

**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                 | 755,827.91                 | 778,124.13                 | 832,317.26                 | 839,425.42                 | 882,341.64          |            |            |            |
| NOVEMBER                            | 387,504.72          | 488,379.96          | 509,020.03 <sup>2</sup> | 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                 |                     |            |            |            |
| JANUARY                             | 551,925.63          | 637,193.90          | 569,783.12              | 1,062,948.95               | 895,574.07                 | 874,597.48                 | 989,464.15                 | 996,241.61                 |                     |            |            |            |
| 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                 |                     |            |            |            |
| MARCH                               | 443,925.80          | 468,515.81          | 858,176.97 <sup>1</sup> | 770,354.65                 | 677,550.41                 | 727,264.65                 | 768,221.07                 | 818,838.04                 |                     |            |            |            |
| 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               |                     |            |            |            |
| 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                 |                     |            |            |            |
| JUNE                                | 504,880.08          | 582,288.01          | 1,104,449.96            | 967,887.99                 | 878,415.67                 | 845,594.42                 | 883,606.77                 | 983,424.95                 |                     |            |            |            |
| JULY                                | 557,041.01          | 609,062.27          | 1,212,153.94            | 1,090,363.42               | 1,027,446.13               | 1,014,752.93               | 1,143,015.54               | 1,178,000.50               |                     |            |            |            |
| 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               |                     |            |            |            |
| 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                 |                     |            |            |            |
| Reverse Oct<br>Accrue Sep<br>Rebate |                     |                     |                         | (906,022.21)<br>755,827.91 | (755,827.91)<br>776,008.43 | (778,124.13)<br>832,317.26 | (832,317.26)<br>839,425.42 | (839,425.42)<br>882,341.64 |                     |            |            |            |
|                                     | S. Ala Laundry      |                     |                         |                            | (71,373.23)                |                            |                            | (6,174.78)                 |                     |            |            |            |
| <b>TOTALS</b>                       | <b>5,816,914.83</b> | <b>6,607,450.50</b> | <b>10,001,186.36</b>    | <b>11,076,504.02</b>       | <b>10,015,278.60</b>       | <b>10,075,681.45</b>       | <b>10,959,261.25</b>       | <b>11,397,278.33</b>       | <b>1,795,591.88</b> | <b>-</b>   | <b>-</b>   | <b>-</b>   |

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 |          |         |          |       |       |     |      |      |        |           |
| COUNTY  | 3,455.38   | 3,318.31   |          |         |          |       |       |     |      |      |        |           |
|         | 882,341.64 | 913,250.24 | -        | -       |          |       |       |     |      |      |        |           |

|                 |       |       |          |          |          |          |          |          |          |          |           |        |
|-----------------|-------|-------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|--------|
|                 |       |       |          |          |          |          |          |          |          |          | Not Final |        |
| % of +/- Curren | 5.11% | 7.32% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | (1.00)    | (1.00) |
| % of +/- YTD    | 5.11% | 6.22% | -29.15%  | -49.14%  | -57.63%  | -64.49%  | -70.60%  | -74.55%  | -77.66%  | -80.52%  | (0.83)    | (0.84) |

1 March 2007 sales tax rate was increased from 1% to 2%

Rebates of sales and use taxes to South Alabama Commercial Laundry are made per Tax Abatement Agreement dated January 5, 2009

2 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              | FY 12                  | FY 13            | 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             | 5,357.90          | 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 <sup>1</sup> | 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              |                  |      |      |
| JANUARY              | 8,432.01          | 28,882.75         | 28,882.75         | 25,102.62         | 25,102.62         | 16,058.77         | 13,520.00         | 11,031.33         | 10,690.56         | 12,226.97         | 12,762.44              |                  |      |      |
| 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              |                  |      |      |
| 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              |                  |      |      |
| 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              |                  |      |      |
| 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              |                  |      |      |
| 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              |                  |      |      |
| 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              |                  |      |      |
| 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              |                  |      |      |
| 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         | 23573.32          | 27428.77               |                  |      |      |
| <b>TOTALS</b>        | <b>215,112.46</b> | <b>342,715.04</b> | <b>342,715.04</b> | <b>355,215.52</b> | <b>355,215.52</b> | <b>351,906.03</b> | <b>320,971.24</b> | <b>264,388.46</b> | <b>281,240.03</b> | <b>316,847.19</b> | <b>345,027.77</b>      | <b>43,426.66</b> |      |      |
| 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              |                  |      |      |
| <b>Audited Total</b> |                   |                   |                   |                   |                   |                   |                   | <b>282,274.22</b> | <b>285,465.05</b> | <b>311,008.47</b> | <b>347,104.39</b>      |                  |      |      |

