



# City Manager Report

## The City of OKLAHOMA CITY

**NO: 1926**

**DATE: JANUARY 31, 2023**

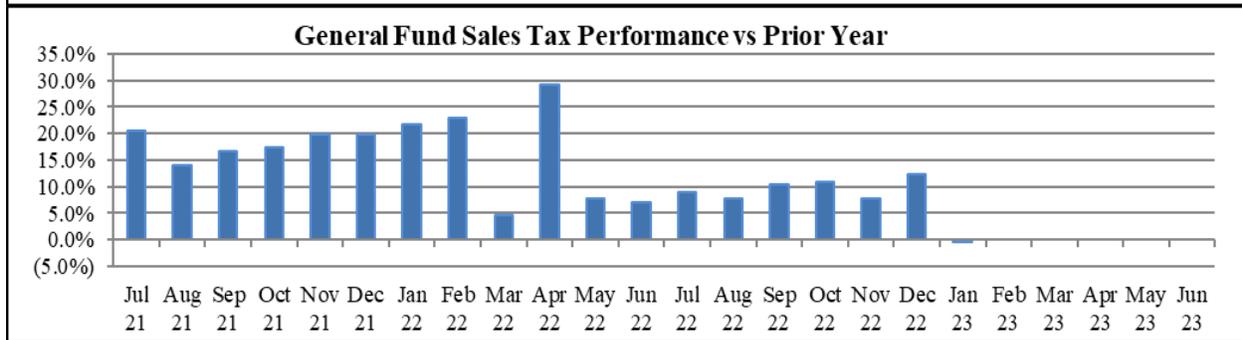
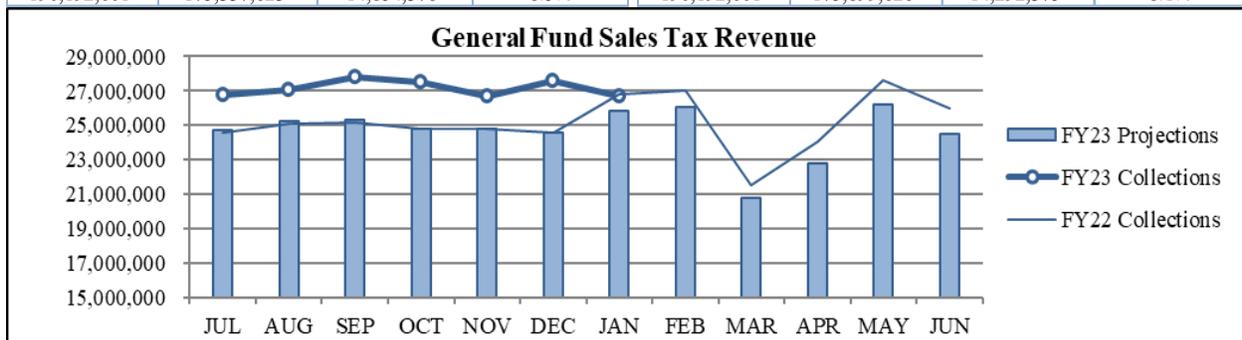
**TO: THE MAYOR AND MEMBERS OF THE CITY COUNCIL**

**SUBJECT: JANUARY 2023 SALES AND USE TAX COLLECTIONS**

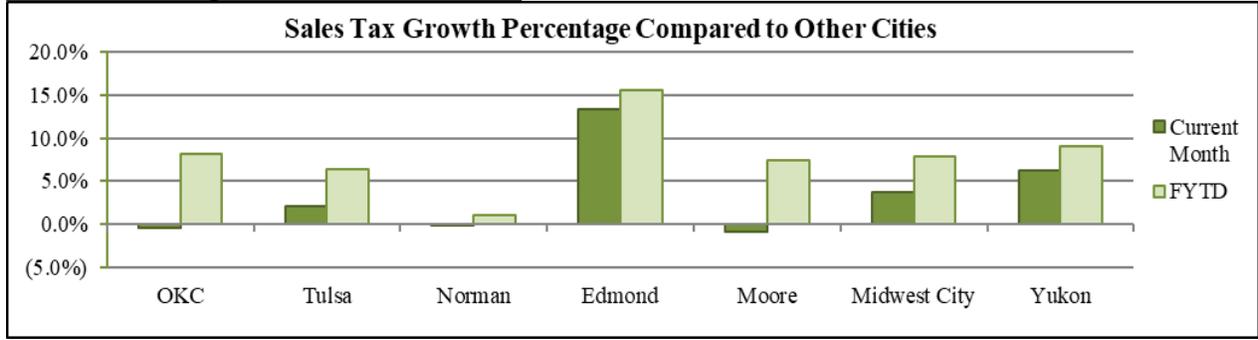
The January remittance is made up primarily of actual collections for the last half of November and estimated collections for the first half of December along with smaller amounts for corrections and reconciling amounts from prior estimates. Combined sales and use taxes for the General Fund are \$16,524,136 or 7.3% above projections for the year.

