



City of Victoria

Sales Tax Revenue Analysis Report

**April 2019 Sales Tax Receipts for
March 2019 Sales Tax Collections**

INTRODUCTION

The following reports will provide detailed analysis on the sales tax rebates received by the City of Victoria, which includes the actual receipts for both the City of Victoria's General Fund and the Victoria Sales Tax Development Corporation, from Fiscal Year 2016-2017 thru Fiscal Year 2018-2019 (year-to-date).

The City of Victoria (City) and CityBase.Net, Inc. (LFM) entered into a service agreement for Sales Tax Analysis and Reporting System (not software) during Fiscal Year 2016-2017. This service is a critical component of the overall revenue base; and, the revenue base of an organization needs to be continually evaluated for accuracy and performance. Left alone, there is almost a certainty that opportunities will be missed and errors will be introduced into a revenue system. There is not a revenue source with more significance, complexities, seasonal variations, economic fluctuations and constant changes as the sales tax revenue data. The purpose of these proposed and agreed upon services is to analyze and report confidential sales tax data for the City to better understand internal shifts in the sales tax base. The service provided by LFM will help the City recognize sales tax revenue vulnerabilities and to better explain current and historical data as well as to forecast future sales tax revenues.

The City provides LFM with monthly confidential sales tax data provided by the State Comptroller's Office. LFM prepares a detailed analysis and various reports from the confidential sales tax data, which contain various Industry Codes (sales tax data from various market categories), for the City. In turn, City staff reviews the detail analysis and various reports and condenses LFM detail analysis into twelve different sales tax categories, which accurately reflect / summarize the City's economic trends and status.

The State Comptroller Office uses the North American Industry Classification System (NAICS) to assign an industry code that indicates the general type of business operating in Texas. The NAICS is the standard code used by the State and Federal statistical agencies in classifying business establishments for collecting, analyzing, and publishing statistical data related to the State and U.S. business economy. As previously mentioned, staff has condensed the State Comptroller's NAICS industry codes into twelve different industry market categories; while the categorization of the data was subjective, the grouping of codes from one category to another should not materially affect the results of these reports. The following are the twelve market categories identified by staff with examples of the NAICS general market descriptors as well as relevant merchants that are currently reporting within each category:

1. **Arts, Amusements & Sports** – categories such as theaters, fitness and recreational sports centers, and golf courses (*Cinemark, Country Clubs, Gyms*)
2. **Construction** – categories such as plumbing, HVAC, electrical, and other general construction contractors (*Alamo Concrete, Ingram Readymix, Brannan Paving, Lauger Companies*)
3. **Finance, Insurance, & Leasing** – categories such as equipment rental & leasing, financial institutions, investments, and insurance companies (*United Rentals, Sunbelt Rentals, Netflix, Redbox*)
4. **Restaurants & Food Services** – categories such as restaurants or other food services contractors, and hotels (*Whataburger, McDonald's, Chick-Fil-A, Texas Roadhouse, Olive Garden*)
5. **Information, Publishing & Media** – categories such as cable programming, telecommunication, radio networks, and publishers (*AT&T, Sprint, T-Mobile, Verizon, Suddenlink*)
6. **Manufacturing & Warehousing** – categories such as machinery & equipment manufacturing and material manufacturing (*Holt Equipment, Mueller Supply, Superior Carports*)
7. **Oil & Gas** – categories such as drilling, oil & gas extraction, pipeline and mining (*MW Rentals, Baker Hughes/Petrolite, Quail Tools, Multi-Chem, Energy Transfer Partners/Sunoco*)
8. **Professional & Other Services** – categories such as general & administrative services, engineering, attorney, and repair and maintenance contractors (*Bugmobiles, Victoria Communications Services, Custom Tinting, Calvo's Janitorial*)
9. **Retail Trade** – categories such as automotive dealerships, clothing stores, building and general use supply stores, electronics stores, convenience stores, and gasoline stations (*Wal-Mart, Sam's Club, HEB, Lowe's, Home Depot, Academy*)
10. **Transportation** – categories such as ground transportation, motor vehicle towing, general freight trucking and transportation related to oil & gas (*UPS, FedEx, Allan's Wrecker, CW&A*)
11. **Utilities & Waste Management** – categories such as electric power & natural gas distribution & generation, sewage treatment & collection facilities and water supply & irrigation systems (*AEP, VEC, TXU Energy, Waste Management*)
12. **Wholesale Trade** – merchants classified as wholesalers of product (building, material, agricultural, manufacturing, motor vehicles and parts, and medical) (*Performance Food Group, Mid-Coast Electric, Ferguson Plumbing, Harbor Freight*)

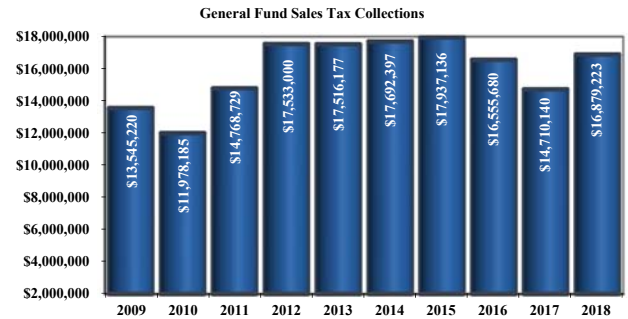
EXECUTIVE SUMMARY

General Fund Sales Tax Revenue

The last ten fiscal years, sales tax revenue was the largest single revenue source for the General Fund, accounting for an average of approximately 34.6 percent of General Fund revenues; however, due to the past recession, sales tax revenue, which experienced a decline of 8.2 percent or \$1.1 million, became the second largest single revenue source for the General Fund in Fiscal Year 2010, trailing only ad valorem tax revenue.

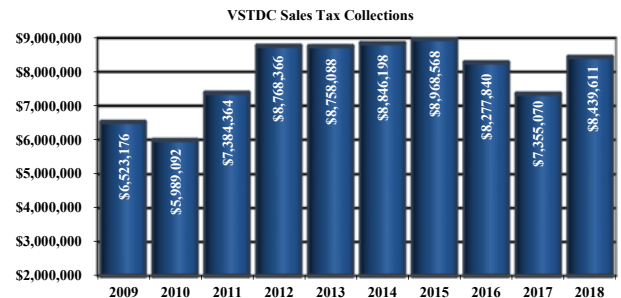
Due primarily to the oil and gas industry activity, i.e. Eagle Ford Shale, the Fiscal Year 2011 sales tax revenue increased by 23.3 percent or \$2.8 million; and, Fiscal Year 2012 thru Fiscal Year 2015, the General Fund experienced an average annual growth rate of 5.3 percent. In Fiscal Year 2016, due to the lower oil/gas prices and Victoria's oil and natural gas industry contracting, i.e. Eagle Ford Shale, sales tax revenue decreased by 7.7 percent or \$1.4 million compared to Fiscal Year 2015. For Fiscal Year 2017, the General Fund sales tax revenue was below the Fiscal Year 2017 budget by 9.2 percent or \$1.49 million; and, below the Fiscal Year 2016 actuals by 11.1 percent or \$1.8 million. For Fiscal Year 2018, General Fund sales tax revenue was above the Fiscal Year 2018 budget by 15.2 percent or \$2.23 million; and, above the Fiscal Year 2017 actuals by 14.8 percent or \$2.17 million. The increase in Fiscal Year 2018 can be attributed to a combination of factors including continued growth in the economy from the recent downturn and indirect growth caused by Hurricane Harvey which increased construction and wholesale trade sales.

For Fiscal Year 2019, after seven months of collected sales tax receipts, General Fund sales tax revenue is below the Fiscal Year 2019 budget by 2.78 percent or \$276K; and, below the Fiscal Year 2018 actuals by 3.40 percent or \$340K for the same time frame.



Victoria Sales Tax Development Corporation Sales Tax Revenue

The last ten fiscal years, sales tax revenue has been the largest single revenue source for the Victoria Sales Tax Development Corporation (VSTDC), accounting for an average of approximately 88.9 percent of Victoria Sales Tax Corporation actual revenues. Prior to the 2010 recession, VSTDC experienced modest growth in its sales tax revenue; however, in Fiscal Year 2010, sales tax revenue declined by 8.2 percent or \$534K. In Fiscal Year 2011, sales tax revenue increased by 23.3 percent or \$1.4 million; and, Fiscal Year 2012 thru Fiscal Year 2015, VSTDC experienced an average annual growth rate of 5.3 percent; all due primarily to the oil and gas industry growth, i.e. Eagle Ford Shale activity. In Fiscal Year 2016, due to the lower oil/gas prices and Victoria's oil and natural gas industry contracting, i.e. Eagle Ford Shale, sales tax revenue decreased by 7.7 percent or \$691K compared to Fiscal Year 2015. For Fiscal Year 2017, the VSTDC sales tax revenue was below the Fiscal Year 2017 budget by 8.9 percent or \$723K; and, below the Fiscal Year 2016 actuals by 11.1 percent or \$923K. For Fiscal Year 2018, VSTDC sales tax revenue was above the Fiscal Year 2018 budget by 13.4 percent or \$998K; and, above the Fiscal Year 2017 actuals by 14.8 percent or \$1.09 million. The increase in Fiscal Year 2018 can be attributed to a combination of factors including continued growth in the economy from the recent downturn and indirect growth caused by Hurricane Harvey which increased construction and wholesale trade sales.



For Fiscal Year 2019, after seven months of collected sales tax receipts, VSTDC sales tax revenue is below the Fiscal Year 2019 budget by 2.82 percent or \$140K; and, below the Fiscal Year 2018 actuals by 3.42 percent or \$171K for the same time frame.

OVERALL

Prior to Fiscal Year 2016, sales tax revenue growth was primarily due to the oil and natural gas industry activity (i.e. Eagle Ford Shale), especially in Fiscal Year 2011 where the combined (City and VSTDC) sales tax revenue increased by 23.3 percent or \$4.2 million. However, as noted above, the Fiscal Year 2016 combined sales tax revenue decline of \$2.1 million and the combined sales tax revenue short-fall in Fiscal Year 2017 of \$2.2 million, the City's combined sales tax revenue declined by a net of \$4.3 million, erasing the original Fiscal Year 2011 sales tax revenue growth of \$4.2 million. Combined sales tax revenues rebounded in FY2018 with an increase of \$3.3 million over FY2017 or \$3.2 million over the FY2018 budgeted amount. The increase in Fiscal Year 2018 can be attributed to a combination of factors including continued growth in the economy from the recent downturn and indirect growth caused by Hurricane Harvey which increased construction and wholesale trade sales.

For Fiscal Year 2019 to date, the combined (City and VSTDC) sales tax revenue is below the Fiscal Year 2019 budget by 2.79 percent or \$416K.

In reviewing the attached Sales Tax Revenue Analysis Reports, you will note that the fluctuations in the oil and gas industry activity have a major influence in various sales tax revenue categories.

SALES TAX REVENUE ANALYSIS REPORT

The following pages include the following tables and related graphs:

1. **Monthly Sales Tax Revenue by Fiscal Year** – table includes sales tax receipts collected by month for Fiscal Year 2016-2017 thru Fiscal Year 2018-2019 along with Fiscal Year 2018-2019 monetary and percent variances, compared to Fiscal Year 2016-2017 and Fiscal Year 2017-2018.

After seven months of collected sales tax receipts, Fiscal Year 2018-2019 sales tax receipts are \$510K or 3.4 percent below and \$1.5 million or 11.2 percent above the Fiscal Year 2017-2018 and Fiscal Year 2016-2017, respectively.

2. **Year-to-Date Sales Tax Revenue by Category** – table includes year-to-date sales tax receipts, by market category, for Fiscal Year 2016-2017 thru Fiscal Year 2018-2019.

