

# CITY OF FOLEY - SALES TAX

2% Sales Tax (Increased from 1% effective with March 2007 Collections)

01-4260

| MONTH             | FY 2004-05     | FY 2005-06    | FY 2006-07    | FY 2007-08    | FY 2008-09    | FY 2009-10    | FY 2010-11    | FY 2011-12    | FY 2012-13    | FY 2013-14 | FY 2014-15 | FY 2015-16 |
|-------------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|------------|------------|------------|
| OCTOBER           | 421,301.33     | 488,489.00    | 494,881.65    | 906,022.21    | 755,627.91    | 778,124.13    | 832,317.26    | 839,425.42    | 882,341.64    |            |            |            |
| NOVEMBER          | 387,504.72     | 488,379.96    | 509,020.03    | 857,997.73    | 765,752.98    | 758,142.93    | 821,272.64    | 850,994.07    | 913,250.24    |            |            |            |
| DECEMBER          | 470,901.07     | 525,361.40    | 534,421.34    | 948,576.95    | 788,727.79    | 795,880.48    | 858,413.91    | 843,969.26    | 918,505.46    |            |            |            |
| JANUARY           | 551,925.63     | 637,193.90    | 569,783.12    | 1,062,948.95  | 895,574.07    | 874,557.48    | 989,464.15    | 996,241.61    | 1,030,144.32  |            |            |            |
| FEBRUARY          | 394,027.04     | 462,076.34    | 425,182.48    | 722,120.10    | 653,800.20    | 633,131.20    | 682,479.20    | 707,178.52    | 741,384.96    |            |            |            |
| MARCH             | 443,925.80     | 466,515.81    | 858,176.97    | 770,354.65    | 677,550.41    | 727,264.65    | 768,221.07    | 818,838.04    | 818,560.24    |            |            |            |
| APRIL             | 528,267.82     | 570,723.07    | 1,145,239.18  | 972,540.53    | 905,812.19    | 977,086.72    | 982,790.84    | 1,050,440.41  | 1,136,699.33  |            |            |            |
| MAY               | 502,157.19     | 561,030.15    | 1,006,604.90  | 991,812.39    | 857,361.15    | 874,377.96    | 950,562.04    | 947,660.36    | 961,589.09    |            |            |            |
| JUNE              | 504,880.06     | 582,288.01    | 1,104,449.96  | 967,887.99    | 878,415.67    | 845,594.42    | 883,606.77    | 983,424.95    | 1,050,045.96  |            |            |            |
| JULY              | 557,041.01     | 609,062.27    | 1,212,153.94  | 1,080,363.42  | 1,027,446.13  | 1,014,752.93  | 1,143,015.54  | 1,178,000.50  | 1,225,539.53  |            |            |            |
| AUGUST            | 562,123.39     | 675,553.05    | 1,160,892.32  | 1,044,213.45  | 1,047,194.44  | 958,497.52    | 1,135,846.54  | 1,183,571.35  | 1,227,018.20  |            |            |            |
| SEPTEMBER         | 492,859.75     | 538,777.54    | 980,380.47    | 891,859.95    | 813,008.37    | 784,037.90    | 904,163.13    | 960,792.40    | 1,059,596.01  |            |            |            |
| Reverse Oct       |                |               |               | (906,022.21)  | (755,627.91)  | (778,124.13)  | (832,317.26)  | (839,425.42)  |               |            |            |            |
| Accrue Sep        |                |               |               | 755,827.91    | 776,008.43    | 832,317.26    | 839,425.42    | 882,341.64    |               |            |            |            |
| Rebate            | S. Ala Laundry |               |               | (71,373.23)   |               |               |               | (6,174.78)    |               |            |            |            |
| TOTALS            | 5,816,914.83   | 6,607,450.50  | 10,001,186.36 | 11,076,504.02 | 10,015,278.60 | 10,075,681.45 | 10,959,261.25 | 11,397,278.33 | 11,964,674.98 | -          | -          | -          |
| Convert all to 2% | 11,633,829.66  | 13,214,901.00 | 12,534,474.98 |               |               |               |               |               |               |            |            |            |

