



CITY OF NORMAN, OK
CITY COUNCIL FINANCE COMMITTEE MEETING
Municipal Building, Council Chambers, 201 West Gray, Norman, OK 73069
Thursday, August 17, 2023 at 4:00 PM

AGENDA

It is the policy of the City of Norman that no person or groups of persons shall on the grounds of race, color, religion, ancestry, national origin, age, place of birth, sex, sexual orientation, gender identity or expression, familial status, marital status, including marriage to a person of the same sex, disability, retaliation, or genetic information, be excluded from participation in, be denied the benefits of, or otherwise subjected to discrimination in employment activities or in all programs, services, or activities administered by the City, its recipients, sub-recipients, and contractors. In the event of any comments, complaints, modifications, accommodations, alternative formats, and auxiliary aids and services regarding accessibility or inclusion, please contact the ADA Technician at 405-366-5424, Relay Service: 711. To better serve you, five (5) business days' advance notice is preferred.

CALL TO ORDER

AGENDA ITEMS

1. DISCUSSION REGARDING A SOLAR INITIATIVE FOR NORMAN.
2. DISCUSSION REGARDING MONTHLY REVENUE AND EXPENDITURE REPORTS.

ADJOURNMENT



EightTwenty™

Item 1.

Norman Solar Initiative Overview

norman.eighttwenty.com



Traveling 670 million mph,
the sun's light reaches
Earth in **eight** minutes and
twenty seconds.

Item 1.

The federal government has
allocated \$369B to enable residents,
businesses, and nonprofits to be
part of a solar energy transition.
Teach your citizens how to access them.

The **Norman Solar Initiative** is focused on educating and
executing projects for Norman stakeholders to maximize local
opportunities as we invest in our energy future.

Introduction Letter

Malcolm Gladwell says a tipping point is “that magic moment when an idea, trend or social behavior crosses a threshold and spreads like wildfire.” Solar is at a tipping point in America.

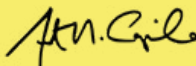
EightTwenty is looking to partner with cities that want to serve their residents - connecting them with this capital to make a game changing shift to a sustainable future. With local roots, our business strategy is simple: deliver on the customer experience and turn each one into a raving fan. No marketing tactic can compete with a trusted brand supported by raving fans.

There are two main opportunities in our solar initiative program. First, our **Solar Tax Strategy Program** understands the complexities of commercial and tax exempt incentives and deliver them to your businesses, churches and city buildings, directly impacting their bottom line.

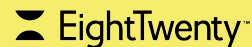
Second, our **Community Buying Program** allows homeowners to benefit from a tiered buying program - allowing you to accelerate residential solar adoption.

EightTwenty operates with a full-time staff of in-house teammates, taking pride in executing beautiful installations. A quality level we're proud to put our name on.

We are excited to explore a partnership with a coalition of forward-thinking partners in Norman.



Tony Capucille, EightTwenty Founder & CEO



The EightTwenty culture and business practices are built upon three foundational principles.

Respect

Focus

Quality

These principles serve as our litmus test for all of our decisions and actions.

Community Buying Program

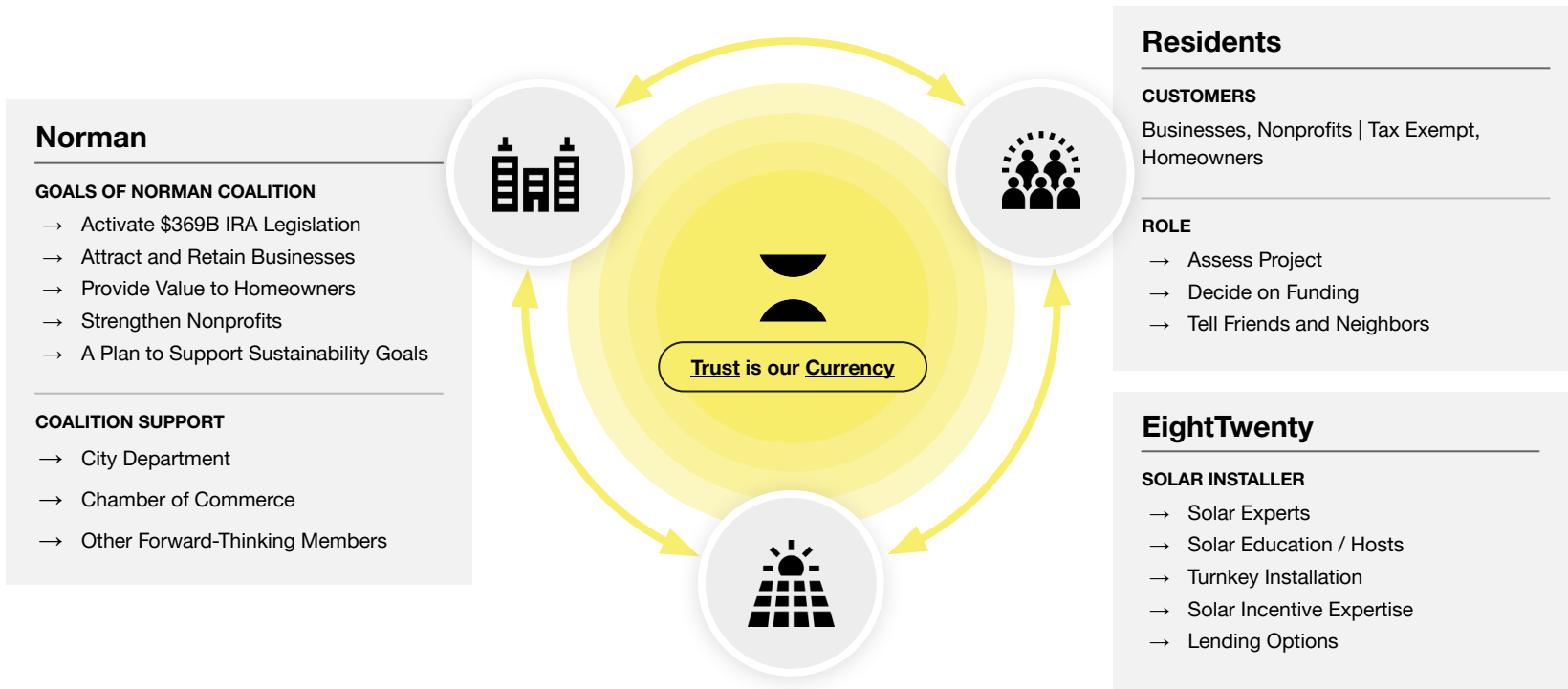
Residents win together with a tiered, aggregate buying program

Item 1.

Solar Tax Strategy Program

Help all commercial and tax exempt customers understand their incentives

Program Overview



Commercial: Solar Tax Strategy Program



Financial Picture

- + 5-8 Year Return
- + 30% Federal Investment Tax Credit
- + 80% Bonus Depreciation Year 1
- + Tax Credit Adders (up to 70%)
- + USDA Reap Grants
- + Transferable Credit
- + Solar Capital Expert



Customer Types

- + Industrial (warehouse / distribution)
- + Agricultural / Farms
- + Office / Retail (landlord / tenant)
- + Hospitality / Distillery
- + Automotive
- + Medical & Veterinary
- + Service Companies



Sustainability

- + Stakeholders Value Solar
- + Large Carbon Footprint Offset
- + 86% of Millenials willing to pay more for sustainability-focused products
- + 61% of Baby Boomers willing to pay more for sustainability-focused products

Nonprofit: Solar Tax Strategy Program



Financial Picture

- + 3X Your Investment
- + 30% Federal Investment Tax Credit
- + Eliminate Operating Costs
- + Hedge Electric Costs for 30+ Years
- + Nonprofit Funding Expertise



Customer Types

- + Churches / Places of Worship
- + Charities
- + Municipal Buildings
- + K-12 (public and private)
- + Higher Education



Community

- + Stakeholders Value Solar
- + Large Carbon Footprint Offset
- + Creative Impact Investor Funding

Community Buying Program

Stacked Rebate

Rebate checks will be hand delivered to customers at the conclusion of the Norman Solar Initiative. All customers participating will be eligible for the rebate earned at conclusion of the program.

STACKED REBATE STRUCTURE

Tier 1 | 10 Homeowners Enrolled

Tier 2 | 20 Homeowners Enrolled

Tier 3 | 30 Homeowners Enrolled

TIER 1

\$250
Rebate

TIER 2

\$500
Rebate

TIER 3

\$1,000
Rebate

Solving your Energy Needs

We prioritize North American, tier-1, sustainably made products with industry leading warranties. In addition, we focus on systems that are expandable to meet your future needs

CORE SERVICES

Rooftop Solar (Pitched & Flat)

Ground Mount Solar

Battery Storage & Generators

EV Charging

Solar Pergolas & Carports

Solar Area Lighting

Item 1.



