



# City Manager Report

## The City of OKLAHOMA CITY

**NO:**

**DATE:** September 29, 2020

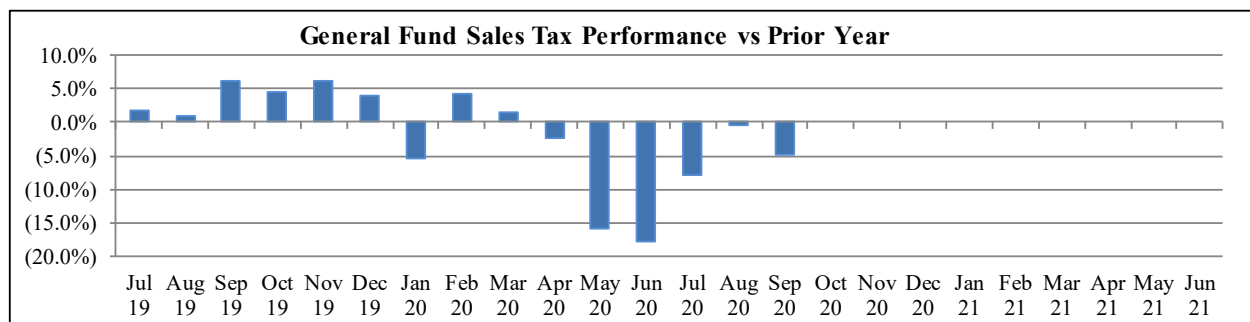
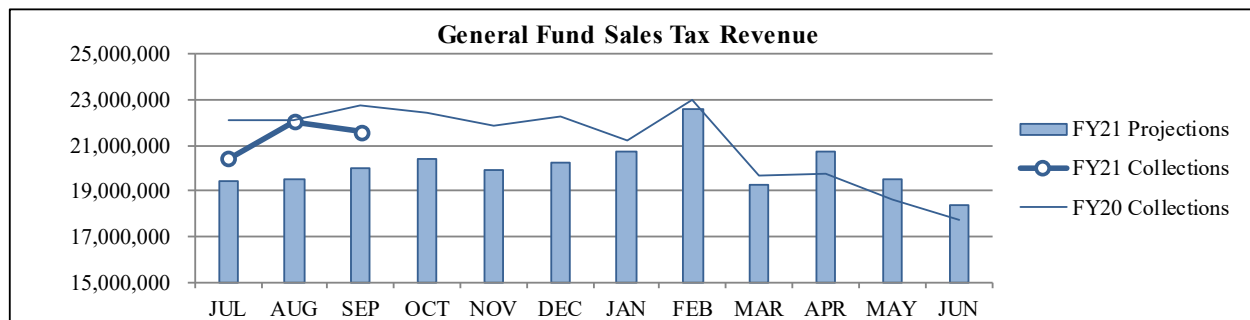
**TO:** THE MAYOR AND MEMBERS OF THE CITY COUNCIL

**SUBJECT:** September 2020 Sales and Use Tax Collections

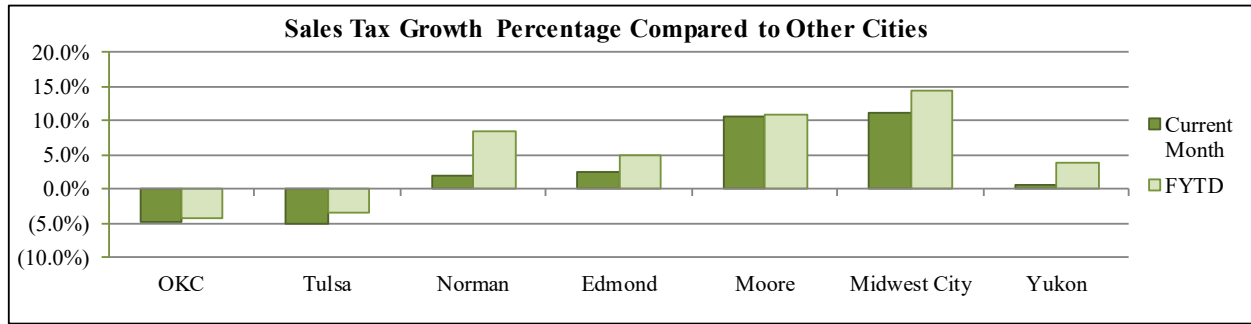
The September remittance is made up primarily of actual collections for the last half of July and estimated collections for the first half of August along with smaller amounts for corrections and reconciling amounts from prior estimates. Combined sales and use taxes for the General Fund are \$6,803,339 or 9.1% above projections for the year.

