

**City of Haverhill**  
Revenue Report  
Period Ending 2/28/25

**Year to Year Comparison**

| Revenue Source                               | 2/28/2023      | 2/29/2024      | 2/28/2025      | FY 24 to 25 %<br>Change | FY 24 to 25 \$<br>Change | FY 23-25 Trendline |
|----------------------------------------------|----------------|----------------|----------------|-------------------------|--------------------------|--------------------|
| Real Estate & Pers Property                  | \$ 88,789,403  | \$ 91,554,620  | \$ 97,682,172  | 6.69% ↑                 | \$ 6,127,552             |                    |
| Motor Vehcile Excise                         | \$ 1,667,664   | \$ 2,237,139   | \$ 2,048,927   | -8.41% ↓                | \$ (188,212)             |                    |
| Meals Excise                                 | \$ 653,634     | \$ 653,664     | \$ 656,596     | 0.45% ↑                 | \$ 2,932                 |                    |
| Hotel/ Room Excise                           | \$ 226,985     | \$ 202,385     | \$ 198,128     | -2.10% ↓                | \$ (4,257)               |                    |
| Boat & Other Excise                          | \$ 2,256       | \$ 9,371       | \$ 7,108       | -24.15% ↓               | \$ (2,263)               |                    |
| Cannabis Excise                              | \$ 550,379     | \$ 567,650     | \$ 582,077     | 2.54% ↑                 | \$ 14,427                |                    |
| Waste Disposal Facility Program              | \$ 1,743,686   | \$ 2,254,280   | \$ 1,650,196   | -26.80% ↓               | \$ (604,084)             |                    |
| PILOT                                        | \$ 16,348      | \$ 21,525      | \$ 254,943     | 1084.40% ↑              | \$ 233,418               |                    |
| Penalties & Interest                         | \$ 375,719     | \$ 509,658     | \$ 438,498     | -13.96% ↓               | \$ (71,160)              |                    |
| Fees                                         | \$ 591,685     | \$ 569,785     | \$ 617,443     | 8.36% ↑                 | \$ 47,658                |                    |
| Rentals                                      | \$ 127,783     | \$ 132,476     | \$ 144,840     | 9.33% ↑                 | \$ 12,364                |                    |
| Departmental Revenue                         | \$ 383,390     | \$ 587,926     | \$ 780,128     | 32.69% ↑                | \$ 192,202               |                    |
| License & Permits                            | \$ 1,656,517   | \$ 1,941,909   | \$ 2,173,010   | 11.90% ↑                | \$ 231,101               |                    |
| Fines & Forefits                             | \$ 529,395     | \$ 499,364     | \$ 386,083     | -22.68% ↓               | \$ (113,281)             |                    |
| Investments                                  | \$ 732,055     | \$ 1,505,698   | \$ 2,358,401   | 56.63% ↑                | \$ 852,703               |                    |
| Medicaid Reimbursement                       | \$ 388,591     | \$ 456,946     | \$ 502,458     | 9.96% ↑                 | \$ 45,512                |                    |
| *Misc Revenue                                | \$ 136,489     | \$ 102,647     | \$ 228,541     | 122.65% ↑               | \$ 125,894               |                    |
| Comm of MA Cherry Sheet                      | \$ 56,547,215  | \$ 64,281,113  | \$ 67,728,671  | 5.36% ↑                 | \$ 3,447,558             |                    |
| Wastewater Enterprise Fund                   | \$ 9,095,496   | \$ 9,484,576   | \$ 10,679,866  | 12.60% ↑                | \$ 1,195,290             |                    |
| Water Enterprise Fund                        | \$ 7,053,595   | \$ 7,845,261   | \$ 9,317,246   | 18.76% ↑                | \$ 1,471,985             |                    |
| Other GF Rev - Trnsf From Sp Rev & Free Cash | \$ 1,208,915   |                | \$ 990,257     | #DIV/0!                 | \$ 990,257               |                    |
| Total                                        | \$ 172,477,200 | \$ 185,417,993 | \$ 199,425,588 | 7.55%                   | \$ 14,007,595            |                    |
| Total without Enterprise Funds               | \$ 156,328,109 | \$ 168,088,156 | \$ 179,428,477 | 6.75%                   | \$ 11,340,321            |                    |
|                                              |                |                | 6.75%          |                         |                          |                    |

