

Yearly Sales Tax Revenue



	2015	2016	2017	2018	2019	2020
Prior Year Collections *	\$ 231,220	\$ 166,999	\$ 175,216	\$ 82,847	\$ 129,200	\$ 74,636
Jan	2,529,828	2,708,833	2,939,153	3,303,966	3,446,276	3,770,486
Feb	2,356,187	2,628,882	2,942,236	3,044,888	3,305,719	3,758,801
Mar	3,249,291	3,274,629	3,856,165	4,103,325	4,364,815	4,346,871
Apr	2,697,616	2,991,981	3,559,192	3,487,035	3,928,407	3,589,723
May	3,089,557	3,235,763	3,703,943	4,043,517	4,181,083	-
Jun	3,607,345	3,836,672	4,304,723	4,493,392	4,987,026	-
Jul	3,307,172	3,547,768	3,899,703	4,080,724	4,402,098	-
Aug	3,336,810	3,551,913	3,898,049	4,266,934	5,295,701	-
Sep	3,513,438	3,946,825	4,190,106	4,319,640	4,823,346	-
Oct	2,999,064	3,528,073	3,513,275	3,984,307	4,008,060	-
Nov	3,055,060	3,479,493	3,877,471	4,104,407	4,316,630	-
Dec	4,367,857	4,855,770	5,426,023	5,562,531	5,980,282	-
Totals	\$ 38,340,444	\$ 41,753,601	\$ 46,285,255	\$ 48,794,666	\$ 53,039,443	\$ 15,465,881

Year to Year Change

8.9%

10.9%

5.4%

8.7%

Footnote:

* Prior Year Collections line item includes payments received in current year applicable to prior year sales tax returns. As prior year accounting records have been closed and the "previous period" amount is not deemed material to the previous year YTD total, the revenue will be recorded in December of the current year. Prior year monthly and annual totals will not change due to a receipt of a late payment.


Three Year Sales Tax Revenue Comparison




	2018	2019	% of Total	2018-2019 % Change	2020	2019-2020 % Change	Budgeted ST	% of Budget
<i>Previous Period *</i>	\$ 82,847	\$ 129,200		NA	\$ 74,636	NA		
<i>Jan</i>	\$ 3,303,966	3,446,276	6.5%	4.3%	3,770,486	9.4%	3,398,261	11.0%
<i>Feb</i>	\$ 3,044,888	\$ 3,305,719	6.2%	8.6%	3,758,801	13.7%	3,259,662	15.3%
<i>Mar</i>	\$ 4,103,325	4,364,815	8.2%	6.4%	4,346,871	-0.4%	4,304,003	1.0%
<i>Apr</i>	\$ 3,487,035	\$ 3,928,407	7.4%	12.7%	3,589,723	-8.6%	3,873,675	-7.3%
<i>May</i>	\$ 4,043,517	4,181,083	7.8%	3.4%			4,122,830	
<i>Jun</i>	\$ 4,493,392	\$ 4,987,026	9.4%	11.0%			4,917,545	
<i>Jul</i>	\$ 4,080,724	4,402,098	8.3%	7.9%			4,340,766	
<i>Aug</i>	\$ 4,266,934	\$ 5,295,701	9.9%	24.1%			5,221,919	
<i>Sep</i>	\$ 4,319,640	4,823,346	9.1%	11.7%			4,756,145	
<i>Oct</i>	\$ 3,984,307	\$ 4,008,060	7.5%	0.6%			3,952,218	
<i>Nov</i>	\$ 4,104,407	4,316,630	8.1%	5.2%			4,256,489	
<i>Dec</i>	\$ 5,562,531	\$ 5,980,282	11.2%	7.5%			5,896,962	
Totals	\$ 48,794,666	\$ 53,039,443		8.7%	\$ 15,465,881			
Revenue	\$ 13,939,214	\$ 15,045,217		7.9%	\$ 15,465,881	2.8%		
Less Audit Revenue YTD	7,858	352,953		4391.8%	674,393	91.1%		
Less Promenade Credit PIF YTD	234,249	304,262		29.9%	344,047	13.1%		
Less DDA TIF* YTD	112,897	186,637		65.3%	112,944	-39.5%		
Revenue Net of Audit Rev, Promenade, and DDA TIF	\$ 13,584,210	\$ 14,201,364		4.5%	\$ 14,334,498	0.9%		
* DDA TIF number includes current year TIF and any proir year corrections/adjustments.								