Bryan Bloom

HISTORICAL HOMEOWNER

[click to play video](#)

Residential Success



Residential Success

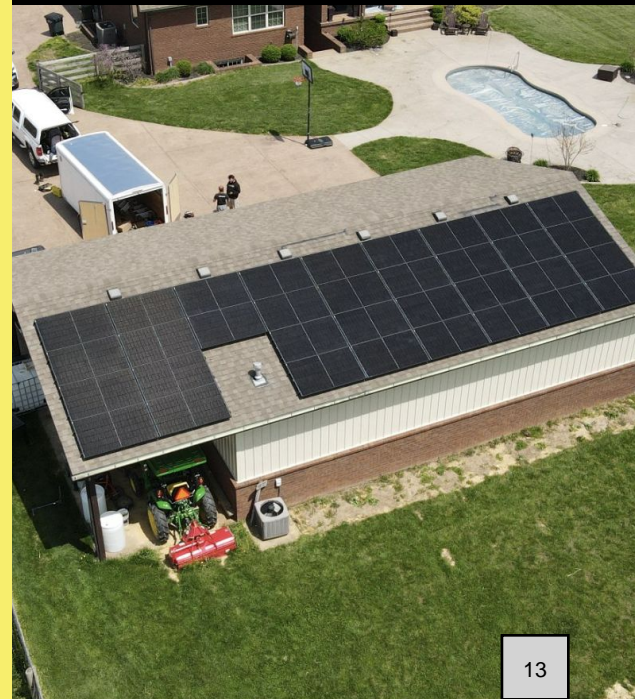
Traditional Style Homes



New Construction Integration



Outbuildings Providing Power



Commercial Projects

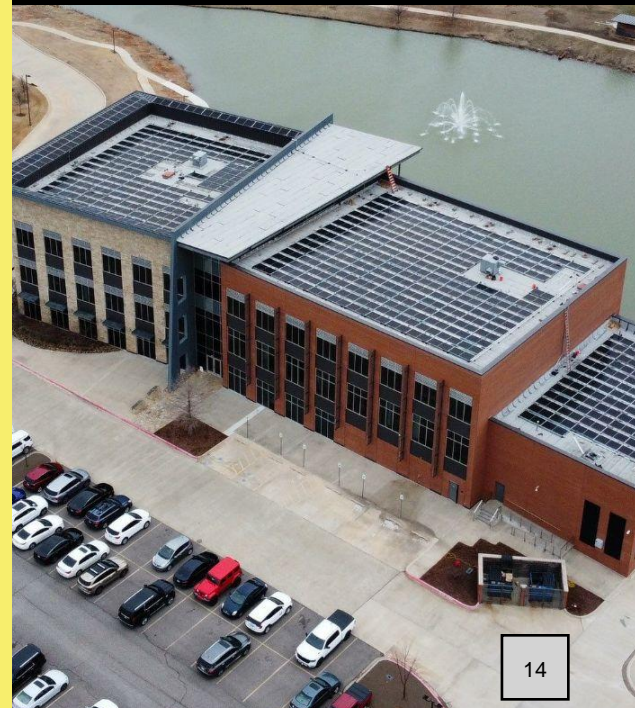
CARSTAR Collision Center



Vanessa House



Simple Modern



Commercial Projects

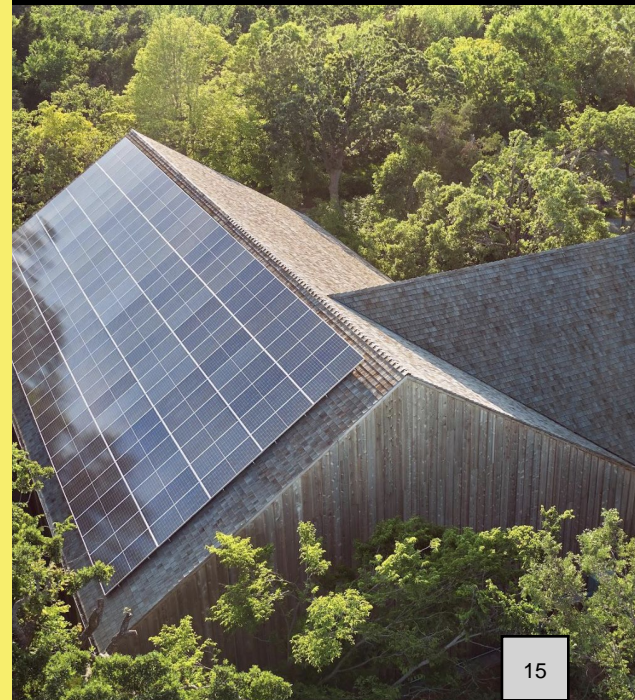
Advanced ENT & Allergy



Rooftop Patio Solar



Gymnasium / Sports Arena



Commercial Projects

Advanced ENT & Allergy



Pella Windows and Doors



Atwoods



Commercial Projects

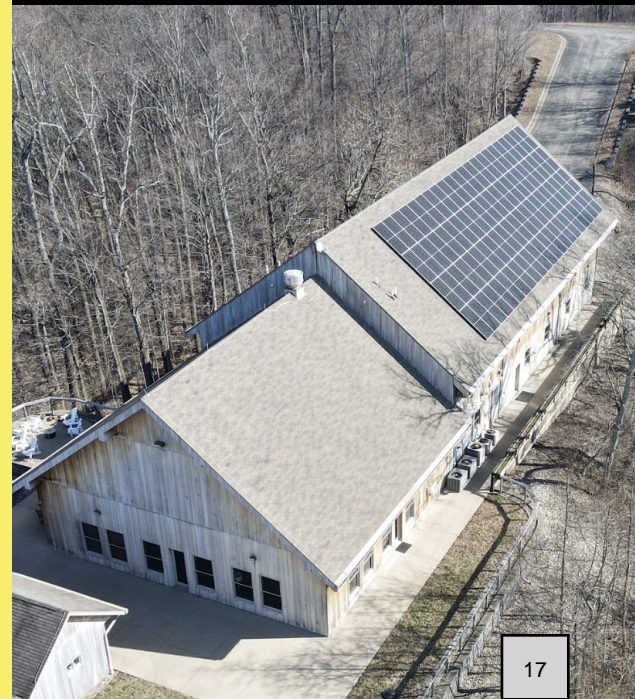
Advanced ENT & Allergy



Pasture at Marksbury Farm



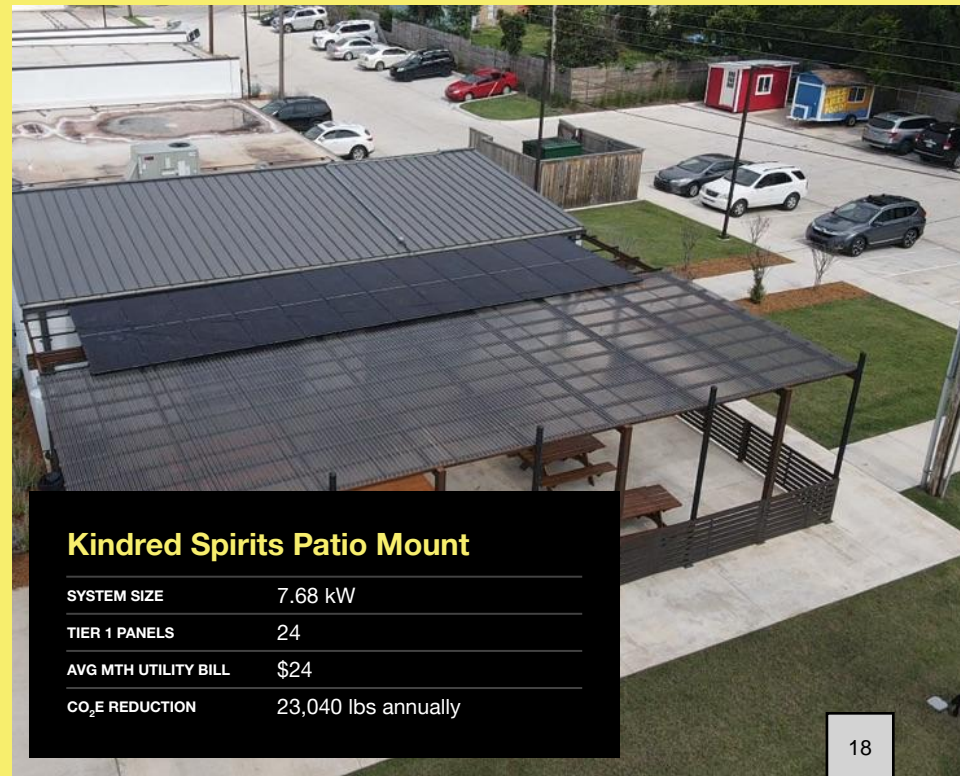
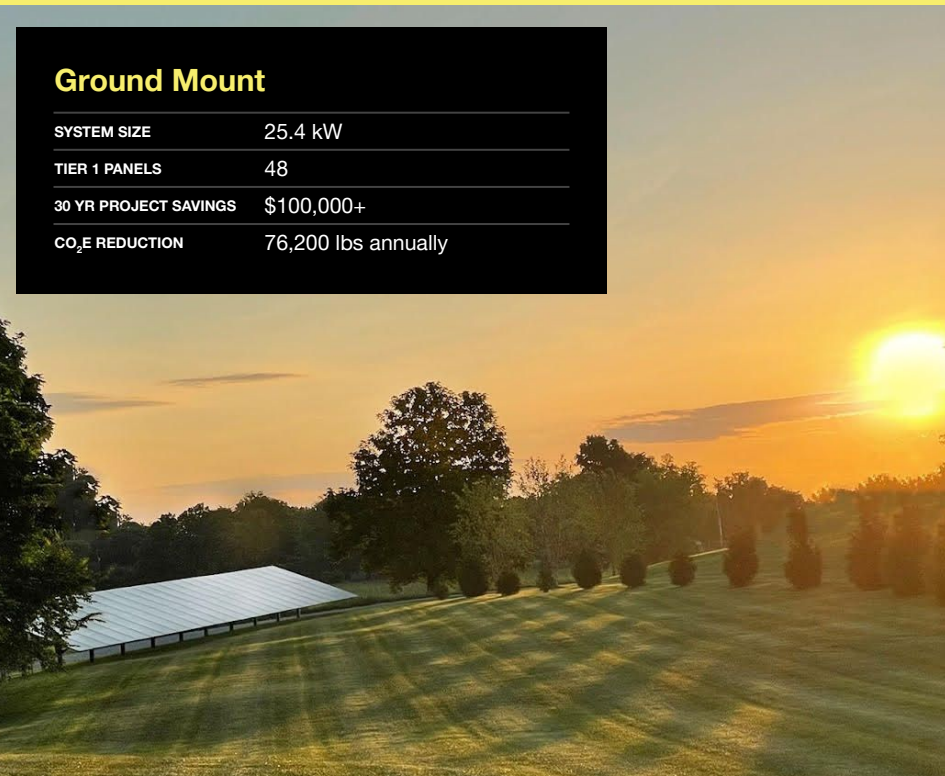
Short Term Rental / AirBnB



