Council Meeting Date: May 19, 2008 **Agenda Item:** 7(b)

CITY COUNCIL AGENDA ITEM

CITY OF SHORELINE, WASHINGTON

AGENDA TITLE:	2007 Fourth Quarter Financial Report
DEPARTMENT:	Finance
PRESENTED BY:	Debbie Tarry, Finance Director

PROBLEM/ISSUE STATEMENT:
Attached is the 2007 fourth quarter financial report. This report summarizes the financial activities during 2007 for all City funds. It is provided to keep the Council informed of the financial issues and the financial position of the City. The Executive Summary section of the report provides a high level overview. More detailed information on specific revenue and expenditures is provided following the Executive Summary.

Page 27 of the fourth quarter financial report contains information on the City's investment portfolio. The City's investment portfolio is considered very safe, but given all the recent information on the crisis in the housing and financial markets, Council may find it beneficial to review this section.

FINANCIAL IMPACT:
The table on page 2 provides a summary of the financial results for all City funds for 2007.

RECOMMENDATION

No action is required by the Council. This item is provided for informational purposes.

Approved By: City Manager DRC City Attorney ___

ATTACHMENTS
Attachment A – 2007 Fourth Quarter Financial Report

	Revenues						Expenditures					
Fund	2007 Budget	2007 Projected	2007 Actuals	2007 Carryover	Variance Actuals + Carryovers v. Projected	% Variance	2007 Budget	2007 Projected	2007 Actuals	2007 Carryover	Variance Actuals + Carryover v. Projected	% Variance
General Fund	$34,238,843	$29,001,142	$29,683,174	$93,077	$775,110	2.67%	$34,542,541	$33,837,486	$32,961,412	$373,096	-$502,978	-1.49%
Streets	$2,595,379	$2,330,173	$2,367,674	$0	$37,501	1.61%	$2,595,379	$2,532,552	$2,240,063	$224,258	-$68,231	-2.69%
SWM Utility Fund	$6,817,785	$3,733,008	$3,775,061	$75,000	$117,053	3.14%	$6,817,785	$4,500,270	$2,888,322	$1,270,830	-$341,118	-7.58%
General Capital	$26,341,796	$5,079,056	$5,588,458	$307,012	$816,414	16.07%	$35,474,846	$13,883,857	$12,184,532	$1,916,166	$216,841	1.56%
Roads Capital	$13,066,740	$9,238,305	$8,365,226	$456,683	-$416,396	-4.51%	$16,358,554	$14,308,485	$11,245,004	$2,429,442	-$634,039	-4.43%
General Reserve Fund	$58,546	$92,500	$136,000	$0	$43,500	47.03%	$2,274,862	$2,274,862	$2,410,860	$0	$135,998	0.00%
Code Abatement Fund	$100,000	$15,057	$16,325	$0	$1,268	8.42%	$100,000	$15,000	$1,688	$0	-$13,312	-88.75%
Asset Seizure Fund	$23,500	$35,000	$20,226	$0	-$14,774	-42.21%	$23,500	$12,779	$13,567	$0	$788	6.17%
Revenue Stabilization Fund	$5,987,115	$3,878,753	$6,123,113	$0	$2,244,360	57.86%	$0	$0	$0	$0	$0	0.00%
Unitd Tax GO Bond Fund	$1,800,000	$1,800,298	$1,768,906	$0	-$31,392	100.00%	$1,636,228	$1,635,928	$1,635,928	$0	$0	0.00%
Public Arts Fund	$0	$30,385	$47,115	$0	$16,730	55.06%	$84,000	$30,385	$35,184	$0	$4,799	0.00%
Vehicle Operations Fund	$139,988	$147,561	$148,100	$0	$539	0.37%	$139,988	$139,988	$130,487	$0	-$9,501	-6.79%
Facility - Major Maintenance Fund	$110,000	$110,000	$62,266	$0	-$47,734	-43.39%	$110,000	$110,000	$47,813	$0	-$62,187	-56.53%
Equipment Replacement Fund	$416,315	$330,506	$370,727	$0	$40,221	12.17%	$200,746	$129,656	$198,909	$75,000	$144,253	111.26%
Unemployment	$10,500	$12,150	$14,357	$0	$2,207	18.16%	$10,000	$10,000	$5,708	$0	-$4,292	-42.92%
Totals	$91,706,507	$55,833,894	$58,486,728	$931,772	$3,584,607	6.42%	$100,368,429	$73,421,248	$65,999,477	$6,288,792	-$1,132,979	-1.54%

Attachment A

CITY OF SHORELINE

2007 Year End Financial Report

Prepared by the Finance Department

For

Fiscal Year January 1, 2007 – December 31, 2007

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EXECUTIVE SUMMARY

General Fund

2007 General Fund revenue including carryovers totaled $29,776,251 which was greater than 2007 projected revenue of $29,001,142 by $775,110 or 2.67%. This is an increase of 7.26% over total 2006 revenues of $27,759,897 which is primarily the result of increased revenues from sales tax, utility tax and franchise fees, permit revenue, investment interest grants and recreation fees. The 2007 variance in actual revenue collections can primarily be attributed to better than expected revenue from sales tax ($385,051), utility tax and franchise fees ($158,207) and investment interest ($195,440).

The 2007 actual expenditures were $32,961,412 and the 2007 carryovers were $373,096 for a total 2007 expenditure of $33,334,508. This is $502,978 or 1.49% below projected expenditures of $33,837,486.

The net result of revenues exceeding projections by $775,110 and expenditures being $502,978 below projections is increasing the fund balance by $1,278,080.

In 2007 staff had projected a 2007 budget savings of at least $545,000. These monies were transferred to the City Hall project in 2007. The final 2007 savings were $1.278 million greater than the original projection. In March 2008 the City Council authorized $446,265 of these savings for the City Hall project, leaving $831,815 of net savings unallocated. At this time staff is recommended that the remaining savings be allocated as follows:

- City Hall Project Utility Hookups - $81,000. To used to allocate towards the expected $170,000 cost for utility hook-ups related to the new building. The remaining $89,000 will come from reductions to operating budget costs in 2008 ($39,000) and $50,000 from real estate excise tax.
- City Hall Project - $500,000. To be used to either reduce the amount of debt issued for the project or to cover costs in areas such as audio visual equipment, generator, furniture and fixtures, or unanticipated contingency funds.
- Telephone System Acquisition - $250,000. On April 14, 2008, Council authorized the City Manager to sign a contract with All Phase Communications, Inc. for the implementation of a new telephone system.

Street Fund

Actual revenues for 2007 were $2,367,674, just $37,501 or 1.61% above projected revenue. Right-of-way fee revenue was above projections by $35,615 or 29.8% due to increased activity. Investment interest was above projections by $21,332 or 57.4%. Fuel tax collections were below projections by $17,674 or 2.4%.

The 2007 actual expenditures were $2,240,063 and the 2007 carryovers were $224,258 for a total 2007 expenditure of $2,464,321. This is $68,231 or 2.69% below projected expenditures of $2,532,552.

The resulting 2007 ending fund balance is $984,322.

Surface Water Utility Fund

The 2007 actual revenues were $3,775,061 and the 2007 carryovers were $75,000 for total 2007 revenue of $3,850,061. This was $117,053 or 3.14% more than projected revenue of $3,733,008. Surface Water Utility Revenue was primarily affected by the following: Specifics of the Surface Water Utility Revenue are as follows:

- Investment interest was $251,107 or 67.4% above projected revenue of $372,500.
- The City received $117,876 from King County for Hidden Lake mitigation.
- Grant revenue of $75,000 carried over into 2008.
- Storm drainage fees were $36,295 or 1.24% less than projected.
- The primary difference between actual and projected revenues is that the amount of Public Works Trust Fund Loan (PWTFL) used was $290,635 less than anticipated. This PWTFL is for the Ronald Bog Drainage Improvements.

The 2007 actual expenditures were $2,888,322 and the 2007 carryovers were $1,270,830 for a total 2007 expenditure of $4,159,152. This is $341,118 or 7.58% below projected expenditures of $4,500,270. Broken out between operating and capital, the expenditures were as follows:

- Operating expenditures were $98,234 or 5.32% under projections of $1,848,178
- Capital expenditures were $242,884 or 10.99% under projections of $2,210,255.

The 2007 ending fund balance is $6,308,410. This includes all revenue and expenditure activity and the requested carryovers.

Capital Improvement Funds

General Capital

Actual revenues for 2007 were $5,588,458 and 2007 carryovers were $307,012 for total revenue of $5,895,470. This is $816,414 or 16.07% above projected revenues of $5,079,056. The primary reason for the better than expected revenue is $719,498 in unanticipated revenue from investment interest. Investment interest was primarily higher than projected because of major land purchases funded by the 2006 bond proceeds occurring later than originally projected. Real Estate Excise Tax (REET) collections were $148,708 or 17.05% above projections.

The 2007 actual expenditures were $12,184,532 and the 2007 carryovers were $1,916,166 for a total 2007 expenditure of $14,100,698. This is only $216,841 or 1.56% over projected expenditures of $13,883,857.

The resulting 2007 ending fund balance is $15,611,586.

Roads Capital

Actual revenues for 2007 were $8,365,226 and the 2007 carryover were $456,683 for total revenue of $8,821,909. This is $416,396 or 4.51% below projected revenues of $9,238,305. Revenues were less than expected due to project timing delays for grants, lower than expected investment interest ($263,098 or 49.2%) and lower than expected fuel tax revenue ($64,554). On the positive side REET revenue was $148,708 or 16.2% better than projected.

The 2007 actual expenditures were $11,245,004 and the 2007 carryovers were $2,429,442 for a total 2007 expenditure of $13,674,446. This is $634,039 or 4.43% below projected expenditures of $14,308,485.

The resulting 2007 ending fund balance is $5,844,344.

All Funds Summary

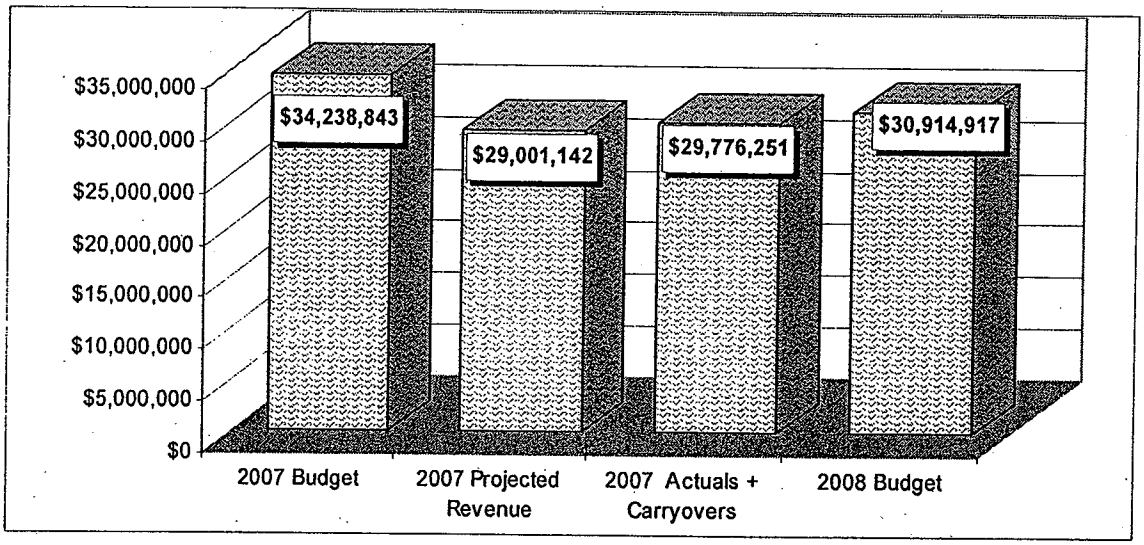
The following table provides a summary of the financial results for all City funds for 2007 and includes the 2007 carryover. The second chart shows the estimated ending fund balances or 2007:

	Revenues						Expenditures					
Fund	2007 Budget	2007 Projected	2007 Actuals	2007 Carryover	Variance Actuals + Carryovers v. Projected	% Variance	2007 Budget	2007 Projected	2007 Actuals	2007 Carryover	Variance Actuals + Carryover v. Projected	% Variance
General Fund	$34,238,843	$29,001,142	$29,683,174	$93,077	$775,110	2.67%	$34,542,541	$33,837,486	$32,961,412	$373,096	-$502,978	-1.49%
Streets	$2,595,379	$2,330,173	$2,367,674	$0	$37,501	1.61%	$2,595,379	$2,532,552	$2,240,063	$224,258	-$68,231	-2.69%
SWM Utility Fund	$6,817,785	$3,733,008	$3,775,061	$75,000	$117,053	3.14%	$6,817,785	$4,500,270	$2,888,322	$1,270,830	-$341,118	-7.58%
General Capital	$26,341,796	$5,079,056	$5,588,458	$307,012	$816,414	16.07%	$35,474,846	$13,883,857	$12,184,532	$1,916,166	$216,841	1.56%
Roads Capital	$13,066,740	$9,238,305	$8,365,226	$456,683	-$416,396	-4.51%	$16,358,554	$14,308,485	$11,245,004	$2,429,442	-$634,039	-4.43%
General Reserve Fund	$58,546	$92,500	$136,000	$0	$43,500	47.03%	$2,274,862	$2,274,862	$2,410,860	$0	$135,998	0.00%
Code Abatement Fund	$100,000	$15,057	$16,325	$0	$1,268	8.42%	$100,000	$15,000	$1,688	$0	-$13,312	-88.75%
Asset Seizure Fund	$23,500	$35,000	$20,226	$0	-$14,774	-42.21%	$23,500	$12,779	$13,567	$0	$788	6.17%
Revenue Stabilization Fund	$5,987,115	$3,878,753	$6,123,113	$0	$2,244,360	57.86%	$0	$0	$0	$0	$0	0.00%
Unltd Tax GO Bond Fund	$1,800,000	$1,800,298	$1,768,906	$0	-$31,392	100.00%	$1,636,228	$1,635,928	$1,635,928	$0	$0	0.00%
Public Arts Fund	$0	$30,385	$47,115	$0	$16,730	55.06%	$84,000	$30,385	$35,184	$0	$4,799	0.00%
Vehicle Operations Fund	$139,988	$147,561	$148,100	$0	$539	0.37%	$139,988	$139,988	$130,487	$0	-$9,501	-6.79%
Facility - Major Maintenance Fund	$110,000	$110,000	$62,266	$0	-$47,734	-43.39%	$110,000	$110,000	$47,813	$0	-$62,187	-56.53%
Equipment Replacement Fund	$416,315	$330,506	$370,727	$0	$40,221	12.17%	$200,746	$129,656	$198,909	$75,000	$144,253	111.26%
Unemployment	$10,500	$12,150	$14,357	$0	$2,207	18.16%	$10,000	$10,000	$5,708	$0	-$4,292	-42.92%
Totals	$91,706,507	$55,833,894	$58,486,728	$931,772	$3,584,607	6.42%	$100,368,429	$73,421,248	$65,999,477	$6,288,792	-$1,132,979	-1.54%