### General Fund Sales Tax

| SALES TAX PERFORMANCE <i>(vs Projection)</i> |             |            |          | SALES TAX PERFORMANCE <i>(vs Prior Year)</i> |             |            |          |
|--|-------------|------------|----------|--|-------------|------------|----------|
| Jan. FY23                                    | Projection  | \$ Diff    | % Change | Jan. FY23                                    | Jan. FY22   | \$ Diff    | % Change |
| 26,674,272                                   | 25,851,885  | 822,387    | 3.2%     | 26,674,272                                   | 26,789,519  | (115,247)  | -0.4%    |
| YTD FY23                                     | YTD Proj    | \$ Diff    | % Change | YTD FY23                                     | YTD FY22    | \$ Diff    | % Change |
| 190,192,001                                  | 175,337,623 | 14,854,378 | 8.5%     | 190,192,001                                  | 175,899,626 | 14,292,375 | 8.1%     |



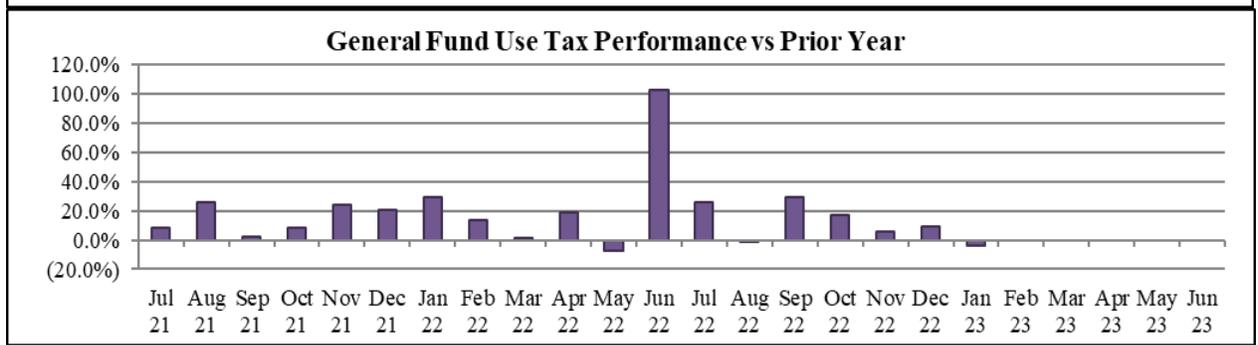
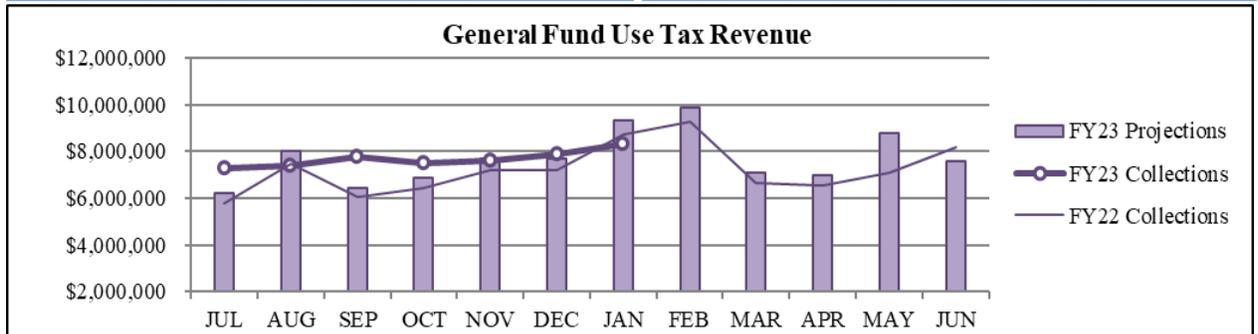
## Sales Tax Comparison to Other Cities



Edmond sale tax rate increased by .25% beginning January 1, 2022.