Alternative Installations

Ground Mount

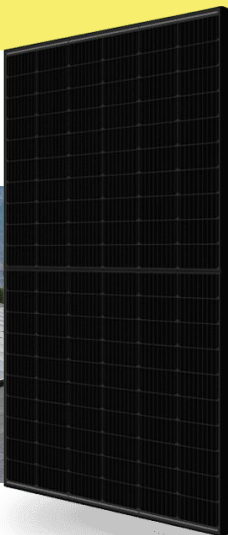
SYSTEM SIZE	25.4 kW
TIER 1 PANELS	48
30 YR PROJECT SAVINGS	\$100,000+
CO ₂ E REDUCTION	76,200 lbs annually



Kindred Spirits Patio Mount

SYSTEM SIZE	7.68 kW
TIER 1 PANELS	24
AVG MTH UTILITY BILL	\$24
CO ₂ E REDUCTION	23,040 lbs annually

Proven Solar Solutions



Model 370W HC 60 Cell

USE CASE	Residential Rooftop
YEARS IN BUSINESS	35 Years
MANUFACTURED	Bellingham, Washington, Toronto
COLOR	Black on Black
NOTABLE	Highest PTC ratings of any American-manufactured module

30-year
Performance Warranty

25-year
Product Workmanship

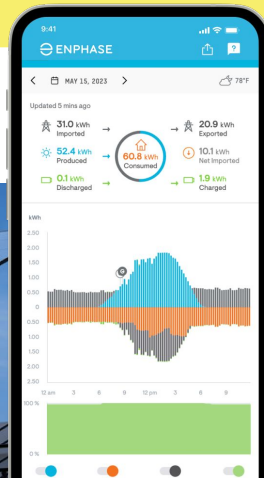


Enphase Microinverter Technology

Reliable Production. Avoids the single point of failure issue caused by string or “central” inverters. With one microinverter per module, solar production keeps working even if a microinverter fails.

Enphase System Mobile App

Easily Monitor Performance. Know exactly how much energy your solar system is producing. Generate reports on production by day, week, month, or year. Complete with clean and easy-to-read graphs and infographics.



EV Charging Residential

LEVEL 2 CHARGER

This best-selling smart home charging station, combines speed, performance and value. Enjoyed by thousands of satisfied EV drivers, it delivers all the safety and smart charging features you need to make home charging easy, reliable and cost-effective.

Charge your EV faster, smarter, cleaner

Up to 9x faster than 120v

Intelligent Wifi Control

Convenient and stylish design

Accessible and tidy

Highly secure and durable



Solar Pergolas

Be it a covered patio, carport, or front entry, our exclusive powder-coated steel pergola creates a beautiful space that will last for decades.

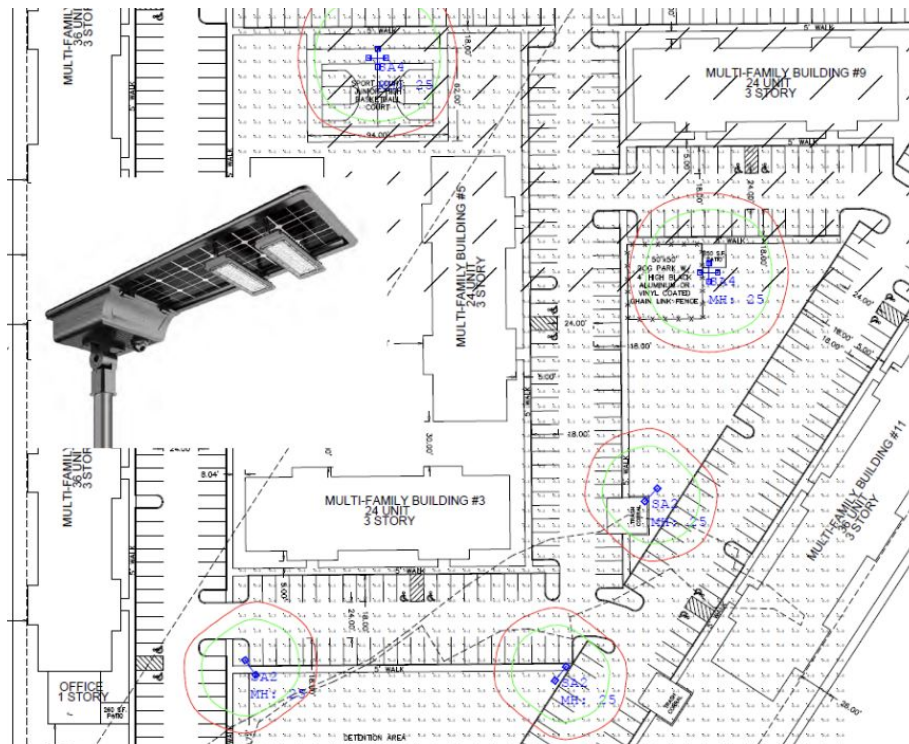
- + Powder-coated, water-resistant, steel structure
- + Bolt up steel - no onsite welding
- + Outfitted for lights, fans, speakers, etc.
- + Customer Purlin Options in Steel, Cedar, or Parallam
- + Bi-facial panels create shade with ambient light to flow through.



Solar Lighting

Area lighting applications that can meet the need of any city, park, campus, or multi-family application .

- + Street lights, parking, trails, area lighting
- + Eliminate trenching, conduit and wire costs
- + Burn time test certified
- + Eliminate on going utility expense
- + Flexible applications and designs



Norman Solar Initiative Timeline

→ Pre-launch planning takes 30-60 days.

Launch

Launch

NORMAN FOCUS

- + Kick-off Event
- + Solar Initiative Begins



Execute (3 months)