After seven months of collected sales tax receipts, the top two categories for Fiscal Year 2018-2019 (Retail Trade and Restaurants & Food Services 45.87% and 10.99%, respectively), account for 56.86% of sales tax revenue to date in Fiscal Year 2018-2019. For the same timeframe, the top two categories for Fiscal Year 2017-2018 were Retail Trade and Restaurants & Food Services, accounting for a total of sales tax revenue to date of 57.13%. For the same timeframe, the top two categories for Fiscal Year 2016-2017 were Retail Trade and Restaurants & Food Services, accounting for a total of sales tax revenue to date of 59.22%.

3. **Year-to-Date Sales Tax Revenue Comparison by Category & Fiscal Year** – table includes a comparison of Fiscal Year 2018-2019 year-to-date sales tax receipts, by market category, to Fiscal Year 2017-2018 and Fiscal Year 2016-2017 along with monetary and percent variances.

The following is a comparison of Fiscal Year 2018–2019 sales tax receipts to both Fiscal Year 2017-2018 and Fiscal Year 2016-2017 by category after seven months of collected sales tax receipts:

- The Fiscal Year 2018-2019 *Construction* sales tax revenue category is \$188K less than Fiscal Year 2017-2018 and \$93K greater than Fiscal Year 2016-2017;
- The Fiscal Year 2018-2019 *Finance/Insurance/Leasing* sales tax revenue category is \$65K greater than Fiscal Year 2017-2018 and \$146K greater than Fiscal Year 2016-2017;
- The Fiscal Year 2018-2019 *Professional & Other Services* sales tax revenue category is \$37K less than Fiscal Year 2017-2018 and \$97K greater than Fiscal Year 2016-2017;
- The Fiscal Year 2018-2019 *Restaurants & Food Services* sales tax revenue category is \$30K greater than Fiscal Year 2017-2018 and \$201K greater than Fiscal Year 2016-2017;
- The Fiscal Year 2018-2019 *Retail Trade* sales tax revenue category is \$359K less than Fiscal Year 2017-2018 and \$321K greater than Fiscal Year 2016-2017;
- The Fiscal Year 2018-2019 *Utilities & Waste Management* sales tax revenue category is \$45K less than Fiscal Year 2017-2018 and \$70K greater than Fiscal Year 2016-2017;
- The Fiscal Year 2018-2019 *Wholesale Trade* sales tax revenue category is \$69K less than Fiscal Year 2017-2018 and \$236K greater than Fiscal Year 2016-2017;
- The Fiscal Year 2018-2019 *Manufacturing & Warehousing* sales tax revenue category compared to Fiscal Year 2017-2018 and Fiscal Year 2016-2017 is greater by \$127K and \$246K, respectively;
- The Fiscal Year 2018-2019 *Oil & Gas* sales tax revenue category compared to Fiscal Year 2017-2018 and Fiscal Year 2016-2017 is lesser by \$83K and \$9K, respectively.
- The Fiscal Year 2018-2019 *Arts/Amusements/Sports* sales tax revenue category is \$4K less than Fiscal Year 2017-2018 and \$4K greater than Fiscal Year 2016-2017;
- The Fiscal Year 2018-2019 *Information/Publishing/Media* sales tax revenue category compared to Fiscal Year 2017-2018 and Fiscal Year 2016-2017 is greater by \$54K and \$54K, respectively; and,
- The Fiscal Year 2018-2019 *Transportation* sales tax revenue category compared to Fiscal Year 2017-2018 and Fiscal Year 2016-2017 is lesser by \$2K and \$3K, respectively.

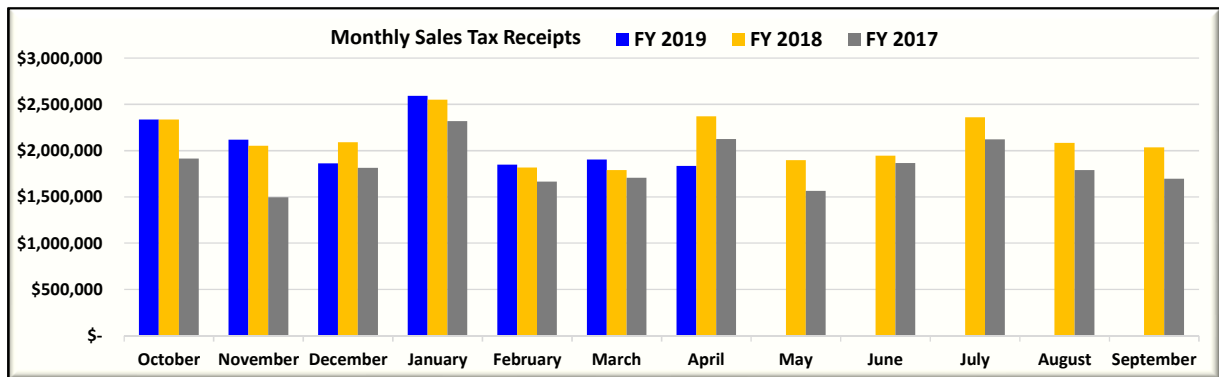
4. **City of Victoria Fiscal Year 2018-2019 Sales Tax Receipts Analysis** – table includes seven-year history (FY 2012 thru 2018) of sales tax receipts and Fiscal Year 2018-2019 budget and actual sales tax receipts, with monetary and percent variances, for the following:

- *City of Victoria General Fund*
- *Victoria Sales Tax Development Corporation (VSTDC)*
- *Combined – City of Victoria General Fund & VSTDC*

Monthly Sales Tax Revenue by Fiscal Year

The following table is a recap of the monthly sales tax receipts from Fiscal Year 2016-17 thru Fiscal Year 2018-19

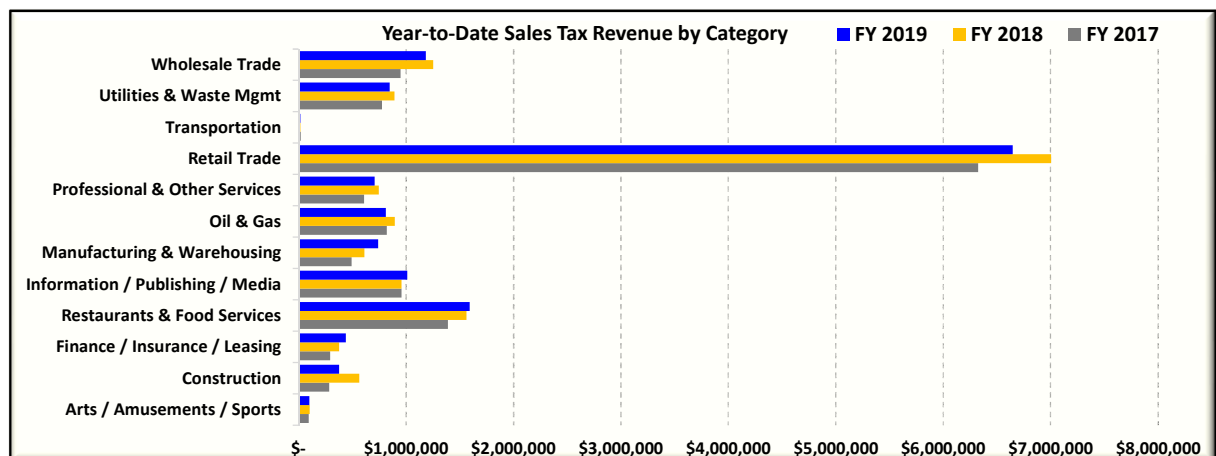
All Categories	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 1,913,202	\$ 2,333,747	\$ 2,335,368	\$ 1,621	0.1%	\$ 422,166	22.1%
November	1,494,471	2,050,732	2,116,398	65,666	3.2%	621,927	41.6%
December	1,811,784	2,090,082	1,861,778	(228,304)	-10.9%	49,994	2.8%
January	2,316,481	2,549,310	2,592,053	42,743	1.7%	275,572	11.9%
February	1,664,524	1,816,967	1,848,528	31,562	1.7%	184,004	11.1%
March	1,705,315	1,788,833	1,901,852	113,018	6.3%	196,536	11.5%
April	2,124,539	2,368,496	1,832,605	(535,891)	-22.6%	(291,934)	-13.7%
May	1,565,025	1,896,994	-	-	-	-	-
June	1,864,053	1,945,148	-	-	-	-	-
July	2,120,669	2,360,170	-	-	-	-	-
August	1,788,963	2,084,131	-	-	-	-	-
September	1,696,184	2,034,224	-	-	-	-	-
Grand Total:	\$ 22,065,210	\$ 25,318,834	\$ 14,488,582	\$ (509,585)	-3.4%	\$ 1,458,266	11.2%



Year-to-Date Sales Tax Revenue by Category

*The following table is a recap of the monthly fiscal year sales tax receipts by "Sales Tax Revenue Category":
October thru April*

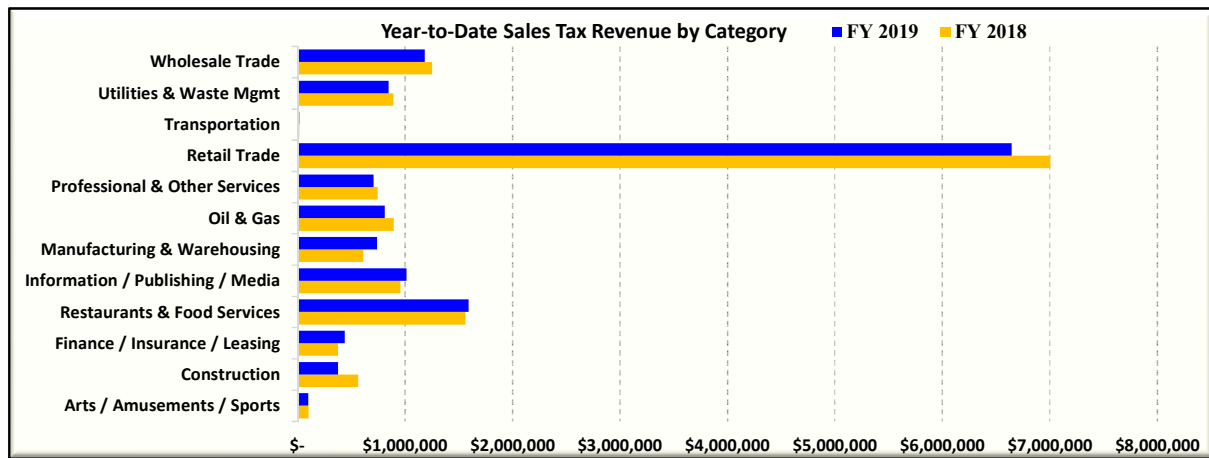
Category	FY 2017 - Oct. thru Apr.		FY 2018 - Oct. thru Apr.		FY 2019 - Oct. thru Apr.	
Arts / Amusements / Sports	\$ 96,686	0.74%	\$ 105,041	0.70%	\$ 101,059	0.70%
Construction	285,908	2.19%	566,794	3.78%	379,250	2.62%
Finance / Insurance / Leasing	295,533	2.27%	376,909	2.51%	441,975	3.05%
Restaurants & Food Services	1,391,957	10.68%	1,562,969	10.42%	1,592,786	10.99%
Information / Publishing / Media	959,579	7.36%	959,542	6.40%	1,013,900	7.00%
Manufacturing & Warehousing	494,427	3.79%	613,850	4.09%	740,688	5.11%
Oil & Gas	822,117	6.31%	896,134	5.97%	812,852	5.61%
Professional & Other Services	611,840	4.70%	746,102	4.97%	709,109	4.89%
Retail Trade	6,324,948	48.54%	7,004,862	46.70%	6,646,077	45.87%
Transportation	20,029	0.15%	19,368	0.13%	17,495	0.12%
Utilities & Waste Mgmt	777,900	5.97%	892,707	5.95%	848,160	5.85%
Wholesale Trade	949,393	7.29%	1,253,889	8.36%	1,185,232	8.18%
Grand Total:	\$ 13,030,316		\$ 14,998,167		\$ 14,488,582	