## General Fund Use Tax

| USE TAX PERFORMANCE (vs Projection) |            |           |          | USE TAX PERFORMANCE (vs Prior Year) |            |           |          |
|-------------------------------------|------------|-----------|----------|-------------------------------------|------------|-----------|----------|
| Jan. FY23                           | Projection | \$ Diff   | % Change | Jan. FY23                           | Jan. FY22  | \$ Diff   | % Change |
| 8,338,774                           | 9,301,801  | (963,027) | -10.4%   | 8,338,774                           | 8,712,814  | (374,041) | -4.3%    |
| YTD FY23                            | YTD Proj   | \$ Diff   | % Change | YTD FY23                            | YTD FY22   | \$ Diff   | % Change |
| 53,866,231                          | 52,196,473 | 1,669,758 | 3.2%     | 53,866,231                          | 48,891,414 | 4,974,817 | 10.2%    |



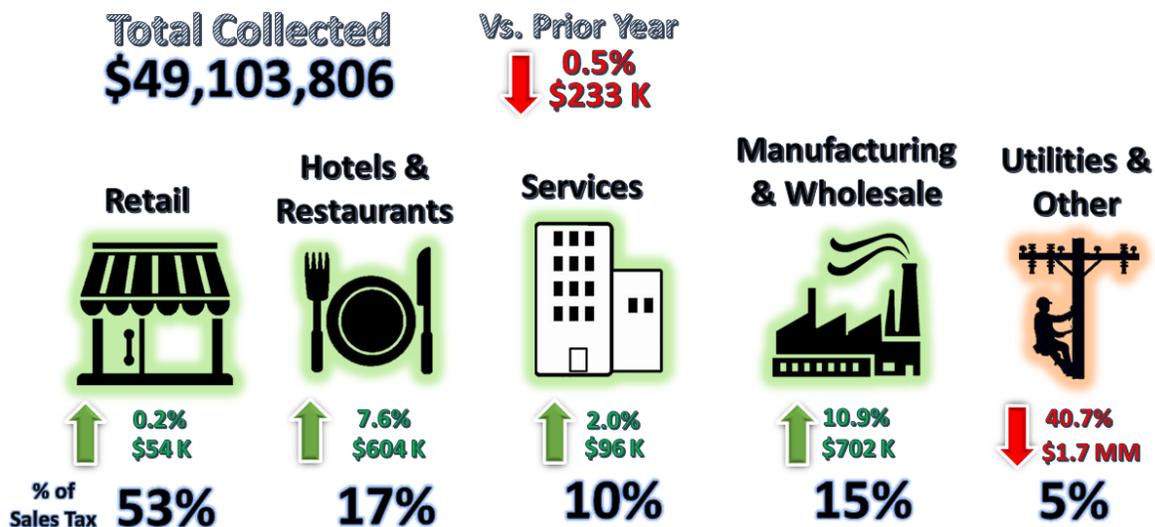
## NAICS Categories Performance

The North American Industry Classification System (NAICS) is the U.S. standard for categorizing and describing types of businesses when analyzing economic information. The City groups all NAICS codes into several general categories when analyzing sales and use tax trends within the local economy. The NAICS system was last updated in 2017. More information can be found on the U.S. Census Bureau website at <https://www.census.gov/eos/www/naics/>.

## Sales Tax NAICS Performance

Retail comprises the largest percentage of sales tax collections at around 53%. The largest year-over-year category changes for January were in Utilities and Other (down \$1.7 million) and Wholesale and Manufacturing (up \$702 thousand).

# SALES TAX PERFORMANCE



| NAICS SALES TAX PERFORMANCE (vs Prior Year) |                   |                   |                  |              |
|---|-------------------|-------------------|------------------|--------------|
| NAICS Category                              | Jan. FY23         | Jan. FY22         | \$ Diff          | % Change     |
| Utilities & Other                           | 2,460,963         | 4,148,393         | (1,687,430)      | -40.7%       |
| Wholesale & Mfg.                            | 7,160,100         | 6,458,469         | 701,632          | 10.9%        |
| Hotels & Restaurants                        | 8,504,688         | 7,901,099         | 603,588          | 7.6%         |
| Services                                    | 4,931,142         | 4,835,590         | 95,552           | 2.0%         |
| Retail                                      | 26,046,912        | 25,993,363        | 53,549           | 0.2%         |
| <b>Total</b>                                | <b>49,103,806</b> | <b>49,336,914</b> | <b>(233,108)</b> | <b>-0.5%</b> |

Percentages may differ from General Fund Tax Performance since NAICS detail includes interest, penalty, retention, and reallocation amounts.

