



City of Homer

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Office of the City Manager

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Memorandum

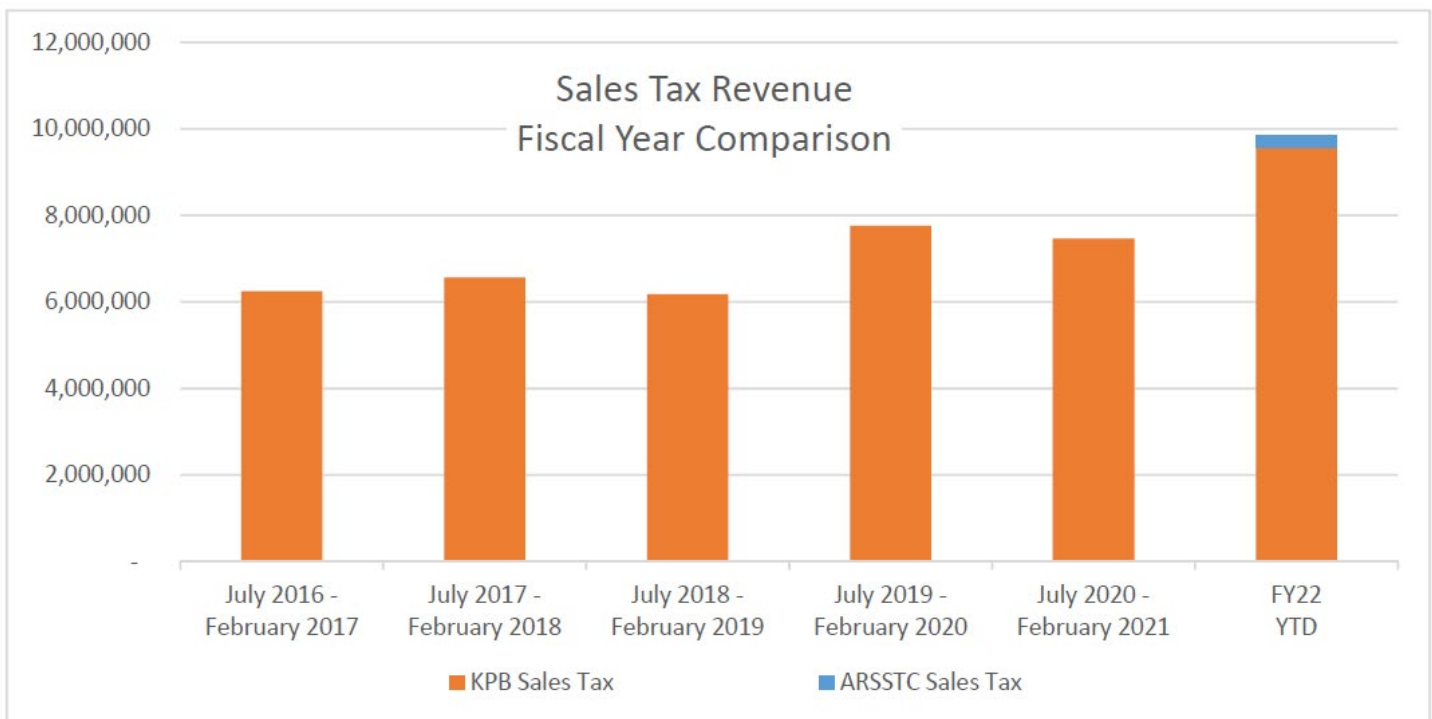
TO: Mayor Castner and Homer City Council
FROM: Rob Dumouchel, City Manager
DATE: March 10, 2022
SUBJECT: City Manager's Report for March 14, 2022 Council Meeting

Pioneer Gateway Redevelopment Project

Following the presentation at the February 28th Council meeting, staff worked with Stantec to initiate a plan that includes a scaled down option for the HERC site. The deliverable will include one additional building plan and a cost estimate for a smaller building. These items will be provided to Council and posted on the project website when available (anticipated in March). Since the meeting, staff has been hosting public engagement opportunities. We will provide a report to Council on that public process at the next Council meeting.

