

Division of Local Government Finance

TGFOA Fall 2021 Conference Cash Flow and Revenue Forecasting

TENNESSEE COMPTROLLER OF THE TREASURY



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Effective March 1, 2020

LGF Website



Local Government Finance

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Municipalities

- Instructional Videos
- Estimator Tool
- Budget Submissions and Memo
- Helpful Links

Required Submission Documents

Checklist

2022 Budget Submission Checklist

Budget Schedules

Budget Schedules

Budget Ordinance

Budget Ordinance Budget Ordinance Schedules

2022 Annual Memo

A Great Place to Work

Our Office is a nationally-recognized Top Work

Read More

our mission to **Make Government Work Better.**

- Jason E. Mumpower, Comptroller of the Treasury

LGF Budget Schedules

- Budget Summary
- Debt Service Schedule
- Cash Flow Forecast

Sample Local Government												K	L
Schedule of Outstanding Debt and Budgeted Debt Service													
Fiscal Year 202_													
Note: Enter information in the unshaded cells.													
Fund	Type of Debt	Loan Name and Description	Original Issuance Amount	Authorized & Unissued	Total Principal Outstanding at June 30	Budgeted Annual Debt Service			Detailed Budget Page Number	Estimated Cash at June 30	Ending Cash as a Percent of Expenditures		
						Principal	Interest	Total					
General	Bonds								\$ -		#DIV/0!		
	Loan Agreements								-		#DIV/0!		
									-		#DIV/0!		
									-		#DIV/0!		

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	Cash Flow Forecast Schedule **		Sample Local Government											
2	FY 202_													
3														
4	Fund Name	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
5	Cash Receipts	\$ 100	\$ 100	\$ 100	\$ 150	\$ 100	\$ 200	\$ 100	\$ 350	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,600
6	Loan Proceeds	-	-	-	-	-	-	-	-	-	-	-	-	-
7	Total Cash Inflows	100	100	100	150	100	200	100	350	100	100	100	100	1,600
8	Beginning Balance	500	485	460	445	475	460	525	510	735	690	590	575	
9	Available Cash	600	585	560	595	575	660	625	860	835	790	690	675	
10	Cash Payments	\$ 115	\$ 125	\$ 115	\$ 120	\$ 115	\$ 135	\$ 115	\$ 125	\$ 145	\$ 200	\$ 115	\$ 120	1,545
11	Debt Service	-	-	-	-	-	-	-	-	-	-	-	-	-
12	Transfers Out	-	-	-	-	-	-	-	-	-	-	-	-	-
13	Total Cash Outflows	115	125	115	120	115	135	115	125	145	200	115	120	1,545
14	Ending Balance	485	460	445	475	460	525	510	735	690	590	575	555	
15	Cash Inflows - Outflows	\$ (15)	\$ (25)	\$ (15)	\$ 30	\$ (15)	\$ 65	\$ (15)	\$ 225	\$ (45)	\$ (100)	\$ (15)	\$ (20)	\$ 55

Budget Schedules Available at: tncot.cc/budget

Cash Flow Forecast Schedule

- Is required for all cities and counties that:
 - Have an operating fund balance lower than 15% (budget or prior audit)
 - Required a TAN in the prior two years
 - Your LGF analyst requests the schedule
 - All funds if the prior year audit is late
- It is a great financial tool for all governments and is a great addition to a board packet

LGF Budget Submission

- Budgets should be adopted by June 30.
- Remember to submit your complete budget package within 15 days of adoption by email to:

LGF@cot.tn.gov

- No hard copies should be sent to LGF!

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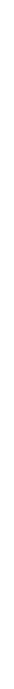


Cash Flow and Revenue Forecasting 101

- Cash Flow Forecast Schedule
- Cash Flow Forecasting
- Basic Revenue Estimating



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Cash Flow Forecast Schedule

A tool to visualize monthly cash receipts and cash disbursements throughout the fiscal year and their affect on cash balance.

This schedule needs three inputs:

- Estimated Cash Balance on July 1 of the fiscal year
- Total estimated cash inflows for each month
- Total estimated cash outflows for each month

We will discuss estimating the inflows and outflows later in the presentation.

