



City Manager Report

The City of OKLAHOMA CITY

NO: 1804

DATE: MARCH 1, 2022

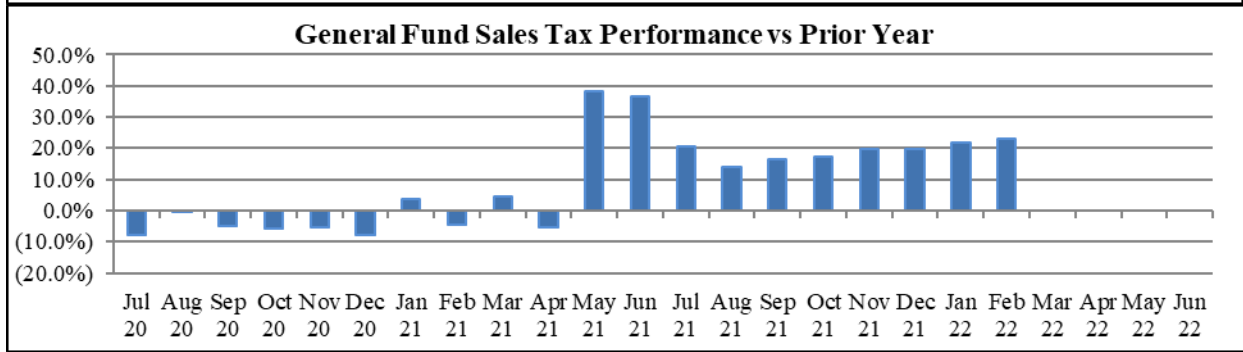
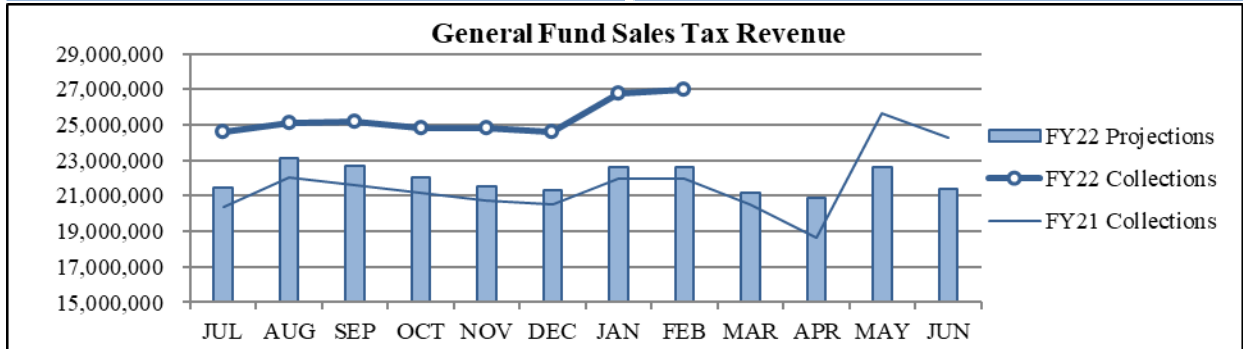
TO: THE MAYOR AND MEMBERS OF THE CITY COUNCIL

