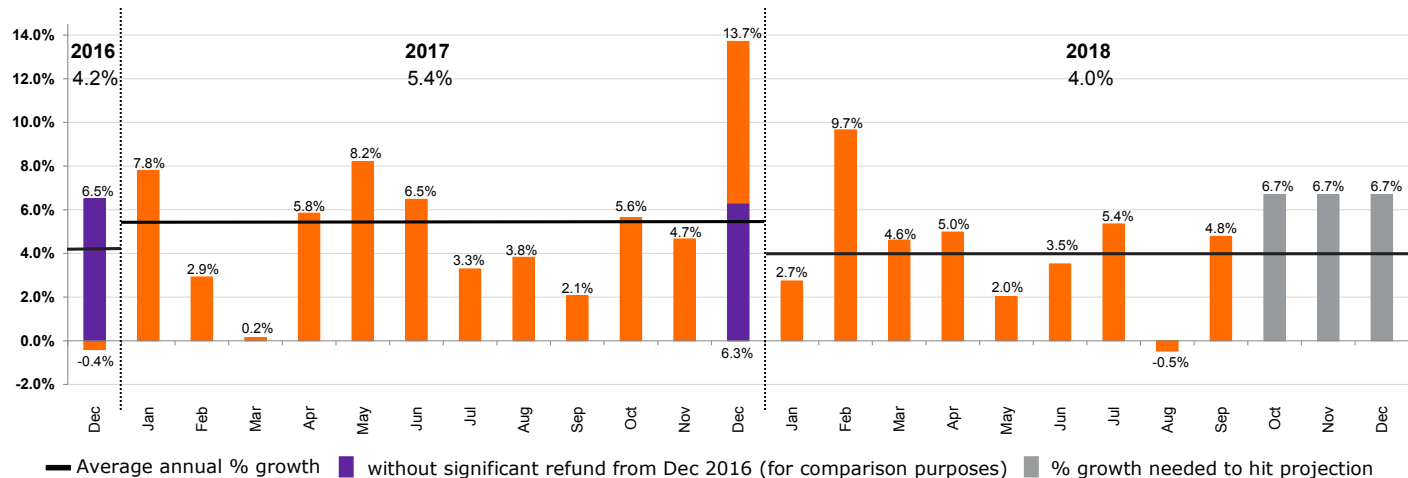
2018 Revenue Performance by Type

Revenue Category (\$ in thousands)	2018 YTD Projection	Actuals (Under)/ Over Projection	
		\$	%
General Sales Tax	\$123,310.0	(\$801.9)	(0.6%)
Capital Related Use Tax	15,592.7	1,315.3	7.7%
Auto Use Tax	11,491.7	208.7	1.4%
Franchise Fees and Taxes	8,375.3	(115.7)	(1.3%)
External Charges	4,319.2	110.5	2.3%
Audit Revenue	2,368.2	24.7	0.6%
Fines & Forfeitures	2,714.4	213.5	5.5%
All Other Gen Fund Revenue	63,413.2	717.3	1.1%
Total Revenue	\$231,584.8	\$1,672.4	0.6%
Less Capital Transfer	22,794.4	1,238.2	4.9%
Operating Revenue	\$208,790.4	\$434.2	0.2%

Top Taxpayers by Industry Category

Industry Category (\$ in thousands)	YTD September		\$ Variance	% Change
	2018	2017		
Eating & Drinking Places	\$ 20,936.1	\$ 19,627.5	\$ 1,308.5	6.7%
Discount Stores	16,481.6	15,637.9	843.7	5.4%
Building Materials	10,330.2	9,959.1	371.1	3.7%
Utilities	8,329.5	8,255.1	74.3	0.9%
Telecommunication/Cellular	7,507.3	7,819.1	(311.8)	(4.0%)
Auto Dealers and Parts	6,545.8	6,785.3	(239.5)	(3.5%)
Beer, Wine, and Liquor Stores	3,626.7	3,542.1	84.5	2.4%
Clothing and Clothing Accessories	3,511.3	3,273.6	237.7	7.3%
Electronics/Computers	3,381.6	3,335.9	45.7	1.4%
Department Stores	3,325.2	3,379.5	(54.4)	(1.6%)
Grocery Stores	3,238.7	3,110.2	128.5	4.1%
Sport Goods, Hobby, Books, Music	1,801.8	1,760.1	41.7	2.4%
Furniture and Home Furnishings	1,546.0	1,657.9	(112.0)	(6.8%)
Other Top Taxpayers	9,880.3	9,124.3	756.0	8.3%
TOTAL TOP TAXPAYERS	\$100,442.0	\$97,267.8	\$3,174.2	3.3%
Total of All Other Taxpayers	41,999.3	39,401.7	2,597.7	6.6%
Less Sales Tax Incentives	2,914.7	2,520.7	394.0	15.6%
TOTAL REPORTED SALES TAX	\$139,526.6	\$134,148.7	\$5,377.8	4.0%

Sales Tax Percent Change (Same Month Prior Year)



General Fund

Expenditures (Uses of Funds)

The 2018 mid-year review resulted in a \$772,200 decrease in projected expenditures compared to the 2018 Original Budget. This decrease was driven by savings from vacant positions as shown in the 2018 Projection column on page 6.

Through the third quarter of 2018, General Fund operating expenditures are under projection by \$1.9 million (0.9%), primarily attributable to savings in the personal services and operating supplies categories. After the reduction for transfers out, General Fund uses are only \$657,400 (0.3%) under projection due to higher than projected capital-related use tax collections and the associated \$1.2 million increase in the capital transfer. Details regarding capital-related revenue collections can be found in the revenue update on page 4.

Personnel-related expenditures are \$1.1 million under the year-to-date projection. Regular employee salary and benefits account for a majority of the savings, driven by vacant positions due to a competitive job market. Hiring challenges have also resulted in temporary compensation savings. The 2019 budget addresses recruiting issues by increasing seasonal wages in the Parks, Recreation, and Open Space Department which is expected to help attract and retain seasonal staff going forward. Savings have been offset in part by overages in Police overtime and special pay increases related to leave payouts in the City Attorney, Fire, and Police departments.

Lower than expected spending on de-icing materials for the upcoming winter months have generated significant year-to-date savings in the operating supplies category. As weather events are difficult to predict, all or a portion of the year-to-date savings may be spent during the remaining months of the year.

At the conclusion of the third quarter, utility expenditures are slightly higher than projection. The 2018 *Citywide Utilities* chart shows that all but one category have realized savings year-to-date. However, one of the hottest Colorado summers on record and a lack of precipitation has pushed water/sewer expenditures \$382,100 over projection.

The net of all other operating expenditures is under projection by \$185,000. See page 6 for detail expenditure performance by use.