Fund Balance Overview

All City Funds	2007 Beginning Fund Balance	2007 Actual Revenue	2007 Actual Expenditures	Ending Fund Balance	Net Carryovers	2007 Projected Ending Fund Balance
General Fund	$8,642,165	$29,683,174	$32,961,412	$5,363,927	-$280,019	$5,083,908
Streets	$1,080,969	$2,367,674	$2,240,063	$1,208,580	-$224,258	$984,322
SWM Utility Fund	$6,617,501	$3,775,061	$2,888,322	$7,504,240	-$1,195,830	$6,308,410
General Capital	$23,816,814	$5,588,458	$12,184,532	$17,220,740	-$1,609,154	$15,611,586
Roads Capital	$10,696,881	$8,365,226	$11,245,004	$7,817,103	-$1,972,759	$5,844,344
General Reserve Fund	$2,274,861	$136,000	$2,410,861	$0	$0	$0
Code Abatement Fund	$151,199	$16,325	$1,688	$165,836	$0	$165,836
Asset Seizure Fund	$18,242	$20,226	$13,567	$24,901	$0	$24,901
Revenue Stabilization Fund	$0	$6,123,113	$0	$6,123,113	$0	$6,123,113
Unltd Tax GO Bond Fund	$10,000	$1,768,906	$1,635,928	$142,978	$0	$142,978
Public Arts Fund	$240,253	$47,115	$35,184	$252,184	$0	$252,184
Vehicle Operations Fund	$53,585	$148,100	$130,487	$71,198	$0	$71,198
Facility - Major Maintenance Fund	$189,073	$62,266	$47,813	$203,526	$0	$203,526
Equipment Replacement Fund	$1,483,561	$370,727	$198,909	$1,655,379	-$75,000	$1,580,379
Unemployment	$62,673	$14,357	$5,708	$71,322	$0	$71,322
Totals	$55,337,777	$58,486,728	$65,999,478	$47,825,027	-$5,357,020	$42,468,007

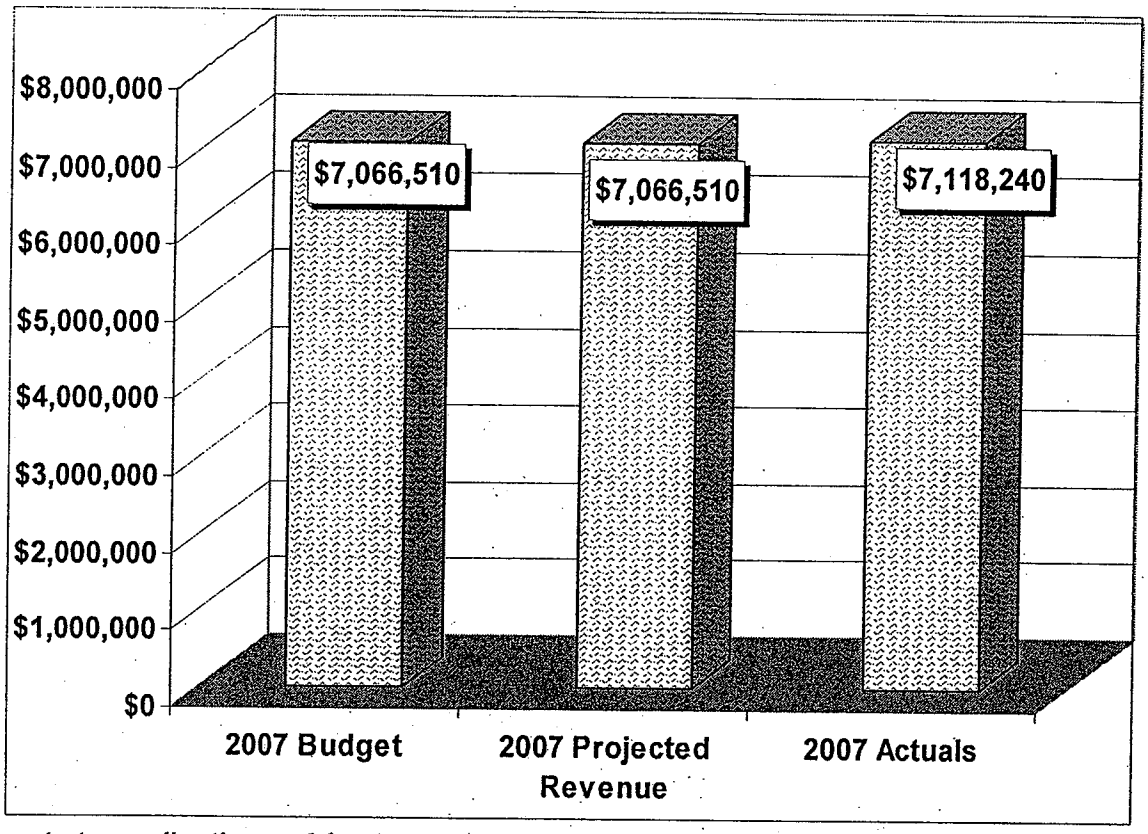
General Fund Revenue



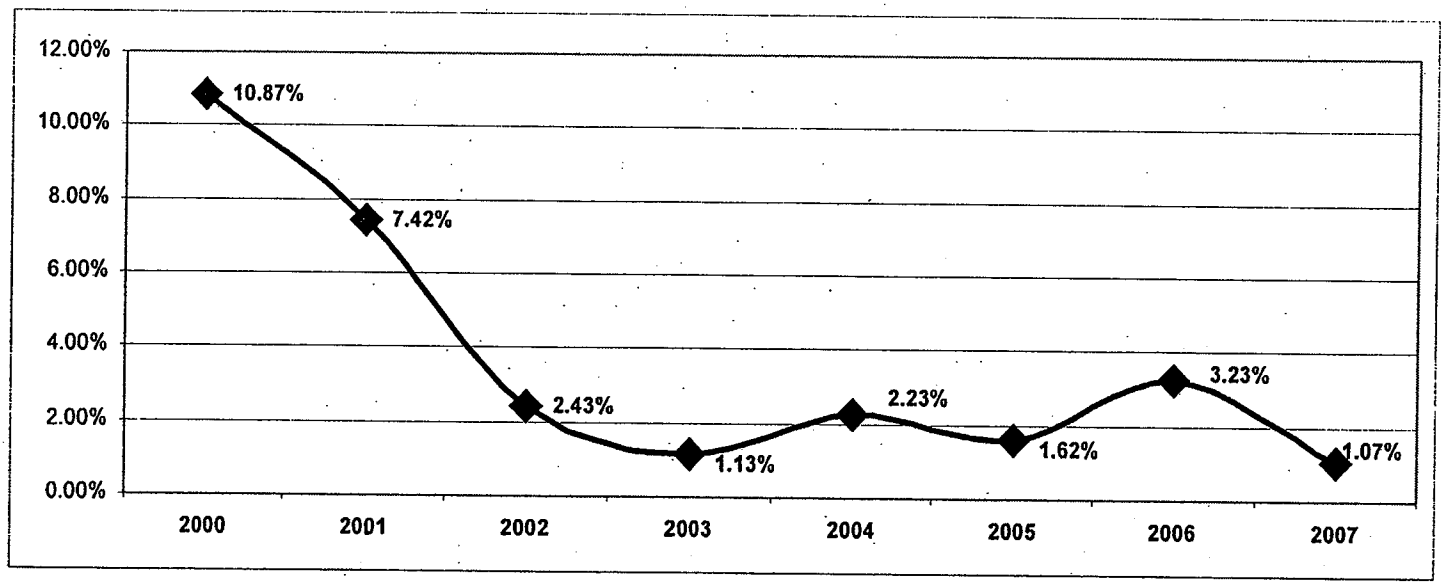
2007 General Fund revenue including carryovers totaled $29,776,251 which was greater than 2007 projected revenue of $29,001,142 by $775,110 or 2.67%. This is an increase of 7.26% over total 2006 revenues of $27,759,897 which is primarily the result of increased revenues from sales tax, utility tax and franchise fees, permit revenue, investment interest grants and recreation fees. The 2007 variance in actual revenue collections can primarily be attributed to better than expected revenue from sales tax ($385,051), utility tax and franchise fees ($158,207) and investment interest ($195,440). These revenue sources make up 84% of the excess revenues.

Revenue Source	2007 Budget	2007 Projected Revenue	2007 Actuals	2007 Carryover	2007 Actuals + Carryover	$$ Variance Actuals v. Projected	% Variance
Budgeted Fund Balance	$6,091,854	$166,500	$0	$0	$0	-$166,500	100.00%
Property Tax	$7,066,510	$7,066,510	$7,118,240	$0	$7,118,240	$51,730	0.73%
Sales Tax	$6,250,000	$6,250,000	$6,635,051	$0	$6,635,051	$385,051	6.16%
Criminal Justice Sale Tax	$1,224,500	$1,224,500	$1,297,341	$0	$1,297,341	$72,841	5.95%
Utility Tax and Franchise Fee Category							
Natural Gas Utility Tax	$1,045,000	$1,045,000	$1,053,645	$0	$1,053,645	$8,645	0.83%
Sanitation Utility Tax	$340,000	$340,000	$336,983	$0	$336,983	-$3,017	-0.89%
Cable TV Utility Tax	$98,000	$348,000	$403,116	$0	$403,116	$55,116	15.84%
Telephone/Cell Utility Tax	$1,555,000	$1,724,660	$1,752,641	$0	$1,752,641	$27,981	1.62%
Water Franchise Fee	$565,000	$565,000	$606,442	$0	$606,442	$41,442	7.33%
Sewer Franchise Fee	$655,595	$655,595	$659,000	$0	$659,000	$3,405	0.52%
Storm Drainage Utility Tax	$177,000	$177,000	$173,560	$0	$173,560	-$3,440	-1.94%
Cable TV Franchise Fee	$530,000	$580,000	$608,075	$0	$608,075	$28,075	4.84%
Utility Tax/Franchise Fee Subtotal	$4,965,595	$5,435,255	$5,593,462	$0	$5,593,462	$158,207	2.91%
Electricity Contract Payment	$1,000,000	$1,000,000	$1,010,382	$0	$1,010,382	$10,382	1.04%
Gambling Tax	$2,134,500	$2,105,504	$1,998,002	$0	$1,998,002	-$107,502	-5.11%
State Revenue	$744,304	$729,526	$760,723	$0	$760,723	$31,197	4.28%
Permit Revenue	$1,293,935	$1,443,529	$1,508,057	$0	$1,508,057	$64,528	4.47%
Parks & Recreation Revenue	$1,185,608	$1,244,723	$1,283,266	$0	$1,283,266	$38,543	3.10%
Fines & Licenses	$34,530	$80,556	$149,097	$0	$149,097	$68,541	85.08%
Grants & Misc. Revenue	$789,705	$796,737	$676,311	$93,077	$769,388	-$27,349	-3.43%
Investment Interest	$411,355	$411,355	$606,795	$0	$606,795	$195,440	47.51%
Transfers-In	$1,046,447	$1,046,447	$1,046,447	$0	$1,046,447	$0	0.00%
Total General Fund Revenue	$34,238,843	$29,001,142	$29,683,174	$93,077	$29,776,251	$775,110	2.67%

