

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 | 941,421.15 | | |
| 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 | 970,256.06 | | |
| 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 | 956,758.53 | | |
| 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 | 1,030,144.32 | 1,076,759.74 | | |
| 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 | 752,442.09 | | |
| MARCH | 443,925.80 | 468,515.81 | 858,176.97 | 770,354.65 | 677,550.41 | 727,264.65 | 768,221.07 | 818,838.04 | 818,560.24 | 857,986.34 | | |
| 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 | 1,143,452.08 | | |
| 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 | 1,063,828.46 | | |
| 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 | 1,050,045.96 | 1,130,670.23 | | |
| 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 | 1,225,539.53 | 1,337,756.81 | | |
| 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 | 1,316,844.91 | | |
| 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 | 1,090,360.43 | | |
| Reverse Oct Accrue Sep | | | | (906,022.21) | (755,827.91) | (778,124.13) | (832,317.26) | (839,425.42) | (882,341.64) | | | |
| Rebate | S. Ala Laundry | | | 755,827.91 | 776,008.43 | 832,317.26 | 839,425.42 | 882,341.64 | 941,421.15 | | | |
| | | | | | (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 | 12,023,754.49 | 12,638,536.83 | - | - |
| 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

| 2013-14 | OCTOBER | NOVEMBER | DECEMBER | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER |
|---------|------------|------------|------------|--------------|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|
| STATE | 937,270.99 | 964,247.34 | 952,446.84 | 1,072,890.53 | 749,315.80 | 853,820.16 | 1,139,011.80 | 1,059,463.19 | 1,126,354.67 | 1,333,026.61 | 1,310,966.76 | 1,085,685.69 |
| COUNTY | 4,150.16 | 6,008.72 | 4,311.69 | 3,869.21 | 3,126.29 | 4,166.18 | 4,440.28 | 4,365.27 | 4,315.56 | 4,730.20 | 5,878.15 | 4,674.74 |
| | 941,421.15 | 970,256.06 | 956,758.53 | 1,076,759.74 | 752,442.09 | 857,986.34 | 1,143,452.08 | 1,063,828.46 | 1,130,670.23 | 1,337,756.81 | 1,316,844.91 | 1,090,360.43 |

| | | | | | | | | | | | | |
|------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|------------------|
| % of +/- Curren | 6.70% | 6.24% | 4.16% | 4.53% | 1.49% | 4.82% | 0.59% | 10.63% | 7.68% | 9.16% | 7.32% | Not Final |
| % of +/- YTD | 6.70% | 6.47% | 5.69% | 5.37% | 4.73% | 4.74% | 4.01% | 4.87% | 5.22% | 5.72% | 5.90% | 2.90% |
| | | | | | | | | | | | | 5.63% |

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 | 19,193.53 | |
| 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 ¹ | 25,077.98 | 36,290.29 * | |
| 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 | 25,083.91 | |
| 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 | 12,715.65 | 24,093.45 | |
| 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 | 25,535.84 | |
| 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 | 37,255.77 | |
| 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 | 78,366.83 | |
| 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 | 66,565.57 | |
| 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 | 97,218.33 | |
| 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 | 112,215.30 | |
| 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 | 139,635.51 | |
| 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 | 34879.03 | 78,115.09 | |
| 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 | 739,569.42 | |
| Reverse Oct | | | | | | | | 0.00 | (17,885.76) | (22,110.78) | (16,272.06) | (18,348.68) | | |
| Accrue Sep | | | | | | | | 17,885.76 | 22,110.78 | 16,272.06 | 18,348.68 | 19,193.53 | | |
| Audited Total | | | | | | | | 282,274.22 | 285,465.05 | 311,008.47 | 347,104.39 | 372,655.44 | | |

| FY 2013-14 | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|-------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|-----------|
| GROSS | 19,193.53 | 36,290.29 | 25,083.91 | 24,093.45 | 25,535.84 | 37,255.77 | 78,366.83 | 66,565.57 | 97,218.33 | 112,215.30 | 139,635.51 | 78,115.09 |
| LESS FEE | -178.25 | -139.50 | -155.00 | -155.00 | -155.00 | -147.25 | -178.25 | -178.25 | -155.00 | -155.00 | -170.50 | -201.50 |
| NET | 19,015.28 | 36,150.79 | 24,928.91 | 23,938.45 | 25,380.84 | 37,108.52 | 78,188.58 | 66,387.32 | 97,063.33 | 112,060.30 | 139,465.01 | 77,913.59 |
| % of +/- Current | 4.60% | 44.71% | 83.20% | 89.48% | 39.71% | 98.37% | 98.38% | 154.48% | 130.07% | 95.90% | 115.35% | 123.96% |
| % of +/- YTD | 4.60% | 27.76% | 41.05% | 49.87% | 47.76% | 56.65% | 67.91% | 81.04% | 90.68% | 91.78% | 96.32% | 98.91% |