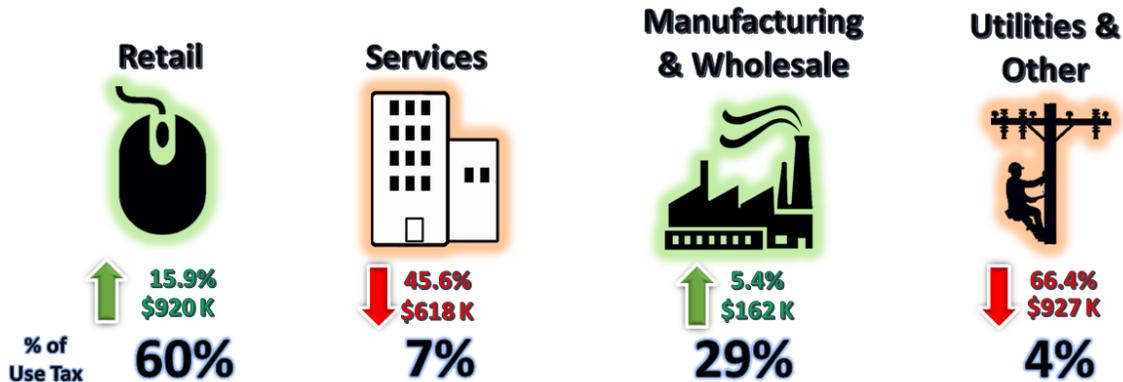
## Use Tax NAICS Performance

Retail also comprises the largest percentage of use tax collections. The largest year-over-year category changes for January were in Utilities and Other (down \$927 thousand) and Retail (up \$920 thousand).

## USE TAX PERFORMANCE

**Total Collected**  
**\$11,090,125**

**Vs. Prior Year**  
**↓ 4.0%**  
**\$462 K**



| NAICS USE TAX PERFORMANCE (vs Prior Year) |                   |                   |                  |              |
|---|-------------------|-------------------|------------------|--------------|
| NAICS Category                            | Jan. FY23         | Jan. FY22         | \$ Diff          | % Change     |
| Utilities & Other                         | 468,404           | 1,395,291         | (926,887)        | -66.4%       |
| Retail                                    | 6,689,306         | 5,769,335         | 919,972          | 15.9%        |
| Services                                  | 738,499           | 1,356,412         | (617,913)        | -45.6%       |
| Wholesale & Mfg.                          | 3,193,915         | 3,031,426         | 162,489          | 5.4%         |
| <b>Total</b>                              | <b>11,090,125</b> | <b>11,552,464</b> | <b>(462,339)</b> | <b>-4.0%</b> |

Percentages may differ from General Fund Tax Performance since NAICS detail includes interest, penalty, retention, and reallocation amounts.

Staff is available should you have questions or require additional information.

