

**City of Haverhill**  
Revenue Report  
Period Ending 11/30/25

**Year to Year Comparison**

| Revenue Source                               | 11/30/2023     | 11/30/2024     | 11/30/2025     | FY 25 to 26 %<br>Change | FY 25 to 26 \$<br>Change | FY 24-26 Trendline |
|----------------------------------------------|----------------|----------------|----------------|-------------------------|--------------------------|--------------------|
| Real Estate & Pers Property                  | \$ 58,911,445  | \$ 62,081,176  | \$ 65,576,055  | 5.63% ↑                 | \$ 3,494,879             |                    |
| Motor Vehcile Excise                         | \$ 1,275,909   | \$ 1,516,652   | \$ 1,225,930   | -19.17% ↓               | \$ (290,722)             |                    |
| Meals Excise                                 | \$ 329,591     | \$ 342,160     | \$ 332,983     | -2.68% ↓                | \$ (9,177)               |                    |
| Hotel/ Room Excise                           | \$ 95,288      | \$ 94,694      | \$ 100,560     | 6.19% ↑                 | \$ 5,866                 |                    |
| Boat & Other Excise                          | \$ 6,099       | \$ 5,482       | \$ 4,582       | -16.43% ↓               | \$ (900)                 |                    |
| Cannabis Excise                              | \$ 278,220     | \$ 308,446     | \$ 340,227     | 10.30% ↑                | \$ 31,781                |                    |
| Waste Disposal Facility Program              | \$ 1,174,419   | \$ 1,313,743   | \$ 987,171     | -24.86% ↓               | \$ (326,572)             |                    |
| PILOT                                        | \$ 18,917      | \$ 243,793     | \$ 30,764      | -87.38% ↓               | \$ (213,029)             |                    |
| Penalties & Interest                         | \$ 340,602     | \$ 292,404     | \$ 294,104     | 0.58% ↑                 | \$ 1,700                 |                    |
| Fees                                         | \$ 344,064     | \$ 453,812     | \$ 416,724     | -8.17% ↓                | \$ (37,088)              |                    |
| Rentals                                      | \$ 124,428     | \$ 100,551     | \$ 93,630      | -6.88% ↓                | \$ (6,921)               |                    |
| Departmental Revenue                         | \$ 454,792     | \$ 474,715     | \$ 198,650     | -58.15% ↓               | \$ (276,065)             |                    |
| License & Permits                            | \$ 1,362,418   | \$ 1,680,486   | \$ 1,226,525   | -27.01% ↓               | \$ (453,961)             |                    |
| Fines & Forefits                             | \$ 349,133     | \$ 288,850     | \$ 283,880     | -1.72% ↓                | \$ (4,970)               |                    |
| Investments                                  | \$ 899,423     | \$ 1,451,215   | \$ 1,607,009   | 10.74% ↑                | \$ 155,794               |                    |
| Medicaid Reimbursement                       | \$ 243,063     | \$ 253,345     | \$ 271,389     | 7.12% ↑                 | \$ 18,044                |                    |
| *Misc Revenue                                | \$ 92,762      | \$ 87,446      | \$ 10,330      | -88.19% ↓               | \$ (77,116)              |                    |
| Comm of MA Cherry Sheet                      | \$ 40,286,760  | \$ 42,522,031  | \$ 36,036,740  | -15.25% ↓               | \$ (6,485,291)           |                    |
| Wastewater Enterprise Fund                   | \$ 5,578,694   | \$ 8,850,481   | \$ 6,083,290   | -31.27% ↓               | \$ (2,767,191)           |                    |
| Water Enterprise Fund                        | \$ 4,638,298   | \$ 7,677,619   | \$ 6,138,578   | -20.05% ↓               | \$ (1,539,041)           |                    |
| Other GF Rev - Trnsf From Sp Rev & Free Cash |                |                |                | →                       | \$ -                     |                    |
| Total                                        | \$ 116,804,325 | \$ 130,039,101 | \$ 121,259,119 | -6.75% ↓                | \$ (8,779,982)           |                    |
| Total without Enterprise Funds               | \$ 106,587,333 | \$ 113,511,001 | \$ 109,037,252 | -3.94% ↓                | \$ (4,473,749)           |                    |
|                                              |                |                | -3.94%         |                         |                          |                    |

