

BUDGET WORKSHOP

May 4, 2023

PRESENTED BY:
TERRY BRANNON, CITY MANAGER
JERRICA WORTHY, FINANCE DIRECTOR

Cities are the Economic Engine of the State

- ▶ **77%**
 - ▶ of all Oklahomans live in municipalities
- ▶ **91%**
 - ▶ of STATE sales tax is generated from sales within municipalities
- ▶ **80%**
 - ▶ of Oklahoma citizens & businesses receive water from
 - ▶ municipal sources
- ▶ Virtually all commerce, government, education & healthcare occurs inside a city

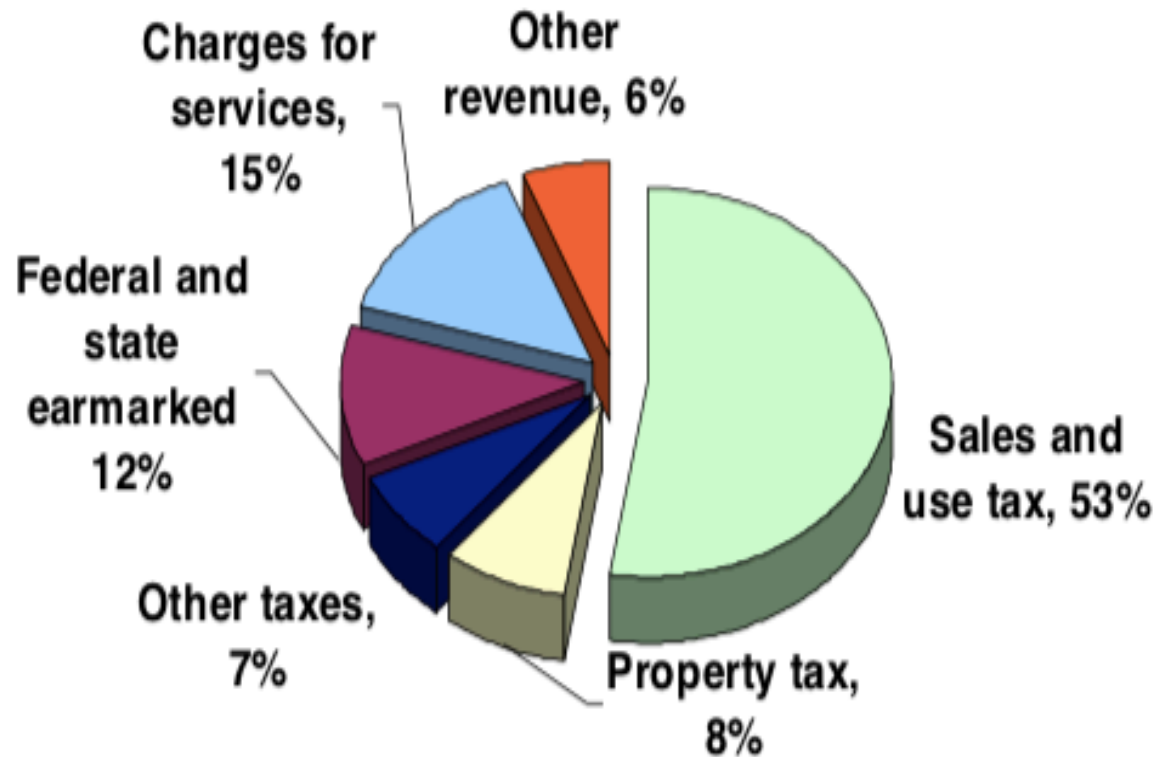
Only in Oklahoma is that 1 source sales tax



Major Sources of Operating Revenue

STATE - 5	COUNTY - 3
Income Tax	Ad Valorem
Sales Taxes	
Gross Production Taxes	State Apportionment
Motor Vehicle Taxes	
Misc. Taxes	Sales Tax
SCHOOL DISTRICT - 3	MUNICIPALITY - 1
Ad Valorem	Sales Tax
State Appropriation	
Federal Appropriation	

Sources of Oklahoma Municipal Revenue for Governmental Activities



DID YOU KNOW?

FUN TRIVIA

- The City of Cushing is a Charter City.
- The City of Cushing's Board of Commissioners/Trustees oversees 16 different Funds which are treated as separate business entities.
- The City of Cushing's General Fund budget is comparable with the following cities:
 - Chickasha
 - Glenpool
 - Grove
 - Okmulgee
- The City of Cushing employs approximately 139 employees.

OUTSTANDING DEBT OBLIGATIONS

CITY OF CUSHING AND AUTHORITIES – OUTSTANDING DEBT

Loans Outstanding:	Balance As Of 03/31/23	Annual Payment	Interest Percentage	Account	Est. Payoff Date
CDBG (Sewer System)	7,813.25	6,250.00	0.00%	250-500-0896	8/1/2024
CMA Utility Note	11,676,000.00	1,000,000.00	2.839%	250-500-0770 250-500-0898	5/1/2037

CDBG

- Original Loan of \$125,000
- Debt related to the Sewer System
- Monthly Payment obligation of \$520.83
- Payoff date of 8/1/2024



CMA Utility Note

- Original Loan of \$12,000,000
- Debt related to the Harmony Substation
- Annual obligation of approximately \$1,000,000
- Payoff date of 5/1/2037



“WHERE WE ARE NOW”

