

**CITY OF FOLEY**  
**SALES TAX**

01-4260

| MONTH               | FY 2009-10              | FY 2010-11              | FY 2011-12              | FY 2012-13              | FY 2013-14              | FY 2014-15              | FY 2015-16              | *FY 2016-17             | FY 2017-18              | FY 2018-19              | FY 2019-20              | Budget FY20             |
|---------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| OCTOBER             | 778,124.13              | 832,317.26              | 839,425.42              | 882,341.64              | 941,421.15              | 1,002,313.92            | 1,083,004.91            | 1,133,339.36            | 1,803,899.88            | 1,927,211.89            | 2,054,125.46            | \$ 2,091,411.94         |
| NOVEMBER            | 758,142.93              | 821,272.64              | 850,994.07              | 913,250.24              | 970,256.06              | 1,012,521.75            | 1,078,286.90            | 1,175,619.60            | 1,738,583.52            | 2,024,805.63            | 2,111,507.20            | 2,015,685.23            |
| DECEMBER            | 795,880.48              | 858,413.91              | 843,969.26              | 918,505.46              | 956,758.53              | 1,043,714.45            | 1,069,330.75            | 1,200,588.44            | 1,833,260.06            | 2,060,682.96            | 2,091,287.65            | 2,125,451.66            |
| JANUARY             | 874,597.48              | 989,464.15              | 996,241.61              | 1,030,144.32            | 1,076,759.74            | 1,192,995.86            | 1,222,067.47            | 1,352,505.12            | 2,093,554.02            | 2,178,227.24            | 2,371,207.71            | 2,427,232.21            |
| FEBRUARY            | 633,131.20              | 682,479.20              | 707,178.52              | 741,384.96              | 752,442.09              | 854,751.23              | 891,157.20              | 984,484.13              | 1,466,103.95            | 1,667,915.84            | 1,841,566.20            | 1,699,776.88            |
| MARCH               | 727,264.65              | 768,221.07              | 818,838.04              | 818,560.24              | 857,986.34              | 939,498.47              | 1,088,824.02            | 1,014,242.25            | 1,642,839.82            | 1,744,750.86            | 1,913,869.17            | 1,904,681.55            |
| APRIL               | 977,086.72              | 982,790.84              | 1,050,440.41            | 1,136,699.33            | 1,143,452.08            | 1,199,603.89            | 1,280,709.54            | 2,025,172.94            | 2,266,006.30            | 2,411,618.87            |                         | 2,627,170.55            |
| MAY                 | 874,377.96              | 950,562.04              | 947,660.36              | 961,589.09              | 1,063,828.46            | 1,078,569.01            | 1,155,887.96            | 1,791,913.15            | 1,879,514.63            | 2,134,010.18            |                         | 2,179,078.45            |
| JUNE                | 845,594.42              | 883,606.77              | 983,424.95              | 1,050,045.96            | 1,130,670.23            | 1,190,975.58            | 1,216,901.90            | 1,855,966.11            | 2,073,567.76            | 2,156,967.50            |                         | 2,404,060.46            |
| JULY                | 1,014,752.93            | 1,143,015.54            | 1,178,000.50            | 1,225,539.53            | 1,337,756.81            | 1,362,448.65            | 1,382,629.00            | 2,137,613.73            | 2,360,373.04            | 2,416,793.98            |                         | 2,736,577.80            |
| AUGUST              | 958,497.52              | 1,135,846.54            | 1,183,571.35            | 1,227,018.20            | 1,316,844.91            | 1,362,013.75            | 1,426,930.63            | 2,078,849.67            | 2,292,106.78            | 2,478,016.12            |                         | 2,657,431.02            |
| SEPTEMBER           | 784,037.90              | 904,163.13              | 960,792.40              | 1,059,596.01            | 1,090,360.43            | 1,108,696.75            | 1,154,750.17            | 1,859,837.97            | 1,973,873.24            | 2,200,742.16            |                         | 2,431,442.25            |
| Reverse Oct         | (778,124.13)            | (832,317.26)            | (839,425.42)            | (882,341.64)            | (941,421.15)            | (1,002,313.92)          | (1,083,004.91)          | (1,133,339.36)          | (1,803,899.88)          | (1,927,211.89)          |                         | 27,300,000.00           |
| Accrue Sep          | 832,317.26              | 839,425.42              | 882,341.64              | 941,421.15              | 1,002,313.92            | 1,083,004.91            | 1,133,339.36            | 1,803,899.88            | 1,927,211.89            | 2,054,125.46            |                         |                         |
| Rebate-S.AL Laundry |                         |                         | (6,174.78)              |                         |                         |                         |                         |                         |                         |                         |                         |                         |
| <b>TOTALS</b>       | <b>\$ 10,075,681.45</b> | <b>\$ 10,959,261.25</b> | <b>\$ 11,397,278.33</b> | <b>\$ 12,023,754.49</b> | <b>\$ 12,699,429.60</b> | <b>\$ 13,428,794.30</b> | <b>\$ 14,100,814.90</b> | <b>\$ 19,280,692.99</b> | <b>\$ 23,546,995.01</b> | <b>\$ 25,528,656.80</b> | <b>\$ 12,383,563.39</b> | <b>\$ 54,600,000.00</b> |