SUBJECT: FEBRUARY 2022 SALES AND USE TAX COLLECTIONS

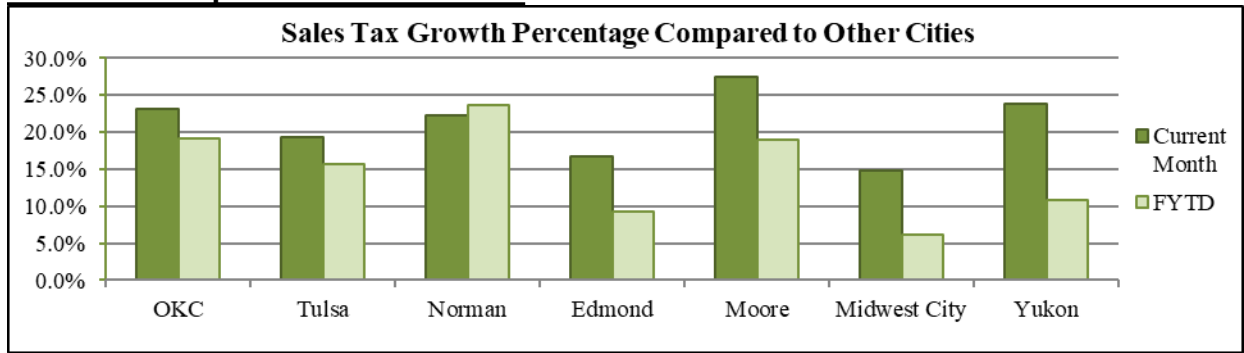
The February remittance is made up primarily of actual collections for the last half of December and estimated collections for the first half of January along with smaller amounts for corrections and reconciling amounts from prior estimates. Combined sales and use taxes for the General Fund are \$28,794,721 or 12.4% above projections for the year.

General Fund Sales Tax

| SALES TAX PERFORMANCE (vs Projection) | | | | SALES TAX PERFORMANCE (vs Prior Year) | | | |
|---------------------------------------|-------------|------------|----------|---------------------------------------|-------------|------------|----------|
| Feb. FY22 | Projection | \$ Diff | % Change | Feb. FY22 | Feb. FY21 | \$ Diff | % Change |
| 27,015,443 | 22,629,976 | 4,385,467 | 19.4% | 27,015,443 | 21,970,850 | 5,044,593 | 23.0% |
| YTD FY22 | YTD Proj | \$ Diff | % Change | YTD FY22 | YTD FY21 | \$ Diff | % Change |
| 202,915,069 | 177,417,619 | 25,497,450 | 14.4% | 202,915,069 | 170,400,781 | 32,514,288 | 19.1% |



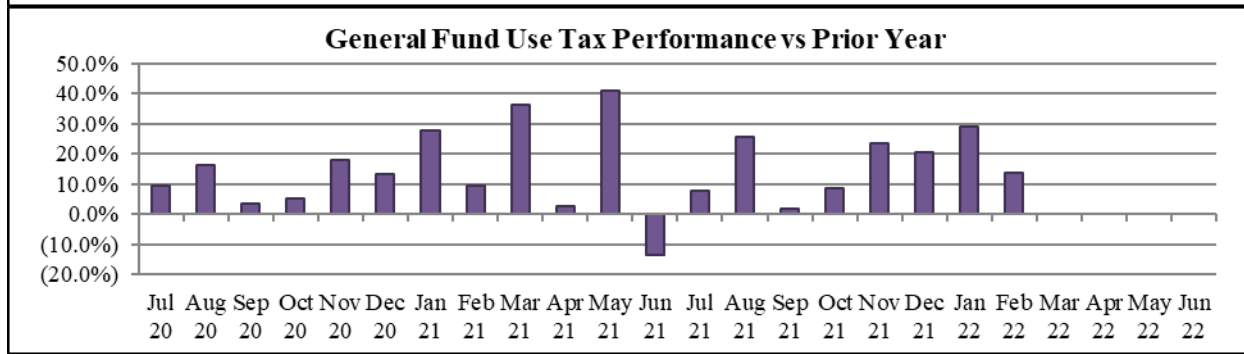
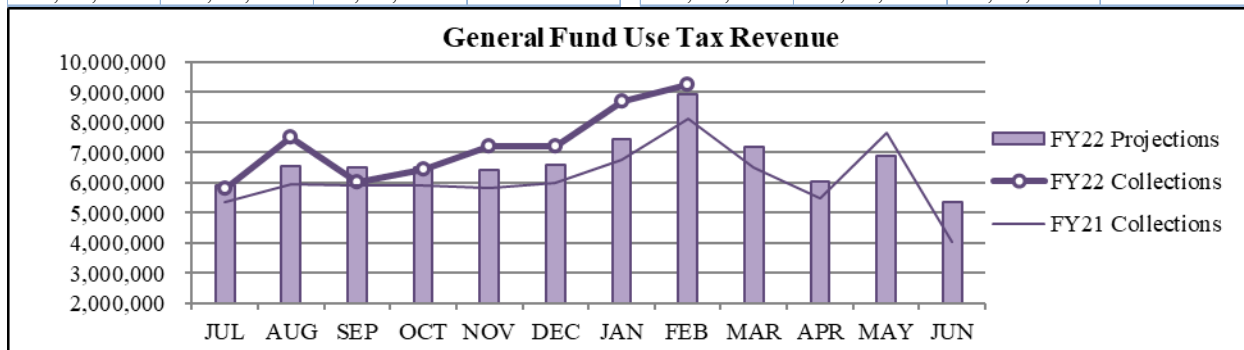
Sales Tax Comparison to Other Cities