FINANCIAL OVERVIEW

FINANCIAL SUMMARY

FULL LIABILITY ANALYSIS

CITY OF CUSHING
FINANCIAL INFORMATION
AS OF MARCH 2023

100% DEBT OBLIGATION CONSISTENT WITH 5 YEAR HISTORY

9 MONTHS OF BUDGET=75.00%

FUND	CASH INVESTMENTS	LIABILITIES	YTD REVENUES	% OF BUDGET	YTD EXPENSES	% OF BUDGET	EXCESS REVENUE OVER EXPENSES
GENERAL FUND (*)	7,797,712.04	1,015,272.94	8,070,021.33	77.58	9,199,313.96	67.84	(1,129,292.63)
STREET & ALLEY	2,645,644.51	2,367.96	1,059,041.11	99.86	451,402.49	20.66	607,638.62
SINKING FUND	1,244,665.68	-	16,069.13	55.41	16,138.49	55.65	(69.36)
CAPITAL IMPROVEMENT FUND	13,082.81	-	-	-	-	-	-
LIBRARY/QUADRAPLEX	667,630.99	-	249,480.22	70.47	246,825.10	69.82	2,655.12
COURT	59,566.09	1,795.88	8,988.48	64.20	5,493.49	79.62	3,494.99
AIRPORT SPECIAL FUND	1,107,174.99	4,879.67	828,836.78	63.94	347,012.06	37.11	481,824.72
2009 SALES TAX FUND	2,560,972.14	2,673.41	990,064.20	70.62	1,163,104.98	66.35	(173,040.78)
GRANT FUND	48,254.09	466.03	59,761.00	88.07	47,579.04	60.36	12,181.96
HOSPITAL REQUISITION FUND	304,674.63	-	3,243.53	162.18	-	-	3,243.53
CMA OPERATING FUND (**)(***)	33,453,267.04	12,788,125.28	13,835,133.01	89.22	12,780,391.23	66.99	1,054,741.78
CMA CAPITAL IMPROVEMENT	12,514,403.69	8,607.98	3,706,449.33	24.22	4,265,693.79	29.80	(559,244.46)
CMA METER DEPOSIT FUND	1,016,083.36	1,016,083.36	-	-	-	-	-
CUSHING HOSPITAL AUTHORITY	8,940,500.55	-	694,305.16	54.74	598,673.71	38.84	95,631.45
CUSHING INDUSTRIAL AUTHORITY	749,052.92	150,714.10	84,046.98	88.88	113,654.90	48.94	(29,607.92)
TOTALS	73,122,685.53	14,990,986.61	29,605,440.26		29,235,283.24		370,157.02

CURRENT YEAR 22/23

- (*) General Fund FY 22/23 Reserve Range \$3,074,845.26-\$6,149,690.52 which is 25%-50% of budgeted operating expenditures. Funded at 50% threshold (\$6,149,690.52) as of March 31, 2023. Note that all calculations are based on estimates and comparison to net cash availability at a specific point in time. Note that this financial status could potentially change as the budgetary \$3,150,582 deficit is realized.
- (**) CMA Fund FY 22/23 Reserve Range is \$4,112,256.25-\$8,224,512.50 which is 25%-50% of budgeted operating expenditures. Funded at 50% threshold (\$8,224,512.50) as of March 31, 2023. Note that all calculations are based on estimates and comparison to net cash availability at a specific point in time. Note that this financial status could potentially change as the budgetary \$3,253,905 deficit is realized.
- (***) Cash/Investment and Liability balances represent May 2022 borrowing proceeds and obligations associated with the construction of the Harmony Substation. Initial borrowing was \$12,000,000. Payments are scheduled to be applied semi-annually in May and November.

NET CASH AVAILABILITY BY FUND RESTRICTED - DESIGNATED

FUND	CASH INVESTMENTS	RESTRICTED	DESIGNATED	RESERVES AT 50%	LIABILITIES	NET CASH AVAILABILITY
GENERAL FUND (*)	7,797,712.04	101,719.83	-	6,149,690.52	1,015,272.94	531,028.75 (****)
STREET & ALLEY	2,645,644.51	2,643,276.55	-	-	2,367.96	(0.00)
SINKING FUND	1,244,665.68	1,244,665.68	-	-	-	-
CAPITAL IMPROVEMENT FUND	13,082.81	-	13,082.81	-	-	-
LIBRARY/QUADRAPLEX	667,630.99	667,630.99	-	-	-	-
COURT	59,566.09	57,770.21	-	-	1,795.88	(0.00)
AIRPORT SPECIAL FUND	1,107,174.99	1,102,295.32	-	-	4,879.67	(0.00)
2009 SALES TAX FUND	2,560,972.14	2,558,298.73	-	-	2,673.41	0.00
GRANT FUND	48,254.09	47,788.06	-	-	466.03	(0.00)
HOSPITAL REAQUISITION FUND	304,674.63	-	304,674.63	-	-	-
CMA OPERATING FUND (**) (***)	33,453,267.04	-	300,000.00	8,224,512.50	12,788,125.28	12,140,629.26 (****)
CMA CAPITAL IMPROVEMENT	12,514,403.69	-	12,505,795.71	-	8,607.98	0.00
CMA METER DEPOSIT FUND	1,016,083.36	-	-	-	1,016,083.36	-
CUSHING HOSPITAL AUTHORITY	8,940,500.55	-	-	-	-	8,940,500.55
CUSHING INDUSTRIAL AUTHORITY	749,052.92	-	-	-	150,714.10	598,338.82
TOTALS	73,122,685.53	8,423,445.37	13,123,553.15	14,374,203.02	14,990,986.61	22,210,497.38

(*) General Fund FY 22/23 Reserve Range \$3,074,845.26-\$6,149,690.52 which is 25%-50% of budgeted operating expenditures. Funded at 50% threshold (\$6,149,690.52) as of March 31, 2023. Note that all calculations are based on estimates and comparison to net cash availability at a specific point in time. Note that this financial status could potentially change as the budgetary \$3,132,151.85 deficit is realized.

(**) CMA Fund FY 22/23 Reserve Range is \$4,112,256.25-\$8,224,512.50 which is 25%-50% of budgeted operating expenditures. Funded at 50% threshold (\$8,224,512.50) as of March 31, 2023. Note that all calculations are based on estimates and comparison to net cash availability at a specific point in time. Note that this financial status could potentially change as the budgetary \$3,571,905.00 deficit is realized.

(***) Cash/Investment and Liability balances represent May 2022 borrowing proceeds and obligations associated with the construction of the Harmony Substation. Initial borrowing was \$12,000,000. Payments are scheduled to be applied semi-annually in May and November.