\*One percent temporary sales tax increase effective 3/1/2017-8/31/2020, first collection 4/2017

| 2018-19 | OCT             | NOV             | DEC             | JAN             | FEB             | MAR             | APR  | MAY  | JUN  | JUL  | AUG  | SEPT |
|---------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------|------|------|------|------|------|
| STATE   | \$ 2,044,238.08 | \$ 2,104,516.30 | \$ 2,083,587.07 | \$ 2,361,038.81 | \$ 1,831,906.43 | \$ 1,906,309.02 |      |      |      |      |      |      |
| COUNTY  | 9,887.38        | 6,990.90        | 7,700.58        | 10,168.90       | 9,659.77        | 7,560.15        |      |      |      |      |      |      |
|         | \$ 2,054,125.46 | \$ 2,111,507.20 | \$ 2,091,287.65 | \$ 2,371,207.71 | \$ 1,841,566.20 | \$ 1,913,869.17 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

| ACTUALS                | OCT    | NOV   | DEC    | JAN    | FEB    | MAR   | APR      | MAY      | JUN      | JUL      | AUG      | SEPT     |
|------------------------|--------|-------|--------|--------|--------|-------|----------|----------|----------|----------|----------|----------|
| % of +/- Current Month | 6.59%  | 4.28% | 1.49%  | 8.86%  | 10.41% | 9.69% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD           | 6.59%  | 5.41% | 4.06%  | 5.34%  | 6.20%  | 6.72% | -11.64%  | -23.32%  | -32.35%  | -40.24%  | -46.62%  | -51.25%  |
| BUDGET                 | OCT    | NOV   | DEC    | JAN    | FEB    | MAR   | APR      | MAY      | JUN      | JUL      | AUG      | SEPT     |
| % of +/- Current Month | -1.78% | 4.75% | -1.61% | -2.31% | 8.34%  | 0.48% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD           | -1.78% | 1.43% | 0.39%  | -0.37% | 1.06%  | 0.97% | -16.84%  | -27.46%  | -36.41%  | -44.25%  | -50.20%  | -54.64%  |

