

Addendum
DIRECTORS'/ORGANIZATIONAL AGENDA
ADDENDUM
Monday, June 24, 2019

I. DIRECTORS CORRESPONDENCE
FINANCE

1. June 2019 Sales Tax Report

Angela M. Birkett

From: Jan Bolin
Sent: Monday, June 24, 2019 8:32 AM
To: Council Packet; Steve Hubka (stevehubka@gmail.com); Robert Balfany (robert.balfany@usbank.com)
Subject: June 2019 Sales Tax Report
Attachments: BFb190621.pdf

Follow Up Flag: Follow up
Flag Status: Completed

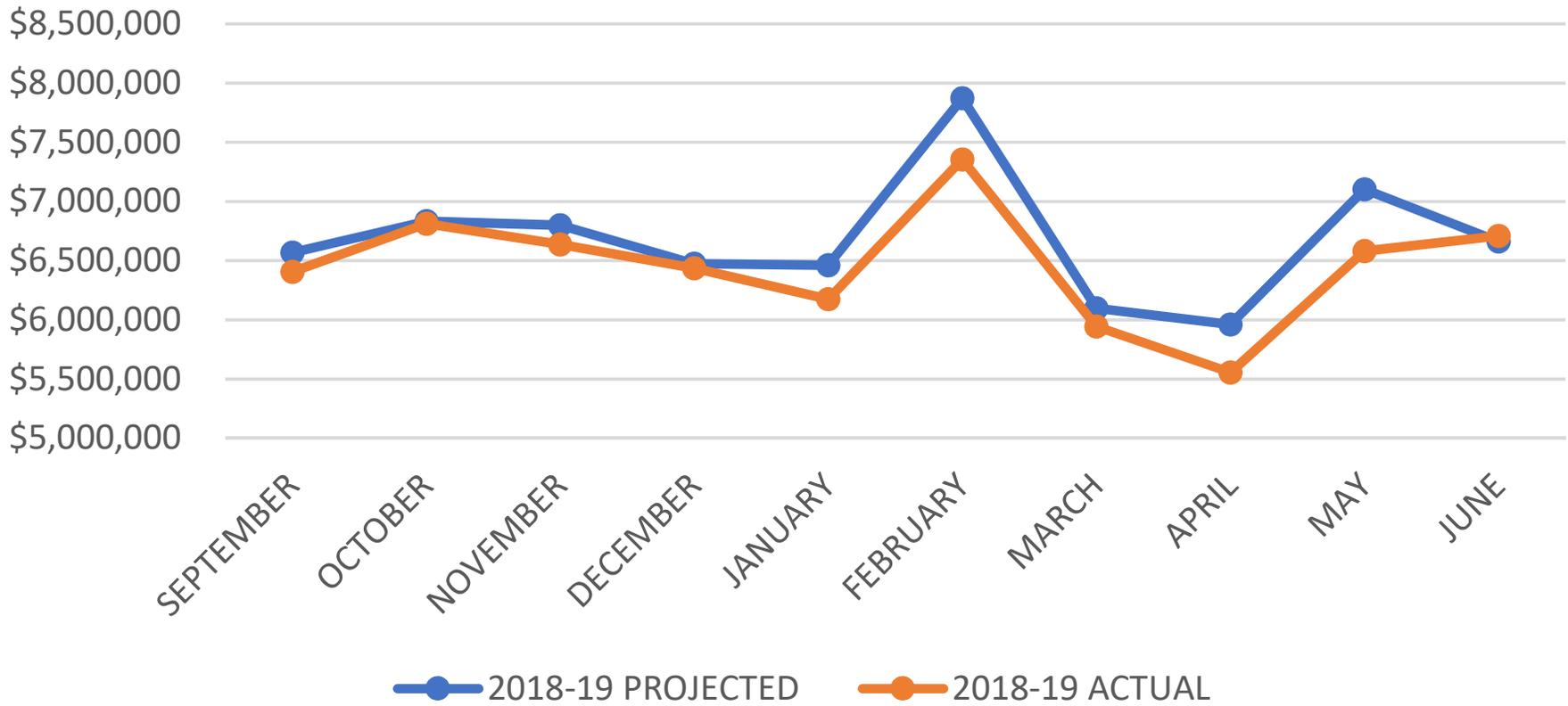
The June Sales Tax report reflecting April 2019 sales is attached. The June receipts net of refunds are 6.92% over the projected amount. Unfortunately, we don't have any concrete information to explain the increase. April was the first month collection of online sales tax was required. Refunds were low, also. Gross sales tax was 6.26% over projections.

June receipts are encouraging, however net collections year-to-date are still only 1.19% greater than 2017-18 and a 4.96% increase is required to meet budgeted projections. If we are so fortunate as to experience similar receipts in the remaining two months of the Fiscal Year we are still likely to be \$1.5 million short of projected revenue.

I sure hope this is a trend, but even if our sales tax growth this year reaches 2%, we would need it to grow closer to 6% for 2019-20 to meet budgeted sales tax projections.