Sales Tax Update

We continue to experience very strong sales tax numbers here in Homer. Attached to this report is information provided by the Finance Director related to our regular and remote sales tax numbers. The 4th quarter of calendar year 2021 had \$40M in taxable sales, which brought us up to \$235M in taxable sales for calendar year 2021 and an estimated \$11.4 in sales tax revenue to the City. FY22 year to date is similarly strong as shown in the chart below. As part of the preparation for the midbiennium budget adjustment, we are reforecasting sales tax revenue and I expect to share those numbers at the next Council meeting on March 29th.



Bridge Creek and Kachemak Drive Properties Acquired

Council passed Ordinance 22-01(A) appropriating funds to acquire two parcels and two easements in the Bridge Creek Watershed. We were able to complete the acquisition of the parcels before the end of February. Remaining is the acquisition of easements on related properties which will be completed once the snow melts and surveyors can get better access to the properties. Council also passed Ordinance 21-72 that allowed us to acquire tax foreclosed property from the Kenai Peninsula Borough. Those two parcels are also now under City ownership.

BIL Funding Opportunities

Staff have been researching the Bipartisan Infrastructure Law (BIL) and are beginning the process of identifying which of the competitive grant opportunities for local governments align with City projects, and which make sense to target. Of particular interest are Transportation and Resilience grant opportunities, as well as potential opportunities afforded through increases for Alaska's Clean Water and Drinking Water State Revolving Funds. I will have staff attending an Infrastructure Grant Symposium sponsored by Senator Lisa Murkowski on April 11th and an Infrastructure Planning and Assistance workshop on April 12th to learn more and meet folks at the various federal agencies administering these grant programs. To maximize our efforts, I will likely be coming to Council for funding to contract professional services for grant writing assistance and technical expertise for cost benefit analysis, detailed engineering/plans, and cost estimates as required by granting agencies.

Redistribution of ARPA NEU Funds

The Alaska Division of Community and Regional Affairs recently sent notification that Homer will receive an additional \$3,845.46 in American Rescue Plan Act (ARPA) non-entitlement unit (NEU) funding for local governments. The additional allotment reflects a per capita redistribution of \$115,868.29 remaining in the NEU account after six Alaskan municipalities declined to take distributions.

Cybersecurity

On Feb. 14, the EPA and one of our security-monitoring services alerted the City to possible nationwide cyberattacks on municipal infrastructure, particularly water treatment facilities. In response, the IT division took steps to strengthen the security on City-owned equipment. We have also seen increased efforts to break into other City systems, and in coming months the City will work to progressively improve its defenses.

All-Hazards Mitigation Plan Update

The All-Hazards Mitigation Plan is nearing completion. Our FEMA-provided consultant has circulated a draft to the review team (which includes Councilmember Erickson), and we're taking a hard look at the document. I expect we'll have something to share with Council in the very near future.

Tsunami Follow Up

Following the presentation by Dr. Elena Sulemani, staff held discussions the next morning with her and Logan Stolpe from the National Weather Service related to tsunami evacuations lines. We are working on mapping the evacuation line for the city. We are also working on content for the Homer-specific tsunami brochure. I'll continue to update Council as this project progresses.

Meeting with Alaska Department of Fish and Game

Staff from my office, the Harbor, and Public Works met with representatives from Alaska Department of Fish and Game to discuss the Nick Dudiak Fishing Lagoon. We mainly focused on dredging and improved ADA access. I expect that we will be coming back to Council later this year with a request for funding to support the engineering of an improved ADA access solution with the intent of using the design as a tool to help staff apply for grants to upgrade the facility in the future.