\* NOTE: SALES TAX TEMPORARY RATE INCREASE FROM 2% TO 3% ON MARCH 1, 2017. APRIL 2017 COLLECTIONS

|                   | 1% Temporary Sales Tax - Cumulative Totals |            |            |            |            |            |            |            |            |            |            |              |
|-------------------|--------------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|
|                   | OCT                                        | NOV        | DEC        | JAN        | FEB        | MAR        | APR        | MAY        | JUN        | JUL        | AUG        | SEPT         |
| <b>FY2017</b>     | -                                          | -          | -          | -          | -          | -          | 675,057.65 | 597,304.38 | 618,655.37 | 712,537.91 | 692,949.89 | \$726,498.61 |
| <b>FY2018</b>     | 601,299.96                                 | 579,527.84 | 611,086.69 | 697,851.34 | 488,701.32 | 547,613.27 | 755,335.43 | 626,504.88 | 691,189.25 | 786,791.01 | 764,035.59 | \$812,377.32 |
| <b>FY2019</b>     | 642,403.96                                 | 674,935.21 | 686,894.32 | 726,075.75 | 555,971.95 | 581,583.62 | 803,872.96 | 711,336.73 | 718,989.17 | 805,597.99 | 826,005.37 | 733,580.72   |
| <b>FY2020</b>     | 684,708.49                                 | 703,835.73 | 697,095.88 | 790,402.57 | 613,855.40 | 637,956.39 | -          | -          | -          | -          | -          | -            |
| <b>FY2021</b>     |                                            |            |            |            |            |            |            |            |            |            |            |              |
| <b>Cumulative</b> | <b>24,580,419.93</b>                       |            |            |            |            |            |            |            |            |            |            |              |

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**CITY OF FOLEY**  
**LODGING TAX**

01-4261

| Month         | FY10                 | FY11                 | FY 12                | FY 13                | * FY14               | FY15                 | FY16                 | FY17                   | FY18                   | FY 19                  | FY 20                | Budget FY20            |
|---------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|------------------------|------------------------|------------------------|----------------------|------------------------|
| OCTOBER       | \$ 16,516.92         | \$ 22,110.78         | \$ 16,272.06         | \$ 18,348.68         | \$ 19,193.53         | \$ 42,539.18         | \$ 56,582.20         | \$ 60,431.43           | \$ 80,876.30           | \$ 90,736.59           | \$ 76,753.78         | \$ 100,056.69          |
| NOVEMBER      | 17,404.54            | 19,113.96            | 16,684.71            | 25,077.98            | 36,290.29            | 44,138.41            | 53,070.76            | 61,123.84              | 66,614.27              | 104,553.04             | 81,924.83            | 82,412.32              |
| DECEMBER      | 15,273.34            | 12,632.95            | 14,272.67            | 13,691.87            | 25,083.91            | 27,437.93            | 36,456.63            | 50,324.38              | 50,025.04              | 76,862.87              | 67,143.82            | 61,888.83              |
| JANUARY       | 10,690.56            | 12,226.97            | 12,762.44            | 12,715.65            | 24,093.45            | 26,353.66            | 28,184.05            | 29,966.63              | 43,073.07              | 51,021.30              | 55,764.99            | 53,288.15              |
| FEBRUARY      | 11,025.39            | 12,303.52            | 16,738.12            | 18,277.50            | 25,535.84            | 32,193.31            | 32,407.44            | 35,880.60              | 43,125.35              | 49,604.58              | 66,452.38            | 53,352.83              |
| MARCH         | 14,490.38            | 16,254.64            | 18,769.47            | 18,781.33            | 37,255.77            | 45,656.34            | 53,080.44            | 71,596.10              | 74,032.19              | 77,172.22              | 96,915.64            | 91,589.45              |
| APRIL         | 27,458.22            | 31,130.63            | 36,522.03            | 39,504.09            | 78,366.83            | 75,995.70            | 103,237.46           | 99,453.89              | 121,582.91             | 159,713.69             |                      | 150,417.16             |
| MAY           | 22,218.84            | 23,297.57            | 28,256.00            | 26,157.84            | 66,565.57            | 69,518.33            | 71,334.31            | 97,254.38              | 95,632.41              | 110,730.70             |                      | 118,312.32             |
| JUNE          | 30,681.68            | 37,286.41            | 42,269.91            | 42,255.76            | 97,218.33            | 105,798.21           | 125,021.04           | 129,063.83             | 141,370.06             | 153,121.26             |                      | 174,896.98             |
| JULY          | 43,180.46            | 43,378.23            | 53,437.91            | 57,280.92            | 112,215.30           | 131,847.89           | 136,316.86           | 144,309.60             | 181,638.46             | 199,794.68             |                      | 224,715.31             |
| AUGUST        | 50,242.26            | 63,538.21            | 61,613.68            | 64,839.94            | 139,635.51           | 162,445.36           | 173,274.48           | 200,849.09             | 225,257.72             | 228,023.96             |                      | 278,679.19             |
| SEPTEMBER     | 22,057.44            | 23,573.32            | 27,428.77            | 34,879.03            | 78,115.09            | 64,632.27            | 74,953.63            | 72,927.09              | 101,193.28             | 105,190.21             |                      | 137,390.77             |
| <b>TOTALS</b> | <b>\$ 281,240.03</b> | <b>\$ 316,847.19</b> | <b>\$ 345,027.77</b> | <b>\$ 371,810.59</b> | <b>\$ 739,569.42</b> | <b>\$ 828,556.59</b> | <b>\$ 943,919.30</b> | <b>\$ 1,053,180.86</b> | <b>\$ 1,224,421.06</b> | <b>\$ 1,406,525.10</b> | <b>\$ 444,955.44</b> | <b>\$ 1,527,000.00</b> |
| Reverse Oct   | (17,885.76)          | (22,110.78)          | (16,272.06)          | (18,348.68)          | (19,193.53)          | (42,539.18)          | (56,582.20)          | (60,431.43)            | (80,876.30)            | (90,736.59)            |                      |                        |
| Accrue Sep    | 22,110.78            | 16,272.06            | 18,348.68            | 19,193.53            | 42,539.18            | 56,582.20            | 60,431.43            | 80,876.30              | 90,736.59              | 76,753.78              |                      |                        |
| <b>TOTAL</b>  | <b>\$ 285,465.05</b> | <b>\$ 311,008.47</b> | <b>\$ 347,104.39</b> | <b>\$ 372,655.44</b> | <b>\$ 762,915.07</b> | <b>\$ 842,599.61</b> | <b>\$ 947,768.53</b> | <b>\$ 1,073,625.73</b> | <b>\$ 1,234,281.35</b> | <b>\$ 1,392,542.29</b> | <b>\$ 444,955.44</b> |                        |

