

**CITIZENS' ADVISORY BUDGET COMMITTEE (CABC)**

**Meeting Minutes**

Meeting Date: May 3, 2022                      Time: 6:30PM                      Location: AMC Aurora Room with Teams virtual option  
 Next Meeting: June 7, 2022                      Time: 6:30PM                      Location: To be confirmed

**MISSION STATEMENT:** *The mission of the Citizens' Advisory Budget Committee (CABC) is to study all phases of the budget of the City of Aurora and to make recommendations to City Council in regard to any and all budget matters.*

*The CABC accomplishes the mission by examining and evaluating needs and priorities as they relate to the budget and by making recommendations for action to the City Council.*

**ATTENDANCE**

<b>Name</b>		<b>Name</b>		<b>Name</b>		<b>Name</b>
Mustafa Abdullah	A	Max Gimelshteyn	P	Michael Senich	P	<b>COA Staff</b>
Candice Bailey	A	Debra Johnson	P	JulieMarie Shepherd Macklin	P	Gregg Hays
Sunny Banka	P	Danielle Lammon	P <sup>+</sup>	Janet Marlow	E	Bob Oliva
Tikneshia L. Beauford	P <sup>+</sup>	Jim Mattson	P	Katrice Traylor	P	<b>Guests</b>
Andris Berzins	P	Omar Montgomery	E	Michael Westerberg	E	Dustin Zvonek
Marsha Berzins	P	George Peck	P	Katrina Zerilli	P	
Reno Carollo	E	David Rich	P			
Gretchen Dirks	P <sup>+</sup>	Jonathan Scott	P			

Key: P=Present; P<sup>+</sup> Present after roll call; E=Excused; A=Absent; R=Resigned; \*New Member

**HANDOUTS**

**(Emailed to committee)**

April Meeting Minutes *(Sent April 26, 2022, via email)*  
 May Meeting Agenda *(Sent April 26, 2022, via email)*

## MEETING MINUTES

1. Call to Order	Chair Jono Scott called the meeting to order at 6:32pm	
2. Roll Call/ Establishment of Quorum	<p>Roll call was taken by Secretary JulieMarie Shepherd Macklin and a quorum was established with 13 members present (11 in person and 2 virtually).</p> <p>Chair Scott introduced guest and former CABC member, Council Member Dustin Zvonek. CM Zvonek provided an overview of his efforts to explore road maintenance issues. This topic will be an upcoming Council presentation on the 16<sup>th</sup>.</p>	
3. Approval of May Agenda	<p>Chair Scott entertained a motion to approve the May agenda as presented.</p> <ul style="list-style-type: none"> <li>• Danielle Lammon moved to approve the agenda as presented. The motion carried unanimously.</li> </ul>	<p>Motion Carried Yes: 15 No: 0 Abstain: 0</p>
4. Guest Speaker	<p>Chair Scott welcomed Bob Oliva, Senior Economic Development Manager for the City for a presentation on retail in Aurora.</p> <ul style="list-style-type: none"> <li>• How do tenants select sites? <ul style="list-style-type: none"> <li>○ Tenant Site Selection Team: real estate committee, home office team, field staff, and outside help</li> </ul> </li> <li>• How do landlords find tenants? <ul style="list-style-type: none"> <li>○ Leasing teams have to identify potential locations</li> </ul> </li> <li>• Broker's role <ul style="list-style-type: none"> <li>○ Bridge the gap between landlords and tenants. They're an integral part of the process and the city meets with them on a regular basis</li> </ul> </li> <li>• City's involvement <ul style="list-style-type: none"> <li>○ Constant communication with retail landlords and tenants</li> <li>○ Attend conventions</li> <li>○ Assist incubation of retail (work with SBDC)</li> <li>○ Focus on sales tax retention and growth</li> </ul> </li> <li>• Retailer restrictions and exclusives <ul style="list-style-type: none"> <li>○ Example – there is a ten mile radius around Park Meadows – this is why there can't be a Nordstrom in Southlands. Southlands has a five mile radius restriction.</li> </ul> </li> </ul>	