(****) It is estimated that the General Fund has an approximate budgetary deficit of \$783,037.96 that may be realized upon completion of FY 22/23.

(****) It is estimated that the CMA Fund has an approximate budgetary deficit of \$892,976.25 that may be realized upon completion of FY 22/23.

DISCUSSION OF FUND RESERVES

FINANCIAL POLICY



- The City Commission adopted the first financial policy for the City of Cushing at the November 19, 2018 meetings.
- The financial policy was most recently updated at the February 21, 2023 Commission Meeting
- The financial policy addresses “Contingency Reserves” and “Operating Reserves”
- The two types of reserves are maintained in order to meet unexpected needs and to minimize the disruption caused by decreases in revenues and/or increases in expenditures from year to year.

CONTINGENCY RESERVE

- Considered to be a miscellaneous expense for the purpose of the Municipal Budget Act because what it will be used for cannot be known.
- Required for both the General and CMA Funds per Financial Policy.
 - Both Funds are required to budget a contingency item in an amount of up to 2% of the Fund's budgeted expenditures.
 - General Fund
 - Contingency Expense Calculated - \$216,370.88
 - Contingency Expense Budgeted - \$200,000
 - CMA
 - Contingency Expense Calculated - \$333,025.30
 - Contingency Expense Budgeted - \$300,000
- Optional for all other Funds.

OPERATING RESERVES

- The General and CMA Funds are required to maintain operating reserves at the beginning of each fiscal year in the amount of no less than thirty percent (30%) and no more than fifty percent (50%) of the total individual Fund's budgeted expenditures for that year per Financial Policy.
- This equates to maintaining approximately up to six months of expenditures in operating reserves without ongoing revenues.

GENERAL FUND (110) RESERVES

- General Fund FY 23/24 budgeted operating expenditures
 - \$10,818,544
- Reserve range is 30%-50% of budgeted operating expenditures
 - Reserve Range: \$3,245,563.20-\$5,409,272.00
- Current General Fund available cash calculation is approximately \$6,680,719.27
 - Reserves are fully funded at 50% (~\$5,409,272)
- Note that \$1,939,684 cash/investments are being used to balance the FY 23/24 budgetary shortfall

CMA FUND (250)

RESERVES

- CMA FY 23/24 budgeted operating expenditures
 - \$16,651,265
- Reserve Range is 30%-50% of budgeted expenditures
 - Reserve Range: \$4,995,379.50-\$8,325,632.50
- Current CMA Fund available cash calculation is approximately \$20,365,141.76
 - Reserves are fully funded at 50% threshold (\$8,325,632.50)
 - Note that \$1,413,495 cash/investments are being used to balance the FY 23/24 budgetary shortfall

CITY REVENUE PROJECTIONS

ACCOUNT NAME	APPROVED				
	20/21 ACTUAL	21/22 ACTUAL	22/23 BUDGET	22/23 AMENDED	23/24 BUDGET
ALCOHOLIC BEVERAGE LICENSE	47,945	45,475	25,000	45,000	45,000
AMBULANCE	799,189	958,437	700,000	1,050,000	1,050,000
BEER LICENSE	220	170	250	250	250
BLDG PERMIT/ALL	12,232	14,357	25,000	25,000	25,000
CATV PERMIT	24,491	24,491	24,000	24,000	24,000
CELL TOWER RENT	12,609	19,559	9,660	19,000	19,000
CREDIT CARD CONVENIENCE FEE	3	0	50	50	50
SWIM CONCESSION	31,029	38,867	35,000	35,000	35,000
DOG TAGS	340	435	500	500	500
DONATIONS	0	65,250	0	25,100	0
DONATIONS-POLICE	2,728	500	0	6,600	0
DONATIONS-LIBRARY	1,550	0	0	5,790	0
DONATIONS-YOUTH CENTER	500	500	0	2,217	0
DONATIONS-SR. CITIZENS CENTER	809	2,300	0	656	0
FINES	46,394	75,062	65,000	60,000	60,000
FIRE DEPARTMENT FEES	8,150	11,550	15,000	15,000	15,000
FIRE DONATIONS (ACTIVITY)	3,000	100	0	500	0
FRANCHISE TAX/ARKLA	114,588	119,980	115,000	115,000	115,000
STEWART STONE	18,725	2,589	1,200	5,000	5,000
LEASE - 925 S. HARRISON	450	1,350	0	0	0
GRANTS	649,838	832,549	675,289	721,998	4,500
INSURANCE-EMPLOYEE CONTRIBUTION	93,450	100,700	100,000	100,000	100,000
INSURANCE-RETIREE CONTRIBUTION	147,086	124,308	145,000	145,000	145,000
TRANSFER IN/OUT FLEX	16	17	0	0	0
INTEREST INCOME	19,682	20,302	20,000	140,000	140,000
INTEREST INCOME-CAPITAL IMPROVEMENT	4,784	2,814	3,000	10,000	10,000
INTEREST INCOME-LIBRARY	556	316	300	800	800
INTEREST INCOME-YOUTH CENTER	276	168	250	650	650
LICENSES	16,585	18,495	20,000	20,000	20,000
OIL & GAS REVENUE	1,322	3,495	2,500	7,500	7,500
TIF	1,742	4,297	0	3,000	3,000
PRISON ADMIN FEE	255,341	277,314	240,000	350,000	350,000
MISCELLANEOUS	63,253	84,351	50,000	50,000	50,000
SALES, USE, AND TOBACCO TAX	6,551,321	7,201,643	7,300,000	7,535,000	7,535,000
HOTEL/MOTEL TAX	80,983	87,969	90,000	80,000	80,000
SIDEWALK REIMBURSEMENT	1,261	591	5,000	5,000	5,000
SWIMMING POOL	68,192	86,675	80,000	83,000	83,000
REIMBURSEMENTS	119,068	135,881	100,000	100,000	100,000
YOUTH CENTER	30,115	49,438	35,100	39,500	39,500
LIBRARY	1,094	1,256	2,500	1,400	1,400
TOTAL OPERATING REVENUE	9,230,917	10,413,551	9,884,599	10,827,511	10,069,150
TRANSFER FROM CMA	1,607,269	0	0	0	0
TRANSFER IN FROM CEFA	10,710	4,210	10,710	10,710	10,710
TRANSFER FROM 8/10 SALES TAX	0	0	0	65,000	250,000
TRANSFER/CHA	1,000,000	0	0	65,000	0
TRANSFER/SINKING FUND	9,335	5,635	10,500	29,000	29,000
TRANSFER/SALES TAX-LIBRARY/YC	291,840	319,915	350,000	350,000	350,000
TOTAL TRANSFERS IN	2,919,154	329,760	371,210	519,710	639,710
TOTAL REVENUE & TRANSFERS	12,150,071	10,743,311	10,255,809	11,347,221	10,708,860