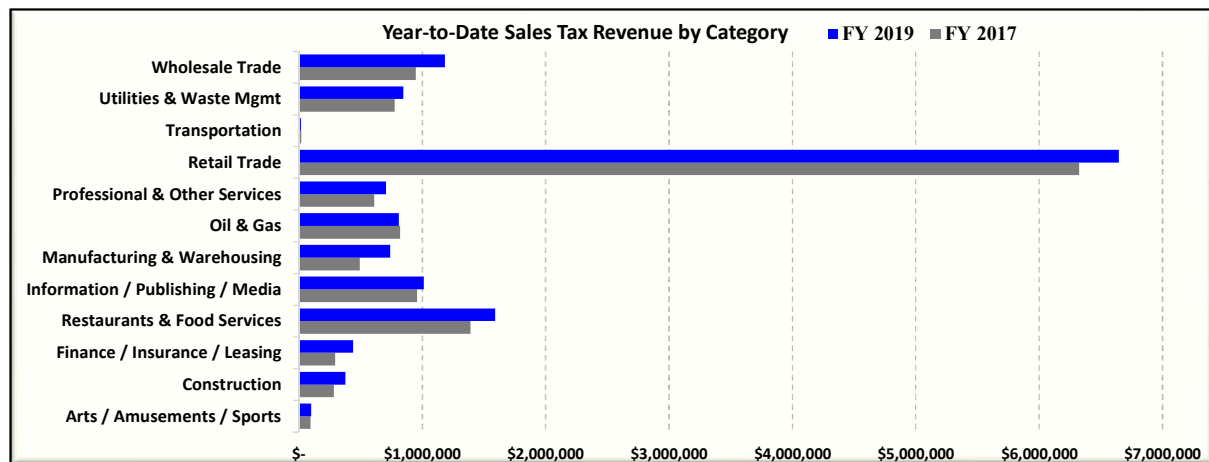
Year-to-Date Sales Tax Revenue Comparison by Category & Fiscal Years

The following table is a recap of the monthly fiscal year sales tax receipts by "Sales Tax Revenue Category":
October thru April

Category	FY 2018 - Oct. thru Apr.		FY 2019 - Oct. thru Apr.		FY 2019 vs. FY 2018	
Arts / Amusements / Sports	\$	105,041 0.70%	\$	101,059 0.70%	\$ (3,982)	-3.79%
Construction		566,794 3.78%		379,250 2.62%	(187,544)	-33.09%
Finance / Insurance / Leasing		376,909 2.51%		441,975 3.05%	65,066	17.26%
Restaurants & Food Services		1,562,969 10.42%		1,592,786 10.99%	29,817	1.91%
Information / Publishing / Media		959,542 6.40%		1,013,900 7.00%	54,358	5.66%
Manufacturing & Warehousing		613,850 4.09%		740,688 5.11%	126,839	20.66%
Oil & Gas		896,134 5.97%		812,852 5.61%	(83,282)	-9.29%
Professional & Other Services		746,102 4.97%		709,109 4.89%	(36,993)	-4.96%
Retail Trade		7,004,862 46.70%		6,646,077 45.87%	(358,785)	-5.12%
Transportation		19,368 0.13%		17,495 0.12%	(1,874)	-9.67%
Utilities & Waste Mgmt		892,707 5.95%		848,160 5.85%	(44,547)	-4.99%
Wholesale Trade		1,253,889 8.36%		1,185,232 8.18%	(68,658)	-5.48%
Grand Total:	\$	14,998,167	\$	14,488,582	\$ (509,585)	-3.40%



Category	FY 2017 - Oct. thru Apr.		FY 2019 - Oct. thru Apr.		FY 2019 vs. FY 2017	
Arts / Amusements / Sports	\$	96,686 0.74%	\$	101,059 0.70%	\$ 4,373	4.52%
Construction		285,908 2.19%		379,250 2.53%	93,342	32.65%
Finance / Insurance / Leasing		295,533 2.27%		441,975 2.95%	146,443	49.55%
Restaurants & Food Services		1,391,957 10.68%		1,592,786 10.62%	200,830	14.43%
Information / Publishing / Media		959,579 7.36%		1,013,900 6.76%	54,320	5.66%
Manufacturing & Warehousing		494,427 3.79%		740,688 4.94%	246,261	49.81%
Oil & Gas		822,117 6.31%		812,852 5.42%	(9,265)	-1.13%
Professional & Other Services		611,840 4.70%		709,109 4.73%	97,269	15.90%
Retail Trade		6,324,948 48.54%		6,646,077 44.31%	321,128	5.08%
Transportation		20,029 0.15%		17,495 0.12%	(2,534)	-12.65%
Utilities & Waste Mgmt		777,900 5.97%		848,160 5.66%	70,260	9.03%
Wholesale Trade		949,393 7.29%		1,185,232 7.90%	235,838	24.84%
Grand Total:	\$	13,030,316	\$	14,488,582	\$ 1,458,266	11.19%

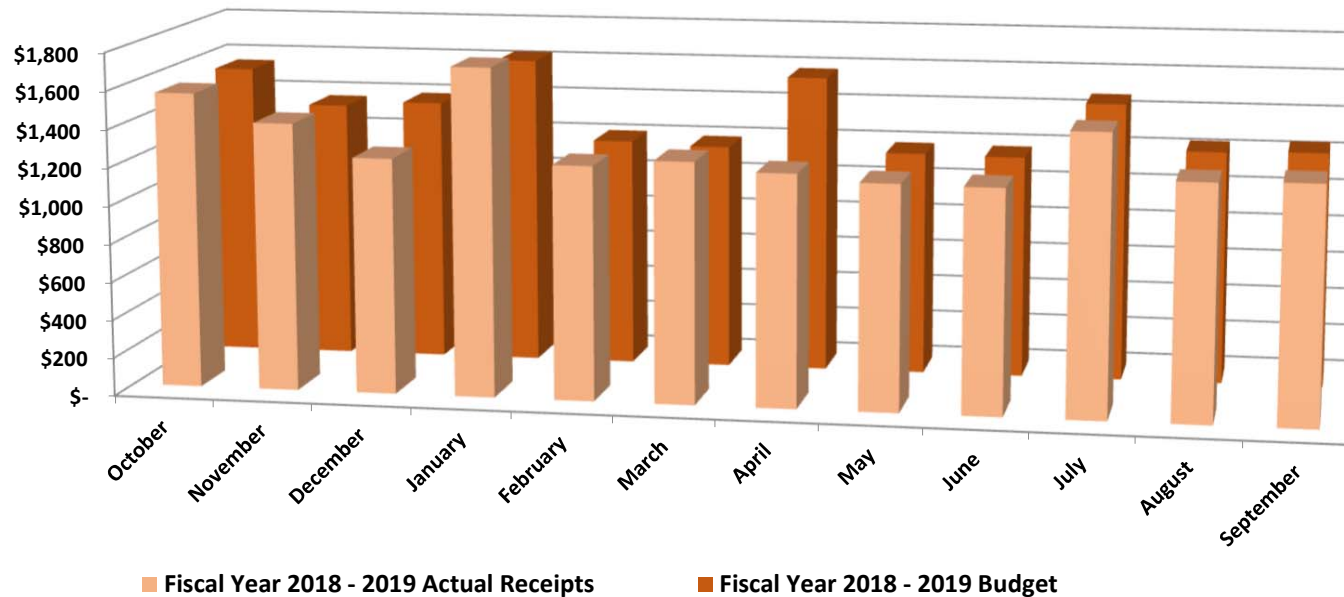


City of Victoria General Fund
Sales Tax Receipts Analysis

DATE								Fiscal Year 2018 - 2019					Previous Year Monthly % Change COL: C / A	Previous Year Cumulative % Change COL: C / A
	Actual Receipts FY 11-12	Actual Receipts FY 12-13	Actual Receipts FY 13-14	Actual Receipts FY 14-15	Actual Receipts FY 15-16	Actual Receipts FY 16-17	(A) Actual Receipts FY 17-18	(B) Budgeted Receipts FY 18-19	(C) Actual / Estimate Receipts FY 18-19	Current Year Monthly % Change COL: C / B	Current Year Cumulative % Change COL: C / B	FY 18-19 Budget Collected \$16,256		
October	\$ 1,544	\$ 1,541	\$ 1,292	\$ 1,707	\$ 1,507	\$ 1,275	\$ 1,556	\$ 1,556	\$ 1,557	0.06%	0.06%	9.58%	0.06%	0.06%
November	1,275	1,426	1,323	1,481	1,421	996	1,367	1,367	1,411	3.22%	1.54%	8.68%	3.22%	1.54%
December	1,350	1,334	1,336	1,429	1,423	1,208	1,393	1,393	1,241	-10.91%	-2.48%	7.63%	-10.91%	-2.48%
January	1,884	1,753	1,866	2,066	1,963	1,544	1,700	1,636	1,728	5.62%	-0.25%	10.63%	1.65%	-1.31%
February	1,290	1,310	1,258	1,270	1,277	1,110	1,211	1,211	1,232	1.73%	0.08%	7.58%	1.73%	-0.80%
March	1,370	1,395	1,338	1,367	1,503	1,137	1,193	1,193	1,268	6.29%	0.97%	7.80%	6.29%	0.20%
April	1,712	1,698	1,647	1,647	1,611	1,416	1,579	1,579	1,222	-22.61%	-2.78%	7.52%	-22.61%	-3.40%
May	1,347	1,420	1,456	1,353	1,111	1,043	1,265	1,185	1,185					
June	1,380	1,255	1,542	1,429	1,091	1,243	1,297	1,179	1,179					
July	1,651	1,653	1,662	1,581	1,358	1,414	1,573	1,476	1,476					
August	1,329	1,381	1,475	1,321	1,151	1,193	1,389	1,236	1,236					
September	1,400	1,350	1,498	1,287	1,138	1,131	1,356	1,245	1,245					
	\$ 17,532	\$ 17,516	\$ 17,693	\$ 17,938	\$ 16,554	\$ 14,710	\$ 16,879	\$ 16,256	\$ 15,980					