52,550,995

Monthly Sales Tax Comparisons

April 2019	April 2020	% Prior Month/Year Comparison		
\$ 3,928,407	\$ 3,589,723	-8.6%		
2019	2020	% Change YTD		
\$ 15,045,217	\$ 15,465,883	2.8%		
Monthly Sales Tax Comparisons - By Geographical Area				
Category	April 2019	April 2020	% Prior Month/Year Comparison	% Total Month
Milestone/Metzler	\$ 949,662	\$ 934,583	-1.6%	26.2%
Promenade	663,742	594,653	-10.4%	16.7%
Outlet Mall	524,428	34,152	-93.5%	1.0%
Out of State	320,126	441,108	37.8%	12.4%
Out of Town	325,177	310,886	-4.4%	8.7%
Downtown	322,184	246,607	-23.5%	6.9%
Wolfensberger	195,543	156,189	-20.1%	4.4%
Area Around Outlet Mall	160,663	185,588	15.5%	5.2%
Founders Market Place	137,011	164,987	20.4%	4.6%
Audit Revenue	53,640	300,008	459.3%	8.4%
Plum Creek	90,894	75,117	-17.4%	2.1%
Justice	82,107	69,232	-15.7%	1.9%
Misc/ Other	39,667	23,628	-40.4%	0.7%
Meadows	54,901	24,232	-55.9%	0.7%
Remote Seller	11,044	28,753	160.3%	0.8%
Category	2019 YTD	2020 YTD	% Change YTD	% Total YTD
Milestone/Metzler	\$ 3,392,805	\$ 3,481,527	2.6%	22.7%
Promenade	2,511,827	2,811,646	11.9%	18.3%
Outlet Mall	1,891,732	1,029,393	-45.6%	6.7%
Out of State	1,459,020	1,792,889	22.9%	11.7%
Out of Town	1,287,480	1,446,878	12.4%	9.4%
Downtown	1,268,673	1,225,206	-3.4%	8.0%
Wolfensberger	802,563	797,197	-0.7%	5.2%
Area Around Outlet Mall	503,910	531,176	5.4%	3.5%
Founders Market Place	537,137	660,382	22.9%	4.3%
Audit Revenue	352,953	674,393	91.1%	4.4%
Plum Creek	325,271	304,920	-6.3%	2.0%
Justice	301,204	294,512	-2.2%	1.9%
Misc/ Other	158,382	131,546	-16.9%	0.9%
Meadows	200,698	169,129	-15.7%	1.1%
Remote Seller	50,621	115,089	127.4%	0.7%

Monthly Sales Tax Comparisons

April 2019	April 2020	% Prior Month/Year Comparison	
\$ 3,928,407	\$ 3,589,723	-8.6%	
2019	2020	% Change YTD	
\$ 15,045,217	\$ 15,465,882	2.8%	

Monthly Sales Tax Comparisons - By Industry

Category	April 2019	April 2020	% Prior Month/Year Comparison	% Total Month
Food and General Merchandise	\$ 1,121,438	\$ 1,319,004	17.6%	36.7%
Apparel and Accessories	569,051	42,856	-92.5%	1.2%
Restaurants & Bars	538,398	312,652	-41.9%	8.7%
Misc Retail	370,785	364,615	-1.7%	10.2%
Home and Garden	362,713	447,162	23.3%	12.5%
Utilities	184,708	174,528	-5.5%	4.9%
Auto and Auto Items	175,446	143,155	-18.4%	4.0%
Communication	108,757	60,548	-44.3%	1.7%
Furniture and Home Décor	109,387	60,465	-44.7%	1.7%
Audit Revenue	53,640	300,008	459.3%	8.4%
Leasing and Rentals	67,874	102,195	50.6%	2.8%
Agricultural and Construction	100,591	97,602	-3.0%	2.7%
Services	37,910	43,415	14.5%	1.2%
Wholesale and Manufacturing	55,489	41,937	-24.4%	1.2%
Ranch Supply/Pet Needs	44,564	70,871	59.0%	2.0%
Hotel	30,037	8,710	-71.0%	0.2%

Category	2019 YTD	2020 YTD	% Change YTD	% Total YTD
Food and General Merchandise	\$ 4,317,225	\$ 5,221,500	20.9%	33.8%
Apparel and Accessories	2,067,380	1,173,582	-43.2%	7.6%
Restaurants & Bars	1,934,049	1,639,249	-15.2%	10.6%
Misc Retail	1,517,819	1,782,418	17.4%	11.5%
Home and Garden	1,059,183	1,184,961	11.9%	7.7%
Utilities	850,049	810,498	-4.7%	5.2%
Auto and Auto Items	696,196	661,537	-5.0%	4.3%
Communication	456,207	297,360	-34.8%	1.9%
Furniture and Home Décor	416,165	412,159	-1.0%	2.7%
Audit Revenue	352,953	674,393	91.1%	4.4%
Leasing and Rentals	335,315	409,881	22.2%	2.7%
Agricultural and Construction	363,964	398,045	9.4%	2.6%
Services	211,590	281,038	32.8%	1.8%
Wholesale and Manufacturing	187,622	172,781	-7.9%	1.1%
Ranch Supply/Pet Needs	178,192	276,222	55.0%	1.8%
Hotel	100,365	70,258	-30.0%	0.5%

* YTD break out does not include prior year collections