

**CITY OF FOLEY - SALES TAX**  
2% Sales Tax (Increased from 1% effective with March 2007 Collections)

| 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    | 494,861.65    | 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 |            |
| NOVEMBER              | 387,504.72    | 488,379.96    | 509,020.03    | 857,997.73    | 765,752.96    | 758,142.93    | 821,272.64    | 850,994.07    | 913,250.24    | 970,256.06    | 1,012,521.75 |            |
| 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    | 1,043,714.45 |            |
| JANUARY               | 551,925.63    | 637,193.90    | 669,783.12    | 1,062,948.95  | 885,574.07    | 874,597.48    | 989,464.15    | 996,241.61    | 1,030,144.32  | 1,076,759.74  | 1,192,995.86 |            |
| 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  | 1,080,363.42  | 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           |               |               |               | (906,022.21)  | (755,827.91)  | (778,124.13)  | (832,317.26)  | (839,425.42)  | (882,341.64)  | (941,421.15)  |              |            |
| Accrue Sep            |               |               |               | 755,827.91    | 776,008.43    | 832,317.26    | 839,425.42    | 882,341.64    | 941,421.15    | 1,002,313.92  |              |            |
| 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 | 12,023,754.49 | 12,699,429.60 | 4,251,545.98 |            |
| 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

| 2014-15 | OCTOBER      | NOVEMBER     | DECEMBER     | JANUARY      | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER |
|---------|--------------|--------------|--------------|--------------|----------|-------|-------|-----|------|------|--------|-----------|
| STATE   | 994,289.56   | 1,007,474.75 | 1,040,591.22 | 1,188,250.20 |          |       |       |     |      |      |        |           |
| COUNTY  | 8,044.36     | 5,047.00     | 3,123.23     | 4,745.66     |          |       |       |     |      |      |        |           |
|         | 1,002,313.92 | 1,012,521.75 | 1,043,714.45 | 1,192,995.86 |          |       |       |     |      |      |        |           |

|                        |       |       |       |        |          |          |          |          |          |          |          |           |
|------------------------|-------|-------|-------|--------|----------|----------|----------|----------|----------|----------|----------|-----------|
| % of +/- Current Month | 6.47% | 4.36% | 9.09% | 10.79% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | Not Final |
| % of +/- YTD           | 6.47% | 5.40% | 6.63% | 7.77%  | -9.50%   | -23.47%  | -36.54%  | -45.23%  | -52.20%  | -58.45%  | -63.18%  | -66.36%   |

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, VICKY 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   | 19,193.53   | 42,539.18  |
| 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   | 25,077.98   | 36,290.29   | 44,138.41  |
| 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   | 27,437.93  |
| 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   | 26,353.66  |
| 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   | 23,573.32   | 27,428.77   | 34,879.03   | 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  | 140,469.18 |
| Reverse Oct   |            |            |            |            |            |            |            | 0.00       | (17,885.76) | (22,110.78) | (16,272.06) | (18,348.68) | (19,193.53) |            |
| Accrue Sep    |            |            |            |            |            |            |            | 17,885.76  | 22,110.78   | 16,272.06   | 18,348.68   | 19,193.53   | 42,539.18   |            |
| Audited Total |            |            |            |            |            |            |            | 282,274.22 | 285,465.05  | 311,008.47  | 347,104.39  | 372,655.44  | 762,915.07  |            |

| FY 2014-15      | OCT       | NOV       | DEC       | JAN       | FEB      | MAR      | APR      | MAY      | JUN      | JUL      | AUG      | SEP      |
|-----------------|-----------|-----------|-----------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|
| GROSS           | 42,539.18 | 44,138.41 | 27,437.93 | 26,353.66 |          |          |          |          |          |          |          |          |
| LESS FEE        | -147.25   | -155.00   | -162.75   | -162.75   |          |          |          |          |          |          |          |          |
| NET             | 42,391.93 | 43,983.41 | 27,275.18 | 26,190.91 |          |          |          |          |          |          |          |          |
| % of +/ Current | 121.63%   | 21.63%    | 9.38%     | 9.38%     | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% |
| % of +/ YTD     | 121.63%   | 56.22%    | 41.64%    | 34.21%    | 7.89%    | -16.11%  | -42.86%  | -55.03%  | -65.71%  | -73.08%  | -78.76%  | -81.01%  |

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)

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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        | FY 14        | FY 15        |
|-----------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| 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 |
| 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 |
| 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 |
| 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 |
| FEBRUARY  | \$ -         | \$ 17,631.19 | \$ 15,638.78 | \$ 13,765.97 | \$ 13,461.86 | \$ 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 | \$ 14,612.54 | \$ 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  | \$ 65,556.65 |
| Reverse Oct    |               | first year    |               | \$ (15,308.43) | \$ (14,458.72) | \$ (15,150.38) | \$ (17,726.00) | \$ (18,454.59) |              |
| Accrue Sep     |               |               | \$ 15,308.43  | \$ 14,458.72   | \$ 15,150.38   | \$ 17,726.00   | \$ 18,454.59   | \$ 17,629.98   |              |
| Accrued Totals |               |               | \$ 203,249.12 | \$ 169,958.72  | \$ 171,182.30  | \$ 202,374.16  | \$ 210,236.83  | \$ 213,921.26  |              |

|                  | October | November | December | January | February | March    | April    | May      | June     | July     | August   | September |
|------------------|---------|----------|----------|---------|----------|----------|----------|----------|----------|----------|----------|-----------|
| % of +/- Current | -4.47%  | -12.59%  | 0.08%    | 3.09%   | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00% | -100.00%  |
| % of +/- YTD     | -4.47%  | -8.61%   | -6.11%   | -4.03%  | -25.29%  | -37.43%  | -45.85%  | -52.92%  | -59.02%  | -63.14%  | -66.64%  | -69.47%   |

| FY 2014-15 | OCT           | NOV           | DEC           | JAN           | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP |
|------------|---------------|---------------|---------------|---------------|-----|-----|-----|-----|-----|-----|-----|-----|
| GROSS      | \$ 17,629.98  | \$ 16,780.54  | \$ 15,169.56  | \$ 15,976.57  |     |     |     |     |     |     |     |     |
| LESS FEE   | \$ (1,190.28) | \$ (1,137.96) | \$ (1,222.98) | \$ (1,281.84) |     |     |     |     |     |     |     |     |
| NET        | \$ 16,439.70  | \$ 15,642.58  | \$ 13,946.58  | \$ 14,694.73  |     |     |     |     |     |     |     |     |

COPY: (9)

JOHN KONIAR

MIKE THOMPSON/VICKEY SOUTHERN/SANDRA PATE

SUE STEIGERWALD/JOE BOUZAN

JEFF ROUZIE/LA DONNA HINESLEY/FILE