

## CITY OF FOLEY - SALES TAX

01-4260

Preliminary

| MONTH               | 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       | FY 2016-17      | Budget           |
|---------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-----------------|------------------|
| OCTOBER             | 906,022.21       | 755,827.91       | 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    | \$ 1,150,760.63  |
| NOVEMBER            | 857,997.73       | 765,752.98       | 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    | 1,145,747.35     |
| DECEMBER            | 948,576.95       | 788,727.79       | 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    | 1,136,230.98     |
| JANUARY             | 1,062,948.95     | 895,574.07       | 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    | 1,298,523.32     |
| FEBRUARY            | 722,120.10       | 653,800.20       | 633,131.20       | 682,479.20       | 707,178.52       | 741,384.96       | 752,442.09       | 854,751.23       | 891,157.20       | 984,484.13      | 946,910.41       |
| MARCH               | 770,354.65       | 677,550.41       | 727,264.65       | 768,221.07       | 818,838.04       | 818,560.24       | 857,986.34       | 939,498.47       | 1,088,824.02     |                 | 1,156,943.80     |
| APRIL               | 972,540.53       | 905,812.19       | 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     |                 | 1,360,834.20     |
| MAY                 | 991,812.39       | 857,361.15       | 874,377.96       | 950,562.04       | 947,660.36       | 961,589.09       | 1,063,828.46     | 1,078,569.01     | 1,155,887.96     |                 | 1,228,203.44     |
| JUNE                | 967,887.99       | 878,415.67       | 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     |                 | 1,293,034.58     |
| JULY                | 1,090,363.42     | 1,027,446.13     | 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     |                 | 1,469,130.02     |
| AUGUST              | 1,044,213.45     | 1,047,194.44     | 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     |                 | 1,516,203.28     |
| SEPTEMBER           | 891,859.95       | 813,008.37       | 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     |                 | 1,280,477.99     |
| Reverse Oct         | (906,022.21)     | (755,827.91)     | (778,124.13)     | (832,317.26)     | (839,425.42)     | (882,341.64)     | (941,421.15)     | (1,002,313.92)   | (1,083,004.91)   |                 |                  |
| Accrue Sep          | 755,827.91       | 776,008.43       | 832,317.26       | 839,425.42       | 882,341.64       | 941,421.15       | 1,002,313.92     | 1,083,004.91     | 1,133,339.36     |                 |                  |
| Rebate-S.AL Laundry |                  | (71,373.23)      |                  |                  | (6,174.78)       |                  |                  |                  |                  |                 |                  |
| TOTALS              | \$ 11,076,504.02 | \$ 10,015,278.60 | \$ 10,075,681.45 | \$ 10,959,261.25 | \$ 11,397,278.33 | \$ 12,023,754.49 | \$ 12,699,429.60 | \$ 13,428,794.30 | \$ 14,100,814.90 | \$ 5,846,536.65 | \$ 14,983,000.00 |

Annual Budget \$ 14,144,000.00 \$ 14,983,000.00  
Over (under) budget (43,185.10)

| 2016-17 | OCT             | NOV             | DEC             | JAN             | FEB           | MAR  | APR  | MAY  | JUN  | JUL  | AUG  | SEPT |
|---------|-----------------|-----------------|-----------------|-----------------|---------------|------|------|------|------|------|------|------|
| STATE   | \$ 1,128,097.01 | \$ 1,168,889.51 | \$ 1,196,393.15 | \$ 1,345,512.03 | \$ 978,523.62 |      |      |      |      |      |      |      |
| COUNTY  | 5,242.35        | 6,730.09        | 4,195.29        | 6,993.09        | 5,960.51      |      |      |      |      |      |      |      |
|         | \$ 1,133,339.36 | \$ 1,175,619.60 | \$ 1,200,588.44 | \$ 1,352,505.12 | \$ 984,484.13 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |

## ACTUALS

|                 |       |       |        |        |        |          |          |          |          |          |          |          |
|-----------------|-------|-------|--------|--------|--------|----------|----------|----------|----------|----------|----------|----------|
| % of +/- Curren | 4.65% | 9.03% | 12.27% | 10.67% | 10.47% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD    | 4.65% | 6.83% | 8.63%  | 9.19%  | 9.41%  | -9.11%   | -24.20%  | -34.08%  | -42.03%  | -49.02%  | -54.66%  | -58.54%  |

## BUDGET

|                 |        |       |       |       |       |          |          |          |          |          |          |          |
|-----------------|--------|-------|-------|-------|-------|----------|----------|----------|----------|----------|----------|----------|
| % of +/- Curren | -1.51% | 2.61% | 5.66% | 4.16% | 3.97% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD    | -1.51% | 0.54% | 2.24% | 2.76% | 2.97% | -14.46%  | -28.67%  | -37.96%  | -45.45%  | -52.02%  | -57.33%  | -60.98%  |