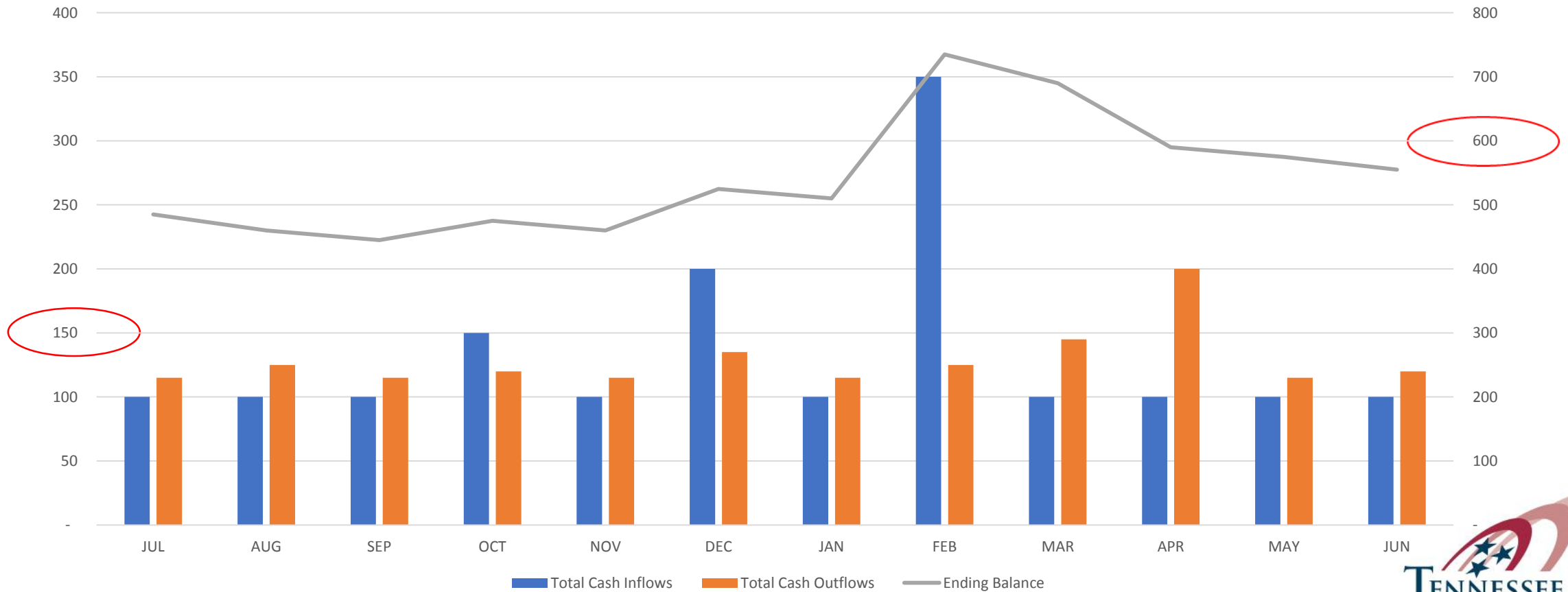
Cash Flow Schedule Template

Cash Flow Forecast Schedule ****** Sample Local Government
 FY 202_

Fund Name	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
Cash Receipts	\$ 100	\$ 100	\$ 100	\$ 150	\$ 100	\$ 200	\$ 100	\$ 350	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,600
Loan Proceeds	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Inflows	100	100	100	150	100	200	100	350	100	100	100	100	1,600
Beg Cash Bal	500	485	460	445	475	460	525	510	735	690	590	575	
Available Cash	600	585	560	595	575	660	625	860	835	790	690	675	
Cash Payments	\$ 115	\$ 125	\$ 115	\$ 120	\$ 115	\$ 135	\$ 115	\$ 125	\$ 145	\$ 200	\$ 115	\$ 120	1,545
Debt Service	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfers Out	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Outflows	115	125	115	120	115	135	115	125	145	200	115	120	1,545
Ending Balance	485	460	445	475	460	525	510	735	690	590	575	555	
Cash Inflows - Outflows	\$ (15)	\$ (25)	\$ (15)	\$ 30	\$ (15)	\$ 65	\$ (15)	\$ 225	\$ (45)	\$ (100)	\$ (15)	\$ (20)	\$ 55

Cash Flow Chart

Cash Flow Forecast



Cash Flow Forecasting

The basis of forecasting cash flow is the history of the fund.

The General Fund has different cash flows than the Water Fund.

- Needed Items:
 - July-June bank statements for the fund
 - Listing of non-operating/nonrecurring items for this period
 - Estimated operating revenues and expenditures for the upcoming budget year

Cash Flow Research

First State Bank	
Account Holder: Sample City	
Account: General Fund	
Date July 2020	
Deposit	25,000.00
Check # 234	2,500.00
Check # 233	2,700.00
Check # 237	11,200.00
Deposit	16,500.00
Check # 235	18,900.00
Check # 236	2,156.00
Check # 239	8,456.00
Check # 238	251.00
Deposit	12,458.00
Deposit	380.00
Check # 240	15,412.00
Check # 241	4,571.00
Check # 243	2,594.00
Check # 242	1,598.00
Deposit	5,412.00
Deposit	1,250.00
Check # 245	1,478.00
Check # 244	521.00
Check # 246	163.00
Deposit	100,000.00
Totals	161,000.00
	72,500.00