2018 Expenditure Performance

Expenditure Category (\$ in thousands)	2018 YTD Proj	Actuals Under/ (Over) Proj	
		\$	%
Personal Services	\$160,801.7	\$952.9	0.6%
Temp Compensation	2,419.6	137.2	5.7%
Professional/Technical	13,569.7	175.8	1.3%
Operating Supplies	15,847.7	645.5	4.1%
Utilities	8,090.5	(25.0)	(0.3%)
Fleet/Risk Interfund	11,570.9	55.7	0.5%
Debt/Equip Purchases	3,390.6	(46.5)	(1.4%)
Total Operating Exp.	\$215,690.7	\$1,895.6	0.9%
Capital Rev Transfer	25,391.5	(1,238.2)	(4.9%)
Other Transfers Out	4,042.9	0.0	0.0%
Total Uses of Funds	\$245,125.1	\$657.4	0.3%

Q3 2018 Personnel Expenditures

Personnel Category (\$ in thousands)	YTD Sept Proj	YTD Sept Actuals	Actuals Under/(Over) Proj
Regular Employee Salary & Benefits	\$154,597.4	\$152,681.4	\$1,916.0
Special Pay	1,950.8	2,763.8	(813.0)
Overtime Compensation	4,253.5	4,403.5	(150.0)
Temporary Compensation	2,419.6	2,282.3	137.2
Total Salary & Other Compensation	\$163,221.3	\$162,131.2	\$1,090.1

Vacancies	Q1 2018	Q2 2018	Q3 2018
Total Career Service	71.3	79.0	73.0

2018 Citywide Utilities

Utility (\$ in thousands)	YTD Sept Proj	YTD Sept Actuals	Actuals Under/(Over) Proj
Electricity	\$1,353.1	\$1,292.2	\$60.9
Natural Gas	204.8	196.7	8.1
Non-Routine Maint	745.1	620.1	125.0
Street Lights-XCEL	2,880.4	2,769.3	111.1
Traffic Lights, Signs	122.1	78.1	44.0
Water/Sewer	2,771.0	3,153.2	(382.1)
Other Utilities	13.8	5.8	8.0
Total Sept YTD	\$8,090.5	\$8,115.5	(\$25.0)

General Fund

The General Fund is the operating fund for Aurora. It accounts for receipts, appropriations, and expenditures unless separate fund reporting is required. For an overview of the General Fund budget, including a breakdown of uses and departments, see page 15.

Revenues (Sources of Funds)	2018 Budget	2018 Projection	YTD Actual thru Sep 2018	2018 Year-to-Date Sources Over/(Under)				Sep 2018 Actual	Sep Variance Over/(Under)	
				2017	2018 Projection	% Chg vs 2017	% Chg vs Proj		2017	2018 Projection
Sales Tax - General	\$184,148,494	187,133,214	\$139,526,553	\$5,377,817	(\$801,858)	4.0%	(0.6%)	15,087,009	688,804	(13,156)
Use Tax - Capital Related	22,840,167	22,460,847	18,485,983	(850,239)	1,315,335	(4.4%)	7.7%	2,668,293	628,341	1,004,614
Use Tax - Automobile	17,765,244	20,073,692	15,198,470	238,080	208,678	1.6%	1.4%	1,635,987	(279,457)	(216,951)
Property Tax	35,952,903	36,183,904	36,218,307	5,276,768	34,403	17.1%	0.1%	488,244	322,375	34,403
Franchise Fees & Taxes	14,931,484	14,761,056	8,886,441	(178,513)	(115,712)	(2.0%)	(1.3%)	943,399	26,002	(20,485)
Highway User's Fees & Taxes	12,303,949	12,247,007	8,122,476	143,659	44,553	1.8%	0.6%	1,137,253	56,270	35,673
Other Auto Related (SOT, MV Fees)	3,536,271	4,040,029	2,685,443	127,596	2,692	5.0%	0.1%	291,329	(67,854)	(59,640)
Audit Revenue	3,102,540	4,500,000	4,112,847	(52,930)	24,651	(1.3%)	0.6%	133,664	(293,777)	(106,899)
Other Taxes	13,570,988	13,309,150	9,550,053	254,778	81,959	2.7%	0.9%	1,072,281	125,602	(46,228)
Other Intergovernmental Fees & Taxes	3,166,850	2,960,286	2,436,522	123,762	18,876	5.4%	0.8%	271,779	(3,289)	26,209
Business Licenses & Other Permits	2,898,354	2,839,797	2,252,821	158,225	129,418	7.6%	6.1%	384,857	113,964	91,613
Fines & Forfeitures	4,060,594	4,877,209	4,108,926	846,727	213,504	26.0%	5.5%	415,050	30,431	72,440
Internal Charges for Services	7,339,184	7,343,322	5,448,258	706,968	63,392	14.9%	1.2%	585,252	68,020	10,054
External Charges for Services	6,082,087	6,047,657	4,976,868	331,110	110,538	7.1%	2.3%	462,045	(10,398)	56,103
Other General Fund Revenue	2,627,320	2,736,976	2,301,971	327,190	342,000	16.6%	17.4%	337,933	124,296	238,608
Total Sources of Funds	\$336,310,534	\$343,498,251	\$264,311,940	\$12,830,998	\$1,672,428	5.1%	0.6%	\$25,914,376	\$1,529,331	\$1,106,358
General Fund Operating Revenue ¹	\$301,148,592	\$308,402,336	\$237,682,226	\$11,993,603	\$434,225	5.3%	0.2%			

Expenditures (Uses of Funds)	2018 Budget	2018 Projection	YTD Actual thru Sep 2018	2018 Year-to-Date Uses Under/(Over)			
				2017	2018 Projection	% Chg vs 2017	% Chg vs Proj
Personal Services	213,982,762	\$211,849,524	\$159,848,808	(\$6,815,409)	\$952,909	(4.5%)	0.6%
Temporary Compensation	2,768,258	3,293,479	2,282,347	(440,721)	137,227	(23.9%)	5.7%
Professional & Technical Services	15,851,422	16,679,411	13,393,855	374,338	175,798	2.7%	1.3%
Operating Supplies/Other	19,752,712	19,873,200	15,202,256	(291,587)	645,492	(2.0%)	4.1%
Utilities	11,533,993	11,199,710	8,115,510	(338,422)	(25,025)	(4.4%)	(0.3%)
Interfund Charges	15,021,637	15,381,421	11,515,190	(764,400)	55,741	(7.1%)	0.5%
Capital Purchases (Equip, Vehicles, Other)	3,833,413	3,793,275	3,437,082	(664,881)	(46,503)	(24.0%)	(1.4%)
General Fund Operating Expenditures	\$282,744,197	\$282,070,020	\$213,795,047	(\$8,941,082)	\$1,895,639	(4.4%)	0.9%
Capital Related Revenue Transfer Out ²	33,177,837	33,111,810	26,629,714	(837,395)	(1,238,203)	(3.2%)	(4.9%)
All Other Transfers Out to Other Funds	27,985,263	27,953,282	4,042,918	80,765	0	2.0%	0.0%
Total Uses of Funds	\$343,907,297	\$343,135,112	\$244,467,679	(\$9,697,711)	\$657,436	(4.1%)	0.3%
Less Carryforward Budget	(4,860,212)	(4,860,212)					
Increase/(Use) of Available Funds³	(\$2,736,551)	\$5,223,351					

See page 16 for glossary and detailed data description for each column.

