OSAGE BEACH, MISSOURI · BUDGET HISTORY

City of Osage Beach

The Heart of the Lake of the Ozarks

FY2020–FY2026 Operating Budgets · Seven Years of Growth

November 2026

> **Revenue up, debt retired, reserves rebuilt.**
> **A city investing in its future from a position of strength.**

+33%

General Fund sales tax growth, 2019 to 2025 ($4.81M → $6.38M)

$19.05M → $0

City debt retired, end of 2019 to final payment January 1, 2027

+57%

General Fund revenue, 2019 to 2025 ($6.93M → $10.90M projected)

5×

Unrestricted cash at start of year, FY2020 ($2.4M) to FY2026 ($12.6M)

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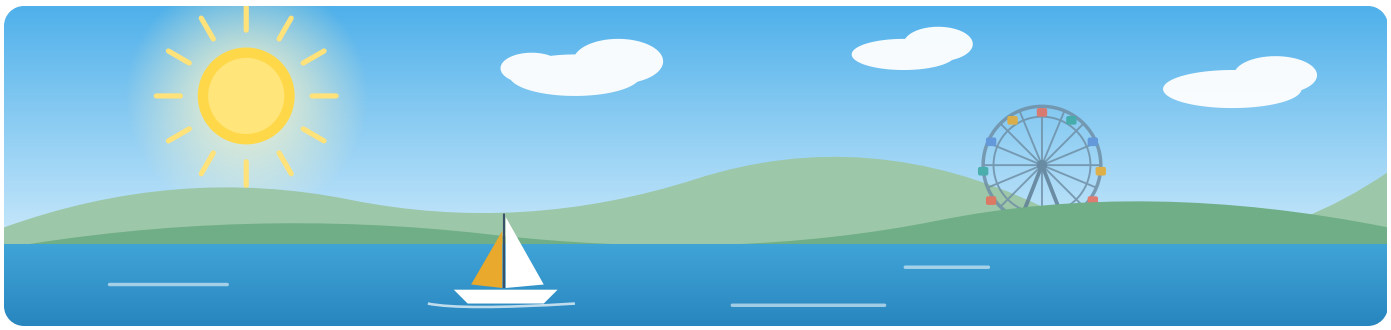
ABOUT THE CITY · OSAGE BEACH, MISSOURI

City of Osage Beach

The Heart of the Lake of the Ozarks



Illustration

Osage Beach sits in the heart of the **Lake of the Ozarks**, one of the largest man-made lakes in the United States, with **92 miles of main channel**. Created when Bagnell Dam was completed on the Osage River in 1931, the lake is the Midwest's premier lake destination, offering world-class boating, shopping, dining, fishing and two outstanding state parks. Osage Beach is the largest city on the lake and sits where the Grand Glaize arm meets the main channel.

92 mi	1,150 mi	54,000	1931
Main channel	Shoreline	Acres of water	Bagnell Dam completed

Boating
Marinas, coves and miles of open water, located by mile marker from Bagnell Dam.

Shopping
The Osage Beach outlet mall and a regional retail corridor along U.S. 54.

Dining
Waterfront restaurants and local favorites, many reachable by boat.

Fishing
Year-round fishing across the main channel and its tributary arms.

State parks

Lake of the Ozarks State Park. Just south of Osage Beach, it is Missouri's largest and most visited state park, with more than 17,000 acres, 85 miles of shoreline, two public beaches, trails, Ozark Caverns and the City's Lee C. Fine Airport.

Ha Ha Tonka State Park. On the Niangua arm near Camdenton, known for its early-1900s castle ruins, natural bridge, caves and one of Missouri's largest springs, which flows about 48 million gallons a day.

Why it matters for the budget: visitors shop, dine and stay in Osage Beach, which makes sales tax the City's largest revenue source.

01 Key findings

Across the seven budgets from FY2020 to FY2026, Osage Beach grew its revenue, paid off nearly all of its debt and rebuilt its cash reserves, while expanding services and capital investment.

The theme of this report: steady growth on a stronger foundation. The all-funds operating budget grew from **$29.5M** (FY2020) to **$40.2M** (FY2026), up 37%. Over the same period, outstanding debt fell from **$19.05M** to **$305,000**, and unrestricted cash at the start of the year grew from **$2.4M** to **$12.6M**.

1. **Sales tax is growing.** General Fund sales tax rose from $4.60M in 2016 to $6.38M in 2025, up 39%. From 2019 to 2025 it grew about 4.8% a year, and 2026 is on pace for roughly $6.7M, another record.

2. **General Fund revenue is up 57%.** Total General Fund revenue grew from $6.93M in 2019 to a projected $10.90M in 2025, supported by sales tax, franchise fees, permits and interest earnings.