Enclosures:

1. Memo and spreadsheets related to Calendar Year 2021 Sales Tax Data



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Memorandum

TO: Mayor Castner and Homer City Council
THROUGH: Rob Dumouchel, City Manager
FROM: Elizabeth Walton, Finance Director
DATE: March 10, 2022
SUBJECT: Calendar Year 4th Quarter Sales Tax Analysis

The purpose of this memo is to provide contextual information associated with taxable sales figures for the 4th quarter of calendar year 2021 (now 2nd quarter of fiscal year 2022 with the change in City fiscal year which went into effect on July 1, 2021). Also provided in this memo is an analysis of sales tax revenue received to date for Fiscal Year 2022.

Basic Sales Tax Information:

Sales tax is one of the primary drivers of revenue for the General Fund as it represents roughly 46% of total projected revenue for the FY22 budget. Consumers in Homer pay a sales tax rate of 7.85%. Of that, 3% goes to the Kenai Peninsula Borough while the other 4.85% is remitted to the City of Homer. The majority of City sales tax (3%) collected goes to the General Fund to cover the expenses associated with providing core services. Other dedicated purposes of the City of Homer share of sales tax are as follows: HART (0.75%), HAWSP (0.75%), Public Safety Operations and Infrastructure (0.35%).

Sales Tax Destination	Sales Tax Amount Charged to Consumers*
Kenai Peninsula Borough	3%
Homer General Fund	3%
Homer Accelerated Roads and Trails	.75%
Homer Accelerated Water and Sewer Program	.75%
Homer Police Station	.35%

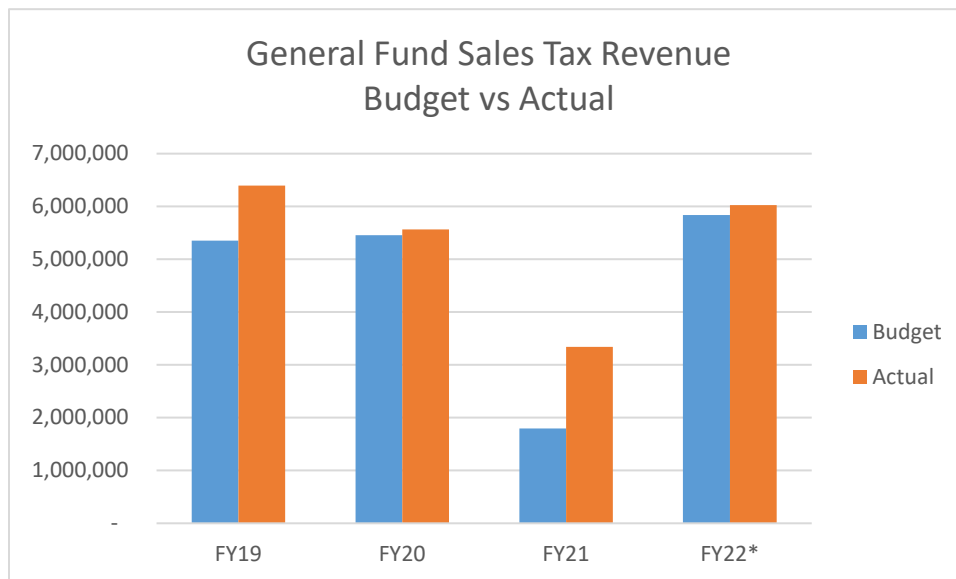
*Sales tax is only charged on the first \$500 of a single purchase

An important reminder is that the City of Homer does not collect sales tax directly. The City elects for the Kenai Peninsula Borough to collect, administer and then remit sales tax revenue to us. KPB remits sales tax revenue to the City on a monthly basis, but there is a two month "lag" in the revenue received. This means that the revenue that is received by the City in one month is not a reflection on sales tax actually earned in that particular month. Finance

makes an accounting entry at the end of the year to adjust for this delay. This is important to keep in mind when comparing sales tax revenue received vs. taxable sales.

