

# City of Haverhill

## Revenue Report

Period Ending 4/30/25

### Year to Year Comparison

| Revenue Source                               | 4/30/2023      | 4/30/2024      | 4/30/2025      | FY 24 to 25 %<br>Change | FY 24 to 25 \$<br>Change | FY 23-25 Trendline |
|----------------------------------------------|----------------|----------------|----------------|-------------------------|--------------------------|--------------------|
| Real Estate & Pers Property                  | \$ 112,734,853 | \$ 116,616,164 | \$ 125,715,091 | 7.80% ↑                 | \$ 9,098,927             |                    |
| Motor Vehcile Excise                         | \$ 6,701,307   | \$ 7,182,230   | \$ 7,985,372   | 11.18% ↑                | \$ 803,142               |                    |
| Meals Excise                                 | \$ 963,489     | \$ 953,481     | \$ 988,106     | 3.63% ↑                 | \$ 34,625                |                    |
| Hotel/ Room Excise                           | \$ 284,234     | \$ 259,001     | \$ 255,225     | -1.46% ↓                | \$ (3,776)               |                    |
| Boat & Other Excise                          | \$ 3,873       | \$ 10,491      | \$ 7,689       | -26.71% ↓               | \$ (2,802)               |                    |
| Cannabis Excise                              | \$ 831,554     | \$ 867,603     | \$ 883,629     | 1.85% ↑                 | \$ 16,026                |                    |
| Waste Disposal Facility Program              | \$ 2,251,493   | \$ 2,508,978   | \$ 2,583,599   | 2.97% ↑                 | \$ 74,621                |                    |
| PILOT                                        | \$ 16,348      | \$ 21,525      | \$ 35,798      | 66.31% ↑                | \$ 14,273                |                    |
| Penalties & Interest                         | \$ 494,313     | \$ 693,419     | \$ 549,692     | -20.73% ↓               | \$ (143,727)             |                    |
| Fees                                         | \$ 785,327     | \$ 773,699     | \$ 776,342     | 0.34% ↑                 | \$ 2,643                 |                    |
| Rentals                                      | \$ 179,883     | \$ 137,840     | \$ 150,256     | 9.01% ↑                 | \$ 12,416                |                    |
| Departmental Revenue                         | \$ 510,158     | \$ 644,574     | \$ 632,906     | -1.81% ↓                | \$ (11,668)              |                    |
| License & Permits                            | \$ 2,055,811   | \$ 2,332,311   | \$ 2,627,417   | 12.65% ↑                | \$ 295,106               |                    |
| Fines & Forefits                             | \$ 679,223     | \$ 653,032     | \$ 537,030     | -17.76% ↓               | \$ (116,002)             |                    |
| Investments                                  | \$ 978,777     | \$ 2,451,745   | \$ 2,549,124   | 3.97% ↑                 | \$ 97,379                |                    |
| Medicaid Reimbursement                       | \$ 543,615     | \$ 569,135     | \$ 639,454     | 12.36% ↑                | \$ 70,319                |                    |
| *Misc Revenue                                | \$ 154,607     | \$ 87,841      | \$ 235,380     | 167.96% ↑               | \$ 147,539               |                    |
| Comm of MA Cherry Sheet                      | \$ 72,961,897  | \$ 80,358,800  | \$ 85,185,277  | 6.01% ↑                 | \$ 4,826,477             |                    |
| Wastewater Enterprise Fund                   | \$ 11,260,420  | \$ 11,883,784  | \$ 13,108,082  | 10.30% ↑                | \$ 1,224,298             |                    |
| Water Enterprise Fund                        | \$ 8,511,508   | \$ 9,755,326   | \$ 11,202,255  | 14.83% ↑                | \$ 1,446,929             |                    |
| Other GF Rev - Trnsf From Sp Rev & Free Cash | \$ 1,208,915   | \$ 6,193,120   | \$ 990,257     | -84.01% ↓               | \$ (5,202,863)           |                    |
| Total                                        | \$ 224,111,605 | \$ 244,954,099 | \$ 257,637,980 | 5.18% ↑                 | \$ 12,683,881            |                    |
| Total without Enterprise Funds               | \$ 204,339,677 | \$ 223,314,989 | \$ 233,327,644 | 4.48% ↑                 | \$ 10,012,655            |                    |
|                                              |                |                | 4.48%          |                         |                          |                    |