\*YE Audit adjustment implemented FY08 to reverse prior year September received October and accrue current year September received October

| 2012-13 | OCTOBER    | NOVEMBER   | DECEMBER   | JANUARY      | FEBRUARY   | MARCH      | APRIL        | MAY        | JUNE         | JULY         | AUGUST       | SEPTEMBER    |
|---------|------------|------------|------------|--------------|------------|------------|--------------|------------|--------------|--------------|--------------|--------------|
| STATE   | 878,886.26 | 909,931.93 | 916,455.71 | 1,026,299.49 | 737,154.50 | 813,637.58 | 1,132,513.03 | 957,228.03 | 1,046,660.93 | 1,220,184.72 | 1,222,040.93 | 1,054,073.80 |
| COUNTY  | 3,455.38   | 3,318.31   | 2,049.75   | 3,844.83     | 4,230.46   | 4,922.66   | 4,186.30     | 4,361.06   | 3,385.03     | 5,354.81     | 4,977.27     | 5,522.21     |
|         | 882,341.64 | 913,250.24 | 918,505.46 | 1,030,144.32 | 741,384.96 | 818,560.24 | 1,136,699.33 | 961,589.09 | 1,050,045.96 | 1,225,539.53 | 1,227,018.20 | 1,059,596.01 |

| % of +/- Current | 5.11% | 7.32% | 8.83% | 3.40% | 4.84% | -0.03% | 8.21% | 1.47% | 6.77% | 4.04% | 3.67% | 10.28% |
|------------------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|--------|
| % of +/- YTD     | 5.11% | 6.22% | 7.09% | 6.05% | 5.85% | 4.90%  | 5.47% | 4.93% | 5.15% | 5.01% | 4.86% | 5.32%  |

Not Final

- 1 March 2007 sales tax rate was increased from 1% to 2%
- 2 Rebates of sales and use taxes to South Alabama Commercial Laundry are made per Tax Abatement Agreement dated January 5, 2009
- 3 November 2012 includes \$24,160 paid as a result of an audit. Had this payment not occurred, monthly percentage of increase would be 4.48%

COPY (9) : JOHN KONIAR, MIKE THOMPSON, VICKEY SOUTHERN, JOE BOUZAN, SUE STEIGERWALD, SANDRA PATE, JEFF ROUZIE, LA DONNA HINESLEY, SALES TAX FILE

## CITY OF FOLEY - LODGING TAX

Account #01-4261

|               | FY04       | FY05       | FY05       | FY06       | FY06       | FY07       | FY08       | FY09       | FY10        | FY11        | FY12        | FY13       | FY14 | FY15 |
|---------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|-------------|-------------|------------|------|------|
| OCTOBER       | 9,103.79   | 22,067.14  | 22,067.14  | 30,249.61  | 30,249.61  | 25,932.85  | 21,792.90  | 16,814.86  | 16,516.92   | 22,110.78   | 16,272.06   | 18,348.68  |      |      |
| NOVEMBER      | 5,367.90   | 22,047.26  | 22,047.26  | 32,755.69  | 32,755.69  | 27,902.15  | 22,586.13  | 16,670.82  | 17,404.54   | 19,113.96   | 16,684.71   | 25,077.98  |      |      |
| DECEMBER      | 19,045.37  | 29,323.20  | 29,323.20  | 15,281.04  | 15,281.04  | 19,891.74  | 18,262.16  | 13,731.84  | 15,273.34   | 12,632.95   | 14,272.67   | 13,691.87  |      |      |
| JANUARY       | 8,432.01   | 28,882.75  | 28,882.75  | 25,102.62  | 25,102.62  | 16,066.77  | 13,520.00  | 11,031.33  | 10,690.56   | 12,226.97   | 12,762.44   | 12,715.65  |      |      |
| FEBRUARY      | 3,598.81   | 22,481.33  | 22,481.33  | 22,275.27  | 22,275.27  | 16,534.74  | 14,318.91  | 11,816.35  | 11,025.39   | 12,303.52   | 16,738.12   | 18,277.50  |      |      |
| MARCH         | 14,184.91  | 29,563.89  | 29,563.89  | 21,828.60  | 21,828.60  | 23,299.80  | 19,023.93  | 14,644.49  | 14,490.38   | 16,254.64   | 18,769.47   | 18,781.33  |      |      |
| APRIL         | 25,381.88  | 28,868.47  | 28,868.47  | 17,928.62  | 17,928.62  | 32,626.34  | 31,271.05  | 21,521.31  | 27,458.22   | 31,130.63   | 36,522.03   | 39,504.09  |      |      |
| MAY           | 18,925.81  | 29,827.67  | 29,827.67  | 30,195.24  | 30,195.24  | 32,228.69  | 25,197.16  | 17,115.14  | 22,218.84   | 23,297.57   | 28,256.00   | 26,157.84  |      |      |
| JUNE          | 24,236.97  | 32,565.93  | 32,565.93  | 36,727.36  | 36,727.36  | 25,221.84  | 35,839.28  | 26,055.25  | 30,681.68   | 37,286.41   | 42,269.91   | 42,255.76  |      |      |
| JULY          | 28,366.39  | 32,873.33  | 32,873.33  | 35,605.61  | 35,605.61  | 50,393.68  | 40,309.92  | 38,992.64  | 43,180.46   | 43,378.23   | 53,437.91   | 57,280.92  |      |      |
| AUGUST        | 38,512.37  | 35,102.42  | 35,102.42  | 66,178.16  | 66,178.16  | 49,662.74  | 50,883.18  | 51,703.29  | 50,242.26   | 63,538.21   | 61,613.68   | 64,839.94  |      |      |
| SEPTEMBER     | 19,966.25  | 29,111.65  | 29,111.65  | 21,087.70  | 21,087.70  | 32,152.69  | 27,966.62  | 24,291.14  | 22,057.44   | 23,573.32   | 27,428.77   | 34,879.03  |      |      |
| TOTALS        | 215,112.46 | 342,715.04 | 342,715.04 | 355,215.52 | 355,215.52 | 351,906.03 | 320,971.24 | 264,388.46 | 281,240.03  | 316,847.19  | 345,027.77  | 371,810.59 |      |      |
| Reverse Oct   |            |            |            |            |            |            |            | 0.00       | (17,885.76) | (22,110.78) | (16,272.06) |            |      |      |
| Accrue Sep    |            |            |            |            |            |            |            | 17,885.76  | 22,110.78   | 16,272.06   | 18,348.68   |            |      |      |
| Audited Total |            |            |            |            |            |            |            | 282,274.22 | 285,465.05  | 311,008.47  | 347,104.39  |            |      |      |

