



## City Council Weekly Information Packet

Friday, December 18, 2020

Includes the following documents/information:

- 1) State and Federal Update & Grant Opportunities
- 2) Tax Revenue Statistical Report - November 2020
- 3) FY21 General Fund Local Sales Tax Update
- 4) Tempe Tourism November 2020 President's Report
- 5) Community Services Department Update
- 6) Municipal Utilities Department Update

# MEMORANDUM



TO: Mayor and City Council  
THROUGH: Andrew Ching, City Manager  
FROM: Marge Zylla, Government Relations Officer  
DATE: December 18, 2020  
SUBJECT: State and Federal Update & Grant Opportunities

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Below are summaries of recent actions and announcements at the state and federal level:

- USCM Federal Update
- NLC Federal Update
- Update on Federal COVID Relief
- Equality Act Letter to Congress Update
- Governor Executive Orders
- Maricopa County Tempe November COVID-19 Data Report
- AMWUA Vetting Forums

Please let me know if there are follow-up questions for Tempe's federal lobbyist. Also, please let me know if Tempe staff members are pursuing federal grants so we can arrange for letters of support from our Congressional delegation.

## **USCM Federal Update**

*Via US Conference of Mayors Staff, 12/18/20*

[Conference President Fischer Issues Statement on No Funding For Cities, "Alarmed, Perplexed, and Livid"](#)

Conference President Louisville Mayor Greg Fischer yesterday charged that as the virus rages, Congress has abandoned American cities. He expressed that "the abdication of will to find a bipartisan solution" will have "damaging consequences" for our citizens' health and our economic recovery.

[Click here for Mayor Fischer's statement.](#)

As we end this week, no deal on the stimulus bill has been revealed, but public statements from members of both the House of Representatives and the Senate indicate that there is no money in this bill for state, county, or city governments.

We will continue to remind people that the need for emergency fiscal assistance is not going away and even with the vaccination announcements and the initial process of vaccination beginning, it will be months before the economy of state and local governments even begin to recover.

Whatever Congress does, we have listened to President-elect Joe Biden and we will be respectfully requesting of him to support emergency fiscal assistance once he is sworn in. That is next month. We were hoping Congress, after all the work we did validating our need, would come through, but they haven't. It is downright shameful. We are not relenting. We will be back. We have no choice.

Thank you to all the mayors, especially our campaign co-chairs, Conference Vice President Dayton Mayor Nan Whaley and Arlington, TX Mayor Jeff Williams, for advocating for emergency assistance for all cities. And to all the other mayors throughout the nation, it was a herculean effort, the strongest and most active of any advocacy campaign in recent years. Thank you.

## **NLC Federal Update**

*Via National League of Cities Staff, 12/18/20*

Congressional negotiators continue to work to strike a deal on a COVID-19 relief package. Yesterday, Senate Majority Leader Mitch McConnell (R-Ky.) said the negotiations are close to wrapping up. But key issues remain.

Last night, [The Washington Post](#) reported, "Democratic lawmakers, meanwhile, are seeking to include funding for the Federal Emergency Management Agency to give to states and cities in emergencies. Republicans are wary that such a measure could amount to a form of aid for states and cities and have pushed back against it."

### **Here is what is at stake:**

As the pandemic continues to worsen across the country, cities, towns, and villages have spent most, if not all, of their rainy-day funds to provide essential local government services to their residents. Local governments use rainy-day funds to help communities recover after a disaster. These funds enable local governments to meet the 25 percent cost share for FEMA's Public Assistance Grant Program that is required by the Robert T. Stafford Disaster Relief and Emergency Assistance Act (42 U.S.C. 5121-5207). The long-term economic devastation caused by COVID-19 has made it almost impossible for local governments – especially small cities, towns, and villages with populations below 50,000 – to meet the 25 percent cost share required by FEMA. Cities, towns, and villages that are not able to cover the 25 percent match may be at risk of losing all FEMA Public Assistance to cover essential expenditures like personal protective equipment (PPE) for their first responders and other government employees.

The statute that President Trump invoked (Section 501(b) of the Robert T. Stafford Disaster Relief and Emergency Assistance Act) to declare a national emergency for COVID-19 acknowledges that “... the primary responsibility for response rests with the United States because... the United States exercises exclusive or preeminent responsibility and authority.”

To help local governments offset the costs associated with emergency response to the coronavirus pandemic, we urge Congress to adjust the FEMA cost-share for all COVID-19 related Emergency and Major Disaster declarations to 100 percent Federal in the next relief package. Adjusting the cost share to 100 percent Federal would ensure local governments – that are eligible to receive federal disaster aid – get full reimbursement for their expenses associated with the pandemic. Congress also must clarify that qualified assistance under the Stafford Act for purposes of COVID-19 related disasters includes costs associated with procuring PPE and supplies for local government personnel who work in public schools, public transit, sanitation, public utilities, courthouses, and other government buildings and services.

Adjustment to the cost share requirement is not a bailout of cities, but rather it is an important fix to help communities of all sizes keep their residents safe and provide essential services during the coronavirus pandemic.

*Via National League of Cities Staff, 12/17/20*

As you have undoubtedly seen, this has been and continues to be a busy week in Washington. With Congress negotiating a stimulus bill and President-elect Biden and Vice President-elect Harris continuing to roll out their cabinet and senior staff nominees, including two former mayors, Washington is packing a lot into the final weeks of 2020.

NLC continues to amplify the voices of cities, towns and villages through our Leading Together agenda and [this week, we sent our 2021 Transition Memo to the Biden-Harris Transition Team outlining local government priorities](#). The Federal Advocacy Team is also working directly with Agency Review Teams to discuss even more granular policy priorities within each federal agency. These documents reflect the shared values articulated in the Leading Together platform to help grow and strengthen the intergovernmental partnership between cities, towns, and villages, the White House and federal agencies in the first 100 days of the next administration. NLC's tweet can be found here:

<https://twitter.com/leagueofcities/status/1338855090116026371?s=20>

*Via National League of Cities Staff, 12/15/20*

### **Aid Bills Released; State and Local Hangs In The Balance**

It finally happened. The bipartisan group of senators and House members released their long-awaited legislative text. The overall package is \$908 billion, which is comprised of two bills.

The first bill contains less contentious items—unemployment insurance, the Paycheck Protection Program, and money for food assistance. These along with other items are considered the less controversial proposals that could be passed immediately. The total for this section is \$748 billion.

Senator Lisa Murkowski (R-Alaska) said of the \$748 billion package “what we've been able to do is to give to leadership as they're moving through in these final days a ready-made, negotiated product. You haven't seen anybody else step forward. We've got your gift. Take it.”



In a separate standalone bill, the bipartisan group proposed \$160 billion for state, local, and tribal governments. However, the bad news is that this money is tied inextricably to liability protection. And at this moment, liability protection is the key sticking point separating the two parties.

On liability protection, Senator John Cornyn drafted the initial bill that Senators Dick Durbin (D-Ill.) and Rob Portman (R-Ohio) used as the opening gambit for negotiations. However, at the press conference, Portman said about liability protection, “We didn't get there, but we got awfully close.”

Senator Durbin, the principal negotiator for Democrats in the Senate on the liability issue, said, “All I can say is fundamental to this conversation is fairness, fairness to the business, which is making a good faith effort to protect customers and workers and fairness to the victim who without a day in court, if they're wrong or hurt, cannot get compensation. That's what it's all about.”

We didn't get there on liability was a theme repeated by numerous senators during the press conference.

At a press conference that lasted approximately one hour to introduce the bills, Joe Manchin (D-W. Va.) indicated that he is the only Democrat who signed on to the liability protection portion. He said he did it in an effort to be bipartisan and to advance the cause.

Worryingly, Durbin, the number two Democrat in the Senate, said in a gaggle after the press conference that he would support a vote on a bill without state and local aid, according to *Bloomberg*.

Senator Mitt Romney (R-Utah) railed against cities and states during the press conference and setup the dichotomy that state and local aid and liability protection need to move together. “When I talked to my Republican colleagues, I think the majority in the Senate among Republicans feel we should not provide any state and local monies,” Romney said. “Why is that? Well, because the numbers are all over the map as to how bad things are at states and localities.” He added, “Some States have rainy day funds and are telling us they don't need more money. Others are saying they need much more than we could possibly imagine sending to them....The same time Republicans are saying we're willing to give on that if you'll give on providing liability protection. So, the doctors and hospitals, schools, universities, small businesses, big businesses don't get sued because people got COVID. And so that's the trade-off providing funding for states and localities about \$160 billion.”

Even business interests that rallied around the cause of liability protection are willing to throw that protection aside in order to get a deal—any deal. The U.S. Chamber of Commerce today in a press release said, “If, however, there is insufficient support, which appears to be the case, for including liability protection and state aid, Congress must pass the remainder of pandemic relief package developed by the bipartisan working group.”

The bipartisan group raved about their achievements in achieving a \$748 billion agreement that includes many things that will help residents for cities but will not help cities directly.

Manchin, one of the leaders of the group, said in his closing plea while tapping his hand on the \$748 billion bill, “help is on the way; it's here. There's not a reason why our leadership should not take this up immediately and pass it.”

A summary of the \$748 billion bill is attached. Summary of liability protection section is below:

- Establishes a nationwide gross negligence standard for COVID-19 exposure, medical malpractice, and workplace testing claims.
- Allows plaintiffs to file suit in state court.
- Defendants have the option to remove to federal court.
- Allows attorney general to investigate and bring civil actions addressing pattern or practice of sending meritless demand letters.
- Provides that employers are not subject to liability under federal employment law in COVID-19 exposure cases or change in working condition related to COVID-19 if the employer was trying to conform to public health standards and guidance. Protects public accommodations that take measures to protect against COVID-19.
- Ensures that employer's decision PPE, COVID-19 policies, procedures or training workplace testing, or financial assistance to independent contractors is not create evidence of an employer-employee relationship.
- Protections apply to claims arising from injuries that occur from December 2019 through one year after enactment or the end of the COVID-19 public health emergency.