| FY 2018-19 | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR  | MAY  | JUN  | JUL  | AUG  | SEPT |
|------------|--------------|--------------|--------------|--------------|--------------|--------------|------|------|------|------|------|------|
| GROSS      | \$ 76,753.78 | \$ 81,924.83 | \$ 67,143.82 | \$ 55,764.99 | \$ 66,452.38 | \$ 96,915.64 |      |      |      |      |      |      |
| LESS FEE   | (225.75)     | (248.00)     | (333.25)     | (255.75)     | (240.25)     | (263.50)     |      |      |      |      |      |      |
| NET        | \$ 76,528.03 | \$ 81,676.83 | \$ 66,810.57 | \$ 55,509.24 | \$ 66,212.13 | \$ 96,652.14 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

| ACTUALS                | OCT     | NOV     | DEC     | JAN     | FEB    | MAR    | APR      | MAY      | JUN      | JUL      | AUG      | SEPT     |
|------------------------|---------|---------|---------|---------|--------|--------|----------|----------|----------|----------|----------|----------|
| % of +/- Current Month | -15.41% | -21.64% | -12.64% | 9.30%   | 33.96% | 25.58% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD           | -15.41% | -18.75% | -17.02% | -12.87% | -6.64% | -1.11% | -27.02%  | -38.23%  | -49.06%  | -58.54%  | -65.81%  | -68.36%  |
| BUDGET                 | OCT     | NOV     | DEC     | JAN     | FEB    | MAR    | APR      | MAY      | JUN      | JUL      | AUG      | SEPT     |
| % of +/- Current Month | -23.29% | -0.59%  | 8.49%   | 4.65%   | 24.55% | 5.82%  | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD           | -23.29% | -13.04% | -7.59%  | -5.40%  | -0.84% | 0.53%  | -24.97%  | -37.45%  | -49.79%  | -59.95%  | -67.98%  | -70.86%  |