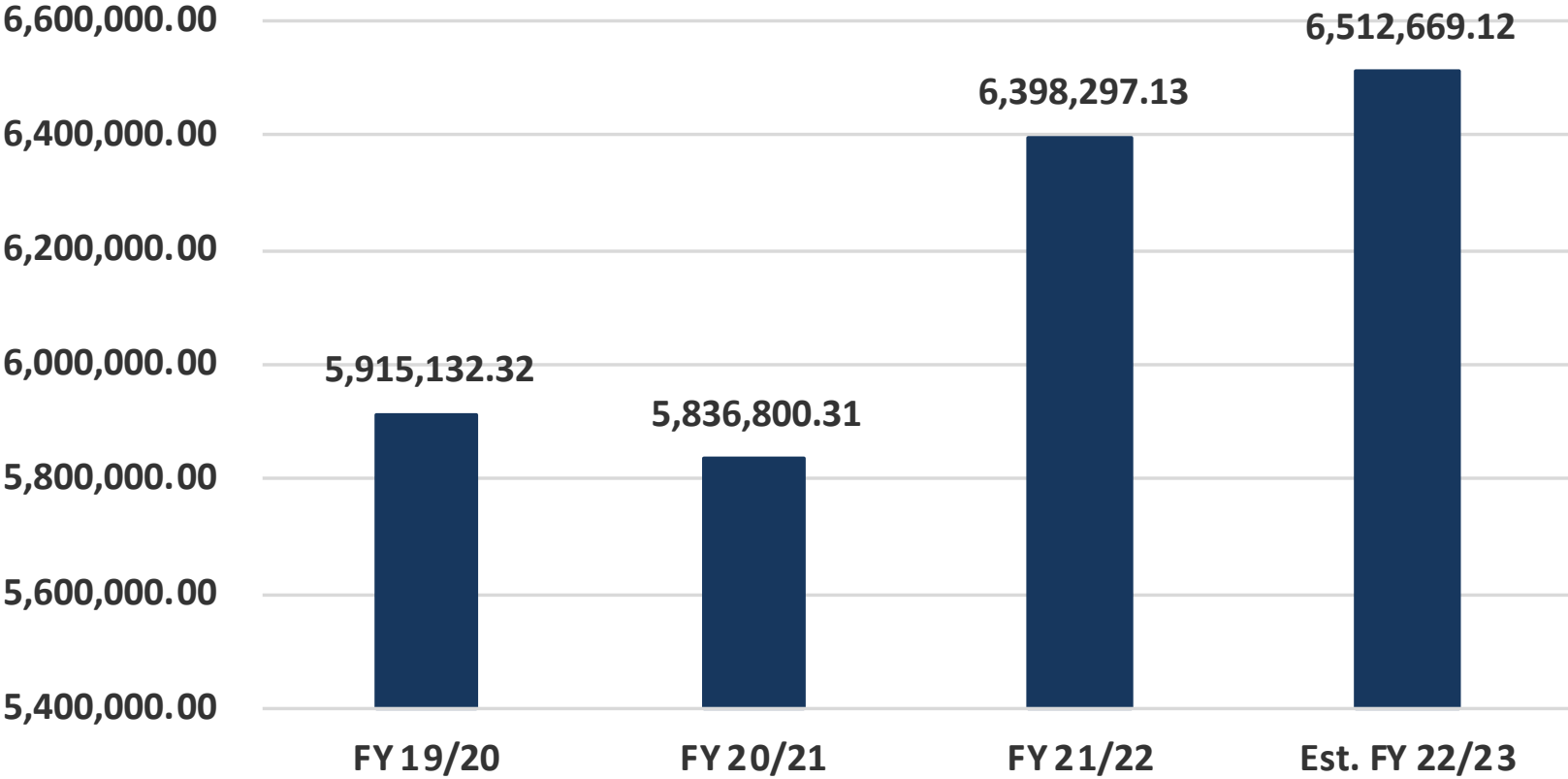
SALES TAX ANALYSIS FY 22/23 AS OF 04.14.2023

(ACTUAL TAX MONTH)	ACTUALS	ACTUALS	ACTUALS	ACTUALS	% CHANGE
SALES TAX	FY 19/20	FY 20/21	FY 21/22	FY 22/23	OVER FY 21/22
JULY	483,093.66	493,420.08	488,042.05	564,425.68	15.65%
AUGUST	504,027.20	466,812.84	520,838.06	547,763.91	5.17%
SEPTEMBER	546,299.39	451,020.72	517,426.31	515,868.52	-0.30%
OCTOBER	539,857.37	462,389.14	538,320.78	562,700.26	4.53%
NOVEMBER	506,997.66	470,524.95	510,520.84	563,559.49	10.39%
DECEMBER	479,109.34	515,895.83	531,553.75	538,352.69	1.28%
JANUARY	432,465.50	479,511.94	570,348.14	511,872.31	-10.25%
FEBRUARY	471,449.92	459,342.22	547,945.02	495,921.97	-9.49%
	3,963,300.04	3,798,917.72	4,224,994.95	4,300,464.83	75,469.88

