



# City Manager Report

## The City of OKLAHOMA CITY

NO: 2150

DATE: DECEMBER 3, 2024

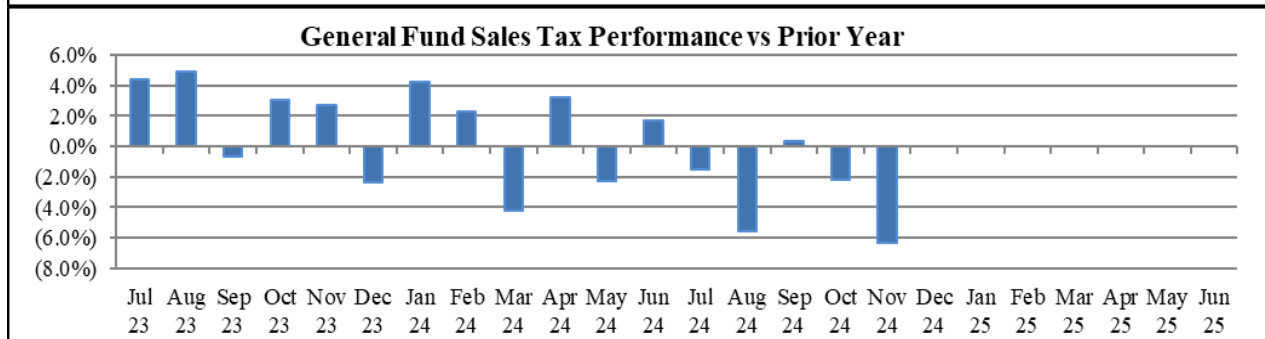
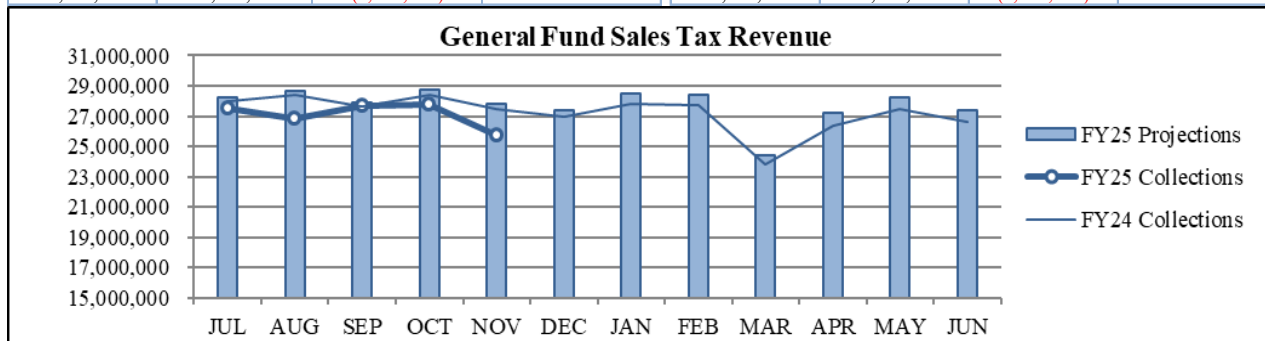
TO: THE MAYOR AND MEMBERS OF THE CITY COUNCIL

SUBJECT: NOVEMBER 2024 SALES AND USE TAX COLLECTIONS

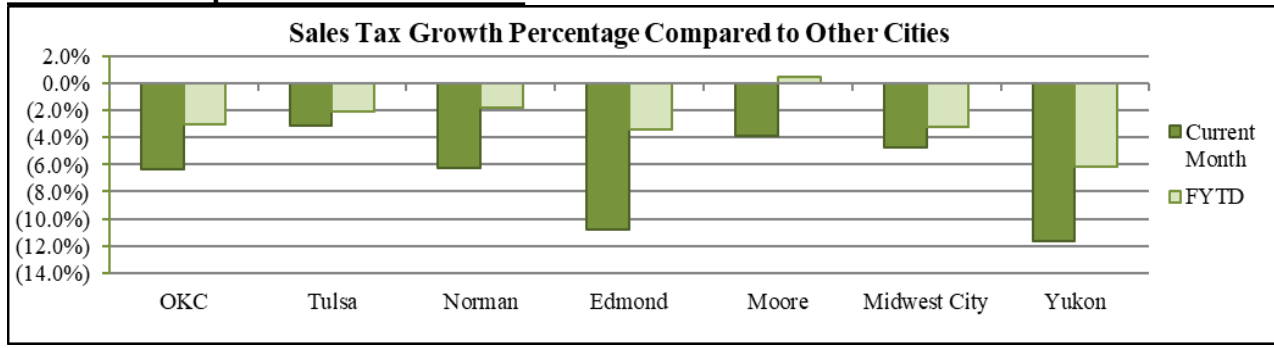
The November remittance is made up primarily of actual collections for the last half of September and estimated collections for the first half of October along with smaller amounts for corrections and reconciling amounts from prior estimates. Combined sales and use taxes for the General Fund are \$7,958,008 or 4.3% below projections for the year.