3. **Debt is nearly gone.** Outstanding principal fell from $19.05M at the end of 2019 to $305,000 on January 1, 2026. The final bond payment is January 1, 2027, after which the City will have no bonded debt.

4. **Reserves are rebuilt.** Total cash grew from $18.2M at the start of 2020 to $21.9M at the start of 2026 and reached $27.5M by September 30, 2026. Unrestricted cash at the start of the year grew about five times.

5. **The City is investing in services.** Capital spending in the budget grew from $6.7M to $12.5M (peaking at $17.3M in FY2024), and staffing grew from 104.7 to 128.7 full-time equivalents.

6. **Development is accelerating.** Building permit revenue rose from $83K in 2019 to $395K in 2023, and reached $525K through September 2026. Water and sewer collections grew 42% and 75% respectively from 2018 to 2025.

02 Seven budgets at a glance

Each year's adopted operating budget for all funds. Figures are from the budget book for that year.

	FY20	FY21	FY22	FY23	FY24	FY25	FY26	Change
Beginning cash	$18.2M	$18.4M	$17.6M	$19.6M	$19.7M	$22.0M	$21.9M	+20%
Unrestricted cash	$2.4M	–	$4.3M	$7.0M	$8.1M	$12.3M	$12.6M	+419%
Tax revenue	$13.2M	$13.3M	$12.1M	$14.0M	$14.1M	$14.4M	$14.2M	+7%
Fees & service charges	$7.4M	$7.4M	$7.7M	$8.8M	$9.2M	$9.8M	$10.9M	+47%
Personnel	$7.1M	$6.7M	$7.5M	$8.6M	$9.7M	$11.0M	$11.8M	+65%
Operations & maintenance	$7.1M	$7.2M	$8.7M	$10.0M	$10.0M	$10.2M	$11.4M	+61%
Capital	$6.7M	$7.0M	$8.9M	$12.9M	$17.3M	$17.0M	$12.5M	+88%
Debt service	$6.6M	$6.0M	$4.2M	$2.4M	$1.7M	$1.6M	$1.2M	−81%
Total expenditures	**$29.5M**	**$29.4M**	**$33.1M**	**$39.1M**	**$45.5M**	**$42.7M**	**$40.2M**	+37%

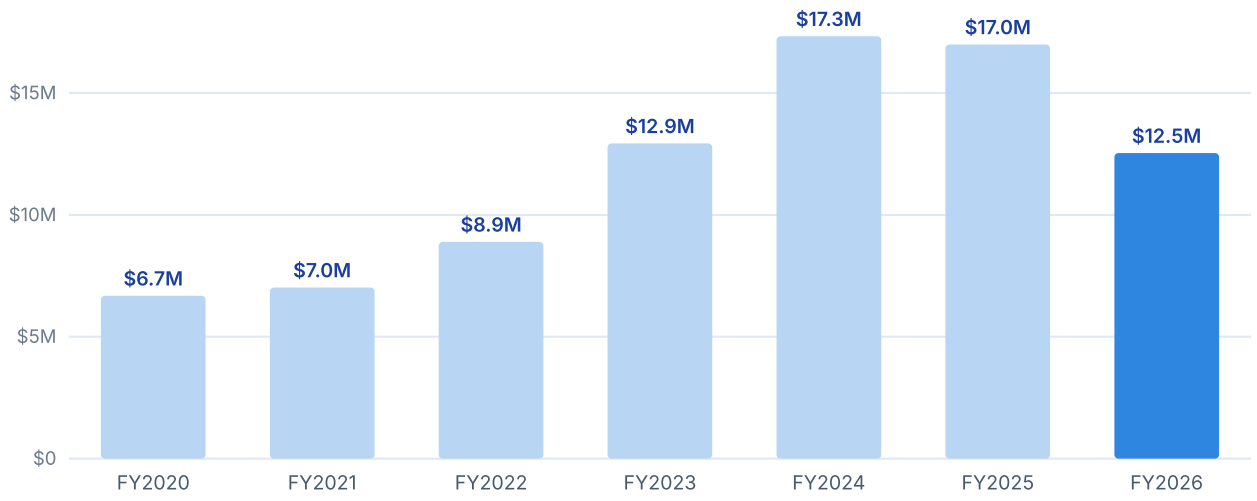
FY2020 tax and fee figures are as amended at year-end (shown in the FY2021 budget book). The FY2021 book does not report unrestricted cash separately. Debt service includes Component Unit (TIF) debt; the City's own debt service in FY2026 is $159,400.