**CITY OF FOLEY**  
**RENTAL TAX**

01-4262

| MONTH       | FY 10         | FY 11         | FY 12         | FY 13         | FY 14         | FY 15          | FY 16          | FY 17          | FY 18          | FY 19          | FY 20         | Budget FY20   |
|-------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|
| OCTOBER     | \$ 15,033.60  | \$ 14,458.72  | \$ 15,150.38  | \$ 17,726.00  | \$ 18,454.59  | \$ 17,629.98   | \$ 16,692.29   | \$ 20,317.97   | \$ 21,989.29   | \$ 21,194.20   | \$ 23,133.35  | \$ 22,993.50  |
| NOVEMBER    | 15,162.19     | 14,028.52     | 15,080.85     | 17,242.88     | 19,197.15     | 16,780.54      | 18,668.92      | 24,891.50      | 22,645.19      | 21,952.27      | 22,864.85     | 23,679.35     |
| DECEMBER    | 13,148.61     | 12,520.00     | 13,281.58     | 16,614.41     | 15,157.62     | 15,169.56      | 18,377.23      | 24,029.13      | 18,324.31      | 20,774.29      | 21,655.63     | 19,161.14     |
| JANUARY     | 15,096.28     | 13,932.87     | 14,324.31     | 16,014.68     | 15,498.36     | 15,976.57      | 20,309.88      | 23,414.87      | 18,312.26      | 22,012.85      | 23,007.33     | 19,148.54     |
| FEBRUARY    | 13,765.97     | 13,451.86     | 13,685.30     | 17,275.51     | 19,438.18     | 16,269.35      | 18,533.98      | 24,176.41      | 18,693.85      | 21,230.52      | 22,016.78     | 19,547.56     |
| MARCH       | 13,313.38     | 14,034.47     | 14,013.00     | 15,560.17     | 17,022.61     | 15,889.79      | 19,476.77      | 23,312.30      | 19,088.51      | 21,559.74      | \$ 21,910.18  | 19,960.24     |
| APRIL       | 13,811.84     | 13,641.26     | 18,259.81     | 17,163.41     | 16,296.52     | 25,346.50      | 20,620.16      | 24,490.65      | 21,249.91      | 23,067.91      |               | 22,220.35     |
| MAY         | 13,328.69     | 13,340.59     | 20,678.17     | 15,757.14     | 18,176.10     | 19,143.61      | 19,798.55      | 22,110.69      | 20,583.59      | 25,949.80      |               | 21,523.60     |
| JUNE        | 13,452.52     | 20,903.30     | 17,285.31     | 16,567.55     | 20,711.83     | 18,395.04      | 19,397.97      | 24,643.71      | 22,587.83      | 22,479.85      |               | 23,619.37     |
| JULY        | 15,903.23     | 13,263.71     | 17,344.08     | 21,023.45     | 17,913.60     | 17,860.49      | 23,635.37      | 22,925.36      | 26,242.06      | 20,634.11      |               | 27,440.48     |
| AUGUST      | 14,999.69     | 13,820.94     | 20,889.72     | 20,269.83     | 18,656.89     | 18,970.93      | 22,301.15      | 22,426.41      | 22,913.78      | 24,156.44      |               | 23,960.21     |
| SEPTEMBER   | 13,792.43     | 13,094.40     | 19,806.03     | 18,293.31     | 18,222.42     | 17,656.93      | 20,940.23      | 22,511.63      | 22,547.30      | 22,899.74      |               | 22,745.66     |
| Sub-Totals  | \$ 170,808.43 | \$ 170,490.64 | \$ 199,798.54 | \$ 209,508.34 | \$ 214,745.87 | \$ 215,089.29  | \$ 238,752.50  | \$ 279,250.63  | \$ 255,177.88  | \$ 267,911.72  | \$ 134,588.12 | \$ 266,000.00 |
| Reverse Oct | (15,308.43)   | (14,458.72)   | (15,150.38)   | (17,726.00)   | (18,454.59)   | \$ (17,629.98) | \$ (16,692.29) | \$ (20,317.97) | \$ (21,989.29) | \$ (21,194.20) |               |               |
| Accrue Sep  | 14,458.72     | 15,150.38     | 17,726.00     | 18,454.59     | 17,629.98     | 16,692.29      | \$ 20,317.97   | \$ 21,989.29   | \$ 21,194.20   | \$ 23,133.35   |               |               |
| TOTALS      | \$ 169,958.72 | \$ 171,182.30 | \$ 202,374.16 | \$ 210,236.93 | \$ 213,921.26 | \$ 214,151.60  | \$ 242,378.18  | \$ 280,921.95  | \$ 254,382.79  | \$ 269,850.87  | \$ 134,588.12 | \$ 266,000.00 |