Entering the Research Data



Cash Flow Forecast Estimating

For Fiscal Year 2022

Operating Revenues from FY 2022 Budget
Operating Expenditures from FY 2022 Budget

\$ 1,000,000.00
\$ 989,000.00

Data from FY 2021

Fund Name	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
Total Bank Deposits	\$ 161,000	\$ 63,000	\$ 60,000	\$ 92,000	\$ 59,000	\$ 126,100	\$ 60,000	\$ 215,200	\$ 259,000	\$ 61,250	\$ 58,300	\$ 93,600	\$ 1,308,450
Loan Proceeds	(100,000)	-	-	-	-	-	-	-	-	-	-	-	(100,000)
Grant Proceeds	-	-	-	-	-	-	-	-	(200,000)	-	-	-	(200,000)
Other non-operating Proceeds	-	-	-	-	-	-	-	-	-	-	-	(32,150)	(32,150)
Total Cash Inflows	\$ 61,000	\$ 63,000	\$ 60,000	\$ 92,000	\$ 59,000	\$ 126,100	\$ 60,000	\$ 215,200	\$ 59,000	\$ 61,250	\$ 58,300	\$ 61,450	\$ 976,300
Monthly Inflows as a % of total Inflows	6.25%	6.45%	6.15%	9.42%	6.04%	12.92%	6.15%	22.04%	6.04%	6.27%	5.97%	6.29%	100%
Total Bank Withdrawals	\$ 72,500	\$ 173,600	\$ 71,580	\$ 74,561	\$ 72,580	\$ 85,000	\$ 72,600	\$ 79,589	\$ 90,584	\$ 175,123	\$ 221,980	\$ 74,600	1,264,297
Capital Projects	-	(100,000)	-	-	-	-	-	-	-	-	-	-	(100,000)
Grant Expense Disbursements	-	-	-	-	-	-	-	-	-	(50,000)	(150,000)	-	(200,000)
Other non-operating disbursements	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Outflows	\$ 72,500	\$ 73,600	\$ 71,580	\$ 74,561	\$ 72,580	\$ 85,000	\$ 72,600	\$ 79,589	\$ 90,584	\$ 125,123	\$ 71,980	\$ 74,600	\$ 964,297
Monthly Outflows as a % of total Outflows	7.52%	7.63%	7.42%	7.73%	7.53%	8.81%	7.53%	8.25%	9.39%	12.98%	7.46%	7.74%	100%

Cashflow Schedule Template

Cash Flow Forecast Estimating

For Fiscal Year 2022

Operating Revenues from FY 2022 Budget
Operating Expenditures from FY 2022 Budget

\$ 1,000,000.00
\$ 989,000.00

Data from FY 2021

Fund Name	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
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Loan Proceeds	(100,000)	-	-	-	-	-	-	-	-	-	-	-	(100,000)
Grant Proceeds	-	-	-	-	-	-	-	-	(200,000)	-	-	-	(200,000)
Other non-operating Proceeds	-	-	-	-	-	-	-	-	-	-	-	(32,150)	(32,150)
Total Cash Inflows	\$ 61,000	\$ 63,000	\$ 60,000	\$ 92,000	\$ 59,000	\$ 126,100	\$ 60,000	\$ 215,200	\$ 59,000	\$ 61,250	\$ 58,300	\$ 61,450	\$ 976,300
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Total Bank Withdrawals	\$ 72,500	\$ 173,600	\$ 71,580	\$ 74,561	\$ 72,580	\$ 85,000	\$ 72,600	\$ 79,589	\$ 90,584	\$ 175,123	\$ 221,980	\$ 74,600	1,264,297
Capital Projects	-	(100,000)	-	-	-	-	-	-	-	-	-	-	(100,000)
Grant Expense Disbursements	-	-	-	-	-	-	-	-	-	(50,000)	(150,000)	-	(200,000)
Other non-operating disbursements	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Outflows	\$ 72,500	\$ 73,600	\$ 71,580	\$ 74,561	\$ 72,580	\$ 85,000	\$ 72,600	\$ 79,589	\$ 90,584	\$ 125,123	\$ 71,980	\$ 74,600	\$ 964,297
Monthly Outflows as a % of total Outflows	7.52%	7.63%	7.42%	7.73%	7.53%	8.81%	7.53%	8.25%	9.39%	12.98%	7.46%	7.74%	100%