General Fund Sales Tax Revenue Analysis:

The General Fund budgeted sales tax for FY22 is \$5,837,403, with an additional \$207,225 budgeted for remote sales tax. Actual current data for FY22 (July 1, 2021 – February 28, 2022) reports that the City’s General Fund has received \$6,027,408 in sales tax and \$161,867 in remote sales tax. The City has already received \$190,005 over budget expectations with sales tax revenue collected by the Kenai Peninsula Borough. If current trends continue, the City should have no issue meeting remote sales tax budget expectations for FY22, as the General Fund has received 78% of budgeted remote sales tax.



***FY22 data is reflective of sales tax revenue received July 2021 – February 2022.**

Enclosures:

Accompanying this memo are four documents to help provide context to the historical trends associated with sales tax revenue.

Attachment A provides a data set of Line of Business (LOB) taxable sales for the 4th quarter going back to 2016. The LOB categories are determined and reported by the Kenai Peninsula Borough. The biggest dollar share in taxable sales has historically come from the Retail Trade sector and this quarter is no different. This sector experienced a 8% increase comparative to the 4th quarter in 2020 and a 18% increase over 2019. Most of the sectors tied closely with the tourism industry rebounded in 2021 comparative to 2020 and came back in line (and above) with taxable sales in 2019. Overall, the City experienced a roughly 12% increase in taxable sales comparative to the 3rd quarter in 2020 and a 16% increase over 2019.

Attachment B provides a data set comparing the LOB taxable sales on a quarterly basis back to 2017.

Attachment C provides a data set of sales tax revenue collected on a quarterly basis going back to 2017. The sales tax data is broken out by the funds that received a portion of the total revenue. One thing to note is that HART sales tax was diverted into the General Fund for

fiscal years 2016-2018. In 2019, HART began receiving their respective share of the overall revenue. Also to note in 2019, the sales tax rate increased to fund debt service payments and maintenance of the police station facility.

Attachment D provides a data set of sales tax revenue collected for the period of July – February of each year going back to 2016. The purpose of this chart is to provide current fiscal year to date sales tax revenue comparison with previous years using the same time interval (July – December).

Attachment A
 LOB Taxable Sales
 Calendar Year 4th Quarter
 Presented March 10, 2022