**CITY OF FOLEY - LODGING TAX**

Account #01-4261

|               | FY07          | FY08          | FY09          | FY10          | FY11          | FY 12         | FY 13         | *FY14         | FY15          | FY16          | FY17          | Preliminary<br>BUDGET FY 17 |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------------------|
| OCTOBER       | \$ 25,932.85  | \$ 21,792.90  | \$ 16,814.86  | \$ 16,516.92  | \$ 22,110.78  | \$ 16,272.06  | \$ 18,348.68  | \$ 19,193.53  | \$ 42,539.18  | \$ 56,582.20  | \$ 60,431.43  | \$ 67,672.48                |
| NOVEMBER      | 27,902.15     | 22,586.13     | 16,670.82     | 17,404.54     | 19,113.96     | 16,684.71     | 25,077.98     | 36,290.29     | 44,138.41     | 53,070.76     | 61,123.84     | 63,472.79                   |
| DECEMBER      | 19,891.74     | 18,262.16     | 13,731.84     | 15,273.34     | 12,632.95     | 14,272.67     | 13,691.87     | 25,083.91     | 27,437.93     | 36,456.63     | 50,324.38     | 43,602.24                   |
| JANUARY       | 16,058.77     | 13,520.00     | 11,031.33     | 10,690.56     | 12,226.97     | 12,762.44     | 12,715.65     | 24,093.45     | 26,353.66     | 28,184.05     | 29,966.63     | 33,708.21                   |
| FEBRUARY      | 16,534.74     | 14,318.91     | 11,816.35     | 11,025.39     | 12,303.52     | 16,738.12     | 18,277.50     | 25,535.84     | 32,193.31     | 32,407.44     | 35,880.60     | 38,759.40                   |
| MARCH         | 23,299.80     | 19,023.93     | 14,644.49     | 14,490.38     | 16,254.64     | 18,769.47     | 18,781.33     | 37,255.77     | 45,656.34     | 53,080.44     |               | 63,484.37                   |
| APRIL         | 32,626.34     | 31,271.05     | 21,521.31     | 27,458.22     | 31,130.63     | 36,522.03     | 39,504.09     | 78,366.83     | 75,995.70     | 103,237.46    |               | 123,472.31                  |
| MAY           | 32,228.69     | 25,197.16     | 17,115.14     | 22,218.84     | 23,297.57     | 28,256.00     | 26,157.84     | 66,565.57     | 69,518.33     | 71,334.31     |               | 85,316.05                   |
| JUNE          | 25,221.84     | 35,839.28     | 26,055.25     | 30,681.68     | 37,286.41     | 42,269.91     | 42,255.76     | 97,218.33     | 105,798.21    | 125,021.04    |               | 149,525.54                  |
| JULY          | 50,393.68     | 40,309.92     | 38,992.64     | 43,180.46     | 43,378.23     | 53,437.91     | 57,280.92     | 112,215.30    | 131,847.89    | 136,316.86    |               | 163,035.37                  |
| AUGUST        | 49,662.74     | 50,883.18     | 51,703.29     | 50,242.26     | 63,538.21     | 61,613.68     | 64,839.94     | 139,635.51    | 162,445.36    | 173,274.48    |               | 207,236.80                  |
| SEPTEMBER     | 32,152.69     | 27,966.62     | 24,291.14     | 22,057.44     | 23,573.32     | 27,428.77     | 34,879.03     | 78,115.09     | 64,632.27     | 74,953.63     |               | 94,248.44                   |
| TOTALS        | \$ 351,906.03 | \$ 320,971.24 | \$ 264,388.46 | \$ 281,240.03 | \$ 316,847.19 | \$ 345,027.77 | \$ 371,810.59 | \$ 739,569.42 | \$ 828,556.59 | \$ 943,919.30 | \$ 237,726.88 | \$ 1,133,534.00             |
| Reverse Oct   |               |               |               | (17,885.76)   | (22,110.78)   | (16,272.06)   | (18,348.68)   | (19,193.53)   | (42,539.18)   | (56,582.20)   |               |                             |
| Accrue Sep    |               |               | 17,274.22     | 22,110.78     | 16,272.06     | 18,348.68     | 19,193.53     | 42,539.18     | 56,582.20     | 60,431.43     |               |                             |
| Audited Total |               |               | \$ 282,274.22 | \$ 285,465.05 | \$ 311,008.47 | \$ 347,104.39 | \$ 372,655.44 | \$ 762,915.07 | \$ 842,599.61 | \$ 947,768.53 | \$ 237,726.88 |                             |

| FY 2016-17 | OCT          | NOV          | DEC          | JAN          | FEB          | MAR | APR | MAY | JUN | JUL | AUG | SEPT |
|------------|--------------|--------------|--------------|--------------|--------------|-----|-----|-----|-----|-----|-----|------|
| GROSS      | \$ 60,431.43 | \$ 61,123.84 | \$ 50,324.38 | \$ 29,966.63 | \$ 35,880.60 |     |     |     |     |     |     |      |
| LESS FEE   | (186.00)     | (178.25)     | (193.75)     | (162.75)     | (193.75)     |     |     |     |     |     |     |      |
| NET        | \$ 60,245.43 | \$ 60,945.59 | \$ 50,130.63 | \$ 29,803.88 | \$ 35,686.85 |     |     |     |     |     |     |      |