### **Update on Federal COVID Relief**

*Via Van Scoyoc Associates, 12/16/20*

Update on the current state of play on Phase 4 COVID relief bill and the annual appropriations legislation:

We have heard that a final agreement could be reached today on a \$1.4 trillion FY 2021 appropriations package that will include funding for all federal departments and agencies through September 30, 2021. As a reminder, the current continuing resolution (CR) to keep the federal government funded runs through this Friday, December 18, 2020. With a deadline this close, Congress may need to pass another short-term CR to extend funding through early next week, so the final bill can be passed and signed into law.

Regarding a COVID package, House/Senate Republican and Democratic leaders have continued to meet in a last-ditch effort to finalize another COVID relief bill. They appear to have a tentative agreement that will be closer to \$900 billion, and will include another round of direct payments for economic assistance for individuals. Unfortunately, funding for state and local funding and the liability protection will not be included in the final agreement. Democrats are continuing to push for the inclusion of up to \$160 billion for state/local governments, but it is increasingly unlikely to be in the final legislation.

*Via Van Scoyoc Associates, 12/11/20*

We wanted to reach out before the end of the day just to share an update on the current COVID and appropriations negotiations. Over the past week we have seen a series of developments and mixed reports (even from contacts participating in the negotiations) related to progress on a COVID-19 economic aid package, as well as the Fiscal Year 2021 appropriations bills before federal funding expires today, December 11<sup>th</sup>.

Negotiations have slowed a bit on a potential omnibus appropriations deal, but they continue to exchange offers and counteroffers on the major outstanding issues. With time ticking, the House voted 343-67 to pass a continuing resolution to extend the December 11<sup>th</sup> deadline for federal funding through December 18<sup>th</sup>. The Senate cleared the extension today by voice vote. This package also includes the health extenders that were included in the last CR but only extends them through December 18<sup>th</sup>. Congressional negotiators hope to use the extra seven days to reach a deal on both the Phase 4 bill and the FY21 appropriations bill or bills. For a number of reasons, leaders might divide the 12 appropriations bills into two or more separate packages, and attach a COVID bill to one of them. Staffers participating in discussions on the potential omnibus have reported that the COVID negotiations are near enough to completion that they have been told to slow down their appropriations work so as not to close off the potential vehicle on which the relief package could be attached.

Regarding a possible COVID bill, the negotiations among a small group of rank-and-file senators and representatives to turn their \$908 billion framework into an actual bill with full details stalled following last week's progress. I think you know, but the group is now calling itself the "Gang of 908" after the price tag of the framework. The main challenges of the COVID negotiations continue to be the demand by Democrats to include sizable funding for state and local governments, and the demand by Republicans to include liability protections for businesses, schools, and other institutions.

On Thursday, with the clock ticking, Speaker Pelosi stated that she is open to accepting a smaller Phase 4 bill because the country is "1000 hours" away from a Joe Biden presidency. She believes a scaled back version would only be a first step. To many, this is a sign Democratic leaders may reluctantly accept Leader McConnell's offer to set aside liability and state and local funding. Those concerns were reinforced Thursday evening when Senator Mitt Romney (R-UT), a member of the 908 Gang, stated that the group may need to resolve state/local and liability issues next year. Although, another Gang of 908 member, Senator Chris Coons (D-DE), is not prepared to remove the two remaining items.

While there has not been a breakthrough, no one has walked away from the table and discussions continue in good faith. In addition, our sources on the Appropriations Committee have signaled they are close to resolving the liability protection issue. Whether the liability fix will allow state and local funding to fall into place, and whether the package can get the necessary votes in each chamber, remains to be seen.

### **Equality Act Letter to Congress Update**

As noted in last week's memo, municipal leaders across the county have signed onto a letter urging members of Congress to pass federal nondiscrimination legislation. In addition to Mayor Woods, Vice Mayor Keating and Councilmembers Adams, Arredondo-Savage, Garlid, Kuby, and Navarro, have signed onto the letter. This effort is part of the overall campaign to pass the Equality Act, a bill providing comprehensive protections for the LGBTQ community in employment, housing, health care and public spaces. The text of the letter is attached.

### **Governor Executive Orders**

The Governor has issued a number of Executive Orders this year. They can be found at [this link](#). No Executive Orders were issued this week.

### **AMWUA Vetting Forums**

A 12/14/20 update from Arizona Municipal Water Users Association (AMWUA) staff regarding ongoing collaborative conversations with policymakers is below. Councilmember Doreen Garlid represents Tempe on the AMWUA Board. AMWUA blog posts are available at [this link](#).

The 2021 legislative session is set to begin next month, when State Legislators will take hundreds of bills into consideration to address Statewide priorities such as the COVID-19 pandemic, economic stimulus, education, transportation, and other topics that impact Arizona, including water.

When it comes to water, legislation can often be complicated and contentious, requiring significant time to understand the various technicalities and stakeholder perspectives. Finding this time can be very difficult for lawmakers during an active legislative session when they are under pressure to deal with a wide array of priorities in only a few short months. A more preferable and effective way to reach successful water legislation is for stakeholders and Legislators to engage before starting a legislative session so questions can be answered and details hammered out. [The remainder of the update can be found at [this link](#).]

## **Maricopa County Tempe November COVID-19 Data Report**

*Via Maricopa County staff, 11/24/20*

Attached is the November Data Report created by Maricopa County Public Health for Tempe, provided in both English and Spanish. This document will be included on the County website.

As a reminder, the Maricopa County Public Health School Re-Opening Dashboard is updated regularly. With this tool, you are able to search by school district, city or zip code. To access the dashboard, please click [here](#).

The County now has a dedicated vaccine webpage with the most up-to-date information on the COVID-19 vaccination, to view the page click [here](#).



THE UNITED STATES  
CONFERENCE OF MAYORS

December 16, 2020

United States Congress

The undersigned organizations representing local governments and our elected leaders appreciate the significant efforts of Congress to attach a bipartisan emergency relief package related to COVID-19 to the FY2021 appropriations legislation. **Our top policy priority remains local budget relief for cities and counties to partially offset revenue losses and unbudgeted emergency expenditures that local governments have made and continue to make for the health and safety of our communities.**

Apart from that priority, the undersigned organizations urge you to include the following technical changes in the final COVID-19 emergency aid package:

1. **Adjust FEMA cost-share upwards**

To help local governments offset the costs associated with the current national emergency response to this ongoing pandemic, Congress should include key provisions within H.R. 8266, the FEMA Assistance Relief Act of 2020, including adjusting the FEMA cost-share for all COVID-19 related Emergency and Major Disaster declarations to 100 percent. Additionally, Congress should include provisions within H.R. 8266 that would adjust the FEMA cost-share for all emergencies and major disaster declared in 2020 to not less than 90 percent federal and 10 percent non-federal, as well as a vital provision that would clarify that FEMA – under COVID-19 declarations – should continue to reimburse for certain expenses including personal protective equipment (PPE) for public schools, public transit, public utilities, courthouses and other government buildings and services.

2. **Enhanced Flexibility for Coronavirus Relief Funds (CRF)**

States and localities need more flexibility to use already appropriated CRF funding than is provided by the CARES Act. Amending CARES Act language to enhance flexibility for CRF by making “replacement of lost revenue” an eligible expenditure would meaningfully aid state, county, and municipal governments. We recommend CARES Act language be revised to read: *Title VI, Sec 601 (d):(1) are necessary expenditures or lost revenue incurred due to the public health emergency with respect to the Coronavirus Disease 2019 (COVID–19).*

3. **Deadline Extension for Coronavirus Relief Funds (CRF)**

States and localities are facing an imminent deadline to spend down all Coronavirus Relief Funds or return the balance to the U.S. Treasury. Early regulatory uncertainty created a challenging environment for state and local governments to confidently make eligible expenditures or payments

to smaller jurisdictions. We recommend the spending deadline for CARES Act Coronavirus Relief Funds be extended to December 31, 2021 to allow local governments to continue to wisely invest in their communities by supporting small businesses and protecting vulnerable residents.

Sincerely,



Clarence E. Anthony  
CEO and Executive Director  
National League of Cities



Tom Cochran  
CEO Executive Director  
The United States Conference of Mayors



Matt Chase  
CEO and Executive Director  
National Association of Counties

# Emergency Coronavirus Relief Act of 2020

## Section by Section Summary

December 14, 2020

Total: \$748 Billion

### *Title I: Emergency Assistance for American Workers and Small Businesses*

#### **Subtitle A: Paycheck Protection Program & Small Business Support**

- \$300 billion to Small Business Administration
- Funding to allow to allow the hardest-hit small businesses to receive a second forgivable Paycheck Protection Program (PPP) loan.
  - Eligibility would be limited to small businesses with 300 or fewer employees that have sustained a 30 percent revenue loss in any quarter of 2020.
  - Small 501(c)(6) organizations that are not lobbying organizations and that have 150 employees or fewer, such as local chambers of commerce, economic development organizations, and tourism offices, would become eligible for PPP.
  - Forgivable expenses are expanded to include supplier costs and investments in facility modifications and personal protective equipment to operate safely.
  - Business expenses paid for with the proceeds of PPP loans are tax deductible, consistent with Congressional intent in the CARES Act.
  - Loan forgiveness process is simplified for borrowers with PPP loans of \$150,000 or less.
  - Set-asides are included to ensure that smaller borrowers and underserved communities get the help they need, such as: for small businesses with 10 or fewer employees; for loans made by small community lenders, including Community Development Financial Institutions (CDFIs), credit unions, small community banks, Minority Depository Institutions (MDIs), and farm service lenders; and for the Minority Business Development Agency.
- Funding for independent live venue operators, including eligible independent movie theatres and museums, affected by COVID-19 stay-at-home orders.
- Extension of Section 1112 of the CARES Act, which provides payment of principal, interest, and associated fees on qualifying Small Business Administration (SBA) 7(a), 504 and microloans.
- Funding for SBA loan products to increase guarantees on SBA 7(a) loans and reduce fees on 7(a) and 504 loans; provide loan subsidies for 7(a) loans; and provide Economic Injury Disaster Loan grant advances.
- Includes re-purposing of \$138 billion in unspent allocations to be reinvested in the PPP program

