



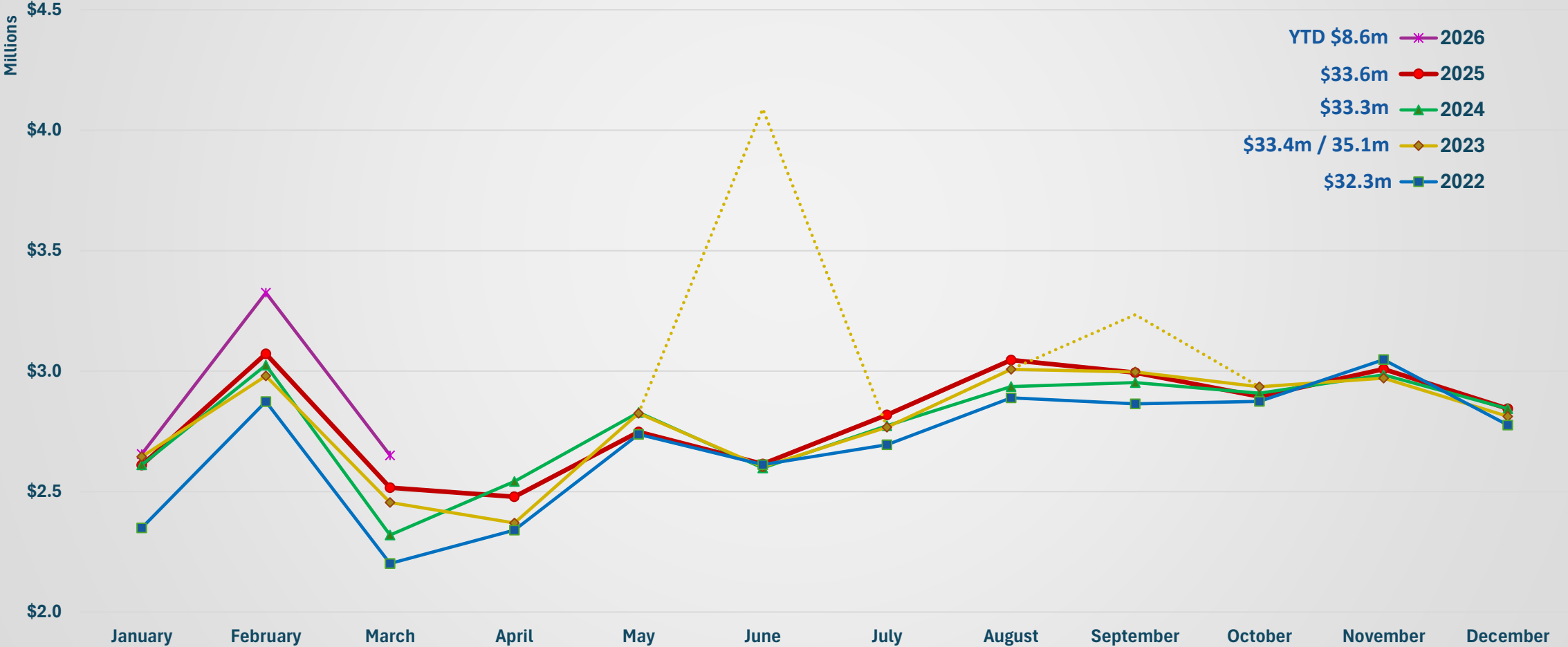
# Finance Update

## 2025 Review



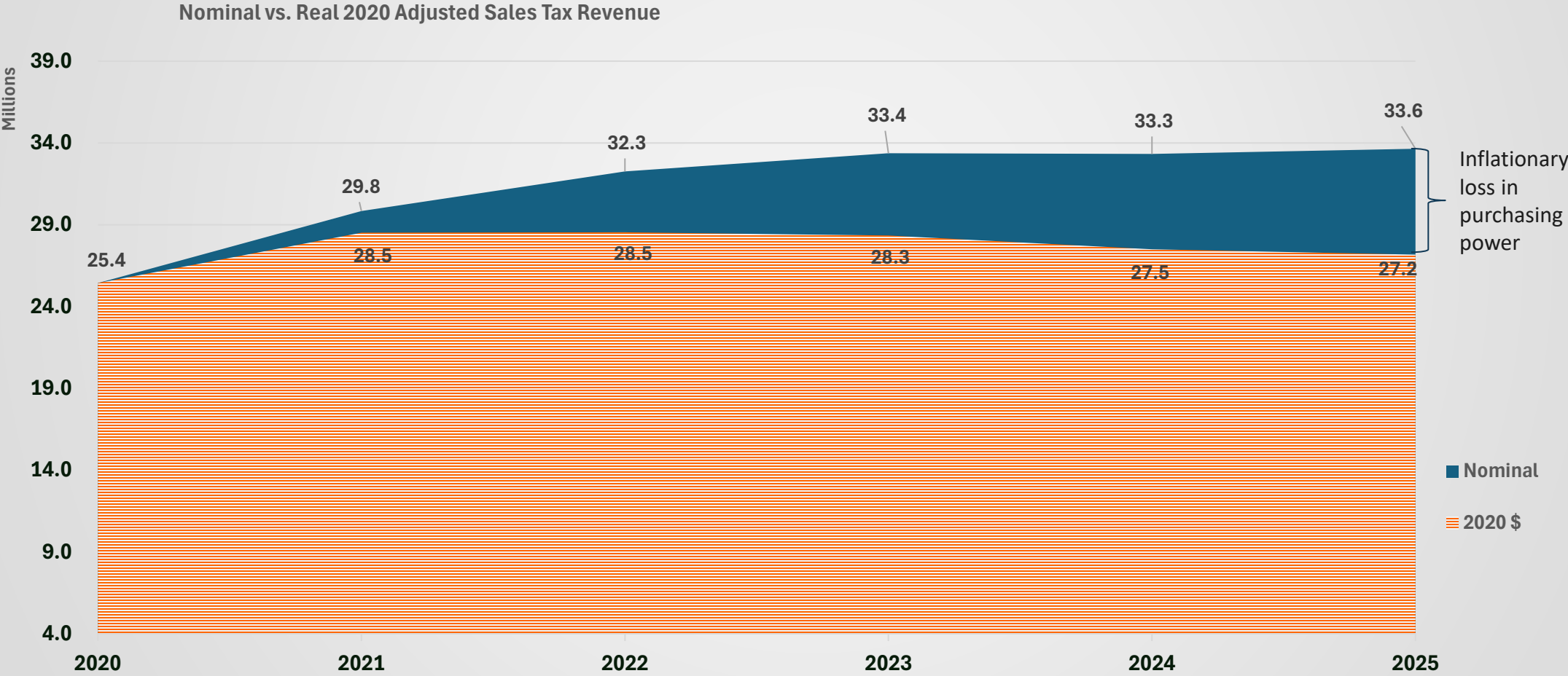
# Retail Sales and Use Tax

- Graph shows collection of "Regular" .5% and "Optional" .5% sales tax (effective rate for City .85%)



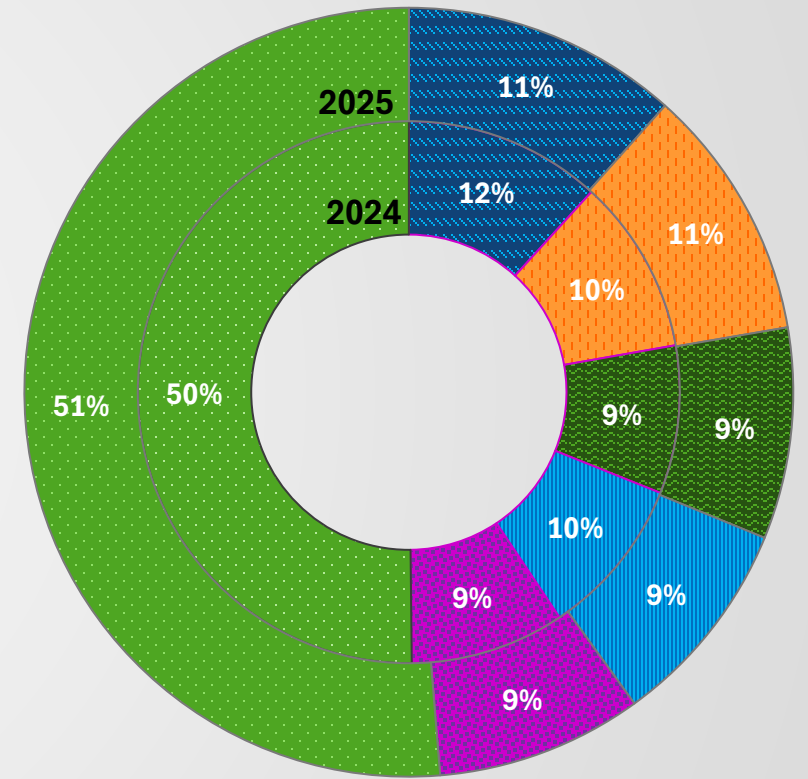
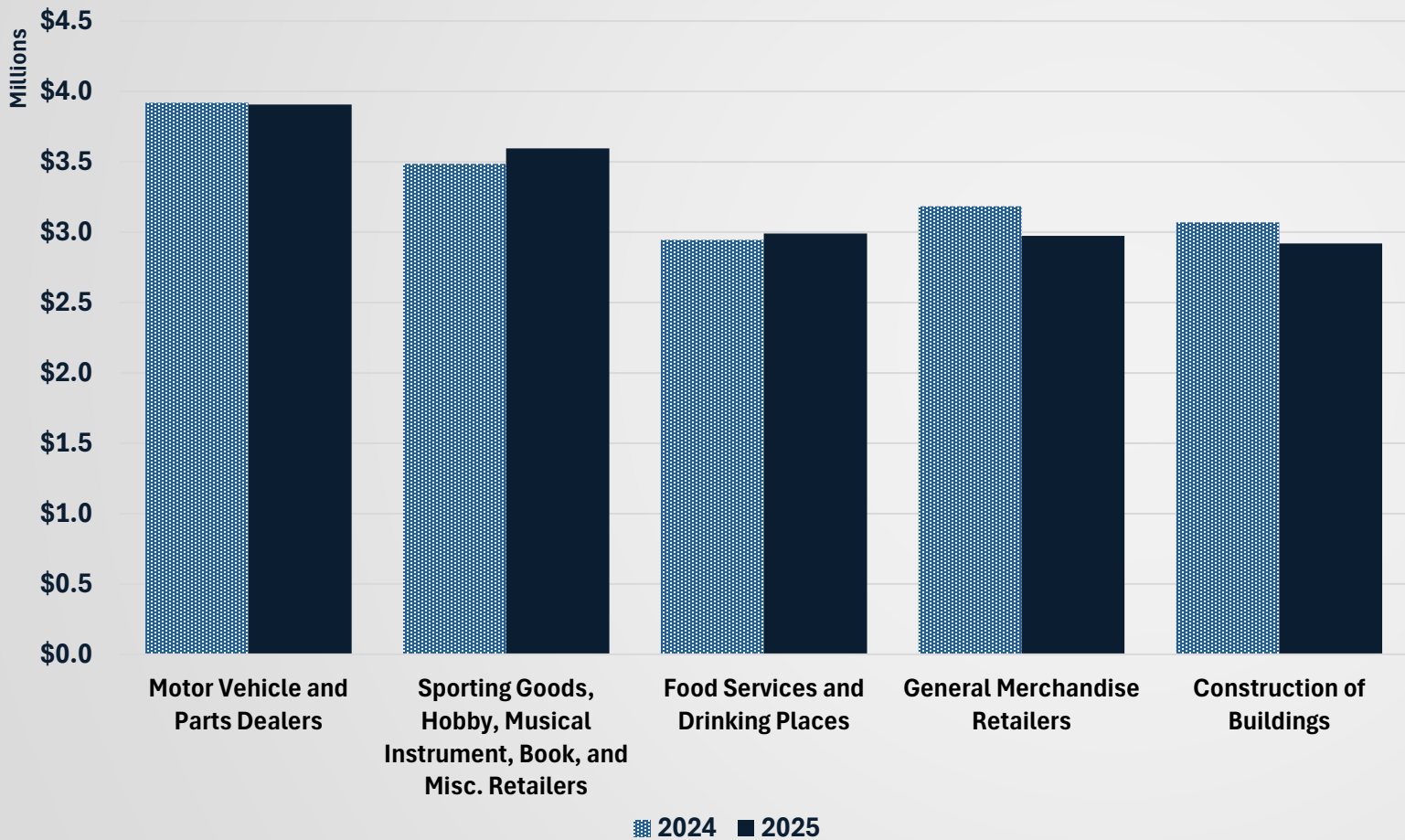
YTD \$8.6m \* 2026  
\$33.6m ● 2025  
\$33.3m ▲ 2024  
\$33.4m / 35.1m ◆ 2023  
\$32.3m ■ 2022