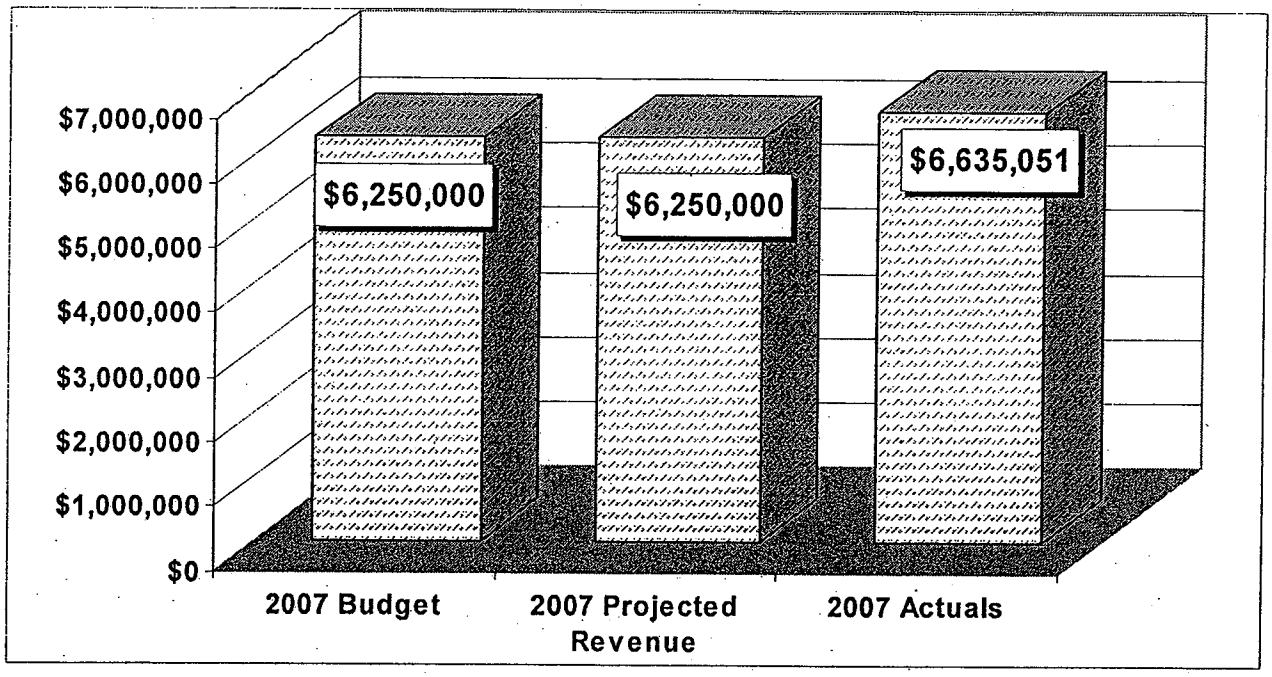
Property Tax Revenue



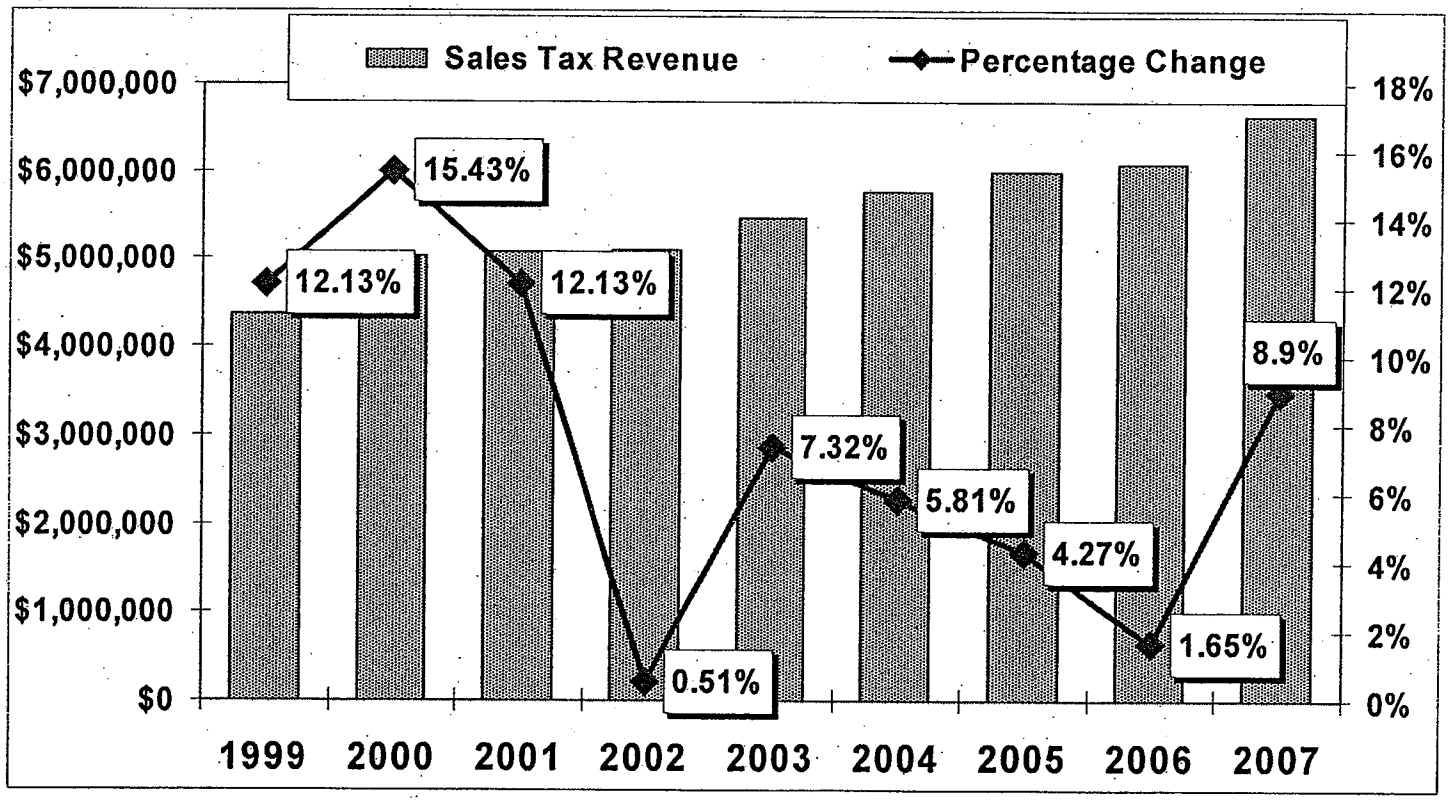
Property tax collections of $7,118,240 were above projections by $51,730 or 0.73%. This is an increase of $75,086 or 1.07% over 2006 collections. The graph below highlights the annual percentage change in actual property tax revenue since 2000. The reason behind the property tax variance from year to year is based on the level of payments from delinquent accounts and the fluctuation of property tax from new construction. Historically property tax revenue was budgeted assuming a 2.0% rate of delinquent accounts; in 2007 a 1% rate was used.



Sales Tax Revenue



Sales tax revenue came in at $6,635,051, which is $385,051 or 6.1% increase over 2007 projections of $6,250,000. 2007 revenue is $543,511 or 8.9% above 2006 collections. The chart immediately below shows sales tax revenue changes from 1999 through 2007. As the graph illustrates 2007 resulted in an 8.92% increase from 2006 and it also represented the highest rate of increase since 2001.



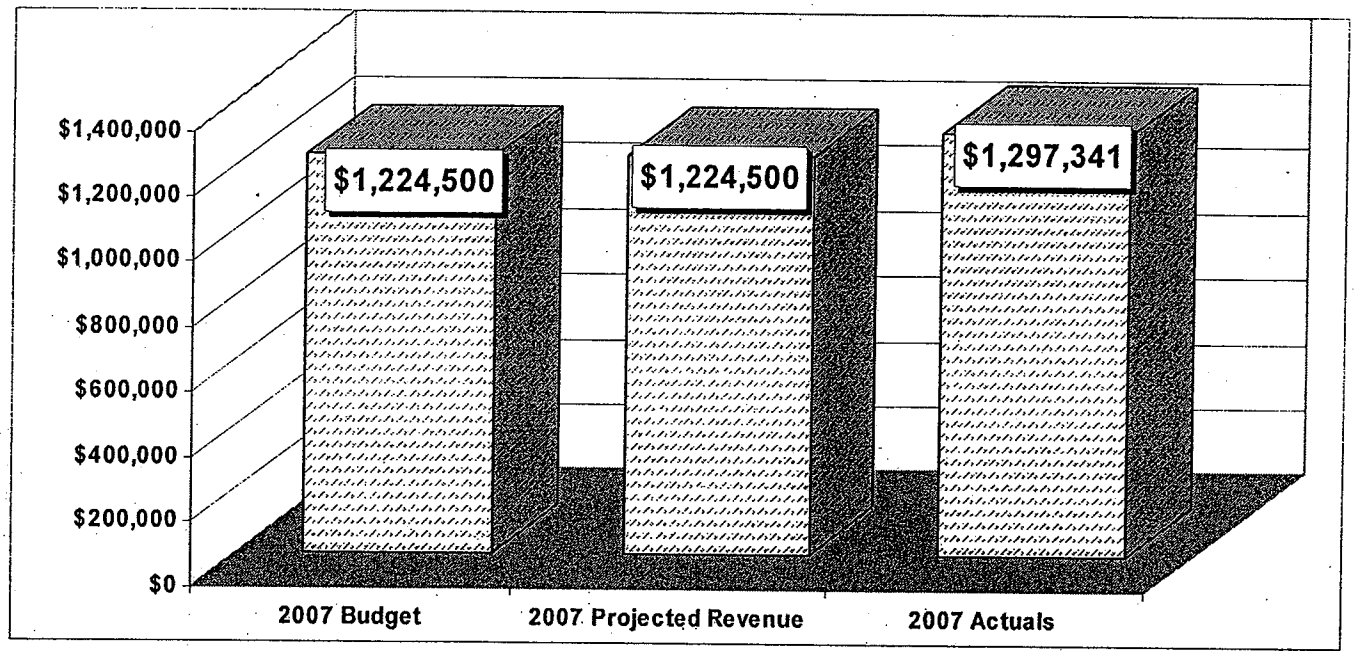
It is important to analyze sales tax growth by primary business sector to determine if the sales tax growth is a result of increased retail sales, growth in construction, growth in services or a combination. Growth in a single sector, such as construction, could indicate revenue that should be considered one-time growth. On the other hand, growth in retail related sales could indicate a growing demand in on-going sales. In looking at the change in sales tax revenue from 2006 to 2007 by business industry it appears the primary source of growth was related to construction. This table shows a comparison of the various business sector retail sales tax collections for 2006 and 2007.

The growth in construction related sales tax revenue of $339,862 or 29.8% is the primary reason for the City's 8.9% increase over 2006. Retail sales tax revenue grew at a very modest 2.1% which resulted in an $85,065 increase, an increase that was below the 2007 rate of inflation. Given the one-time nature of construction revenue we are hesitant to incorporate this increase into the City's future revenue planning. As the economy cools we are very mindful of the City's modest retail sales growth and as a result will continue conservative sales tax revenue projections. It is worth noting that of the 22 business sectors only seven ended 2007 with a negative variance from 2006.

Sales Tax Revenue by Business Sector 2006 - 2007 (December - November)

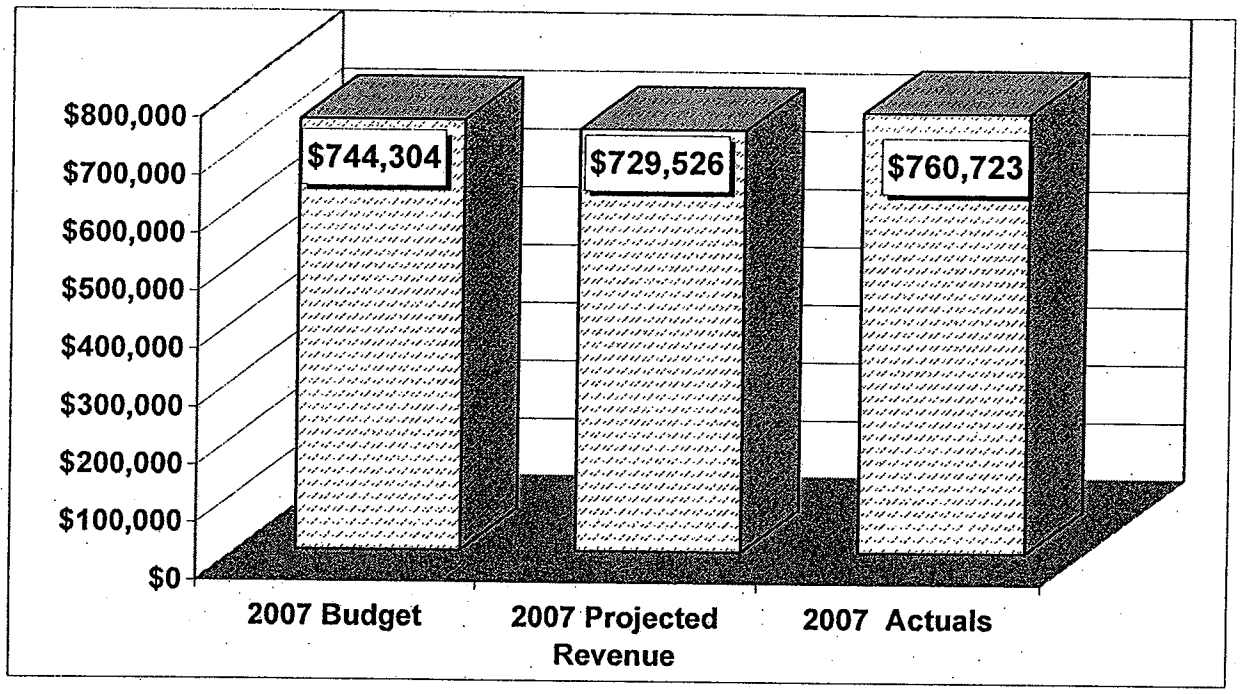
Sector	2007	2006	$$ Variance	% Change
Retail Trade	$4,017,388	$3,932,323	$85,065	2.1%
Construction	$1,138,950	$799,088	$339,862	29.8%
Accomodation and Food Services	$389,660	$358,188	$31,472	8.1%
Real Estate, Car Rental, Leasing	$161,023	$162,025	-$1,002	-0.6%
Other Services (auto repair, equipment repair and beauty salons)	$175,556	$160,638	$14,918	8.5%
Telecommunications (communication equipment and service plans)	$152,616	$145,972	$6,644	4.4%
Wholesale Trade	$144,128	$131,919	$12,209	8.5%
Arts & Entertainment (fitness clubs, golf courses and casinos)	$115,049	$100,788	$14,261	12.4%
Administration/Support (landscaping services, janitorial, carpet cleaning and travel agencies)	$113,703	$69,728	$43,975	38.7%
Information	$41,173	$42,865	-$1,692	-4.1%
Manufacturing	$35,907	$38,211	-$2,304	-6.4%
Science - Tech Services	$40,295	$34,281	$6,014	14.9%
Unknown (non-classifiable)	$31,394	$32,274	-$880	-2.8%
Finance and Insurance	$25,139	$29,575	-$4,436	-17.6%
Transportation	$14,943	$16,794	-$1,851	-12.4%
Health Care/Social Services	$13,209	$13,103	$106	0.8%
Public Administration	$12,704	$11,817	$887	7.0%
Educational Services	$9,955	$9,441	$514	5.2%
Agriculture	$1,253	$1,242	$11	0.9%
Mining	$73	$926	-$853	-1168.5%
Company Mgmt	$235	$213	$22	9.4%
Utilities	$698	$129	$569	81.5%
Totals	$6,635,051	$6,091,540	$543,511	8.9%

Criminal Justice Sales Tax Revenue



Local criminal justice sales tax collections of $1,297,341 are above projected revenue of $1,224,500 by $72,841 or 5.9%. This is an increase over 2006 of $107,543 or 8.3%. This category differs from sales tax because it represents sales tax collected throughout King County and consequently does not necessarily reflect the sales tax experience within Shoreline. This tax is distributed based on city population.