Campaign

NORMAN FOCUS

- + Targeted Events
- + Education
- + Presentations



Celebrate

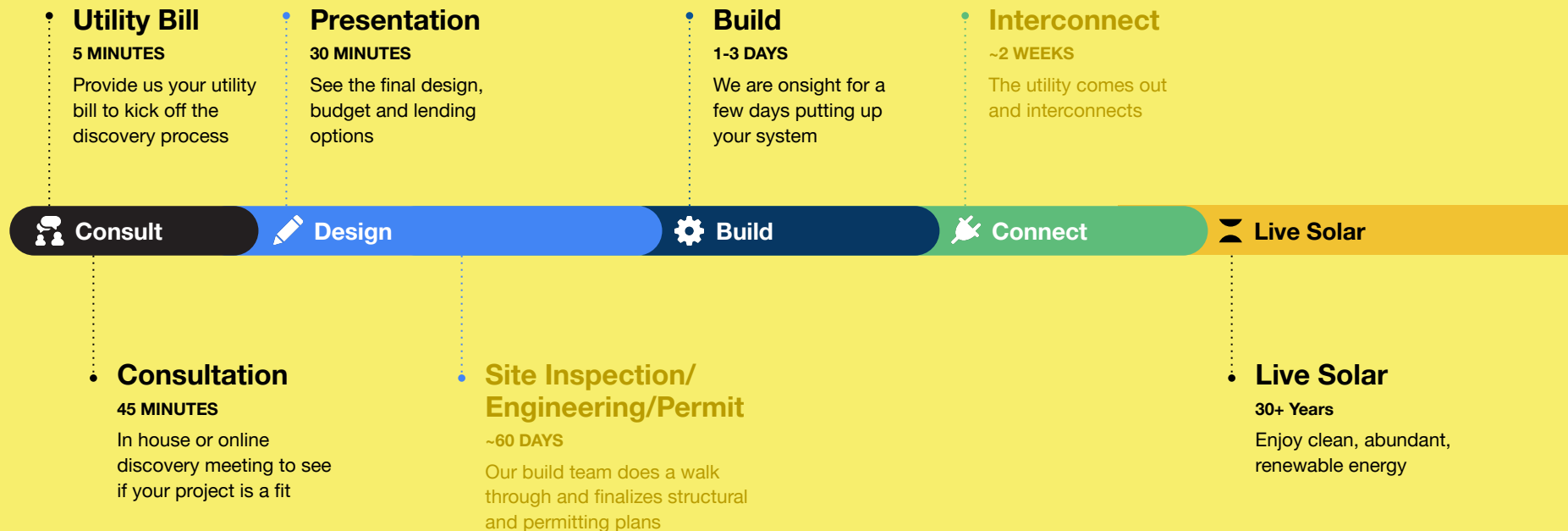
Campaign Ends

NORMAN FOCUS

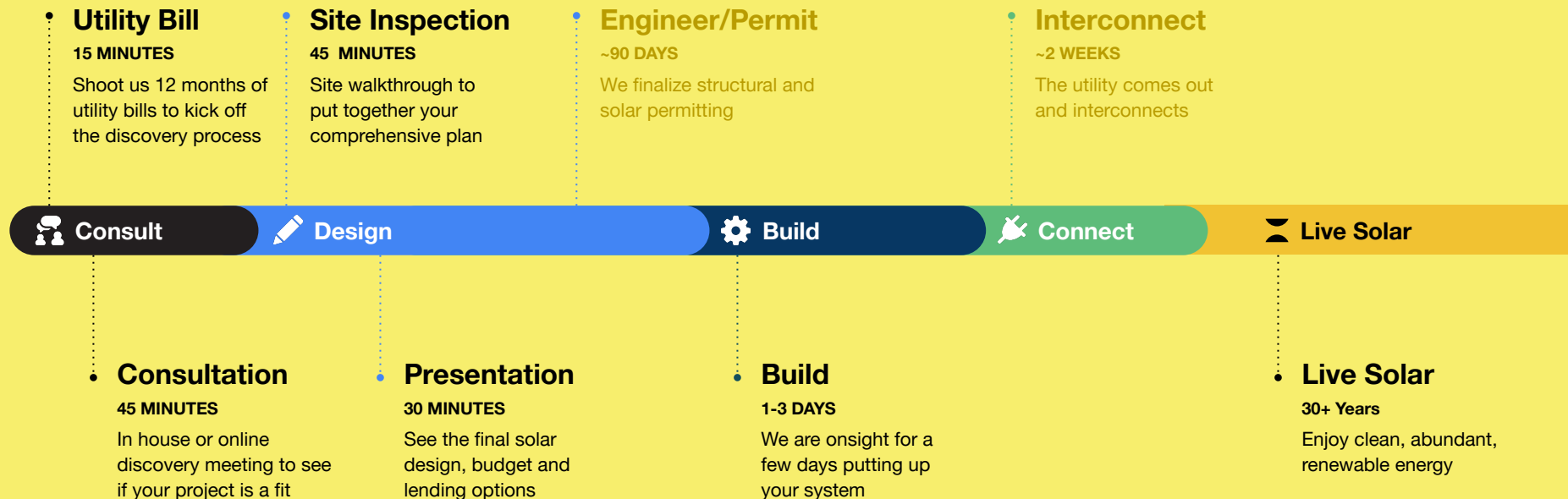
- + Celebrate Success
- + Install Projects



Getting Started: Residential

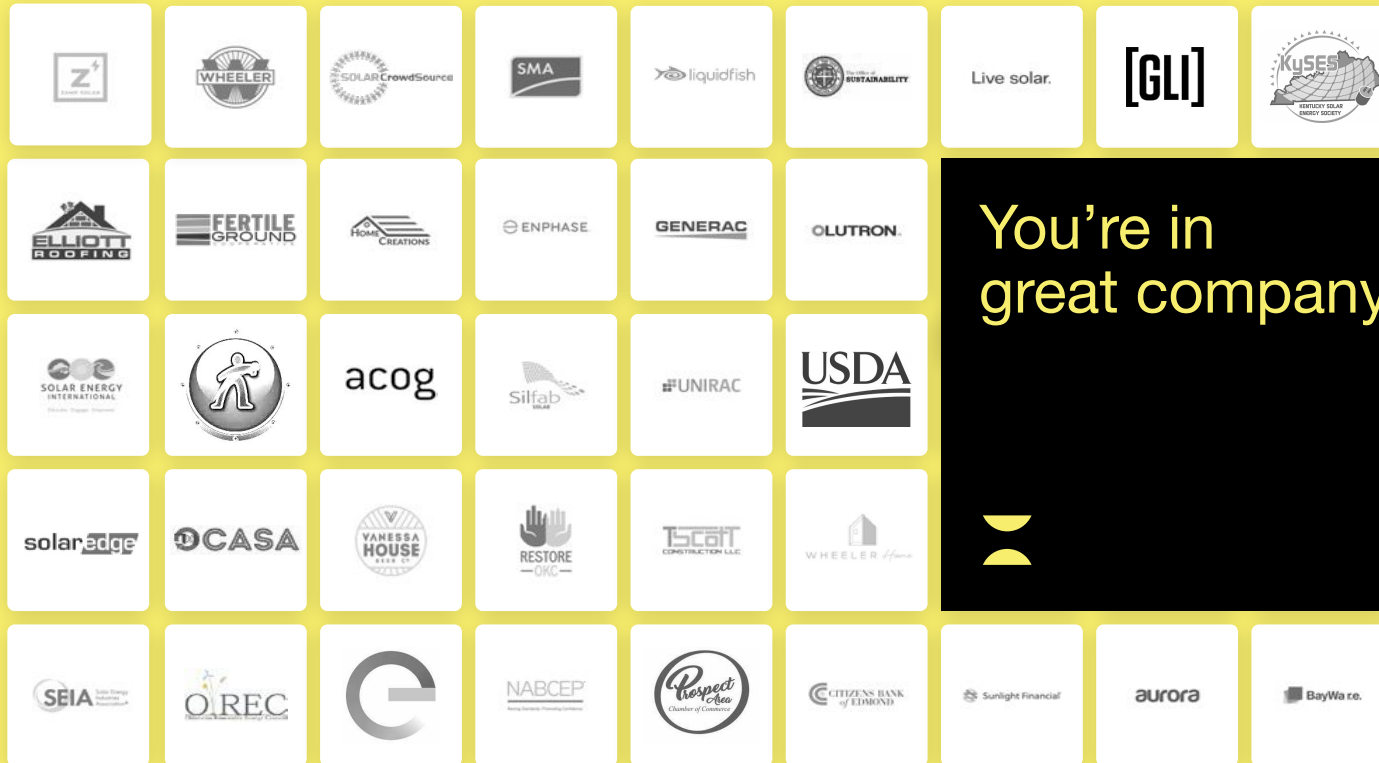


Getting Started: Commercial



Join the Movement

Forward-thinking, quality-centric brands are working together to elevate Norman through solar.



You're in
great company





For more information, please contact

EightTwenty Founder & CEO

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C: 405.412.0380

EightTwenty Energy Consultant

E: curt.roggow@EightTwenty.com

C: 580.402.1865

Item 1.

Live solar.

Live Solar.

Item 1.

**SUMMARY OF MAJOR GENERAL FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
Sales Tax	55,179,654	4,350,916	4,694,112	4,694,112	7.89%	4,434,031	5.87%
Use Tax	12,480,000	885,681	925,992	925,992	4.55%	873,634	5.99%
Franchise Taxes/Fees	7,153,746	588,503	627,954	627,954	6.70%	607,235	3.41%
Licenses and Permits	1,001,487	59,240	75,916	75,916	28.15%	65,273	16.30%
Shared (Other) Taxes	2,471,999	206,000	140,406	140,406	-31.84%	161,625	-13.13%
Fines and Forfeitures	1,173,645	97,804	111,805	111,805	14.32%	61,452	81.94%
Investment/Interest Income	193,214	16,101	41,697	41,697	158.97%	9,491	339.36%
TOTAL: General Fund (Major)	79,653,745	6,204,244	6,617,882	6,617,882	6.67%	6,212,740	6.52%

**SUMMARY OF MAJOR CAPITAL PROJECT FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
Sales Tax	17,169,150	1,353,787	1,428,643	1,428,643	5.53%	1,349,488	5.87%
Investment/Interest Income	700,000	58,333	222,049	222,049	280.65%	27,766	699.70%
TOTAL: Capital Fund (Major)	17,869,150	1,412,121	1,650,691	1,650,691	16.89%	1,377,254	19.85%