#### **Subtitle B: Unemployment Assistance**

- Extension of all pandemic unemployment insurance programs by 16 weeks, including PUA and PEUC, from their expiration at the end of December
- Ensure beneficiaries of Railroad Retirement Board received the same benefits as other workers
- Federal supplemental unemployment insurance benefits expanded by \$300 per week for 16 weeks, from the end of December into April 2021
- \$1 billion for state systems for technology modernization and fraud prevention
- Small administrative adjustments, e.g. to certification requirements and overpayment standards

## *Title II: Emergency Assistance to Support the Health and Safety of Americans*

### **Vaccine Development & Distribution**

- \$3.42B for direct grants for states, localities, and territories
  - Allows states to use funds for tracking systems and data modernization
  - Directing the Secretary to take into account geographical areas with high percentage of cross jurisdictional workers for future vaccine allocations
- \$2.58B for CDC vaccine distribution and infrastructure
  - \$129 million for tribes, tribal organizations, urban Indian health organizations, or health service providers to tribes
  - Contingency/Discretionary fund to be utilized by Secretary to send additional aid to states to assist with vaccine distribution
    - Allows states to use USPS registry to help track vaccine distribution

### **Testing and Tracing**

- \$7 billion in direct grants for states, localities territories, and tribes
  - \$3.5 billion to states, localities, and territories
  - \$2.32 billion to hot spots
  - \$827.5 million to be used at the Secretary's discretion to states
    - Includes authorization for grants to Federally Qualified Health Centers, Rural Health Clinics, school-based health clinics, schools, academic medical centers, colleges and universities, research labs, veterinary labs, nonprofits, Indian tribes, local governments, and other entities
  - \$350 million to tribes, tribal organizations, urban Indian health organizations, or health service providers to tribes
- \$2 billion for nursing homes, long term care, HCBS, and assisted living facilities
  - Includes \$200 million for nursing home strike teams
- \$300 million for Health Workforce programs, including the National Health Service Corps and Nurse Corps, to support loan repayment to recruit clinicians for underserved areas
- \$700 million to the Secretary for additional research, procurement and medical supply needs, including:
  - To make purchases of personal protective equipment and other medical supplies as needed to address the COVID-19 pandemic
  - Fund research at the National Institutes of Health, including studying Post-Acute-Covid-19 syndrome and other long-term health outcomes in COVID-19 survivors
  - Develop, purchase, distribute and otherwise ensure the timely delivery of a safe and effective COVID-19 vaccine to the American public



### **Supporting Health Care Providers**

- \$35 billion to the Provider Relief Fund (PRF)
  - \$7 billion for rural providers and \$1 billion for tribes, tribal organizations, urban Indian health organizations, and health service providers to tribes
- Fix to PRF reporting guidelines clarifying lost revenue calculations, including clarification that PRF can be used for staffing
- Allows health systems to move targeted Provider Relief Fund distributions within their system
- Includes a directive to HHS to consider appropriate distribution of funds, including for health providers who were under-represented in previous allocations, or are at risk of imminent closure

### **Other Health Provisions**

- Authorizes states, tribes and territories to enter into interstate compacts or agreements, for the purposes of procuring COVID-19 tests and supplies for such tests
- Extends telehealth flexibility through December 31, 2021

### **Addiction and Mental Health**

- \$3.15B to SAMHSA programs for the Substance Abuse Prevention and Treatment Block Grant, the Community Mental Health Services Block Grant, tribal programs, emergency relief, and peer recovery programs
- \$1.3B to the State Opioid Response (SOR) Grants
- \$150M to the Certified Community Behavioral Health Centers (CCBHCs) Program
- Expanding access to Medication-Assisted Treatment (MAT): Limited extension of associated CMS and DEA telehealth waivers and eliminate the requirement that requires practitioners to apply for a waiver through the DEA in order to prescribe buprenorphine for substance use disorder treatment to the end of the Public Health Emergency or to December 31, 2021, with appropriate state oversight and study to be conducted on buprenorphine diversion

<p style="text-align: center;"><b><i>Title III: Emergency Assistance for a Strong Economic Recovery</i></b></p>
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### **Subtitle A - Transportation Funding**

- Extension of the Payroll Support Program (PSP) through March 31, 2021. As in the CARES Act, funds will go directly to frontline aviation workers' wages, salaries, and benefits. Workers and taxpayers are protected through measures including prohibitions on stock buybacks and dividends, and limitations on executive compensation.
- Funding for Airports, including set asides for airport concessionaires, Essential Air Service (EAS), and Small Community Air Service Development Program (SCASDP) through March 31, 2021
- Funding to support the motorcoach and bus industry as well as others, including passenger ferries and school buses, similar to the *Coronavirus Economic Relief for Transportation Services (CERTS) Act of 2020*
- Funding to support public transit systems across the country that will be used to prevent furloughs, meet operating needs, and keep systems running
- Funding to allow Amtrak to continue to provide existing service and prevent additional furloughs through March 31, 2021.

### **Subtitle B - Child Care Stabilization Grants**

- Appropriates \$10 billion for a new Child Care Stabilization Fund grants program at the Department of Health and Human Services to provide grants for child care providers.
- Grants would be available to child care providers that are currently open or temporarily closed due to COVID-19, regardless of whether they had previously received funding through the existing Child Care and Development Block Grant (CCDBG) program.
- Providers could use stabilization grants for a variety of purposes, including personnel costs; sanitization and cleaning; personal protective equipment; fixed costs, including mortgage obligations, rent, utilities and insurance; and modifications to child care services as a result of the COVID-19 pandemic.

### **Subtitle C & D - Agricultural Assistance and Fisheries**

- \$13 billion to provide funding to address COVID-related impacts on farmers, ranchers, growers, etc., and rural communities
  - Includes \$600 million for fishery disaster relief, including funding for tribal and Great Lakes fisheries
  - Includes USDA Rural Development funding for water and wastewater programs

### **Subtitle E - CDFI / MDI Community Lenders**

- \$12 billion in targeted emergency investments to help low-income and minority communities withstand the economic impact of the COVID-19 pandemic and respond to this unprecedented economic downturn
  - \$2 billion in emergency COVID-19 funding to the CDFI fund, for emergency COVID relief and relief to minority communities, and minority owned lenders disproportionately impacted by the by the COVID-19 pandemic and resulting economic stress Including \$800 million for minority lending institutions
  - \$10 billion in emergency capital injections to eligible CDFIs and MDIs to support immediate economic relief in low-income and minority communities struggling to respond to the COVID-19 pandemic

### **Subtitle F – Postal Service assistance**

- Modify the CARES Act to specify that Treasury shall provide the \$10 billion at USPS's request without requiring repayment nor applying the terms or conditions agreed to in principle by USPS and Treasury in July 2020
- Require the Board of Governors to present to Congress within 180 days of enactment a plan to ensure the USPS's long-term solvency
- Require USPS to include information on the use of these funds as part of its quarterly and annual reports to the Postal Regulatory Commission

## *Emergency Assistance for American Families and Students*

### **Subtitle A: Nutrition**

- Temporary increase in individual monthly Supplemental Nutrition Assistance Program (SNAP) by 15 percent for four months
- Expands the Pandemic-EBT program to cover families with children in child care
- Provides funding for The Emergency Food Assistance Program (TEFAP), including funds for storage and administration, to support food banks and food pantries
- Provides increased funding for school and child care meal programs
- Provides support for the Special Supplemental Nutrition Program for Women, Infants, and Children (WIC) to temporarily increase the value of WIC benefits to allow participants to purchase additional fruit and vegetables
- Provides funding for senior nutrition services, including Meals on Wheels, and extends waivers providing flexibility in Older Americans Act nutrition services
- Extends free meals reimbursement through the Child and Adult Care Food Program to young adults up to age 25 residing in emergency shelters
- Includes food assistance to U.S. territories not served by SNAP (Puerto Rico, American Samoa, Commonwealth of the Northern Marianas Islands)
- Includes additional funds for Food Distribution Program on Indian Reservations
- Includes additional funds for the Commodity Supplemental Food Program to provide food boxes to more senior citizens

### **Subtitle B: Rental Assistance**

- Provide \$25 billion in rental assistance to states and local governments and Native American tribes through the Coronavirus Relief Fund
- No less than 90 percent of the funds must be used for payment of rent, rental arrears, utilities and home energy costs, utility and home energy arrears, and related housing expenses; and up to 10 percent of the funds are available for housing stability services
  - Specific guardrails to ensure support for the most in-need households, with a preference for households with 50 percent of area median income and below
  - Support can cover up to 18 months of arrears and prospective assistance, with prospective assistance limited to no more than 12 months
- Extends the current CDC eviction moratorium until January 31, 2021

### **Subtitle C: Student Loans**

- Extension of student loan forbearance provisions created in CARES and extended by Executive Order, from the current expiration date of January 31, 2021 through April 1, 2021