### General Fund Sales Tax

SALES TAX PERFORMANCE (vs Projection)				SALES TAX PERFORMANCE (vs Prior Year)			
Sep. FY21	Projection	\$ Diff	% Change	Sep. FY21	Sep. FY20	\$ Diff	% Change
21,594,506	19,987,826	1,606,680	8.0%	21,594,506	22,713,439	(1,118,933)	-4.9%
YTD FY21	YTD Proj	\$ Diff	% Change	YTD FY21	YTD FY20	\$ Diff	% Change
64,040,068	58,930,706	5,109,362	8.7%	64,040,068	66,966,712	(2,926,644)	-4.4%

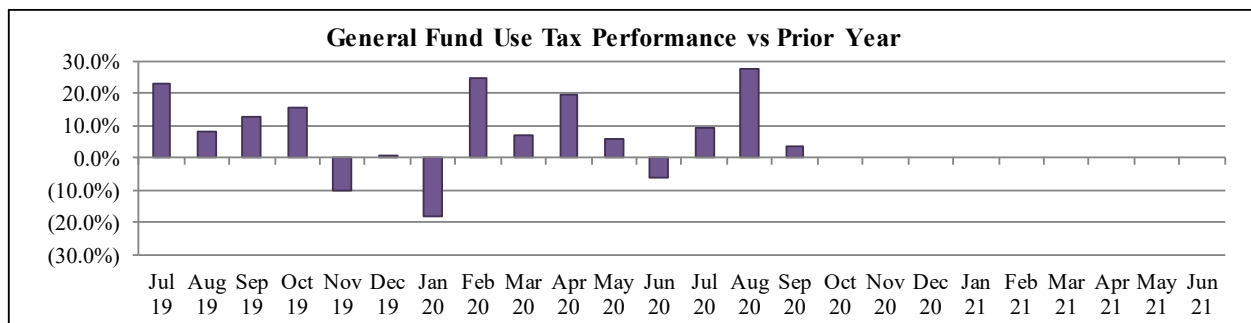
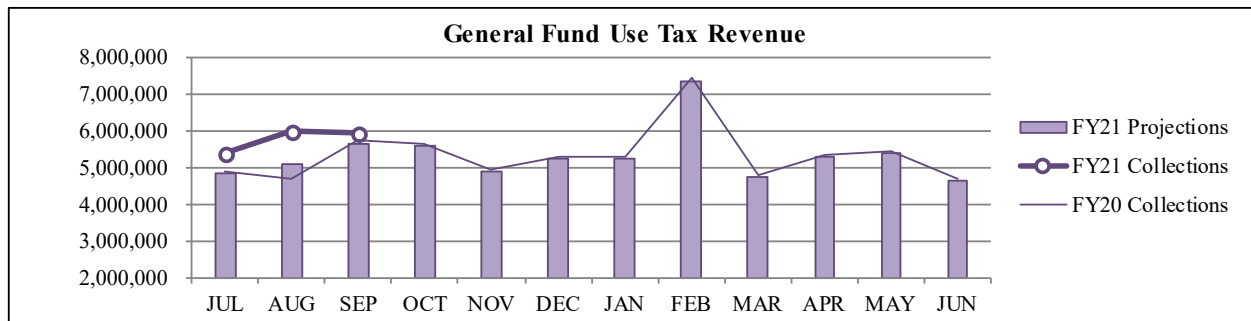


## Sales Tax Comparison to Other Cities



## General Fund Use Tax

USE TAX PERFORMANCE (vs Projection)				USE TAX PERFORMANCE (vs Prior Year)			
<b>Sep. FY21</b>	<b>Projection</b>	<b>\$ Diff</b>	<b>% Change</b>	<b>Sep. FY21</b>	<b>Sep. FY20</b>	<b>\$ Diff</b>	<b>% Change</b>
5,924,840	5,654,977	269,863	4.8%	5,924,840	5,717,323	207,517	3.6%
<b>YTD FY21</b>	<b>YTD Proj</b>	<b>\$ Diff</b>	<b>% Change</b>	<b>YTD FY21</b>	<b>YTD FY20</b>	<b>\$ Diff</b>	<b>% Change</b>
17,263,734	15,569,756	1,693,978	10.9%	17,263,734	15,741,411	1,522,322	9.7%