Craig Freeman  
City Manager

**CITY OF OKLAHOMA CITY**  
**SALES TAX COLLECTIONS**  
*January 2023*

|                       | General Fund  | General Fund<br>MAPS 4 Program | Police<br>Public Safety | Fire<br>Public Safety | Zoo          | Better Streets<br>Safer City | MAPS 3    | Sports Facilities<br>Improvement | MAPS for<br>Kids | Police/Fire<br>Equipment | MAPS | Total<br>Sales Tax |
|-----------------------|---------------|--------------------------------|-------------------------|-----------------------|--------------|------------------------------|-----------|----------------------------------|------------------|--------------------------|------|--------------------|
| <b>Current Month:</b> |               |                                |                         |                       |              |                              |           |                                  |                  |                          |      |                    |
| Actual                | \$26,674,224  | \$11,855,211                   | \$4,445,704             | \$4,445,704           | \$1,481,901  | -                            | -         | -                                | -                | -                        | -    | \$48,902,744       |
| Reallocations         | \$48          | \$3,015                        | \$6                     | \$6                   | \$2          | (\$3,037)                    | (\$40)    | -                                | -                | -                        | -    | -                  |
| Adjusted Actual       | \$26,674,272  | \$11,858,225                   | \$4,445,710             | \$4,445,710           | \$1,481,903  | (\$3,037)                    | (\$40)    | -                                | -                | -                        | -    | \$48,902,744       |
| Projection            | \$25,851,885  | \$11,489,727                   | \$4,308,648             | \$4,308,648           | \$1,436,216  | -                            | -         | -                                | -                | -                        | -    | \$47,395,124       |
| +/- Projection        | \$822,387     | \$368,498                      | \$137,062               | \$137,062             | \$45,687     | (\$3,037)                    | (\$40)    | -                                | -                | -                        | -    | \$1,507,620        |
| %+/- Projection       | 3.2%          | 3.2%                           | 3.2%                    | 3.2%                  | 3.2%         | -                            | -         | -                                | -                | -                        | -    | 3.2%               |
| Prior Year Actual     | \$26,789,519  | \$11,864,311                   | \$4,465,289             | \$4,465,289           | \$1,488,430  | \$29,474                     | \$8,857   | -                                | -                | -                        | -    | \$49,111,168       |
| +/- Prior Year        | (\$115,247)   | (\$6,086)                      | (\$19,578)              | (\$19,578)            | (\$6,526)    | (\$32,511)                   | (\$8,896) | -                                | -                | -                        | -    | (\$208,423)        |
| %+/- Prior Year       | -0.4%         | -0.1%                          | -0.4%                   | -0.4%                 | -0.4%        | -110.3%                      | -100.4%   | -                                | -                | -                        | -    | -0.4%              |
| <b>Year-to-Date:</b>  |               |                                |                         |                       |              |                              |           |                                  |                  |                          |      |                    |
| Actual                | \$190,198,943 | \$84,532,864                   | \$31,699,824            | \$31,699,824          | \$10,566,608 | -                            | -         | -                                | -                | -                        | -    | \$348,698,063      |
| Reallocations         | (\$6,942)     | (\$104,195)                    | \$639                   | \$639                 | \$213        | \$66,531                     | \$43,113  | -                                | -                | -                        | \$3  | 3                  |
| Adjusted Actual       | \$190,192,001 | \$84,428,669                   | \$31,700,463            | \$31,700,463          | \$10,566,821 | \$66,531                     | \$43,113  | -                                | -                | -                        | \$3  | \$348,698,066      |
| Projection            | \$175,337,623 | \$77,927,833                   | \$29,222,938            | \$29,222,938          | \$9,740,980  | -                            | -         | -                                | -                | -                        | -    | \$321,452,312      |
| +/- Projection        | \$14,854,378  | \$6,500,836                    | \$2,477,525             | \$2,477,525           | \$825,841    | \$66,531                     | \$43,113  | -                                | -                | -                        | \$3  | \$27,245,754       |
| %+/- Projection       | 8.5%          | 8.3%                           | 8.5%                    | 8.5%                  | 8.5%         | -                            | -         | -                                | -                | -                        | -    | 8.5%               |
| Prior Year Actual     | \$175,899,626 | \$78,103,674                   | \$29,317,329            | \$29,317,329          | \$9,772,443  | \$175,748                    | \$12,376  | \$403                            | \$4,208          | \$357                    | \$3  | \$322,603,498      |
| +/- Prior Year        | \$14,292,375  | \$6,324,995                    | \$2,383,134             | \$2,383,134           | \$794,378    | (\$109,217)                  | \$30,737  | (\$403)                          | (\$4,208)        | (\$357)                  | -    | \$26,094,568       |
| %+/- Prior Year       | 8.1%          | 8.1%                           | 8.1%                    | 8.1%                  | 8.1%         | -62.1%                       | 248.3%    | -100.0%                          | -100.0%          | -100.0%                  | -    | 8.1%               |
|                       |               | (1)                            |                         |                       |              | (2)                          | (3)       | (3)                              | (3)              | (3)                      | (3)  | (4)                |

**NOTES:**

(1) The **General Fund MAPS 4 Program** tax began on April 1, 2020

(2) The **Better Streets Safer City** tax began January 1, 2018. It replaced the MAPS 3 tax that expired December 31, 2017.

