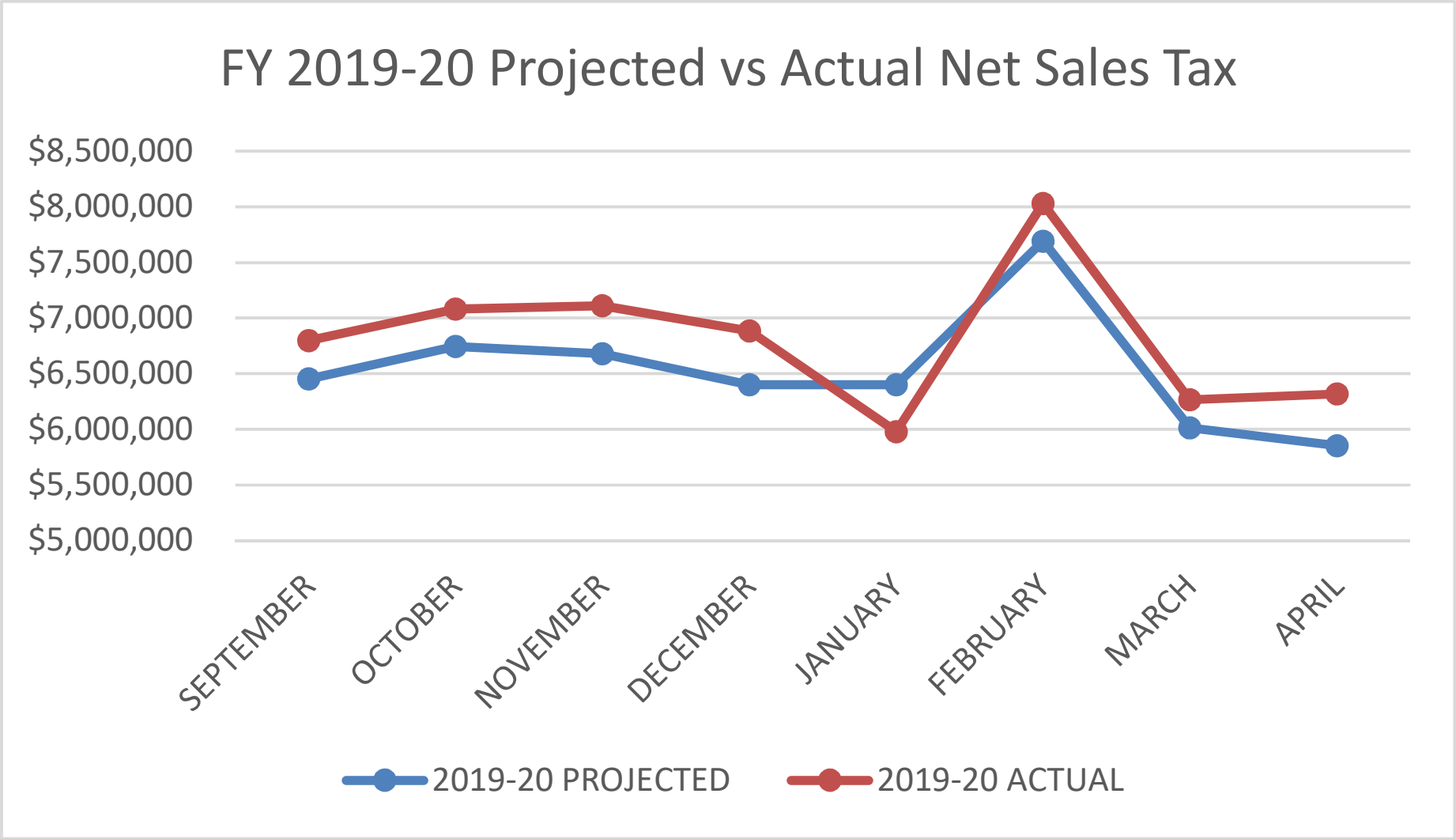
IN LIEU OF
DIRECTORS' ORGANIZATIONAL MEETING
Monday, April 27, 2020