Edmond sale tax rate increased by .25% beginning January 1, 2022.

General Fund Use Tax

| USE TAX PERFORMANCE (vs Projection) | | | | USE TAX PERFORMANCE (vs Prior Year) | | | |
|-------------------------------------|------------|-----------|----------|-------------------------------------|------------|-----------|----------|
| Feb. FY22 | Projection | \$ Diff | % Change | Feb. FY22 | Feb. FY21 | \$ Diff | % Change |
| 9,256,118 | 8,938,941 | 317,177 | 3.5% | 9,256,118 | 8,126,310 | 1,129,808 | 13.9% |
| YTD FY22 | YTD Proj | \$ Diff | % Change | YTD FY22 | YTD FY21 | \$ Diff | % Change |
| 58,147,532 | 54,850,261 | 3,297,271 | 6.0% | 58,147,532 | 49,863,874 | 8,283,658 | 16.6% |



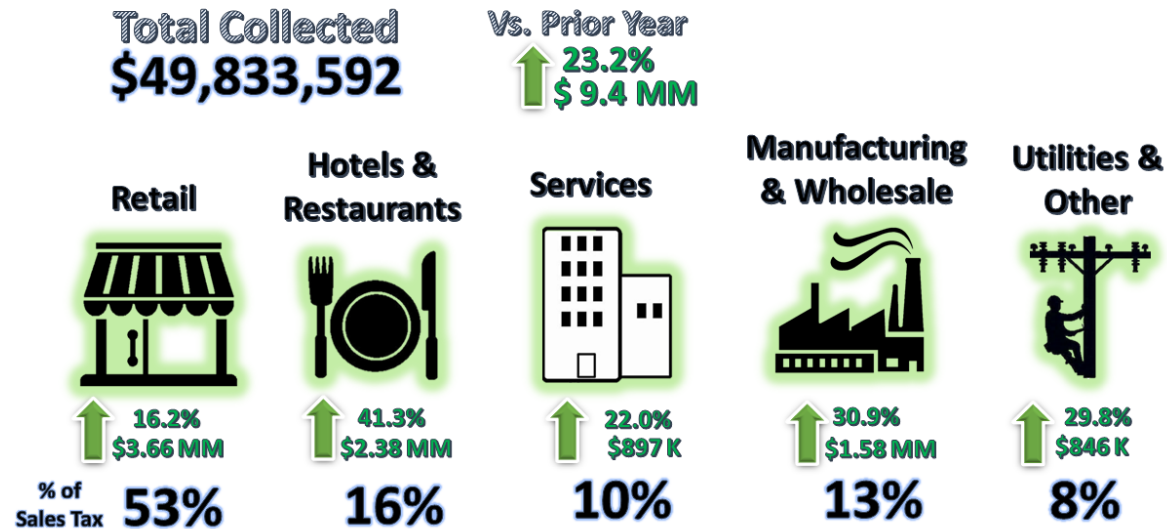
NAICS Categories Performance

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 53%. The largest year-over-year category changes for February were in Retail (up \$3.66 million), Hotels and Restaurants (up \$2.38 million), and Wholesale and Manufacturing (up \$1.58 million).