Fund Name	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
Cash Receipts	\$ 62,481	\$ 64,529	\$ 61,457	\$ 94,233	\$ 60,432	\$ 129,161	\$ 61,457	\$ 220,424	\$ 60,432	\$ 62,737	\$ 59,715	\$ 62,942	\$ 1,000,000
Loan and Grant Proceeds	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Inflows	62,481	64,529	61,457	94,233	60,432	129,161	61,457	220,424	60,432	62,737	59,715	62,942	1,000,000
Beg Cash Bal	856,123	844,247	833,290	821,333	839,095	825,088	867,072	854,069	992,865	960,393	894,801	880,692	
Available Cash	918,604	908,776	894,747	915,567	899,528	954,250	928,529	1,074,493	1,053,297	1,023,129	954,516	943,634	
Cash Payments	\$ 74,357	\$ 75,485	\$ 73,414	\$ 76,471	\$ 74,439	\$ 87,177	\$ 74,460	\$ 81,628	\$ 92,905	\$ 128,328	\$ 73,824	\$ 76,511	989,000
Debt Service	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfers Out	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Outflows	74,357	75,485	73,414	76,471	74,439	87,177	74,460	81,628	92,905	128,328	73,824	76,511	989,000
Ending Balance	844,247	833,290	821,333	839,095	825,088	867,072	854,069	992,865	960,393	894,801	880,692	867,123	
Cash Inflows - Outflows	\$ (11,876)	\$ (10,956)	\$ (11,957)	\$ 17,762	\$ (14,007)	\$ 41,984	\$ (13,003)	\$ 138,796	\$ (32,472)	\$ (65,591)	\$ (14,109)	\$ (13,569)	\$ 11,000

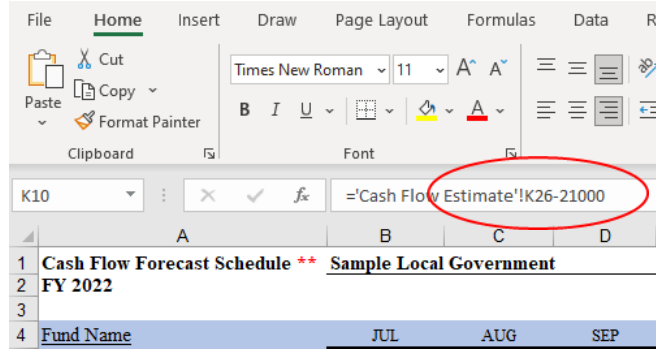
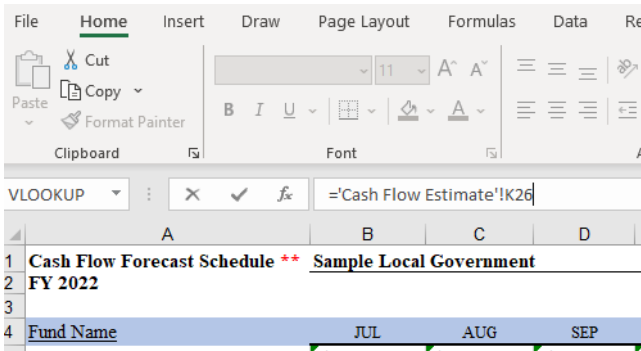
Prior Year Information
Research data = %'s Based on

%'s Applied to FY 2022
Budget Amounts

Cashflow Schedule Template

Cash Flow Forecast Schedule ** Sample Local Government
FY 2022

Fund Name	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
Cash Receipts	\$ 62,481	\$ 64,529	\$ 61,457	\$ 94,233	\$ 60,432	\$ 129,161	\$ 61,457	\$ 220,424	\$ 60,432	\$ 62,737	\$ 59,715	\$ 62,942	\$ 1,000,000
Loan Proceeds	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Inflows	62,481	64,529	61,457	94,233	60,432	129,161	61,457	220,424	60,432	62,737	59,715	62,942	1,000,000
Beg Cash Bal	856,123	844,247	833,290	821,333	839,095	825,088	867,072	854,069	992,865	960,393	894,801	880,692	
Available Cash	918,604	908,776	894,747	915,567	899,528	954,250	928,529	1,074,493	1,053,297	1,023,129	954,516	943,634	
Cash Payments	\$ 74,357	\$ 75,485	\$ 73,414	\$ 76,471	\$ 74,439	\$ 87,177	\$ 74,460	\$ 81,628	\$ 92,905	\$ 128,328	\$ 73,824	\$ 76,511	989,000
Debt Service	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfers Out	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Outflows	74,357	75,485	73,414	76,471	74,439	87,177	74,460	81,628	92,905	128,328	73,824	76,511	989,000
Ending Balance	844,247	833,290	821,333	839,095	825,088	867,072	854,069	992,865	960,393	894,801	880,692	867,123	
Cash Inflows - Outflows	\$ (11,876)	\$ (10,956)	\$ (11,957)	\$ 17,762	\$ (14,007)	\$ 41,984	\$ (13,003)	\$ 138,796	\$ (32,472)	\$ (65,591)	\$ (14,109)	\$ (13,569)	\$ 11,000



What about a property tax increase?