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**Collections as a Percent of Budget**

| Revenue Source                               | FY 25 Estimated Revenue | FY 25 Actual Revenue Collections | \$ Surplus / (Deficit) | YTD Benchmark | Actual Revenue Benchmark                                                                           |
|----------------------------------------------|-------------------------|----------------------------------|------------------------|---------------|----------------------------------------------------------------------------------------------------|
| Real Estate & Pers Property                  | \$ 132,886,756          | \$ 97,682,172                    | \$ (35,204,584)        | 75%           |  73.5%          |
| Motor Vehcile Excise                         | \$ 8,108,097            | \$ 2,048,927                     | \$ (6,059,170)         | 25%           |  25.3%          |
| Meals Excise                                 | \$ 1,199,950            | \$ 656,596                       | \$ (543,354)           | 50%           |  54.7%          |
| Hotel/ Room Excise                           | \$ 300,000              | \$ 198,128                       | \$ (101,872)           | 50%           |  66.0%          |
| Boat & Other Excise                          | \$ 9,200                | \$ 7,108                         | \$ (2,092)             | 75%           |  77.3%          |
| Cannabis Excise                              | \$ 1,089,462            | \$ 582,077                       | \$ (507,385)           | 50%           |  53.4%          |
| Waste Disposal Facility Program              | \$ 2,660,364            | \$ 1,650,196                     | \$ (1,010,168)         | 67%           |  62.0%          |
| PILOT                                        | \$ 274,189              | \$ 254,943                       | \$ (19,246)            | 100%          |  93.0%          |
| Penalties & Interest                         | \$ 730,115              | \$ 438,498                       | \$ (291,617)           | 67%           |  60.1%          |
| Fees                                         | \$ 911,940              | \$ 617,443                       | \$ (294,497)           | 67%           |  67.7%          |
| Rentals                                      | \$ 189,000              | \$ 144,840                       | \$ (44,160)            | 67%           |  76.6%          |
| Departmental Revenue                         | \$ 651,200              | \$ 780,128                       | \$ 128,928             | 67%           |  119.8%         |
| License & Permits                            | \$ 2,374,375            | \$ 2,173,010                     | \$ (201,365)           | 67%           |  91.5%          |
| Fines & Forefits                             | \$ 700,000              | \$ 386,083                       | \$ (313,917)           | 67%           |  55.2%          |
| Investments                                  | \$ 800,000              | \$ 2,358,401                     | \$ 1,558,401           | 67%           |  294.8%         |
| Medicaid Reimbursement                       | \$ 700,000              | \$ 502,458                       | \$ (197,542)           | 67%           |  71.8%          |
| *Misc Revenue                                |                         | \$ 228,541                       | \$ 228,541             | 67%           |  0.0%          |
| Comm of MA Cherry Sheet                      | \$ 102,220,308          | \$ 67,728,671                    | \$ (34,491,637)        | 67%           |  66.3%        |
| Wastewater Enterprise Fund                   | \$ 16,198,734           | \$ 10,679,866                    | \$ (5,518,868)         | 67%           |  65.9%        |
| Water Enterprise Fund                        | \$ 14,343,546           | \$ 9,317,246                     | \$ (5,026,300)         | 67%           |  65.0%        |
| Other GF Rev - Trnsf From Sp Rev & Free Cash | \$ 6,575,592            | \$ 990,257                       | \$ (5,585,335)         | 17%           |  15.1%        |
| <b>Total</b>                                 | <b>\$ 292,922,828</b>   | <b>\$ 199,425,588</b>            | <b>\$ (93,497,240)</b> | <b>68%</b>    |  <b>68.1%</b> |
| <i>Estimated General Fund Revenue</i>        | <i>\$ 262,380,548</i>   | <i>\$ 179,428,477</i>            | <i>\$ (82,952,071)</i> | <i>68%</i>    |  <i>68.4%</i> |
| <i>Estimated Local Receipts</i>              | <i>\$ 20,697,892</i>    | <i>\$ 13,027,377</i>             | <i>\$ (7,670,515)</i>  | <i>49%</i>    |  <i>62.9%</i> |