SALES TAX PERFORMANCE



| NAICS SALES TAX PERFORMANCE (vs Prior Year) | | | | |
|---|-------------------|-------------------|------------------|--------------|
| NAICS Category | Feb. FY22 | Feb. FY21 | \$ Diff | % Change |
| Retail | 26,318,748 | 22,654,424 | 3,664,324 | 16.2% |
| Hotels & Restaurants | 8,158,478 | 5,773,800 | 2,384,678 | 41.3% |
| Wholesale & Mfg. | 6,702,198 | 5,121,165 | 1,581,033 | 30.9% |
| Services | 4,970,301 | 4,072,966 | 897,336 | 22.0% |
| Utilities & Other | 3,683,867 | 2,837,751 | 846,116 | 29.8% |
| Total | 49,833,592 | 40,460,105 | 9,373,487 | 23.2% |

Percentages may differ from General Fund Tax Performance since NAICS detail includes interest, penalty, retention, and reallocation amounts.

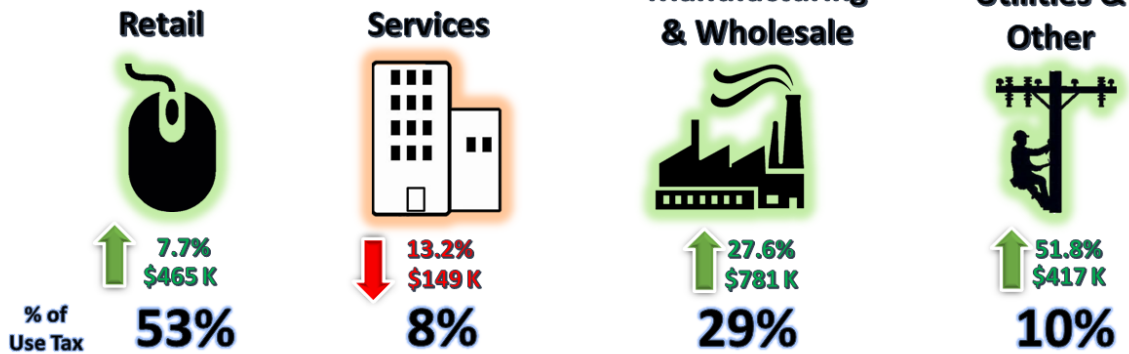
Use Tax NAICS Performance

Retail also comprises the largest percentage of use tax collections. The largest year-over-year category changes for February were in Wholesale and Manufacturing (up \$781 thousand) and Retail (up \$465 thousand).

USE TAX PERFORMANCE

Total Collected
\$12,285,727

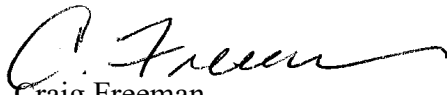
Vs. Prior Year
↑ 14.1%
↑ \$1.5 MM



| NAICS USE TAX PERFORMANCE (vs Prior Year) | | | | |
|---|-------------------|-------------------|------------------|--------------|
| NAICS Category | Feb. FY22 | Feb. FY21 | \$ Diff | % Change |
| Wholesale & Mfg. | 3,611,607 | 2,830,557 | 781,050 | 27.6% |
| Retail | 6,467,485 | 6,002,514 | 464,971 | 7.7% |
| Utilities & Other | 1,222,747 | 805,253 | 417,494 | 51.8% |
| Services | 983,889 | 1,133,208 | (149,319) | -13.2% |
| Total | 12,285,727 | 10,771,532 | 1,514,195 | 14.1% |

Percentages may differ from General Fund Tax Performance since NAICS detail includes interest, penalty, retention, and reallocation amounts.