What changed

- **Operating budget:** up 37%, from $29.5M to $40.2M, as the City expanded services and infrastructure.
- **Capital:** nearly doubled, from $6.7M to $12.5M, after peaking at $17.3M in FY2024.
- **Fees and service charges:** up 47%, from $7.4M to $10.9M.
- **Debt service:** down from $6.6M to $1.2M, freeing money for services and projects.

Capital investment in each year's budget

All funds, adopted budget, $ millions

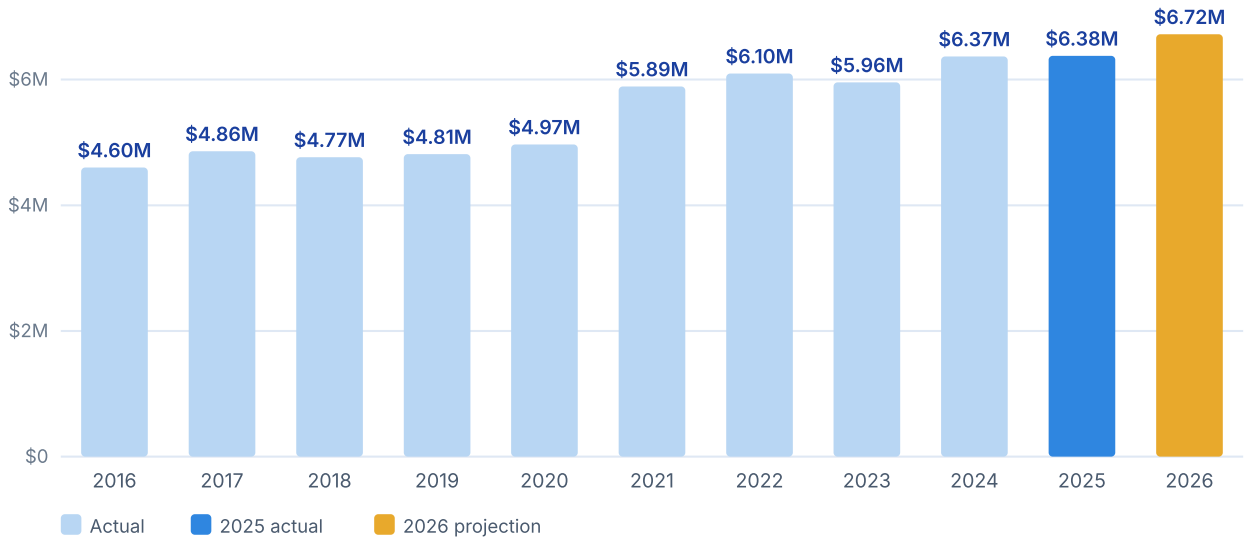


03 Sales tax history

Sales tax is the City's largest revenue source, making up about 62% of General Fund revenue. The City levies a 2% sales tax: 1% to the General Fund, 0.5% to the Capital Improvement Tax (CIT) Fund and 0.5% to the Transportation Fund. Since 2023, a 3% marijuana sales tax approved by voters also goes to the General Fund.

General Fund sales tax keeps reaching new highs

Actual receipts, $ millions; 2026 projected from receipts through October



General Fund sales tax is up 39% since 2016 and about **4.8% a year since 2019**. 2026 receipts through October were $5.68M, up 6.3% from the same point in 2025 and 8.3% above the City's projection.

All three sales tax funds combined

Year	General Fund (1%)	CIT Fund (0.5%)	Transportation (0.5%)	Total
2017	$4.86M	$2.40M	$2.40M	$9.65M
2018	$4.77M	$2.34M	$2.34M	$9.45M
2019	$4.81M	$2.37M	$2.37M	$9.55M
2020	$4.97M	$2.45M	$2.45M	$9.86M
2021	$5.89M	$2.91M	$2.91M	$11.71M
2022	$6.10M	$3.01M	$3.01M	$12.11M
2023	$5.96M	$2.93M	$2.93M	$11.81M
2024	$6.37M	$3.00M	$3.00M	$12.38M