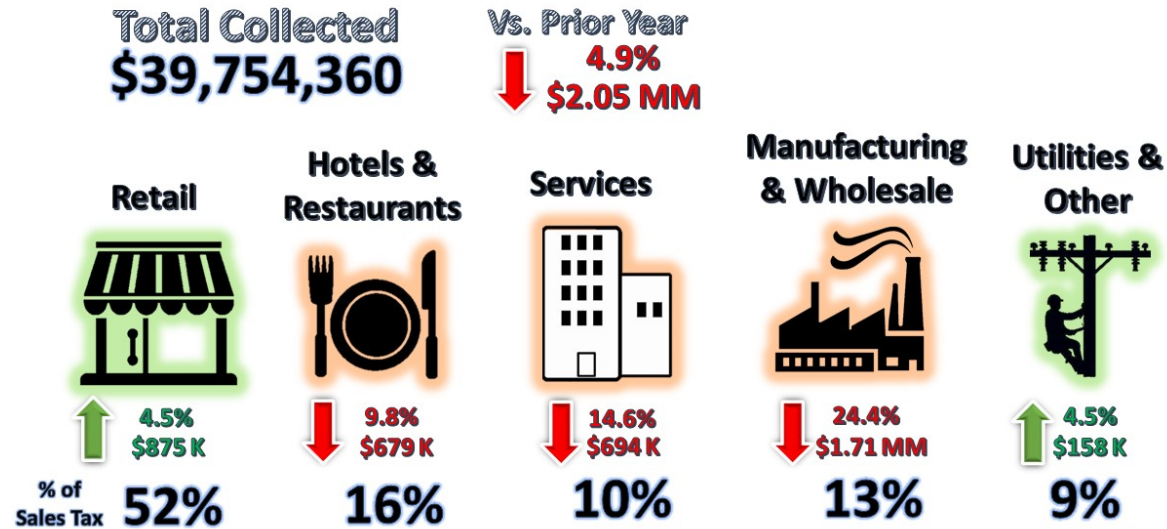
## NAICS Categories Performance

The North American Industry Classification System (NAICS) is the U.S. standard for categorizing and describing types of businesses when analyzing economic information. The City groups all NAICS codes into several general categories when analyzing sales and use tax trends within the local economy. The NAICS system was last updated in 2017. More information can be found on the U.S. Census Bureau website at <https://www.census.gov/eos/www/naics/>

## Sales Tax NAICS Performance

Retail comprises the largest percentage of sales tax collections at around 50%. The largest year-over-year changes for September were in the Manufacturing & Wholesale (down \$1.71 million), Retail (up \$874,667) and Services (down \$694,054) categories.

# SALES TAX PERFORMANCE



NAICS SALES TAX PERFORMANCE (vs Prior Year)				
NAICS Category	Sep. FY21	Sep. FY20	\$ Diff	% Change
Wholesale & Mfg.	5,291,653	7,001,153	(1,709,500)	-24.4%
Retail	20,511,427	19,636,759	874,667	4.5%
Services	4,045,763	4,739,817	(694,054)	-14.6%
Hotels & Restaurants	6,242,761	6,921,540	(678,779)	-9.8%
Utilities & Other	3,662,757	3,505,215	157,541	4.5%
<b>Total</b>	<b>39,754,360</b>	<b>41,804,484</b>	<b>(2,050,123)</b>	<b>-4.9%</b>

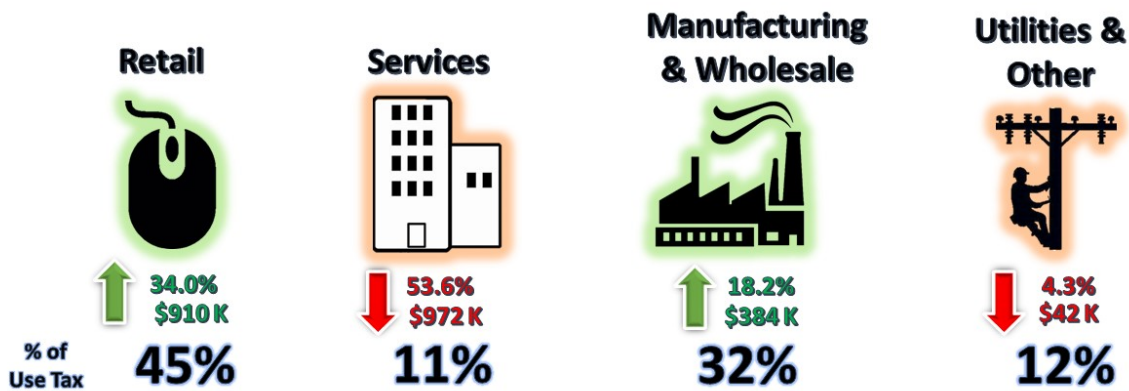
## Use Tax NAICS Performance

Retail also comprises the largest percentage of use tax collections at around 40%. The largest year-over-year changes for September were in the Services (down \$971,615), Retail (up \$910,075) and Manufacturing & Wholesale (up \$383,772) and categories.

# USE TAX PERFORMANCE

**Total Collected**  
**\$7,852,455**

**Vs. Prior Year**  
**↑ 3.7%**  
**\$281 K**



NAICS USE TAX PERFORMANCE (vs Prior Year)				
NAICS Category	Sep. FY21	Sep. FY20	\$ Diff	% Change
Services	842,338	1,813,954	(971,615)	-53.6%
Retail	3,583,014	2,672,939	910,075	34.0%
Wholesale & Mfg.	2,490,435	2,106,663	383,772	18.2%
Utilities & Other	936,667	978,299	(41,632)	-4.3%
<b>Total</b>	<b>7,852,455</b>	<b>7,571,856</b>	<b>280,599</b>	<b>3.7%</b>

Staff is available should you have questions or require additional information.

Craig Freeman