**ACTUALS**

|               |       |        |        |        |        |          |          |          |          |          |          |          |
|---------------|-------|--------|--------|--------|--------|----------|----------|----------|----------|----------|----------|----------|
| % of +/-      |       |        |        |        |        |          |          |          |          |          |          |          |
| Current Month | 6.80% | 15.17% | 38.04% | 6.32%  | 10.72% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD  | 6.80% | 10.85% | 17.64% | 15.81% | 15.01% | -8.49%   | -34.51%  | -45.27%  | -57.50%  | -65.83%  | -72.64%  | -74.92%  |

**BUDGET**

|                  |         |        |        |         |        |          |          |          |          |          |          |          |
|------------------|---------|--------|--------|---------|--------|----------|----------|----------|----------|----------|----------|----------|
| % of +/- Current | -10.70% | -3.70% | 15.42% | -11.10% | -7.43% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD     | -10.70% | -7.31% | -1.64% | -3.17%  | -3.84% | -23.49%  | -45.25%  | -54.24%  | -64.47%  | -71.43%  | -77.13%  | -79.03%  |

CITY OF FOLEY - RENTAL TAX

01-4262

|           | FY 07     | FY 08        | FY 09        | FY 10        | FY 11        | FY 12        | FY 13        | FY 14        | FY 15        | FY 16        | FY 17        | <i>Preliminary</i><br>BUDGET FY17 |
|-----------|-----------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-----------------------------------|
| OCTOBER   | \$ -      | \$ 16,426.15 | \$ 16,897.15 | \$ 15,033.60 | \$ 14,458.72 | \$ 15,150.38 | \$ 17,726.00 | \$ 18,454.59 | \$ 17,629.98 | \$ 16,692.29 | \$ 20,317.97 | \$ 16,872.85                      |
| NOVEMBER  | -         | 17,318.44    | 17,267.72    | 15,162.19    | 14,028.52    | 15,080.85    | 17,242.88    | 19,197.15    | 16,780.54    | 18,668.92    | 24,891.50    | 18,870.86                         |
| DECEMBER  | -         | 13,348.81    | 16,424.07    | 13,148.61    | 12,520.00    | 13,281.58    | 16,614.41    | 15,157.62    | 15,169.56    | 18,377.23    | 24,029.13    | 18,576.02                         |
| JANUARY   | -         | 15,537.46    | 15,861.27    | 15,096.28    | 13,932.87    | 14,324.31    | 16,014.68    | 15,498.36    | 15,976.57    | 20,309.88    | 23,414.87    | 20,529.57                         |
| FEBRUARY  | -         | 17,631.19    | 15,638.78    | 13,765.97    | 13,451.86    | 13,685.30    | 17,275.51    | 19,438.18    | 16,269.35    | 18,533.98    | 24,176.41    | 18,734.46                         |
| MARCH     | 11,144.40 | 28,616.09    | 14,841.00    | 13,313.38    | 14,034.47    | 14,013.00    | 15,560.17    | 17,022.61    | 15,889.79    | 19,476.77    |              | 19,687.45                         |
| APRIL     | 43,151.12 | 33,033.12    | 15,171.39    | 13,811.84    | 13,641.26    | 18,259.81    | 17,163.41    | 16,296.52    | 25,346.50    | 20,620.16    |              | 20,843.21                         |
| MAY       | 17,744.62 | 23,267.07    | 15,587.99    | 13,328.69    | 13,340.59    | 20,678.17    | 15,757.14    | 18,176.10    | 19,143.61    | 19,798.55    |              | 20,012.71                         |
| JUNE      | 13,053.15 | 15,871.38    | 14,812.54    | 13,452.52    | 20,903.30    | 17,285.31    | 16,567.55    | 20,711.83    | 18,395.04    | 19,397.97    |              | 19,607.80                         |
| JULY      | 15,058.73 | 18,022.12    | 16,134.80    | 15,903.23    | 13,263.71    | 17,344.08    | 21,023.45    | 17,913.60    | 17,860.49    | 23,635.37    |              | 23,891.04                         |
| AUGUST    | 18,641.55 | 19,408.98    | 15,305.09    | 14,999.69    | 13,820.94    | 20,889.72    | 20,269.83    | 18,656.89    | 18,970.93    | 22,301.15    |              | 22,542.38                         |
| SEPTEMBER | 16,573.79 | 18,722.73    | 13,998.89    | 13,792.43    | 13,094.40    | 19,806.03    | 18,293.31    | 18,222.42    | 17,656.93    | 20,940.23    |              | 24,831.65                         |