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FY 2018-19 Projected vs Actual New Sales Tax



**Actual Compared to
Projected Sales Tax Collections**

| | 2018-19 PROJECTED | 2018-19 ACTUAL | VARIANCE FROM PROJECTED | \$ CHANGE FR. 17-18 | % CHANGE FR. 17-18 |
|--------------|----------------------|---------------------|-------------------------------|------------------------|-----------------------|
| SEPTEMBER | \$6,569,175 | \$6,404,239 | (\$164,936) | \$115,741 | 1.84% |
| OCTOBER | \$6,833,888 | \$6,809,916 | (\$23,972) | \$29,385 | 0.43% |
| NOVEMBER | \$6,798,484 | \$6,634,499 | (\$163,985) | \$97,668 | 1.49% |
| DECEMBER | \$6,475,120 | \$6,435,303 | (\$39,817) | \$110,642 | 1.75% |
| JANUARY | \$6,461,284 | \$6,174,639 | (\$286,645) | \$122,202 | 2.02% |
| FEBRUARY | \$7,870,552 | \$7,353,053 | (\$517,499) | (\$105,360) | -1.41% |
| MARCH | \$6,097,570 | \$5,941,323 | (\$156,247) | \$60,363 | 1.03% |
| APRIL | \$5,960,270 | \$5,555,244 | (\$405,026) | (\$21,513) | -0.39% |
| MAY | \$7,101,054 | \$6,582,001 | (\$519,053) | (\$86,134) | -1.29% |
| JUNE | \$6,661,052 | \$6,708,808 | \$47,756 | \$434,358 | 6.92% |
| JULY | \$6,684,576 | | | | |
| AUGUST | \$7,107,310 | | | | |
| TOTAL | \$80,620,335 | \$64,599,025 | (\$2,229,424) | \$757,352 | 1.19% |

Actual collections for the fiscal year to date are 3.34% under projections for the year.

CITY OF LINCOLN
GROSS SALES TAX COLLECTIONS (WITH REFUNDS ADDED BACK IN)
2014-2015 THROUGH 2018-2019

| | ACTUAL | ACTUAL | ACTUAL | % CHG. | ACTUAL | % CHG. | ACTUAL | % CHG. |
|------------------|----------------|----------------|----------------|------------------|----------------|------------------|----------------|------------------|
| | 2014-15 | 2015-16 | 2016-17 | FR. PRIOR | 2017-18 | FR. PRIOR | 2018-19 | FR. PRIOR |
| | | | | YEAR | | YEAR | | YEAR |
| SEPTEMBER | \$5,741,404 | \$6,041,963 | \$6,265,764 | 3.70% | \$6,386,734 | 1.93% | \$6,457,192 | 1.10% |
| OCTOBER | \$5,848,947 | \$6,089,519 | \$6,598,756 | 8.36% | \$6,811,452 | 3.22% | \$6,817,440 | 0.09% |
| NOVEMBER | \$5,873,441 | \$6,266,119 | \$6,471,721 | 3.28% | \$6,537,754 | 1.02% | \$6,637,486 | 1.53% |
| DECEMBER | \$5,737,783 | \$5,876,792 | \$6,128,386 | 4.28% | \$6,371,026 | 3.96% | \$6,493,888 | 1.93% |
| JANUARY | \$5,525,231 | \$5,651,337 | \$6,285,444 | 11.22% | \$6,432,363 | 2.34% | \$6,516,808 | 1.31% |
| FEBRUARY | \$6,802,647 | \$7,137,154 | \$7,293,928 | 2.20% | \$7,459,132 | 2.26% | \$7,386,107 | -0.98% |
| MARCH | \$5,396,268 | \$5,392,157 | \$5,521,761 | 2.40% | \$5,930,406 | 7.40% | \$5,981,967 | 0.87% |
| APRIL | \$5,188,877 | \$5,426,539 | \$5,639,028 | 3.92% | \$5,618,037 | -0.37% | \$5,586,708 | -0.56% |
| MAY | \$6,348,190 | \$6,494,521 | \$6,708,815 | 3.30% | \$6,759,407 | 0.75% | \$6,623,556 | -2.01% |
| JUNE | \$5,728,421 | \$6,030,654 | \$6,255,952 | 3.74% | \$6,325,718 | 1.12% | \$6,721,994 | 6.26% |
| JULY | \$5,841,882 | \$6,000,464 | \$6,440,709 | 7.34% | \$6,644,137 | 3.16% | | |
| AUGUST | \$6,196,574 | \$6,657,168 | \$6,736,493 | 1.19% | \$6,770,977 | 0.51% | | |
| TOTAL | \$70,229,665 | \$73,064,387 | \$76,346,757 | 4.49% | \$78,047,143 | 2.23% | \$65,223,146 | 0.91% |