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**Collections as a Percent of Budget**

| Revenue Source                               | FY 26 Estimated Revenue | FY 26 Actual Revenue Collections | \$ Surplus / (Deficit)  | YTD Benchmark | Actual Revenue Benchmark                                                                           |
|----------------------------------------------|-------------------------|----------------------------------|-------------------------|---------------|----------------------------------------------------------------------------------------------------|
| Real Estate & Pers Property                  | \$ 140,323,000          | \$ 65,576,055                    | \$ (74,746,945)         | 50%           |  46.7%          |
| Motor Vehcile Excise                         | \$ 8,391,880            | \$ 1,225,930                     | \$ (7,165,950)          | 17%           |  14.6%          |
| Meals Excise                                 | \$ 1,259,948            | \$ 332,983                       | \$ (926,965)            | 25%           |  26.4%          |
| Hotel / Room Excise                          | \$ 309,000              | \$ 100,560                       | \$ (208,440)            | 25%           |  32.5%          |
| Boat & Other Excise                          | \$ 9,476                | \$ 4,582                         | \$ (4,894)              | 42%           |  48.3%          |
| Cannabis Excise                              | \$ 1,133,040            | \$ 340,227                       | \$ (792,813)            | 25%           |  30.0%          |
| Waste Disposal Facility Program              | \$ 2,740,175            | \$ 987,171                       | \$ (1,753,004)          | 42%           |  36.0%          |
| PILOT                                        | \$ 274,189              | \$ 30,764                        | \$ (243,425)            | 17%           |  11.2%          |
| Penalties & Interest                         | \$ 742,361              | \$ 294,104                       | \$ (448,257)            | 42%           |  39.6%          |
| Fees                                         | \$ 962,671              | \$ 416,724                       | \$ (545,947)            | 42%           |  43.3%          |
| Rentals                                      | \$ 198,450              | \$ 93,630                        | \$ (104,820)            | 42%           |  47.2%          |
| Departmental Revenue                         | \$ 658,253              | \$ 198,650                       | \$ (459,603)            | 42%           |  30.2%          |
| License & Permits                            | \$ 2,522,301            | \$ 1,226,525                     | \$ (1,295,776)          | 42%           |  48.6%          |
| Fines & Forefits                             | \$ 628,275              | \$ 283,880                       | \$ (344,395)            | 42%           |  45.2%          |
| Investments                                  | \$ 1,976,990            | \$ 1,607,009                     | \$ (369,981)            | 42%           |  81.3%          |
| Medicaid Reimbursement                       | \$ 735,000              | \$ 271,389                       | \$ (463,611)            | 42%           |  36.9%         |
| *Misc Revenue                                |                         | \$ 10,330                        | \$ 10,330               | 42%           | 100.0%                                                                                             |
| Comm of MA Cherry Sheet                      | \$ 108,005,748          | \$ 36,036,740                    | \$ (71,969,008)         | 42%           |  33.4%        |
| Wastewater Enterprise Fund                   | \$ 16,809,453           | \$ 6,083,290                     | \$ (10,726,163)         | 42%           |  36.2%        |
| Water Enterprise Fund                        | \$ 14,146,881           | \$ 6,138,578                     | \$ (8,008,303)          | 42%           |  43.4%        |
| Other GF Rev - Trnsf From Sp Rev & Free Cash | \$ 6,250,867            | \$ -                             | \$ (6,250,867)          | 0%            |  0.0%         |
| <b>Total</b>                                 | <b>\$ 308,077,958</b>   | <b>\$ 121,259,119</b>            | <b>\$ (186,818,839)</b> | <b>44%</b>    |  <b>39.4%</b> |
| <i>Estimated General Fund Revenue</i>        | <i>\$ 277,121,624</i>   | <i>\$ 109,037,252</i>            | <i>\$ (168,084,372)</i> | <i>44%</i>    |  <i>39.3%</i> |
| <i>Estimated Local Receipts</i>              | <i>\$ 22,542,009</i>    | <i>\$ 7,424,457</i>              | <i>\$ (15,117,552)</i>  | <i>30%</i>    |  <i>32.9%</i> |