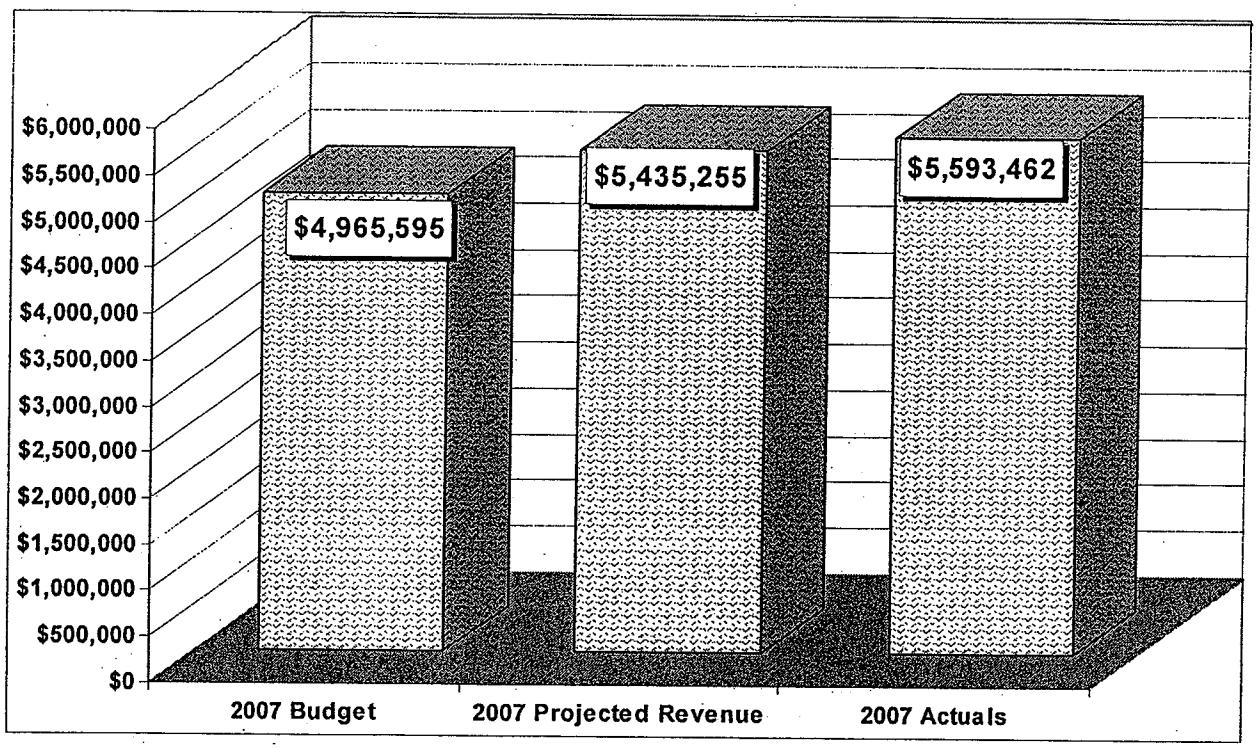
State Shared Revenue



State Revenues of $760,723 are just slightly above revised projected revenue of $729,526 by $31,197 or 4.28%. This is an increase from the amount of revenue received during 2006 by $68,468 or 9.0%. The 2007 increase is a result of two things: an increase of $24,581 in projected Liquor Board Profit revenue and a $5,069 Criminal Justice contract service funding.

State shared revenue includes criminal justice funds, liquor board profits and liquor excise tax.

Utility Tax and Franchise Fee Revenue



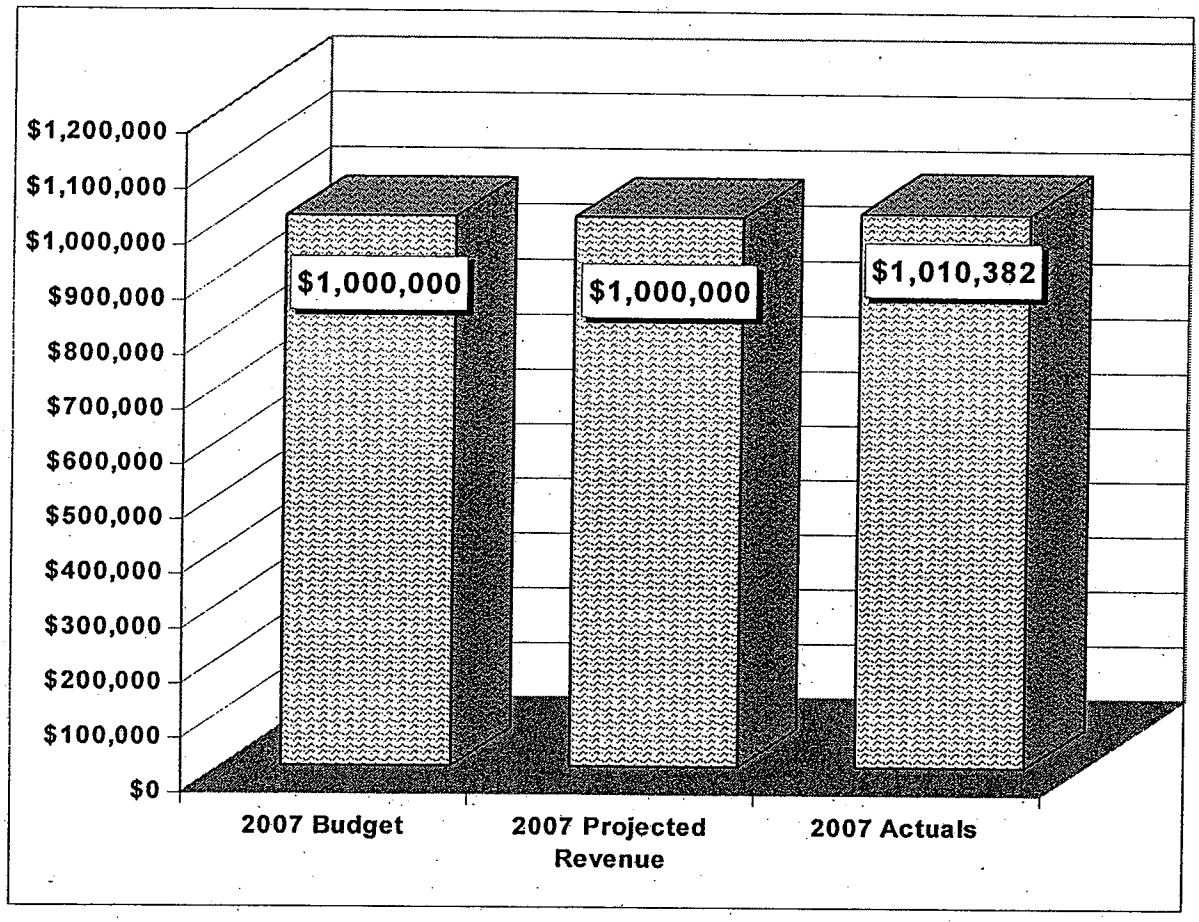
Utility tax and franchise fee revenue of $5,593,462 exceeded revised projected revenue of $5,435,255 by $158,207 or 2.91%. This is an increase over 2006 of $561,282 or 11.2% due primarily to these three revenue sources: cable TV utility tax of $304,233 (the cable TV utility tax was increased from 1% to 6% effective July 1, 2007); telephone/cell phone utility tax of $101,066 and natural gas utility tax of $99,110. The increase in 2007 actual revenue collections as compared to projected revenue is due to the following:

- Cable TV utility tax revenue exceeded projections by $55,116 or 15.84%.
- Water franchise revenue exceeded projections by $41,442 or 7.33%
- Cable TV franchise revenue exceeded projections by $28,075 or 4.84%
- Telephone/Cell utility tax revenue exceeded projections by $27,981 or 1.62%

The table immediately below lists all of the City's utility revenue producers and revenue activity for 2007 and 2008 budget estimates.

Utility Tax and Franchise Fees	2007 Budget	2007 Projected Revenue	2007 Actuals	$$ Variance Actuals v. Projected	% Variance	2008 Budget
Natural Gas Utility Tax	$1,045,000	$1,045,000	$1,053,645	$8,645	0.83%	$944,143
Sanitation Utility Tax	$340,000	$340,000	$336,983	-$3,017	-0.89%	$400,000
Cable TV Utility Tax	$98,000	$348,000	$403,116	$55,116	15.84%	$598,000
Telephone/Cell Utility Tax	$1,555,000	$1,724,660	$1,752,641	$27,981	1.62%	$1,800,000
Water Franchise Fee	$565,000	$565,000	$606,442	$41,442	7.33%	$565,000
Sewer Franchise Fee	$655,595	$655,595	$659,000	$3,405	0.52%	$675,263
Storm Drainage Utility Tax	$177,000	$177,000	$173,560	-$3,440	-1.94%	$182,310
Cable TV Franchise Fee	$530,000	$580,000	$608,075	$28,075	4.84%	$597,400
Total Utility Revenue	$4,965,595	$5,435,255	$5,593,462	$158,207	2.91%	$5,762,116

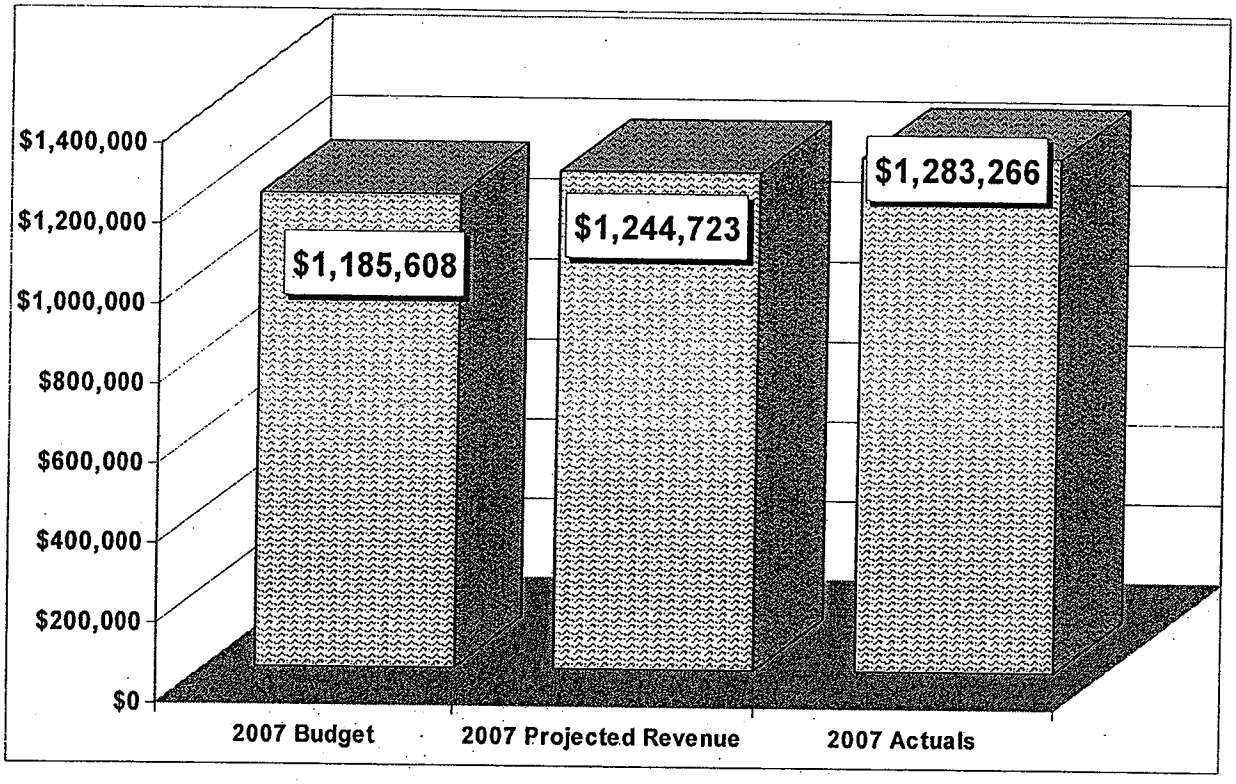
Electricity Contract Payment



The City has an agreement with Seattle City Light that provides for the payment of 6% of the revenue earned from the power portion of electric revenues from Shoreline rate payers. Electric rates are composed of power costs and distribution costs. The power costs represent approximately 65% of the electric rate revenues.

Total collections in 2007 of $1,010,382 exceeded projections of $1,000,000 by only $10,382 or 1.04%. Total collections in 2006 were $22,054 or 2.1% more than in 2007. This variance is due to a 3% rate reduction implemented by Seattle City Light effective January 1, 2007.