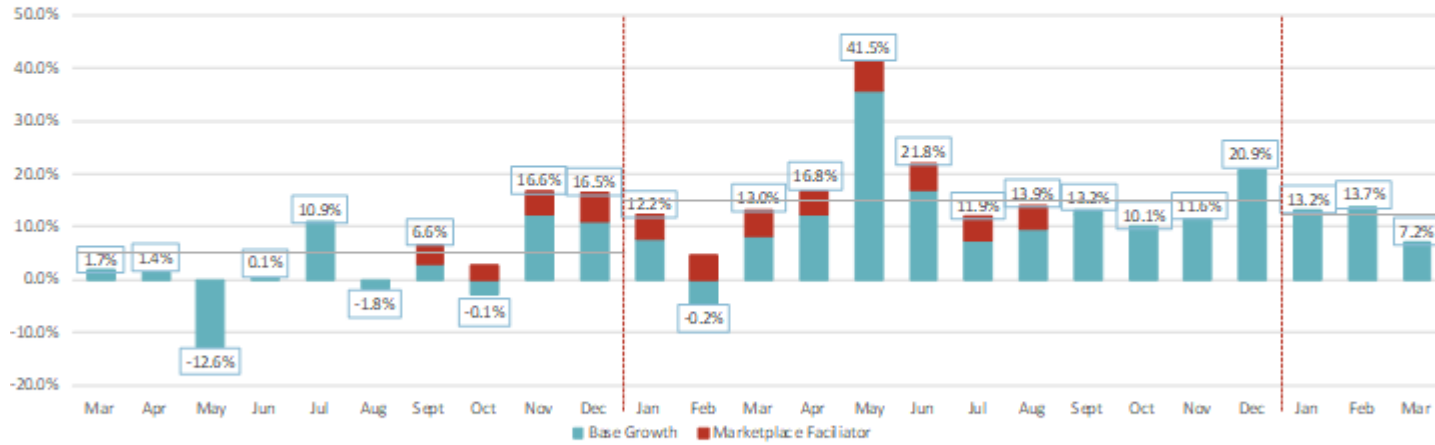
	<ul style="list-style-type: none"> <li>• Dave Rich moved to extend our meeting time until 9pm (as allowed in bylaws) to support additional discussion and questions from the floor. The motion carried unanimously.</li> </ul>	<p>Motion Carried Yes: 15 No: 0 Abstain: 0</p>
5. Approval of April Minutes	<p>Chair Scott introduced the April minutes.</p> <ul style="list-style-type: none"> <li>• With no changes brought forward from the floor, the April minutes stand approved as presented.</li> </ul>	<p>Motion Carried Yes: 15 No: 0 Abstain: 0</p>
6. Revenue and Budget Updates	<p>Greg provided the monthly budget update:</p> <ul style="list-style-type: none"> <li>• March sales tax 7.2% (this is down slightly and below inflation)</li> <li>• Similar trends as to strong and weak performers (telecom/cellular, beer/wine/liquor, department stores)</li> <li>• Question from the floor: is the fact that we're below inflation an indication of anything? <ul style="list-style-type: none"> <li>○ Response: hard to assess – think of it as a “basket of goods.”</li> </ul> </li> </ul>	

# March 2022 Sales Tax Performance



## Percent Change from Prior Year By Month

March YTD Variance to Budget: \$8.2M (14.3%)  
2021: \$6.9M (11.7%)



**2020**  
5.3%

**2021**  
15.3%

**2022**  
11.7%

# March 2022 Sales Tax Performance



2022												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Monthly Sales Tax	29,967,263	18,575,070	16,874,776									
Increase (\$)	3,496,907	2,239,154	1,130,484									
Increase (%)	13.2%	13.7%	7.2%									
YoY Inflation	7.5%	7.9%	8.5%									

2021												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Monthly Sales Tax	26,470,356	16,335,916	15,744,292	21,803,394	18,994,248	19,105,339	24,284,022	19,619,225	20,002,933	22,520,104	19,665,387	21,948,396
Increase (\$)	2,879,135	(39,049)	1,812,207	3,130,042	5,569,566	3,415,214	2,584,338	2,389,143	2,338,188	2,062,637	2,043,950	4,527,809
Increase (%)	12.2%	-0.2%	13.0%	16.8%	41.5%	21.8%	11.9%	13.9%	13.2%	10.1%	11.6%	26.0%
YoY Inflation	1.4%	1.7%	2.6%	4.2%	5.0%	5.4%	5.4%	5.3%	5.4%	6.2%	6.8%	7.0%

2020												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Monthly Sales Tax	23,591,222	16,374,965	13,932,085	18,673,352	13,424,681	15,690,126	21,699,684	17,230,082	17,664,745	20,457,466	17,621,437	17,420,587
Increase (\$)	2,329,680	1,993,374	237,150	261,822	(1,942,622)	11,550	2,132,639	(316,295)	1,094,676	(25,201)	2,510,726	2,465,610
Increase (%)	11.0%	13.9%	1.7%	1.4%	-12.6%	0.1%	10.9%	-1.8%	6.6%	-0.1%	16.6%	16.5%
YoY Inflation	2.5%	2.3%	1.5%	0.3%	0.1%	0.6%	1.0%	1.3%	1.4%	1.2%	1.2%	1.4%

7. Housekeeping

Chair Scott outlined the upcoming meeting dates.

8. Meeting  
Adjourned

With no further business, Chair Scott adjourned the meeting at 8:54pm.