|                |               |               |               |               |               |               |               |               |                |                |               |               |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|---------------|---------------|
| Sub-Totals     | \$ 135,367.36 | \$ 237,203.54 | \$ 187,940.69 | \$ 170,808.43 | \$ 170,490.64 | \$ 199,798.54 | \$ 209,508.34 | \$ 214,745.87 | \$ 215,089.29  | \$ 238,752.50  | \$ 116,829.88 | \$ 245,000.00 |
| Reverse Oct    |               |               | first year    | (15,308.43)   | (14,458.72)   | (15,150.38)   | (17,726.00)   | (18,454.59)   | \$ (17,629.98) | \$ (16,692.29) |               |               |
| Accrue Sep     |               |               | 15,308.43     | 14,458.72     | 15,150.38     | 17,726.00     | 18,454.59     | 17,629.98     | 16,692.29      | \$ 20,317.97   |               |               |
| Accrued Totals |               |               | \$ 203,249.12 | \$ 169,958.72 | \$ 171,182.30 | \$ 202,374.16 | \$ 210,236.93 | \$ 213,921.26 | \$ 214,151.60  | \$ 242,378.18  | \$ 116,829.88 | \$ 245,000.00 |

| FY 2016-17 | OCT          | NOV          | DEC          | JAN          | FEB          | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|------------|--------------|--------------|--------------|--------------|--------------|-----|-----|-----|-----|-----|-----|-----|
| GROSS      | \$ 20,317.97 | \$ 24,891.50 | \$ 24,029.13 | \$ 23,414.87 | \$ 24,176.41 |     |     |     |     |     |     |     |
| LESS FEE   | (1,268.76)   | (1,308.00)   | (1,353.78)   | (1,347.24)   | (1,360.32)   |     |     |     |     |     |     |     |
| NET        | \$ 19,049.21 | \$ 23,583.50 | \$ 22,675.35 | \$ 22,067.63 | \$ 22,816.09 |     |     |     |     |     |     |     |

ACTUALS

|                  |        |        |        |        |        |          |          |          |          |          |          |          |
|------------------|--------|--------|--------|--------|--------|----------|----------|----------|----------|----------|----------|----------|
| % of +/- Current | 21.72% | 33.33% | 30.75% | 15.29% | 30.44% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD     | 21.72% | 27.85% | 28.84% | 25.13% | 26.19% | 4.26%    | -11.95%  | -23.38%  | -32.03%  | -40.24%  | -46.36%  | -51.80%  |

|                  |        |        |        |        |        |          |          |          |          |          |          |          |
|------------------|--------|--------|--------|--------|--------|----------|----------|----------|----------|----------|----------|----------|
| BUDGET           | 20.00% | 21.00% | 22.00% | 23.00% | 24.00% | 25.00%   | 26.00%   | 27.00%   | 28.00%   | 29.00%   | 30.00%   | 31.00%   |
| % of +/- Current | 20.42% | 31.90% | 29.36% | 14.05% | 29.05% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/- YTD     | 20.42% | 26.48% | 27.46% | 23.79% | 24.84% | 3.14%    | -12.89%  | -24.20%  | -32.75%  | -40.88%  | -46.94%  | -52.31%  |

COPY: (9) JOHN KONIAR  
 MIKE THOMPSON/KATY TAYLOR/SANDRA PATE  
 SUE STEIGERWALD/JOE BOUZAN  
 JEFF ROUZIE/LA DONNA HINESLEY/FILE

GASOLINE TAX  
FY 2016-17

|           | FY 16-17    | FY 17-18 | FY 18-19 | FY 19-20 | FY 20-21 | FY 21-22 |
|-----------|-------------|----------|----------|----------|----------|----------|
| October   |             |          |          |          |          |          |
| November  |             |          |          |          |          |          |
| December  |             |          |          |          |          |          |
| January   | \$40,411.73 |          |          |          |          |          |
| February  | \$44,955.25 |          |          |          |          |          |
| March     |             |          |          |          |          |          |
| April     |             |          |          |          |          |          |
| May       |             |          |          |          |          |          |
| June      |             |          |          |          |          |          |
| July      |             |          |          |          |          |          |
| August    |             |          |          |          |          |          |
| September |             |          |          |          |          |          |
|           |             |          |          |          |          |          |
| Total     | \$85,366.98 |          |          |          |          |          |

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