



## City Administrator Memorandum

**To:** Mayor, Board of Aldermen  
**Cc:** Management  
**From:** Jeana Woods, City Administrator  
**Date:** 01/08/2018  
**Re:** Sales Tax Report – January 2018

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The following are the local sales tax receipts received this week by the City from the State of Missouri for the month we indicate as January.

- General Fund (1%) \$344,916.96
- Capital Improvement Tax (CIT) (0.5%) \$168,535.15
- Transportation Sales Tax (0.5%) \$168,535.15

The City receives 2% in local sales tax; 1% General Fund, 0.5% Capital Improvement Tax (CIT), 0.5% Transportation Tax. The local sales tax collected in both the TIF areas are included in the above breakdowns then transferred to each appropriate TIF fund.

The City's local sales tax is received in the second month after purchases are made by consumers. For example, purchases made in January by consumers are reported and to be paid to the State by the businesses in February and received by the City in March.

The January receipts listed above represent the local sales tax collected and paid by the businesses from consumer purchases made in November. Some timing issues can arise due to varied payment deadlines by the State and/or actual payment activity by the businesses which can delay payments to the City.

Per the General Fund Sales Tax Report, enclosed, year-to-date 2018 receipts are **\$144,445 (29.5%) LESS** than 2017 receipts and **\$59,841 (14.8%) LESS** than projected in the FY2018 budget. CIT and Transportation sales tax activity proportionately mirror the general fund sales tax activity as both the CIT and Transportation sales tax received is half that of the general sales tax, excluding a few nuances in sales tax application.

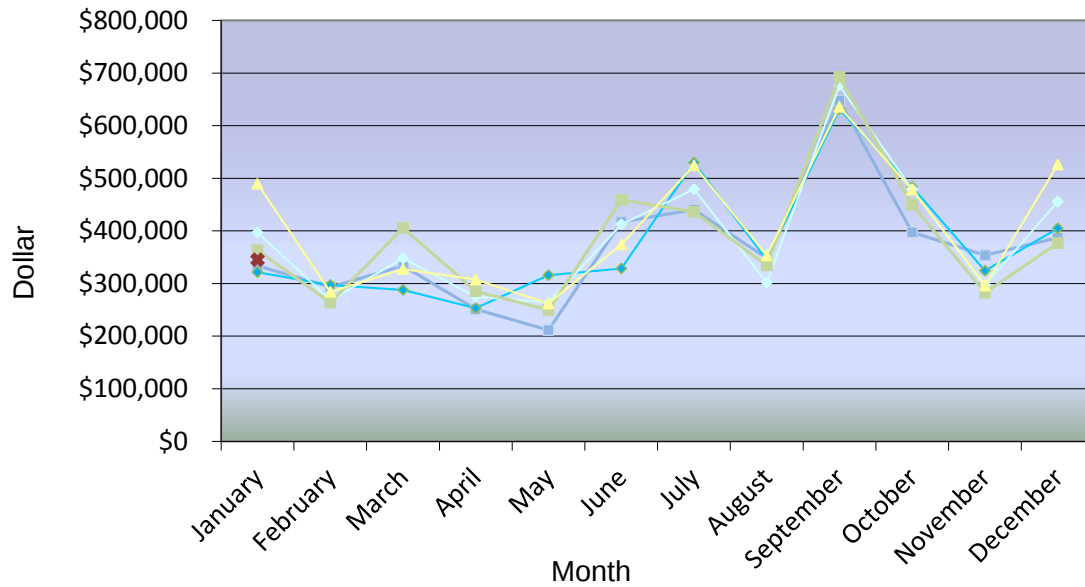
Feel free to contact me if you have further questions.

**CITY OF OSAGE BEACH**  
General Fund Sales Tax Report

|             | Actuals     |             |             |             |             |             | 2018 vs. 2017   |                | Projections |                 |                |
|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------------|----------------|-------------|-----------------|----------------|
|             | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | \$ Over/(Under) | % Over/(Under) | 2018        | \$ Over/(Under) | % Over/(Under) |
| January     | \$333,440   | \$321,330   | \$396,732   | \$363,206   | \$489,362   | \$344,917   | (\$144,445)     | -29.5%         | \$404,758   | (\$59,841)      | -14.8%         |
| February    | \$293,228   | \$297,010   | \$268,691   | \$263,937   | \$283,830   |             |                 |                |             |                 |                |
| March       | \$333,430   | \$287,756   | \$347,538   | \$405,757   | \$327,570   |             |                 |                |             |                 |                |
| April       | \$251,301   | \$253,243   | \$275,189   | \$285,540   | \$307,623   |             |                 |                |             |                 |                |
| May         | \$211,476   | \$315,721   | \$264,095   | \$249,636   | \$262,171   |             |                 |                |             |                 |                |
| June        | \$417,213   | \$328,527   | \$412,549   | \$459,179   | \$374,285   |             |                 |                |             |                 |                |
| July        | \$440,610   | \$530,046   | \$479,361   | \$436,319   | \$524,762   |             |                 |                |             |                 |                |
| August      | \$348,008   | \$344,965   | \$301,780   | \$334,627   | \$353,381   |             |                 |                |             |                 |                |
| September   | \$647,657   | \$631,363   | \$676,179   | \$692,355   | \$635,702   |             |                 |                |             |                 |                |
| October     | \$397,257   | \$483,716   | \$479,507   | \$449,996   | \$478,144   |             |                 |                |             |                 |                |
| November    | \$353,946   | \$324,228   | \$297,607   | \$282,471   | \$295,986   |             |                 |                |             |                 |                |
| December    | \$386,976   | \$404,930   | \$455,414   | \$376,522   | \$526,266   |             |                 |                |             |                 |                |
| Total       | \$4,414,542 | \$4,522,836 | \$4,654,641 | \$4,599,545 | \$4,859,082 | \$344,917   | (\$144,445)     | -3.0%          | \$4,900,000 | (\$59,841)      | -1.2%          |
| Budget      | \$4,500,000 | \$4,455,000 | \$4,600,000 | \$4,700,000 | \$4,800,000 | \$4,900,000 |                 |                | \$4,900,000 |                 |                |
| YTD January | \$333,440   | \$321,330   | \$396,732   | \$363,206   | \$489,362   | \$344,917   | (\$144,445)     | -29.5%         | \$404,758   | (\$59,841)      | -14.8%         |

Note to reader: The actual amounts above represent the general fund local sales tax received (1%) by the City from the State of Missouri during the month indicated. Local sales tax is received by the City in the second month after purchases are made by consumers. For example, purchases made in January by consumers are reported and to be paid to the State by the businesses in February and received by the City in March. Some timing issues can arise due to varied payment deadlines by the State and/or actual payment activity by the businesses which can delay payments to the City. Projection amounts are figured by averaging the percentage collected for the month indicated over a five (5) year period.

## General Fund Sales Tax



—■— 2013
 —◆— 2014
 —◆— 2015
 —■— 2016
 —▲— 2017
 —◆— 2018

## General Fund Sales Tax Comparison of Year-to-Date JANUARY 2018