## *Title V – Emergency Assistance for Education Institutions and Connectivity*

### **Subtitle A: Broadband**

- \$6.25 billion for State Broadband Deployment and Broadband Connectivity grants to bridge the digital divide and ensure affordable access to broadband during the COVID 19 pandemic
- \$3 billion for an Emergency Educational Connectivity Fund to provide E-Rate support to educational and distance learning providers to provide hotspots, devices, and other connected devices, and advance digital equity/inclusion.
- \$200 million to Institute of Museum and Library Services (IMLS) to purchase and distribute Internet-connected devices to libraries in low-income and rural areas
- \$475 million to FCC COVID-19 Telehealth Program to support efforts of healthcare providers to address coronavirus, including a 20% set aside for small, rural health providers
- \$100 million to Department of Veterans Affairs for Telehealth and Connected Care Program to purchase, maintain, and refresh devices and services to veterans for provision of access to telehealth services

### **Subtitle B: Education Funding**

- Provides \$82 billion for education providers, funded similar to the CARES Act with provisions including:
  - CARES Act Governors Emergency Education Relief Fund (\$7.5 billion)
    - Including \$2.5 billion for private schools
  - Elementary and Secondary School (K-12) Emergency Relief Fund (\$54 billion)
  - Higher Education Emergency Relief Fund (\$20 billion)
    - Including set aside for minority serving institutions and development institutions and for institutions with greatest unmet needs
  - Relief for territories and Bureau of Indian Education

## *Title VI: Rescissions*

### **Rescissions & General Funding**

- Re-allocates \$429 billion in unused Treasury direct loans and excess funds from Federal Reserve facilities authorized in the CARES Act

## *Title VI - Other Matters*

### **Extension of CARES Section 3610**

- Extends the authority until April 30, 2021 the CARES provision, known as section 3610, which provides necessary relief during the pandemic to critical Intelligence Community industry partners—and particularly to small businesses that provide highly specialized capabilities—to retain key national security capabilities

{Date}

Honorable Members of Congress  
United States House and Senate  
Washington, D.C. 20510

Dear Member of Congress,

As municipal leaders representing the 29 states which lack comprehensive nondiscrimination protections for our LGBTQ constituents, we urge you to take action and pass federal protections to provide security to our citizens and consistency throughout our states and nation.

All too often, lesbian, gay, bisexual, and transgender people experience discrimination in housing, health care, public spaces such as hotels and restaurants, and in other areas of public life. According to a recent study more than 1 in 3 LGBTQ Americans faced discrimination of some kind in the past year, including more than 3 in 5 transgender Americans.<sup>1</sup> That's something no American should have to face.

Where possible, mayors, city councilors, county executives and other officials have enacted a wide range of local laws and ordinances prohibiting discrimination. More than 400 local and county ordinances have been enacted in the 29 states currently lacking comprehensive protections, and more than 660 have passed in all fifty states- from Miami, Florida to Anchorage, Alaska. The list of cities and counties includes localities large and small, from major population centers such as Phoenix, Philadelphia, and Dallas, to smaller cities and towns such as Whitefish, Montana; Beckley, West Virginia; and the 334-person town of Vicco, Kentucky.

These local ordinances have helped make communities more inclusive and send the message that everyone is welcome. They've made workplaces stronger, too – because when everyone can focus on doing their jobs and providing for their families, we all thrive. However, these efforts are simply not enough.

This patchwork of protections is unworkable for LGBTQ people who are vulnerable where they live and when they travel, for national businesses who wrestle with different standards in different places, and for people on all sides of the political spectrum who support fair and consistent treatment for their LGBTQ neighbors. Even when protections exist, each time an LGBTQ resident commutes to another city for work, or visits other states, their level of protection changes, sputtering in and out like frustrating cell phone reception. Usage and enforcement of these protections can vary widely from city to city. This creates a confusing

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<sup>1</sup> Center for American Progress National Public Opinion Survey: The State of LGBTQ Community in 2020  
<https://www.americanprogress.org/issues/lgbtq-rights/reports/2020/10/06/491052/state-lgbtq-community-2020/>

tangle of local ordinances, state laws, court opinions and administrative rulings, which is nearly impossible for the average person to navigate. Landlords, employers, and businesses, especially those with multiple locations, lack a uniform landscape to inform their personnel policies and determine the scope of their obligations. Only comprehensive federal legislation can resolve this patchwork and provide clear and consistent guidelines for all to follow.

As local leaders, we've been having these conversations in our communities for years. After all, municipal leaders represent the level of government most closely connected to our communities. We see first-hand the harms that result when individuals are denied equal treatment. And when our LGBTQ constituents face the concrete and wide-ranging effects of discrimination - from eviction, to loss of a job, to denial of health care coverage - it is typically local governments providing the essential services and assistance needed to support them.

As elected officials we have the obligation to ensure through legislation that all are treated equally under the law – it's the golden rule of democracy. And in every state across the country, a supermajority of Americans support common sense protections for the LGBTQ community.<sup>2</sup> It's time for Congress to fulfill its responsibility and pass a federal law making clear that no one should face discrimination because of who they are, who they love or what zip code they call home.

It is time to pass nondiscrimination protections for LGBTQ people at the federal level. America is ready. And now, as elected officials, Congress, it's in your hands.

Thank you.

Signed,

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<sup>2</sup> Public Religion Research Institute: <https://www.prrri.org/research/americans-support-protections-lgbt-people/>

# COVID-19 MONTHLY DATA REPORT

## Tempe, AZ

Population: 195,805

### Where were you in November?

Tempe was **similar**

to the rate of cases diagnosed in Maricopa County.



#### COVID-19 case rate per 100,000 persons

	Maricopa County	Tempe
<b>November</b> (week 1)	215.0	226.8
(week 2)	261.0	250.8
(week 3)	379.0	316.1
(week 4)	406.0	332.0

A case rate is the number of cases in a city compared to the population size. This lets us compare regions with different population sizes.

From **the first 2 weeks in November** to **the last 2 weeks in November**, COVID-19 cases diagnosed in **Tempe**

**increased similarly**

to cases in Maricopa County.

\*Case rates for weeks 1&2 were compared with weeks 3&4 to determine the acceleration of COVID-19 in Tempe.

#### The public should:

- Wear masks when they cannot physically distance.
- Limit gatherings to less than 10 people.
- Stay home as much as possible.
- Practice good health hygiene, including hand washing, covering coughs and sneezes, etc.

The city or town should continue providing these recommendations to its residents.

Maricopa County will continue to monitor COVID-19 cases by city and report them monthly.



# Reporte Mensual de Datos de COVID-19

## Tempe, AZ

Población: 195,805

### ¿Dónde estaba en Noviembre?

Tempe fue **similar**

a la tasa de casos diagnosticados en el Condado Maricopa.



#### Tases de casos de COVID-19 por 100,000 personas

	Condado Maricopa	Tempe
<b>Noviembre</b> (semana 1)	215.0	226.8
(semana 2)	261.0	250.8
(semana 3)	379.0	316.1
(semana 4)	406.0	332.0

Una tasa de casos es el número de casos en una ciudad en comparación con el tamaño de la población. Esto nos permite comparar regiones con diferentes tamaños de población.

Desde **las 2 primeras semanas de Octubre** hasta **las últimas 2 semanas de Octubre**, los casos de COVID-19 diagnosticados en **Tempe**

**aumento de manera similar**

a los casos en el condado de Maricopa.

\*Las tasas de casos de las semanas 1&2 se compararon con las semanas 3&4 para determinar la aceleración de COVID-19 en Tempe.

#### El público debe:

- Ponerse máscara cuando no puedan distanciarse físicamente.
- Limitar las reuniones a menos de 10 personas.
- Quedarse en casa lo más posible.
- Practicar buena higiene de la salud, incluyendo lavarse las manos, cubrirse al toser y estornudar, etc.

La ciudad o pueblo debe seguir brindando estas recomendaciones a sus residentes.

El Condado Maricopa continuará monitoreando los casos de COVID-19 por ciudad y los reportarán mensualmente.





# Memorandum



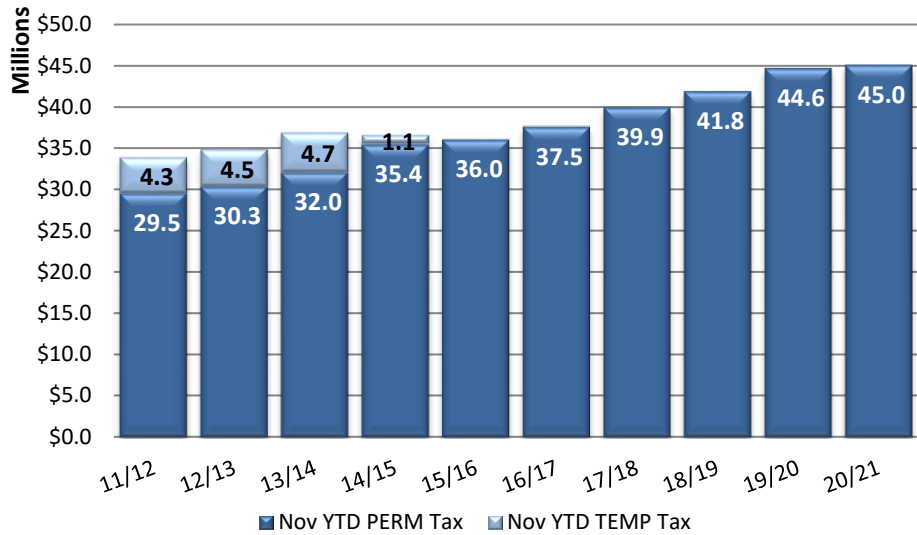
## Municipal Budget Office

Date: December 18, 2020  
 To: Mayor and Council  
 Through: Mark Day, Municipal Budget Director (8697)  
 From: Lauri Vickers, Municipal Budget & Finance Analyst (8980)  
 Subject: Tax Revenue Statistical Report – November 2020

Attached is the Executive Summary of the Tax Revenue Statistical Report for November 2020 covering October sales activity reported to the Arizona Department of Revenue (ADOR).