Parks and Recreation Fee Revenue

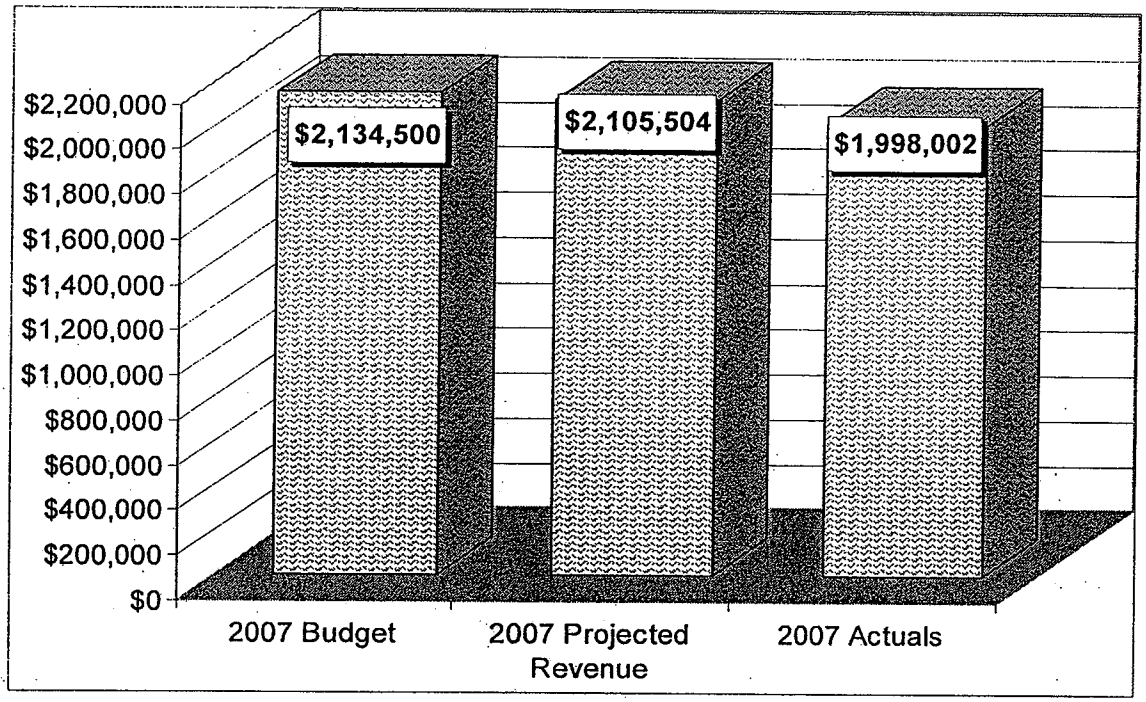


Parks' revenue collections of $1,283,266 exceeded projected revenue of $1,244,723 by $38,543 or 3.10%. 2007 revenue exceeded 2006 revenue by $185,239 or 16.87%.

The primary revenue producing programs for Parks are general recreation which includes all classes, leagues, youth and adult sports, senior programs, summer camps, special recreation, and the Spartan Recreation Center memberships and drop in fees; Shoreline Pool and facility rentals. These three programs make up 95% of all parks revenue. The table below highlights the actual revenue generated by general recreation, Shoreline Pool and facility rentals and compares it to projected revenue for 2007.

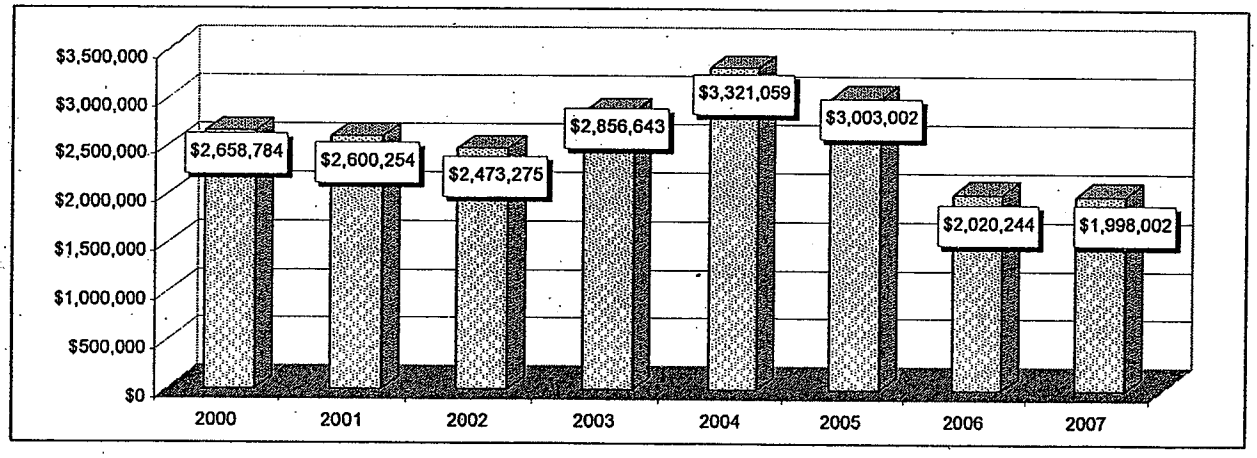
Parks Program Revenue	2007 Budget	2007 Projected Revenue	2007 Actuals	$$ Variance Actuals v. Projected	% Variance
General Recreation	$513,182	$493,156	$543,568	$50,412	10.2%
Shoreline Pool	$354,050	$346,675	$361,540	$14,865	4.3%
Facility Rentals	$235,000	$318,760	$322,704	$3,944	1.2%

Gambling Tax Revenue

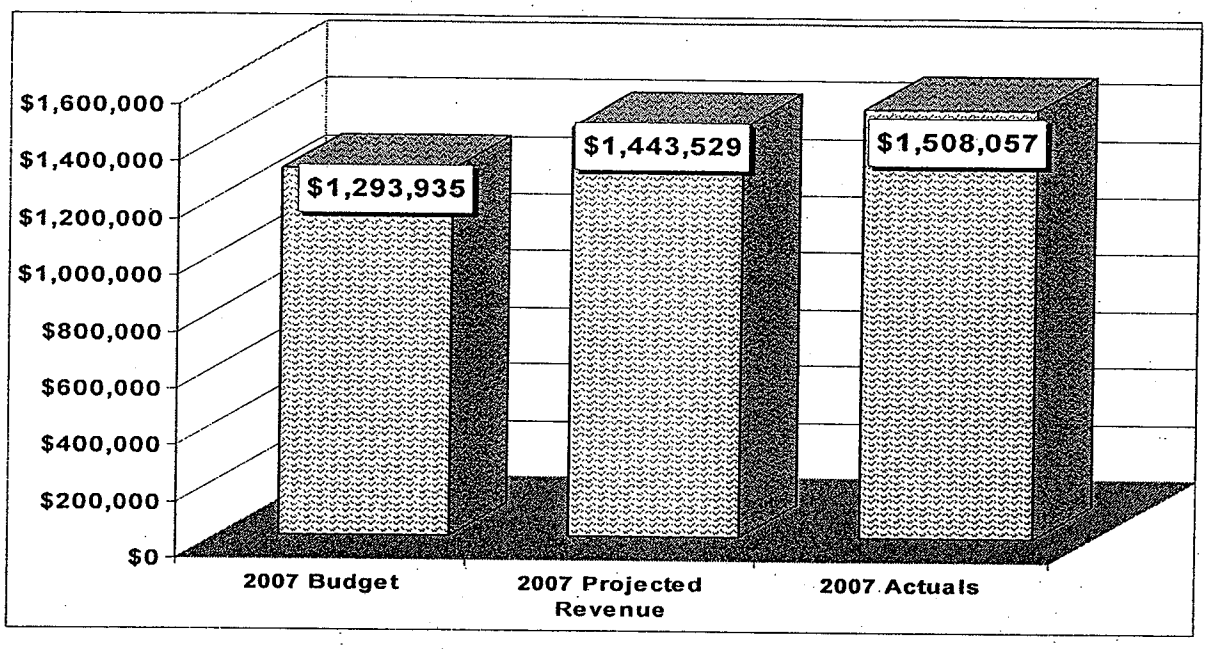


Gambling tax revenue of $1,998,002 was $107,203 or 5.11% below projected revenue. Revenue has been adversely affected by a 6.9% reduction in card game activity from 2006. The drop in activity levels can be attributed to the smoking ban and competition from tribal casinos. The tax rate for the first quarter of 2007 was 7%, but returned to 10% on April 1, 2007. The one quarter rate reduction resulted in a $164,260 drop in revenue. Pull tab revenue has also decreased by 6.8% on an annual basis since 2006.

Gambling tax revenue is generated from three sources: card rooms, amusement games and pull tabs. Overall gambling tax revenue decreased by $22,242 or 1.1% from 2006. The table immediately below highlights gambling revenue trends over the past eight years.

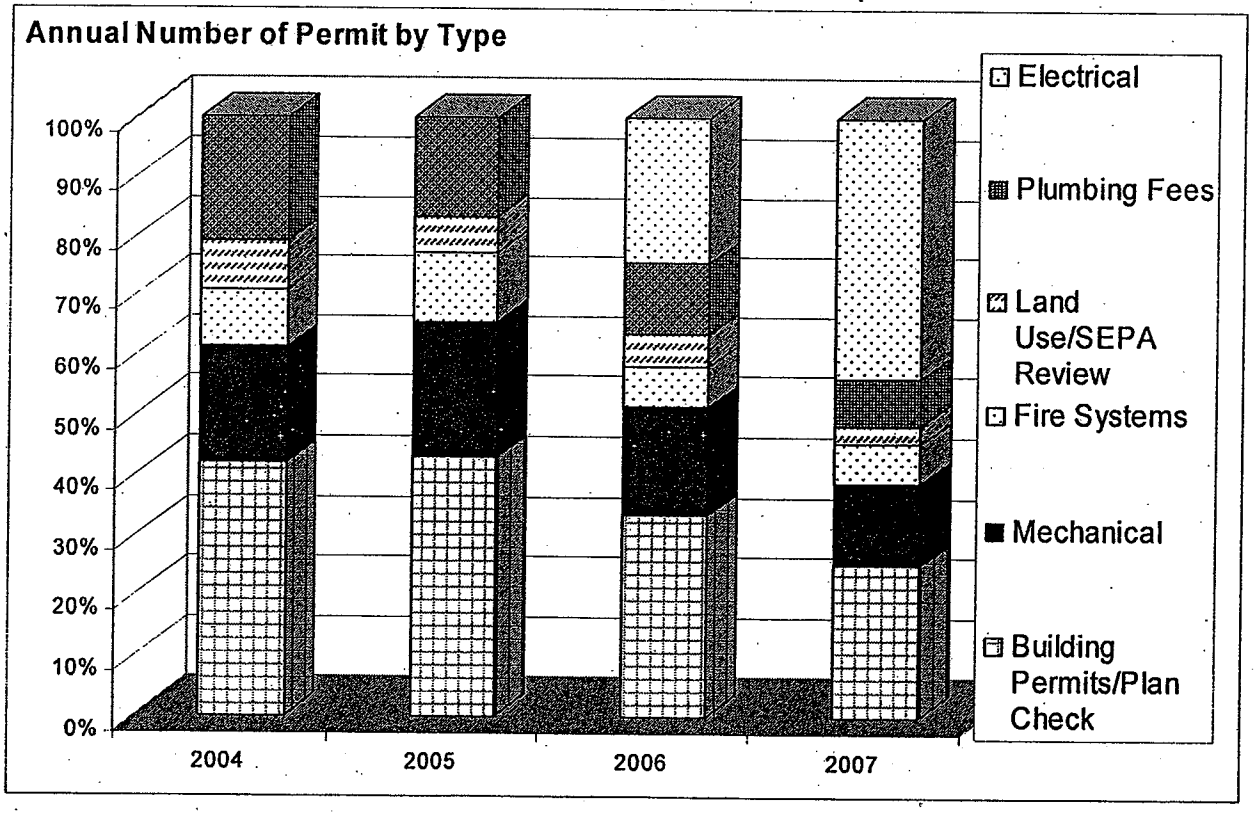


Permit Revenue

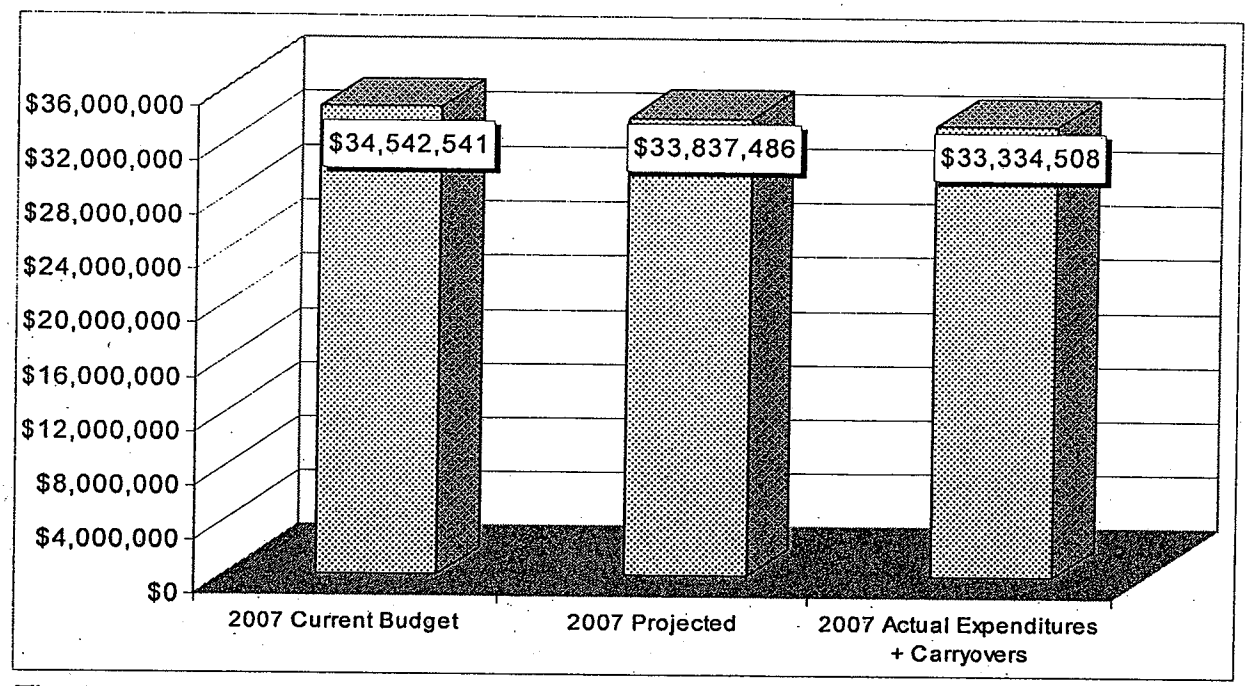


Permit revenue of $1,508,057 was $64,528 or 4.47% above projected revenue. 2007 revenue exceeded 2006 revenue by 163,384 or 12.15%.