**SUMMARY OF MAJOR NORMAN FORWARD FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
Sales Tax	12,675,272	999,445	1,020,459	1,020,459	2.10%	963,920	5.87%
Use Tax	1,890,533	134,167.35	154,332	154,332	15.03%	145,606	5.99%
Investment/Interest Income	15,000	1,250	36,417	36,417	2813.33%	25,593	42.29%
TOTAL: Capital Fund (Major)	14,580,805	1,134,863	1,211,208	1,211,208	6.73%	1,135,118	6.70%

**SUMMARY OF MAJOR ROOM TAX FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
Hotel/Motel Room Tax	3,439,166	286,597	201,773	201,773	-29.60%	194,611	3.68%
Investment/Interest Income	2,500	208	2,405	2,405	1054.41%	524	359.35%
TOTAL: Room Tax Fund	3,441,666	286,806	204,178	204,178	-28.81%	195,135	4.63%

**SUMMARY OF MAJOR WESTWOOD FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
Golf Green	585,000	76,324	58,638	58,638	-23.17%	71,284	-17.74%
Golf Driving Range	145,000	18,894	12,791	12,791	-32.30%	15,392	-16.90%
Golf Carts	333,000	44,132	29,396	29,396	-33.39%	38,000	-22.64%
Swimming Pool	805,000	237,366	156,006	156,006	-34.28%	155,522	0.31%
TOTAL: Westwood Fund (Major)	1,868,000	376,716	256,831	256,831	-31.82%	280,198	-8.34%

**SUMMARY OF MAJOR WATER FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
User Fees-Residential	16,113,469	1,624,947	1,495,259	1,495,259	-7.98%	2,173,168	-31.19%
User Fees-Commercial	2,655,460	221,288	248,413	248,413	12.26%	278,011	-10.65%
User Fees-Industrial	354,731	29,561	20,871	20,871	-29.40%	21,670	-3.69%
User Fees-Institutional	983,064	81,922	73,492	73,492	-10.29%	(48,948)	-250.14%
Connection Fees	832,320	69,360	10,500	10,500	-84.86%	23,750	-55.79%
Capital Improvement Charges	1,421,791	118,483	127,885	127,885	7.94%	187,561	-31.82%
Investment/Interest Income	120,000	10,000	85,379	85,379	753.79%	27,023	215.95%
TOTAL: Water Fund (Major)	22,480,835	2,155,561	2,061,799	2,061,799	-4.35%	2,662,235	-22.55%

**SUMMARY OF MAJOR WATER RECLAMATION FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
User Fees-Residential	8,249,163	687,430	692,754	692,754	0.77%	692,316	0.06%
User Fees-Commercial	1,437,666	119,806	213,788	213,788	78.45%	155,342	37.62%
User Fees-Industrial	177,414	14,785	10,077	10,077	-31.84%	14,462	-30.32%
User Fees-Institutional	1,076,897	89,741	2,713	2,713	-96.98%	82,172	-96.70%
Capital Improvement Charges	849,216	70,768	77,245	77,245	9.15%	31,054	148.75%
Investment/Interest Income	120,000	10,000	73,913	73,913	639.13%	7,188	928.28%
TOTAL: Water Reclamation Fund (Major)	11,910,356	992,530	1,070,491	1,070,491	7.85%	982,533	8.95%

**SUMMARY OF MAJOR SEWER MAINTENANCE FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
Sewer Maintenance Fee	3,123,871	258,016	269,717	269,717	4.54%	267,820	0.71%
TOTAL: Sewer Maintenance Fund (Major)	3,123,871	258,016	269,717	269,717	4.54%	267,820	0.71%

**SUMMARY OF MAJOR NEW DEVELOPMENT EXCISE FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
WW Excise Tax (Residential)	1,100,000	87,440	19,256	19,256	-77.98%	52,998	-63.67%
WW Excise Tax (Commercial)	300,000	25,000	1,380	1,380	-94.48%	3,407	-59.50%
TOTAL: New Development Excise Fund (Major)	1,400,000	112,440	20,636	20,636	-81.65%	56,405	-63.41%

**SUMMARY OF MAJOR SANITATION FUND REVENUE SOURCES
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

MAJOR REVENUE SOURCE	TOTAL BUDGET	PROJECTED TO DATE	Current Month Collections	COLLECTED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
User Fees-Residential	8,472,890	706,074	639,857	639,857	-9.38%	632,319	1.19%
User Fees-Commercial	3,873,667	322,806	359,261	359,261	11.29%	372,915	-3.66%
User Fees-Industrial	176,198	14,683	-	-	-100.00%	-	0.00%
User Fees-Institutional	512,551	42,713	31,049	31,049	-27.31%	7,659	305.38%
User Fees-Transfer Station	631,889	52,657	130,712	130,712	148.23%	130,514	0.15%
User Fees - Recycling	1,302,696	108,558	103,182	103,182	-4.95%	101,790	1.37%
Recycled Material Sales	230,883	19,240	9,933	9,933	-48.37%	20,145	-50.69%
Investment/Interest Income	300,000	25,000	29,935	29,935	19.74%	12,739	134.98%
TOTAL: Sanitation Fund (Major)	15,500,774	1,291,731	1,303,930	1,303,930	0.94%	1,278,080	2.02%

**SUMMARY OF MAJOR FUND EXPENDITURES VS. BUDGET
VS. BUDGET, FYE 2024 - AS OF JULY 31, 2023**

FUND	TOTAL BUDGET	PROJECTED TO DATE *	Current Month Expended	EXPENDED TO DATE	% Var. From Proj To Date	Prior FY To Date	% Var. From Prior FYTD
General Fund	108,204,290	9,017,024	6,993,624	6,993,624	-22.44%	6,573,912	6.38%
Capital Fund	28,990,220	2,415,852	944,216	944,216	-60.92%	(639,859)	-247.57%
Norman Forward Fund	15,044,534	1,253,711	17,060	17,060	-98.64%	422,423	-95.96%
Westwood Fund	2,715,360	226,280	381,140	381,140	68.44%	337,038	13.08%
Water Fund	30,066,540	2,505,545	669,152	669,152	-73.29%	822,783	-18.67%
Water Reclamation Fund	19,769,907	1,647,492	392,141	392,141	-76.20%	449,804	-12.82%
Sanitation Fund	18,896,779	1,574,732	446,767	446,767	-71.63%	562,391	-20.56%
(Adjusted Budget)							

* Based on historical collection patterns (where known), or based on proportion of the fiscal year elapsed.

GENERAL FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
Beginning Fund Balance	17,897,817	17,897,817	\$ 17,046,349	
REVENUES:				
Revenue	98,217,362	98,217,362	6,807,070	
Transfers In	6,840,524	6,840,524	-	
Total Revenue	105,057,886	105,057,886	6,807,070	
EXPENDITURES:				
Salary / Benefits	69,197,181	69,197,181	5,303,124	63,894,057
Supplies / Materials	7,768,261	7,791,583	213,582	7,554,679
Services / Maintenance	15,461,692	16,029,782	1,326,285	14,703,497
Internal Services	5,225,053	5,225,053	-	5,225,053
Capital Equipment	7,867,471	7,867,471	150,633	7,716,838
Transfers Out	2,100,721	2,100,721	-	2,100,721
Employee Turnover Savings	(800,000)	(800,000)		
Supplies/Materials/Svs/Maint Savings	-	-		
Total Expenditures	106,820,379	107,411,791	6,993,624	101,194,845
Net Difference	(1,762,493)	(2,353,905)	(186,554)	
Ending Fund Balance	\$ 16,135,324	\$ 15,543,912	\$ 16,859,795	

RAINY DAY FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month
Beginning Fund Balance	\$ 4,484,630	\$ 4,484,630	\$ 4,576,870
REVENUES:			
Revenue	50,000	50,000	11,913
Transfers In	-	-	-
Total Revenue	50,000	50,000	11,913
EXPENDITURES:			
Transfers Out	-	-	-
Total Expenditures	-	-	-
Net Difference	50,000	50,000	11,913
Ending Fund Balance	\$ 4,534,630	\$ 4,534,630	\$ 4,588,783
Rainy Day Target - 4%			3,918,929

PUBLIC SAFETY SALES TAX FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
Beginning Fund Balance	\$ 2,215,026	\$ 2,215,026	\$ 7,564,900	
REVENUES:				
Revenue	15,277,678	15,277,678	1,174,791	
Transfers In	-	-	-	
Total Revenue	<u>15,277,678</u>	<u>15,277,678</u>	<u>1,174,791</u>	
EXPENDITURES:				
Salary / Benefits	10,688,556	10,688,556	849,155	9,839,401
Supplies / Materials	613,719	613,719	44,967	568,752
Services / Maintenance	372,018	372,018	7,531	364,487
Internal Services	667,931	667,931	-	667,931
Capital Equipment	2,423,714	2,423,714	1,609,502	549,658
Capital Project	-	-	-	-
Debt Service	2,381,075	2,381,075	-	2,381,075
Transfers Out	-	-	-	-
Total Expenditures	<u>17,147,013</u>	<u>17,147,013</u>	<u>2,511,155</u>	<u>14,371,304</u>
Net Difference	<u>(1,869,335)</u>	<u>(1,869,335)</u>	<u>(1,336,364)</u>	
Ending Fund Balance	<u>\$ 345,691</u>	<u>\$ 345,691</u>	<u>\$ 6,228,536</u>	