# Sales Tax Nominal vs. Real Revenue



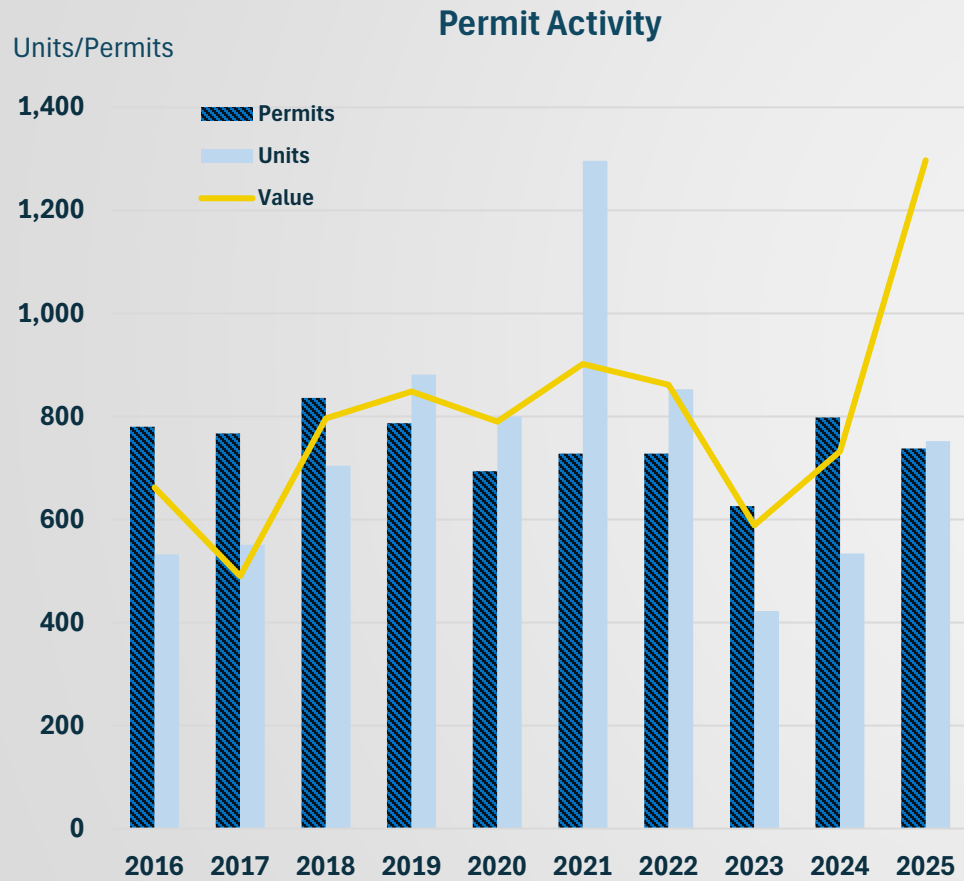
\*2023 outliers removed for trending

# Sales Tax by NAICS Subsector – Top 5

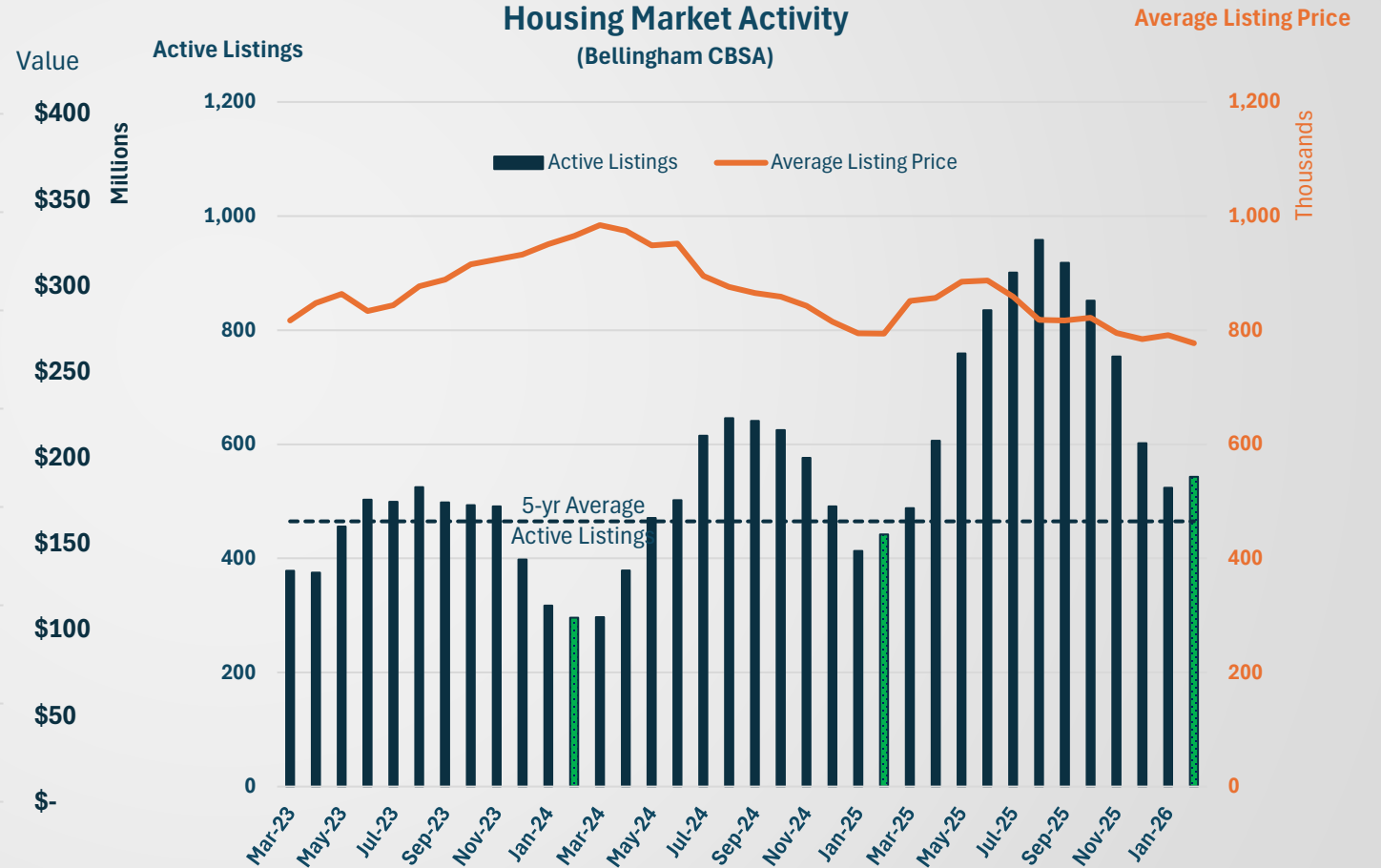


- Motor Vehicle and Parts Dealers
- Sporting Goods, Hobby, Musical Instrument, Book, and Misc. Retailers
- Food Services and Drinking Places
- General Merchandise Retailers
- Construction of Buildings
- All Others