| FY 2018-19 | OCT          | NOV          | DEC          | JAN          | FEB          | MAR          | APR  | MAY  | JUN  | JUL  | AUG  | SEP  |
|------------|--------------|--------------|--------------|--------------|--------------|--------------|------|------|------|------|------|------|
| GROSS      | \$ 23,133.35 | \$ 22,864.85 | \$ 21,655.63 | \$ 23,007.33 | \$ 22,016.78 | \$ 21,910.18 |      |      |      |      |      |      |
| LESS FEE   | (1,177.20)   | (1,294.92)   | (1,366.86)   | (1,393.02)   | (1,334.16)   | (1,460.80)   |      |      |      |      |      |      |
| NET        | \$ 21,956.15 | \$ 21,569.93 | \$ 20,288.77 | \$ 21,614.31 | \$ 20,682.62 | \$ 20,449.38 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

| ACTUALS                | OCT        | NOV        | DEC        | JAN        | FEB        | MAR        | APR        | MAY        | JUN        | JUL        | AUG        | SEP        |
|------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| % of +/- Current Month | 9.15%      | 4.16%      | 4.24%      | 4.52%      | 3.70%      | 1.63%      | -100.00%   | -100.00%   | -100.00%   | -100.00%   | -100.00%   | -100.00%   |
| % of +/- YTD           | 9.15%      | 6.61%      | 5.84%      | 5.50%      | 5.15%      | 4.56%      | -11.33%    | -24.28%    | -32.78%    | -39.06%    | -45.07%    | -49.76%    |
| <b>BUDGET</b>          | <b>OCT</b> | <b>NOV</b> | <b>DEC</b> | <b>JAN</b> | <b>FEB</b> | <b>MAR</b> | <b>APR</b> | <b>MAY</b> | <b>JUN</b> | <b>JUL</b> | <b>AUG</b> | <b>SEP</b> |
| % of +/- Current Month | 0.61%      | -3.44%     | 13.02%     | 20.15%     | 12.63%     | 9.77%      | -100.00%   | -100.00%   | -100.00%   | -100.00%   | -100.00%   | -100.00%   |
| % of +/- YTD           | 0.61%      | -1.45%     | 2.76%      | 6.68%      | 7.79%      | 8.11%      | -8.26%     | -20.00%    | -29.85%    | -38.63%    | -44.67%    | -49.40%    |