I. DIRECTORS CORRESPONDENCE

FINANCE

1. April 2020 Sales Tax Report reflecting February 2020 sales


FY 2019-20 Projected vs Actual Net Sales Tax
$8,500,000
$8,000,000
$7,500,000
$7,000,000
$6,500,000
$6,000,000
$5,500,000
$5,000,000
SEPTEMBER
OCTOBER
NOVEMBER
DECEMBER
JANUARY
FEBRUARY
MARCH
APRIL
2019-20 PROJECTED
2019-20 ACTUAL

Actual Compared to
Projected Sales Tax Collections

	2019-20 PROJECTED	2019-20 ACTUAL	VARIANCE FROM PROJECTED	$ CHANGE FR. 18-19	% CHANGE FR. 18-19
SEPTEMBER	$6,455,152	$6,799,287	$344,135	$395,048	6.17%
OCTOBER	$6,745,501	$7,079,014	$333,513	$269,098	3.95%
NOVEMBER	$6,680,185	$7,111,129	$430,944	$476,630	7.18%
DECEMBER	$6,400,511	$6,883,710	$483,199	$448,407	6.97%
JANUARY	$6,399,290	$5,979,671	($419,619)	($194,968)	-3.16%
FEBRUARY	$7,692,336	$8,029,753	$337,417	$676,700	9.20%
MARCH	$6,014,461	$6,266,880	$252,419	$325,557	5.48%
APRIL	$5,853,915	$6,319,319	$465,404	$764,075	13.75%
MAY	$6,989,551	$0			
JUNE	$6,595,173	$0			
JULY	$6,641,288	$0			
AUGUST	$7,049,125	$0			
TOTAL	$79,516,488	$54,468,763	$2,227,412	$3,160,547	6.16%

Actual collections for the fiscal year to date are 4.26% over projections for the year.

CITY OF LINCOLN
GROSS SALES TAX COLLECTIONS (WITH REFUNDS ADDED BACK IN)
2015-2016 THROUGH 2019-2020

	ACTUAL 2015-16	ACTUAL 2016-17	ACTUAL 2017-18	% CHG. FR. PRIOR YEAR	ACTUAL 2018-19	% CHG. FR. PRIOR YEAR	ACTUAL 2019-20	% CHG. FR. PRIOR YEAR
SEPTEMBER	$6,041,963	$6,265,764	$6,386,734	1.93%	$6,457,192	1.10%	$6,927,862	7.29%
OCTOBER	$6,089,519	$6,598,756	$6,811,452	3.22%	$6,817,440	0.09%	$7,116,483	4.39%
NOVEMBER	$6,266,119	$6,471,721	$6,537,754	1.02%	$6,637,486	1.53%	$7,146,575	7.67%
DECEMBER	$5,876,792	$6,128,386	$6,371,026	3.96%	$6,493,888	1.93%	$6,897,823	6.22%
JANUARY	$5,651,337	$6,285,444	$6,432,363	2.34%	$6,516,808	1.31%	$6,776,561	3.99%
FEBRUARY	$7,137,154	$7,293,928	$7,459,132	2.26%	$7,386,107	-0.98%	$8,118,745	9.92%
MARCH	$5,392,157	$5,521,761	$5,930,406	7.40%	$5,981,967	0.87%	$6,303,510	5.38%
APRIL	$5,426,539	$5,639,028	$5,618,037	-0.37%	$5,586,708	-0.56%	$6,350,301	13.67%
MAY	$6,494,521	$6,708,815	$6,759,407	0.75%	$6,623,556	-2.01%		
JUNE	$6,030,654	$6,255,952	$6,325,718	1.12%	$6,721,994	6.26%		
JULY	$6,000,464	$6,440,709	$6,644,137	3.16%	$6,804,001	2.41%		
AUGUST	$6,657,168	$6,736,493	$6,770,977	0.51%	$7,199,568	6.33%		
TOTAL	$73,064,387	$76,346,757	$78,047,143	2.23%	$79,226,715	1.51%	$55,637,860	7.25%