ROOM TAX FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
Beginning Fund Balance	\$ 529,926	\$ 529,926	\$ 1,013,842	
REVENUES:				
Revenue	3,441,666	3,441,666	228,922	
Transfers In	-	-	-	
Total Revenue	<u>3,441,666</u>	<u>3,441,666</u>	<u>228,922</u>	
EXPENDITURES:				
Services / Maintenance	2,784,000	2,784,000	369,667	2,414,333
Internal Services	137,667	137,667	-	137,667
Capital Projects	175,000	175,000	-	175,000
Debt Service	429,578	429,578	-	429,578
Transfers Out	-	-	-	-
Total Expenditures	<u>3,526,245</u>	<u>3,526,245</u>	<u>369,667</u>	<u>3,156,578</u>
Net Difference	<u>(84,579)</u>	<u>(84,579)</u>	<u>(140,745)</u>	
Ending Fund Balance	<u>\$ 445,347</u>	<u>\$ 445,347</u>	<u>\$ 873,097</u>	

WESTWOOD FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
Beginning Fund Balance	\$ 30,847	\$ 30,847	\$ 113,291	
REVENUES:				
Revenue	2,561,781	2,561,781	398,102	
Transfers In	204,289	204,289	-	
Total Revenue	<u>2,766,070</u>	<u>2,766,070</u>	<u>398,102</u>	
EXPENDITURES:				
Salary / Benefits	1,606,235	1,606,235	292,539	1,313,696
Supplies / Materials	612,892	612,892	20,684	592,208
Services / Maintenance	259,783	292,561	67,916	224,645
Internal Services	77,775	77,775	-	77,775
Capital Equipment	125,897	125,897	-	112,417
Capital Projects	-	-	-	-
Debt Service	-	-	-	-
Transfers Out	-	-	-	-
Employee Turnover Savings	(36,718)	(36,718)		
Supplies/Materials/Svs/Ma	(36,718)	(36,718)		
Total Expenditures	<u>2,609,146</u>	<u>2,641,924</u>	<u>381,139</u>	<u>2,320,741</u>
Net Difference	<u>156,924</u>	<u>124,146</u>	<u>16,963</u>	
Ending Fund Balance	<u>\$ 187,771</u>	<u>\$ 154,993</u>	<u>\$ 130,254</u>	

WATER FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
Beginning Fund Balance	\$ 4,694,259	\$ 4,694,259	\$ 35,271,168	
REVENUES:				
Revenue	24,902,936	24,902,936	2,179,888	
Transfers In	-	-	-	
Total Revenue	<u>24,902,936</u>	<u>24,902,936</u>	<u>2,179,888</u>	
EXPENDITURES:				
Salary / Benefits	5,069,774	5,088,774	379,270	4,709,504
Supplies / Materials	3,352,012	3,352,012	173,201	3,178,811
Services / Maintenance	3,374,667	3,355,667	89,771	3,265,896
Internal Services	401,240	401,240	-	401,240
Cost Allocation	2,187,651	2,187,651	-	2,187,651
Capital Equipment	351,175	351,175	(12,491)	349,250
Capital Projects	8,112,000	8,592,000	605	8,591,395
Debt Service	5,611,585	5,611,585	22,084	5,589,501
Transfers Out	1,126,436	1,126,436	-	1,126,436
Employee Turnover Savings	(76,047)	(76,047)		
Total Expenditures	<u>29,510,493</u>	<u>29,990,493</u>	<u>652,440</u>	<u>29,399,684</u>
Net Difference	<u>(4,607,557)</u>	<u>(5,087,557)</u>	<u>1,527,448</u>	
Ending Fund Balance	<u>\$ 86,702</u>	<u>\$ (393,298)</u>	<u>\$ 36,798,616</u>	

WATER RECLAMATION FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
Beginning Fund Balance	\$ 403,589	\$ 403,589	\$ 9,414,343	
REVENUES:				
Revenue	12,672,855	12,672,855	1,397,569	
Transfers In	-	-	-	
Total Revenue	12,672,855	12,672,855	1,397,569	
EXPENDITURES:				
Salary / Benefits	3,847,024	3,847,024	321,744	3,525,280
Supplies / Materials	745,728	745,728	25,000	720,728
Services / Maintenance	1,600,367	1,600,367	33,295	1,567,072
Internal Services	300,811	300,811	-	300,811
Cost Allocation	2,205,987	2,205,987	-	2,205,987
Capital Equipment	68,500	68,500	444	68,056
Capital Projects	1,325,000	1,325,000	-	1,325,000
Debt Service	2,257,294	2,257,294	-	2,257,294
Transfers Out	615,334	615,334	-	615,334
Employee Turnover Savings	(57,705)	(57,705)		
Total Expenditures	12,908,340	12,908,340	380,483	12,585,562
Net Difference	(235,485)	(235,485)	1,017,086	
Ending Fund Balance	\$ 168,104	\$ 168,104	\$ 10,431,429	

SEWER MAINTENANCE FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
Beginning Fund Balance	\$ 1,886,283	\$ 1,886,283	\$ 16,765,457	
REVENUES:				
Revenue	3,123,871	3,123,871	312,872	
Transfers In	-	-	-	
Total Revenue	<u>3,123,871</u>	<u>3,123,871</u>	<u>312,872</u>	
EXPENDITURES:				
Salary / Benefits	91,883	91,883	6,900	84,983
Supplies / Materials	3,082	3,082	36	3,046
Services / Maintenance	4,725	4,725	-	4,725
Internal Services	1,031	1,031	-	1,031
Cost Allocation	-	-	-	-
Capital Equipment	-	-	-	-
Capital Projects	2,800,000	2,800,000	-	2,800,000
Transfers Out	-	-	-	-
Audit Adjustments	-	-	-	-
Employee Turnover Savings	-	-	-	-
Total Expenditures	<u>2,900,721</u>	<u>2,900,721</u>	<u>6,936</u>	<u>2,893,785</u>
Net Difference	<u>223,150</u>	<u>223,150</u>	<u>305,936</u>	
Ending Fund Balance	<u>\$ 2,109,433</u>	<u>\$ 2,109,433</u>	<u>\$ 17,071,393</u>	

NEW DEVELOPMENT EXCISE FUND:**As of July 31, 2023**

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
Beginning Fund Balance	\$ 4,568,028	\$ 4,568,028	\$ 6,750,760	
REVENUES:				
Revenue	1,470,000	1,470,000	33,442	
Transfers In	-	-	-	
Total Revenue	1,470,000	1,470,000	33,442	
EXPENDITURES:				
Services / Maintenance	-	-	-	-
Capital Projects	2,000,000	2,000,000	68,520	1,931,480
Debt Service	1,903,141	1,903,141	-	1,903,141
Transfers Out	-	-	-	-
Audit Adjustments	-	-	-	-
Total Expenditures	3,903,141	3,903,141	68,520	3,834,621
Net Difference	(2,433,141)	(2,433,141)	(35,078)	
Ending Fund Balance	\$ 2,134,887	\$ 2,134,887	\$ 6,715,682	

SANITATION FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
Beginning Fund Balance	\$ 6,386,020	\$ 6,386,020	\$ 11,899,375	
REVENUES:				
Revenue	16,645,823	16,645,823	1,441,988	
Transfers In	-	-	-	
Total Revenue	<u>16,645,823</u>	<u>16,645,823</u>	<u>1,441,988</u>	
EXPENDITURES:				
Salary / Benefits	4,993,698	4,993,698	416,856	4,576,842
Supplies / Materials	1,449,065	1,449,065	1,435	1,447,630
Services / Maintenance	4,922,470	4,922,470	16,852	4,905,618
Internal Services	1,191,946	1,191,946	-	1,191,946
Cost Allocation	2,116,952	2,116,952	-	2,116,952
Capital Equipment	3,479,713	3,479,713	340	3,479,373
Capital Projects	850,000	850,000	-	850,000
Debt Service	-	-	-	-
Transfers Out	-	-	-	-
Total Expenditures	<u>19,003,844</u>	<u>19,003,844</u>	<u>435,483</u>	<u>18,568,361</u>
Net Difference	<u>(2,358,021)</u>	<u>(2,358,021)</u>	<u>1,006,505</u>	
Ending Fund Balance	<u>\$ 4,027,999</u>	<u>\$ 4,027,999</u>	<u>\$ 12,905,880</u>	