**CITY OF LINCOLN
SALES TAX REFUNDS
2014-2015 THROUGH 2018-2019**

| | ACTUAL 2014-2015 | ACTUAL 2015-2016 | ACTUAL 2016-2017 | % CHG. FROM PRIOR YEAR | ACTUAL 2017-2018 | % CHG. FROM PRIOR YEAR | ACTUAL 2018-2019 | % CHG. FROM PRIOR YEAR |
|------------------|-----------------------------|-----------------------------|-----------------------------|---------------------------------------|-----------------------------|---------------------------------------|-----------------------------|---------------------------------------|
| SEPTEMBER | (\$44,232) | (\$105,779) | (\$217,212) | 105.35% | (\$98,235) | -54.77% | (\$52,954) | -46.09% |
| OCTOBER | (\$191,059) | (\$94,343) | (\$31,712) | -66.39% | (\$30,920) | -2.50% | (\$7,524) | -75.66% |
| NOVEMBER | (\$151,968) | (\$83,553) | (\$81,460) | -2.50% | (\$923) | -98.87% | (\$2,944) | 218.96% |
| DECEMBER | (\$23,916) | (\$43,624) | (\$79,179) | 81.50% | (\$46,365) | -41.44% | (\$58,585) | 26.36% |
| JANUARY | (\$277,201) | (\$98,310) | (\$294,431) | 199.49% | (\$379,926) | 29.04% | (\$342,169) | -9.94% |
| FEBRUARY | (\$381,405) | (\$276,479) | (\$90,752) | -67.18% | (\$719) | -99.21% | (\$33,054) | 4497.22% |
| MARCH | (\$69,314) | (\$39,620) | (\$92,105) | 132.47% | (\$49,445) | -46.32% | (\$40,643) | -17.80% |
| APRIL | (\$79,747) | (\$75,796) | (\$29,707) | -60.81% | (\$41,280) | 38.96% | (\$31,464) | -23.78% |
| MAY | (\$72,554) | (\$105,297) | (\$67,726) | -35.68% | (\$91,272) | 34.77% | (\$41,555) | -54.47% |
| JUNE | (\$26,219) | (\$152,053) | (\$83,394) | -45.15% | (\$51,268) | -38.52% | (\$13,186) | -74.28% |
| JULY | (\$40,332) | (\$55,289) | (\$1,932) | -96.51% | (\$347,486) | 17885.82% | (\$29,772) | -91.43% |
| AUGUST | (\$10,119) | (\$312,528) | (\$17,202) | -94.50% | (\$96,471) | 460.81% | | |
| TOTAL | (\$1,368,066) | (\$1,442,671) | (\$1,086,812) | -24.67% | (\$1,234,310) | 13.57% | (\$653,851) | -42.54% |

**CITY OF LINCOLN
NET SALES TAX COLLECTIONS
2014-2015 THROUGH 2017-2018**

| | ACTUAL 2014-15 | ACTUAL 2015-16 | ACTUAL 2016-17 | % CHG. FROM PR. YEAR | ACTUAL 2017-18 | % CHG. FROM PRIOR YEAR | ACTUAL 2018-19 | % CHG. FROM PRIOR YEAR |
|------------------|---------------------------|---------------------------|---------------------------|-------------------------------------|---------------------------|---------------------------------------|---------------------------|---------------------------------------|
| SEPTEMBER | \$5,697,172 | \$5,936,184 | \$6,048,552 | 1.89% | \$6,288,498 | 3.97% | \$6,404,239 | 1.84% |
| OCTOBER | \$5,657,888 | \$5,995,177 | \$6,567,045 | 9.54% | \$6,780,531 | 3.25% | \$6,809,916 | 0.43% |
| NOVEMBER | \$5,721,474 | \$6,182,565 | \$6,390,261 | 3.36% | \$6,536,831 | 2.29% | \$6,634,499 | 1.49% |
| DECEMBER | \$5,713,868 | \$5,833,168 | \$6,049,207 | 3.70% | \$6,324,661 | 4.55% | \$6,435,303 | 1.75% |
| JANUARY | \$5,248,031 | \$5,553,027 | \$5,991,013 | 7.89% | \$6,052,437 | 1.03% | \$6,174,639 | 2.02% |
| FEBRUARY | \$6,421,242 | \$6,860,675 | \$7,203,175 | 4.99% | \$7,458,413 | 3.54% | \$7,353,053 | -1.41% |
| MARCH | \$5,326,954 | \$5,352,537 | \$5,429,656 | 1.44% | \$5,880,960 | 8.31% | \$5,941,323 | 1.03% |
| APRIL | \$5,109,130 | \$5,350,744 | \$5,609,320 | 4.83% | \$5,576,757 | -0.58% | \$5,555,244 | -0.39% |
| MAY | \$6,275,635 | \$6,389,224 | \$6,641,089 | 3.94% | \$6,668,135 | 0.41% | \$6,582,001 | -1.29% |
| JUNE | \$5,702,202 | \$5,878,601 | \$6,172,558 | 5.00% | \$6,274,450 | 1.65% | \$6,708,808 | 6.92% |
| JULY | \$5,801,550 | \$5,945,175 | \$6,438,777 | 8.30% | \$6,296,651 | -2.21% | | |
| AUGUST | \$6,186,455 | \$6,344,640 | \$6,719,292 | 5.91% | \$6,674,506 | -0.67% | | |
| TOTAL | \$68,861,601 | \$71,621,717 | \$75,259,945 | 5.08% | \$76,812,830 | 2.06% | \$64,599,025 | 1.19% |