% UP/(DOWN)
1.79%

	ACTUALS	ACTUALS	ACTUALS	ABOVE %	
	FY 19/20	FY 20/21	FY 21/22	Extracted to FY 22/23	ACTUAL
MARCH	441,601.69	502,221.13	525,370.15	534,774.28	
APRIL	508,303.24	559,702.37	552,092.88	561,975.34	
MAY	514,894.49	507,124.17	533,452.11	543,000.90	
JUNE	487,032.86	468,834.92	562,387.04	572,453.77	
	1,951,832.28	2,037,882.59	2,173,302.18	2,212,204.29	-
	5,915,132.32	5,836,800.31	6,398,297.13	6,512,669.12	

FY 22/23 SALES TAX VS. 3 YEAR HISTORY



SALES, USE, TOBACCO TAX HISTORICAL TREND

	SALES	USE	TOBACCO	TOTALS
FY 13/14	7,036,352.09	1,127,664.51	82,733.08	8,246,749.68
FY 14/15	6,325,323.58	709,481.68	75,249.20	7,110,054.46
FY 15/16	5,665,180.82	395,440.47	67,721.57	6,128,342.86
FY 16/17	5,585,407.71	461,218.53	68,126.35	6,114,752.59
FY 17/18	5,935,985.63	861,186.45	66,485.82	6,863,657.90
FY 18/19	6,358,372.62	1,114,340.77	56,576.96	7,529,290.35
FY 19/20	5,915,132.32	543,166.60	55,598.96	6,513,897.88
FY 20/21	5,836,800.31	660,869.57	53,741.09	6,551,410.97
FY 21/22	6,398,297.13	897,110.69	91,816.82	7,387,224.64
FY 22/23	4,300,464.83	536,435.20	30,152.16	4,867,052.19

Note: YTD FY 22/23 includes 8 months of data. FY 22/23 amended balances predict ending the year at \$7,535,000.

SALES TAX REPORT DISCUSSION

RECEIVED	REPORTED	TAX MONTH	1 CENT	SALES TAX 4 CENTS	LIBRARY 1/10 CENT	COMPLEX 1/10 CENT	TAX FUND 8/10 CENTS	OF 4 CENTS (3.0 CENTS)
8/8/2022	7/2022	6/2022	140,596.76	562,387.04	14,059.68	14,059.68	112,477.41	421,790.28
9/9/2022	8/2022	7/2022	141,106.42	564,425.68	14,110.64	14,110.64	112,885.14	423,319.26
10/7/2022	9/2022	8/2022	136,940.98	547,763.91	13,694.10	13,694.10	109,552.78	410,822.93
11/9/2022	10/2022	9/2022	128,967.13	515,868.52	12,896.71	12,896.71	103,173.70	386,901.39
12/9/2022	11/2022	10/2022	140,675.07	562,700.26	14,067.51	14,067.51	112,540.05	422,025.20
1/9/2023	12/2022	11/2022	140,889.95	563,559.79	14,088.99	14,088.99	112,711.96	422,669.84
2/9/2023	1/2023	12/2022	134,588.17	538,352.69	13,458.82	13,458.82	107,670.54	403,764.52
3/9/2023	2/2023	1/2023	127,968.08	511,872.31	12,796.81	12,796.81	102,374.46	383,904.23
4/10/2023	3/2023	2/2023	123,980.49	495,921.97	12,398.05	12,398.05	99,184.39	371,941.48
	4/2023	3/2023	-		-	-	-	-
	5/2023	4/2023	-		-	-	-	-
	6/2023	5/2023	-		-	-	-	-
			1,215,713.04	4,862,852.17	121,571.30	121,571.30	972,570.43	3,647,139.13

- As of FY 19/20, 3 cents is retained in the General Fund for general operations.

USE TAX ANALYSIS FY 22/23 MIDYEAR AS OF 04.14.2023

USE TAX	ACTUALS FY 19/20	ACTUALS FY 20/21	ACTUALS FY 21/22	ACTUALS FY 22/23	% CHANGE OVER FY 21/22
JULY	62,401.50	108,935.58	57,281.40	74,286.16	29.69%
AUGUST	43,629.08	35,208.45	66,761.89	84,577.07	26.68%
SEPTEMBER	44,648.43	42,660.47	68,114.50	57,972.19	-14.89%
OCTOBER	34,094.46	47,871.43	92,581.73	75,048.43	-18.94%
NOVEMBER	60,850.31	41,386.92	85,189.85	76,490.09	-10.21%
DECEMBER	44,009.31	60,851.77	88,116.98	109,433.45	24.19%
JANUARY	29,467.50	51,177.57	63,059.71	71,297.05	13.06%
FEBRUARY	33,377.64	23,682.41	63,946.90	87,330.76	36.57%
	352,478.23	411,774.60	585,052.96	636,435.20	51,382.24
					% UP/(DOWN)
YTD AVG INC/DEC:					8.78%

	ACTUALS FY 19/20	ACTUALS FY 20/21	ACTUALS FY 21/22	ABOVE % Avg. 8 mo. FY 22/23	ACTUAL
MARCH	53,751.48	51,099.73	81,174.24	88,301.34	
APRIL	39,590.83	58,732.06	67,331.16	73,242.84	
MAY	57,479.06	59,629.83	80,391.75	87,450.15	
JUNE	39,867.00	79,633.35	83,160.58	90,462.08	
	190,688.37	249,094.97	312,057.73	339,456.40	-
	543,166.60	660,869.57	897,110.69	975,891.60	