	2016	2017	2018	2019	2020	2021	% Δ 2021 - 2020	% Δ 2021 - 2019
ADMINISTRATIVE, WASTE MAN	224,073	164,649	155,250	166,876	152,225	229,764	51%	38%
AGRICULTURE, FORESTRY, FI	22,190	49,869	37,022	44,149	41,097	47,153	15%	7%
ARTS AND ENTERTAINMENT	268,703	328,352	277,357	303,677	145,134	259,658	79%	-14%
CONSTRUCTION CONTRACTING	406,932	372,787	386,079	364,590	487,741	538,442	10%	48%
EDUCATIONAL SERVICES	73,547	66,973	78,859	90,528	58,566	52,301	-11%	-42%
FINANCE AND INSURANCE	16,324	30,128	27,189	26,563	25,265	20,505	-19%	-23%
GUIDING LAND	500	5,898	-	-	477	99	-79%	0%
GUIDING WATER	78,346	117,984	134,694	120,809	193,829	368,104	90%	205%
HEALTH CARE AND SOCIAL AS	63,034	54,418	50,658	38,063	16,437	16,517	0%	-57%
HOTEL/MOTEL/BED & BREAKFA	1,712,384	1,641,953	1,455,582	1,734,109	1,710,573	2,195,084	28%	27%
INFORMATION	1,043,506	985,693	1,008,965	992,162	710,741	696,968	-2%	-30%
MANAGEMENT OF COMPANIES	-	-	-	-	-	-	0	0%
MANUFACTURING	326,180	318,410	339,803	406,462	428,970	381,130	-11%	-6%
MINING/QUARRYING	-	-	150	19,981	21,611	21,916	1%	10%
PROFESSIONAL, SCIENTIFIC	647,970	700,387	680,434	635,037	763,313	801,164	5%	26%
PUBLIC ADMINISTRATION	1,188,557	999,094	1,143,132	1,022,188	874,562	1,262,184	44%	23%
REMEDATION SERVICES	-	-	-	-	-	-	0%	0%
RENTAL COMMERCIAL PROPERT	59,815	61,466	64,428	60,191	71,944	93,266	30%	55%
RENTAL NON-RESIDENTAL PRO	171,965	146,382	148,707	126,417	96,490	132,963	38%	5%
RENTAL OF SELF-STORAGE &	385,338	284,593	276,934	294,635	322,683	337,600	5%	15%
RENTAL PERSONAL PROPERTY	147,841	150,791	157,676	174,262	192,495	190,524	-1%	9%
RENTAL RESIDENTAL PROPERT	1,052,578	1,140,120	1,089,752	1,116,156	1,140,114	1,174,940	3%	5%
RESTAURANT/BAR	3,149,958	3,337,515	3,482,700	3,501,273	2,851,904	3,827,710	34%	9%
RETAIL TRADE	14,894,226	15,948,127	17,314,037	18,463,774	20,013,292	21,707,718	8%	18%
SERVICES	1,708,265	2,078,565	2,071,964	2,001,089	2,059,134	2,246,554	9%	12%
TELECOMMUNICATIONS	430,659	440,014	534,464	334,477	462,880	528,912	14%	58%
TELECOMMUNICATIONS-CABLE	130	2,771	519	429	1,932	1,680	-13%	292%
TIMBERING	-	-	500	-	-	-	0%	0%
TRANSPORTATION AND WAREHO	144,554	178,728	168,374	165,792	252,295	190,942	-24%	15%
UTILITIES	1,993,120	2,156,588	2,045,862	2,028,860	2,365,856	2,437,793	3%	20%
WHOLESALE TRADE	404,805	421,454	355,568	223,920	208,920	257,298	23%	15%
TOTAL	30,615,500	32,183,709	33,486,659	34,456,469	35,670,480	40,018,888	12%	16%
Applied Sales Tax 4.85%	1,484,852	1,560,910	1,624,103	1,671,139	1,730,018	1,940,916	210,898	269,777

*Effective January 1, 2019 the sales tax rate for the City of Homer was increased from 4.5% to 4.85%. The applied rate of 4.85% is used here for comparison puposes only. This value is derived by mutiplying the total taxable sales by the sales tax rate.

This chart represents taxable sales that are collected by KPB and does not include taxable sales collected by ARSSTC.

Attachment B
LOB Taxable Sales
Calendar Year - Quarterly
Presented March 10, 2022