Total fiscal year-to-date taxable *sales* decreased by 0.7% over the same year-to-date period in the prior fiscal year. Total sales tax *revenue* is down 2.0% or \$1.4 million, despite the growth in retail (\$2.9 million) and rentals (\$519 thousand) activity. All other categories of taxable activity were down. The graph to the right depicts year-to-date General Fund historical sales tax revenue from FY 2011/12 through FY 2020/21. General Fund sales tax revenue is up 0.9% or \$399 thousand over the prior year-to-date period.

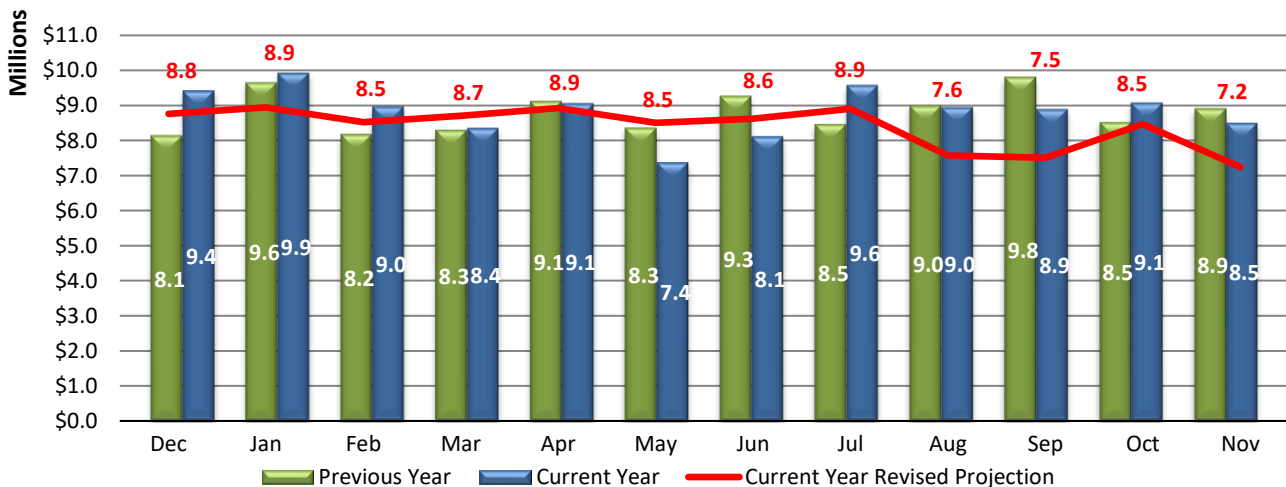
**General Fund Sales Tax Collections through November**



The graph below represents twelve months of activity, comparing current year General Fund monthly sales tax collections to the previous year.

Although sales tax is not projected on a monthly basis, the graph below applies historical collection percentages to a revised revenue projection to gain insight into sales tax performance. The Municipal Budget Office developed a revised revenue projection for FY 2020-21 to reflect the anticipate economic impact of the COVID-19 pandemic. Using this approach, fiscal year-to-date sales tax collections in the General Fund are \$5.3 million above the revised revenue projection. The increase in retail sales has been offsetting the decreases in almost every other taxable activity. The increases in retail sales includes the collection of sales tax on online sales since November 2019. As of November 2020, the underlying weakness in the year over year economic activity is becoming apparent.

**General Fund Monthly Sales Tax Collection vs. Previous Year**



## Executive Summary

### Current Month - November

### Fiscal Year to Date - November

	Current Month - November				Fiscal Year to Date - November											
	2017-18	Change	2018-19	Change	2019-20	Change	2020-21	Change	2017-18	Change	2018-19	Change	2019-20	Change	2020-21	Change
<b>Taxable Sales</b>																
Total Taxable Sales	658,441,000	8.8%	725,431,000	10.2%	777,781,000	7.2%	732,496,000	-5.8%	3,463,483,000	6.3%	3,637,169,000	5.0%	3,885,487,000	6.8%	3,859,248,000	-0.7%
Retail Taxable Sales	366,728,000	25.0%	379,800,000	3.6%	407,750,000	7.4%	427,177,000	4.8%	1,908,157,000	17.4%	1,985,835,000	4.1%	2,064,445,000	4.0%	2,225,376,000	7.8%
<b>Tax Revenues by Funds</b>																
Privilege Tax - General Fund (1.2%)	7,524,000	6.7%	8,298,000	10.3%	8,895,000	7.2%	8,503,000	-4.4%	39,892,000	6.2%	41,836,000	4.9%	44,623,000	6.7%	45,022,000	0.9%
Bed Tax - General Fund	661,000	42.2%	794,000	20.1%	790,000	-0.5%	381,000	-51.8%	2,242,000	8.3%	2,508,000	11.9%	3,026,000	20.7%	1,509,000	-50.1%
Privilege Tax Rebates - General Fund	307,000	-3.5%	304,000	-1.0%	346,000	13.8%	275,000	-20.5%	1,591,000	-3.6%	1,704,000	7.1%	1,787,000	4.9%	1,312,000	-26.6%
Transit Tax Fund (0.5%)	3,138,000	6.7%	3,458,000	10.2%	3,714,000	7.4%	3,543,000	-4.6%	16,635,000	6.2%	17,440,000	4.8%	18,614,000	6.7%	18,760,000	0.8%
Performing Arts Tax Fund (0.1%)	645,000	6.4%	710,000	10.1%	762,000	7.3%	725,000	-4.9%	3,419,000	5.9%	3,587,000	4.9%	3,825,000	6.6%	3,829,000	0.1%
<b>Totals</b>	<u>12,275,000</u>	<u>7.9%</u>	<u>13,564,000</u>	<u>10.5%</u>	<u>14,507,000</u>	<u>7.0%</u>	<u>13,427,000</u>	<u>-7.4%</u>	<u>63,779,000</u>	<u>6.0%</u>	<u>67,075,000</u>	<u>5.2%</u>	<u>71,875,000</u>	<u>7.2%</u>	<u>70,432,000</u>	<u>-2.0%</u>
<b>Tax Revenues by Business Activities</b>																
Retail	6,601,000	15.4%	6,836,000	3.6%	7,340,000	7.4%	7,689,000	4.8%	34,239,000	11.7%	35,745,000	4.4%	37,160,000	4.0%	40,057,000	7.8%
Rentals	1,675,000	-19.2%	2,499,000	49.2%	2,617,000	4.7%	2,499,000	-4.5%	10,618,000	1.4%	11,924,000	12.3%	12,831,000	7.6%	13,350,000	4.0%
Utilities/Communication	745,000	-6.9%	727,000	-2.4%	718,000	-1.2%	682,000	-5.0%	4,175,000	-15.4%	4,119,000	-1.3%	3,999,000	-2.9%	3,971,000	-0.7%
Restaurants	1,127,000	13.5%	1,132,000	0.4%	1,136,000	0.4%	965,000	-15.1%	5,094,000	8.4%	5,184,000	1.8%	5,390,000	4.0%	4,312,000	-20.0%
Contracting	962,000	6.1%	1,104,000	14.8%	1,402,000	27.0%	858,000	-38.8%	4,768,000	-3.9%	4,999,000	4.8%	5,814,000	16.3%	5,194,000	-10.7%
Hotel/Motel	249,000	18.0%	297,000	19.3%	297,000	0.0%	145,000	-51.2%	853,000	-20.1%	968,000	13.5%	1,093,000	12.9%	575,000	-47.4%
Transient (Bed Tax)	661,000	42.2%	794,000	20.1%	790,000	-0.5%	381,000	-51.8%	2,242,000	8.3%	2,508,000	11.9%	3,026,000	20.7%	1,509,000	-50.1%
Non-Recurring Business Activities	6,000	100.0%	-	-100.0%	-	0.0%	1,000	100.0%	680,000	100.0%	535,000	-21.3%	1,596,000	198.3%	865,000	-45.8%
Amusements	89,000	-12.7%	95,000	6.7%	101,000	6.3%	63,000	-37.6%	547,000	-22.0%	541,000	-1.1%	584,000	7.9%	243,000	-58.4%
All Other	160,000	46.8%	80,000	-50.0%	106,000	32.5%	144,000	35.8%	563,000	-11.2%	552,000	-2.0%	382,000	-30.8%	356,000	-6.8%
<b>Totals</b>	<u>12,275,000</u>	<u>7.9%</u>	<u>13,564,000</u>	<u>10.5%</u>	<u>14,507,000</u>	<u>7.0%</u>	<u>13,427,000</u>	<u>-7.4%</u>	<u>63,779,000</u>	<u>6.0%</u>	<u>67,075,000</u>	<u>5.2%</u>	<u>71,875,000</u>	<u>7.2%</u>	<u>70,432,000</u>	<u>-2.0%</u>
<b>Retail Tax Revenues by Activities</b>																
Automotive	1,127,000	36.3%	1,077,000	-4.4%	1,029,000	-4.5%	1,184,000	15.1%	5,335,000	8.9%	5,641,000	5.7%	5,758,000	2.1%	5,809,000	0.9%
Building Supply Stores	269,000	17.0%	280,000	4.1%	398,000	42.1%	348,000	-12.6%	1,387,000	27.1%	1,410,000	1.7%	1,526,000	8.2%	1,726,000	13.1%
Department Stores	875,000	-0.2%	884,000	1.0%	921,000	4.2%	965,000	4.8%	4,764,000	-2.1%	4,787,000	0.5%	4,939,000	3.2%	4,992,000	1.1%
Drug/Small Stores	878,000	43.0%	969,000	10.4%	1,129,000	16.5%	1,233,000	9.2%	4,413,000	52.3%	5,057,000	14.6%	5,690,000	12.5%	6,325,000	11.2%
Furniture/Equipment/Electronics	665,000	-56.6%	474,000	-28.7%	540,000	13.9%	561,000	3.9%	3,563,000	-45.6%	2,906,000	-18.4%	2,887,000	-0.7%	3,214,000	11.3%
Grocery Stores	730,000	77.6%	792,000	8.5%	749,000	-5.4%	757,000	1.1%	3,667,000	15.4%	3,840,000	4.7%	3,828,000	-0.3%	4,122,000	7.7%
Manufacturing Firms	524,000	111.3%	585,000	11.6%	554,000	-5.3%	508,000	-8.3%	3,103,000	105.6%	3,480,000	12.1%	3,052,000	-12.3%	2,955,000	-3.2%
All Other Retail	1,533,000	56.3%	1,775,000	15.8%	2,020,000	13.8%	2,133,000	5.6%	8,007,000	41.8%	8,624,000	7.7%	9,480,000	9.9%	10,914,000	15.1%
<b>Totals</b>	<u>6,601,000</u>	<u>15.4%</u>	<u>6,836,000</u>	<u>3.6%</u>	<u>7,340,000</u>	<u>7.4%</u>	<u>7,689,000</u>	<u>4.8%</u>	<u>34,239,000</u>	<u>11.7%</u>	<u>35,745,000</u>	<u>4.4%</u>	<u>37,160,000</u>	<u>4.0%</u>	<u>40,057,000</u>	<u>7.8%</u>

