

CITY OF COLONIAL HEIGHTS  
FIVE-YEAR REVENUE PROJECTIONS  
AND SENSITIVITY ANALYSIS

**FY21 Revenue Loss Assumptions**

	<b>Moderate</b>	<b>Difficult</b>	<b>Severe</b>	<b>Notes</b>
Real Estate	-2%	-4%	-6%	Based on 2018-19 Sales ratios, collection impact only
Sales Tax	-10%	-15%	-20%	20%, 30%, 40% declines, Recovery in January 2021
Meals Tax	-10%	-20%	-30%	20%, 40%, 60% decline, Recovery in January 2021
BPOL	-23%	-30%	-38%	2020 Gross receipts. 30%, 40%, 50% for 3/4 of year.
Personal Property	-2%	-5%	-10%	Based on 1/20 & 1/21 values, collections & reduced value impact
Lodging Tax	-20%	-30%	-38%	40%, 60%, 75% decline, Recovery in January 2021

**Revenue Growth Assumptions**

	<b>FY22</b>			<b>FY23 and beyond</b>		
	<b>Moderate</b>	<b>Difficult</b>	<b>Severe</b>	<b>Moderate</b>	<b>Difficult</b>	<b>Severe</b>
Real Estate	1.5%	2.0%	2.5%	3.00%	1.90%	0.60%
Sales Tax	9.5%	11.5%	13.0%	2.00%	1.20%	0.74%
Meals Tax	9.3%	11.1%	15.0%	3.40%	2.86%	1.61%
BPOL	14.7%	20.4%	23.9%	3.20%	1.90%	0.96%
Personal Property	0.3%	0.0%	-0.5%	2.20%	0.90%	0.30%
Lodging Tax	19.4%	23.9%	31.7%	4.10%	2.87%	1.48%
Pre-recession Growth Expectations	<b>FY22</b> 2.3%	<b>FY23</b> 3.1%	<b>FY24</b> 1.8%	<b>FY25</b> 2.5%		

**5 YEAR PROJECTIONS**

	FY21 Budget	<b>FY21 Projections</b>			<b>FY22</b>		
		<b>Moderate</b>	<b>Difficult</b>	<b>Severe</b>	<b>Moderate</b>	<b>Difficult</b>	<b>Severe</b>
Real Estate	20,919,203	20,500,819	20,082,435	19,664,051	20,808,331	20,484,084	20,155,652
Sales Tax	8,061,260	7,255,134	6,852,071	6,449,008	7,944,372	7,640,059	7,287,379
Meals Tax	7,285,359	6,556,823	5,828,287	5,099,751	7,166,608	6,475,227	5,864,714
BPOL	3,179,917	2,464,436	2,225,942	1,987,448	2,826,708	2,680,034	2,462,448
Personal Property	3,050,246	2,989,241	2,897,734	2,745,221	2,998,209	2,897,734	2,731,495
Lodging Tax	1,279,296	1,023,437	895,507	799,560	1,221,984	1,109,533	1,053,021
<b>Total</b>	<b>43,775,281</b>	<b>40,789,890</b>	<b>38,781,976</b>	<b>36,745,039</b>	<b>42,966,211</b>	<b>41,286,671</b>	<b>39,554,708</b>

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**5 YEAR PROJECTIONS (Cont.)**

	FY23			FY24		
	Moderate	Difficult	Severe	Moderate	Difficult	Severe
Real Estate	21,744,706	21,067,880	20,704,767	22,397,047	21,876,065	21,206,172
Sales Tax	8,103,259	7,731,740	7,450,359	8,265,324	7,824,521	7,673,350
Meals Tax	7,410,272	6,660,418	6,152,564	7,662,221	6,850,906	6,558,461
BPOL	2,917,163	2,730,955	2,534,050	3,010,512	2,782,843	2,632,767
Personal Property	3,064,169	2,923,814	2,756,152	3,131,581	2,950,128	2,789,375
Lodging Tax	1,272,085	1,141,377	1,100,470	1,324,241	1,174,134	1,167,078
Total	44,511,655	42,256,184	40,698,363	45,790,927	43,458,597	42,027,204

	FY25		
	Moderate	Difficult	Severe
Real Estate	23,404,915	23,140,770	21,979,962
Sales Tax	8,430,631	7,918,415	7,903,014
Meals Tax	7,922,737	7,046,842	6,991,136
BPOL	3,106,848	2,835,717	2,735,331
Personal Property	3,200,476	2,976,679	2,822,999
Lodging Tax	1,378,534	1,207,832	1,237,718
Total	47,444,141	45,126,255	43,670,161