The number of permits issued in 2007 was 2,208 which is a 693 or 45.7% increase over 2006. This increase is due to the number electrical permits issued in 2007 which grew from 371 in 2006 to 962 in 2007. Despite the large increase in the number of permits revenue grew by only 12.15%. This is because electrical permits generate only $14 per permit. Essentially the City serves as a pass through agent for the State Department of Labor & Industries, which requires minimal City staff time to process.



General Fund Expenditures



The 2007 actual expenditures were $32,961,412 and the 2007 carryovers were $373,096 for a total 2007 expenditure of $33,334,508. This is $502,978 or 1.49% below projected expenditures of $33,837,486. The following table displays the 2007 expenditure results of each department within the General Fund including carryovers.

Department	2007 Current Budget	2007 Projected	2007 Actual Expenditures	2007 Carryover	2007 Actual Expenditures + Carryovers	$$ Variance	% Variance
City Council	$172,914	$169,406	$166,952		$166,952	-$2,454	-1.4%
City Manager's Office [1]	$1,412,053	$1,386,793	$1,267,737	$70,500	$1,338,237	-$48,556	-3.5%
City Clerk.	$404,493	$386,693	$366,341		$366,341	-$20,352	-5.3%
City Attorney	$734,943	$671,909	$654,750		$654,750	-$17,159	-2.6%
Community Services [2]	$1,665,715	$1,595,295	$1,508,132	$100,342	$1,608,474	$13,179	0.8%
Finance/IS	$2,566,395	$2,499,824	$2,433,354	$55,195	$2,488,549	-$11,275	-0.5%
Citywide	$1,314,561	$858,474	$861,796		$861,796	$3,322	0.4%
Human Resources	$393,964	$366,880	$357,459		$357,459	-$9,421	-2.6%
Police	$8,548,031	$8,629,204	$8,617,900		$8,617,900	-$11,304	-0.1%
Criminal Justice	$1,379,426	$1,379,326	$1,217,034		$1,217,034	-$162,292	-11.8%
Parks	$4,054,944	$4,037,215	$3,871,897	$22,930	$3,894,827	-$142,388	-3.5%
Planning and Development Services	$2,794,454	$2,602,404	$2,465,491	$88,152	$2,553,643	-$48,761	-1.9%
Public Works	$1,451,311	$1,438,226	$1,284,601	$35,977	$1,320,578	-$117,648	-8.2%
December Flood Event	$0	$0	$116,115	$0	$116,115	$116,115	0.0%
Department Totals	$26,893,204	$26,021,649	$25,189,559	$373,096	$25,562,655	-$458,994	-1.8%
General Transfers Out	$7,649,337	$7,815,837	$7,771,853	$0	$7,771,853	-$43,984	-0.6%
General Fund Total	$34,542,541	$33,837,486	$32,961,412	$373,096	$33,334,508	-$502,978	-1.49%
[1] City Manager includes Economic Development, Communications & Intergovernmental Relations							
[2] Community Services includes Emergency Management Planning, Neighborhoods, Human Services and CRT							

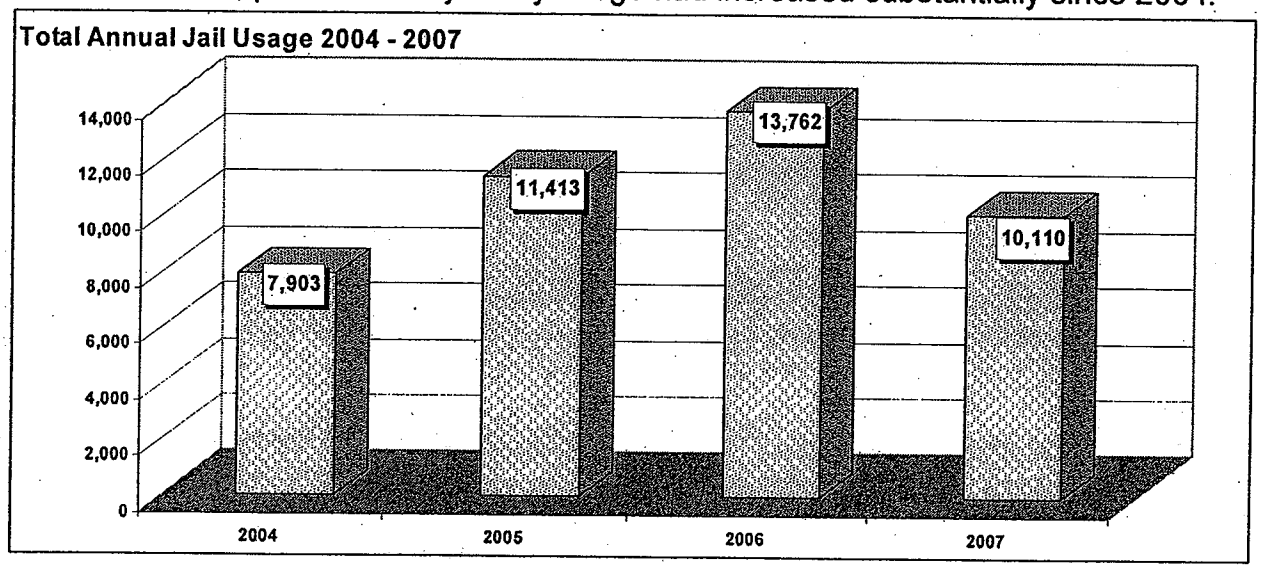
2007 Expenditure Highlights form the General Fund

City Manager's Office is under projections by $48,556 or 3.5% due to savings in professional services.

City Clerks Office is under projections by $20,352 or 5.3% primarily as a result of fewer hearing examiner services needed and of the three hearings held all but one were less than the $2,080 budgeted. Six hearings were budgeted.

City Attorney is under projections by $17,159 or 2.6% as a result of needing less outside legal counsel professional services than originally estimated.

Criminal Justice is under projections by $162,292 or 11.8%. This under expenditure is due to a decrease in jail costs as a result of fewer jail days used by Shoreline inmates. In 2007 jail days used decreased by 3,652 or 26.5% compared to 2006. The City uses historical jail usage data to develop future jail cost scenarios. As the table immediately below illustrates, prior to 2007 jail day usage had increased substantially since 2004.

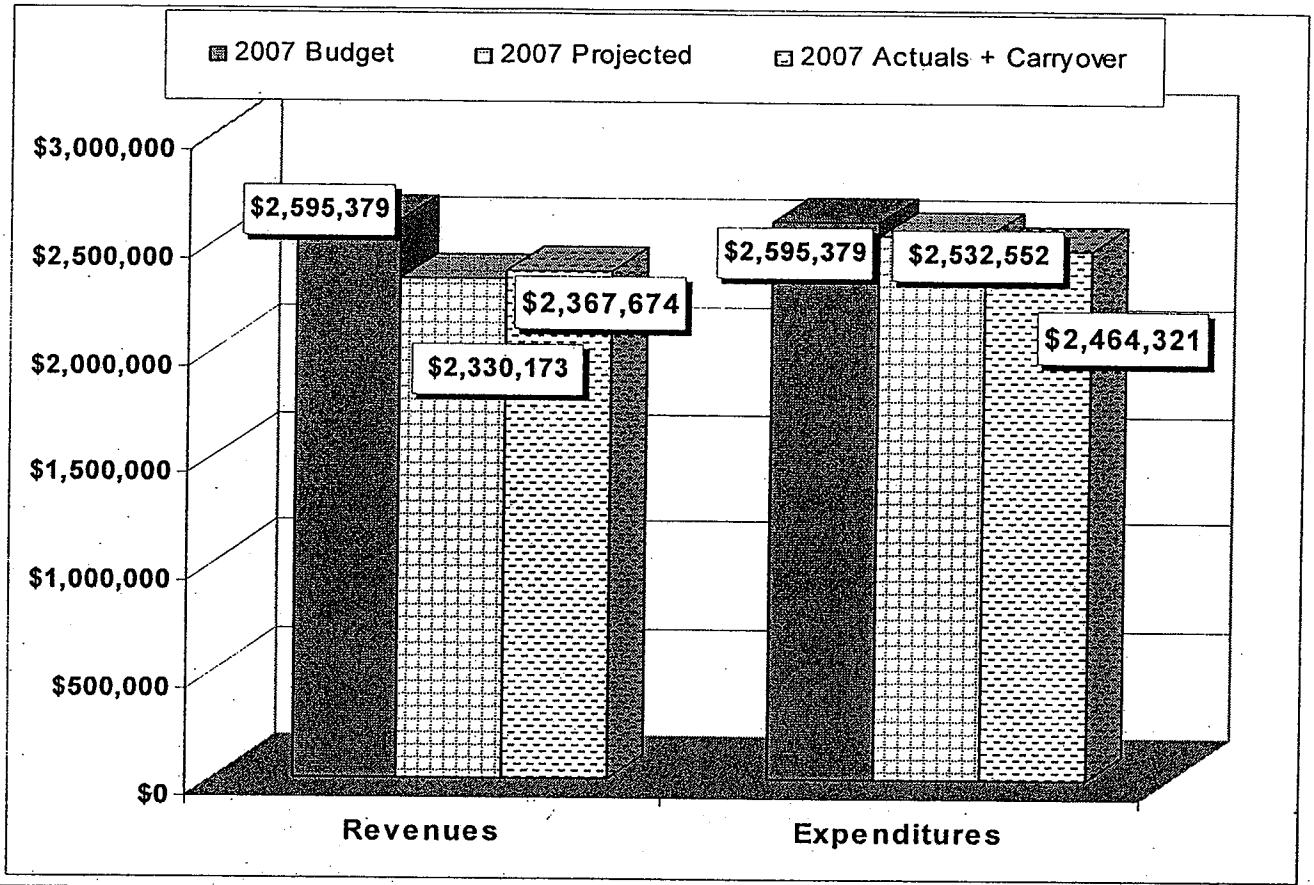


Parks, Recreation and Cultural Services is under projections by $142,388 or 3.5% due to savings in salary and benefits, operating supplies and professional services.

Public Works is under projections by $117,648 or 8.2%, due to savings in professional services, repairs and maintenance, and lease expenses.

The 2007 December flood created $116,115 in unanticipated costs as a result of the flood damage to city buildings and infrastructure. The City is working with FEMA and the Washington Cities Insurance Pool to recapture as much of these costs as possible.

Street Fund



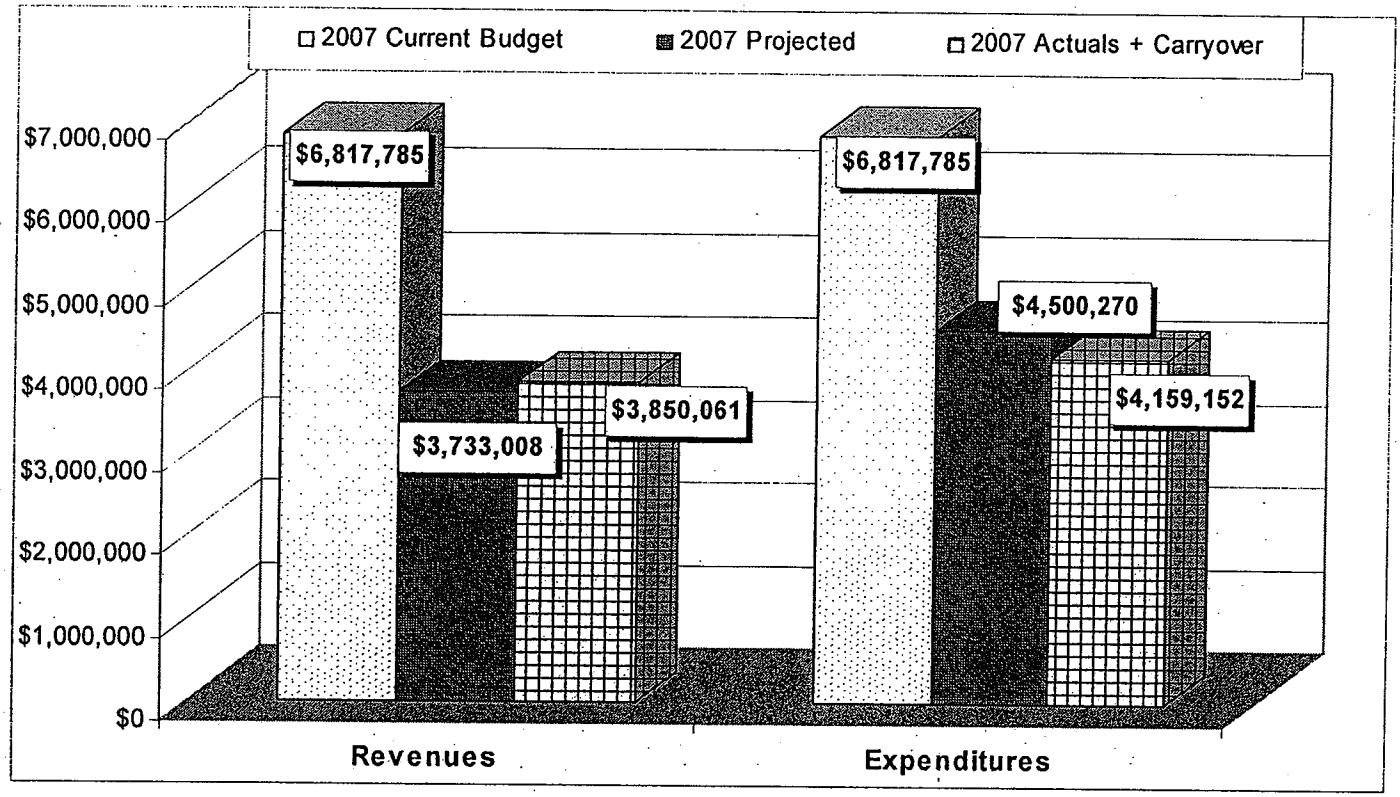
Street Fund	2007 Budget	2007 Projected	2007 Actuals	2007 Carryover	2007 Actuals + Carryover	$$ Variance	% Variance
Revenues	$2,595,379	$2,330,173	$2,367,674	$0	$2,367,674	$37,501	1.61%
Expenditures	$2,595,379	$2,532,552	$2,240,063	$224,258	$2,464,321	-$68,231	-2.69%

Actual revenues for 2007 were $2,367,674, just $37,501 or 1.61% above projected revenue. Right-of-way fee revenue was above projections by $35,615 or 29.8% due to increased activity. Investment interest was above projections by $21,332 or 57.4%. Fuel tax collections were below projections by $17,674 or 2.4%.