Cashflow Schedule Template

Fund Name	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
Cash Receipts	\$ 62,481	\$ 64,529	\$ 61,457	\$ 94,233	\$ 60,432	\$ 129,161	\$ 61,457	\$ 220,424	\$ 60,432	\$ 62,737	\$ 59,715	\$ 62,942	\$ 1,000,000
Loan Proceeds	75,000	-	-	-	-	-	-	-	-	-	-	-	75,000
Total Cash Inflows	137,481	64,529	61,457	94,233	60,432	129,161	61,457	220,424	60,432	62,737	59,715	62,942	1,075,000
Beg Cash Bal	50,000	92,124	6,167	(5,790)	11,972	(2,035)	39,949	26,102	164,898	132,426	87,834	73,726	
Available Cash	187,481	156,653	67,624	88,444	72,405	127,127	101,406	246,526	225,330	195,163	147,550	136,667	
Cash Payments	\$ 95,357	\$ 150,485	\$ 73,414	\$ 76,471	\$ 74,439	\$ 87,177	\$ 74,460	\$ 81,628	\$ 92,905	\$ 107,328	\$ 73,824	\$ 76,511	1,064,000
Debt Service	-	-	-	-	-	-	844	-	-	-	-	-	844
Transfers Out	-	-	-	-	-	-	-	-	-	-	-	7,500	7,500
Total Cash Outflows	95,357	150,485	73,414	76,471	74,439	87,177	75,304	81,628	92,905	107,328	73,824	84,011	1,072,344
Ending Balance	92,124	6,167	(5,790)	11,972	(2,035)	39,949	26,102	164,898	132,426	87,834	73,726	52,656	
Cash Inflows - Outflows	\$ 42,124	\$ (85,956)	\$ (11,957)	\$ 17,762	\$ (14,007)	\$ 41,984	\$ (13,847)	\$ 138,796	\$ (32,472)	\$ (44,591)	\$ (14,109)	\$ (21,069)	\$ 2,656

TENNESSEE COMPTROLLER OF THE TREASURY



Basic Revenue Estimating

As you begin to build your new budget you are faced with estimating how much to budget for certain revenues:

- Property Taxes
- State Shared Revenues
- Local Option Sales Tax Collections
- Fines and Fees
- Other Revenues

Property Tax Estimating

- Items needed to estimate the tax:
 - The Local Government's total assessed value (link below) or get an updated value from the County Assessor
 - Proposed Tax Rate
 - Historical Collection amount/rate (example 97% collected)

<https://comptroller.tn.gov/office-functions/pa/tax-resources/reports-handbooks-reference.html>

ESTIMATED CURRENT PROPERTY VALUE	APPRAISAL RATIO **	TOTAL REAL PROPERTY ASSESSMENT	TOTAL PERSONAL PROPERTY ASSESSMENT	TOTAL LOCAL ASSESSMENT	PUBLIC UTILITY ASSESSMENT	TOTAL ASSESSMENT
444,644,873		107,894,480	9,538,759	117,433,239	8,088,492	125,521,731

Property Tax Estimating

Add data to yellow highlighted cells:

- Total Assessed Value
- Adopted Tax Rate (from tax levy)
- Historical Collection Rate

Spreadsheet available on COT website* (tncot.cc/budget)

Property Tax Estimator for one fund	
Total Assessed Value	\$ 125,521,731.00
Adopted Tax Rate	\$ 2.15
Historical Collection Rate	97.00%
Tax Levy	2,698,717.22
Estimated Collections	2,617,755.70

*There is also a multi-fund estimator for entities that split taxes into several funds.

State Shared Revenue Estimating

- Items needed for estimating State Shared Revenue:
 - Visit the Comptroller's Confirmation page for a five-year history of various revenue receipts including state shared revenues: <https://comptroller.tn.gov/office-functions/la/e-services/confirmations.html>
 - Contact your MTAS or CTAS representative for assistance in estimating these various revenues.
- Cities may find additional help from MTAS's estimates
 - MTAS estimates: <https://www.mtas.tennessee.edu/reference/state-shared-taxes-and-appropriations-coming-fiscal-year>
 - Population of your City

State Shared Revenue Estimating

- Estimates given as a per capita amount for 5 revenues:
 - State Sales Tax
 - State Beer Tax
 - Special Petroleum Products Tax
 - TVA Gross Receipts Tax
 - Gasoline and Motor Fuel Taxes
- Multiply amount of estimate by the City's population.