# Permit and Housing Market Activity



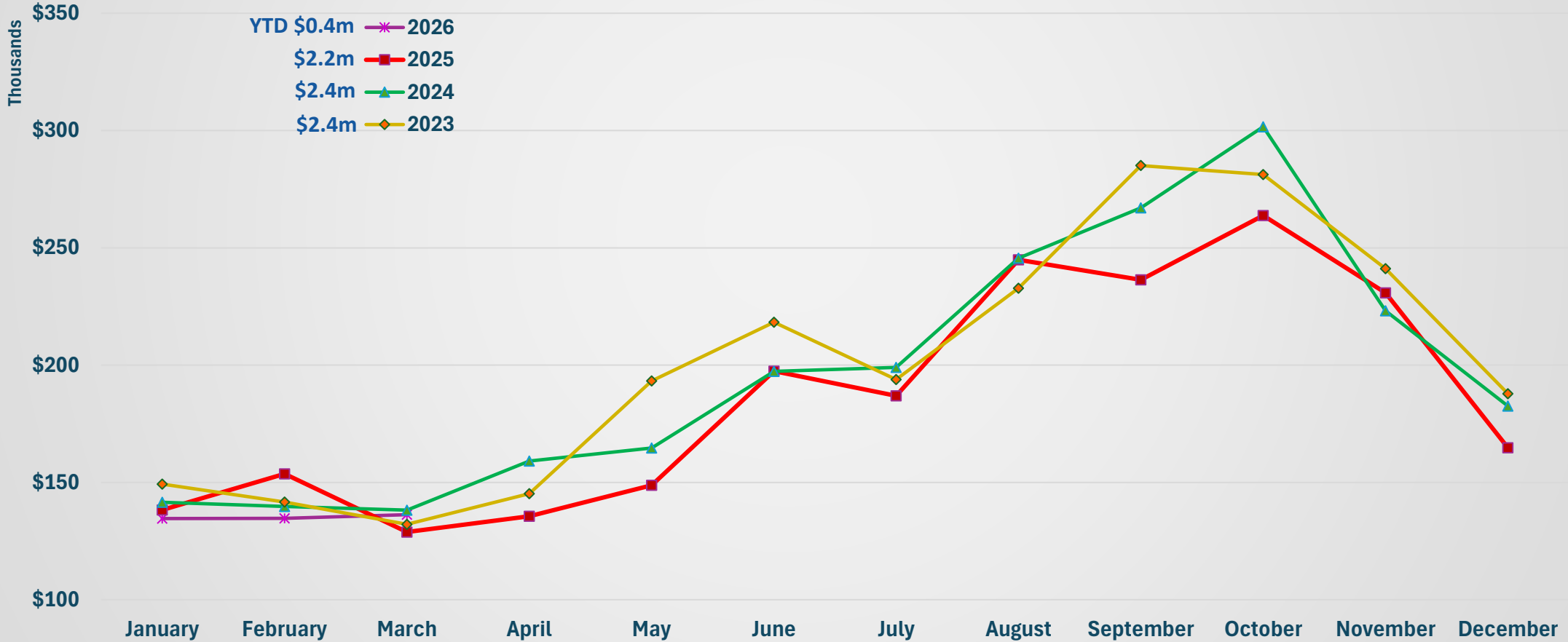
Source: COB Planning & Community Development



Source: Realtor.com/FRED

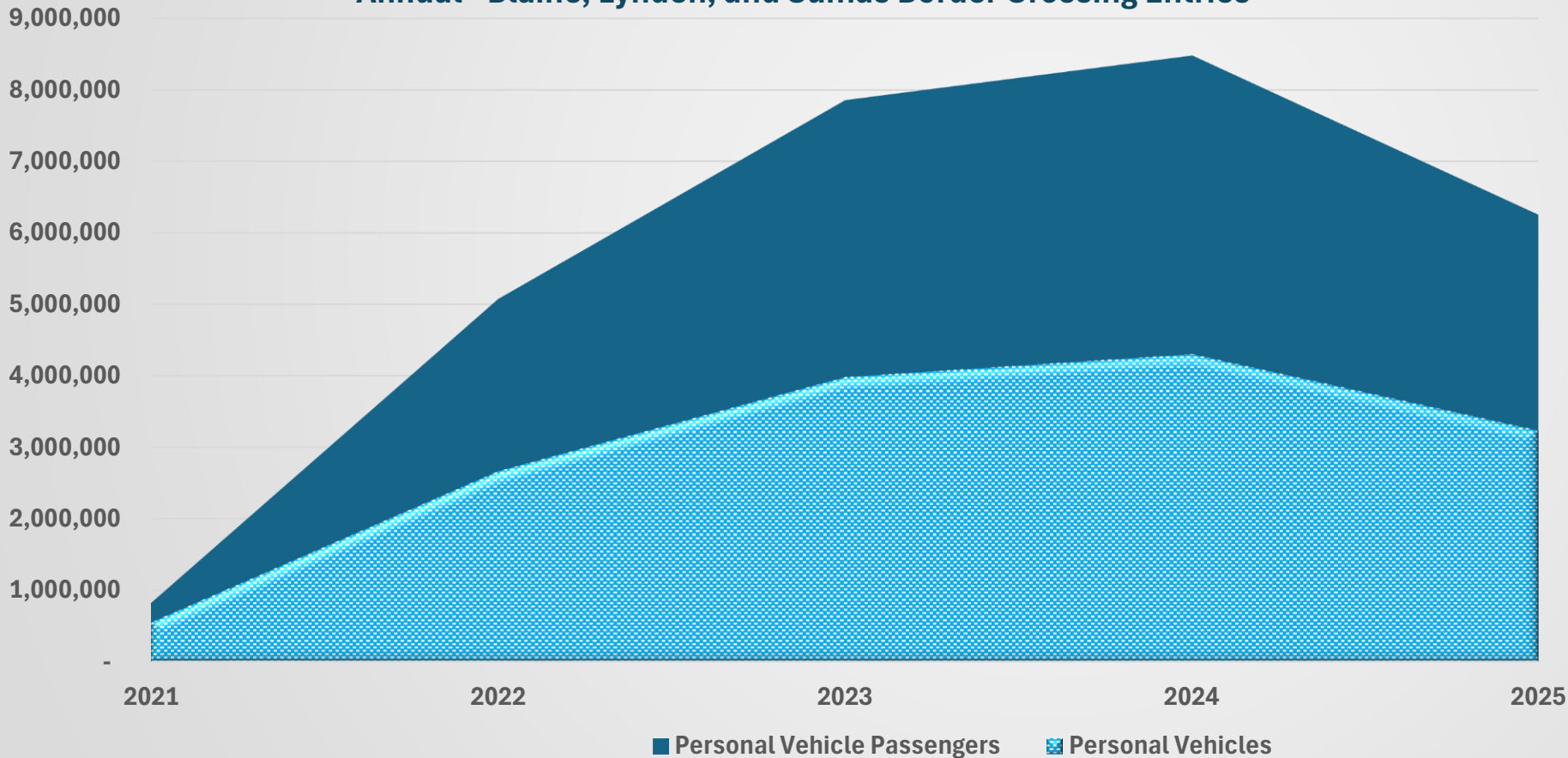
# Lodging Tax (Hotel/Motel Tax)