CMA REVENUE PROJECTIONS

**CITY OF CUSHING
CUSHING MUNICIPAL AUTHORITY
REVENUE PROJECTIONS**

ACCOUNT NAME	APPROVED				
	20/21 ACTUAL	21/22 ACTUAL	22/23 BUDGET	22/23 AMENDED	23/24 BUDGET
REIMBURSEMENTS	24,189	38,953	10,000	40,000	40,000
ELECTRIC SERVICE FEES	12,870	22,624	8,900	8,900	8,900
PENALTY	133,739	146,660	125,000	170,000	170,000
CONVENIENCE FEE	9	9	0	0	0
ELECTRIC SALES	8,302,005	9,603,428	8,975,000	10,440,000	10,440,000
GRDA CAPACITY PAYMENTS	1,299,284	787,072	1,115,000	615,000	615,000
BILLING-CONNECTION FEES	21,254	18,598	18,000	18,000	18,000
BILLING-TRANSFER FEES	460	800	500	500	500
BILLING-METER TEST FEES	0	0	0	0	0
BILLING-DELINQUENT FEES	18,831	17,195	20,000	15,000	15,000
SALE OF MATERIAL	31,721	193,534	10,000	92,500	20,000
MISCELLANEOUS	12,446	11,044	15,000	15,000	15,000
CELL TOWER LEASE	9,660	9,660	8,400	8,400	8,400
BFI SERVICE FEE	65,004	60,198	58,500	58,500	65,000
GARBAGE	1,064,720	1,117,097	1,116,720	1,116,720	1,116,720
GAS-PRISON PROJECT FUND	23,320	0	0	0	0
INTEREST INCOME-OPERATING	103,434	75,074	65,000	300,000	300,000
INTEREST INCOME-SPECIAL IMPROVEMENT	22,068	11,373	15,000	22,500	22,500
INTEREST INCOME-PRISON PROJECT	2,834	1,522	1,100	2,000	2,000
INTEREST INCOME - PUBLIC SAFETY CENTER	15,067	2,581	0	0	0
SEWER TAPS	0	100	0	0	0
SEWER	1,157,297	1,232,245	1,200,000	1,240,000	1,240,000
TELEPHONE-PRISON PROJECT	124,977	80,941	65,000	58,000	58,000
WATER	1,570,774	1,684,112	1,660,000	1,700,000	1,700,000
WATER TAPS	3,950	14,695	5,000	11,320	4,000
TOTAL CMA OPERATING REVENUES	14,019,913	15,129,515	14,492,120	15,932,340	15,859,020
LOAN REPAYMENTS/TRANSFERS					
TRANSFER FROM PUBLIC SAFETY BLDG SALES TAX	384,933	138,416	0	0	0
TRANSFER FROM CAPITAL IMPROVEMENT FUND	0	0	0	1,000,000	1,000,000
TRANSFER FROM CHA - HOSPITAL MONTHLY SALES TAX	0	0	0	0	0
TRANS FROM G.F. CAP IMPR FUND-SKATEPARK	0	0	0	0	0
TOTAL LOAN REPAYMENTS/TRANSFERS IN	384,933	138,416	0	1,000,000	1,000,000
TOTAL REVENUES & TRANSFERS	14,404,846	15,267,931	14,492,120	16,932,340	16,859,020

CMA ELECTRIC SALES

	FY 15/16	FY 16/17	FY 17/18	FY 18/19	FY 19/20	FY 20/21	FY 21/22	FY 22/23
July	1,148,582.77	1,101,436.21	1,011,373.62	1,049,668.81	903,782.00	891,462.80	925,112.84	1,213,896.16
August	1,249,564.55	1,142,826.14	1,198,799.74	1,044,262.99	1,086,477.00	952,988.25	1,019,207.39	1,274,911.84
September	1,178,130.07	1,016,340.39	976,429.49	997,111.21	1,058,634.00	899,310.85	1,045,685.27	1,230,600.15
October	929,023.17	788,026.28	892,643.31	776,900.39	825,817.78	652,107.58	855,314.08	923,590.02
November	708,789.37	684,702.77	703,086.67	710,986.80	730,975.35	608,037.57	591,019.33	746,105.19
December	786,649.42	665,282.69	708,274.26	690,003.64	680,667.00	596,690.64	631,108.97	716,346.80
January	849,114.46	792,694.82	801,268.54	778,084.89	750,288.00	720,187.96	778,398.70	948,108.73
February	833,782.21	668,900.00	813,610.11	759,339.28	731,781.00	731,865.84	772,746.33	813,151.65
March	646,113.17	665,960.89	699,231.58	757,154.37	474,190.62	600,261.63	676,619.03	678,436.84
April	706,192.59	746,861.26	631,177.65	583,850.50	587,378.15	521,858.37	626,497.20	578,577.91
May	621,049.38	645,794.04	680,354.43	556,152.41	510,910.63	544,691.54	673,284.61	576,295.59
June	741,272.02	819,776.15	771,659.77	679,794.35	622,959.57	621,646.99	985,192.80	743,266.45
	10,398,263.18	9,738,601.64	9,887,909.17	9,383,309.64	8,963,861.10	8,341,110.02	9,580,186.55	10,443,287.33

- **Note that FY 22/23 April, May and June figures are estimates.**
- **Note the FY 22/23 budget has electric sales budgeted at \$8,975,000; Amended at \$10,440,000**
- **GRDA electric purchases costs continue to increase; Average of three-year history is \$5,565,000; FY 22/23 anticipates cost to be at least \$7,171,000.**
- **This explains the “increased” revenue you see. This is primarily a reflection of the PCA charges being assessed to the City and passed on to the user.**
- **Last implemented utility rate increase was in 1991.**

CMA REVENUE HISTORY

	ELECTRIC	WATER	SEWER	TOTAL PROFIT
12/13	10,114,275.82	1,839,114.01	1,355,567.54	13,308,957.37
13/14	10,484,730.37	1,873,009.60	1,384,676.44	13,742,416.41
14/15	10,881,119.19	1,798,756.42	1,371,686.21	14,051,561.82
15/16	10,398,263.18	1,749,262.68	1,339,303.22	13,486,829.08
16/17	9,738,601.64	1,715,579.31	1,294,708.16	12,748,889.11
17/18	9,887,909.17	1,783,331.76	1,308,952.10	12,980,193.03
18/19	9,383,309.64	1,667,848.44	1,254,657.87	12,305,815.95
19/20	8,963,860.43	1,667,929.43	1,263,675.24	11,895,465.10
20/21	8,341,110.02	1,570,773.76	1,157,268.16	11,069,151.94
21/22	9,580,186.55	1,657,210.57	1,225,474.68	12,462,871.80
22/23	10,443,287.33	1,733,510.10	1,244,154.03	13,420,951.46