State Shared Revenue Estimator		
Population	1495	
	2022 Estimate from MTAS	Budget Estimate
General Fund		
State Sales Tax	\$ 96.00	\$ 143,520.00
State Beer Tax	0.48	717.60
Special Petroleum Products Tax	1.99	2,975.05
TVA Gross Receipts Tax	11.70	17,491.50
Total General Fund		\$ 164,704.15
State Street Aid Fund		
Gasoline and Motor Fuel Taxes	\$ 36.00	\$ 53,820.00

	Updated Estimate 2019-2020	Initial Estimate 2020- 2021
General Fund	Per Capita Amount	Per Capita Amount
State Sales Tax	\$90.00	\$96.00
State Beer Tax	.48	.48
Special Petroleum Products Tax (City Streets and Transportation Revenue)	1.99	1.99
Gross Receipts Tax (TVA in lieu of taxes)	12.00	11.70
Total General Fund Revenue	\$104.47	\$110.17
State Street Aid Funds		
Gasoline and Motor Fuel Taxes	\$35.00	\$36.00
Total Per Capita (General and State Street Aid Funds)	\$139.47	\$146.17



Sales Tax Estimating

- Items needed to estimate Sales Tax Collections:
 - A general understanding of your city or county (what's new, what's closing)
 - Last several years of audits
 - Last 12 months of sales tax deposit amounts
 - Due to timing this may be split between the current year and the prior year
 - Use your active logon to access the Revenue External Portal (“REP”) at <https://tntap.tn.gov/REP// />
 - Monthly financial data supporting your tax allocation is available in the City/County Month Detail Report



Revenue External Portal

 Home

 Log In

Username

Password

Logon

[Forgot Password?](#)

[Forgot Username?](#)

Welcome to Tennessee Revenue External Portal

By logging in, you confirm you have read the terms and conditions below, you understand them, and that you agree to be bound by them.

1. I acknowledge my official duties may involve access to state tax returns, tax information, and/or tax administration information. I have been advised state tax information requires special protection and may only be accessed, used, or disclosed in the performance of my official duties
2. I have [received and read copies of portions](#) of the Tennessee Code Annotated which pertain to unauthorized disclosure of state tax returns, tax information, and tax administration information. In particular, I have read and received copies of T.C.A. Sections 67-1-1701-1712. I have been advised it is unlawful to access or disclose state tax returns, tax information, or tax administration information for any purpose not authorized as part of my official duties. I have been advised these disclosure restrictions continue to apply even after my employment ceases. I agree to comply with the Tennessee Code sections as described above.
3. I have been advised of the criminal and/or civil penalties associated with violations of the disclosure statutes as described above.
4. I will not access or disclose any state tax return, tax information, or tax administration information in any manner whatsoever, except to the extent, and in a manner specifically permitted by applicable laws, rules, or regulations.



Local Government portal users should contact Financial Control at 615-532-8944 for any questions.
ABC portal users should contact the Miscellaneous Tax unit at 615-253-0680 for any questions.

Sales Tax Estimating

Customer > City/County Clerk Month Detail

Month: 01 - January Year: 2021

Collections Type: Local Option

Situs: 1900 - Davidson County

Search

Export

Sales Tax Estimating

Statement of Revenues, Expenditures and Changes in Fund Balance - Budget (GAAP Basis) and Actual