| FY 2012-13              | OCT       | NOV       | DEC      | JAN      | FEB      | MAR      | APR      | MAY      | JUN      | JUL      | AUG      | SEP      |
|-------------------------|-----------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| GROSS                   | 18,348.68 | 25,077.98 |          |          |          |          |          |          |          |          |          |          |
| LESS FEE                | -178.25   | -162.75   |          |          |          |          |          |          |          |          |          |          |
| NET                     | 18,170.43 | 24,915.23 |          |          |          |          |          |          |          |          |          |          |
| <b>% of +/- Current</b> | 12.76%    | 50.31%    | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| <b>% of +/- YTD</b>     | 12.76%    | 31.77%    | -8.05%   | -27.61%  | -43.40%  | -54.53%  | -67.11%  | -72.91%  | -78.56%  | -83.04%  | -86.33%  | -87.41%  |

<sup>1</sup> 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%

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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 |              |
| JANUARY   | \$ -         | \$ 15,537.46 | \$ 15,861.27 | \$ 15,096.28 | \$ 13,932.87 | \$ 14,324.31 |              |
| FEBRUARY  | \$ -         | \$ 17,631.19 | \$ 15,638.78 | \$ 13,765.97 | \$ 13,451.86 | \$ 13,685.30 |              |
| MARCH     | \$ 11,144.40 | \$ 28,616.09 | \$ 14,841.00 | \$ 13,313.38 | \$ 14,034.47 | \$ 14,013.00 |              |
| APRIL     | \$ 43,151.12 | \$ 33,033.12 | \$ 15,171.39 | \$ 13,811.84 | \$ 13,641.26 | \$ 18,259.81 |              |
| MAY       | \$ 17,744.62 | \$ 23,267.07 | \$ 15,587.99 | \$ 13,328.69 | \$ 13,340.59 | \$ 20,678.17 |              |
| JUNE      | \$ 13,053.15 | \$ 15,871.38 | \$ 14,812.54 | \$ 13,452.52 | \$ 20,903.30 | \$ 17,285.31 |              |
| JULY      | \$ 15,058.73 | \$ 18,022.12 | \$ 16,134.80 | \$ 15,903.23 | \$ 13,263.71 | \$ 17,344.08 |              |
| AUGUST    | \$ 18,641.55 | \$ 19,408.98 | \$ 15,305.09 | \$ 14,999.69 | \$ 13,820.94 | \$ 20,889.72 |              |
| SEPTEMBER | \$ 16,573.79 | \$ 18,722.73 | \$ 13,998.89 | \$ 13,792.43 | \$ 13,094.40 | \$ 19,806.03 |              |

|                |               |               |               |                |                |                |  |
|----------------|---------------|---------------|---------------|----------------|----------------|----------------|--|
| Sub-Totals     | \$ 135,367.36 | \$ 237,203.54 | \$ 187,940.69 | \$ 170,808.43  | \$ 170,490.64  | \$ 199,798.54  |  |
| 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 | \$ 169,958.72  | \$ 171,182.30  | \$ 202,374.16  |  |

|                  |        |        |          |          |          |          |          |          |          |          |          |          |
|------------------|--------|--------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| % of +/- Current | 17.00% | 14.34% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD     | 17.00% | 15.67% | -19.64%  | -39.54%  | -51.11%  | -59.12%  | -66.31%  | -71.91%  | -75.33%  | -78.02%  | -80.57%  | -82.50%  |

| FY 2013  | OCT          | NOV          | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|----------|--------------|--------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| GROSS    | \$ 17,726.00 | \$ 17,242.88 |     |     |     |     |     |     |     |     |     |     |
| LESS FEE | \$ 1,209.00  | \$ 1,216.75  |     |     |     |     |     |     |     |     |     |     |
| NET      | \$ 16,517.00 | \$ 16,026.13 |     |     |     |     |     |     |     |     |     |     |

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