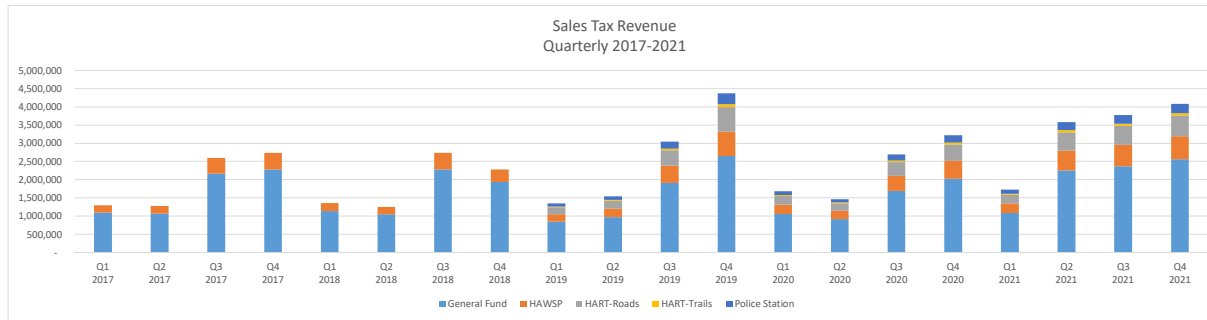
	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
ADMINISTRATIVE, WASTE MAN	207,412	305,688	336,793	164,649	155,528	203,986	204,971	155,250	136,996	211,749	202,322	166,876	126,571	115,955	162,542	152,225	158,366	200,697	317,064	229,764
AGRICULTURE, FORESTRY, FI	14,600	144,996	205,859	49,869	33,710	203,853	234,217	37,022	640,248	160,020	202,286	44,149	18,712	111,415	187,204	41,097	18,509	163,842	221,045	47,153
ARTS AND ENTERTAINMENT	249,016	472,227	674,135	328,352	249,287	501,469	737,507	277,357	253,475	548,940	731,228	303,677	216,312	165,688	477,017	145,134	147,074	514,908	879,483	259,658
CONSTRUCTION CONTRACTING	484,978	438,379	381,548	372,787	315,934	409,170	385,926	386,079	333,640	373,100	336,222	364,590	367,431	392,005	397,914	487,741	491,123	416,849	473,646	538,442
EDUCATIONAL SERVICES	71,272	52,994	53,633	66,973	61,687	54,866	55,190	78,859	58,316	56,928	75,184	90,528	72,931	42,283	44,879	58,566	53,019	44,623	52,725	52,301
FINANCE AND INSURANCE	19,204	23,980	28,566	30,128	27,385	25,820	25,924	27,189	28,275	36,654	29,481	26,563	26,553	19,785	40,410	25,265	24,390	25,729	22,441	20,505
GUIDING LAND	-	94,324	169,829	5,898	-	105,778	228,047	-	-	125,677	258,602	-	-	42,822	79,186	477	-	88,796	188,069	99
GUIDING WATER	36,497	2,697,548	6,158,152	117,584	79,447	2,869,368	6,061,804	134,694	187,753	2,985,820	5,988,975	120,809	110,697	1,359,274	4,822,074	193,829	274,578	4,896,767	9,582,806	368,104
HEALTH CARE AND SOCIAL AS	77,243	126,554	134,541	54,418	80,890	95,062	80,786	50,658	78,958	62,473	45,090	38,063	21,795	15,422	28,941	16,437	11,280	52,394	112,550	16,517
HOTEL/MOTEL/BED & BREAKFA	1,532,096	4,558,923	7,153,924	1,641,953	1,490,223	4,422,516	7,518,922	1,455,582	1,543,084	4,629,194	8,375,973	1,734,109	1,279,481	2,828,851	6,389,397	1,710,573	1,865,239	6,938,219	10,468,820	2,195,084
INFORMATION	1,020,993	1,084,186	1,093,603	985,693	972,981	1,061,677	1,031,736	1,008,965	984,852	978,052	1,037,924	992,162	983,669	883,165	935,171	710,741	669,902	747,268	716,705	696,968
MANAGEMENT OF COMPANIES	-	-	-	-	-	-	-	-	-	126,214	311,026	-	-	10,508	-	-	-	-	-	-
MANUFACTURING	225,385	503,806	633,841	318,410	249,843	530,866	641,802	339,803	281,903	756,819	715,234	406,462	344,961	505,214	687,424	428,970	417,190	713,612	850,127	381,130
MINING/QUARRYING	500	-	-	-	-	-	150	150	150	1,150	10,926	19,981	3,220	14,961	26,838	21,611	3,618	28,586	42,077	21,916
PROFESSIONAL, SCIENTIFIC	698,422	708,767	771,398	700,387	691,012	756,620	770,672	680,434	648,929	785,571	761,163	635,037	702,504	767,048	823,623	763,313	856,513	857,983	819,924	801,164
PUBLIC ADMINISTRATION	1,100,333	1,309,629	2,560,676	999,094	816,016	1,427,693	2,458,720	1,143,132	829,528	1,432,737	2,845,900	1,022,188	971,581	1,368,423	3,105,875	874,562	866,942	1,466,313	2,921,998	1,262,184
REMEDATION SERVICES	32,666	-	-	-	38,717	-	-	-	33,767	-	-	-	-	-	-	-	-	-	-	-