CITY OF LINCOLN
SALES TAX REFUNDS
2015-2016 THROUGH 2019-2020

	ACTUAL 2015-2016	ACTUAL 2016-2017	ACTUAL 2017-2018	% CHG. FROM PRIOR YEAR	ACTUAL 2018-2019	% CHG. FROM PRIOR YEAR	ACTUAL 2019-2020	% CHG. FROM PRIOR YEAR
SEPTEMBER	($105,779)	($217,212)	($98,235)	-54.77%	($52,954)	-46.09%	($128,575)	142.81%
OCTOBER	($94,343)	($31,712)	($30,920)	-2.50%	($7,524)	-75.66%	($37,469)	397.97%
NOVEMBER	($83,553)	($81,460)	($923)	-98.87%	($2,944)	218.96%	($35,446)	1104.01%
DECEMBER	($43,624)	($79,179)	($46,365)	-41.44%	($58,585)	26.36%	($14,114)	-75.91%
JANUARY	($98,310)	($294,431)	($379,926)	29.04%	($342,169)	-9.94%	($796,890)	132.89%
FEBRUARY	($276,479)	($90,752)	($719)	-99.21%	($33,054)	4497.22%	($88,992)	169.23%
MARCH	($39,620)	($92,105)	($49,445)	-46.32%	($40,643)	-17.80%	($36,630)	-9.87%
APRIL	($75,796)	($29,707)	($41,280)	38.96%	($31,464)	-23.78%	($30,982)	-1.53%
MAY	($105,297)	($67,726)	($91,272)	34.77%	($41,555)	-54.47%	($15,309)	-63.16%
JUNE	($152,053)	($83,394)	($51,268)	-38.52%	($13,186)	-74.28%		
JULY	($55,289)	($1,932)	($347,486)	17885.82%	($29,772)	-91.43%		
AUGUST	($312,528)	($17,202)	($96,471)	460.81%	($9,385)	-90.27%		
TOTAL	($1,442,671)	($1,086,812)	($1,234,310)	13.57%	($663,236)	-46.27%	($1,184,407)	93.88%

Year to date vs. previous year

CITY OF LINCOLN
NET SALES TAX COLLECTIONS
2015-2016 THROUGH 2019-2020

	ACTUAL 2015-16	ACTUAL 2016-17	ACTUAL 2017-18	% CHG. FROM PRIOR YEAR	ACTUAL 2018-19	% CHG. FROM PRIOR YEAR	ACTUAL 2019-20	% CHG. FROM PRIOR YEAR
SEPTEMBER	$5,936,184	$6,048,552	$6,288,498	3.97%	$6,404,239	1.84%	$6,799,287	6.17%
OCTOBER	$5,995,177	$6,567,045	$6,780,531	3.25%	$6,809,916	0.43%	$7,079,014	3.95%
NOVEMBER	$6,182,565	$6,390,261	$6,536,831	2.29%	$6,634,499	1.49%	$7,111,129	7.18%
DECEMBER	$5,833,168	$6,049,207	$6,324,661	4.55%	$6,435,303	1.75%	$6,883,710	6.97%
JANUARY	$5,553,027	$5,991,013	$6,052,437	1.03%	$6,174,639	2.02%	$5,979,671	-3.16%
FEBRUARY	$6,860,675	$7,203,175	$7,458,413	3.54%	$7,353,053	-1.41%	$8,029,753	9.20%
MARCH	$5,352,537	$5,429,656	$5,880,960	8.31%	$5,941,323	1.03%	$6,266,880	5.48%
APRIL	$5,350,744	$5,609,320	$5,576,757	-0.58%	$5,555,244	-0.39%	$6,319,319	13.75%
MAY	$6,389,224	$6,641,089	$6,668,135	0.41%	$6,582,001	-1.29%		
JUNE	$5,878,601	$6,172,558	$6,274,450	1.65%	$6,708,808	6.92%		
JULY	$5,945,175	$6,438,777	$6,296,651	-2.21%	$6,774,229	7.58%		
AUGUST	$6,344,640	$6,719,292	$6,674,506	-0.67%	$7,190,183	7.73%		
TOTAL	$71,621,717	$75,259,945	$76,812,830	2.06%	$78,563,436	2.28%	$54,468,763	6.16%

Year to date vs. previous year