1. Operating revenue excludes transfers into the General Fund from other funds and accounts for the transfer out of construction related use tax to the Capital Projects Fund (CPF).
2. The transfer to the CPF is calculated in December and transferred out of the General Fund. For the purposes of this report, an effective transfer using current revenue collections has been calculated and included as an actual.
3. The 2018 Adopted Budget includes the planned use of \$1.4 million in funds available primarily associated with expenditures for major intersection traffic improvements. In the 2018 Spring Supplemental process, an additional \$1.4 million was added with no offsetting revenue, bringing the total planned use of funds available up to \$2.7 million. Supplemental appropriation of \$800,000 is associated with the addition of one-time funds to Aurora Fire Rescue to provide all members with a second set of bunker gear and have all Personal Protective Equipment (PPE) inspected and professionally cleaned. In addition, Council appropriated \$200,000 towards flashing speed signs and approved \$300,000 to update the Environmental Assessment for the I-70/Picadilly Interchange.

Combined Water & Wastewater Funds

Revenue (Sources of Funds)

Through the third quarter of 2018, revenue in the combined Water and Wastewater funds is \$14.3 million (8.1%) over the year-to-date revenue plan prepared mid-year. Water utility sales (up \$6.9 million) and development fee revenue (up \$5.1 million) account for most of the favorable variance. Dry weather conditions resulted in the highest water revenue sales for the month of June within the last decade. Water sales through a regional partnership (WISE) have also come in higher than planned. The development fee revenue was driven primarily by tap fees for multifamily developments.

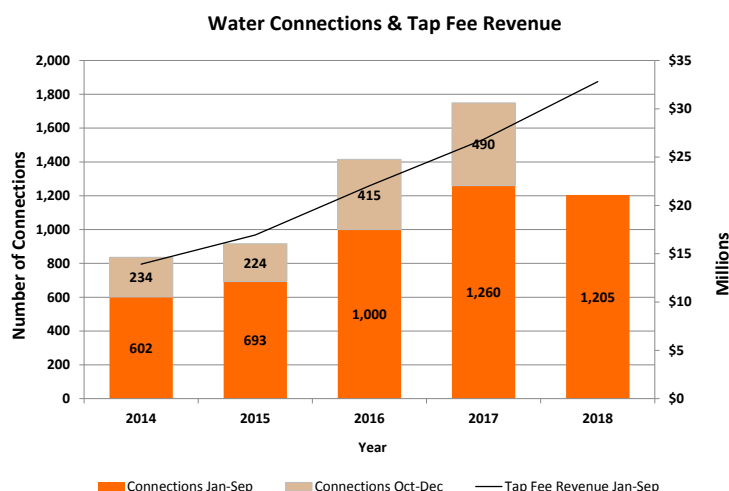
Q3 2018 Fund Sources

Over/(Under) Projection Plan

Revenue Type	Water	Wastewater	Combined
Utility Sales - Water	\$6,945,941	\$0	\$6,945,941
Utility Sales - WW	0	(214,831)	(214,831)
Development Fees	4,346,985	776,598	5,123,583
External Charges for Services	1,024,316	76,102	1,100,418
Investment Income	912,656	193,033	1,105,688
Other Revenue	(45,580)	318,604	273,024
Total Revenue	\$13,184,317	\$1,149,507	\$14,333,824

When comparing to 2017 revenue collections, 2018 revenue is higher by a total of \$15.6 million (8.9%), mostly due to the aforementioned water utility sales and development fees.

Compared to 2017, year-to-date water connections are down slightly through the third quarter while tap fee revenue is up 22.3%. Each of the 28 multi-family developments in 2018 counted as just one connection but generated significant revenue per tap due to the number of units. There were no multi-family connections through the same period in 2017.



Expenses (Uses of Funds)

Total fund uses through September 2018 are \$38.1 million under the third quarter projection plan, mostly due to lower than anticipated spending against capital projects. Conversely, year-to-date uses are \$35.0 million greater than 2017, primarily due to greater capital spending, as well as utility and operating supply spending. Additional detail by expense type is included below. Please refer to page 9 for detailed revenue and expense data by category.

Operating Expenses

Total operating expenses for the combined funds through the third quarter of 2018 are \$2.1 million (2.0%) higher than the year-to-date plan. In the chart below, sizeable variances can be seen in Operating Supplies/Other and Utilities. The supplies variance is mostly due to an escrow payment for a water rights acquisition (\$1.1 million), a development incentive payment (\$773,100), and higher than anticipated spending for meter and treatment chemical purchases. Utilities expenses are over projection due to increased reuse water being treated in 2018 compared to prior years. Both the development incentive and the escrow payment noted above were not budgeted or projected. Excluding those two items, the Water and Wastewater Funds are expected to finish the year on projection.

Q3 2018 Fund Uses

Under/(Over) Projection Plan

Expense Type	Water	Wastewater	Combined
Personal Services	(\$342,668)	(\$37,953)	(\$380,620)
Temporary Compensation	110,360	44,525	154,885
Professional & Technical Services	187,706	314,112	501,818
Operating Supplies/Other	(2,192,024)	78,966	(2,113,058)
Utilities	(712,701)	(358,848)	(1,071,548)
Interfund Charges	34,996	7,354	42,349
Debt Related	439,083	9	439,092
Capitalized Purchases	404,353	(73,610)	330,743
Total Operating Expenses	(\$2,070,894)	(\$25,445)	(\$2,096,339)
Capital Projects	27,717,759	12,512,826	40,230,585
Total Expenses	\$25,646,865	\$12,487,381	\$38,134,246

Operating expenses through the third quarter are \$10.5 million (10.7%) higher than the third quarter of 2017. The treatment plant supply costs, water storage utility payments, and the escrow payment noted above, drive the majority of the

Combined Water & Wastewater Funds

2018 budget, as well as market equity adjustments implemented during the year have also contributed to the increase over 2017.

Capital Budget and Expenses

Capital funds are obligated in the year budgeted, however, actual spending can occur over multiple years. The table below outlines the 2018 capital working budget by program, which includes unspent funds carried forward from previous years. To measure current-year capital spending, Aurora Water creates a spending plan for each quarter.

The 2018 spending plan assumes that \$144.0 million of the appropriated \$301.9 million will be spent by year-end. Of the anticipated \$144.0 million annual spending plan, \$87.3 million (60.6%) was projected to be spent through the third quarter. Actual capital spending through the third quarter has reached just \$47.0 million or 32.7 % of the annual spending plan.

This variance is largely driven by the Water Fund with the delay in timing of the Water Rights Acquisition projects in Source of Supply Water Program and lower than anticipated spending for Binney and Griswold WPF Improvements in the

Treatment Program. The variance in the Wastewater Fund is predominately due to changes in the Collection Program relating to the timing of the Second Creek Regional Lift Station and Second Creek Interceptor construction projects.

In addition to current spending, there are also projects with large encumbrances. Encumbered funds are funds that are contractually obligated on a purchase order, but not paid pending delivery of goods or services and therefore are not included in year-to-date spending. Currently, \$60.7 million is encumbered, primarily in the Pumping Program in the Water Fund and the Collection Program in the Wastewater Fund.

The capital projects with the highest spending and/or encumbrances through the third quarter are the Aurora Pump Station Upgrades (\$17.7 million), 2nd Creek Interceptor (\$7.7 million), 2nd Creek Lift Station, (\$7.7 million), Griswold Water Plant Renovations (\$6.3 million), and Raw Water Rehab (\$6.1 million).