**Privilege Tax Revenue - General Fund (1.2%)  
2020-21 Actual Compared to Revised Projection**

**Monthly Amounts**

	2020-21 Revised Projection		2020-21 Actual	Over / (Under)	
	Percent	Amount		Amount	Percent
Jul	8.9%	\$ 8,906,000	\$ 9,587,000	\$ 681,000	7.6%
Aug	7.6%	7,575,000	8,955,000	1,380,000	18.2%
Sep	7.5%	7,509,000	8,900,000	1,391,000	18.5%
Oct	8.4%	8,464,000	9,077,000	613,000	7.2%
Nov	7.2%	7,246,000	8,503,000	1,257,000	17.3%
Dec	7.8%	7,803,000			
Jan	8.7%	8,756,000			
Feb	8.5%	8,488,000			
Mar	9.1%	9,140,000			
Apr	8.9%	8,898,000			
May	8.5%	8,542,000			
Jun	8.9%	8,919,000			
<b>Totals</b>	<b>100.0%</b>	<b>\$ 100,246,000</b>	<b>\$ 45,022,000</b>	<b>\$ 5,322,000</b>	<b>5.3%</b>

**Cumulative Amounts**

	2020-21 Revised Projection		2020-21 Actual	Over / (Under)	
	Percent	Amount		Amount	Percent
Jul	8.9%	\$ 8,906,000	\$ 9,587,000	\$ 681,000	7.6%
Jul-Aug	16.4%	16,481,000	18,542,000	2,061,000	12.5%
Jul-Sep	23.9%	23,990,000	27,442,000	3,452,000	14.4%
Jul-Oct	32.4%	32,454,000	36,519,000	4,065,000	12.5%
Jul-Nov	39.6%	39,700,000	45,022,000	5,322,000	13.4%
Jul-Dec	47.4%	47,503,000			
Jul-Jan	56.1%	56,259,000			
Jul-Feb	64.6%	64,747,000			
Jul-Mar	73.7%	73,887,000			
Jul-Apr	82.6%	82,785,000			
Jul-May	91.1%	91,327,000			
Jul-Jun	100.0%	100,246,000			

**Tax and License Annual Privilege Tax Revenue Projections**

Method	Privilege Tax		Over / (Under)	
	Projected	Budget	Amount	Percent
Percent of Increase	\$ 106,837,000	\$ 100,246,000	\$ 6,591,000	6.6%
Percentage Received	\$ 113,685,000	\$ 100,246,000	\$ 13,439,000	13.4%



# MEMORANDUM

DATE: December 18, 2020  
TO: Mayor & Council  
THROUGH: Ken Jones, Deputy City Manager - Chief Financial Officer (8504)  
FROM: Mark Day, Municipal Budget Director (8697)  
SUBJECT: FY21 General Fund Local Sales Tax Update

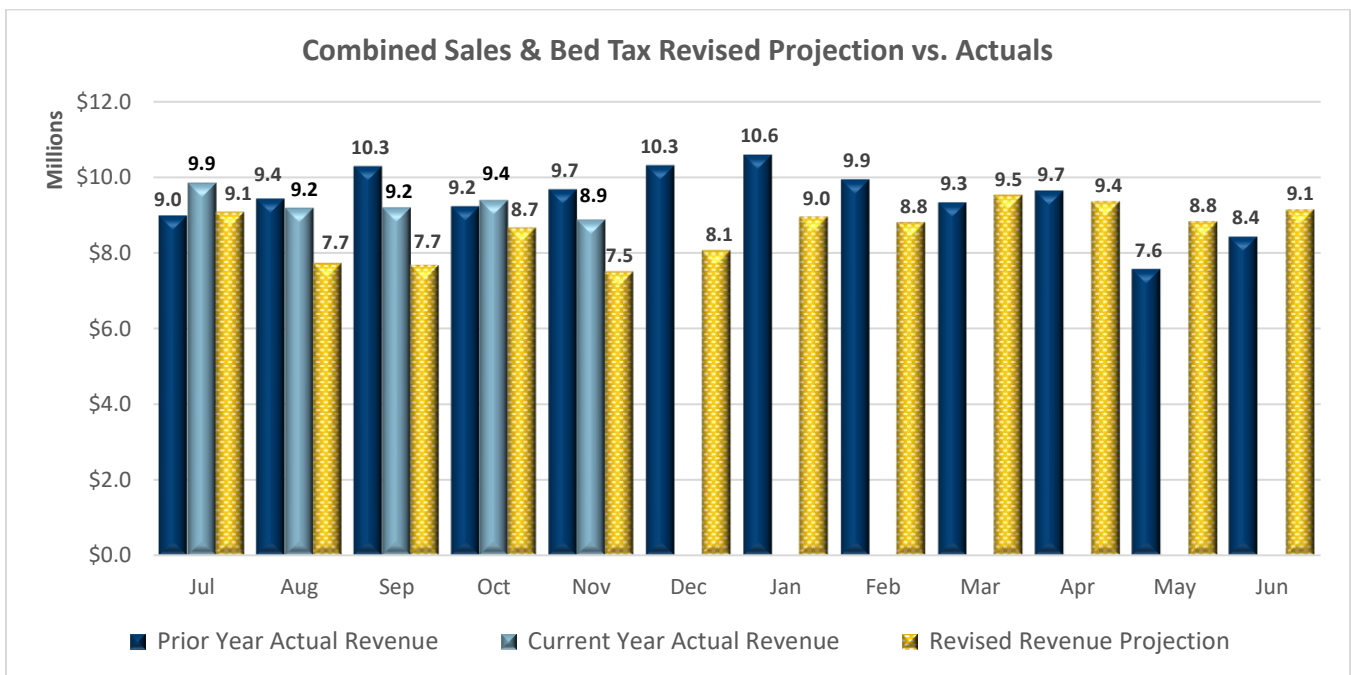
## Background

The Municipal Budget Office, as an adopted Government Finance Office's Association (GFOA) best practice, routinely compares the City's revenue projections to actual activity to monitor financial performance. This practice provides the opportunity to adjust for any significant variances to ensure continuity of programs and service delivery. Due to the uncertainty of the economic impacts of the COVID-19 pandemic on City revenues, this monitoring function will be crucial as we progress through the fiscal year in determining if projected year-end revenue targets will be met.

## General Fund Sales Tax & Bed Tax Collections

The purpose of this memo is to provide a "snapshot" of the FY 2020-21 General Fund sales tax and bed tax revenue collections through the month of November 2020. The General Fund portion of the city sales tax (1.2%) and the bed (transient lodging) tax (5%) combined represent the General Fund's largest revenue source.

Although sales and bed tax are not budgeted on a monthly, the graph below displays FY 2020-21 General Fund sales tax and bed tax revenue collections, to date, compared to the revised revenue projection amount and FY 2019-20 actuals collections. The FY 2020-21 revised revenue projection amount is based on the most recent economic data available and considers the anticipated economic impacts of the COVID-19 pandemic.



### *Highlights*

General Fund sales tax and bed tax revenues for the month of November are 18.5% above the revised revenue projection (\$8.9 versus \$7.5M) amount but 8.3% below prior year collections (\$8.9M versus \$9.7M). Total fiscal year-to-date General Fund sales tax and bed tax collections through November are 14.5% above the revised revenue projection amount and 2.3% below prior year collections.

Revenues are exceeding revised revenue projects due mainly to higher than anticipated activity in the retail and rentals taxable activities that has offset declines in the hotel, restaurant/bar and amusement taxable activities. Revenues have also been bolstered by the collection of tax on online purchases. This revenue stream was first received in November 2019, so the November 2020 results are showing the weakness in economic activity now that year over year comparison has the same basis. In addition, some one-time revenues received in July helped to bolster total revenue collections year-to-date.

Although local sales tax collections are currently exceeding the revised revenue projections, it's important to note that there is still much uncertainty about the on-going impacts of the COVID-19 pandemic on the local and State economy. It is anticipated that the expiration of the enhanced unemployment benefits and the one-time stimulus payments will begin to have an impact on future local sales tax revenues. The Municipal Budget Office continues to review the most recent economic data available and monitor for any significant variances from the revised revenue projections.

### *On-Going Revenue/Expense Monitoring*

The Municipal Budget Office will continue to prepare the Quarterly Financial Report that details revenue and expenses for all the City's major funds as well as the monthly tax statistical report that provides details on the City's sales tax revenues. Both reports are distributed via the Friday Information Packet and are posted on the Municipal Budget Office web page [www.tempe.gov/budget](http://www.tempe.gov/budget).