METER COUNT

	ELECTRIC METERS	WATER METERS
12/13	55,646	46,502
13/14	55,772	46,703
14/15	55,821	46,410
15/16	55,182	45,982
16/17	54,932	45,702
17/18	54,657	45,453
18/19	54,113	44,869
19/20	54,062	44,489
20/21	53,944	44,389
21/22	54,041	44,638

Note: Electric (1,605) and Water (1,864)

	ELECTRIC SALES	GRDA COSTS	GROSS MARGIN
97/98	5,586,559.90	2,367,941.15	3,218,618.75
98/99	5,825,596.06	2,347,654.91	3,477,941.15
99/00	5,249,757.39	2,386,826.04	2,862,931.35
00/01	6,455,130.19	3,000,322.20	3,454,807.99
01/02	6,429,399.31	2,709,522.87	3,719,876.44
02/03	6,197,978.46	2,719,028.37	3,478,950.09
03/04	6,208,880.64	2,785,021.55	3,423,859.09
04/05	6,123,895.17	3,183,371.89	2,940,523.28
05/06	7,383,381.33	3,927,684.81	3,455,696.52
06/07	7,930,384.77	4,275,135.61	3,655,249.16
07/08	7,347,192.51	4,468,347.21	2,878,845.30
08/09	7,964,184.74	4,771,136.51	3,193,048.23
09/10	8,221,946.40	4,810,881.96	3,411,064.44
10/11	8,739,187.13	5,507,098.52	3,232,088.61
11/12	9,521,722.66	6,189,994.93	3,331,727.73
12/13	10,114,275.82	6,334,387.09	3,779,888.73
13/14	10,484,730.37	6,731,984.36	3,752,746.01
14/15	10,881,119.19	7,359,155.26	3,521,963.93
15/16	10,398,263.18	5,919,998.15	4,478,265.03
16/17	9,738,601.64	6,379,010.14	3,359,591.50
17/18	9,887,909.17	6,318,129.61	3,569,779.56
18/19	9,383,309.64	5,914,391.09	3,468,918.55
19/20	8,963,860.43	5,247,976.29	3,715,884.14
20/21	8,341,110.02	5,196,435.26	3,144,674.76
21/22	9,580,186.55	6,252,650.48	3,327,536.07
22/23	10,443,287.33	7,171,068.34	3,272,219.00

Electric Distribution Cost Examples

Transformers – 2500 KVA

- 2020 - \$25,000
- 2022 - \$42,500
- 2023 - \$61,500
- 2023 - \$65,812

Note: Lead times are over a year. Recently just bought four (4) of these.

Electric Distribution Cost Examples Transformers – 500 KVA

- 2015 - \$8,611
- 2017 - \$13,213
- 2020 - \$20,990
- 2022 - \$26,398

Note: Lead times are 36-52 weeks

Electric Distribution Cost Examples

Transformers – 37 KVA

- 2015 - \$1,350
- 2019 – \$945
- 2022 - \$2,198

Note: Lead times are 16-24 weeks

Electric Distribution Cost Examples

Wood Poles – 30 Ft.

- 2019 - \$150
- 2022 - \$298
- 2023 - \$425

*Class 4 (Street Lights)

Electric Distribution Cost Examples

Wood Poles – 40 Ft.

- 2019 - \$285
- 2022 - \$381
- 2023 - \$620

*Class 3

Electric Distribution Cost Examples

Meters

- Residential
 - 2-3 years ago - \$35
 - 2023 - \$125
- Business
 - 2-3 years ago - \$285
 - 2023 - \$985

FY 23/24 PROPOSED CAPITAL EXPENDITURES

- Funding Consideration

FY 23/24 CAPITAL REQUESTS

DESCRIPTION/REQUESTED ITEM	BUDGET AMOUNT	ASSIGNED ACCOUNT
Ambulance Cab/Chassis (Fire)	65,000	110-509-5610
Ambulance Upfit (Fire)	185,000	110-509-5612
Street Projects (Street)	4,000,000	111-500-3486
Shade Covers and Mini Splits (Quad/Youth Center)	90,000	120-500-5184
Pending....Courtroom Sound	10,000	125-500-3546
2 Equipped P.D. Vehicles (Police)	130,912	138-500-5001
Command Vehicle (Police)	56,000	138-500-5005
Body Armor Replacement (Police)	15,000	138-500-5002
Dump Trailer (Parks)	14,000	138-500-5012
New Truck With Tommy Lift (Parks)	57,500	138-500-5013
Tool Box (Service Center)	4,000	138-500-5020
Umpire Room (Youth Center)	10,000	138-500-5014
Gym Floors - Sand and Refinish (Youth Center)	16,000	138-500-5015
Generator (Emergency Management)	13,500	138-500-5550
Grasshopper Mower (Airport)	22,693	138-500-5021
Service Center Cameras (IT)	5,500	138-500-5016
Service Center Fuel Master (IT)	5,546	138-500-5017
Community Development Cameras (IT)	5,000	138-500-5018
Transit Van T350 (Sewer Maint.)	114,285	138-500-5022
2 Small Excavators (Water Maint.)	125,000	138-500-5023
Grasshopper Mower (WWTP)	19,630	138-500-5024
Gate (Elect Dist)	47,000	252-500-5490
Aquatech Pump (Water Plant)	15,400	252-500-5493
Gate (Water Plant)	25,000	252-500-5494
DEQ Remediation (Water Plant)	1,000,000	252-500-5496
Tiger Tower Repair (Water Plant)	150,000	252-500-5497
Well Electric Cabinet Replacement (Water Plant)	20,000	252-500-5498
Motive Pump (WWTP)	38,000	252-500-5523
Danfoss VFD (WWTP)	9,500	252-500-5524
SBR Repair - Valve (WWTP)	8,500	252-500-5525
Gate (WWTP)	15,000	252-500-5526
TOTAL FY 23/24 CAPITAL PROJECTS:	6,292,966	