Capital Projects Status

Water and Wastewater Funds

Program	2018 Working Budget	2018 Spending Projection	YTD Spending Projection	*2018 YTD Actuals Spending	Under/ (Over) Plan	Encumbered Funds
WATER FUND						
Operations & General Mgmt	\$26,364,644	\$3,652,689	\$1,917,443	\$387,337	\$1,530,107	\$920,463
Pumping	13,086,795	1,760,767	823,442	1,545,470	(722,027)	16,605,675
SOS Other	14,285,025	8,225,033	4,243,480	3,482,352	761,128	1,962,922
SOS Storage	30,241,062	11,412,196	7,709,721	9,119,857	(1,410,135)	6,225,419
SOS Water	47,621,888	60,505,142	29,421,580	5,867,955	23,553,625	2,343,606
Trans & Distrib	22,356,469	5,737,197	4,640,997	3,695,871	945,126	2,226,304
Treatment	32,583,697	11,323,322	6,969,516	3,909,580	3,059,936	8,852,686
Total Water Fund	\$186,539,580	\$102,616,346	\$55,726,180	\$28,008,421	\$27,717,759	\$39,137,075
WASTEWATER FUND						
Collection	\$36,402,138	\$25,319,768	\$23,241,850	\$15,298,396	\$7,943,454	\$10,990,381
Operations & General Mgmt	21,193,848	2,716,124	1,293,949	130,532	1,163,417	930,824
Storm Water	57,769,841	13,358,943	7,016,416	3,610,461	3,405,955	9,680,469
Total Wastewater Fund	\$115,365,827	\$41,394,836	\$31,552,215	\$19,039,389	\$12,512,826	\$21,601,675
Totals	\$301,905,407	\$144,011,182	\$87,278,394	\$47,047,809	\$40,230,585	\$60,738,750

*Year-to-date spending does not include encumbrances.

Combined Water & Wastewater Funds

The Aurora Water Department administers the Water and Wastewater funds, which are supported primarily from user fees and development fees. Aurora Water operates as a cost of service utility (or enterprise), which means that revenues must fully cover the cost of providing water, sanitary sewer, and storm water services to its customers.

Revenues (Sources of Funds)	2018 Budget	2018 Projection	YTD Actual thru Q3 2018	2018 Year-to-Date Sources Over / (Under)			
				2017	2018 Projection	% Chg vs 2017	% Chg vs. Projection
Utility Sales - Water	\$110,322,962	\$111,004,389	\$94,444,810	\$6,585,142	\$6,945,941	7.5%	7.9%
Utility Sales - Wastewater	60,378,060	60,378,060	44,859,174	1,836,960	(214,831)	4.3%	(0.5%)
Development Fees	44,113,934	46,180,000	39,671,406	8,374,831	5,123,583	26.8%	14.8%
Charges for Services	7,633,155	8,431,076	6,996,953	(2,276,463)	1,100,418	(24.5%)	18.7%
Investment Income	1,840,131	2,755,752	3,373,918	1,212,222	1,105,688	56.1%	48.7%
Other Revenue	1,568,393	1,890,314	1,519,637	(550,272)	272,274	(26.6%)	21.8%
Proceeds from Borrowing	37,500,000	37,500,000	0	0	0	N/A	N/A
Funds from Restricted Assets	0	374,000	374,750	374,750	750	N/A	N/A
Revenue	\$263,356,635	\$268,513,591	\$191,240,648	\$15,557,170	\$14,333,824	8.9%	8.1%
Transfers In from Other Funds	16,000,000	16,000,000	0	0	0	N/A	N/A
Total Sources of Funds	\$279,356,635	\$284,513,591	\$191,240,648	\$15,557,170	\$14,333,824	8.9%	8.1%

Expenses (Uses of Funds)	2018 Budget	2018 Projection	YTD Actual thru Q3 2018	2018 Year-to-Date Uses Under / (Over)			
				2017	2018 Projection	% Chg vs 2017	% Chg vs. Projection
Personal Services	\$38,388,987	\$38,079,448	\$29,620,062	(\$1,563,172)	(\$380,620)	(5.6%)	(1.3%)
Temporary Compensation	1,032,856	1,104,871	664,759	(31,696)	154,885	(5.0%)	18.9%
Professional & Technical Services	13,094,332	11,257,295	5,200,318	267,857	501,818	4.9%	8.8%
Operating Supplies/Other	25,370,683	26,145,875	20,100,773	(3,455,611)	(2,113,058)	(20.8%)	(11.7%)
Utilities	35,716,476	35,510,841	27,469,654	(5,206,898)	(1,071,548)	(23.4%)	(4.1%)
Interfund Charges	3,038,739	2,884,117	2,096,997	(85,222)	42,349	(4.2%)	2.0%
Debt Related	22,821,964	22,821,685	22,068,688	(790,967)	439,092	(3.7%)	2.0%
Capitalized Purchases	5,118,661	2,956,504	1,836,707	356,658	330,743	16.3%	15.3%
Total Operating Expenses	\$144,582,698	\$140,760,636	\$109,057,957	(\$10,509,050)	(\$2,096,339)	(10.7%)	(2.0%)
Transfers Out to Other Funds	16,083,497	16,083,497	0	0	0	N/A	N/A
Capital Projects	301,905,407	320,805,407	47,047,809	(24,513,391)	40,230,585	(108.8%)	46.1%
Total Uses of Funds	\$462,571,602	\$477,649,540	\$156,105,767	(\$35,022,442)	\$38,134,246	(28.9%)	19.6%

Less Carryforward Budget	(162,158,610)	(162,158,610)					
Increase/(Use) of Total Available Funds ¹	(\$21,056,357)	(\$30,977,339)					

See Page 16 for Glossary and detailed data description for each column

- The 2018 Adopted Budget includes 2018 appropriations in excess of the expected revenue collections for the year resulting in the use of budgetary funds available of \$20.1 million. This is primarily due to 2018 capital projects being fully obligated in the year of appropriation, although actual capital project spending may occur over multiple future years. In the 2018 Spring Supplemental, another \$1.0 million in budget was added for a meter replacement pilot program, which increased the use of funds available to its current \$21.1 million.

Recreation Fund

The Recreation Fund accounts for recreational services provided to citizens. Funding for these services comes from user fees and a General Fund transfer intended to cover mandated costs. Mandated costs include personal services, utilities, interfund charges and other required costs such as custodial fees and contractual escalators. Most Recreation Fund revenues and expenditures occur in the summer months.