November 2020

## PRESIDENT'S REPORT

Greetings from Tempe Tourism,

As you can imagine, the landscape for the tourism industry is changing rapidly and the Tempe Tourism Office team is adapting to these changes. In order to keep you up to date about the local visitor industry, I am going to send you this President's Report each month. Here, you'll find information about the latest statistics, including hotel occupancy and average daily rate, new groups and sports business confirmed for Tempe (along with cancellations due to COVID-19), our marketing campaigns, social media outreach and more activities.

Despite the challenges, there is much to be proud of. Because we wanted to be as nimble as possible and respond to the near constant changes in tourism, we are currently working on the marketing plan for the second half of our fiscal year, January through June. We will share this marketing plan with you in December.

I look forward to continuing our conversations about tourism and how our team will continue to be a partner to the City of Tempe staff and leadership.

Stay well and as always, please don't hesitate to call on me should you have any questions.



**Brian McCartin**  
President & CEO



### **CANCELLATIONS DUE TO RECENT RISE IN COVID-19**

COVID-19 continues its unfortunate impact on us all. The recent rise in COVID-19 cases in our city, the county and the state of Arizona led the City of Tempe to make the difficult decision to postpone permitting for large-scale events. As a result, it was just announced that Ironman AZ (November 22nd) and the Fall Tempe Festival of the Arts (December 4th - 6th) have both been cancelled for 2020. While unfortunate news for our hospitality community, it's understandable as the health and safety of our citizens and our visitors is of utmost importance. We look forward to the hopeful return of Ironman AZ next year and the Festival of the Arts in the spring of 2021.

November 2020

# PRESIDENT'S REPORT

## OTHER ANNOUNCEMENTS

Governor Ducey recently announced \$7 million to support economic recovery efforts in Arizona. What's exciting is that \$4 million of that critical package, provided by CARES Act funding, is designated to specific programs and initiatives to support Arizona's hospitality and tourism industry. Of the \$4 million allocated to the Arizona Office of Tourism (AOT), \$3 million will support the tourism strategic recovery plan by promoting safe meetings and business travel - working with hotels, restaurants, attractions and DMOs to connect visitors to our communities. As well, \$1 million for AOT will be used to strengthen domestic marketing campaigns targeting residents of nearby states like Texas, Nevada, Colorado, California, New Mexico, Illinois, Minnesota, etc.

### SEPTEMBER HOTEL PERFORMANCE DATA

#### OCCUPANCY



SEP 2019  
66.1%  
SEP 2020  
**40.3% (-39.0%)**

#### AVG. DAILY RATE



SEP 2019  
\$96.94  
SEP 2020  
**\$76.08 (-21.5%)**

#### ROOMS SOLD



SEP 2019  
**119,926**  
SEP 2020  
**78,645**  
(41,281 less rooms rented)

#### ROOM REVENUE



SEP 2019  
**\$11.6M**  
SEP 2020  
**\$5.98M**  
**(-48.5%)**

### SEPTEMBER KPI VS. PHOENIX & TOTAL U.S.

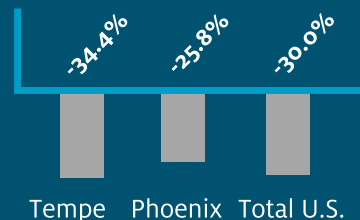
#### OCCUPANCY



#### ADR (AVERAGE DAILY RATE)



#### ROOMS SOLD (% OF CHANGE)





# GROUP AND SPORTS SALES

The impacts of COVID-19 continue to challenge group and sports event development. The team, however, remains very active participating in virtual tradeshows, client sales activities, etc. COVID-19 program cancellations continue but in October, our team recorded a definite booking representing over \$1.8 million in economic impact (EEI) for Tempe. Year-to-date, they have helped realize 9 definite bookings that represent an economic impact of \$19.7M for Tempe. In addition, thanks to their prospecting efforts, the team also generated 12 leads for future group/event business. They are working with our hospitality community to hopefully turn those leads into definite bookings for Tempe.

## OCTOBER REPORT

Sales

1

Booking

\$1.8M

Estimated Economic Impact (EEI) for Tempe

(Oct 2019: 15 bookings with \$2.3M EEI)

YTD 20/21 Sales

9

Bookings

\$19.7M

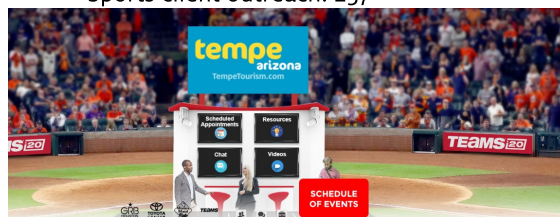
EEI for Tempe

Sales Leads

28

## SALES ACTIVITIES

- HelmsBriscoe Partner Buzz article: October 6, 2020
- Melora attended Smart Meetings with 25 appointments: October 12-13, 2020
- Matt attended Mini SPINCON Virtual with 20 appointments: October 13, 2020
- Matt attended Connect Marketplace Virtual with 33 appointments: October 19-21, 2020
- Melora attended Connect Marketplace Virtual with 31 appointments: October 19-21, 2020
- James attended TEAMS Sports Expo Virtual with 20 appointments: October 19 - 22, 2020
- James participated in a Tempe destination and COVID-19 interview recording for the National Broadcasting Society, the National Electronic Media Association: October 22, 2020
- Matt attended ConferenceDirect APM 2.0 Virtual with 26 appointments and 1 RFP: October 26-28, 2020
- Hosted Arizona HelmsBriscoe (HB) Virtual Happy Hour with 11 HB associates and 5 hotel partners: October 29, 2020
- Completed [Plan Your Meeting in Tempe, Arizona Video](#)
- Sales and Partnership Trace activity
  - Partnership outreach: 335
  - Group client outreach: 666
  - Sports client outreach: 257



## SALES RESULTS

- 3 sports leads: Desert Super Cup November 2020, UofA Softball April 2021, and one more \$907k EEI
- 1 sports bookings: Triple Crown Spring Championship Session 1, March 4, 2021, with \$1.8M EEI
- 9 group leads: AmeriFirst Financial Holiday Party December 2020, Arizona Federation of Republican Women October 2021, and more, adding up to \$1.5M EEI
- In October 2020 we had 7 programs cancel with \$467k EEI
- Hosted [Ironman Arizona 70.3](#) for 800+ athletes— October 18, 2020
- Hosted Arizona Fall Invitational - Girls Fastpitch Softball College Showcase 2020 at Tempe Sports Complex and valley wide complexes— October 31-November 1, 2020

Meeting Planner eNewsletter (sent October 29, 2020)

- 4,545 subscribers
- Open rate 12%
- Click rate 4.1%

LinkedIn experienced month over month increases

- 2% unique visitors
- 30% new followers



# MEDIA & COMMUNICATIONS

Photo by: @RachelOffDuty

## SOCIAL MEDIA REPORT:



7,192

ENGAGEMENTS

LY: 7,327



3,699

ENGAGEMENTS

LY: 2,398

22,394

STORY VIEWS

LY: 23,792



94,887

VIDEO VIEWS

LY: 72,668



2,988

ENGAGEMENTS

30,197

VIDEO VIEWS  
(28-day read)



481

ENGAGEMENTS

LY: 231



147

ENGAGEMENTS

LY: 90

### Tempe Masks Up Video

The Tempe Tourism Office has a new video for leisure travelers called “[Tempe Masks Up for Safe Travel.](#)” It highlights masks and social distancing, but also showcases Tempe’s outdoor activities, arts and dining. The Communications team worked with a local production company to create this video, which has been promoted on social media and is on our website homepage.



### Media and Social Influencer Outreach

- August United, our social media agency, completed a campaign to promote content by social media influencers who visited Tempe in 19/20. We ran social ads that amplified this content on Instagram and Facebook. The goal was 500,000 impressions and 1,000 clicks to our website. The results were incredible, with more than 1.5 million impressions, 2,300 visits to our website or the influencer’s blog post and just over 2,200 engagements (likes, shares, saves, etc.) We targeted drive markets, Los Angeles and Denver, and the Bay Area. In December, we’ll start a similar campaign with a new set of influencers.

In addition, the communications team is working with local influencers to promote Tempe’s holiday events and staycations in late November/early December.

- We hosted a virtual FAM tour for family travel bloggers on October 17th. Nine bloggers and their kids joined the tour for virtual stops with Kyllan Maney, a local artist, Drink Me! Tea Room and Phoenix Zoo.

### Social Media Highlights

Thanks to content created by Audrey and Rachel, our audience has really grown on TikTok. We have more than 1,000 followers and thousands of video views. Follow us on the app, or check out our TikTok [videos here.](#)

Instagram (IG) Reels, a new way to share 15-30 second videos, debuted in August. IG Reels is performing well for us, mainly as a way to repurpose TikTok videos.

The number of Instagram Stories and the amount of views is down YOY but the stories that we are posted are getting more views on average:

Oct. 2019 - 90 Stories with 23.7k views

Oct. 2020 - 68 Stories with 22.3k views

# MARKETING

The Tempe Tourism Office is launching a holiday staycation promotion this week. The theme is “Make Tempe Your Home for the Holidays” and is designed to encourage local residents to invite their friends and family to spend the holidays in Tempe. We are encouraging a “Holi-stay” to promote local hotel stays.

Components include:

Dedicated webpage on our site: [www.GreetingsFromTempe.com](http://www.GreetingsFromTempe.com)

## KEZ Radio – Arizona’s holiday station

- 4 weeks of promotional spots
- 13 days of giveaways – one prize package per day announced on Beth & Friends to include a hotel stay, \$50.00 dining card, attraction passes and \$50.00 shopping gift card.