FINANCIAL “BIG PICTURE”

“WHERE WE HAVE BEEN”

AND

“WHERE WE ARE GOING”

Historical General Fund Budget With FY 23/24 Projections

DEPARTMENT TOTALS	20/21 ACTUAL	21/22 ACTUAL	22/23 BUDGET	22/23 AMENDED	23/24 BUDGET
CITY COMMISSION	6,944	9,660	29,500	29,500	29,500
GENERAL GOVT	579,105	682,444	676,850	676,850	522,850
ATTORNEY	160,173	174,216	205,150	205,150	227,050
CITY MANAGER	199,503	257,756	247,340	247,340	261,090
FINANCE	243,248	276,794	322,615	322,615	337,945
COURT	47,095	54,096	58,310	58,310	60,310
POLICE	1,658,280	2,021,252	2,280,977	2,287,577	2,370,727
COMMUNITY DEVELOPMENT	343,045	355,036	521,200	521,200	484,100
FIRE/AMBULANCE	2,169,395	2,385,163	2,828,304	2,988,115	3,151,195
PARKS	309,759	365,595	425,810	425,810	435,490
SERVICE CENTER	368,708	536,403	655,273	655,273	704,200
STREETS	341,688	420,810	466,445	466,445	532,703
LAKE	112,479	89,334	92,000	92,000	115,000
YOUTH CENTER	384,724	424,636	467,750	469,467	481,913
SENIOR CITIZENS	139,818	155,080	175,826	173,736	187,151
LIBRARY	288,656	308,647	365,580	371,370	374,430
ANIMAL WELFARE	74,489	73,418	103,300	103,300	107,050
POOL	152,883	169,007	215,822	215,822	216,340
HUMAN RESOURCES	72,261	86,638	106,300	106,300	115,100
EMERGENCY MANAGEMENT	34,033	41,384	107,050	113,050	104,400
DEPARTMENT TOTALS	7,686,286	8,887,369	10,351,402	10,529,230	10,818,544
NON-DEPT TOTALS	2,790,081	2,830,103	3,011,289	3,001,289	1,830,000
EXPENDITURES	10,476,367	11,717,472	13,362,691	13,530,519	12,648,544
REVENUES	12,150,071	10,743,311	10,255,809	11,347,221	10,708,860
EXCESS REVENUES OVER EXPENSES	1,673,704	-974,161	-3,106,882	-2,183,298	-1,939,684
PRIOR YEAR FUND BALANCE	7,478,268	9,151,972	6,865,765	8,177,811	5,994,513
END OF YEAR ADJ FUND BALANCE	9,151,972	8,177,811	3,758,883	5,994,513	4,054,829

Historical CMA Fund Budget With FY 23/24 Projections

CUSHING MUNICIPAL AUTHORITY BUDGET WORKSHEETS					
DEPARTMENT TOTALS	20/21 ACTUAL	21/22 ACTUAL	APPROVED 22/23 BUDGET	22/23 AMENDED	23/24 BUDGET
BILLING & COLLECTION	546,075	585,022	663,500	663,500	677,500
GENERAL GOVERNMENT	708,266	2,444,585	1,024,986	1,024,986	1,040,450
I.T. ADMINISTRATOR	120,798	128,143	146,655	146,655	150,230
ENGINEERING	125,431	125,428	320,750	410,750	431,350
ELECTRIC DISTRIBUTION	880,920	1,203,114	2,349,279	2,363,279	2,305,125
ELECTRIC PRODUCTION	6,158,297	7,036,267	7,638,480	8,866,480	8,836,150
WATER PRODUCTION	363,942	385,700	469,244	469,244	476,858
WATER MAINTENANCE	374,869	425,620	497,469	497,469	517,897
SEWER DISPOSAL	314,807	358,142	450,925	450,925	473,995
SEWER MAINTENANCE	352,106	400,630	529,487	529,487	535,652
SOLID WASTE DISPOSAL	861,379	1,018,531	1,034,000	1,034,000	1,206,058
DEPARTMENT TOTALS	10,806,890	14,111,182	15,124,775	16,456,775	16,651,265
NON-DEPARTMENTAL TOTALS					
DEBT SERVICE-BOK	0	55,833	0	1,000,000	1,000,000
DEBT SERVICE - SEWER CDBG GRANT	6,250	6,250	6,250	6,250	6,250
TRANSFER TO CMA CAPITAL IMPROVEMENT	0	916,020	1,000,000	1,000,000	0
TRANSFER TO GENERAL FUND	1,607,269	0	0	0	0
TRANSFER TO STREET AND ALLEY FUND	0	0	500,000	500,000	0
TRANSFER TO CAP IMPR - GRDA CAPACITY PMT	1,299,284	787,072	1,115,000	615,000	615,000
EXPENDITURES	13,719,693	15,876,357	17,746,025	19,578,025	18,272,515
REVENUES	14,404,846	15,267,931	14,492,120	16,932,340	16,859,020
EXCESS REVENUES OVER EXPENSES	685,153	-608,426	-3,253,905	-2,645,685	-1,413,495
PRIOR YEAR FUND BALANCE	20,899,555	21,584,708	18,417,331	20,976,282	18,330,597
END OF YEAR ADJ FUND BALANCE	21,584,708	20,976,282	15,163,426	18,330,597	16,917,102

EMPLOYEE COLA

The budgets have been presented without any new COLA increases.

Estimated COLA Costs:

- 2.75% - \$239,532.43
- Proposed COLA was arrived at after thorough analysis of a 5-year history of SSA COLA adjustments, CPI inflation rates, and City data. Staff believes the proposed COLA is reasonable based on the analysis of referenced data.

QUESTIONS