Revenues (Sources of Funds)	2018 Budget	2018 Projection	YTD Actual Thru Q2 2018	2018 Year-to-Date Sources Over/ (Under)			
				2017	2018 Projection	% Chg vs. 2017	% Chg vs. Projection
Aquatics	\$1,479,867	\$1,492,586	\$1,237,439	(\$19,073)	(\$39,243)	(1.5%)	(3.1%)
Centers & Fitness	1,425,960	1,306,007	1,022,204	239,647	59,312	30.6%	6.2%
Preschool and Active Adults	1,505,400	1,582,194	1,167,024	9,746	59,477	0.8%	5.4%
Special Events	169,500	183,519	149,685	(42,385)	23,504	(22.1%)	18.6%
Sports Programs	1,780,900	1,787,454	1,671,596	136,195	242,703	8.9%	17.0%
Youth Development & Camps	299,700	309,026	295,728	17,768	62,869	6.4%	27.0%
Total Recreation Fund Revenue	\$6,661,327	\$6,660,786	\$5,543,676	\$341,898	\$408,622	6.6%	8.0%
Transfers In from Other Funds	5,072,107	5,072,107	0	0	0	N/A	N/A
Total Sources of Funds	\$11,733,434	\$11,732,893	\$5,543,676	\$341,898	\$408,622	6.6%	8.0%

Expenditures (Uses of Funds)	2018 Budget	2018 Projection	YTD Actual Thru Q2 2018	2018 Year-to-Date Uses Under/ (Over)			
				2017	2018 Projection	% Chg vs. 2017	% Chg vs. Projection
Personal Services	\$5,456,760	\$5,165,757	\$3,881,392	(\$327,230)	(\$14,814)	(9.2%)	(0.4%)
Temporary Compensation	3,126,866	3,104,557	2,448,747	(280,613)	(69,961)	(12.9%)	(2.9%)
Professional & Technical Services	634,795	794,204	884,330	(196,486)	(249,302)	(28.6%)	(39.3%)
Operating Supplies/Other	1,768,364	1,891,495	1,526,788	(38,462)	(175,179)	(2.6%)	(13.0%)
Utilities	906,252	869,667	612,188	(47,240)	51,777	(8.4%)	7.8%
Interfund Charges	184,335	182,808	151,752	(21,687)	(12,460)	(16.7%)	(8.9%)
Capital Related	932	932	64,400	(51,043)	(63,701)	(382.1%)	(9,113.2%)
Total Uses of Funds	\$12,078,304	\$12,009,420	\$9,569,597	(\$962,761)	(\$533,640)	(11.2%)	(5.9%)
Less Carryforward Budget	(36,955)	(36,955)					
Increase/ (Use) of Total Avail. Funds	(\$307,915)	(\$239,572)					

See page 16 for glossary and detailed data description for each column.

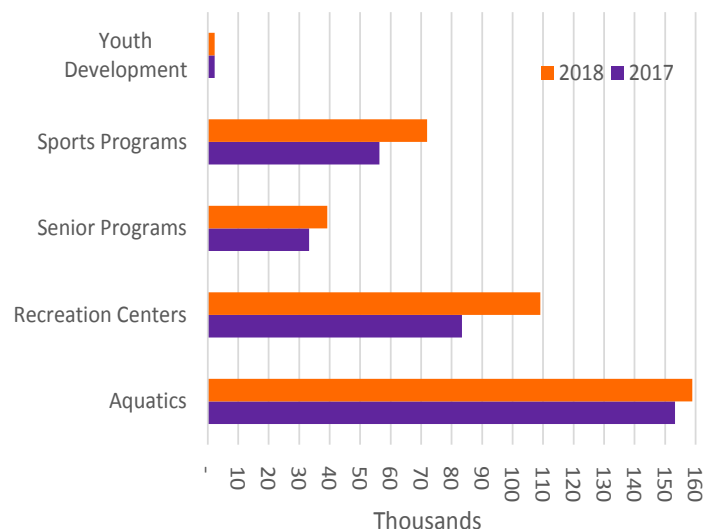
Revenues (Sources of Funds)

Operating revenue collections, which excludes the General Fund subsidy, are outperforming to projection and 2017 collections for the same period by 8.0% and 6.6% respectively. All programs are outperforming to projection, most notably Sports Programs due to the Sports Park operating at capacity. The exception is Aquatics, which is lower primarily due to renovation activity at the Utah indoor pool facility. Special Events revenues are lower compared to 2017 due to a decline in attendance for Punkin Chunkin and BBQ events attributable to event day weather.

Expenditures (Uses of Funds)

Year-to-date expenditures are 5.9% over projection and 11.2% higher than 2017 expenditures. With the ongoing popularity of the Sports Park, professional and technical costs continue to rise and will be offset by fourth quarter savings in other expense categories. The added operations of Moorhead Recreation Center have led to year-over-year expenditures being higher compared to 2017.

Year-to-Date Recreation Attendance 2017 vs. 2018



Development Review Fund

The Development Review Fund (DRF) is dependent on construction and development activity. Revenues and expenditures fluctuate depending on the level of development activity in the city and the resulting changes in plan review and inspection activity. The largest portion of revenue is from fees collected for permits, development application fees and licensing.

Revenues (Sources of Funds)	2018 Budget	2018 Projection	YTD Actual thru Q3 2018	2018 Year-to-Date Sources Over/(Under)			
				2017	2018 Projection	% Chg vs 2017	% Chg vs. Projection
Contractor Licensing	\$624,180	\$698,852	\$546,669	\$83,110	\$23,574	17.9%	4.5%
Permits	13,489,217	12,390,841	8,373,534	(150,789)	(901,098)	(1.8%)	(9.7%)
Application and Admin Fees	2,921,432	3,624,150	2,926,401	140,749	213,699	5.1%	7.9%
Interest	116,150	210,777	163,815	33,247	6,046	25.5%	3.8%
Other Revenue	51,510	99,365	77,450	(3,872)	3,074	(4.8%)	4.1%
Total Sources of Funds	\$17,202,489	\$17,023,985	\$12,087,868	\$102,445	(\$654,705)	0.9%	(5.1%)

Expenditures (Uses of Funds)	2018 Budget	2018 Projection	YTD Actual thru Q3 2018	2018 Year-to-Date Uses Under/(Over)			
				2017	2018 Projection	% Chg vs 2017	% Chg vs. Projection
Personal Services	\$10,504,933	\$11,190,724	\$8,218,015	(\$788,826)	\$112,658	(10.6%)	1.4%
Temporary Compensation	997,572	800,210	618,826	(18,356)	(42,339)	(3.1%)	(7.3%)
Professional & Technical Svcs	2,242,228	3,037,515	2,290,998	1,134,050	(174,123)	33.1%	(8.2%)
Operating Supplies/Other	894,821	1,398,984	778,354	(35,178)	103,614	(4.7%)	11.7%
Interfund Charges	195,911	193,842	146,304	(7,374)	(1,996)	(5.3%)	(1.4%)
Capital Related	75,000	43,192	83,192	27,152	(40,000)	24.6%	(92.6%)
Total Operating Expenditures	\$14,910,465	\$16,664,467	\$12,135,689	\$311,467	(\$42,187)	2.5%	(0.3%)
Transfers Out to Other Funds	2,006,371	2,006,371	0	0	0	N/A	0.0%
Total Uses of Funds	\$16,916,836	\$18,670,838	\$12,135,689	\$311,467	(\$42,187)	2.5%	(0.3%)

Less Carryforward Budget	(1,580,507)	(1,580,507)					
Incr/(Use) of Total Avail Funds	\$1,866,160	(\$66,346)					

See page 16 for glossary and detailed data description for each column.