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


Craig Freeman
City Manager

CITY OF OKLAHOMA CITY
SALES TAX COLLECTIONS
February 2022

| | General Fund | General Fund MAPS 4 Program | Police Public Safety | Fire Public Safety | Zoo | Better Streets Safer City | MAPS 3 | Sports Facilities Improvement | MAPS for Kids | Police/Fire Equipment | MAPS | Total Sales Tax |
|-----------------------|---------------|--------------------------------|-------------------------|-----------------------|--------------|------------------------------|------------|----------------------------------|------------------|--------------------------|---------|--------------------|
| Current Month: | | | | | | | | | | | | |
| Actual | \$27,058,415 | \$12,025,962 | \$4,509,736 | \$4,509,736 | \$1,503,245 | - | - | - | - | - | - | \$49,607,095 |
| Reallocations | (\$42,972) | (\$373,349) | \$8,362 | \$8,362 | \$2,787 | \$24,230 | \$372,580 | - | - | - | - | - |
| Adjusted Actual | \$27,015,443 | \$11,652,614 | \$4,518,098 | \$4,518,098 | \$1,506,033 | \$24,230 | \$372,580 | - | - | - | - | \$49,607,095 |
| Projection | \$22,629,976 | \$10,057,767 | \$3,771,663 | \$3,771,663 | \$1,257,221 | - | - | - | - | - | - | \$41,488,290 |
| +/- Projection | \$4,385,467 | \$1,594,847 | \$746,435 | \$746,435 | \$248,812 | \$24,230 | \$372,580 | - | - | - | - | \$8,118,805 |
| %+/- Projection | 19.4% | 15.9% | 19.8% | 19.8% | 19.8% | - | - | - | - | - | - | 19.6% |
| Prior Year Actual | \$21,970,850 | \$9,726,257 | \$3,662,616 | \$3,662,616 | \$1,220,872 | \$21,337 | \$19,222 | \$24 | \$107 | - | \$18 | \$40,283,919 |
| +/- Prior Year | \$5,044,593 | \$1,926,357 | \$855,482 | \$855,482 | \$285,161 | \$2,893 | \$353,358 | (\$24) | (\$107) | - | (\$18) | \$9,323,176 |
| %+/- Prior Year | 23.0% | 19.8% | 23.4% | 23.4% | 23.4% | 13.6% | 1838.3% | -100.0% | -100.0% | - | -100.0% | 23.1% |
| Year-to-Date: | | | | | | | | | | | | |
| Actual | \$203,023,960 | \$90,232,871 | \$33,837,327 | \$33,837,327 | \$11,279,109 | - | - | - | - | - | - | \$372,210,593 |
| Reallocations | (\$108,890) | (\$476,583) | (\$1,900) | (\$1,900) | (\$633) | \$199,978 | \$384,957 | \$403 | \$4,208 | \$357 | \$3 | - |
| Adjusted Actual | \$202,915,069 | \$89,756,288 | \$33,835,427 | \$33,835,427 | \$11,278,476 | \$199,978 | \$384,957 | \$403 | \$4,208 | \$357 | \$3 | \$372,210,593 |
| Projection | \$177,417,619 | \$78,852,275 | \$29,569,602 | \$29,569,603 | \$9,856,534 | - | - | - | - | - | - | \$325,265,633 |
| +/- Projection | \$25,497,450 | \$10,904,013 | \$4,265,825 | \$4,265,824 | \$1,421,942 | \$199,978 | \$384,957 | \$403 | \$4,208 | \$357 | \$3 | \$46,944,959 |
| %+/- Projection | 14.4% | 13.8% | 14.4% | 14.4% | 14.4% | - | - | - | - | - | - | 14.4% |
| Prior Year Actual | \$170,400,781 | \$74,776,099 | \$28,398,547 | \$28,398,547 | \$9,466,182 | \$991,514 | (\$43,551) | \$312 | \$1,720 | \$1,094 | \$616 | \$312,391,862 |
| +/- Prior Year | \$32,514,288 | \$14,980,189 | \$5,436,880 | \$5,436,880 | \$1,812,293 | (\$791,536) | \$428,508 | \$92 | \$2,488 | (\$737) | (\$613) | \$59,818,731 |
| %+/- Prior Year | 19.1% | 20.0% | 19.1% | 19.1% | 19.1% | -79.8% | -983.9% | 29.3% | 144.6% | -67.3% | -99.5% | 19.1% |
| | | (1) | | | | (2) | (3) | (3) | (3) | (3) | (3) | (4) |