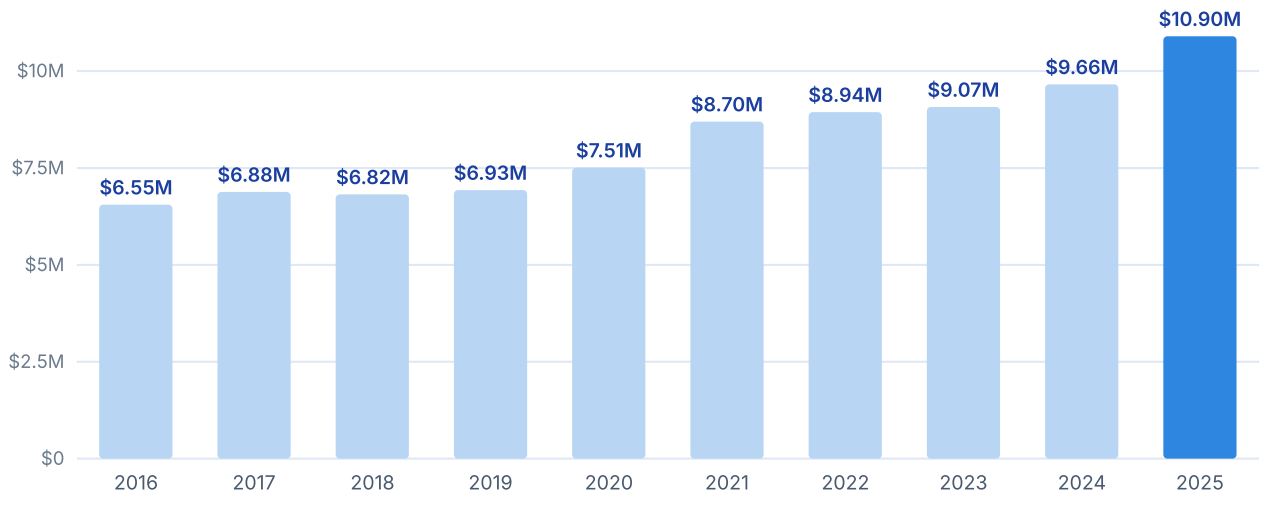
Combined sales tax receipts grew from **$9.55M in 2019** to **$12.38M in 2024**, an increase of **$2.8M (30%)**. That growth funds public safety and parks through the General Fund, water and sewer debt and capital through the CIT Fund, and roads, sidewalks and airports through the Transportation Fund.

The Transportation Fund receives the same 0.5% as the CIT Fund; the budget books report amounts within a few hundred dollars of each other. The CIT figure is shown for both.

04 General Fund revenue

General Fund revenue up 57% since 2019

Total General Fund revenue, actual; 2025 as projected in the FY2026 budget, $ millions



The General Fund pays for most day-to-day City services, including police, the 911 center, parks, building inspection and administration. Its revenue grew from **$6.55M in 2016** to a projected **$10.90M in 2025**, with growth in each category:

- **Sales tax:** the main driver, up $1.57M from 2019 to 2025.
- **Building permits:** up from $83K in 2019 to $304K in 2024, with $525K collected through September 2026.
- **Interest earnings:** from $19K in 2021 to more than $200K a year since 2023, reflecting the City's larger cash balances.
- **Franchise fees:** budgeted at $1.06M for FY2026.

05 Debt retirement

From $19M of debt to none

Total outstanding principal, all City debt

Dates follow how each budget book reports the balance (end of year through 2022, start of year from 2024). January 2027 reflects the scheduled final payment.

Since the end of 2019, the City has paid down **$18.7M** in debt. The remaining balance is Water Revenue Bonds, with the final payment scheduled for **January 1, 2027**. After that, CIT Fund money currently committed to debt can go to other capital needs.

06 Cash and reserves

Cash balances at the start of each budget year

All funds, January 1, $ millions

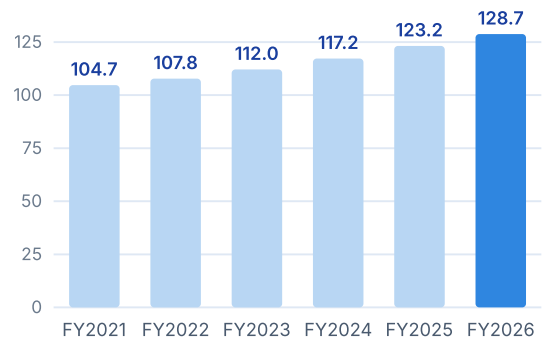
FY2021 is omitted because that budget book does not report unrestricted cash separately.

- **Total cash** grew from $18.2M (January 1, 2020) to $21.9M (January 1, 2026), and reached **$27.5M on September 30, 2026**.
- **Unrestricted cash**, which is money not set aside for a specific purpose, grew from $2.4M to $12.6M.
- **Policy reserves** required by the City's 2016 Reserve Policy remain fully funded, at $4.5M across funds in FY2026.