Revenue (Sources of Funds)

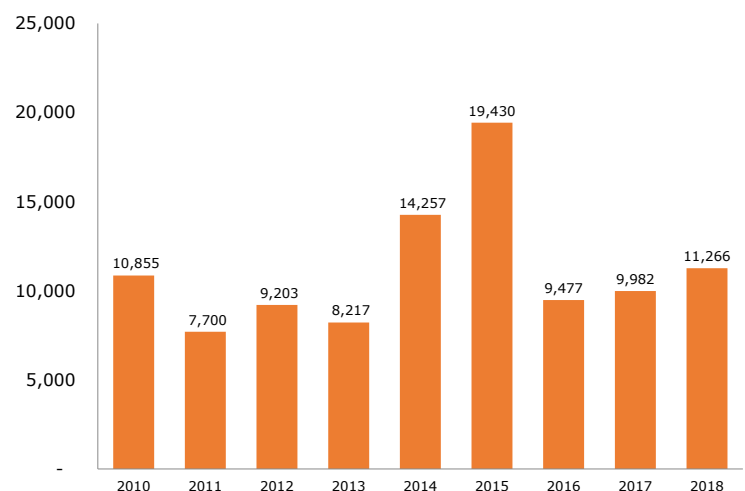
Revenue through September is \$654,700 (5.1%) less than the year-to-date projection. Permit fees are below projection due to lower project valuation during the summer months despite no drastic changes in the number of permits. However, there are some larger single family and commercial projects that will begin the permitting process in the fourth quarter. These projects will bring the permit revenues closer to projection by the end of the year. Also helping overall revenue are application fees which continue to be strong through 2018.

Expenditures (Uses of Funds)

Total expenditures are slightly over the year-to-date projection by \$42,200 (0.3%). This is due to higher than anticipated expenditures with the Workflow System update located in professional services; however, these expenditures are mostly offset by vacancy savings.

Permits Issued

Q3 2011-2018



Golf Courses Fund

The Golf Courses Fund was established for the operation and maintenance of city-owned and/or city-operated golf courses. The Fund is supported by green fees, driving range fees, and golf cart rentals, as well as pro shop sales and concessions. The majority of Fund revenue is earned from May through September and expenses, primarily temporary compensation, capital improvements, and operating supply expenses, are spent in tandem with revenues.

Revenues (Sources of Funds)	2018 Budget	2018 Projection	YTD Actual Thru Q3 2018	2018 Year-to-Date Sources Over/(Under)			
				2017	2018 Projection	% Chg vs 2017	% Chg vs Projection
Revenue from User Fees	\$8,505,200	\$8,000,000	\$6,881,585	(\$199,445)	\$66,633	(2.8%)	1.0%
Interest Income	20,000	36,308	42,345	15,505	16,829	57.8%	66.0%
Miscellaneous Revenue	5,700	35,795	36,968	1,883	1,265	5.4%	3.5%
Total Fund Revenue	\$8,530,900	\$8,072,103	\$6,960,898	(\$182,057)	\$84,727	(2.5%)	1.2%
Transfers In from Other Funds	150,000	150,000	0	0	0	N/A	N/A
Total Sources of Funds	\$8,680,900	\$8,222,103	\$6,960,898	(\$182,057)	\$84,727	(2.5%)	1.2%

Expenses (Uses of Funds)	2018 Budget	2018 Projection	YTD Actual Thru Q3 2018	2018 Year-to-Date Uses Under/(Over)			
				2017	2018 Projection	% Chg vs 2017	% Chg vs Projection
Personal Services	\$3,127,320	\$2,741,641	\$2,088,773	\$112,651	(\$16,876)	5.1%	(0.8%)
Temporary Compensation	1,266,497	1,242,290	1,039,859	(6,504)	(34,995)	(0.6%)	(3.5%)
Professional & Technical Services	168,687	162,682	147,278	13,051	(20,498)	8.1%	(16.2%)
Operating Supplies/Other	1,692,284	1,627,601	1,453,678	(42,495)	(126,892)	(3.0%)	(9.6%)
Utilities	1,180,400	1,058,551	874,108	2,815	(58,491)	0.3%	(7.2%)
Interfund Charges	204,238	202,316	150,841	(6,211)	1,657	(4.3%)	1.1%
Debt Related	372,680	372,680	0	45,605	0	100.0%	N/A
Capital Related	113,303	83,303	44,192	345,993	(6,692)	N/A	N/A
Total Fund Operating Expenses	\$8,125,409	\$7,491,064	\$5,798,729	\$464,905	(\$262,787)	7.4%	(4.7%)
Transfers Out to Other Funds	200,000	200,000	0	0	0	N/A	N/A
Capital Projects	428,690	250,000	149,540	240,645	17,112	61.7%	10.3%
Total Uses of Funds	\$8,754,099	\$7,941,064	\$5,948,269	\$705,550	(\$245,675)	10.6%	(4.3%)

Less Carryforward Budget	(198,177)	(198,177)					
Increase/(Use) of Total Avail. Funds	\$124,978	\$479,216					

See page 16 for glossary and detailed data description for each column.

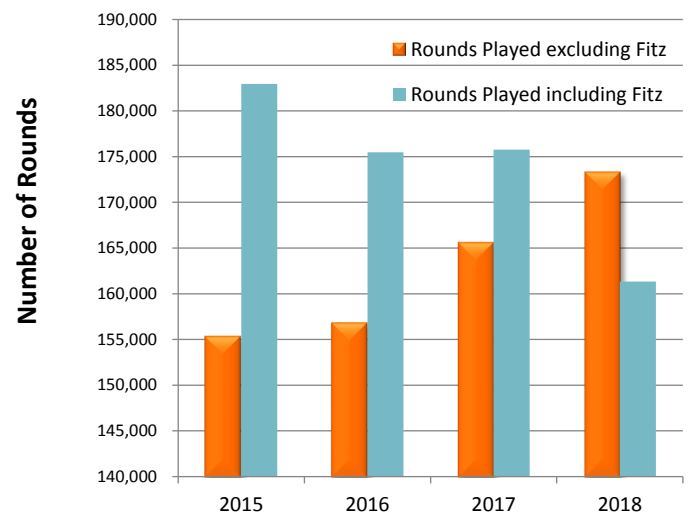
Revenue (Sources of Funds)

Year-to-date total revenue through the third quarter of 2018 shows a variance of \$84,700 (1.2%) higher than projection. The decrease in 2018 revenues compared to 2017 was anticipated due to the closure of the Fitzsimons Golf Course, but continue to be offset by the retention of these golfers at other city golf courses. Total rounds played are down compared to prior years due to the closure of the Fitzsimons Golf Course. The limited impact reflects the City's courses continued success in retaining the business of former Fitzsimons customers.

Expenses (Uses of Funds)

Third quarter total use of funds is \$245,700 (4.3%) overspent compared to the 2018 projection. Higher spending on personnel was impacted by seasonal wage increases. A hotter than expected third quarter required higher spending for course maintenance, increasing professional services and operating supplies expenses. In addition, higher water costs contributed to the increased spending in utilities.

Year-to-Date Rounds Played 2015-2018



Marijuana Tax Revenue Fund

In 2014, Aurora voters approved a 5.75% city sales tax and 5.0% excise tax from cultivation facilities charged on the sale of unprocessed retail marijuana. Aurora voters also granted the city permission to increase or decrease the sales tax rate without further voter approval so long as the rate of taxation does not exceed 10.0%. In 2017, City Council increased the city's retail marijuana sales tax rate from 5.75% to 7.75%. Effective July 1, 2017, this rate increase began funding homeless services and housing projects. Additionally, the city collects a state shareback of 10.0% of the 15.0% state special sales tax based on Aurora's retail marijuana sales. From 2014 to 2016, marijuana sales and excise tax revenue was collected in the city's General Fund and set aside for Council's determination of use. In January 2017, the city began to account for marijuana tax revenue in a separate Marijuana Tax Revenue Fund for budgetary purposes.