NOTES:

- (1) The **General Fund MAPS 4 Program** tax began on April 1, 2020
- (2) The **Better Streets Safer City** tax began January 1, 2018. It replaced the MAPS 3 tax that expired December 31, 2017.
- (3) The **MAPS 3, Sports Facilities Improvement, Maps for Kids, Police/Fire Equipment** and **MAPS** taxes expired in prior years, therefore, only current year reallocation activity is presented for these funds.
- (4) The percentages listed will differ from those on the Sales and Use Tax City Manager Report slightly due to the inclusion of administrative fee, interest and reallocation on that report.

CITY OF OKLAHOMA CITY
USE TAX COLLECTIONS
February 2022

| | <u>General Fund</u> | <u>MAPS 4 Program</u> | <u>Better Streets Safer City</u> | <u>MAPS 3</u> | <u>Sports Facilities Improvement</u> | <u>City & Schools</u> | <u>Police/Fire Equipment</u> | <u>MAPS</u> | <u>Total Use Tax</u> |
|-----------------------|---------------------|-----------------------|----------------------------------|---------------|--------------------------------------|---------------------------|------------------------------|-------------|----------------------|
| Current Month: | | | | | | | | | |
| Actual | \$9,265,187 | \$2,964,860 | - | - | - | - | - | - | \$12,230,047 |
| Reallocations | (\$9,069) | \$21,041 | (\$7,835) | (\$4,136) | - | - | - | - | - |
| Adjusted Actual | \$9,256,118 | \$2,985,901 | (\$7,835) | (\$4,136) | - | - | - | - | \$12,230,047 |
| Projection | \$8,938,941 | \$2,860,461 | - | - | - | - | - | - | \$11,799,402 |
| +/- Projection | \$317,177 | \$125,440 | (\$7,835) | (\$4,136) | - | - | - | - | \$430,645 |
| %+/- Projection | 3.5% | 4.4% | - | - | - | - | - | - | 3.6% |
| Prior Year Actual | \$8,126,310 | \$2,609,299 | \$11,183 | (\$21,811) | - | - | - | - | \$10,724,981 |
| +/- Prior Year | \$1,129,808 | \$376,602 | (\$19,018) | \$17,675 | - | - | - | - | \$1,505,066 |
| %+/- Prior Year | 13.9% | 14.4% | -170.1% | 81.0% | - | - | - | - | 14.0% |
| Year-to-Date: | | | | | | | | | |
| Actual | \$58,092,861 | \$18,589,716 | - | - | - | - | - | - | \$76,682,577 |
| Reallocations | \$54,671 | \$1,158,972 | \$45,527 | (\$1,045,761) | (\$213,415) | \$6 | - | - | - |
| Adjusted Actual | \$58,147,532 | \$19,748,687 | \$45,527 | (\$1,045,761) | (\$213,415) | \$6 | - | - | \$76,682,577 |
| Projection | \$54,850,261 | \$17,552,084 | - | - | - | - | - | - | \$72,402,345 |
| +/- Projection | \$3,297,271 | \$2,196,604 | \$45,527 | (\$1,045,761) | (\$213,415) | \$6 | - | - | \$4,280,232 |
| %+/- Projection | 6.0% | 12.5% | - | - | - | - | - | - | 5.9% |
| Prior Year Actual | \$49,863,874 | \$15,938,350 | \$110,821 | (\$102,508) | \$0 | \$1,635 | \$1 | - | \$65,812,173 |
| +/- Prior Year | \$8,283,658 | \$3,810,338 | (\$65,294) | (\$943,253) | (\$213,415) | (\$1,629) | (\$1) | - | \$10,870,404 |
| %+/- Prior Year | 16.6% | 23.9% | -58.9% | 920.2% | -304878371.4% | -99.7% | -100.0% | - | 16.5% |
| | | (1) | (2) | (3) | (3) | (3) | (3) | (3) | (4) |

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