In 1000's

Sales Tax Rebate Analysis

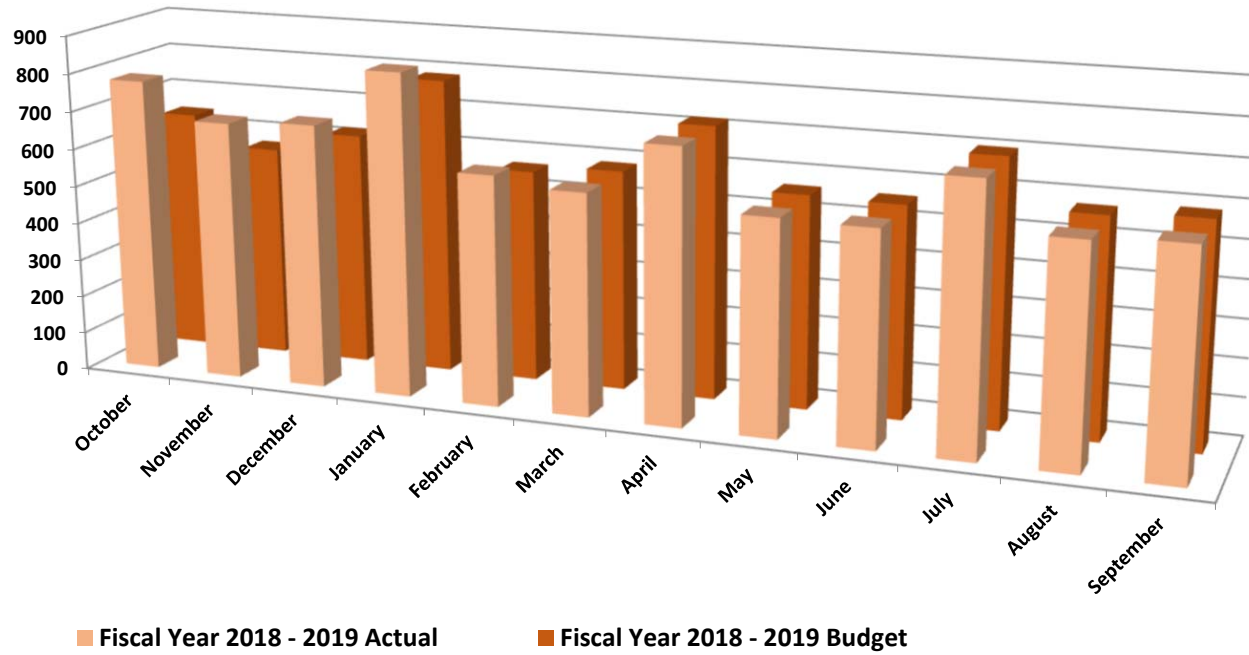


Victoria Sales Tax Development Corporation
Sales Tax Receipts Analysis

DATE								Fiscal Year 2018 - 2019					Previous Year Monthly % Change COL: C / A	Previous Year Cumulative % Change COL: C / A
	Actual Receipts FY 11-12	Actual Receipts FY 12-13	Actual Receipts FY 13-14	Actual Receipts FY 14-15	Actual Receipts FY 15-16	Actual Receipts FY 16-17	(A) Actual Receipts FY 17-18	(B) Budgeted Receipts FY 18-19	(C) Actual / <i>Estimate</i> Receipts FY 18-19	Current Year Monthly % Change COL: C / B	Current Year Cumulative % Change COL: C / B	FY 18-19 % of Budget Collected \$8,168		
October	\$ 771	\$ 770	\$ 646	\$ 853	\$ 753	\$ 638	\$ 778	\$ 778	\$ 778	0.00%	0.00%	9.52%	0.00%	0.00%
November	637	713	662	740	710	498	684	684	705	3.07%	1.44%	8.63%	3.07%	1.44%
December	675	667	668	715	712	604	697	697	621	-10.90%	-2.55%	7.60%	-10.90%	-2.55%
January	944	877	933	1,033	982	772	850	818	864	5.62%	-0.30%	10.58%	1.65%	-1.36%
February	646	655	629	635	638	555	606	606	616	1.65%	0.03%	7.54%	1.65%	-0.86%
March	685	698	669	684	752	568	596	596	634	6.38%	0.93%	7.76%	6.38%	0.17%
April	856	849	823	823	805	708	789	790	611	-22.66%	-2.82%	7.48%	-22.56%	-3.42%
May	674	710	728	677	556	522	632	632	632					
June	690	627	771	714	546	621	648	648	648					
July	826	827	831	791	679	707	787	787	787					
August	665	691	737	660	575	596	695	618	618					
September	700	675	749	644	569	565	678	622	622					
	<u>\$ 8,769</u>	<u>\$ 8,759</u>	<u>\$ 8,846</u>	<u>\$ 8,969</u>	<u>\$ 8,277</u>	<u>\$ 7,354</u>	<u>\$ 8,440</u>	<u>\$ 8,276</u>	<u>\$ 8,136</u>					

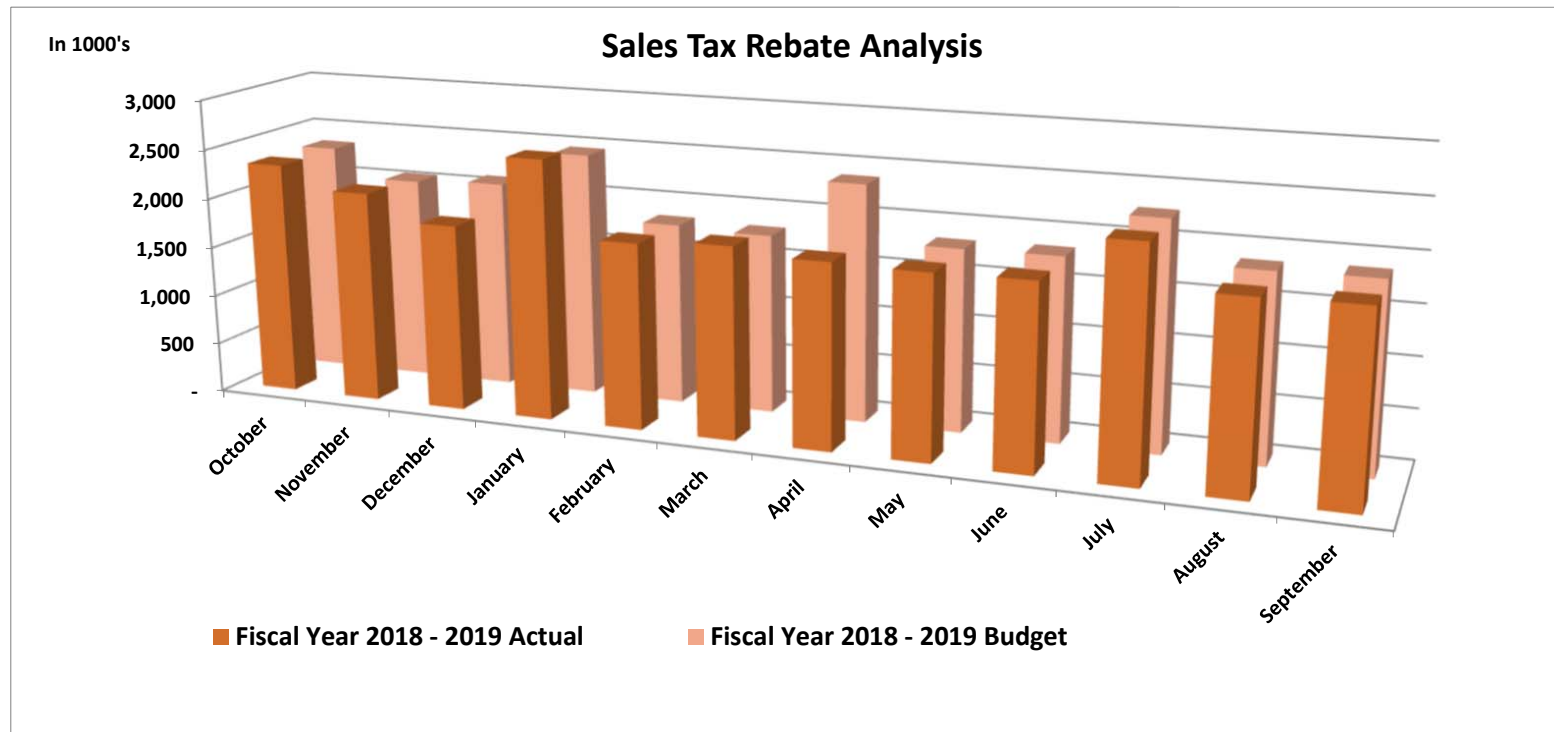
In 1000's

Sales Tax Rebate Analysis



City of Victoria & VSTDC Combined
Sales Tax Receipts Analysis

DATE	Actual Receipts FY 11-12	Actual Receipts FY 12-13	Actual Receipts FY 13-14	Actual Receipts FY 14-15	Actual Receipts FY 15-16	Actual Receipts FY 16-17	(A) Actual Receipts FY 17-18	Fiscal Year 2018 - 2019					Previous Year Monthly % Change COL: C / A	Previous Year Cumulative % Change COL: C / A
								(B) Budgeted Receipts FY 18-19	(C) Actual / <i>Estimate</i> Receipts FY 18-19	Current Year Monthly % Change COL: C / B	Current Year Cumulative % Change COL: C / B	FY 18-19 % of Budget Collected \$24,424		
October	2,315	2,311	1,938	2,560	2,260	1,913	2,334	2,334	2,335	0.04%	0.04%	9.56%	0.04%	0.04%
November	1,912	2,139	1,985	2,221	2,131	1,494	2,051	2,051	2,116	3.17%	1.51%	8.66%	3.17%	1.51%
December	2,025	2,001	2,004	2,144	2,135	1,812	2,090	2,090	1,862	-10.91%	-2.50%	7.62%	-10.91%	-2.50%
January	2,828	2,630	2,799	3,099	2,945	2,316	2,550	2,454	2,592	5.62%	-0.27%	10.61%	1.65%	-1.33%
February	1,936	1,965	1,887	1,905	1,915	1,665	1,817	1,817	1,848	1.71%	0.07%	7.57%	1.71%	-0.82%
March	2,055	2,093	2,007	2,051	2,255	1,705	1,789	1,789	1,902	6.32%	0.96%	7.79%	6.32%	0.19%
April	2,568	2,547	2,470	2,470	2,416	2,124	2,368	2,369	1,833	-22.63%	-2.79%	7.50%	-22.59%	-3.41%
May	2,021	2,130	2,184	2,030	1,667	1,565	1,897	1,817	1,817					
June	2,070	1,882	2,313	2,143	1,637	1,864	1,945	1,827	1,827					
July	2,477	2,480	2,493	2,372	2,037	2,121	2,360	2,263	2,263					
August	1,994	2,072	2,212	1,981	1,726	1,789	2,084	1,854	1,854					
September	2,100	2,025	2,247	1,931	1,707	1,696	2,034	1,867	1,867					
	<u>\$ 26,301</u>	<u>\$ 26,275</u>	<u>\$ 26,539</u>	<u>\$ 26,907</u>	<u>\$ 24,831</u>	<u>\$ 22,064</u>	<u>\$ 25,319</u>	<u>\$ 24,532</u>	<u>\$ 24,116</u>					



SALES TAX REVENUE ANALYSIS REPORT

The following pages include the **Monthly Sales Tax Revenue by Category and Fiscal Year** reports and related graphs. Each sales tax revenue category table includes monthly sales tax receipts for Fiscal Year 2016-2017 thru Fiscal Year 2018-2019 along with Fiscal Year 2018-2019 monetary and percent variances, compared to Fiscal Year 2017-2018 and Fiscal Year 2016-2017.

After seven months of sales tax receipts collected for Fiscal Year 2018-2019, the twelve sales tax revenue categories are reflecting the following variances, compared to Fiscal Year 2017-2018 and Fiscal Year 2016-2017, respectively.

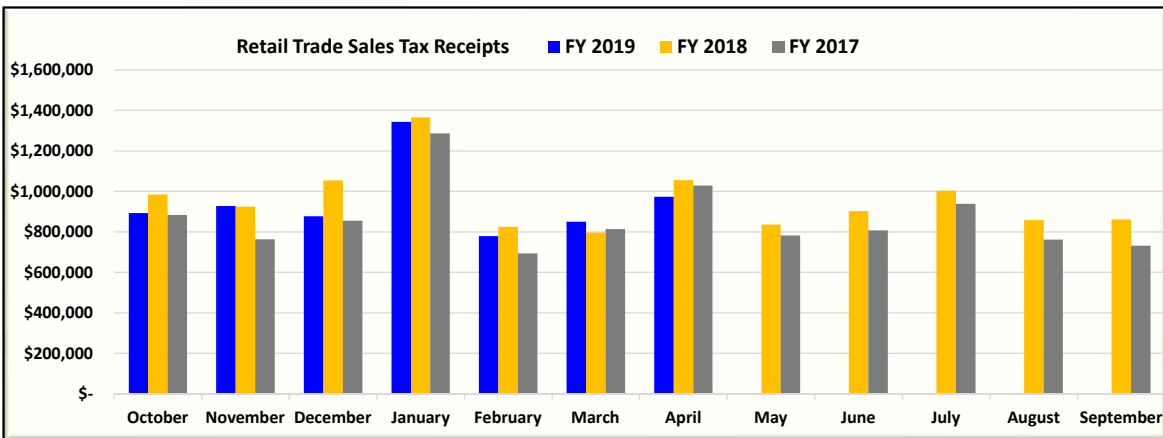
Each sector is listed below and shown on the following pages in descending order (largest sector to smallest sector).