CAPITAL FUND:
As of July 31, 2023

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
	\$ 25,614,314	\$ 25,614,314	\$ 85,520,924	
REVENUES:				
Revenue	17,869,150	17,869,150	1,655,696	
Transfers In	1,391,635	1,391,635	-	
Total Revenue	19,260,785	19,260,785	1,655,696	
EXPENDITURES:				
Salary / Benefits	1,311,545	1,311,545	115,230	1,196,315
Supplies / Materials	-	-	-	-
Services / Maintenance	16,499	16,499	-	16,499
Internal Services	378	378	-	378
Capital Equipment	-	-	-	-
Capital Projects	22,514,475	22,758,080	828,986	21,929,094
Debt Service	-	-	-	-
Transfers Out	4,796,653	4,796,653	-	4,796,653
Total Expenditures	28,639,550	28,883,155	944,216	27,938,939
Net Difference	(9,378,765)	(9,622,370)	711,480	
Ending Fund Balance	\$ 16,235,549	\$ 15,991,944	\$ 86,232,404	

NORMAN FORWARD SALES TAX FUND:**As of July 31, 2023**

	Original Budget - Annual	Adjusted budget - Annual	YTD Actual - 1 Month	Unencumb Balance
	\$ 610,037	\$ 610,037	\$ 14,472,918	
REVENUES:				
Revenue	17,259,100	17,259,100	1,211,208	
Transfers In	-	-	-	
Total Revenue	17,259,100	17,259,100	1,211,208	
EXPENDITURES:				
Salary / Benefits	-	-	-	-
Supplies / Materials	-	-	-	-
Services / Maintenance	-	-	-	-
Internal Services	-	-	-	-
Capital Projects	5,042,767	5,042,767	17,060	5,025,707
Debt Service	9,598,911	9,598,911	-	9,598,911
Transfers Out	412,998	412,998	-	412,998
Total Expenditures	15,054,676	15,054,676	17,060	15,037,616
Net Difference	2,204,424	2,204,424	1,194,148	
Ending Fund Balance	\$ 2,814,461	\$ 2,814,461	\$ 15,667,066	

**SUMMARY OF MAJOR GENERAL FUND EXPENDITURES VS. BUDGET
FYE 2024 - AS OF JULY 31, 2023**

DEPARTMENT	TOTAL BUDGET	PROJECTED TO DATE *	EXPENDED TO DATE	% Var. From Proj To Date
City Council				
<i>Salaries & Benefits</i>	152,180	12,682	824	-93.51%
<i>Supplies & Materials</i>	18,111	1,509	54	-96.43%
<i>Services & Maintenance</i>	1,562,877	130,240	296,843	127.92%
<i>Internal Services</i>	26,618	2,218	-	-100.00%
<i>Capital Equipment</i>	3,900	325	-	-100.00%
Total	1,763,686	146,974	297,720	102.57%
City Manager				
<i>Salaries & Benefits</i>	1,564,082	130,340	85,014	-34.78%
<i>Supplies & Materials</i>	190,236	15,853	1,504	-90.51%
<i>Services & Maintenance</i>	1,497,355	124,780	63,411	-49.18%
<i>Internal Services</i>	94,395	7,866	-	-100.00%
<i>Capital Equipment</i>	190,490	15,874	-	-100.00%
Total	3,536,558	294,713	149,929	-49.13%
City Clerk				
<i>Salaries & Benefits</i>	598,081	49,840	39,475	-20.80%
<i>Supplies & Materials</i>	4,228	352	168	-52.27%
<i>Services & Maintenance</i>	794,977	66,248	55,290	-16.54%
<i>Internal Services</i>	161,271	13,439	-	-100.00%
<i>Capital Equipment</i>	2,000	167	-	-100.00%
Total	1,560,557	130,046	94,934	-27.00%
Municipal Court				
<i>Salaries & Benefits</i>	1,196,971	99,748	90,115	-9.66%
<i>Supplies & Materials</i>	14,693	1,224	-	-100.00%
<i>Services & Maintenance</i>	56,481	4,707	3,323	-29.41%
<i>Internal Services</i>	45,375	3,781	-	-100.00%
<i>Capital Equipment</i>	-	-	-	0.00%
Total	1,313,520	109,460	93,437	-14.64%
Legal				
<i>Salaries & Benefits</i>	1,274,521	106,210	88,503	-16.67%
<i>Supplies & Materials</i>	11,498	958	558	-41.79%
<i>Services & Maintenance</i>	282,139	23,512	2,786	-88.15%
<i>Internal Services</i>	39,210	3,268	-	-100.00%
<i>Capital Equipment</i>	5,650	471	141	-70.15%
Total	1,613,018	134,418	91,987	-31.57%

I.T.

Salaries & Benefits	2,233,213	186,101	164,749	-11.47%
Supplies & Materials	55,153	4,596	-	-100.00%
Services & Maintenance	1,717,002	143,084	344,974	141.10%
Internal Services	36,189	3,016	-	-100.00%
Capital Equipment	546,700	45,558	-	-100.00%
Total	4,588,257	382,355	509,723	33.31%

Finance

Salaries & Benefits	2,087,071	173,923	157,003	-9.73%
Supplies & Materials	25,910	2,159	804	-62.76%
Services & Maintenance	1,139,335	94,945	13,508	-85.77%
Internal Services	382,674	31,890	-	-100.00%
Capital Equipment	4,000	333	-	-100.00%
Total	3,638,990	303,249	171,316	-43.51%

Human Resources

Salaries & Benefits	988,859	82,405	48,797	-40.78%
Supplies & Materials	55,680	4,640	1,320	-71.56%
Services & Maintenance	421,883	35,157	7,471	-78.75%
Internal Services	58,064	4,839	-	-100.00%
Capital Equipment	23,450	1,954	-	-100.00%
Total	1,547,936	128,995	57,588	-55.36%

Planning

Salaries & Benefits	3,761,840	313,487	278,556	-11.14%
Supplies & Materials	48,568	4,047	427	-89.46%
Services & Maintenance	438,465	36,539	8,387	-77.05%
Internal Services	208,155	17,346	-	-100.00%
Capital Equipment	21,000	1,750	-	-100.00%
Total	4,478,028	373,169	287,370	-22.99%

Public Works

Salaries & Benefits	9,965,774	830,481	714,457	-13.97%
Supplies & Materials	5,130,754	427,563	146,697	-65.69%
Services & Maintenance	3,607,798	300,650	63,103	-79.01%
Internal Services	1,234,048	102,837	-	-100.00%
Capital Equipment	3,249,658	270,805	28,835	-89.35%
Total	23,188,032	1,932,336	953,092	-50.68%

Police

Salaries & Benefits	22,688,306	1,890,692	1,782,245	-5.74%
Supplies & Materials	1,029,868	85,822	30,934	-63.96%
Services & Maintenance	1,923,129	160,261	320,239	99.82%
Internal Services	1,512,558	126,047	-	-100.00%
Capital Equipment	590,900	49,242	67,380	36.84%
Total	27,744,761	2,312,063	2,200,798	-4.81%

Fire

Salaries & Benefits	17,468,042	1,455,670	1,448,166	-0.52%
Supplies & Materials	417,025	34,752	16,543	-52.40%
Services & Maintenance	528,348	44,029	48,632	10.45%
Internal Services	923,599	76,967	-	-100.00%
Capital Equipment	2,064,449	172,037	48,878	-71.59%
Total	21,401,463	1,783,455	1,562,219	-12.40%

Parks & Recreation**

Salaries & Benefits	5,218,241	434,853	405,220	-6.81%
Supplies & Materials	789,859	65,822	15,594	-76.31%
Services & Maintenance	2,052,493	171,041	327,007	91.19%
Internal Services	502,897	41,908	-	-100.00%
Capital Equipment	1,165,274	97,106	5,400	-94.44%
Total	9,728,764	810,730	753,221	-7.09%

General Fund

Salaries & Benefits	69,197,181	5,766,432	5,303,124	-8.03%
Supplies & Materials	7,791,583	649,299	214,603	-66.95%
Services & Maintenance	16,022,282	1,335,190	1,554,974	16.46%
Internal Services	5,225,053	435,421	-	-100.00%
Capital Equipment	7,867,471	655,623	150,633	-77.02%
Interfund Transfers	2,100,721	175,060	-	-100.00%
Total	108,204,291	9,017,024	7,223,335	-335.55%

(Adjusted Budget)

* Based on proportion of the fiscal year elapsed.