# City of Haverhill

## Revenue Report

Period Ending 4/30/25

### 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          | \$ 125,715,091                   | \$ (7,171,665)         | 94%           |  94.6%           |
| Motor Vehcile Excise                         | \$ 8,108,097            | \$ 7,985,372                     | \$ (122,725)           | 95%           |  98.5%           |
| Meals Excise                                 | \$ 1,199,950            | \$ 988,106                       | \$ (211,844)           | 75%           |  82.3%           |
| Hotel/ Room Excise                           | \$ 300,000              | \$ 255,225                       | \$ (44,775)            | 75%           |  85.1%           |
| Boat & Other Excise                          | \$ 9,200                | \$ 7,689                         | \$ (1,511)             | 75%           |  83.6%           |
| Cannabis Excise                              | \$ 1,089,462            | \$ 883,629                       | \$ (205,833)           | 75%           |  81.1%           |
| Waste Disposal Facility Program              | \$ 2,660,364            | \$ 2,583,599                     | \$ (76,765)            | 83%           |  97.1%           |
| PILOT                                        | \$ 274,189              | \$ 35,798                        | \$ (238,391)           | 100%          |  13.1%           |
| Penalties & Interest                         | \$ 730,115              | \$ 549,692                       | \$ (180,423)           | 83%           |  75.3%           |
| Fees                                         | \$ 911,940              | \$ 776,342                       | \$ (135,598)           | 83%           |  85.1%           |
| Rentals                                      | \$ 189,000              | \$ 150,256                       | \$ (38,744)            | 83%           |  79.5%           |
| Departmental Revenue                         | \$ 651,200              | \$ 632,906                       | \$ (18,294)            | 83%           |  97.2%           |
| License & Permits                            | \$ 2,374,375            | \$ 2,627,417                     | \$ 253,042             | 83%           |  110.7%          |
| Fines & Forefits                             | \$ 700,000              | \$ 537,030                       | \$ (162,970)           | 83%           |  76.7%           |
| Investments                                  | \$ 800,000              | \$ 2,549,124                     | \$ 1,749,124           | 83%           |  318.6%          |
| Medicaid Reimbursement                       | \$ 700,000              | \$ 639,454                       | \$ (60,546)            | 100%          |  91.4%           |
| *Misc Revenue                                |                         | \$ 235,380                       | \$ 235,380             | 100%          |  0.0%           |
| Comm of MA Cherry Sheet                      | \$ 101,967,266          | \$ 85,185,277                    | \$ (16,781,989)        | 83%           |  83.5%         |
| Wastewater Enterprise Fund                   | \$ 16,198,734           | \$ 13,108,082                    | \$ (3,090,652)         | 83%           |  80.9%         |
| Water Enterprise Fund                        | \$ 14,343,546           | \$ 11,202,255                    | \$ (3,141,291)         | 83%           |  78.1%         |
| Other GF Rev - Trnsf From Sp Rev & Free Cash | \$ 6,290,257            | \$ 990,257                       | \$ (5,300,000)         | 17%           |  15.7%         |
| <b>Total</b>                                 | <b>\$ 292,384,451</b>   | <b>\$ 257,637,980</b>            | <b>\$ (34,746,471)</b> | <b>87%</b>    |  <b>88.1%</b>  |
| <i>Estimated General Fund Revenue</i>        | <i>\$ 261,842,171</i>   | <i>\$ 233,327,644</i>            | <i>\$ (28,514,527)</i> | <i>87%</i>    |  <i>89.1%</i>  |
| <i>Estimated Local Receipts</i>              | <i>\$ 20,697,892</i>    | <i>\$ 21,437,018</i>             | <i>\$ 739,126</i>      | <i>88%</i>    |  <i>103.6%</i> |