1. **Retail Trade** sales tax revenue category is -\$359K or -5.1 percent and \$321K or 5.1 percent;
2. **Restaurants and Food Services** sales tax revenue category is \$30K or 1.9 percent and \$201K or 14.4 percent;
3. **Wholesale Trade** sales tax revenue category is -\$69K or -5.5 percent and \$236K or 24.8 percent;
4. **Information, Publishing & Media** sales tax revenue category is \$54K or 5.7 percent and \$54K or 5.7 percent;
5. **Utilities and Waste Management** sales tax revenue category is -\$45K or -5.0 percent and \$70K or 9.0 percent;
6. **Oil & Gas** sales tax revenue category is -\$83K or -9.3 percent and -\$9K or -1.1 percent;
7. **Professional & Other Services** sales tax revenue category is -\$37K or -5.0 percent and \$97K or 15.9 percent;
8. **Construction** sales tax revenue category is -\$187K or -33.1 percent and \$93K or 32.6 percent;
9. **Manufacturing and Warehousing** sales tax revenue category is \$127K or 20.7 percent and \$246K or 49.8 percent;
10. **Finance, Insurance & Leasing** sales tax revenue category is \$65K or 17.3 percent and \$146K or 49.6 percent;
11. **Arts, Amusements & Sports** sales tax revenue category is -\$4K or -3.8 percent and \$4K or 4.5 percent; and,
12. **Transportation** sales tax revenue category is -\$2K or -9.7 percent and -\$3K or -12.7 percent.

Monthly Sales Tax Revenue by Category and Fiscal Year

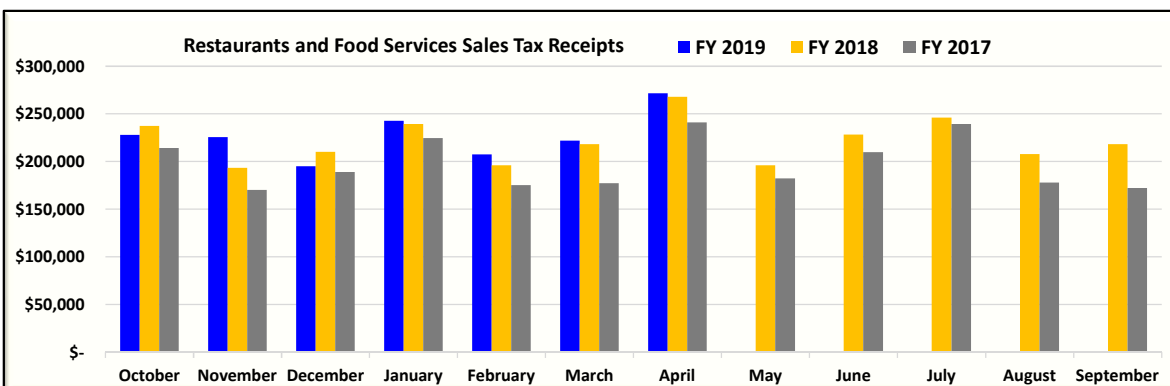
Retail Trade - Categories such as Automotive Dealerships, Clothing Stores, Building & General Use Supply Stores, Electronics Stores, Convenience Stores and Gasoline Stations

Retail Trade	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 883,117	\$ 984,543	\$ 893,424	\$ (91,119)	-9.3%	\$ 10,307	1.2%
November	762,952	924,066	927,612	3,546	0.4%	164,660	21.6%
December	854,249	1,055,005	876,961	(178,045)	-16.9%	22,712	2.7%
January	1,287,377	1,365,314	1,344,497	(20,816)	-1.5%	57,121	4.4%
February	693,922	824,628	779,511	(45,117)	-5.5%	85,590	12.3%
March	814,136	796,143	850,590	54,447	6.8%	36,454	4.5%
April	1,029,197	1,055,162	973,481	(81,681)	-7.7%	(55,716)	-5.4%
May	782,662	836,738	-				
June	807,385	903,213	-				
July	939,470	1,003,961	-				
August	761,313	858,575	-				
September	731,272	861,923	-				
Grand Total: \$ 10,347,050 \$ 11,469,271 \$ 6,646,077				\$ (358,785)	-5.1%	\$ 321,128	5.1%



Restaurants and Food Services - Categories such as Restaurants, Food Service Contractors, and Hotels

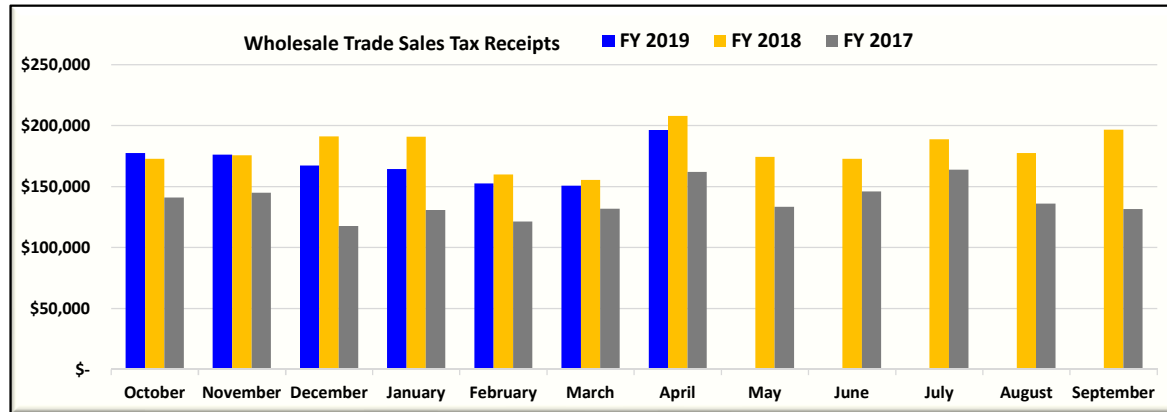
Restaurants and Food Services	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 214,091	\$ 237,461	\$ 227,953	\$ (9,507)	-4.0%	\$ 13,863	6.5%
November	170,155	193,514	225,676	32,162	16.6%	55,521	32.6%
December	189,161	210,278	194,988	(15,290)	-7.3%	5,828	3.1%
January	224,778	239,369	242,918	3,549	1.5%	18,141	8.1%
February	175,218	196,093	207,631	11,538	5.9%	32,413	18.5%
March	177,437	218,370	221,890	3,519	1.6%	44,453	25.1%
April	241,118	267,884	271,730	3,845	1.4%	30,612	12.7%
May	182,201	196,009	-				
June	209,776	228,251	-				
July	239,326	246,043	-				
August	177,990	207,917	-				
September	172,266	218,395	-				
Grand Total: \$ 2,373,514 \$ 2,659,583 \$ 1,592,786				\$ 29,817	1.9%	\$ 200,830	14.4%



Monthly Sales Tax Revenue by Category and Fiscal Year

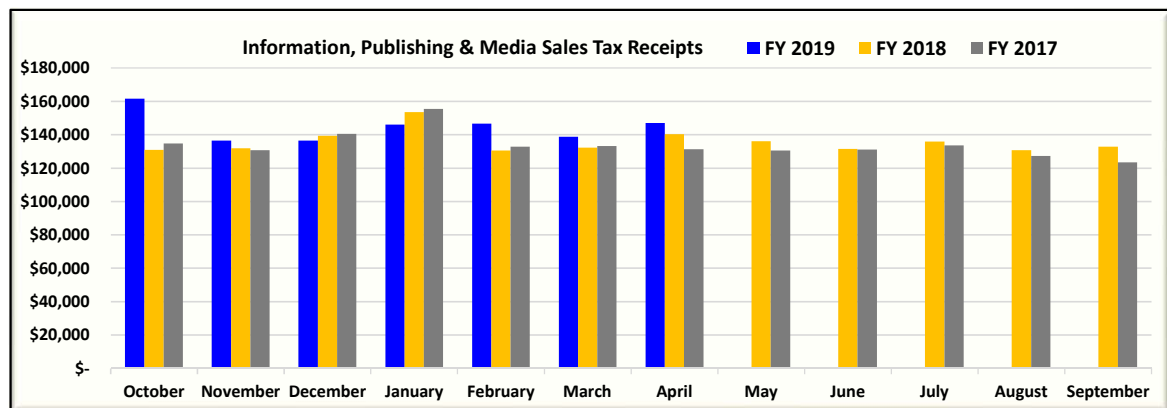
Wholesale Trade - Merchants classified as Wholesale of product (building material, agricultural, manufacturing, motor vehicles & parts and medical)

Wholesale Trade	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 140,963	\$ 172,751	\$ 177,571	\$ 4,821	2.8%	\$ 36,608	26.0%
November	144,864	175,578	176,254	675	0.4%	31,389	21.7%
December	117,775	191,213	167,333	(23,881)	-12.5%	49,558	42.1%
January	130,771	190,844	164,514	(26,329)	-13.8%	33,743	25.8%
February	121,294	160,052	152,471	(7,581)	-4.7%	31,177	25.7%
March	131,781	155,508	150,646	(4,862)	-3.1%	18,865	14.3%
April	161,945	207,944	196,443	(11,501)	-5.5%	34,498	21.3%
May	133,435	174,405	-				
June	145,945	172,704	-				
July	163,783	188,803	-				
August	135,935	177,656	-				
September	131,703	196,754	-				
Grand Total: \$ 1,660,194 \$ 2,164,211 \$ 1,185,232				\$ (68,658)	-5.5%	\$ 235,838	24.8%



Information, Publishing & Media - Categories such as Cable Prog., Telecommunications, Radio Networks & Publishers

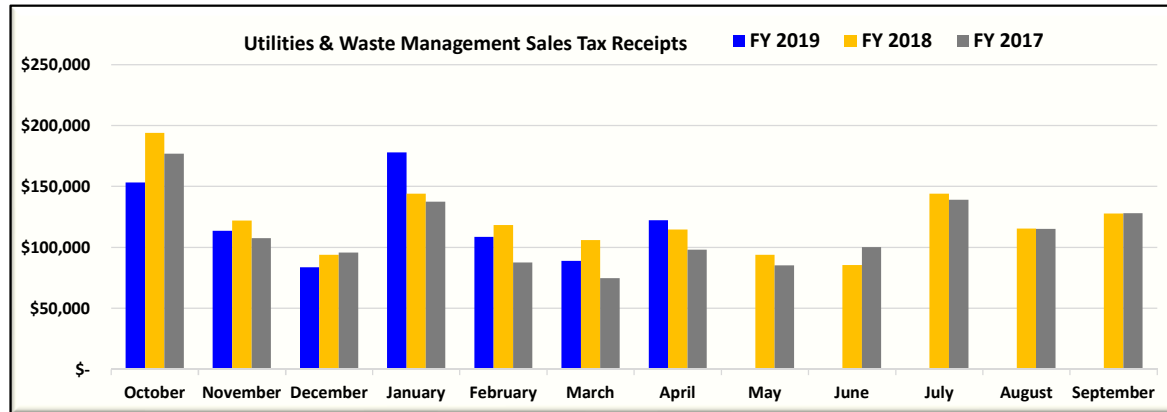
Information, Publishing & Media	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 134,943	\$ 130,968	\$ 161,793	\$ 30,825	23.5%	\$ 26,850	19.9%
November	130,781	131,936	136,603	4,667	3.5%	5,822	4.5%
December	140,565	139,543	136,637	(2,905)	-2.1%	(3,928)	-2.8%
January	155,540	153,604	146,240	(7,364)	-4.8%	(9,300)	-6.0%
February	133,016	130,609	146,672	16,062	12.3%	13,656	10.3%
March	133,254	132,355	138,834	6,479	4.9%	5,580	4.2%
April	131,481	140,526	147,121	6,595	4.7%	15,640	11.9%
May	130,655	136,214	-				
June	131,182	131,566	-				
July	133,784	136,017	-				
August	127,469	130,767	-				
September	123,467	133,003	-				
Grand Total: \$ 1,606,136 \$ 1,627,110 \$ 1,013,900				\$ 54,358	5.7%	\$ 54,320	5.7%