### General Fund Sales Tax

SALES TAX PERFORMANCE (vs Projection)				SALES TAX PERFORMANCE (vs Prior Year)			
Nov. FY25	Projection	\$ Diff	% Change	Nov. FY25	Nov. FY24	\$ Diff	% Change
25,709,732	27,836,537	(2,126,805)	-7.6%	25,709,732	27,438,677	(1,728,945)	-6.3%
YTD FY25	YTD Proj	\$ Diff	% Change	YTD FY25	YTD FY24	\$ Diff	% Change
135,552,500	141,442,583	(5,890,083)	-4.2%	135,552,500	139,793,494	(4,240,993)	-3.0%

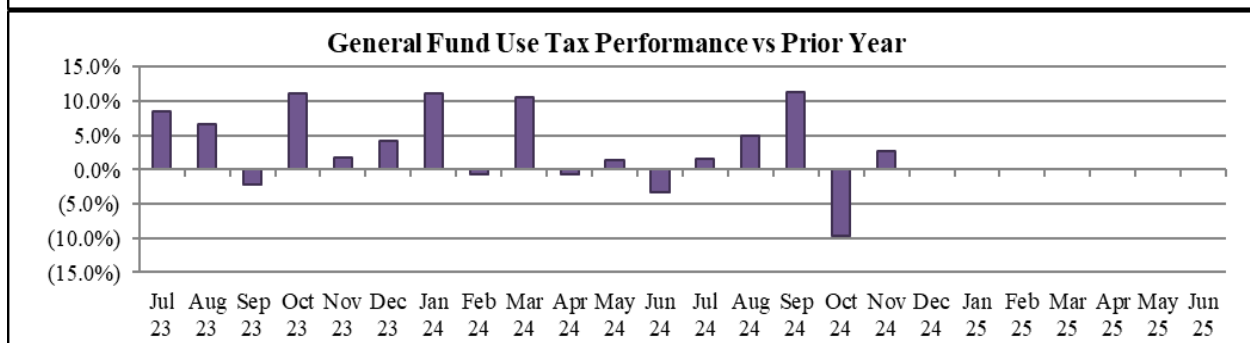
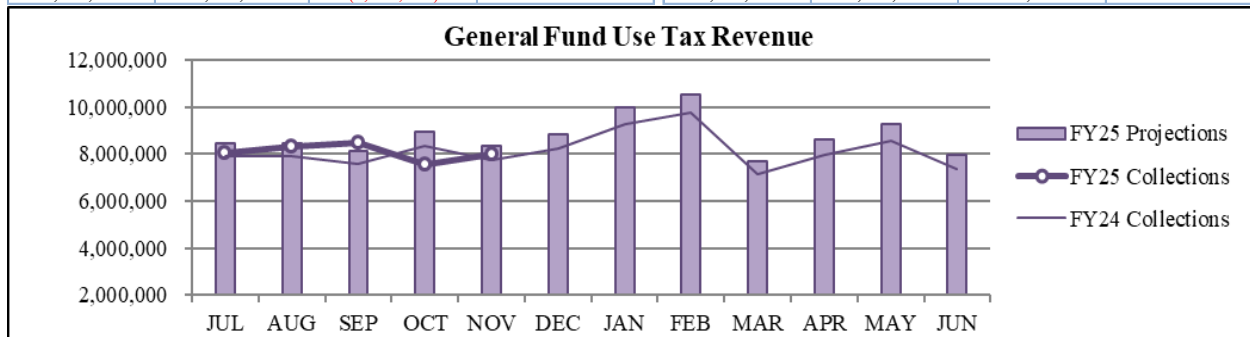


## Sales Tax Comparison to Other Cities



## General Fund Use Tax

USE TAX PERFORMANCE (vs Projection)				USE TAX PERFORMANCE (vs Prior Year)			
Nov. FY25	Projection	\$ Diff	% Change	Nov. FY25	Nov. FY24	\$ Diff	% Change
7,976,018	8,355,332	(379,314)	-4.5%	7,976,018	7,772,402	203,616	2.6%
YTD FY25	YTD Proj	\$ Diff	% Change	YTD FY25	YTD FY24	\$ Diff	% Change
40,323,843	42,391,768	(2,067,926)	-4.9%	40,323,843	39,543,191	780,652	2.0%