RENTAL COMMERCIAL PROPERT	58,558	96,775	101,707	61,466	69,250	85,800	130,158	64,428	196,565	99,765	95,207	60,191	58,935	80,696	81,163	71,944	62,633	72,545	92,538	93,266
RENTAL NON-RESIDENTIAL PRO	128,347	180,793	246,013	146,382	144,070	187,303	238,829	148,707	138,064	184,240	234,955	126,417	92,816	90,896	129,139	96,490	89,296	155,709	201,955	132,963
RENTAL OF SELF-STORAGE &	201,259	248,428	561,005	284,593	232,561	265,933	528,223	276,934	217,415	272,863	537,757	294,635	231,287	271,739	570,643	322,683	230,502	289,507	683,119	337,600
RENTAL PERSONAL PROPERTY	138,081	197,202	242,233	150,791	148,701	210,142	259,883	157,676	141,046	221,419	229,691	174,262	165,835	194,678	216,695	192,495	172,735	214,495	287,696	190,524
RENTAL RESIDENTIAL PROPERT	1,035,396	1,512,623	1,835,339	1,140,120	1,146,434	1,638,398	1,880,675	1,089,752	1,077,295	1,632,238	1,834,018	1,116,156	1,101,887	1,402,570	1,708,348	1,140,114	1,085,363	1,703,802	2,044,382	1,174,940
RESTAURANT/BAR	2,787,404	6,211,565	8,780,547	3,337,515	3,101,373	6,773,895	9,542,688	3,482,700	3,179,549	6,848,886	9,553,633	3,501,273	2,514,895	3,762,292	6,529,920	2,851,904	2,841,878	8,170,597	11,337,427	3,827,710
RETAIL TRADE	12,505,192	24,992,523	30,421,714	15,948,127	12,769,708	27,043,054	34,053,544	17,314,037	14,151,272	29,033,873	34,490,183	18,463,774	15,612,943	27,598,497	34,754,701	20,013,292	17,584,839	34,839,450	41,805,658	21,707,718
SERVICES	1,799,351	2,703,585	2,645,475	2,078,565	1,894,742	2,768,109	2,305,938	2,071,964	1,749,725	2,701,456	2,586,137	2,001,089	1,608,833	2,196,866	2,465,235	2,059,134	1,742,283	2,875,372	2,980,616	2,246,554
TELECOMMUNICATIONS	408,560	430,719	428,326	440,014	449,669	469,468	511,781	534,464	401,118	337,618	332,138	334,477	335,461	440,569	468,600	462,880	446,343	490,947	495,505	528,912
TELECOMMUNICATIONS-CABLE	627	1,811	2,771	-	574	1,202	1,305	519	495	6,282	691	429	861	516	809	1,932	694	1,389	2,386	1,680
TIMBERING	500	-	430	-	-	-	500	-	505	-	-	-	-	-	-	-	-	-	-	-
TRANSPORTATION AND WAREHO	190,285	780,040	1,569,692	178,728	177,563	853,236	1,545,966	168,374	196,800	925,578	1,410,586	165,792	195,409	347,778	1,072,654	252,295	201,873	1,209,752	1,918,578	190,942
UTILITIES	2,322,217	1,992,650	1,795,759	2,156,888	2,445,497	2,058,123	1,787,390	2,045,862	2,503,521	2,114,934	1,727,760	2,028,860	2,710,459	2,197,539	1,812,700	2,365,856	2,683,123	2,348,284	1,958,574	2,437,793
WHOLESALE TRADE	262,379	317,823	214,032	421,454	325,567	355,069	298,755	355,568	296,494	398,831	280,016	223,920	273,328	338,319	291,360	208,920	303,219	450,299	295,931	257,288
TOTAL	27,609,373	52,187,369	69,200,581	32,183,709	28,168,369	55,378,476	73,491,609	33,486,659	30,290,138	58,049,081	75,240,308	34,456,469	30,149,367	47,565,777	68,310,460	35,670,480	33,302,524	69,978,734	91,773,846	40,018,888
Applied Sales Tax 4.85%*	1,339,055	2,531,087	3,356,228	1,560,910	1,366,166	2,685,856	3,564,343	1,624,103	1,469,072	2,815,380	3,649,155	1,671,139	1,462,244	2,306,940	3,313,057	1,730,018	1,615,172	3,393,969	4,451,032	1,940,916