Monthly Sales Tax Revenue by Category and Fiscal Year

Utilities & Waste Management - Categories such as Electric Power & Natural Gas Distribution & Generation, Sewage Treatment Facilities and Water Supply & Irrigation Systems

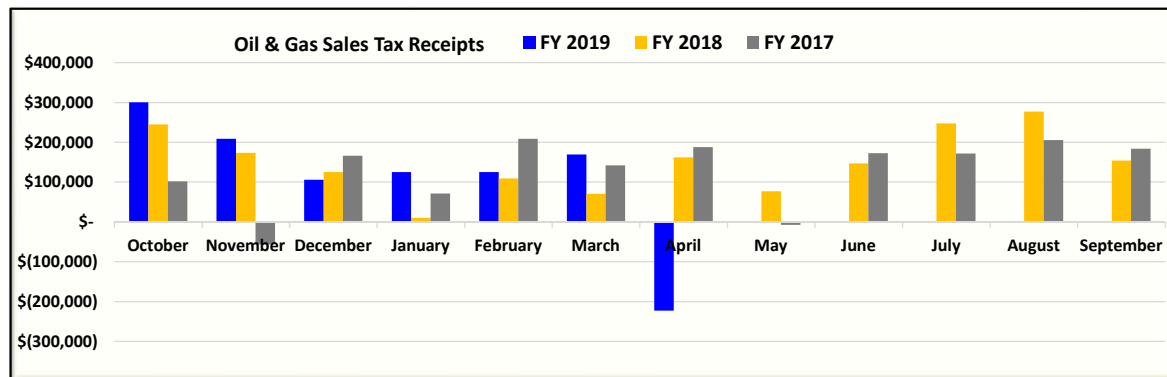
Utilities and Waste Management	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 176,846	\$ 193,864	\$ 153,288	\$ (40,576)	-20.9%	\$ (23,558)	-13.3%
November	107,441	121,976	113,667	(8,309)	-6.8%	6,226	5.8%
December	95,689	93,913	83,603	(10,310)	-11.0%	(12,086)	-12.6%
January	137,519	143,994	177,983	33,989	23.6%	40,464	29.4%
February	87,676	118,286	108,548	(9,738)	-8.2%	20,872	23.8%
March	74,699	105,999	88,865	(17,134)	-16.2%	14,165	19.0%
April	98,028	114,676	122,206	7,530	6.6%	24,178	24.7%
May	85,212	93,880	-				
June	100,254	85,512	-				
July	139,137	144,100	-				
August	115,241	115,561	-				
September	128,068	127,875	-				
Grand Total:	\$ 1,345,811	\$ 1,459,635	\$ 848,160	\$ (44,547)	-5.0%	\$ 70,260	9.0%



Oil & Gas - Categories such as Drilling, Oil & Gas Extraction, Pipeline and Mining

Oil & Gas	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 101,752	\$ 244,984	\$ 300,535	\$ 55,551	22.7%	\$ 198,783	195.4%
November	(55,973)	173,148	208,831	35,683	20.6%	264,804	473.1%
December	166,024	124,987	106,341	(18,645)	-14.9%	(59,683)	-35.9%
January	71,490	10,257	125,439	115,182	1122.9%	53,949	75.5%
February	208,821	109,588	125,063	15,475	14.1%	(83,758)	-40.1%
March	141,789	70,780	169,138	98,358	139.0%	27,350	19.3%
April	188,215	162,391	(222,495)	(384,886)	-237.0%	(410,710)	-218.2%
May	(7,058)	76,830	-				
June	172,977	147,282	-				
July	171,766	247,326	-				
August	206,022	277,369	-				
September	184,089	154,183	-				
Grand Total:	\$ 1,549,914	\$ 1,799,125	\$ 812,852	\$ (83,282)	-9.3%	\$ (9,265)	-1.1%

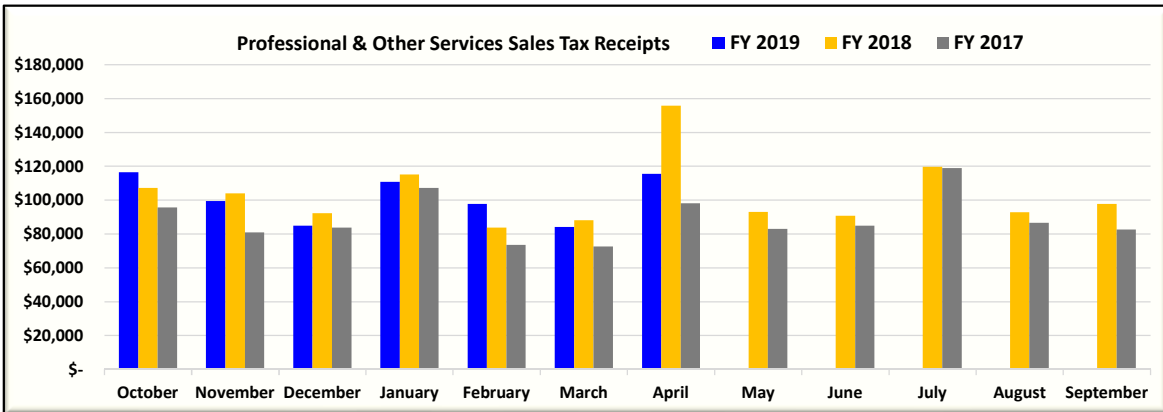
Note: Negative values in the Fiscal Year 2016-17 and 2018-19 columns are due to Audit Adjustments included in totals above - Nov 2016 (\$158,355) , May 2017 (\$83,444), & April 2019 (\$362,273)



Monthly Sales Tax Revenue by Category and Fiscal Year

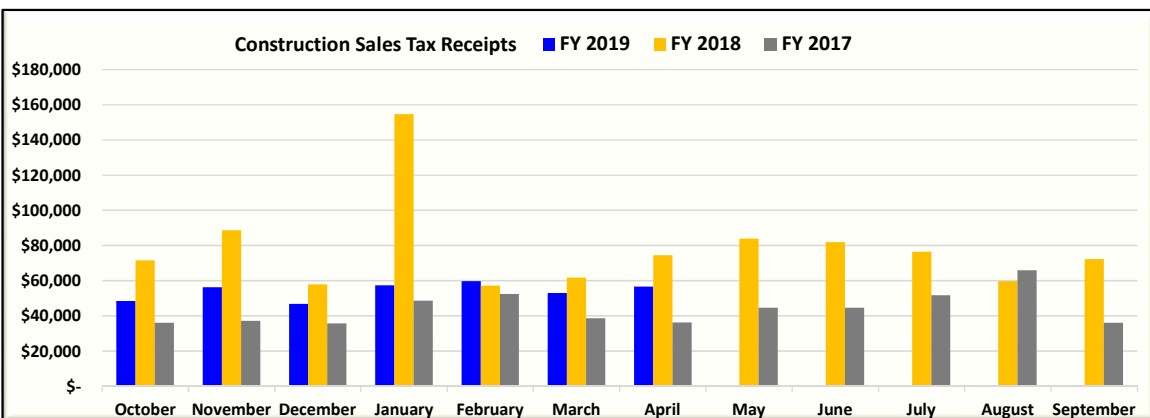
Professional & Other Services - Categories such as Administrative Serv., Eng., Atty., and Repair & Maint. Contractors

Professional & Other Services	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 95,635	\$ 107,174	\$ 116,544	\$ 9,370	8.7%	\$ 20,909	21.9%
November	80,853	103,981	99,452	(4,529)	-4.4%	18,599	23.0%
December	83,793	92,202	84,842	(7,359)	-8.0%	1,050	1.3%
January	107,253	115,105	110,761	(4,344)	-3.8%	3,508	3.3%
February	73,620	83,690	97,822	14,132	16.9%	24,202	32.9%
March	72,587	88,096	84,116	(3,980)	-4.5%	11,529	15.9%
April	98,098	155,854	115,571	(40,283)	-25.8%	17,473	17.8%
May	82,999	93,107	-				
June	84,981	90,677	-				
July	118,970	119,662	-				
August	86,694	92,769	-				
September	82,649	97,747	-				
Grand Total:	\$ 1,068,133	\$ 1,240,064	\$ 709,109	\$ (36,993)	-5.0%	\$ 97,269	15.9%



Construction - Categories such as Plumbing, HVAC, Electrical, & other General Construction Contractors

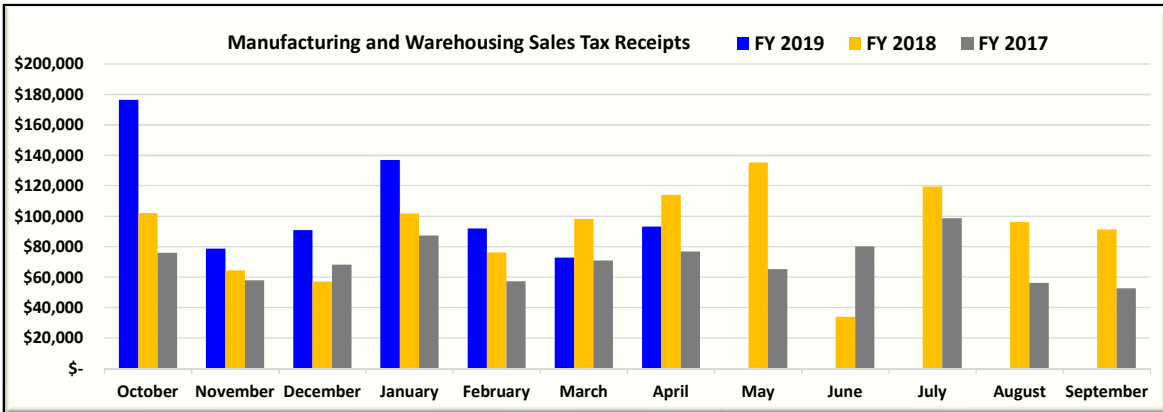
Construction	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 36,192	\$ 71,664	\$ 48,607	\$ (23,056)	-32.2%	\$ 12,415	34.3%
November	37,279	88,698	56,415	(32,284)	-36.4%	19,136	51.3%
December	35,938	57,988	47,022	(10,965)	-18.9%	11,084	30.8%
January	48,709	154,686	57,474	(97,212)	-62.8%	8,765	18.0%
February	52,678	57,241	59,809	2,568	4.5%	7,131	13.5%
March	38,775	61,941	53,090	(8,851)	-14.3%	14,315	36.9%
April	36,337	74,577	56,833	(17,744)	-23.8%	20,495	56.4%
May	44,821	83,971	-				
June	44,797	81,978	-				
July	51,786	76,533	-				
August	66,049	59,837	-				
September	36,330	72,419	-				
Grand Total:	\$ 529,691	\$ 941,531	\$ 379,250	\$ (187,544)	-33.1%	\$ 93,342	32.6%



Monthly Sales Tax Revenue by Category and Fiscal Year

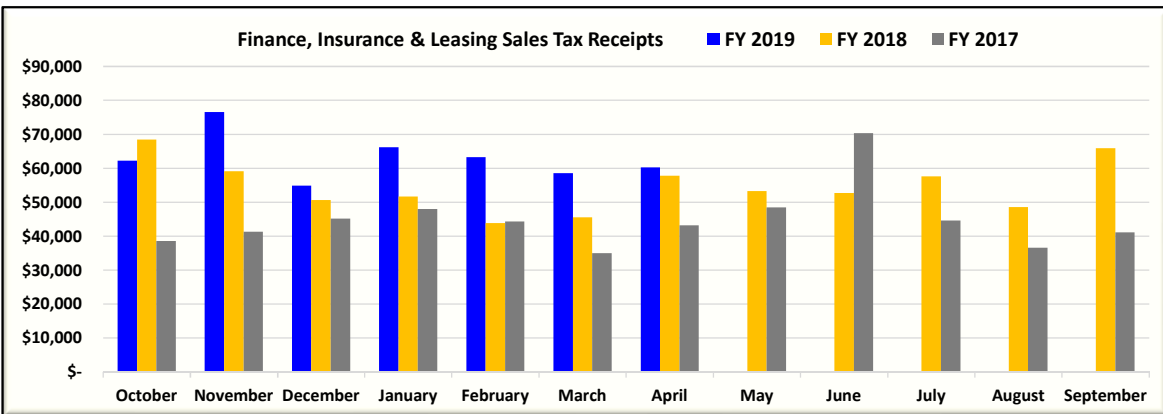
Manufacturing and Warehousing - Categories such as Mach. & Equip. Mfg. and Bldg. Material Mfg.