The 2007 actual expenditures were $2,240,063 and the 2007 carryovers were $224,258 for a total 2007 expenditure of $2,464,321. This is $68,231 or 2.69% below projected expenditures of $2,532,552.

The 2007 ending fund balance is $984,322. This includes all revenue and expenditure activity and the requested carryovers.

Surface Water Utility Fund



SWM Utility Fund	2007 Current Budget	2007 Projected	2007 Actuals	2007 Carryover	2007 Actuals + Carryover	$$ Variance	% Variance
Revenues	$6,817,785	$3,733,008	$3,775,061	$75,000	$3,850,061	$117,053	3.14%
Expenditures	$6,817,785	$4,500,270	$2,888,322	$1,270,830	$4,159,152	-$341,118	-7.58%

The 2007 actual revenues were $3,775,061 and the 2007 carryovers were $75,000 for total 2007 revenue of $3,850,061 this was $117,053 or 3.14% more than projected revenue of $3,733,008. Specific Surface Water Utility Revenue is as follows:

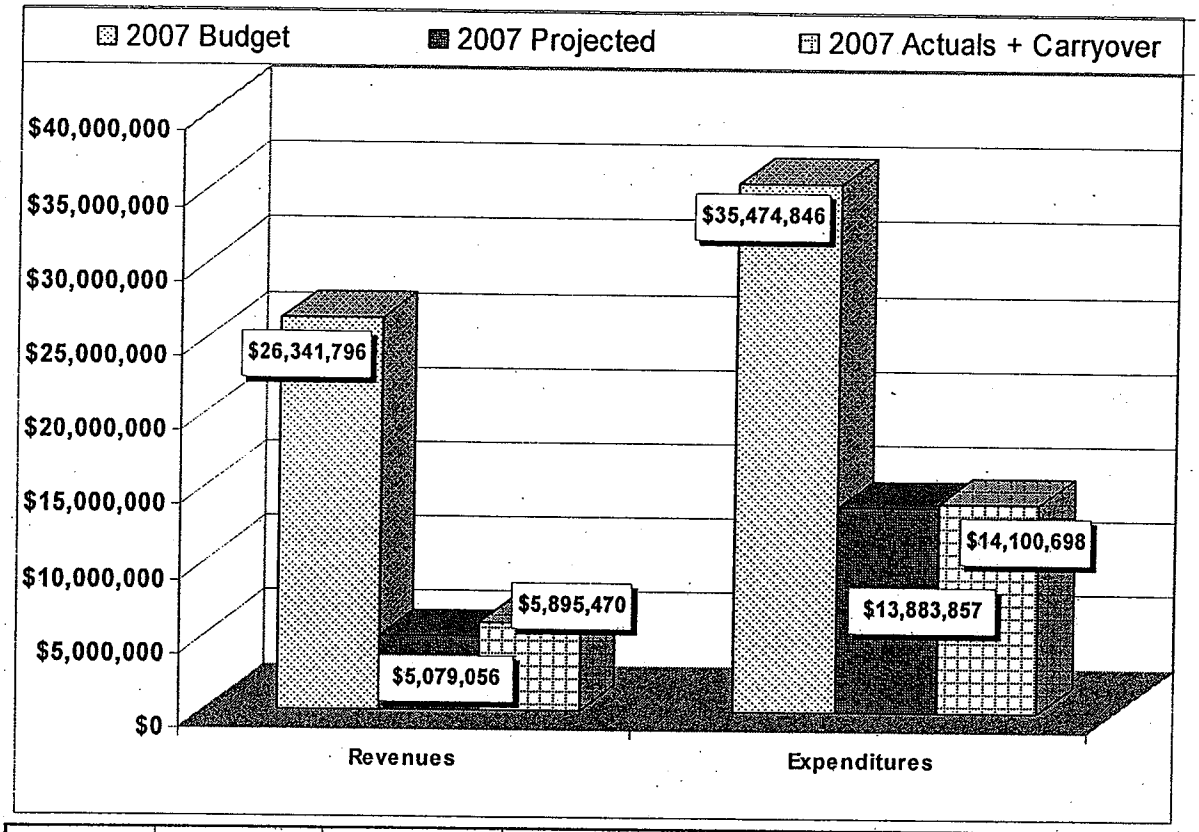
- Investment interest was $251,107 or 67.4% above projected revenue of $372,500.
- The City received $117,876 from King County for Hidden Lake mitigation.
- Grant revenue of $75,000 carried over into 2008.
- Storm drainage fees were $36,295 or 1.24% less than projected.
- The primary difference between actual and projected revenues is that the amount of Public Works Trust Fund Loan (PWTFL) used was $290,635 less than anticipated. This PWTFL is for the Ronald Bog Drainage Improvements.

The 2007 actual expenditures were $2,888,322 and the 2007 carryovers were $1,270,830 for a total 2007 expenditure of $4,159,152. This is $341,118 or 7.58% below projected expenditures of $4,500,270. Broken out between operating and capital as follows:

- SWM operating expenditures were $98,234 or 5.32% under projections of $1,848,178 and capital expenditures were $242,884 or 10.99% under projections of $2,210,255.

The 2007 ending fund balance is $6,308,410. This includes all revenue and expenditure activity and the requested carryovers.

General Capital Fund



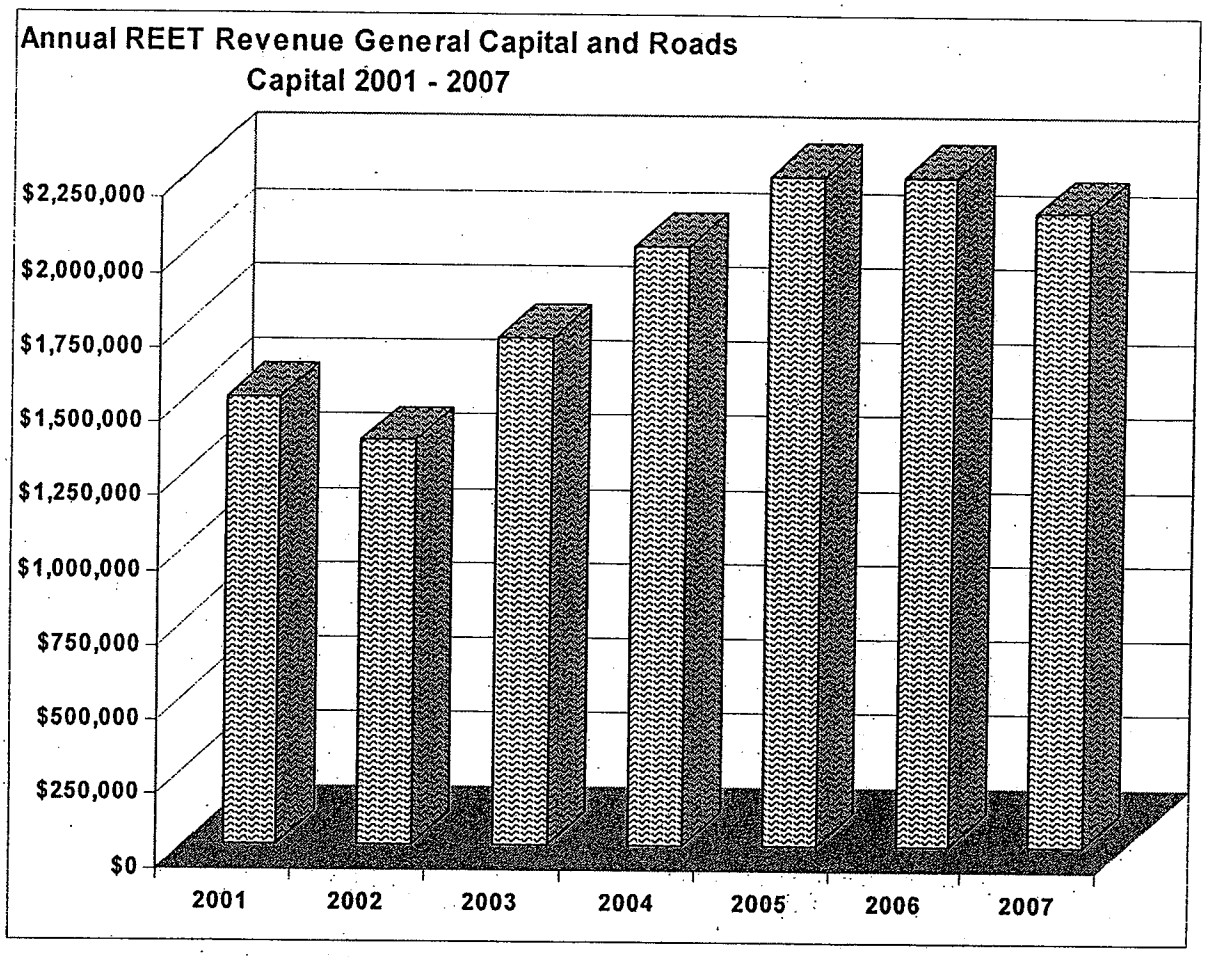
General Capital Fund	2007 Budget	2007 Projected	2007 Actuals	2007 Carryovers	2007 Actuals + Carryover	$$ Variance	% Variance
Revenues	$26,341,796	$5,079,056	$5,588,458	$307,012	$5,895,470	$816,414	16.07%
Expenditures	$35,474,846	$13,883,857	$12,184,532	$1,916,166	$14,100,698	$216,841	1.56%

Actual revenues for 2007 were $5,588,458 and 2007 carryovers were $307,012 for total revenue of $5,895,470. This is $816,414 or 16.07% above projected revenues of $5,079,056. The primary reason for the better than expected revenue is $719,498 in unanticipated revenue from investment interest. The primary reason for the better than expected revenue is $719,498 in unanticipated revenue from investment interest. Investment interest was primarily higher than projected because of major land purchases from the 2006 bond proceeds occurring later than originally projected. Real Estate Excise Tax (REET) collections were $148,708 or 17.05% above projections.

The 2007 actual expenditures were $12,184,532 and the 2007 carryovers were $1,916,166 for a total 2007 expenditure of $14,100,698. This is only $216,841 or 1.56% over projected expenditures of $13,883,857.

The 2007 ending fund balance is $15,611,586. This includes all revenue and expenditure activity and the requested carryovers.