| FY 2012-13       | OCT       | NOV       | DEC       | JAN       | FEB       | MAR       | APR       | MAY       | JUN       | JUL       | AUG       | SEP       |
|------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| GROSS            | 18,348.68 | 25,077.98 | 13,691.87 | 12,715.65 | 18,277.50 | 18,781.33 | 39,504.09 | 26,157.84 | 42,255.76 | 57,280.92 | 64,839.94 | 34,897.03 |
| LESS FEE         | -178.25   | -162.75   | -139.50   | -147.25   | -193.75   | -255.75   | -131.75   | -178.25   | -162.75   | -170.50   | -162.75   | -147.25   |
| NET              | 18,170.43 | 24,915.23 | 13,552.37 | 12,568.40 | 18,083.75 | 18,525.58 | 39,372.34 | 25,979.59 | 42,093.01 | 57,110.42 | 64,677.19 | 34,731.78 |
| % of +/- Current | 12.76%    | 50.31%    | -4.07%    | -0.37%    | 9.20%     | 0.06%     | 8.17%     | -7.43%    | -0.03%    | 7.19%     | 5.24%     | 27.16%    |
| % of +/- YTD     | 12.76%    | 31.77%    | 20.94%    | 16.41%    | 14.83%    | 11.93%    | 10.89%    | 7.66%     | 6.05%     | 6.29%     | 6.09%     | 7.76%     |

1 November 2012 includes \$5,761.24 paid as a result of an audit. Had this payment not occurred, monthly percentage of increase would be 15.78%

COPY (9)