Manufacturing and Warehousing	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 75,993	\$ 102,064	\$ 176,334	\$ 74,270	72.8%	\$ 100,341	132.0%
November	57,980	64,443	78,779	14,336	22.2%	20,799	35.9%
December	68,264	57,018	90,873	33,855	59.4%	22,609	33.1%
January	87,270	101,802	136,866	35,064	34.4%	49,596	56.8%
February	57,351	76,220	91,915	15,695	20.6%	34,564	60.3%
March	70,814	98,299	72,811	(25,488)	-25.9%	1,996	2.8%
April	76,754	114,004	93,110	(20,894)	-18.3%	16,356	21.3%
May	65,276	135,120	-				
June	80,188	33,991	-				
July	98,605	119,388	-				
August	56,114	96,198	-				
September	52,723	91,223	-				
Grand Total:	\$ 847,333	\$ 1,089,768	\$ 740,688	\$ 126,839	20.7%	\$ 246,261	49.8%



Finance, Insurance & Leasing - Categories such as Equipment Rental & Leasing, Financial Institutions, Investments and Insurance Companies

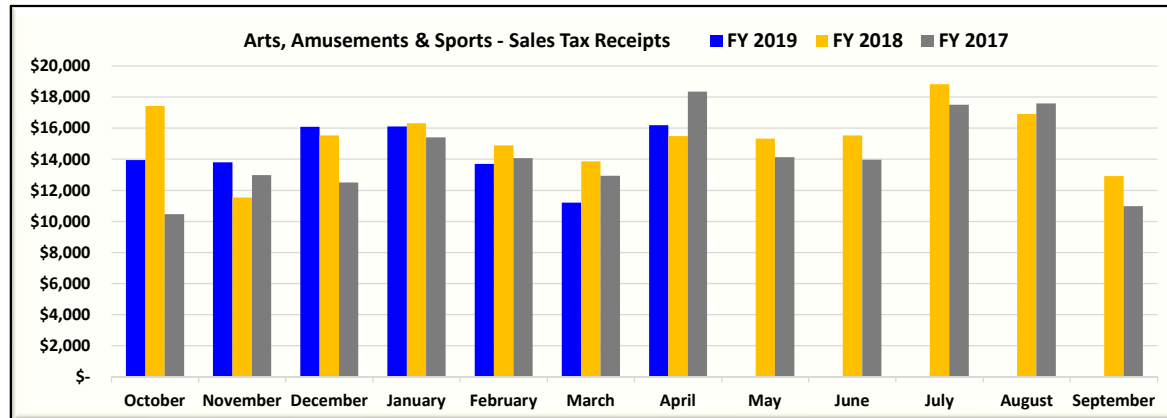
Finance, Insurance & Leasing	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 38,577	\$ 68,422	\$ 62,199	\$ (6,224)	-9.1%	\$ 23,622	61.2%
November	41,297	59,077	76,575	17,498	29.6%	35,278	85.4%
December	45,160	50,615	54,905	4,290	8.5%	9,745	21.6%
January	48,004	51,630	66,201	14,571	28.2%	18,197	37.9%
February	44,278	43,859	63,234	19,375	44.2%	18,956	42.8%
March	35,027	45,513	58,570	13,057	28.7%	23,544	67.2%
April	43,190	57,792	60,291	2,499	4.3%	17,101	39.6%
May	48,517	53,261	-				
June	70,306	52,707	-				
July	44,633	57,587	-				
August	36,617	48,568	-				
September	41,106	65,866	-				
Grand Total:	\$ 536,712	\$ 654,898	\$ 441,975	\$ 65,066	17.3%	\$ 146,443	49.6%



Monthly Sales Tax Revenue by Category and Fiscal Year

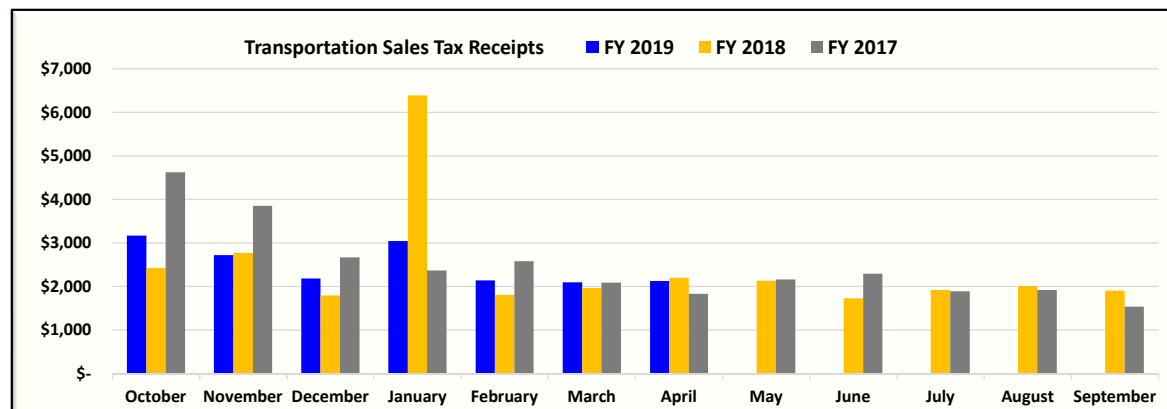
Arts, Amusements & Sports - Categories such as Motion Picture, Theater, Fitness & Recreation Sports Centers & Golf Courses

Arts, Amusement & Sports	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 10,466	\$ 17,423	\$ 13,950	\$ (3,472)	-19.9%	\$ 3,485	33.3%
November	12,984	11,541	13,810	2,270	19.67%	827	6.37%
December	12,497	15,525	16,086	561	3.61%	3,589	28.72%
January	15,399	16,314	16,111	(203)	-1.24%	712	4.62%
February	14,066	14,887	13,709	(1,178)	-7.91%	(357)	-2.54%
March	12,929	13,865	11,205	(2,660)	-19.19%	(1,724)	-13.33%
April	18,345	15,486	16,187	700	4.52%	(2,158)	-11.76%
May	14,139	15,329	-				
June	13,962	15,536	-				
July	17,515	18,828	-				
August	17,600	16,902	-				
September	10,972	12,927	-				
Grand Total:	\$ 170,874	\$ 184,564	\$ 101,059	\$ (3,982)	-3.8%	\$ 4,373	4.5%



Transportation - Categories such as Ground Transportation, Motor Vehicle Towing & General Freight Trucking

Transportation	Fiscal Year 2016-17	Fiscal Year 2017-18	Fiscal Year 2018-19	FY 19 vs. FY 18		FY 19 vs. FY 17	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 4,627	\$ 2,429	\$ 3,168	\$ 739	30.4%	\$ (1,459)	-31.5%
November	3,858	2,773	2,723	(49)	-1.8%	(1,135)	-29.4%
December	2,670	1,796	2,186	390	21.7%	(484)	-18.1%
January	2,371	6,392	3,049	(3,343)	-52.3%	677	28.6%
February	2,585	1,814	2,143	329	18.2%	(442)	-17.1%
March	2,088	1,965	2,097	132	6.7%	9	0.4%
April	1,831	2,200	2,128	(71)	-3.2%	298	16.3%
May	2,165	2,131	-				
June	2,300	1,731	-				
July	1,895	1,923	-				
August	1,920	2,012	-				
September	1,539	1,909	-				
Grand Total:	\$ 29,848	\$ 29,075	\$ 17,495	\$ (1,874)	-9.7%	\$ (2,534)	-12.7%



SALES TAX REVENUE ANALYSIS REPORT

The following pages include a ***Twenty-five-year Rolling 12 Month Sales Tax Receipts History*** for the State of Texas, Texas Municipal League Region 11 (Coastal Bend – Corpus Christi, which includes City of Victoria) and City of Victoria. Additionally, County of Victoria, City of Cuero, and City of Port Lavaca were included for comparison.

A Rolling 12 (R12) Monthly Trend Report is a valuable tool for any organization to use to track its progress and to show trends. Actual sales tax values are important for many reasons but do not lend well to forward looking trend analysis (i.e. growth, flattening or declining). The most valuable way to understand sales tax trends is to look at the R12 Monthly totals over a long period. Recessions can be spotted easily and in fact, you can see the very month that peaks end as well as when recoveries start. This is important as sales taxes received for the current month are based on actual business sales from two months earlier.

The Rolling 12-month report uses the running total of the values of the last 12 months. Each month, the indicator that is 13 months old is dropped from the total and the new month's value is added to determine the Current R12 value.

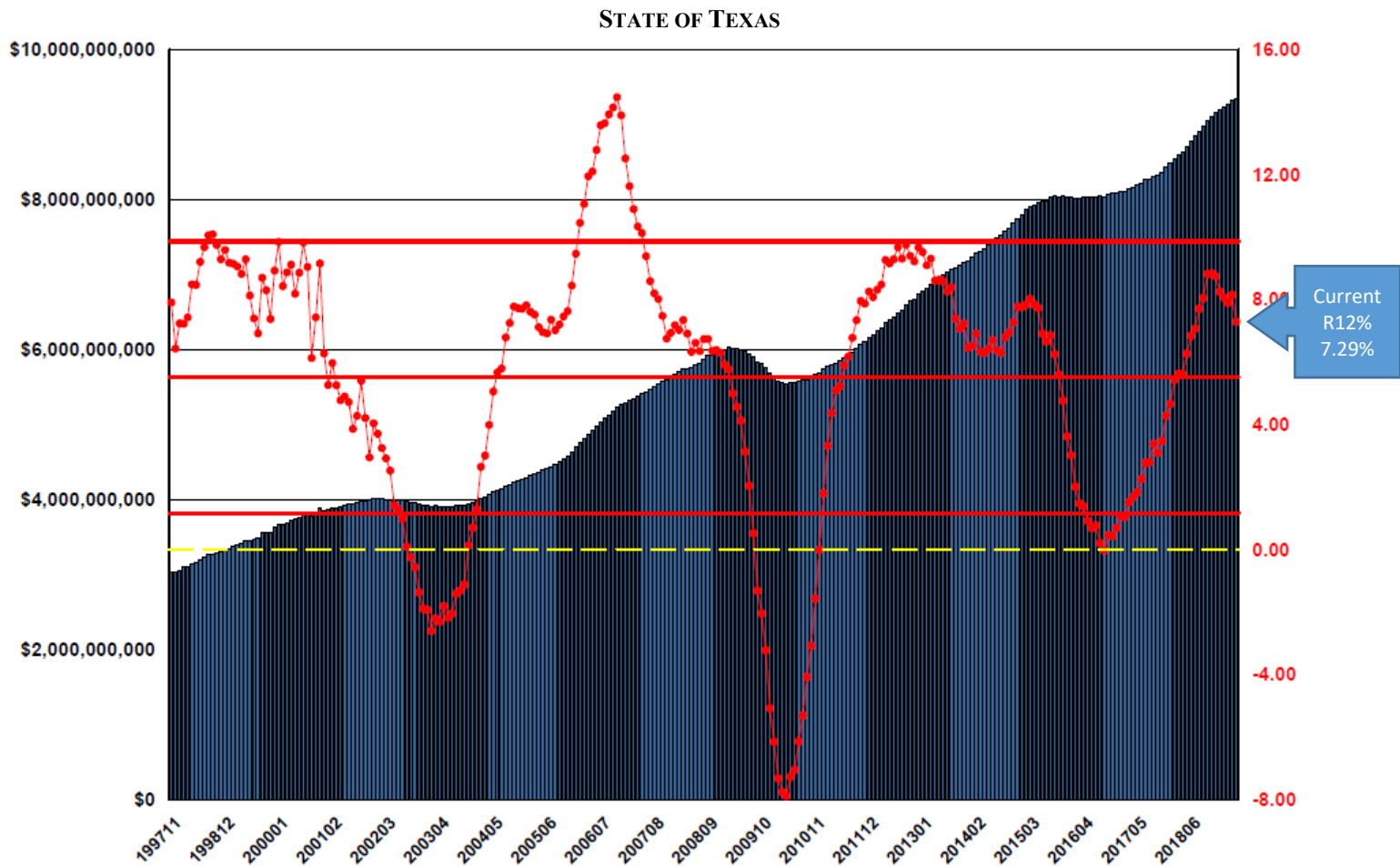
The Current R12 value (June 2018 to May 2019) is then compared to the same 12-month period one year prior to determine the Prior Year R12 value (June 2017 to May 2018). The change between the Current R12 and Prior Year R12 is the Current R12 percentage.