REET Revenue

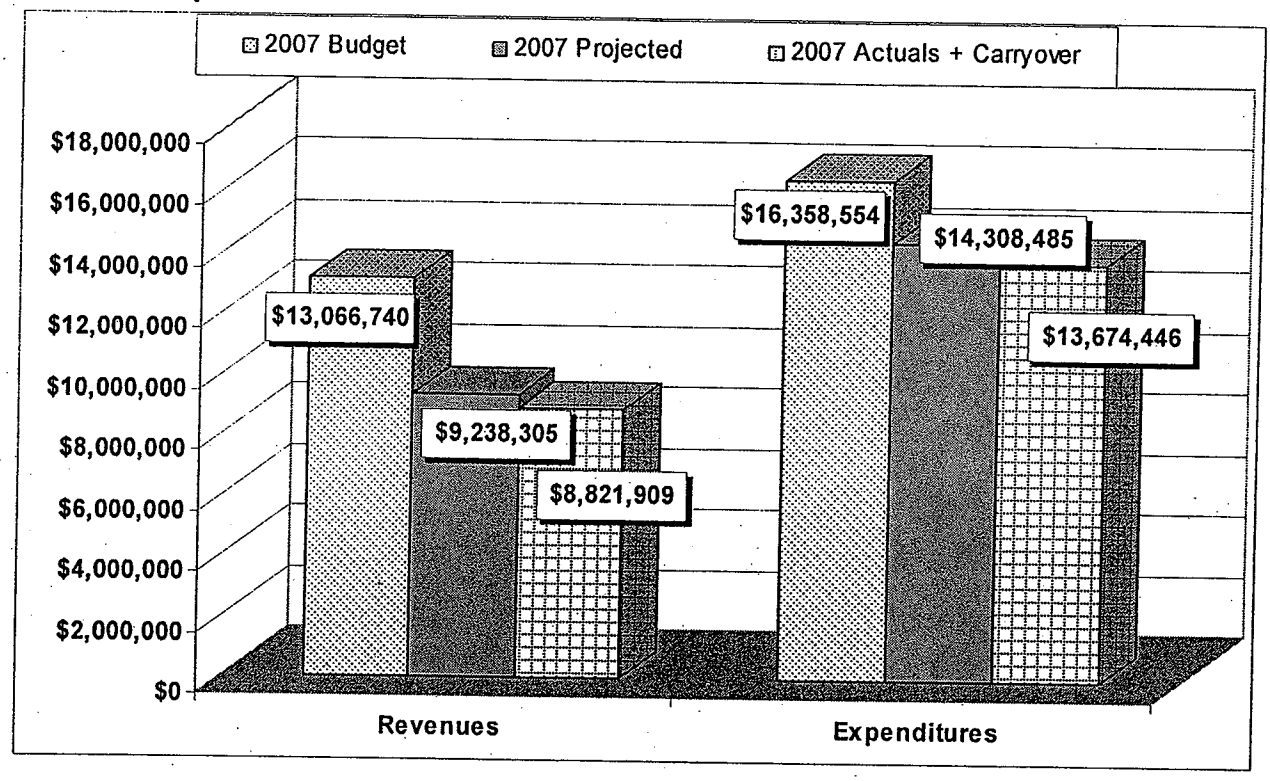


The City saw substantial growth in REET revenue between 2003 and 2006. During this time revenue grew by an astonishing 96.8% from $1,359,470 to $2,675,632. This is reflective of the "hot" real estate market and high number of home purchases that occurred during this time period. This trend has been experienced throughout most of the United States, and especially the Seattle area, until 2006, when sales nationally began to slow dramatically. In 2006 Shoreline saw its first decrease in REET revenue dropping by $110,270 or 4.12% compared to 2005. This was Shoreline first negative comparative year since 2002. 2007 REET revenue declined even further dropping by $433,946 or 16.92% from 2006.

In 2007 we saw the number of transactions decrease from 2006 by 359 or 18.6% to 1,555 sales transactions. For 2007 the total value of the real estate sales transactions decreased by $70,337,409 or 13.9% to $435,866,321.

REET revenue is distributed to both the Roads Capital Fund and General Capital Fund. In 2007 the distribution was $1,065,708 to each of these funds.

Roads Capital Fund



Roads Capital	2007 Budget	2007 Projected	2007 Actuals	2007 Carryover	2007 Actuals + Carryover	$$ Variance	% Variance
Revenue	$13,066,740	$9,238,305	$8,365,226	$456,683	$8,821,909	-$416,396	-4.51%
Expenditure	$16,358,554	$14,308,485	$11,245,004	$2,429,442	$13,674,446	-$634,039	-4.43%

Actual revenues for 2007 were $8,365,226 and the 2007 carryover were $456,683 for total revenue of $8,821,909. This is $416,396 or 4.51% below projected revenues of $9,238,305. Revenues were less than expected due to project timing delays for grants, lower than expected investment interest ($263,098 or 49.2%) and lower than expected fuel tax revenue ($64,554). On the positive side REET revenue was $148,708 or 16.2% better than projected.

The 2007 actual expenditures were $11,245,004 and the 2007 carryovers were $2,429,442 for a total 2007 expenditure of $13,674,446. This is $634,039 or 4.43% below projected expenditures of $14,308,485.

The 2007 ending fund balance is $5,844,344. This includes all revenue and expenditure activity and the requested carryovers.

City of Shoreline

Investment Report
December 31, 2007

The City's investment policy adheres to strict standards prescribed by federal law, state statutes, local ordinances, and allows the City to develop an investment model to maximize its investment returns within the primary objectives of safety and liquidity.

Our yield objectives are very important and, pursuant to policy, the basis used by the City to determine whether the market yields are being achieved is through the use of a comparable benchmark. Our benchmark has been identified as the annual average of the Washington State Local Government Investment Pool, which had been the City's primary mode of investment prior to adopting our Investment Policy. As of December 31, 2007, the City's investment portfolio, excluding the State Investment Pool, had a weighted average rate of return of 5.13%. This is slightly more than the 2007 average rate of return from the State Investment Pool of 5.09% by 4 basis points. Total investment interest earnings for 2007 were $2,780,701, $825,050 greater than budgeted.

During 2007 investment interest rates began to decline. In January 2007 the State Investment Pool rate of return was 5.21%. By December 2007 the State Investment Pool rate of return had fallen to 4.56%. We are continuing to see an on-going decline in overall interest rates, and therefore will need to monitor actual investment interest revenue generation throughout 2008 to see if budget projections should be modified.

As of December 31, 2007, the City's investment portfolio had a fair value of $49,448,387. Approximately 36% of the investment portfolio was held in U.S. government instrumentality securities and 64% was held in the Washington State Investment Pool. The City's investment portfolio valued at cost as of December 31, 2007, was $49,325,016. The difference between the cost and the market value of the portfolio represents either the loss or the gain of the portfolio if the City were to liquidate investments as of the day that the market value is stated. This would only be done if the City needed to generate cash. The City holds all of its investments until the scheduled maturity date, and therefore when the investments mature the principal market value should equal the cost of the investment. The City also holds sufficient investments within the State Pool to allow for immediate cash liquidation if needed. Investments within the State Pool can be liquidated on any given day with no penalty.

The City continued to implement a ladder philosophy in its investment portfolio throughout 2007 as maturities were matched with our future cash flow projections. A laddered portfolio approach helps assure that the City will, in the long run, receive a market average rate of return.

Much has been in the news lately regarding the distress in the mortgage and financial markets. The predominant issue in the mortgage market that is affecting the United States financial markets is the defaults related to sub-prime mortgages and the inability of some investment banks to sell mortgage backed investments. Sub-prime mortgages are those mortgage loans made to borrowers who do not qualify for the best market

interest rates because of their deficient credit history. Subprime lending is risky for both lenders and borrowers due to the combination of high interest rates, abusive loan terms used by some subprime lenders, poor credit history, and murky financial situations often associated with subprime applicants. As subprime borrowers began to default, because of interest rates on variable loans rising or just because they did not have the cash to make payments, subprime lenders started to fail and file for bankruptcy.

One of the major investment instruments used in the United States and throughout the rest of the world is "mortgage-backed securities". Mortgage-backed securities are a mortgages that have been sold by banks to investment banks or federally sponsored agencies such as Federal National Mortgage Association (FNMA – Fannie Mae) or Federal Home Loan Mortgage Corporation (FHLMC – Freddie Mac). Who then rebundle the mortgages and sell them to individual investors or investors in the stock market. Mortgage-backed securities can be a fairly safe investment, if there is little risk that that the mortgage borrower will default on the loan, or they can be risky investments if there is a higher risk that the borrower will default, such as the case in sub-prime mortgages.

In order to sell the mortgage backed securities that included sub-prime mortgages the interest rates on those securities were raised to compensate the purchaser for the "risk" they were taking in buying the investment package. As borrowers of the sub-prime mortgages started to default investors were holding securities that had no source of repayment. Also as mortgage lenders and investment banks held mortgage backed securities they saw a dramatic decline in demand for these securities as investors did not want to take the risk that they would hold investments that would not be repaid. This led to the current financial crisis that resulted in the ability to produce capital for additional mortgage since major investment banks were holding securities that they couldn't sell, and many investors already holding existing mortgage investments were starting to see that they may not receive payment on their investments.

Some governments have purchased non-agency mortgage backed securities because their investment policies allow these types of securities in their portfolios. Often these types of investments will be found in long-term investment portfolios such as retirement funds. The investments usually provide a higher rate of return because of the risk that is taken. As stated earlier these non-agency mortgage backed securities may be considered low or high risk, depending on the underlying quality of the mortgage borrower. The City of Shoreline has not bought non-agency mortgage backed securities because of the focus of the City's investment policies on safety and liquidity before rate of return. At the same time, the City has purchased and currently has mortgage backed securities in its investment portfolio. These instruments have been purchased from FNMA, FHLMC, and the Federal Home Loan Bank (FHLB).

Although FNMA, FHLMC, and FHLB are considered federally sponsored agencies, their investment securities are not federally guaranteed. Even though this is the case, it is generally believed that if these agencies were to be in a position of default that the federal government would step in and back all of their investments. Also mortgage securities sold by these agencies are generally considered to be of high quality. Primarily because of the requirements that they have maintained in order to fund mortgages. This includes verifying borrowers incomes, requiring an equity down payment from the borrowers, and requiring borrowers to pay for mortgage insurance if

they don't make sizable down payments. Fannie Mae and Freddie Mac have also haven't gone as far as Wall Street did in accepting large amounts of loans that allow borrowers to make minimal payments in the early years, an arrangement that can result in a growing loan balance. It is primarily the "non-agency" mortgage securities that have been involved in the financial and housing crisis.

The City currently has 36% of its investment portfolio in these agency mortgage backed securities. We believe that these are quality investment instruments and that we will receive full payment of our investments at the time of maturity. Staff will continue to monitor the credit and housing market as future investment decisions are made.

The following page provides a summary of the City's investment portfolio as of December 31, 2007.

LGIP Cash and Investment Balances
December 31, 2007

Instrument Type	Settlement Date	Maturity Date	Investment Cost	Yield To Maturity	Market Value 12/31/07	Unrealized Gain/(Loss) as of 12/31/07
FHLB (Fed Home Loan Bank)	02/16/07	08/25/08	1,199,641	5.1510%	1,216,950	17,309
FHLB (Fed Home Loan Bank)	12/26/06	12/26/08	1,000,000	5.1000%	1,000,313	313
FHLMC (Freddie Mac)	01/26/07	06/23/08	1,183,920	5.2464%	1,198,396	14,476
FHLMC (Freddie Mac)	10/01/07	10/01/10	3,000,690	4.9760%	3,019,710	19,020
FHLMC (Freddie Mac)	07/19/07	07/02/09	1,999,938	5.3750%	2,013,114	13,176
FNMA (Fannie Mae)	06/08/07	06/15/08	2,498,625	5.3050%	2,508,594	9,969
FNMA (Fannie Mae)	09/05/07	01/30/09	1,981,200	4.9690%	2,000,000	18,800
FNMA (Fannie Mae)	09/05/07	07/23/08	985,020	4.9601%	993,983	8,963
FNMA (Fannie Mae)	07/19/07	06/19/09	1,000,580	5.3400%	1,006,560	5,980
FNMA (Fannie Mae)	10/15/07	10/15/09	1,999,996	4.8750%	2,014,375	14,379
FNMA (Fannie Mae)	01/26/07	01/29/09	790,000	5.3300%	790,988	988
State Investment Pool			31,685,406	5.1232%	31,685,406	0
Sub Total			49,325,016		49,448,387	123,371

Average Maturity Excluding the State Investment Pool (days)	499
Weighted Average Yield to Maturity Excluding the State Pool	5.1283%
Average Yield to Maturity State Investment Pool	5.0897%
Basis Points in Exess (Below) Benchmark	4

Note: Yield to Maturity for the State Investment Pool is a 12 month average.

Portfolio Diversification

Instrument Type	Percentage	Amount at Market Value	Amount at Cost	Broker	Percentage	Amount at Cost
Certificate of Deposit	0%	0	0	Bank of America	18%	8,664,435
FHLB (Fed Home Loan Bank	4%	2,217,263	2,199,641	Financial Northwest Corp	2%	985,020
FHLMC (Freddie Mac)	13%	6,231,220	6,184,548	Multibank Security	2%	1,000,580
FNMA (Fannie Mae)	19%	9,314,499	9,255,421	Piper Jaffray	14%	6,989,575
State Investment Pool	64%	31,685,406	31,685,406	State Investment Pool	64%	31,685,406
Total Investments	100%	49,448,387	49,325,016	Total Investments	100%	49,325,016

Fund	Investments at Adjusted Cost as 12/31/2007	Realized Market Value Adjustment as of 12/31/2007	State Investment Pool as of 09/30/2007	Total Investments by Fund as of 12/31/2007	Investment Earnings Budget 2007	Investment Earnings Actual 2007	Over/(Under) Budget
001 General	5,570,099	37,891	20,535.63	5,628,526	391,355	565,743	174,388
101 Street	578,772	4,300	663,442.00	1,246,514	35,000	62,923	27,923
104 Reserve							
107 Code Abatement	62,739	710	99,609.34	163,058	2,500	10,287	7,787
108 Asset Seizure	68	25	24,782.48	24,875	500	1,148	648
109 Public Arts	25,473	909	224,327.62	250,709	-	18,357	18,357
190 Revenue Stabilization	729,908	6,835	5,373,453.93	6,110,196	58,546	135,999	77,453
201 Unlimited GO Bond			133,625.05	133,625			
301 General Capital	3,093,460	20,018	13,197,496.50	16,310,974	685,555	981,411	295,856
312 City Fac-Mjr Maint	66,062	758	135,472.59	202,293	7,972	12,267	4,295
330 Roads Capital	3,925,098	16,178	3,195,132.19	7,136,408	350,191	271,746	(78,445)
401Surface Water Utility Fund	2,846,182	29,527	7,500,137.59	10,375,847	372,500	611,842	239,342
501 Vehicle Oper/Maint	76,535	586	8,804.94	85,926	1,250	7,400	6,150
503 Equip Dep Replace	635,025	5,339	1,066,494.75	1,706,859	46,000	97,221	51,221
505 Unemployment	30,190	296	42,091.16	72,577	500	4,357	75
605 Agency Fund Admin			-	-			
Total Investments	**17,639,610**	**123,371**	**31,685,406**	**49,448,387**	**1,961,869**	**2,780,701**	**825,050**