General Fund

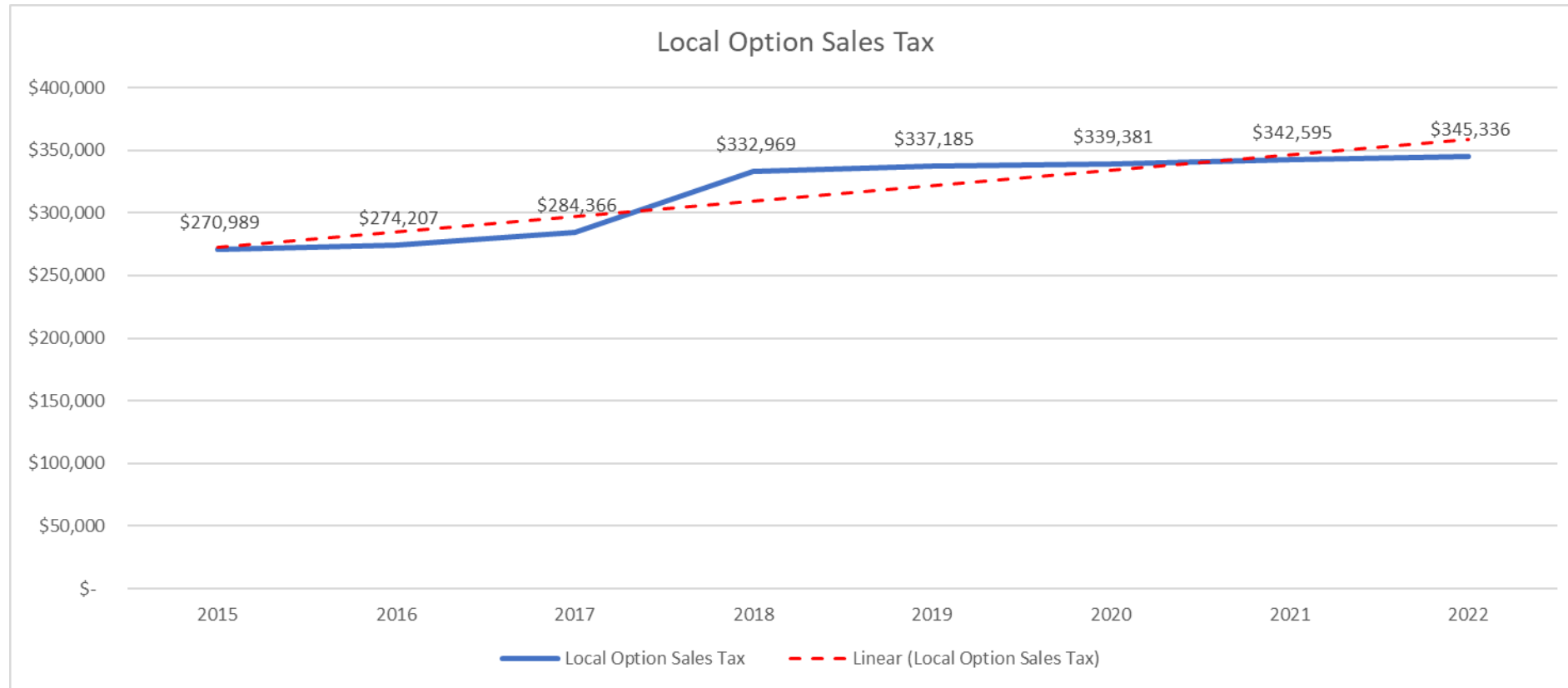
For the Year Ended June 30, 2020

	Original Budget	Final Budget	Actual	Variance with Final Budget Positive (Negative)
Revenues:				
Taxes:				
Property taxes	\$178,000	\$178,000	\$181,139	3,139
Public utility tax	-	-	2,147	2,147
Penalty and interest	2,800	2,800	4,805	2,005
Local sales tax	319,800	319,800	339,381	19,581
Local beer tax	52,000	52,000	52,972	972
Local liquor tax	21,900	21,900	20,157	(1,743)
Cable franchise tax	5,200	5,200	19,937	14,737
Total Taxes	579,700	579,700	620,538	40,838

Sales Tax Estimating

	Actual						Partially Estimated	Estimated 2022
	2015	2016	2017	2018	2019	2020	2021	2022
Local Option Sales Tax	\$ 270,989	\$ 274,207	\$ 284,366	\$ 332,969	\$ 337,185	\$ 339,381	\$ 342,595	\$ 345,336
Growth in Sales Tax over prior year		1.19%	3.70%	17.09%	1.27%	0.65%	0.95%	
Monthly Local Option Sales Tax Receipts for 2021		Average year over year Growth Rate 2015-2021				4.14%	Anticipated Growth	0.80%
July	28,186	Average year over year Growth Rate 2016-2021				4.73%		
August	27,133	Average year over year Growth Rate 2017-2021				4.99%		
September	28,789	Average year over year Growth Rate 2018-2021				0.95%		
October	27,863	Average year over year Growth Rate 2019-2021				0.80%		
November	29,753							
December	26,987							
January	26,785							
February	36,841							
March	26,578							
April	28,752							
May	28,741							
June	26,187							
Total	342,595							