- Restricted revenue for tourism activities

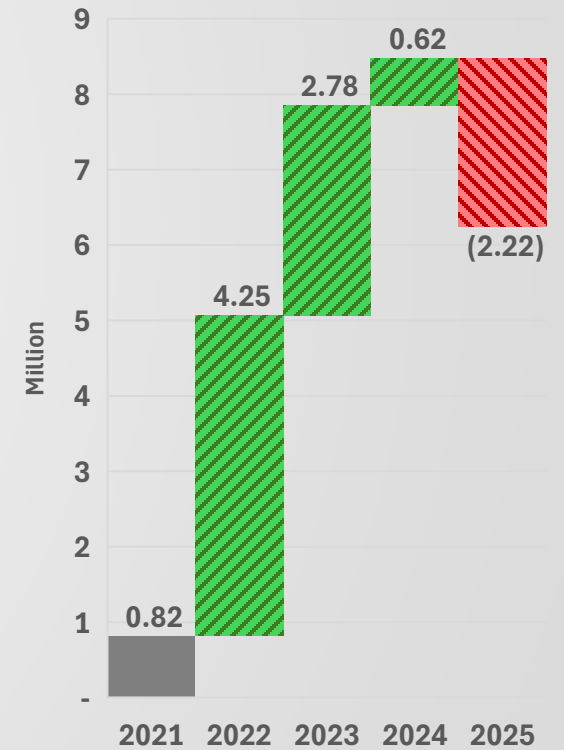


# Economic Indicator – Border Crossings

Annual - Blaine, Lynden, and Sumas Border Crossing Entries



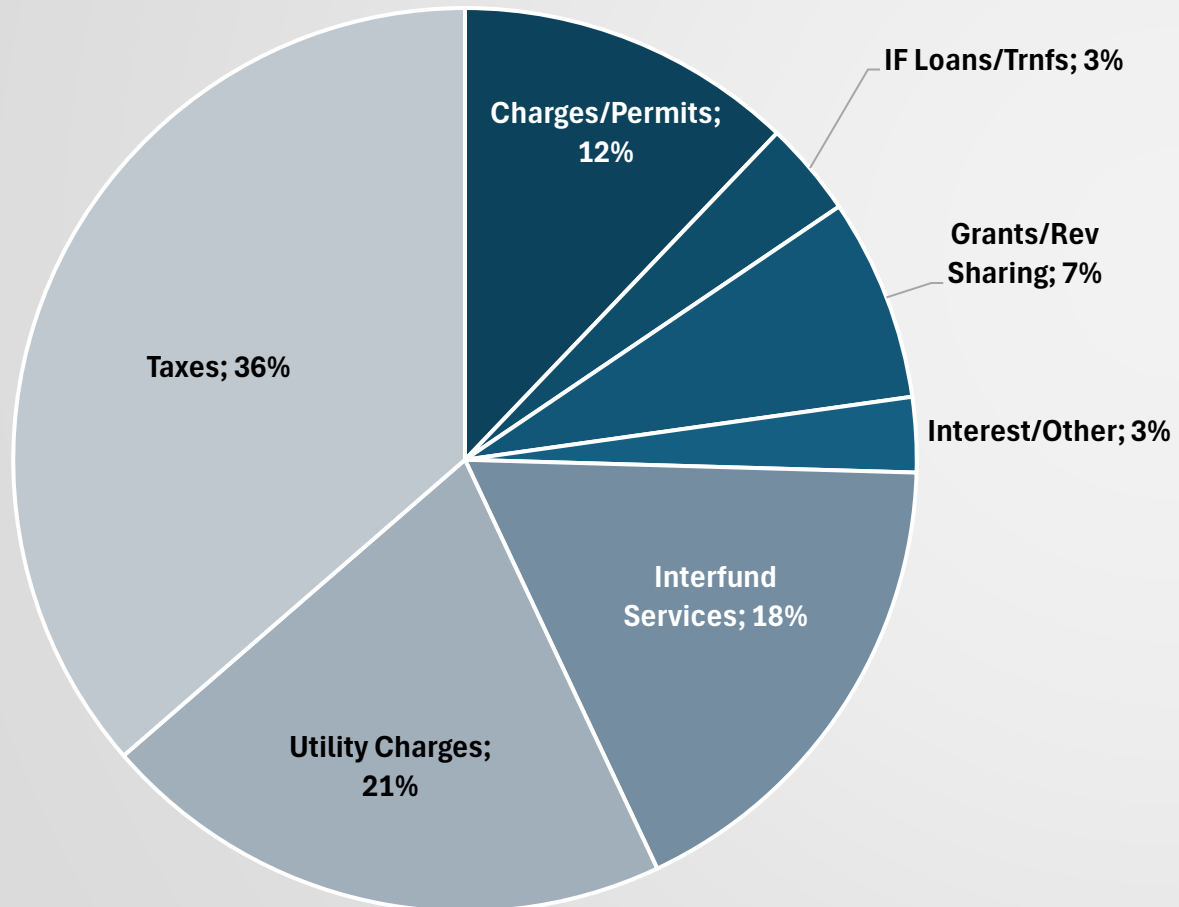
Passenger Crossing Annual Change



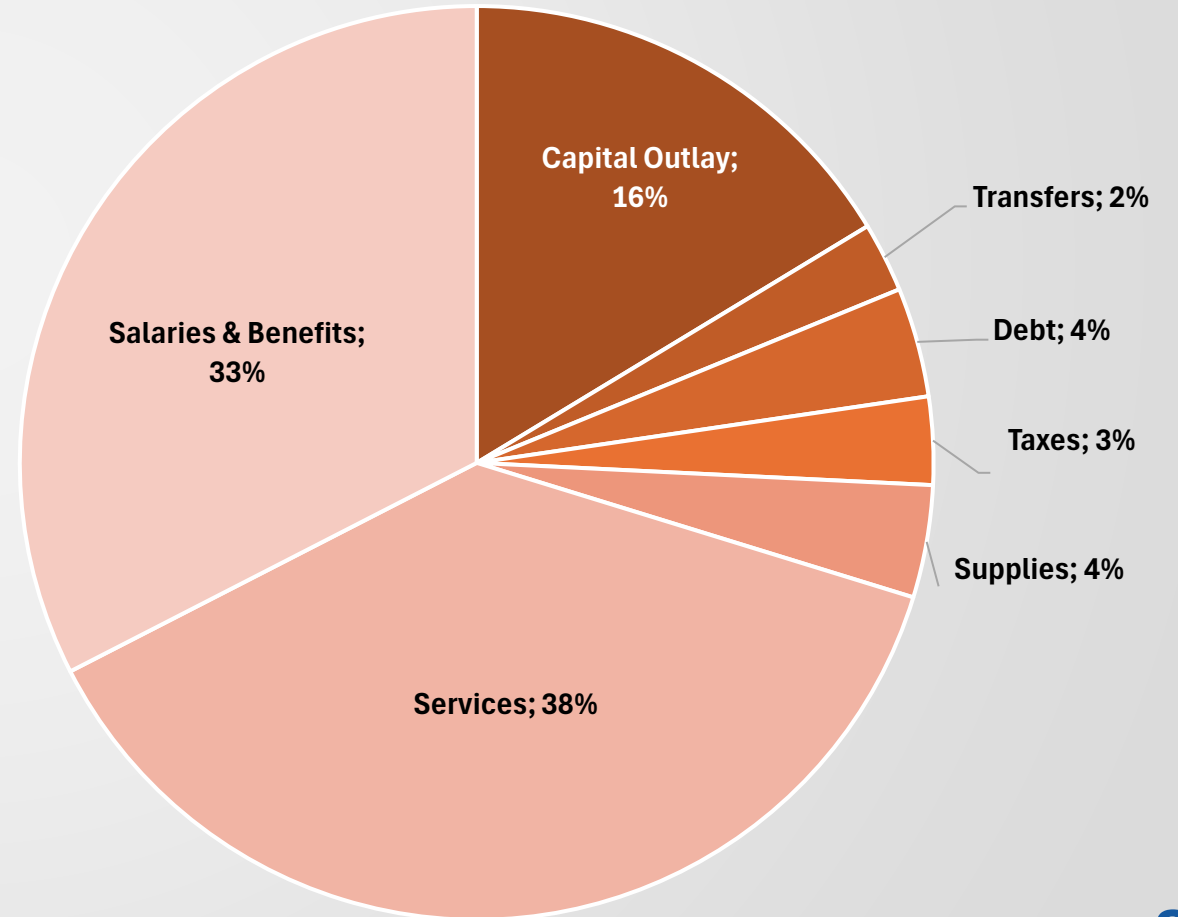
Source: U.S. DOT, Bureau of Transportation Statistics