*Effective January 1, 2019 the sales tax rate for the City of Homer was increased from 4.5% to 4.85%. The applied rate of 4.85% is used here for comparison purposes only. This value is derived by multiplying the total taxable sales by the sales tax rate.

This chart represents taxable sales that are collected by KPB and does not include taxable sales collected by ARSSTC.

Attachment C
Sales Tax Revenue
Calendar Year - Quarterly
Presented March 10, 2022

	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
General Fund	1,098,377	1,068,738	2,167,895	2,282,295	1,136,958	1,049,686	2,285,324	1,937,016	848,744	972,481	1,917,010	2,656,754	1,058,824	921,925	1,694,506	2,026,245	1,085,933	2,257,774	2,375,582	2,568,192
HAWSP	203,692	213,799	433,683	456,366	227,446	209,988	457,167	349,894	208,708	239,135	471,396	663,850	260,367	226,703	416,682	498,129	267,033	546,802	584,159	631,523
HART-Roads	-	-	-	-	-	-	-	-	187,837	215,221	424,256	675,890	234,330	204,033	375,014	448,446	240,329	500,650	525,744	568,370
HART-Trails	-	-	-	-	-	-	-	-	20,871	23,913	47,140	81,879	26,037	22,670	41,668	49,942	26,703	63,208	58,416	63,152
Police Station	-	-	-	-	-	-	-	-	83,483	95,654	188,558	297,006	104,147	90,681	166,673	199,252	106,813	218,721	233,664	252,609
Total	\$ 1,302,069	\$ 1,282,537	\$ 2,601,579	\$ 2,738,660	\$ 1,364,404	\$ 1,259,673	\$ 2,742,491	\$ 2,286,910	\$ 1,349,642	\$ 1,546,404	\$ 3,048,360	\$ 4,375,378	\$ 1,683,704	\$ 1,466,011	\$ 2,694,542	\$ 3,222,014	\$ 1,726,812	\$ 3,587,155	\$ 3,777,565	\$ 4,083,846



Key Points:

- HART Sales Tax was diverted into the General Fund from 2016-2018
- Sales Tax increased in 2019 to fund debt service payments associated with Police Station bond

Attachment D

Sales Tax Revenue
Fiscal Year Comparison
Presented March 10, 2022

KPB Sales Tax	July 2016 - February 2017	July 2017 - February 2018	July 2018 - February 2019	July 2019 - February 2020	July 2020 - February 2021	FY22 YTD
General Fund	5,222,439	5,473,039	4,946,880	4,788,287	4,696,372	6,027,408
HAWSP	1,028,809	1,094,668	985,227	1,187,997	1,154,718	1,482,150
HART-Roads	-	-	160,349	1,147,623	1,039,376	1,333,935
HART-Trails	-	-	17,817	134,294	115,601	148,215
Police Station	-	-	71,266	506,665	461,887	592,860
Total	6,251,248	6,567,707	6,181,538	7,764,865	7,467,953	9,584,568

ARSSTC Sales Tax	July 2016 - February 2017	July 2017 - February 2018	July 2018 - February 2019	July 2019 - February 2020	July 2020 - February 2021	FY22 YTD*
General Fund					130,154	161,867
HAWSP					26,480	39,803
HART-Roads					23,832	35,823
HART-Trails					2,648	3,980
Police Station					10,592	15,921
Total					193,707	257,396