07 Investing in people and infrastructure

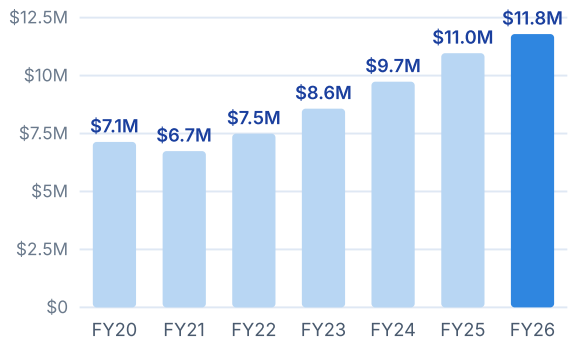
Staffing

Authorized full-time equivalents



Personnel budget

All funds, adopted, $ millions

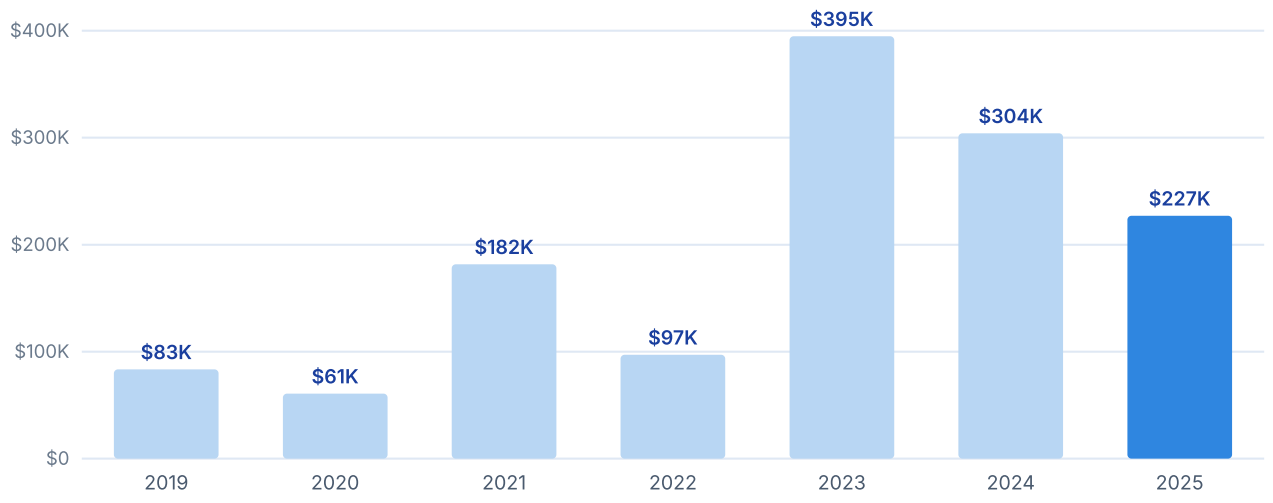


Staffing grew **23%**, from 104.7 to 128.7 full-time equivalents, and the personnel budget grew from $7.1M to $11.8M. The FY2026 budget includes a 2.6% cost-of-living adjustment, five new positions and pay and benefit improvements to keep the City competitive. Capital investment covered roads, sidewalks, stormwater, water and sewer infrastructure, airports, public safety equipment and technology.

08 Development and utility growth

Building permit revenue

General Fund, actual; 2025 as projected in the FY2026 budget



2026 collections reached $524,675 through September 30, 2026, 210% of the annual budget.

Water and sewer collections

Year	Water	Sewer	Combined
2018	$1.83M	$2.46M	$4.29M
2019	$1.82M	$2.43M	$4.25M
2020	$1.84M	$2.46M	$4.29M
2021	$1.88M	$2.53M	$4.41M
2022	$1.91M	$2.56M	$4.47M
2023	$2.11M	$2.85M	$4.97M
2024	$2.28M	$3.27M	$5.55M
2025 (proj.)	$2.61M	$4.31M	$6.92M
Growth, 2018–2025	**+42%**	**+75%**	**+61%**

Utility collections reflect a growing customer base and rate adjustments that fund system improvements. In 2026, water impact fees, sewer development charges and plant capacity fees are each running at more than five times their annual budgets, another sign of new construction.

09 Recognition

The Government Finance Officers Association has given Osage Beach its Distinguished Budget Presentation Award for six years, most recently for the FY2025 budget. It is the highest award in governmental budgeting.

Sources and method

City of Osage Beach adopted operating budgets for FY2020, FY2021, FY2022, FY2023, FY2024, FY2025 and FY2026. Actual figures for each year come from the later budget books that report them. Current-year figures come from the City's General Fund Sales Tax Report (October 2026) and Monthly Financial Statements (September 2026, unaudited). The 2026 sales tax projection assumes November and December receipts follow the City's monthly projections. This report focuses on areas of growth and is not a complete financial review.