# Citywide Revenues and Expenses

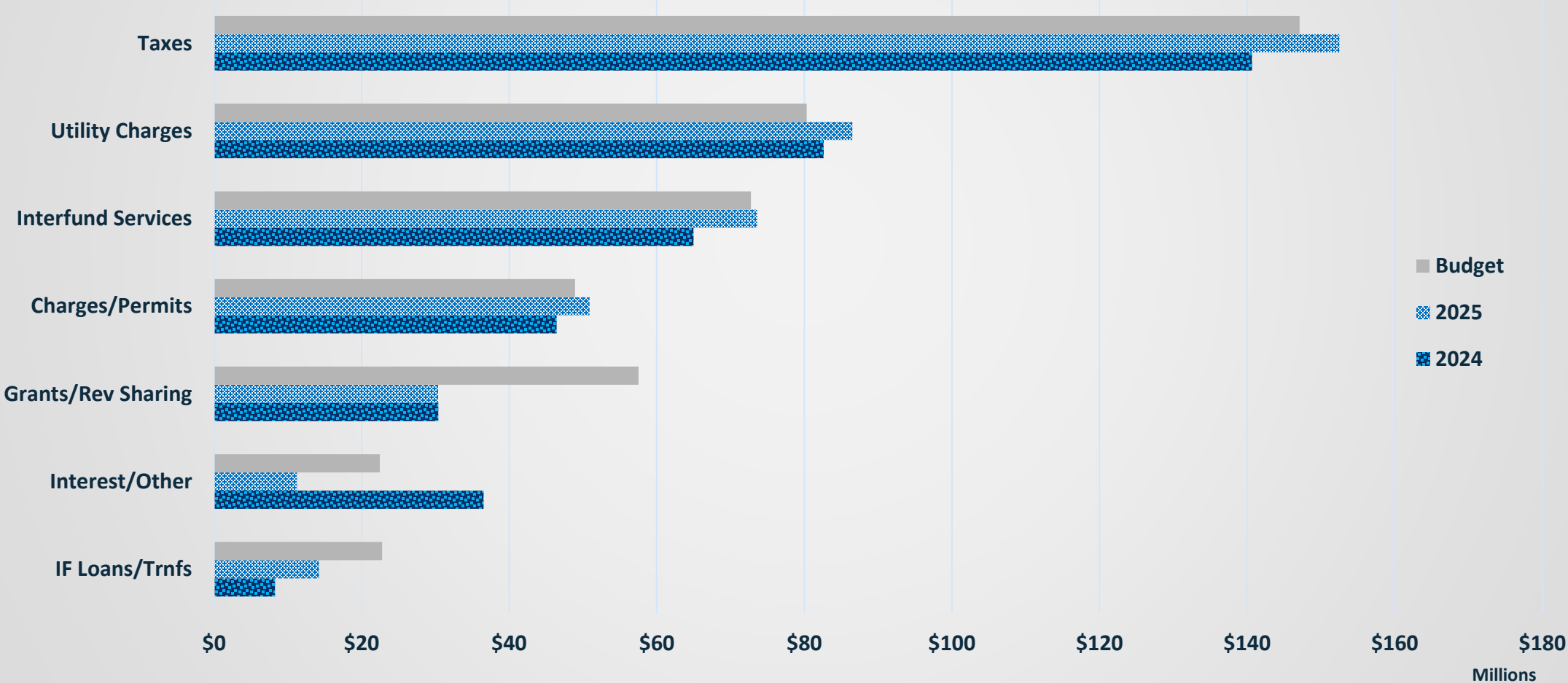
2025 Citywide Revenue, \$419m



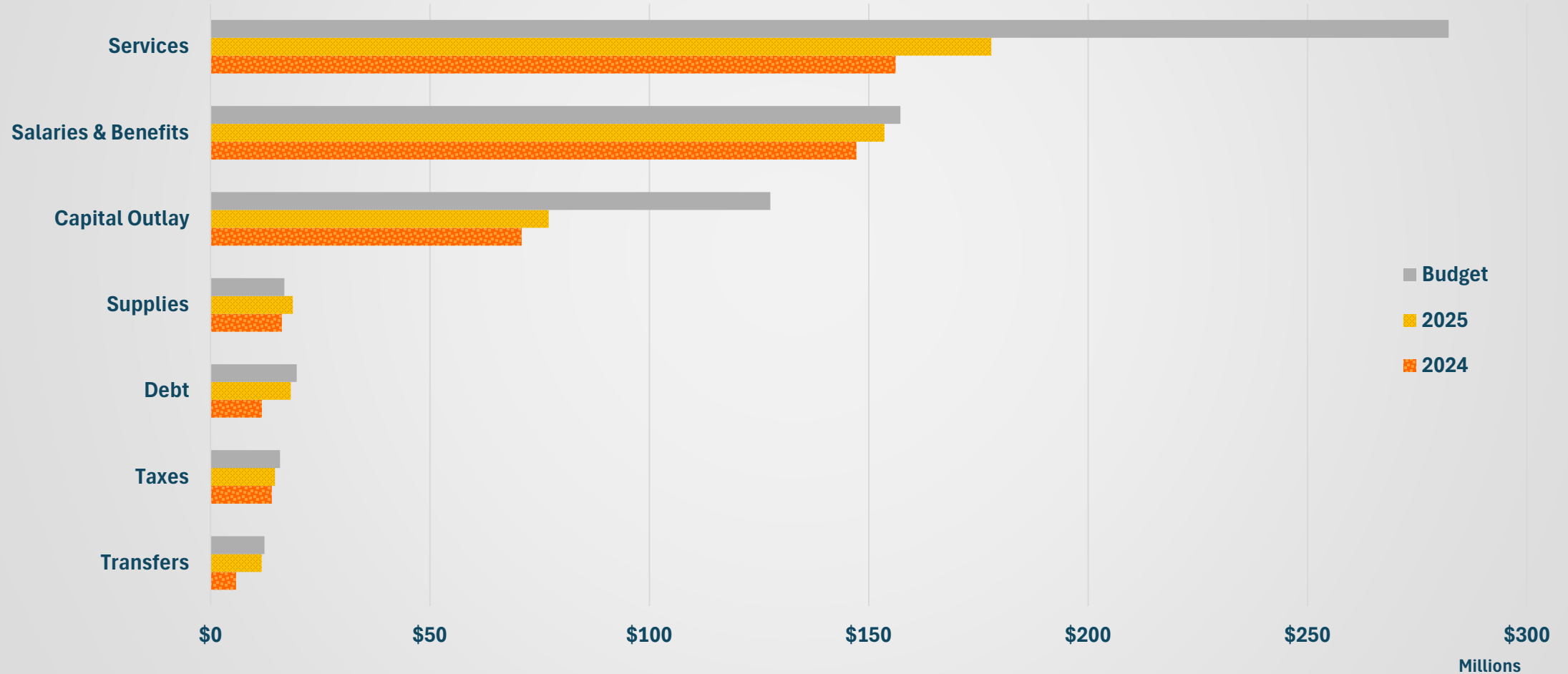
2025 Citywide Expenditures, \$472m



# Citywide Revenue - \$419m

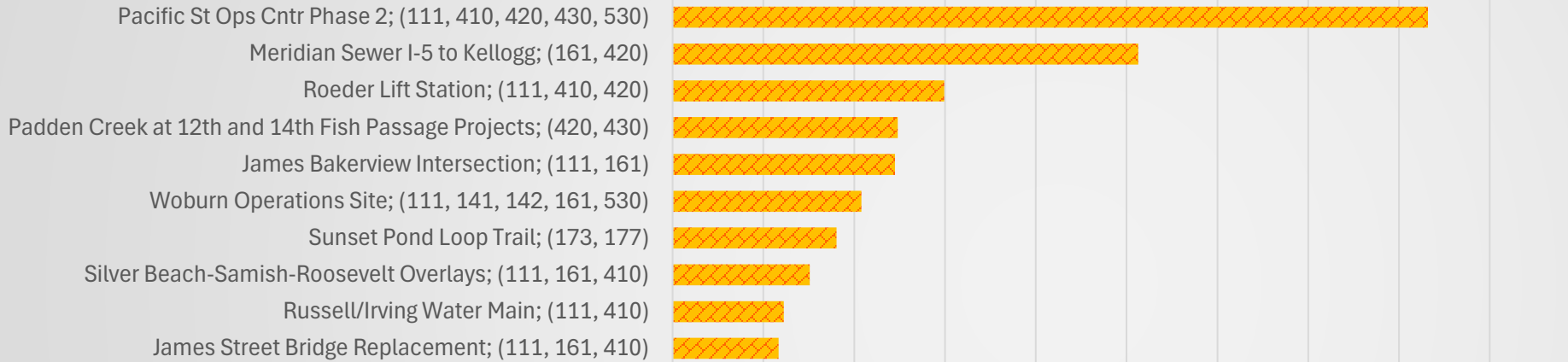


# Citywide Expenses - \$472m

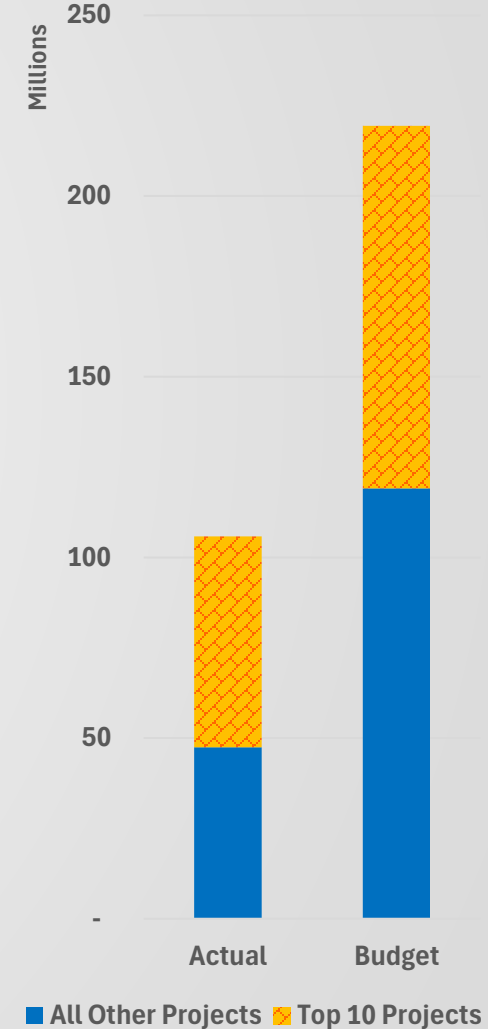
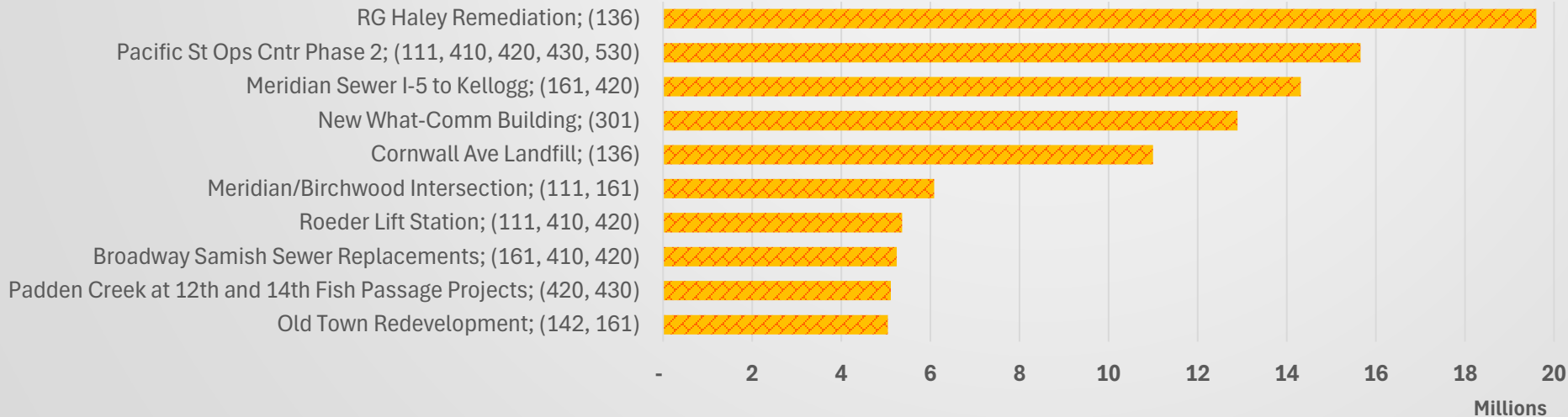