JOHN KONIAR

MIKE THOMPSON/WICKEY SOUTHERN/SANDRA PATE

SUE STEIGERWALD/JOE BOUZAN

JEFF ROUZE/ELA DONNA HINESLEY

LODGING TAX FILE

## CITY OF FOLEY - RENTAL TAX

01-4262

|           | FY 07        | FY 08        | FY 09        | FY 10        | FY 11        | FY 12        | FY 13        |
|-----------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| OCTOBER   | \$ -         | \$ 16,426.15 | \$ 16,897.15 | \$ 15,033.60 | \$ 14,458.72 | \$ 15,150.38 | \$ 17,726.00 |
| NOVEMBER  | \$ -         | \$ 17,318.44 | \$ 17,267.72 | \$ 15,162.19 | \$ 14,028.52 | \$ 15,080.85 | \$ 17,242.88 |
| DECEMBER  | \$ -         | \$ 13,348.81 | \$ 16,424.07 | \$ 13,148.61 | \$ 12,520.00 | \$ 13,281.58 | \$ 16,614.41 |
| JANUARY   | \$ -         | \$ 15,537.46 | \$ 15,861.27 | \$ 15,096.28 | \$ 13,932.87 | \$ 14,324.31 | \$ 16,014.68 |
| FEBRUARY  | \$ -         | \$ 17,631.19 | \$ 15,638.78 | \$ 13,765.97 | \$ 13,451.86 | \$ 13,685.30 | \$ 17,275.51 |
| MARCH     | \$ 11,144.40 | \$ 28,616.09 | \$ 14,841.00 | \$ 13,313.38 | \$ 14,034.47 | \$ 14,013.00 | \$ 15,560.17 |
| APRIL     | \$ 43,151.12 | \$ 33,033.12 | \$ 15,171.39 | \$ 13,811.84 | \$ 13,641.26 | \$ 18,259.81 | \$ 17,163.41 |
| MAY       | \$ 17,744.62 | \$ 23,267.07 | \$ 15,587.99 | \$ 13,328.69 | \$ 13,340.59 | \$ 20,678.17 | \$ 15,757.14 |
| JUNE      | \$ 13,053.15 | \$ 15,871.38 | \$ 14,812.54 | \$ 13,452.52 | \$ 20,903.30 | \$ 17,285.31 | \$ 16,567.55 |
| JULY      | \$ 15,058.73 | \$ 18,022.12 | \$ 16,134.80 | \$ 15,903.23 | \$ 13,263.71 | \$ 17,344.08 | \$ 21,023.45 |
| AUGUST    | \$ 18,641.55 | \$ 19,408.98 | \$ 15,305.09 | \$ 14,999.69 | \$ 13,820.94 | \$ 20,889.72 | \$ 20,269.83 |
| SEPTEMBER | \$ 16,573.79 | \$ 18,722.73 | \$ 13,998.89 | \$ 13,792.43 | \$ 13,094.40 | \$ 19,806.03 | \$ 18,293.31 |

Sub-Totals \$ 135,367.36 \$ 237,203.54 \$ 187,940.69 \$ 170,808.43 \$ 170,490.64 \$ 199,798.54 \$ 209,508.34

Reverse Oct first year \$ (15,308.43) \$ (14,458.72) \$ (15,150.38)

Accrue Sep \$ 15,308.43 \$ 14,458.72 \$ 15,150.38 \$ 17,726.00

Accrued Totals \$ 203,249.12 \$ 189,958.72 \$ 171,182.30 \$ 202,374.16

|                  |        |        |        |        |        |        |        |         |        |        |        |        |
|------------------|--------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|
| % of +/- Current | 17.00% | 14.34% | 25.09% | 11.80% | 26.23% | 11.04% | -6.00% | -23.80% | -4.15% | 21.21% | -2.97% | -7.64% |
| % of +/- YTD     | 17.00% | 15.67% | 18.55% | 16.88% | 18.67% | 17.42% | 13.30% | 7.13%   | 5.76%  | 7.44%  | 6.23%  | 4.86%  |

| FY 2013  | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR          | MAY          | JUN          | JUL          | AUG          | SEP          |
|----------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| GROSS    | \$ 17,726.00 | \$ 17,242.88 | \$ 16,614.41 | \$ 16,014.68 | \$ 17,275.51 | \$ 15,560.17 | \$ 17,163.41 | \$ 15,757.14 | \$ 16,567.55 | \$ 21,023.45 | \$ 20,269.83 | \$ 18,293.31 |
| LESS FEE | \$ 1,209.00  | \$ 1,216.75  | \$ 1,209.00  | \$ 1,294.25  | \$ 1,255.50  | \$ 1,201.25  | \$ 1,240.00  | \$ 1,255.50  | \$ 1,224.50  | \$ 1,271.00  | \$ 1,396.00  | \$ 1,325.25  |
| NET      | \$ 16,517.00 | \$ 16,026.13 | \$ 15,405.41 | \$ 14,720.43 | \$ 16,020.01 | \$ 14,358.92 | \$ 15,923.41 | \$ 14,501.64 | \$ 15,343.05 | \$ 19,752.45 | \$ 18,874.83 | \$ 16,968.06 |

COPY: (9)

JOHN KONIAR

MIKE THOMPSON/VICKEY SOUTHERN/SANDRA PATE

SUE STEIGERWALD/JOE BOUZAN

JEFF ROUZIELA/DONNA HINESLEY

RENTAL TAX FILE