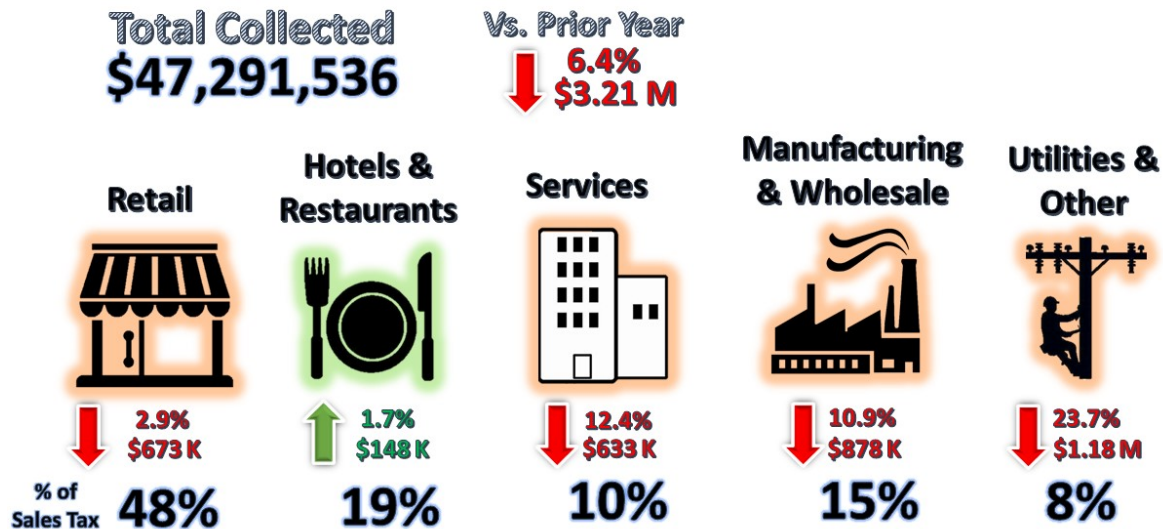
## NAICS Categories Performance

The North American Industry Classification System (NAICS) is the U.S. standard for categorizing types of businesses when analyzing economic information. The City groups all NAICS codes into several general categories when analyzing sales and use tax trends. More information can be found on the U.S. Census Bureau website at [Census.gov/NAICS](https://www.census.gov/NAICS).

## Sales Tax NAICS Performance

Retail comprises the largest percentage of sales tax collections at around 48%. The largest year-over-year category changes for November were in Utilities and Other (down \$1.2 million) and Wholesale and Manufacturing (down \$878 thousand).

# SALES TAX PERFORMANCE



NAICS SALES TAX PERFORMANCE (vs Prior Year)				
NAICS Category	Nov. FY25	Nov. FY24	\$ Diff	% Change
Utilities & Other	3,792,931	4,968,191	(1,175,260)	-23.7%
Wholesale & Mfg.	7,141,968	8,019,541	(877,573)	-10.9%
Retail	22,866,516	23,539,293	(672,777)	-2.9%
Services	4,480,522	5,113,185	(632,664)	-12.4%
Hotels & Restaurants	9,009,599	8,861,870	147,729	1.7%
<b>Total</b>	<b>47,291,536</b>	<b>50,502,080</b>	<b>(3,210,544)</b>	<b>-6.4%</b>

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

## Sales Tax Programs

SALES TAX PROGRAMS						
	General Fund	MAPS 4	Public Safety Police	Public Safety Fire	Zoo	Total Sales Tax
<b>Current Month</b>	\$25,710,022	\$11,426,676	\$4,285,004	\$4,285,004	\$1,428,335	<b>\$47,135,040</b>
<b>Year-to-Date</b>	\$135,551,478	\$60,245,101	\$22,591,913	\$22,591,913	\$7,530,638	<b>\$248,511,043</b>

Amounts may differ from NAICS Performance since NAICS detail includes interest, penalty, retention, and reallocation amounts.

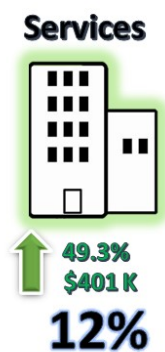
## Use Tax NAICS Performance

Retail also comprises the largest percentage of use tax collections. The largest year-over-year category changes for November were in Services (up \$401 thousand) and Wholesale and Manufacturing (down \$93 thousand).

# USE TAX PERFORMANCE

**Total Collected**  
**\$10,563,097**

**Vs. Prior Year**  
**↑ 2.6%**  
**\$264 K**



NAICS USE TAX PERFORMANCE (vs Prior Year)				
NAICS Category	Nov. FY25	Nov. FY24	\$ Diff	% Change
Services	1,213,999	813,033	400,966	49.3%
Wholesale & Mfg.	3,026,441	3,119,236	(92,796)	-3.0%
Utilities & Other	1,293,776	1,344,502	(50,727)	-3.8%
Retail	5,028,882	5,022,742	6,139	0.1%
<b>Total</b>	<b>10,563,097</b>	<b>10,299,514</b>	<b>263,583</b>	<b>2.6%</b>

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

## Recent Performance

RECENT PERFORMANCE			
	Trailing 3 Months	Trailing 6 Months	Trailing 12 Months
Sales Tax	-2.7%	-2.3%	-1.1%
Use Tax	1.1%	1.1%	2.6%
Combined	-1.9%	-1.5%	-0.3%

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

A handwritten signature in black ink, appearing to read "C. Freeman". The signature is fluid and cursive, with a large initial "C" and a long, sweeping underline.

Craig Freeman  
City Manager