# Capital Projects – 2025 Expenditures

## Top 10 Project Actuals



## Top 10 Project Budgets

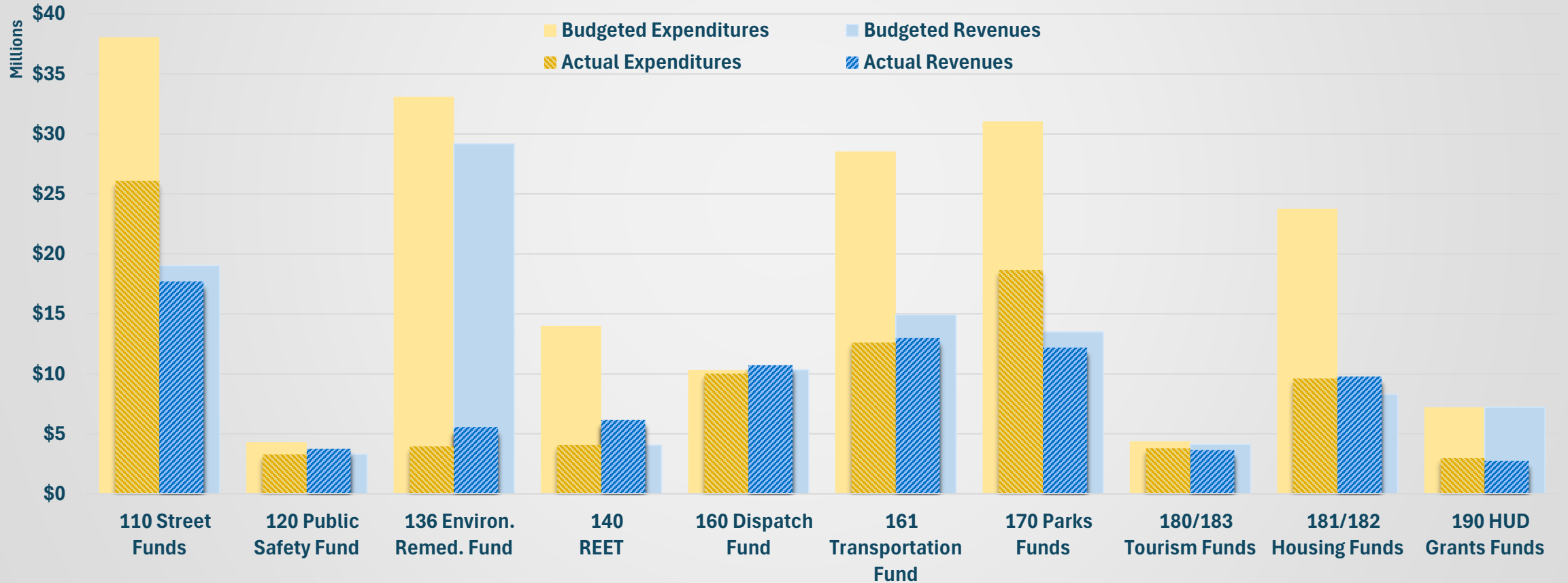


# Special Revenue Funds

- Revenues restricted or committed for specific purposes

Revenue = \$91.3m

Expenses = \$101.6m

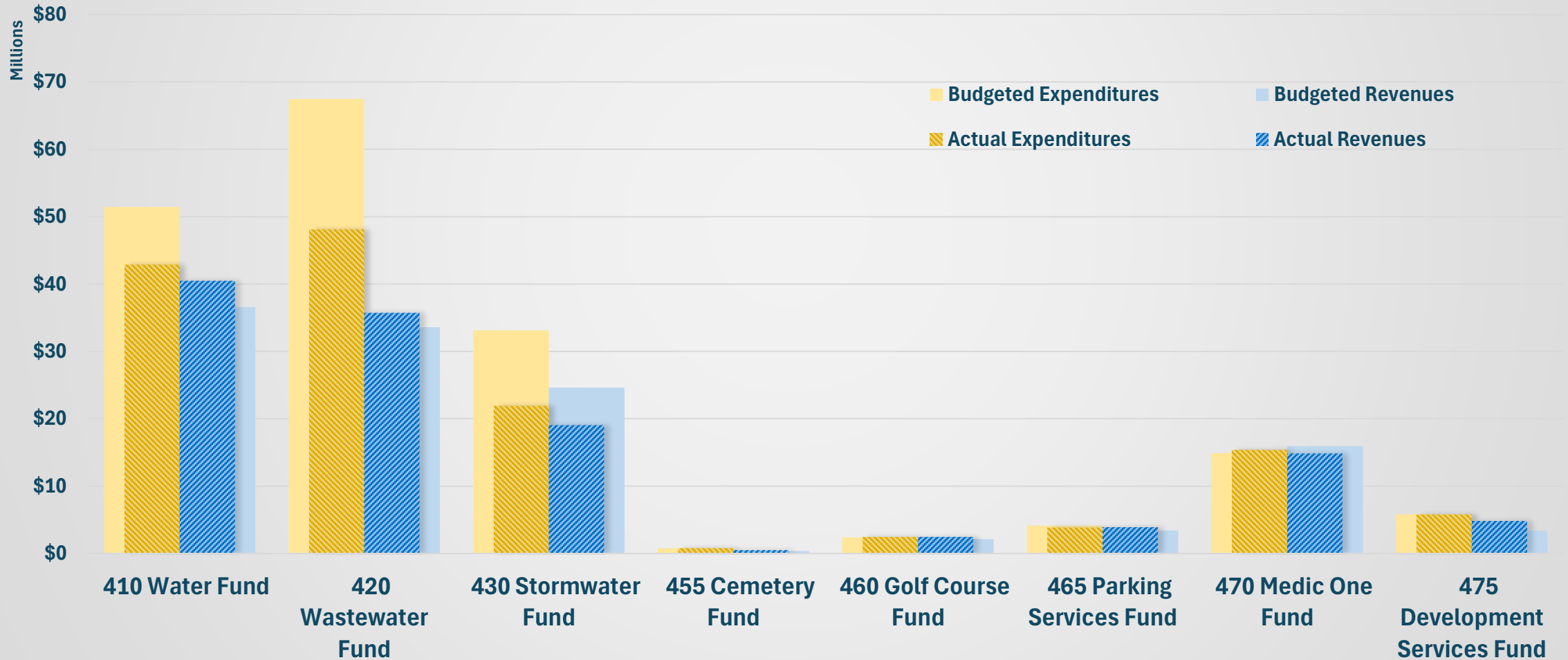


# Enterprise Funds

- Business-type activities that are self sustainable with user fees

Revenue = \$121.8m

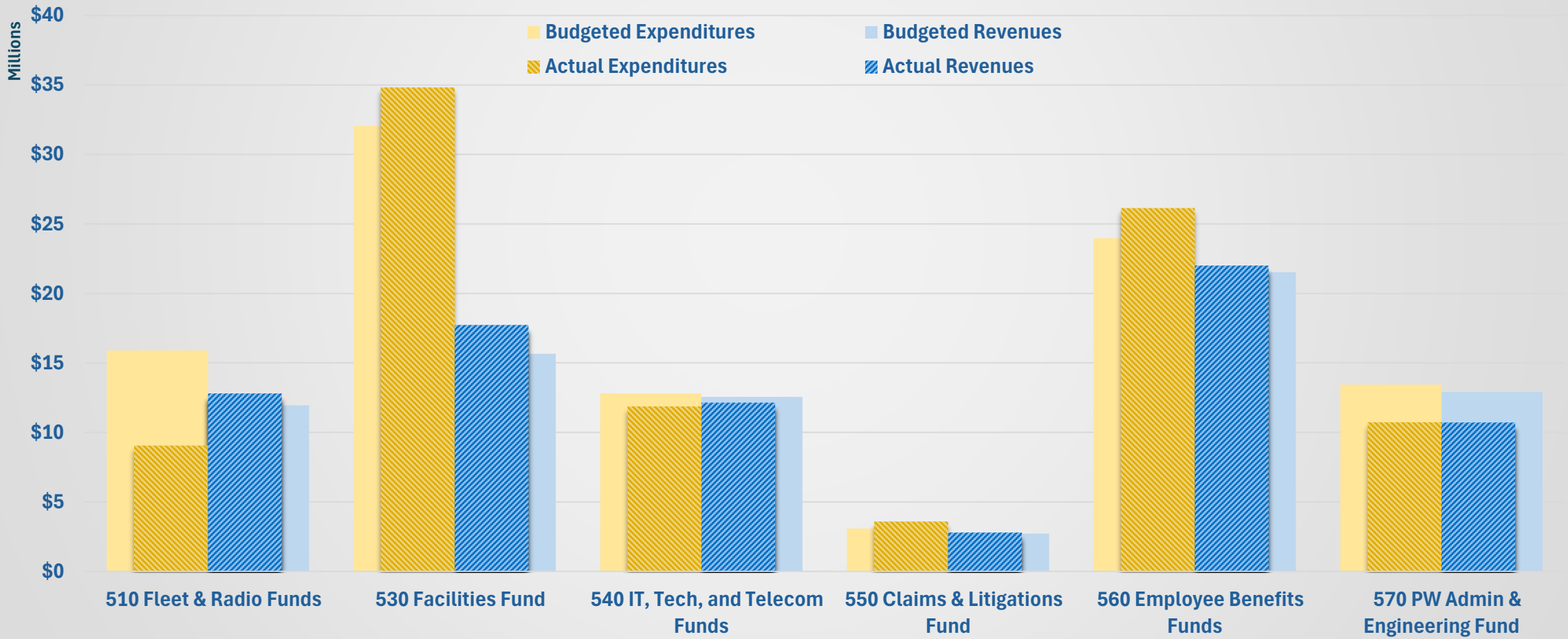
Expenses = \$141.2m



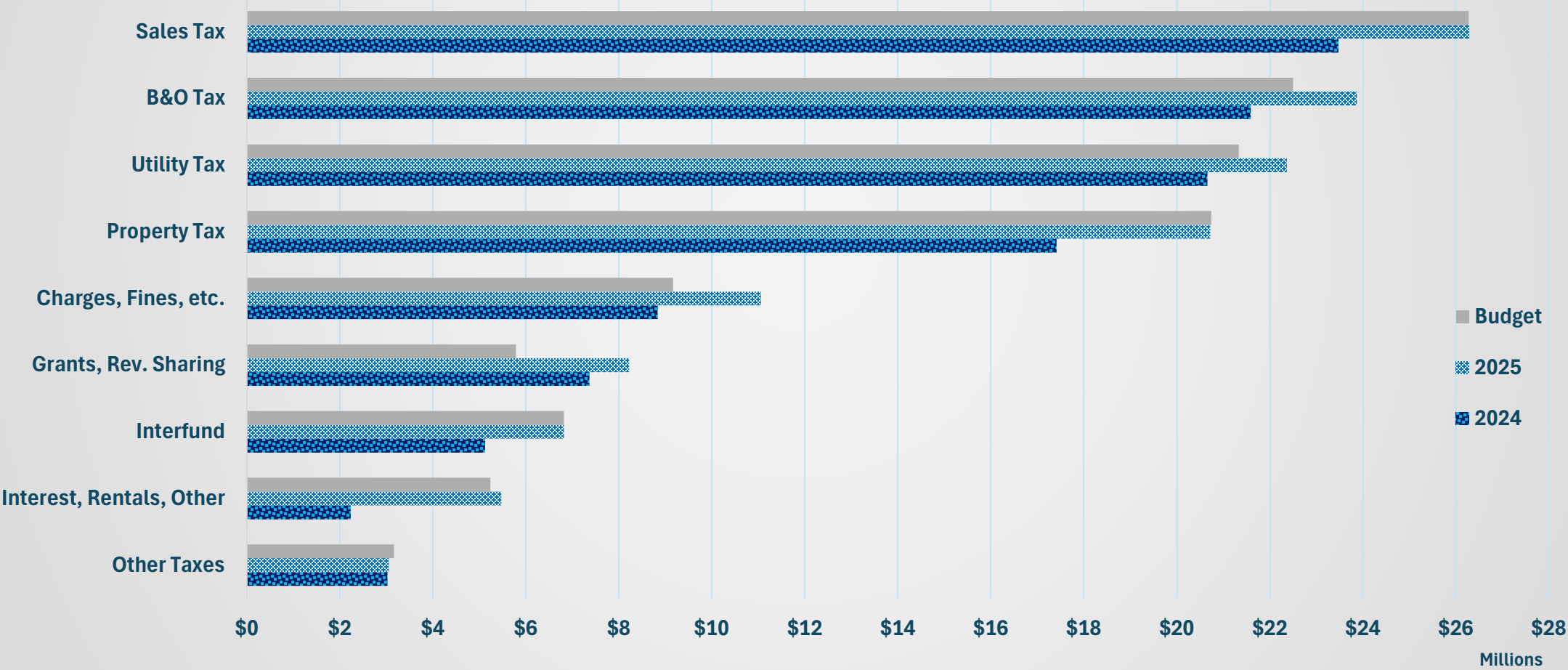
# Internal Service Funds

- Business-type activities that provide goods and services to City departments