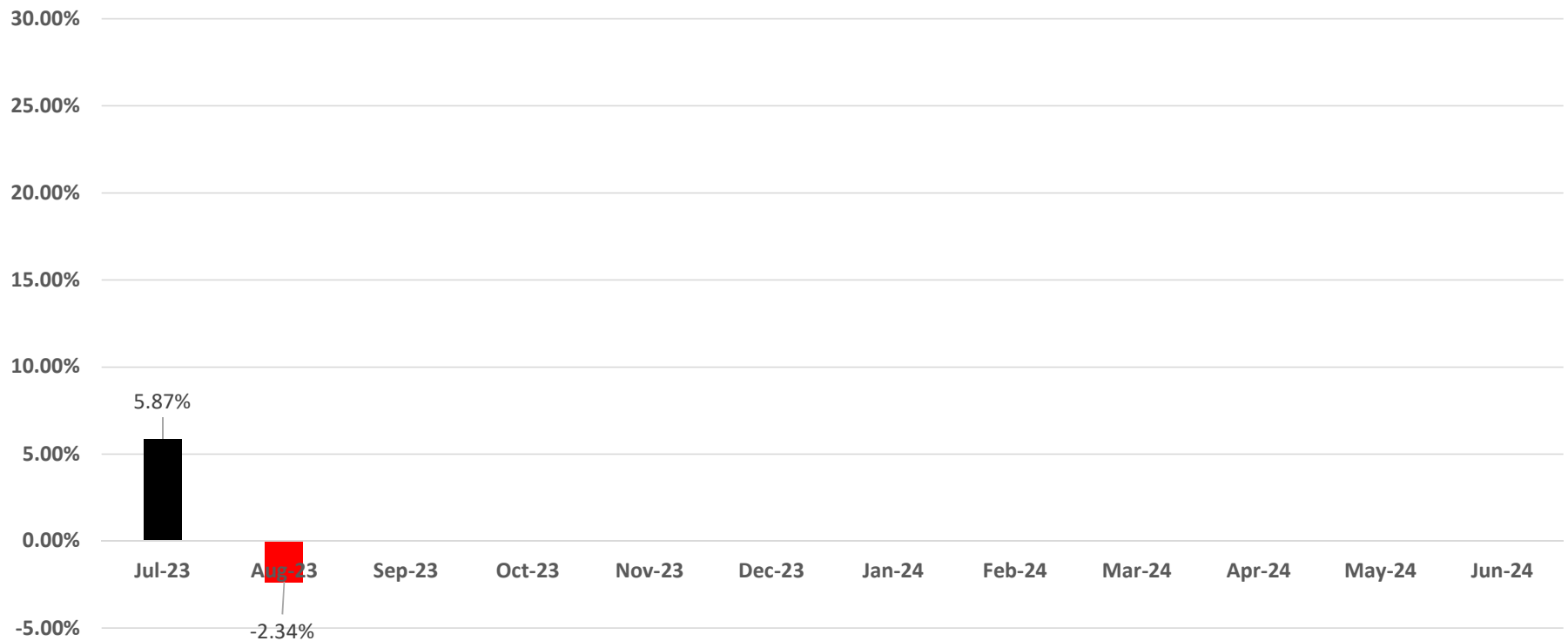
** Includes Sooner Theatre, Santa Fe Depot, Firehouse Art Center & Historical Museum

Expenses do not include encumbrances

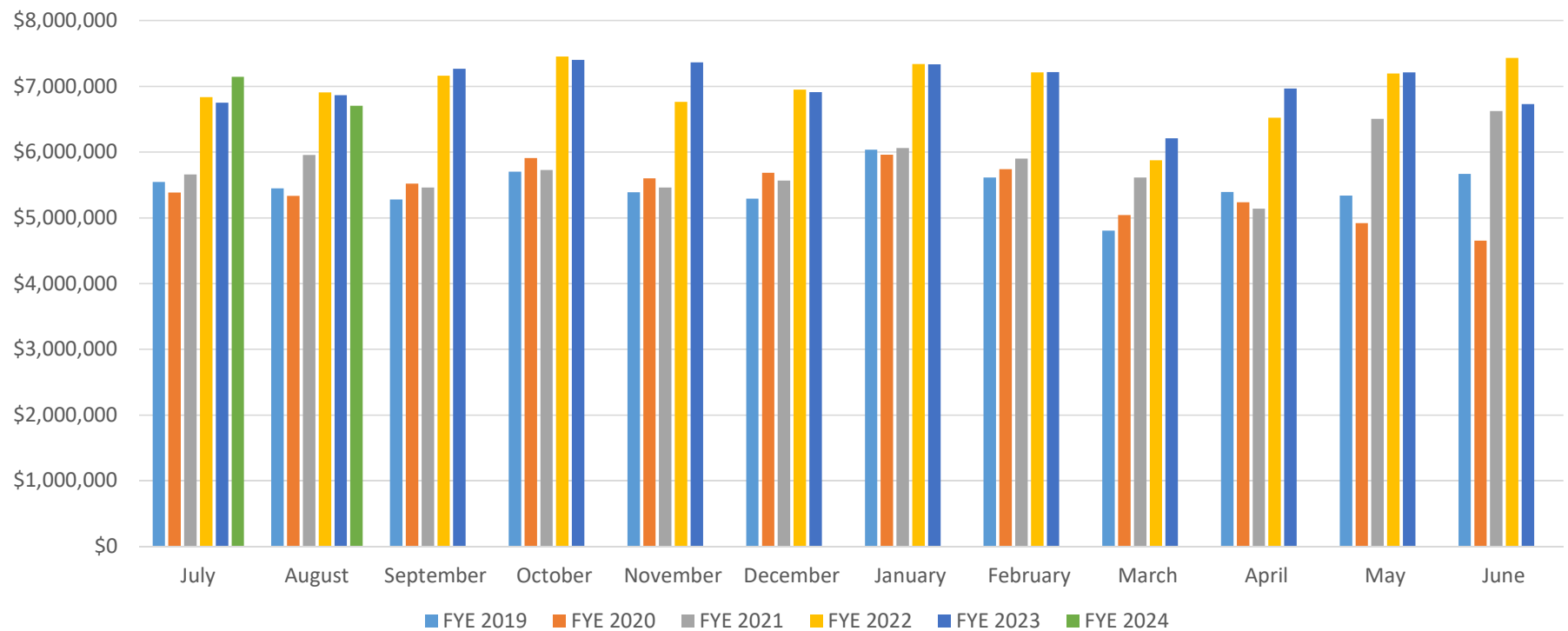
Appropriations from Fund Balance FY24

Fund	Gaining Account	Amount	Agenda Date	Item No.	Project No.	Description
Special Grants Fund						
22-29000	22440146-44009	13,225.00	7/25/2023	18		Certified Local Govt Grant for development & support of local historic programs
22-29000	22440146-44604	2,700.00	7/25/2023	18		Certified Local Govt Grant for development & support of local historic programs
22-29000	22440146-44701	1,000.00	7/25/2023	18		Certified Local Govt Grant for development & support of local historic programs
22-29000	22440146-44821	800.00	7/25/2023	18		Certified Local Govt Grant for development & support of local historic programs
22-29000	22440146-43001	500.00	7/25/2023	18		Certified Local Govt Grant for development & support of local historic programs
22-29000	22440146-44601	150.00	7/25/2023	18		Certified Local Govt Grant for development & support of local historic programs
Westwood Park Fund						
29-29000	29970133-44299	32,778.00	7/11/2023	39		Emergency leak repair at WW Family Aquatic Center
Water Fund						
31-29000	31993388-46201	480,000.00	7/25/2023	22	WA0385	design component of Water Hydraulic Modeling portion of City of Norman Master Plan
Capital Fund Balance						
50-29000	50593393-46101	150,000.00	7/25/2023	15	BP0574	Street Maintenance Bond Program-Urban Concrete Pavement-FYE2024 locations-Hall Park
50-29000	50593393-46101	88,325.00	7/25/2023	15	BP0567	Street Maintenance Bond Program-Urban Concrete Pavement-FYE2024 locations-Colonial Estates
50-29000	50593393-46101	5,280.00	7/25/2023	16	BP0571	Street Maintenance Bond Program-Urban Concrete Pavement-FYE2024 locations-Edgemere Addition

Norman Sales Tax % Change from Prior Year, Fiscal Year Ending 2024



Norman Unrestricted Sales Tax, FYE 2019-2024



City Comparison for Sales Tax collections - July 2023

City	Change from July 2022	Year-to-date % Change
Norman	5.87%	5.87%
OKC	4.43%	4.43%
Moore	-4.38%	-4.38%
Edmond	5.64%	5.64%
Midwest City	4.84%	4.84%
Tulsa	5.18%	5.18%
Lawton	0.21%	0.21%
State of OK	2.38%	2.38%

City Comparison for Sales Tax collections - January 2024

City	Change from Jan 2023	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		

City Comparison for Sales Tax collections - August 2023

City	Change from Aug 2022	Year-to-date % Change
Norman	-2.34%	1.73%
OKC	4.91%	4.67%
Moore	-1.82%	-3.11%
Edmond	-2.76%	1.34%
Midwest City	7.39%	6.12%
Tulsa	2.33%	3.74%
Lawton	6.45%	3.33%
State of OK	n/a	n/a

City Comparison for Sales Tax collections - February 2024

City	Change from Feb 2023	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		

City Comparison for Sales Tax collections - September 2023

City	Change from Sep 2022	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		

City Comparison for Sales Tax collections - March 2024

City	Change from Mar 2023	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		

City Comparison for Sales Tax collections - October 2023

City	Change from Oct 2022	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		

City Comparison for Sales Tax collections - April 2024

City	Change from Apr 2023	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		

City Comparison for Sales Tax collections - November 2023

City	Change from Nov 2022	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		

City Comparison for Sales Tax collections - May 2024

City	Change from May 2023	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		

City Comparison for Sales Tax collections - December 2023

City	Change from Dec 2022	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		

City Comparison for Sales Tax collections - June 2024

City	Change from June 2023	Year-to-date % Change
Norman		
OKC		
Moore		
Edmond		
Midwest City		
Tulsa		
Lawton		
State of OK		