**CITY OF FOLEY**  
**LOCAL GAS TAX**

01-4264

| MONTH            |  |  |  |  |  |  |  | FY17          | FY18          | FY 19        | FY 20        | Budget FY20  |
|------------------|--|--|--|--|--|--|--|---------------|---------------|--------------|--------------|--------------|
| OCTOBER          |  |  |  |  |  |  |  |               | \$53,075.39   | \$45,086.16  | \$51,669.83  | \$54,532.80  |
| NOVEMBER         |  |  |  |  |  |  |  |               | \$54,036.75   | \$48,221.28  | \$48,829.12  | \$55,520.56  |
| DECEMBER         |  |  |  |  |  |  |  |               | \$42,813.43   | \$48,686.47  | \$41,800.90  | \$43,989.05  |
| JANUARY          |  |  |  |  |  |  |  | \$40,411.73   | \$35,141.07   | \$47,141.00  | \$40,357.61  | \$36,106.02  |
| FEBRUARY         |  |  |  |  |  |  |  | \$44,955.25   | \$41,586.61   | \$46,305.12  | \$42,762.25  | \$42,728.55  |
| MARCH            |  |  |  |  |  |  |  | \$49,039.02   | \$41,545.61   | \$42,045.40  | \$45,019.56  | \$42,686.42  |
| APRIL            |  |  |  |  |  |  |  | \$56,689.36   | \$50,619.44   | \$50,383.88  |              | \$52,009.41  |
| MAY              |  |  |  |  |  |  |  | \$52,906.24   | \$48,216.79   | \$48,480.49  |              | \$49,540.79  |
| JUNE             |  |  |  |  |  |  |  | \$59,816.09   | \$49,873.06   | \$51,374.72  |              | \$51,242.54  |
| JULY             |  |  |  |  |  |  |  | \$60,262.64   | \$56,755.95   | \$53,121.03  |              | \$58,314.43  |
| AUGUST           |  |  |  |  |  |  |  | \$63,880.44   | \$59,686.72   | \$57,942.40  |              | \$61,325.67  |
| SEPTEMBER        |  |  |  |  |  |  |  | \$57,770.94   | \$53,574.11   | \$51,105.14  |              | \$42,003.76  |
| TOTALS           |  |  |  |  |  |  |  | \$485,731.71  | \$586,924.93  | \$589,893.09 | \$270,439.27 | \$590,000.00 |
| Reverse October  |  |  |  |  |  |  |  | (\$53,075.39) | (\$45,086.16) |              |              |              |
| Accrue September |  |  |  |  |  |  |  | \$53,075.39   | \$45,086.16   | \$51,669.83  |              |              |
| TOTALS           |  |  |  |  |  |  |  | \$538,807.10  | \$578,935.70  | \$596,476.76 | \$270,439.27 |              |

| ACTUALS                | OCT    | NOV     | DEC     | JAN     | FEB    | MAR    | APR      | MAY      | JUN      | JUL      | AUG      | SEP      |
|------------------------|--------|---------|---------|---------|--------|--------|----------|----------|----------|----------|----------|----------|
| % of +/- Current Month | 14.60% | 1.26%   | -14.14% | -14.39% | -7.65% | 7.07%  | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD           | 14.60% | 7.71%   | 0.22%   | -3.42%  | -4.26% | -2.54% | -17.52%  | -28.14%  | -36.77%  | -43.76%  | -49.81%  | -54.15%  |
|                        |        |         |         |         |        |        |          |          |          |          |          |          |
| BUDGET                 | OCT    | NOV     | DEC     | JAN     | FEB    | MAR    | APR      | MAY      | JUN      | JUL      | AUG      | SEP      |
| % of +/- Current Month | -5.25% | -12.05% | -4.97%  | 11.78%  | 0.08%  | 5.47%  | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD           | -5.25% | -8.68%  | -7.62%  | -3.94%  | -3.20% | -1.86% | -17.44%  | -28.29%  | -36.87%  | -44.43%  | -50.65%  | -54.16%  |

Tax effective December 1, 2016 with first month collections for December 2016 in January 2017

\*\* There was a refund of \$10,583.42 issued in January 2018 due to an overpayment in October for September sales.

This causes the January 2018 collections to be understated by \$10,583.42 (and the October 2017 collections to be overstated by the same amount).