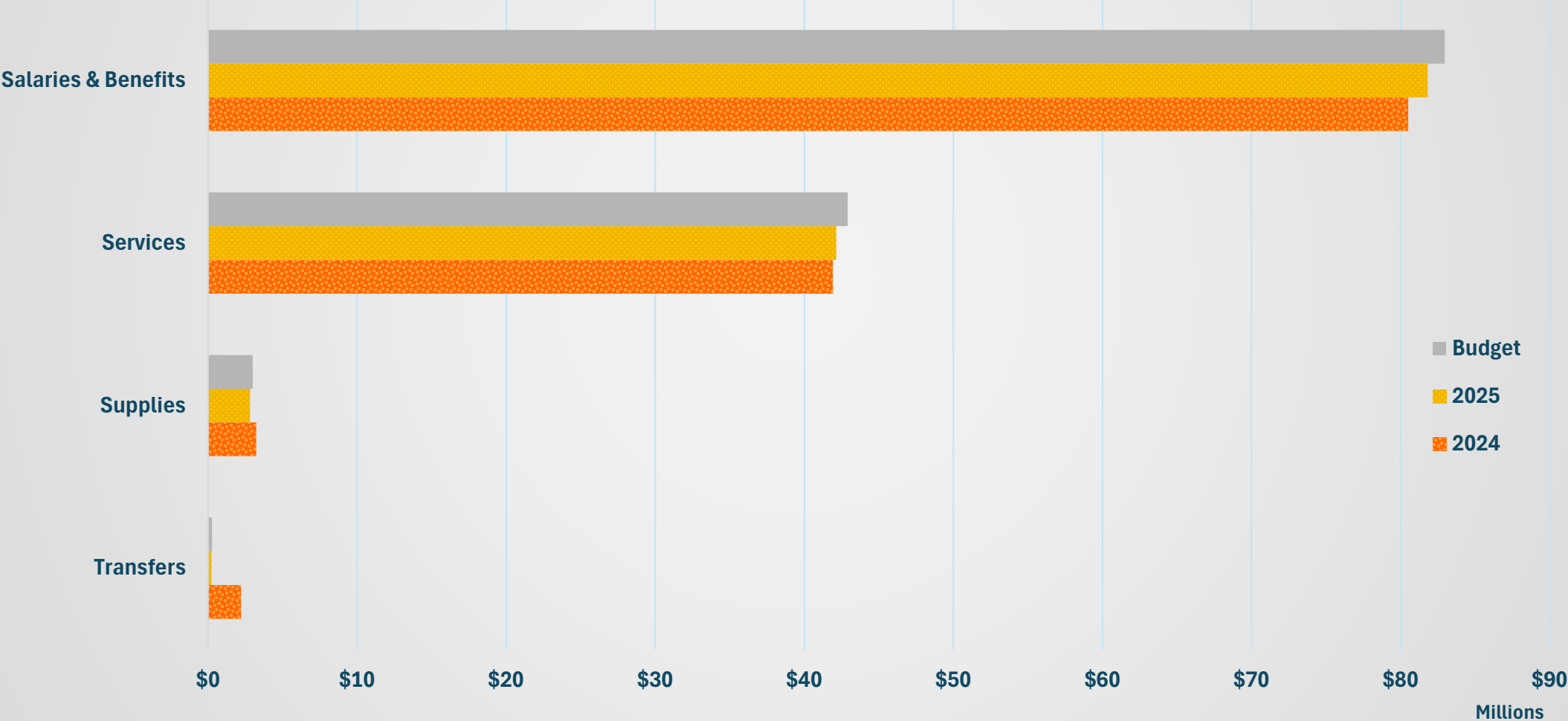
Revenue = \$78.2m  
Expenses = \$96.2m



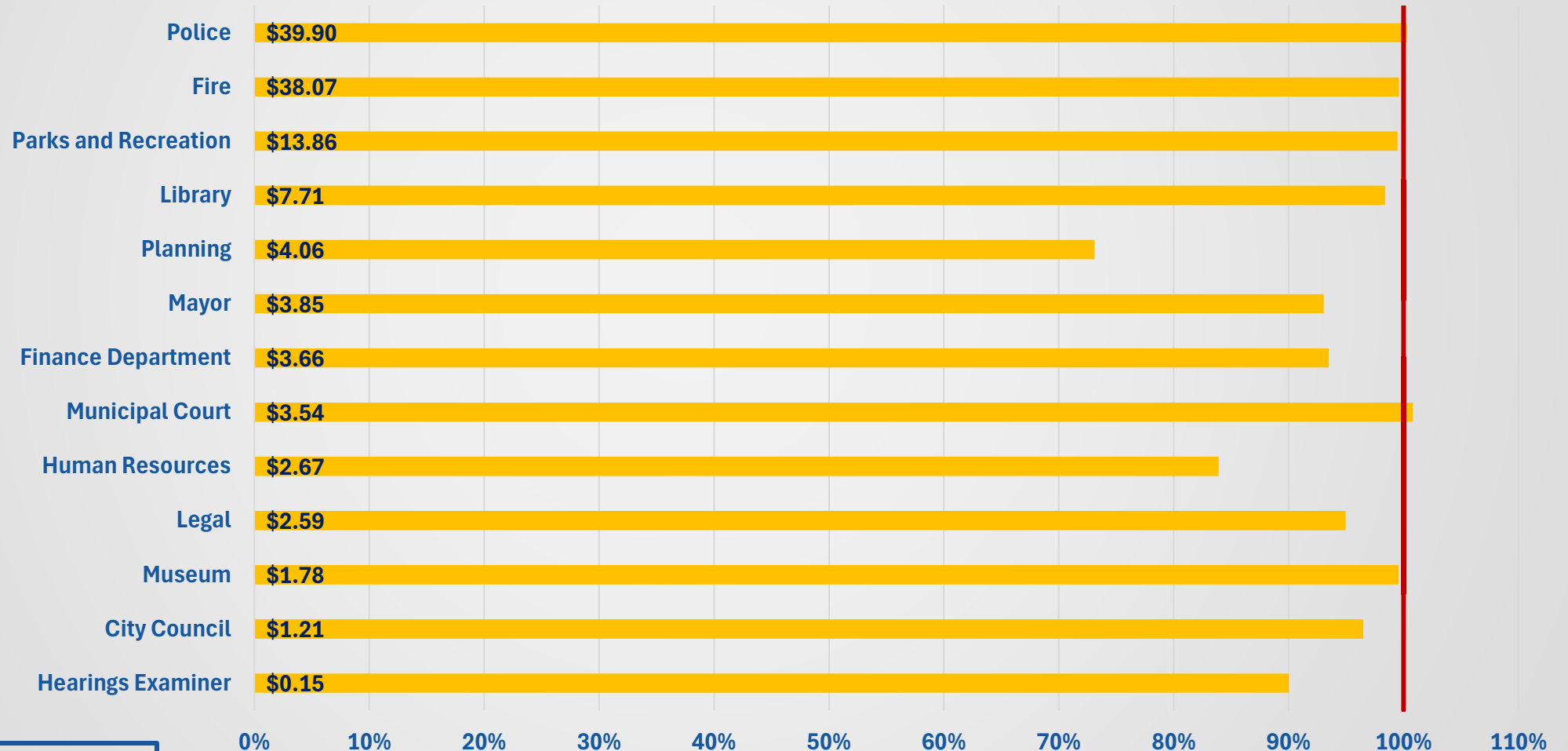
# General Fund Revenues - \$128.4m



# General Fund Expenditures - \$127.1m



# General Fund - % of Budget Spent by Department



Bar Labels Show Actual Spending in Millions

# GF Reserve

**2025 Beginning Reserve:** \$ 22,116,511

**Description** Updated 3/26/2026

Cash 29,136,249

Accounts Receivable 662,648

Accounts Payable (2,545,610)

Retainage Payable (6,947)

Accrued Wages (3,557,933)

Rev. Collected in Advance (125,993)

Other Deposits (265,779)