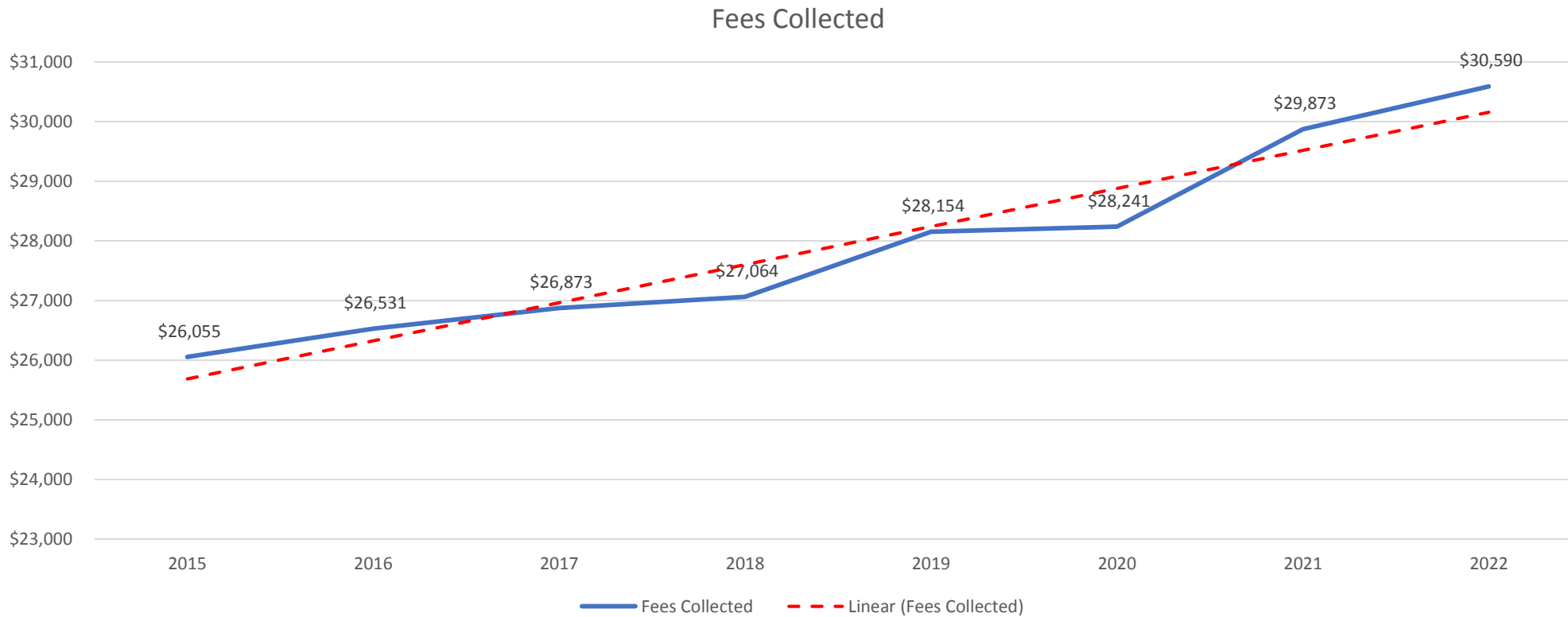
Sales Tax Estimating



Fee Estimating

	Actual						Partially Estimated	Estimated 2022
	2015	2016	2017	2018	2019	2020	2021	2022
Fees Collected	\$ 26,055	\$ 26,531	\$ 26,873	\$ 27,064	\$ 28,154	\$ 28,241	\$ 29,873	\$ 30,590
Growth in Fees over prior year		1.83%	1.29%	0.71%	4.03%	0.31%	5.78%	
Monthly Fees Receipts for 2021		Average year over year Growth Rate 2015-2021		2.32%		Anticipated Growth		2.40%
July	2,512	Average year over year Growth Rate 2016-2021		2.42%				
August	2,468	Average year over year Growth Rate 2017-2021		2.71%				
September	2,674	Average year over year Growth Rate 2018-2021		3.37%				
October	2,485	Average year over year Growth Rate 2019-2021		3.04%				
November	2,573							
December	2,287							
January	2,351							
February	2,473							
March	2,541							
April	2,497							
May	2,625							
June	2,387							
Total	29,873							

Fee Estimating



Things to Remember

- The estimator tool is available on our website.
- Make sure to gather needed information and data first.
- The estimator will only display data, you will need decide on a growth rate based on your Local Government's history.
- The Estimator has a tab for “Other Revenues” that you can copy for as many revenues as you need to estimate.
- The provided charts make a great addition to a board packet.

Local Government FY 2020 Statistics

- There are 13 cities and 11 counties with general fund cash balances of less than 2 months of expenditures.*
- 84 cities and 34 counties used general fund savings to balance the budget.
- 4 cities and 1 county did not have enough cash to pay all their current liabilities at June 30.

*GFOA recommends local governments keep 2 months of expenditures in reserves.

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Local Government FY 2022 Budget Statistics

- 342 city and 95 county budgets are regularly reviewed by LGF Analysts.
- 235 cities (69%) and 58 counties (61%) adopted their budget on or before June 30.
- 184 cities and 73 counties submitted their budgets in 15 or fewer days after adoption.
- 204 cities and 71 counties received standard budget approvals.



Questions?

Call if you need assistance or training!

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Effective March 1, 2020