2018 Marijuana Tax Revenue

Revenues	2018 Budget	2018 Projection	2018 YTD Actual	2018 Year-to-Date Revenues Over/(Under)			
				2017	2018 Projection	% Chg vs 2017	% Chg vs Projection
Sales and Excise Taxes	\$7,915,474	\$8,212,949	\$6,076,951	\$1,233,221	\$139,621	25.5%	2.4%
State Shareback	1,388,139	1,494,998	1,103,999	(5,954)	(8,353)	(0.5%)	(0.8%)
Investment Income	35,000	104,746	80,290	59,589	2,346	287.9%	3.0%
Total Sources of Funds	\$9,338,613	\$9,812,693	\$7,261,240	\$1,286,856	\$133,614	21.5%	1.9%

See page 16 for glossary and detailed data description for each column.

2014-2018 Marijuana Funds

Fund Summary	2014-2017 Actual*	2018 Projection	2014-2018 Total
Sales and Excise Taxes	\$14,293,984	\$8,212,949	\$22,506,933
State Shareback	3,175,119	1,494,998	4,670,117
Investment Income	40,893	104,746	145,639
Total Revenue	\$17,509,996	\$9,812,693	\$27,322,689
Transportation Projects	\$3,800,000	\$0	\$3,800,000
Transportation Maintenance	0	2,100,000	2,100,000
Concrete and Asphalt Projects	2,000,000	0	2,000,000
Medians	250,000	250,000	500,000
Debt Service for Central Recreation Center	4,000,000	2,000,000	6,000,000
Debt Service for Road Projects	0	4,000,000	4,000,000
Nexus Program Reserve	680,000	0	680,000
Homeless Services and Housing	3,833,480	3,477,261	7,310,741
Expenditures/Commitments	\$14,563,480	\$11,827,261	\$26,390,741
Unobligated Funds			\$931,949

Types of Licenses	Number Issued as of 9/30/18
Stores	24
Cultivations	20
Product Manufacturing	16
Testing	1

The mid-year revenue projection for 2018 is \$474,100 higher than the 2018 budget. This variance is predominately due to stronger than budgeted sales, which impact both city sales tax revenue and the state shareback. Through the third quarter of 2018, marijuana tax revenue is \$133,600 (1.9%) ahead of projection. To date, the city has generated \$6.1 million in city sales and excise tax revenues, a 25.5% increase over 2017. This increase is due almost entirely to a 2.0% special sales tax rate on retail marijuana introduced in July 2017. The city has issued all 24 store licenses as limited by Council.

City Council identified various projects to be funded with marijuana tax revenue, including the ongoing funding of debt payments towards the construction of a new recreation center in central Aurora and a variety of road projects. Furthermore, City Council committed the additional marijuana revenue associated with the 2.0% increase in the city's special sales tax rate on retail marijuana to homeless services and housing. As a result, \$26.4 million of funds available have been obligated.

* 2017 revenues differ from the CAFR as the CAFR reports a portion of 2017 revenues in 2018 whereas the fund performance report does not.



Appendices



General Fund Overview

The General Fund is the operating fund for the City of Aurora. It accounts for receipts, appropriations, and expenditures unless separate fund reporting is required.

Sources of Funds

Sources of funds include nearly all taxes and other resources traditionally associated with city operations. Revenues and expenditures from the 0.25% voter-approved sales tax for the police officer staffing mandate are included in this fund. Other sources include transfers in from other funds.

Retail sales remain the backbone of Aurora's General Fund, accounting for 55.0% of total revenue. Use tax is a companion tax to sales tax and is associated with purchases of commodities and equipment. Two-thirds of all General Fund revenue is dependent on purchases when use tax revenues (e.g. building materials use tax, automobile use tax, and equipment use tax) are included.

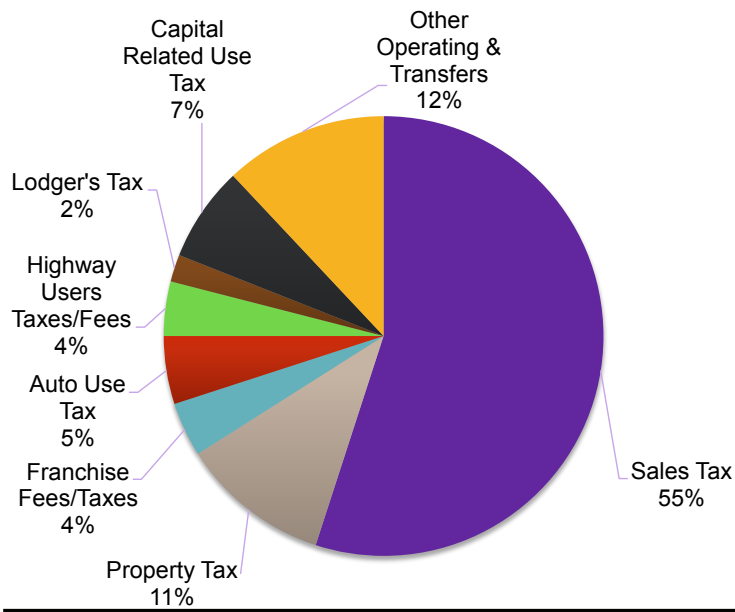
Uses of Funds

Uses of funds mainly result from expenditures incurred by the departments included in the General Fund. The majority of general services, programs and activities for the citizens of Aurora are supported by this fund, as well as the City Council and the internal administrative management functions. Other uses include transfers out to other funds, such as the transfer to the Capital Projects Fund.

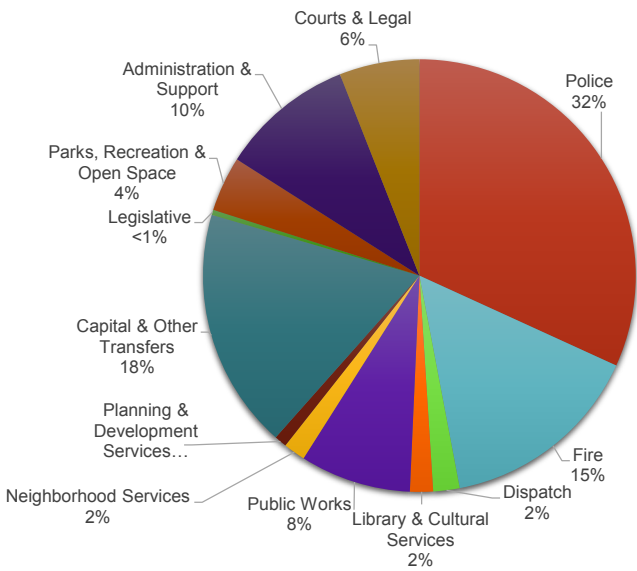
Public safety functions, including Fire, Dispatch, Police, and Court Administration account for 55.0% of total General Fund appropriations in 2018.

The 2018 Adopted Budget includes the planned use of \$1.4 million in funds available primarily associated with expenditures for major intersection traffic improvements. In the 2018 Spring Supplemental process, an additional \$1.4 million was added with no offsetting revenue, bringing the total planned use of funds available up to \$2.7 million.