**2026 Estimated Beginning Reserve:** 23,296,635

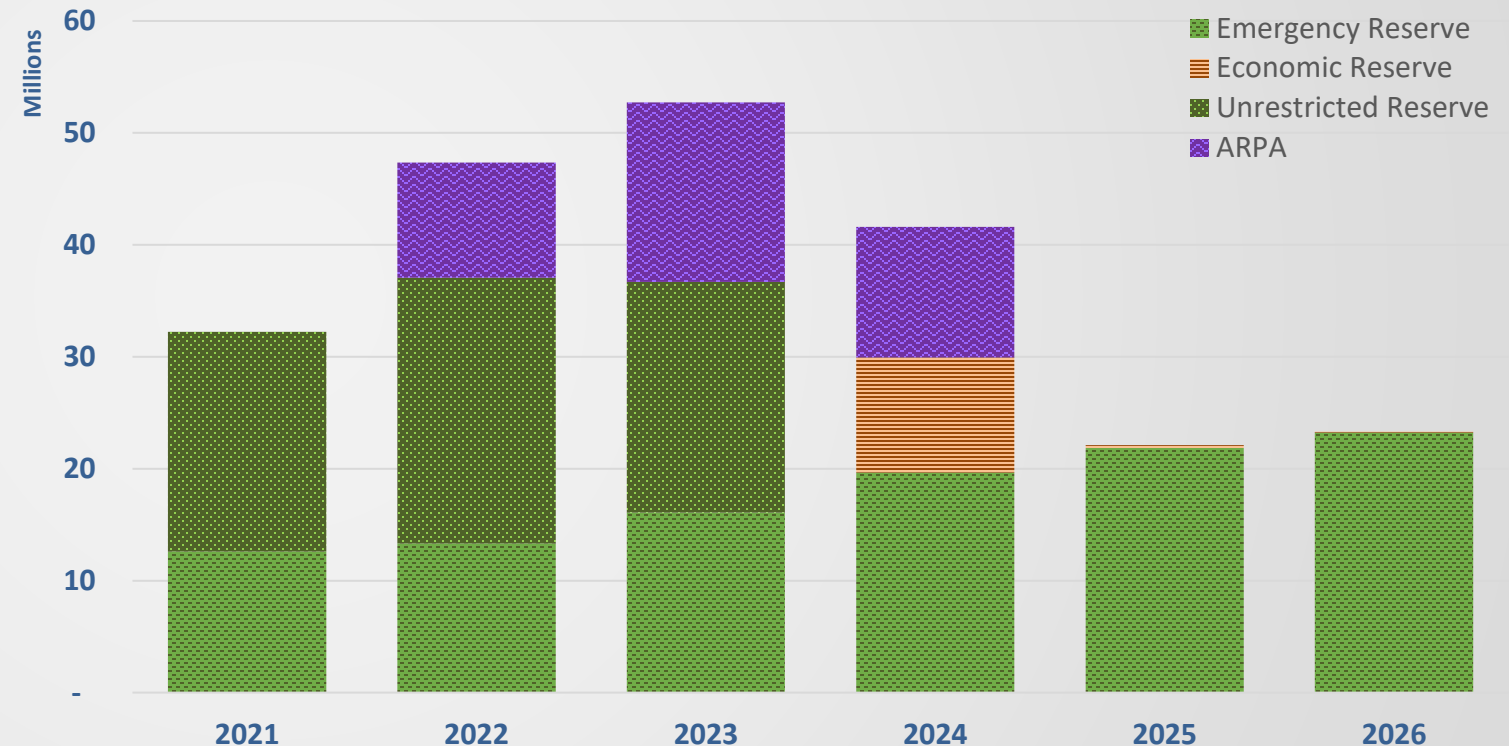
## Reserve Breakdown

Emergency Reserve 23,212,531

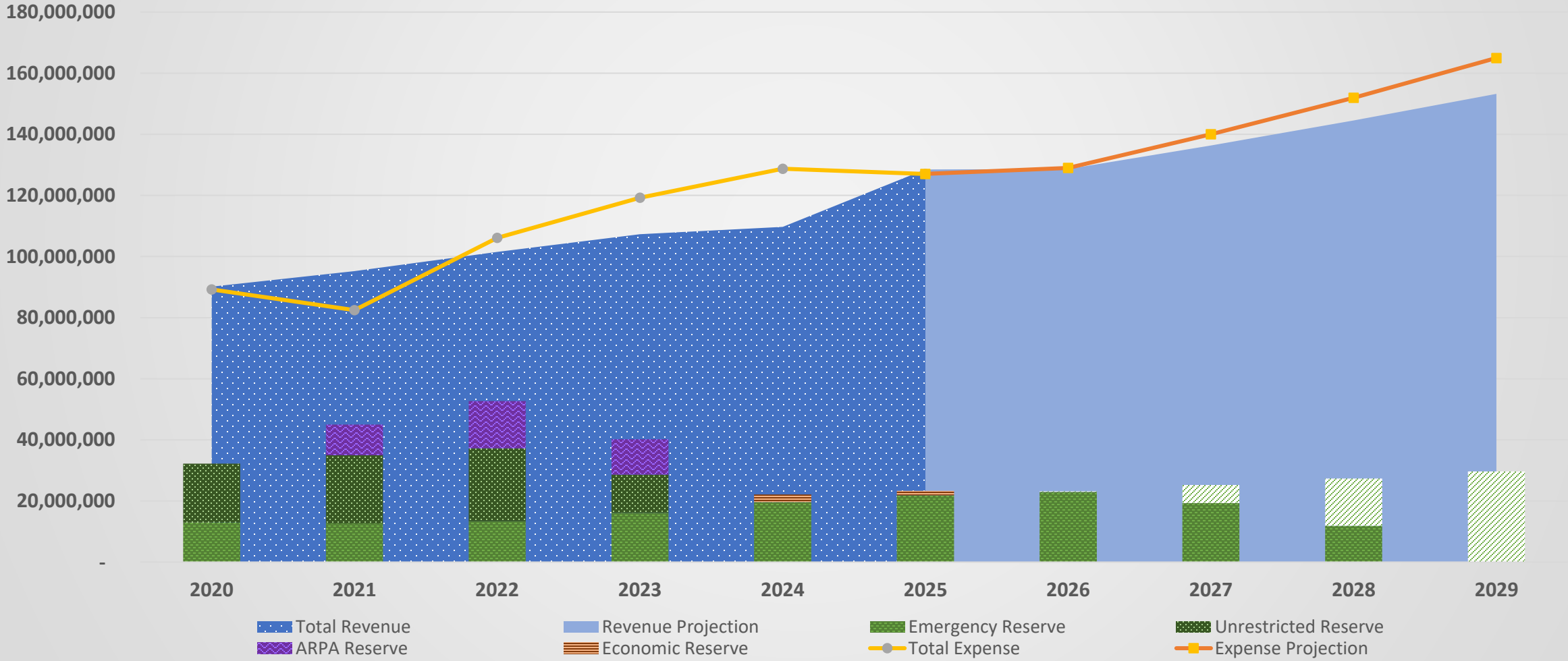
Economic Reserve 84,104

Unrestricted Reserve -

**GF Beginning Estimated Reserves 2021-2026**

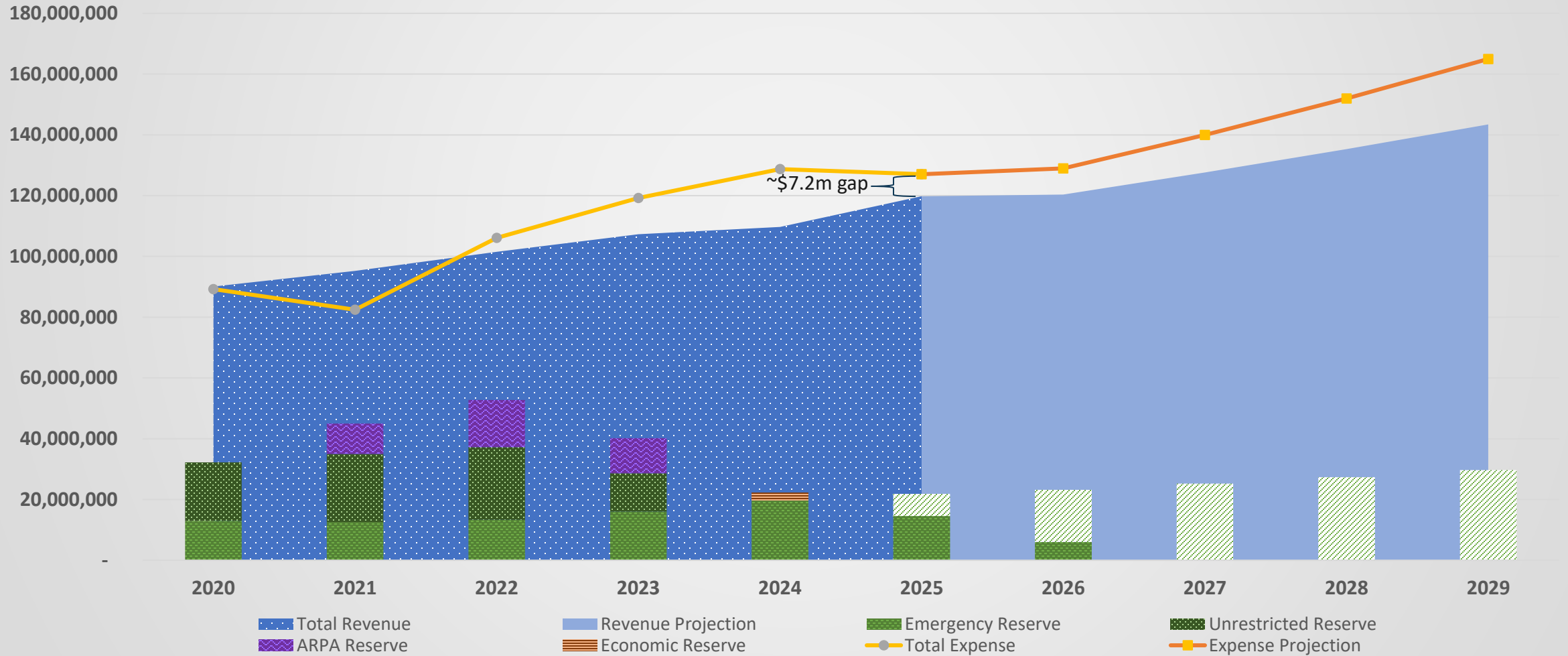


# Ending Reserve General Fund Projections

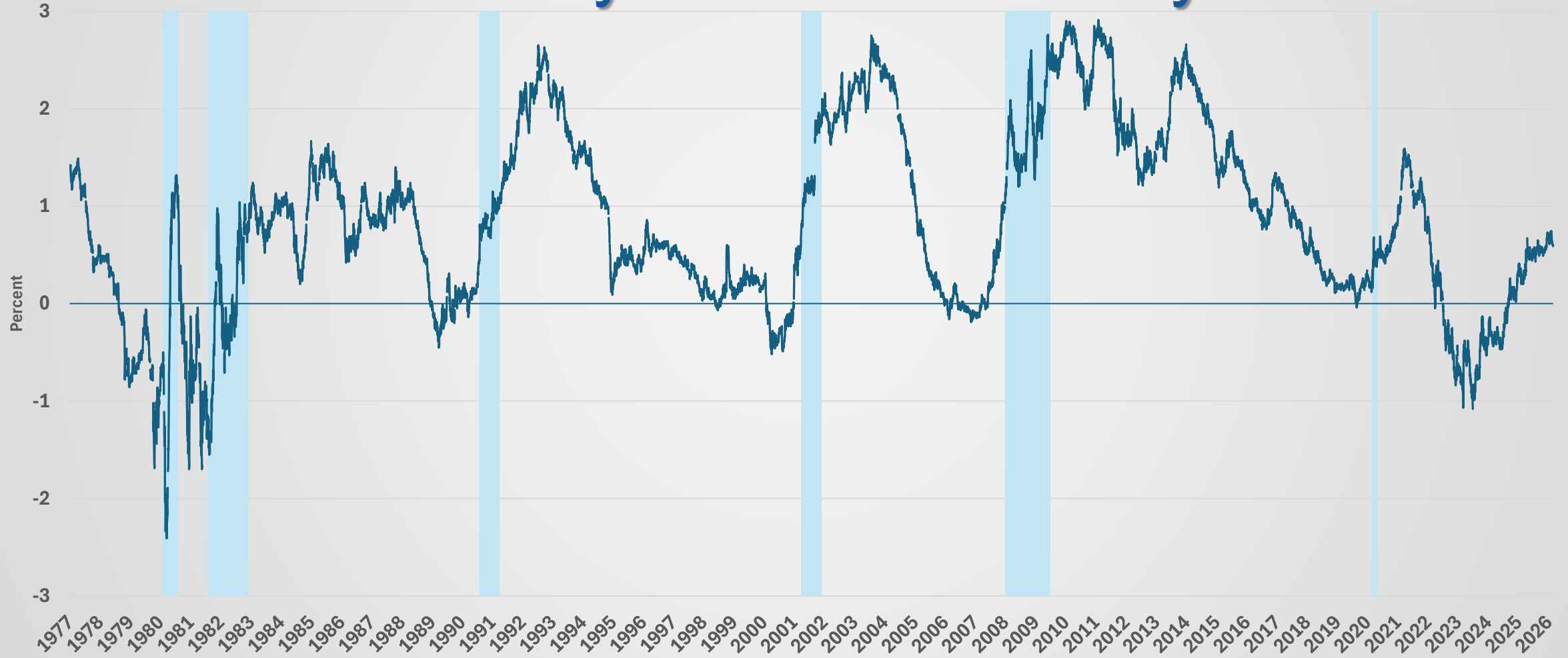


# General Fund Projection

- Without Revenue Adjustments made in the 2025 budget



# 10-Year Treasury Constant Maturity Minus 2-Year Treasury Constant Maturity



Source: Saint Louis Federal Reserve

■ NBER based Recession Indicators for the United States from the Period following the Peak through the Trough

# Questions?

Presentation and additional reports available at:  
<https://www.cob.org/gov/dept/finance/pages/reports.aspx>