(3) The **MAPS 3, Sports Facilities Improvement, Maps for Kids, Police/Fire Equipment** and **MAPS** taxes expired in prior years, therefore, only current year reallocation activity is presented for these funds.

(4) The percentages listed will differ from those on the Sales and Use Tax City Manager Report slightly due to the inclusion of administrative fee, interest and reallocation on that report.

**CITY OF OKLAHOMA CITY**

USE TAX COLLECTIONS

January 2023

|                       | <u>General Fund</u> | <u>MAPS 4 Program</u> | <u>Better Streets Safer City</u> | <u>MAPS 3</u> | <u>Sports Facilities Improvement</u> | <u>City &amp; Schools</u> | <u>Police/Fire Equipment</u> | <u>MAPS</u> | <u>Total Use Tax</u> |
|-----------------------|---------------------|-----------------------|----------------------------------|---------------|--------------------------------------|---------------------------|------------------------------|-------------|----------------------|
| <b>Current Month:</b> |                     |                       |                                  |               |                                      |                           |                              |             |                      |
| Actual                | \$8,367,196         | \$2,677,503           | -                                | -             | -                                    | -                         | -                            | -           | \$11,044,698         |
| Reallocations         | (\$28,422)          | \$89,511              | (\$50,723)                       | (\$10,366)    | -                                    | -                         | -                            | -           | -                    |
| Adjusted Actual       | \$8,338,774         | \$2,767,014           | (\$50,723)                       | (\$10,366)    | -                                    | -                         | -                            | -           | \$11,044,698         |
| Projection            | \$9,301,801         | \$2,976,576           | -                                | -             | -                                    | -                         | -                            | -           | \$12,278,377         |
| +/- Projection        | (\$963,027)         | (\$209,562)           | (\$50,723)                       | (\$10,366)    | -                                    | -                         | -                            | -           | (\$1,233,679)        |
| %+/- Projection       | -10.4%              | -7.0%                 | -                                | -             | -                                    | -                         | -                            | -           | -10.0%               |
| Prior Year Actual     | \$8,712,814         | \$2,794,394           | \$3,804                          | (\$10,976)    | -                                    | -                         | -                            | -           | \$11,500,037         |
| +/- Prior Year        | (\$374,041)         | (\$27,380)            | (\$54,527)                       | \$610         | -                                    | -                         | -                            | -           | (\$455,339)          |
| %+/- Prior Year       | -4.3%               | -1.0%                 | -1433.4%                         | 5.6%          | -                                    | -                         | -                            | -           | -4.0%                |
| <b>Year-to-Date:</b>  |                     |                       |                                  |               |                                      |                           |                              |             |                      |
| Actual                | \$54,012,957        | \$17,284,146          | -                                | -             | -                                    | -                         | -                            | -           | \$71,297,104         |
| Reallocations         | (\$146,727)         | \$328,253             | (\$165,121)                      | (\$16,405)    | -                                    | -                         | -                            | -           | -                    |
| Adjusted Actual       | \$53,866,231        | \$17,612,399          | (\$165,121)                      | (\$16,405)    | -                                    | -                         | -                            | -           | \$71,297,104         |
| Projection            | \$52,196,473        | \$16,702,871          | -                                | -             | -                                    | -                         | -                            | -           | \$68,899,344         |
| +/- Projection        | \$1,669,758         | \$909,528             | (\$165,121)                      | (\$16,405)    | -                                    | -                         | -                            | -           | \$2,397,760          |
| %+/- Projection       | 3.2%                | 5.4%                  | -                                | -             | -                                    | -                         | -                            | -           | 3.5%                 |
| Prior Year Actual     | \$48,891,414        | \$16,762,787          | \$53,362                         | (\$1,041,624) | (\$213,415)                          | \$6                       | -                            | -           | \$64,452,530         |
| +/- Prior Year        | \$4,974,817         | \$849,612             | (\$218,483)                      | \$1,025,219   | \$213,415                            | (\$6)                     | -                            | -           | \$6,844,574          |
| %+/- Prior Year       | 10.2%               | 5.1%                  | -409.4%                          | -98.4%        | -100.0%                              | -100.0%                   | -                            | -           | 10.6%                |
|                       |                     | (1)                   | (2)                              | (3)           | (3)                                  | (3)                       | (3)                          | (3)         | (4)                  |

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