2018 General Fund Revenue (Sources)



2018 General Fund Appropriations (Uses)



General Fund Departments

- | | | | |
|---|--|--|---|
| <ul style="list-style-type: none">• City Attorney• Mayor & City Council• Civil Service Commission• Court Administration• Finance• Fire | <ul style="list-style-type: none">• General Management• Human Resources• Information Technology• Judicial• Library & Cultural Services• Neighborhood Services | <ul style="list-style-type: none">• Non-Departmental (snow removal, transfers, contingencies)• Parks, Recreation & Open Space• Planning & Development Services | <ul style="list-style-type: none">• Police• Public Defender• Public Safety Communications Center• Public Works |
|---|--|--|---|

Glossary

- Accrual Basis:** Transactions are recorded as they occur, regardless of the timing of related cash flows.
- Actuals:** Transactions recorded in the accounting system on a cash basis. Certain revenue sources are recorded on the accrual basis instead of the cash basis. Accrual basis revenue sources will show zero collections for January, and in some cases February, and two or three months of receipts recorded in December.
- Budget/Working Budget:** This is the sum of the Adopted Budget plus supplemental appropriations and carry forwards of encumbrance balances from the prior year. In the case of capital budgets, the working budget includes all unspent balances of funds appropriated for the life of the project.
- Cash Basis:** Transactions are recorded in accordance with cash flow regardless of economic transaction timing.
- Encumbrances:** The legal commitment of appropriated funds to purchase an item or service in the future. An encumbrance is recorded when a purchase order is recorded. The encumbrance is reduced as cash payments are made against the purchase order. If there is an encumbered balance at the end of any given year, the balance will carryforward and be added to the next year's working budget to cover the cash outlay in that year.
- Spending Plan/Budget Plan/Revenue Plan:** For current month and year-to-date comparison purposes, the 2018 projection and revenue assumptions have been projected monthly, or calendarized. Various methods were used in the process including: historical seasonality, known payment schedules, payroll and benefit calendars, and the straight line basis (1/12th per month).
- Variance:** Used to describe the difference or resulting percentage change in comparative data. Bracketed variances indicate an unfavorable result.
-

Column Descriptions

- Sources of Funds:** All revenue received from external/internal sources and interfund transfers into the fund.
- Uses of Funds:** All departmental expenditures incurred and interfund transfers out of the fund.
- 2018 Budget:** The 2018 Working Budget.
- 2018 Projection:** A detailed cash basis estimate prepared mid-year for use in current year budget balancing and as the basis for the subsequent budget year estimates.
- YTD Actual thru the Current Month:** The year-to-date actual sources and uses of funds on a cash basis.
- Year-to-Date / Current Month Variance:**
- Over/(Under) - Current year sources under the prior year or budgeted sources are unfavorable, indicated by brackets.
 - Under/(Over) - Current year uses over the prior year or budgeted uses are unfavorable, indicated by brackets.
 - 2017 - The \$ difference between 2018 year-to-date / current month actuals compared to the 2017 actuals for the same timeframe.
 - Projection - The \$ difference between the 2018 year-to-date / current month actuals through the current month compared to the 2017 year-to-date budget spending plan for the same timeframe.
 - Percent Chg vs 2017 - The percentage change between 2018 year-to-date actuals through the current month and the 2017 actuals through the same month.
 - Percent Chg vs Projection - The percentage change between the 2017 year-to-date actuals and the year-to-date budget spending plan.

Note: For General Fund current month and year-to-date comparison purposes, the 2018 projection has been projected monthly, or calendarized. Various methods were used in the process including: historical seasonality, known payment schedules, payroll and benefit calendars, and the straight line basis (1/12th per month).

Finance Dept. Indicators (for MONTH ending 9/30/18)

Accounts Payable

By making payments within the standard 30 days or less, the city can capture vendor discount terms, avoid penalties and interest charges and save taxpayer money. A majority of invoices have terms that range from 30 to 90 days. Towards the end of July, uniform vendor negotiations for the city's police department caused invoicing issues and payments were delayed, impacting September payments.

Target: 30 Days for 85% of Vendor Payments



84% (Sept)

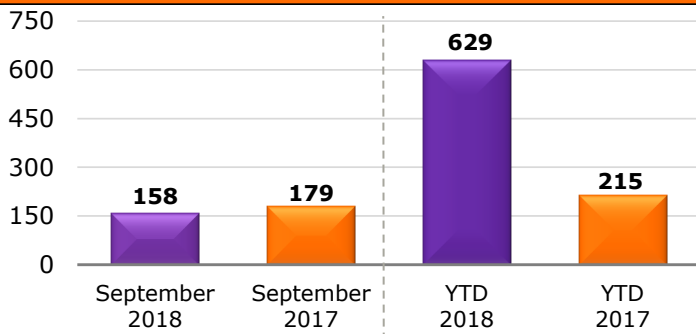
86% (YTD)



Business Licensing

Year-to-date, net new licenses are 414 higher than 2019. This variance is reflective of the comprehensive license clean-up effort in early 2017, driving down net new licenses for that year. New license activity has been healthy and steady for 2018.

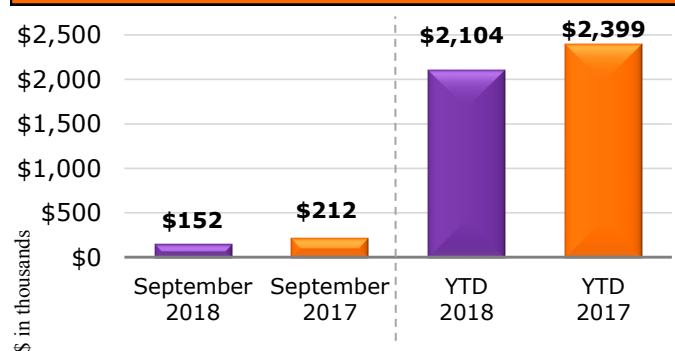
Business License Activity (Net)



Delinquent Tax Collections

September 2018 delinquent tax collections fell below 2017, but year-to-date collections remain close to average. This decline may be attributed to the division adapting new processes required by the city's new tax and licensing system.

Delinquent Tax Collections



Investments

The city has taken advantage of higher yields with investments in the municipal, corporate, and government sectors; and will continue to re-invest capital at higher rates as interest rates rise.

The portfolio balance has increased in both held positions and cash balances primarily due to growth in water sales and development fees. Aurora Water continues to accumulate capital for several large acquisitions and projects. Sales and use tax revenue in the General Fund continues to grow as well.

September	2016	2017	2018
Cash & investment portfolio	\$394.7 M	\$468.7 M	\$551.3 M
Weighted avg. yield	1.17%	1.44%	1.98%
Duration (months)	19.9	19.2	16.9

Financing Transactions Over Previous 12 Months

Pending future transactions include Wastewater Fund revenue bonds for the Fitzsimons Stormwater Project (\$20.0 million), the Water to Wastewater Interfund loan for the SEAM facility (\$16.0 million), and the internal small equipment leasing program (\$0.6 million).

Purpose	Amount	Closed	Rate	Term (yrs.)	Lender/Banker
2018 Fleet	\$1.75 M	8/18	3.13%	6.7	Vectra
Hogan Parkway	\$19.0 M	7/18	3.10%	8.5	Vectra
2017 Fleet	\$1.22 M	11/17	2.49%	7.5	Key
Cobblewood GID	\$0.65 M	10/17	4.68%	15	NBH



City of Aurora

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