## AZFamily.com – digital assets

- 2 dedicated e-blasts, banner ads and social media posts in Phoenix, Flagstaff and Tucson

## Right Choice Digital – online banner ads

- 4 weeks of behavioral and geo targeting in Phoenix, Flagstaff and Tucson

## Surf Networks – in-business advertising

- 4 weeks of video ads running on screens in public spaces such as restaurants, salons and attractions



**HAPPY + HOLIDAYS**

**Make Tempe your home for the holidays!**

Invite your family and friends to share the joys of the holiday season in Tempe! Celebrate the gift of good weather, great shopping and holiday festivities!

	<b>ZooLights</b> November 7-January 31
	<b>World of Illumination</b> November 10-January 3
	<b>Las Noches de las Luminarias at the Desert Botanical Garden</b> November 27-December 31
	<b>Tempe Festival of the Arts</b> December 4-6

Tempe Tourism Office  
[GreetingsFromTempe.com](http://GreetingsFromTempe.com)  
480.305.1370

tempe Refreshingly arizona



**HAPPY + HOLIDAYS**

tempe Refreshingly arizona

EXPLORE



CLICK [HERE](#) TO PLAY ONE OF THE 13 DAYS OF GIVEAWAYS HOLIDAY STAYCATION PROMOTION  
CLICK [HERE](#) FOR RADIO SPOT FOR OUR RADIO PROMOTION – GENERAL MESSAGE FOR HOLI-STAY IN TEMPE.

# COMMUNITY SERVICES UPDATE

December 18, 2020

## Winterfest Drive-Thru

Tempe's annual Winterfest will look a little different this year, but offers the same great holiday fun for families. There will be holiday themed crafts and activities, music and even pictures with Santa, like in years past. This year, instead of walking around twinkling lights, visitors will drive through Winterfest in their personal vehicles, ensuring everyone's health and safety.

Tempe Parks and Recreation, Tempe Public Library, Tempe History Museum, Edna Vihel Arts Center and the Kid Zone Enrichment Program have joined forces once again to host the event, allowing for a wider-array of activities, experiences and holiday memories.

The route will be decorated with North Pole vignettes, including Santa's Mailroom, Elf Village, Reindeer Stable and Santa's Workshop.

Children will drop-off letters for Santa and receive a goodie bag filled with supplies and instructions for To-Go activities that will keep them and their families creating, reading and playing throughout the holiday season. Participants will find helpful videos featuring their favorite instructors, librarians and coaches

making crafts, reading stories and

demonstrating sports activities at [tempe.gov/winterfest](https://tempe.gov/winterfest).

Lastly, families will be able to get their annual photo with Santa, as a professional photographer will capture the family in their vehicle with Santa and Mrs. Claus safely seated six-feet away. Photos will be available to download following the event.



The poster features a blue background with white snowflakes. The title 'Winterfest Drive-Thru' is prominently displayed in a stylized font, with 'Drive-Thru' in a purple box. Below the title, the date and time 'Saturday, Dec. 19 10 a.m. - noon' and the location 'Tempe Community Complex' are listed. A list of activities includes 'Free Family Fun', 'Pictures with Santa', 'Holiday Music', and 'Activities To Go'. At the bottom, it mentions the event is presented by several local organizations and includes the website [tempe.gov/winterfest](https://tempe.gov/winterfest) and the Tempe logo.

Event will occur in the parking lot south of the Pyle Adult Recreation Center, 655 E. Southern Avenue

For more information, visit [tempe.gov/winterfest](https://tempe.gov/winterfest)







## Fleet Electrification Update

Terry Piekarz, Municipal Utilities Director, 480-350-2660, [terrance\\_piekarz@tempe.gov](mailto:terrance_piekarz@tempe.gov)

### Electric Fleet

City Council Strategic Priority 4, Sustainable Growth and Development, Performance Measure 4.19, is to achieve carbon neutrality in municipal operations by 2050, with a strategy of 100 percent renewable energy by 2035. The City’s Municipal Utilities Department (MUD) continues to strategically and systematically build upon the City’s fleet electrification program. To date, the City’s fleet has 17 electric vehicles (EVs) in its inventory.

There is one additional EV being purchased this fiscal year as a MUD supplemental budget item, increasing the number of EVs in the City fleet to 18. Next fiscal year, one additional passenger vehicle will be considered for conversion to EV, based on deployment location and associated electrical infrastructure capacity. Additionally, MUD is working with the Sustainability Office to replace two gasoline-powered vehicles, deployed to the downtown area, with two EVs from the Priest Yard Motor Pool; the remaining two gasoline-powered vehicles at this location will be replaced with EVs when they are due for replacement. Below is the projected 10-year vehicle replacement schedule for City fleet vehicles.

Vehicle Type	Projected Vehicle Replacements by Type of Vehicle										Grand Total
	21/22	22/23	23/24	24/25	25/26	26/27	27/28	28/29	29/30	30/31	
AUTOMOBILE, COMPACT, SEDAN	4	1		1	2		3	5	6	4	26
AUTOMOBILE, FULL SIZE SEDAN, NON PATROL	3		2	3	5	1		1		2	17
AUTOMOBILE, INTERMEDIATE, SEDAN			1		1						2
PICKUPS, COMPACT, CREW CAB	2	1					1			1	5
PICKUPS, COMPACT, EXT CAB		2				1		2	1		6
PICKUPS, COMPACT, REGULAR CAB	1										1
PICKUPS, HALF TON, CREW CAB			1			1	1	1		2	6
PICKUPS, HALF TON, EXTENDED CAB	3		2	5	2	4		4	12		32
PICKUPS, HALF TON, REGULAR CAB	5	11	8	7	11	11	5	1	3	1	63
<b>Grand Total</b>	<b>18</b>	<b>15</b>	<b>14</b>	<b>16</b>	<b>21</b>	<b>18</b>	<b>10</b>	<b>14</b>	<b>22</b>	<b>10</b>	<b>158</b>

One significant obstacle to electrifying the City’s fleet is that pick-up trucks are the primary vehicle types utilized, given the nature of City work. Options for EV pick-up trucks are limited. Ford Motor Company projects an all-electric version of its best-selling F-150 pickup in 2021. General Motors Corporation has committed to 20 new EV models by 2023, including pick-up trucks.

## Electrical Infrastructure and Capacity

When the City began its fleet electrification efforts in 2016, MUD was able to transition specific work areas to EVs because the necessary electrical infrastructure and capacity existed at the respective work site. However, with most City buildings having been built in the 1970s, they lack the electrical capacity necessary to accommodate EV chargers. To date, there are 28 EV chargers in the City's fleet inventory. MUD and the Sustainability Office are collaborating to install two grant-funded EV chargers in the Brickhouse parking garage for City EVs in Fiscal Year 2021-2022, which will raise the total chargers throughout the City to 30.



The initial installation of EV chargers at facilities with the necessary electrical capacity, without knowing what vehicles were necessarily going to be needed or replaced, was a good short-term strategy. The next phase of the City's efforts to expand fleet electrification will require in-depth analysis, careful planning and a systematic, long-term approach.

Developing charging infrastructure needs includes determination of current available electrical capacity and determining what, if any, upgrades are needed and to which facilities. Anticipating this essential component of ultimate fleet electrification, the City solicited and received responses to a Request for Proposals (RFP) to examine and assess the electrical capacity of City facilities, determine near-term electrical infrastructure needs and recommend long-range infrastructure enhancements. The RFP process asked participants to:

### *Short-term electrical infrastructure needs:*

- Determine current available electrical capacity;
- If capacity exists, determine if sufficient capacity is available to install two to eight charging stations;
- If analysis indicates insufficient electrical capacity to support any new EV chargers, make recommendations on how electrical capacity can be increased and provide budget estimates for the cost to increase electrical capacity to support two, four or eight EV chargers.

### *Long-term electrical infrastructure enhancements:*

- Provide recommendations and budget estimates to increase electrical capacity to achieve full vehicle fleet implementation on a specific building basis, based on the current number of fleet vehicles deployed at each municipal facility. This analysis might include the need to install new service entrance switches, transformers, etc., to allow for the transition of all City fleet vehicles stationed at the respective locations to EV.

The City intends to evaluate the submitted proposals in early 2021.

## Fleet Electrification Master Plan

Development of a Fleet Electrification Master Plan will involve multiple departments and divisions working collaboratively to develop and define fleet and operational needs, to provide analysis of EV charging electrical load and power demands, infrastructure strategies and to map processes to work through both City and community charging infrastructure needs. This effort will also include development of vehicle replacement strategies, funding and budgeting requirements for infrastructure upgrades and/or design and construction, funding and budgeting for long-term operations and maintenance costs, policy direction, etc., in order to achieve Council's 2035 strategic priority. The Fleet Electrification Master Plan needs to be developed in conjunction with the Facilities Master Plan, in order to strategically align a phased approach of EV integration.

The Fleet Electrification Master Plan also needs to identify technical targets for EV batteries, electric drive systems, vehicle expansion, slow and fast charging infrastructure, etc. The Master Plan will address:

- Promotion of EV adoption;
- Increasing electric miles driven;
- Costs to maintain electric grid reliability and software;
- Costs of upgrading electric infrastructure at City facilities;
- Development of a robust CIP to forecast costs, and budget appropriately, over the next 15 years;
- Development of a phased approach to expanded EV deployment. For example, the replacement and transition of 25 gasoline-powered vehicles to EVs may take 10 years to accomplish, based on where the vehicles fall in their life cycle and the City's vehicle replacement schedule/plan;
- Solar charging station alternatives versus on-grid EV charging station deployment.



MUD will be working with Internal Services, the Municipal Budget Office and the Sustainability Office to develop a Request for Information (RFI) for the Fleet Electrification Master Plan. The Department will submit a supplemental budget request for the necessary funding, for Council consideration, as part of the Fiscal Year 2021-2022 budget process. If the supplemental budget request is approved, a Fleet Electrification Master Plan report could be completed as early as Fiscal Year 2022-2023.