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%

* Note that tax rate increased from 4% to 7% with the November 2013 remittance (October collection period)

COPY (9)
 JOHN KONIAR
 MIKE THOMPSON/VICKEY SOUTHERN/SANDRA PATE
 SUE STEIGERWALD/JOE BOUZAN
 JEFF ROUZIE/LA 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 | FY 14 |
|-----------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| OCTOBER | \$ - | \$ 16,426.15 | \$ 16,897.15 | \$ 15,033.60 | \$ 14,458.72 | \$ 15,150.38 | \$ 17,726.00 | \$ 18,454.59 |
| NOVEMBER | \$ - | \$ 17,318.44 | \$ 17,267.72 | \$ 15,162.19 | \$ 14,028.52 | \$ 15,080.85 | \$ 17,242.88 | \$ 19,197.15 |
| DECEMBER | \$ - | \$ 13,348.81 | \$ 16,424.07 | \$ 13,148.61 | \$ 12,520.00 | \$ 13,281.58 | \$ 16,614.41 | \$ 15,157.62 |
| JANUARY | \$ - | \$ 15,537.46 | \$ 15,861.27 | \$ 15,096.28 | \$ 13,932.87 | \$ 14,324.31 | \$ 16,014.68 | \$ 15,498.36 |
| FEBRUARY | \$ - | \$ 17,631.19 | \$ 15,638.78 | \$ 13,765.97 | \$ 13,451.86 | \$ 13,685.30 | \$ 17,275.51 | \$ 19,438.18 |
| 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 |
| 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 |
| 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 |
| 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 |
| 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 |
| 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 |
| 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 |

| | | | | | | | | |
|----------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|---------------|
| 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 |
| Reverse Oct | | | first year | \$ (15,308.43) | \$ (14,458.72) | \$ (15,150.38) | \$ (17,726.00) | |
| Accrue Sep | | | \$ 15,308.43 | \$ 14,458.72 | \$ 15,150.38 | \$ 17,726.00 | \$ 18,454.59 | |
| Accrued Totals | | | \$ 203,249.12 | \$ 169,958.72 | \$ 171,182.30 | \$ 202,374.16 | \$ 210,236.93 | |

| | October | November | December | January | February | March | April | May | June | July | August | September |
|------------------|---------|----------|----------|---------|----------|-------|--------|--------|--------|---------|--------|-----------|
| % of +/- Current | 4.11% | 11.33% | -8.77% | -3.22% | 12.52% | 9.40% | -5.05% | 15.35% | 25.01% | -14.79% | -7.96% | -0.39% |
| % of +/- YTD | 4.11% | 7.67% | 2.38% | 1.05% | 3.38% | 4.32% | 2.95% | 4.41% | 6.69% | 4.05% | 2.78% | 2.50% |

| FY 2013-14 | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| GROSS | \$ 18,454.59 | \$ 19,197.15 | \$ 15,157.62 | \$ 15,498.36 | \$ 19,438.18 | \$ 17,022.61 | \$ 16,296.52 | \$ 18,176.10 | \$ 20,711.83 | \$ 17,913.60 | \$ 18,656.89 | \$ 18,222.42 |
| LESS FEE | \$ (1,162.50) | \$ (1,418.25) | \$ (1,333.00) | \$ (1,066.02) | \$ (1,144.50) | \$ (1,131.42) | \$ (1,164.12) | \$ (1,183.74) | \$ (1,098.72) | \$ (1,216.44) | \$ (1,118.34) | \$ (1,151.04) |
| NET | \$ 17,292.09 | \$ 17,778.90 | \$ 13,824.62 | \$ 14,432.34 | \$ 18,293.68 | \$ 15,891.19 | \$ 15,132.40 | \$ 16,992.36 | \$ 19,613.11 | \$ 16,697.16 | \$ 17,538.55 | \$ 17,071.38 |

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