HIGHLIGHTS FOR TEXAS R12 – AS OF MAY 2019:

- 1) Twenty-Five-Year R12 Monthly Sales Tax Collection History Report Trend for **State of Texas**:
 - The State of Texas is still experiencing increases in sales tax receipts year over year but at a slower rate than what had occurred throughout Fiscal Year 2018.
 - State's current R12 percentage is 7.29, **down** from April 2019's R12 percentage of 8.15.
- 2) Twenty-Five Year R12 Monthly Sales Tax Collection History Report Trend for **Texas Municipal League Region 11**:
 - TML Region 11 experienced a year over year decrease in sales tax receipts from January 2018 to December 2018 for the first time since June 2016 to May 2017.
 - TML Region 11's current R12 percentage is 6.60, **down** from April 2019's R12 percentage of 8.22.
- 3) Twenty-Five-Year R12 Monthly Sales Tax Collection History Report Trend for **City of Victoria**:
 - The City of Victoria experienced a month over month decrease in sales tax receipts in December 2018 for the first time since September 2017.
 - City's current R12 month percentage is 3.22, **down** from April 2019's R12 percentage of 6.54.
- 4) Twenty-Five Year R12 Monthly Sales Tax Collection History Report Trend for **County of Victoria**:
 - The County of Victoria experienced a month over month increase in sales tax receipts in April 2019 but is experiencing a modest growth of sales tax receipts.
 - County's current R12 month percentage is 6.28, **down** from April 2019's R12 percentage of 10.00.
- 5) Twenty-Five Year R12 Monthly Sales Tax Collection History Report Trend for **City of Cuero**:
 - The City of Cuero experienced a month over month increase in sales tax receipts in April 2019 but is experiencing a slowdown in growth of sales tax receipts.
 - City of Cuero's current R12 percentage is 6.95, **down** from April 2019's R12 percentage of 7.84.
- 6) Twenty-Five Year R12 Monthly Sales Tax Collection History Report Trend for **City of Port Lavaca**:
 - The City of Port Lavaca experienced a month over month increase in sales tax receipts in April 2019 and is experiencing significant growth of sales tax receipts.
 - City of Port Lavaca's current R12 month percentage is 11.86, **up** from April 2019's R12 percentage of 13.12.

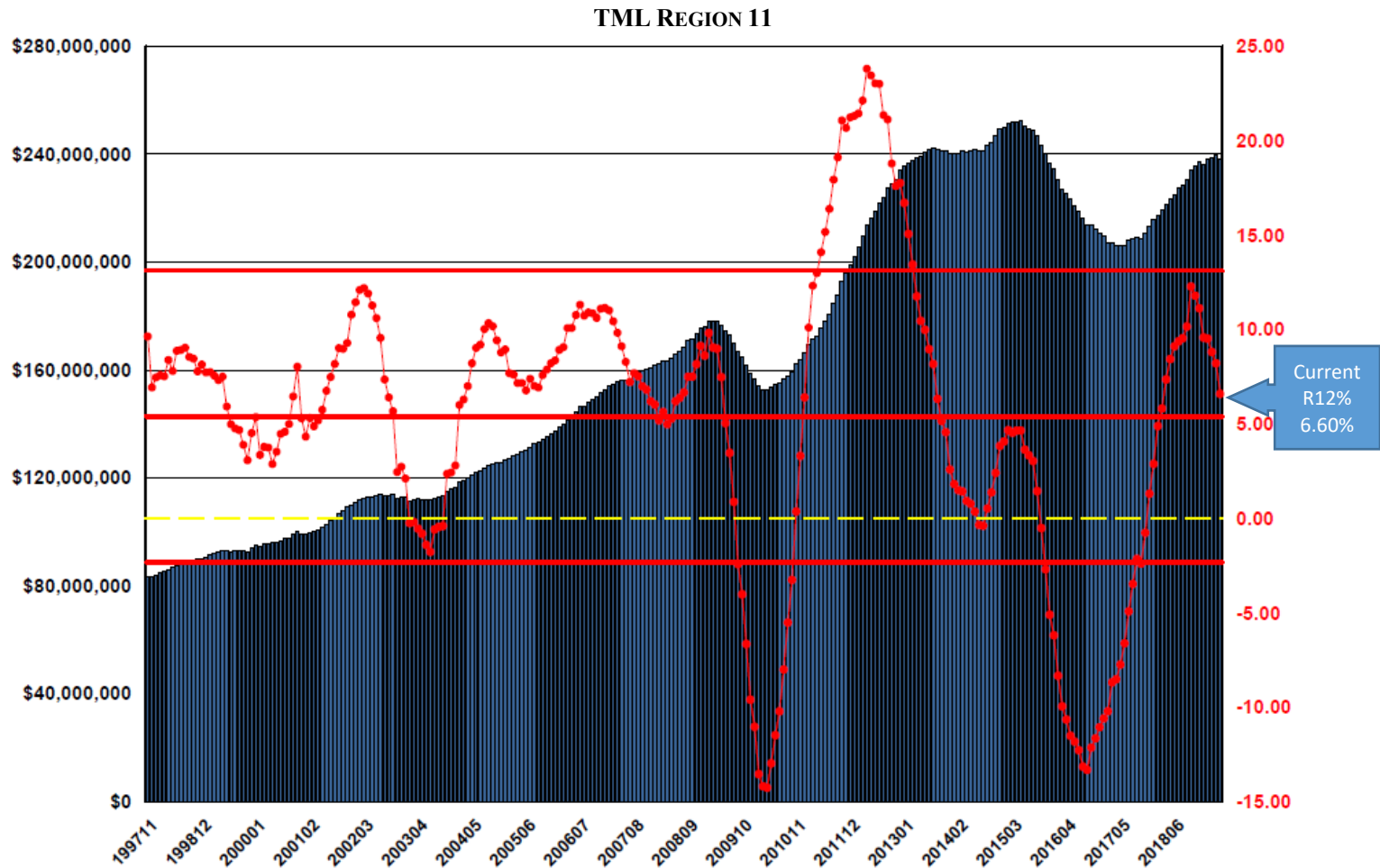
ROLLING 12 MONTH REPORT – STATE OF TEXAS

The following chart includes a *Twenty-Five-Year Rolling 12 Month Sales Tax Collection History* for the State of Texas.



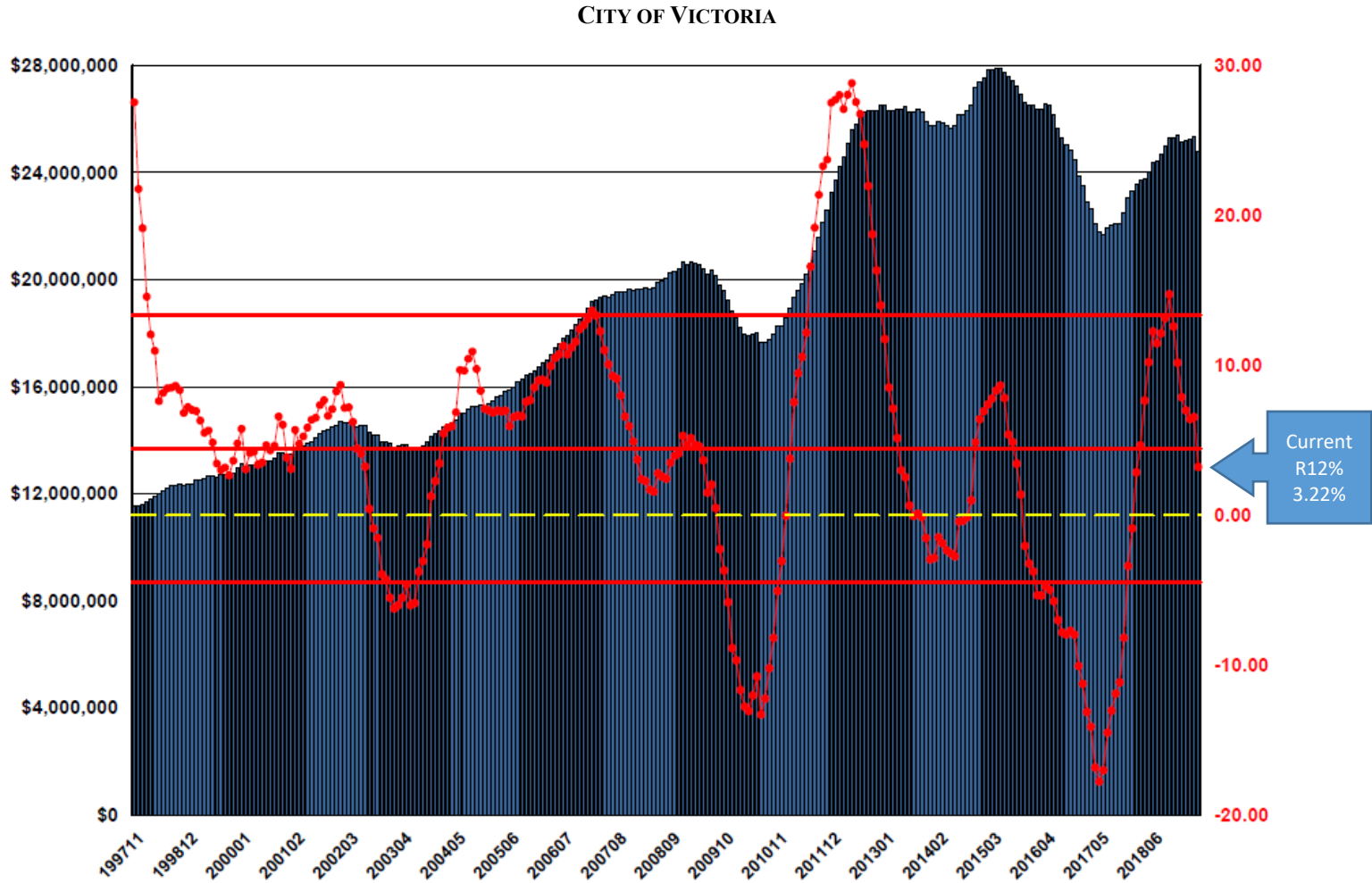
ROLLING 12 MONTH REPORT – TML REGION 11 (COASTAL BEND)

The following chart includes a *Twenty-Five-Year Rolling 12 Month Sales Tax Collection History* for the Texas Municipal League Region 11 (Coastal Bend – Corpus Christi, which includes City of Victoria).



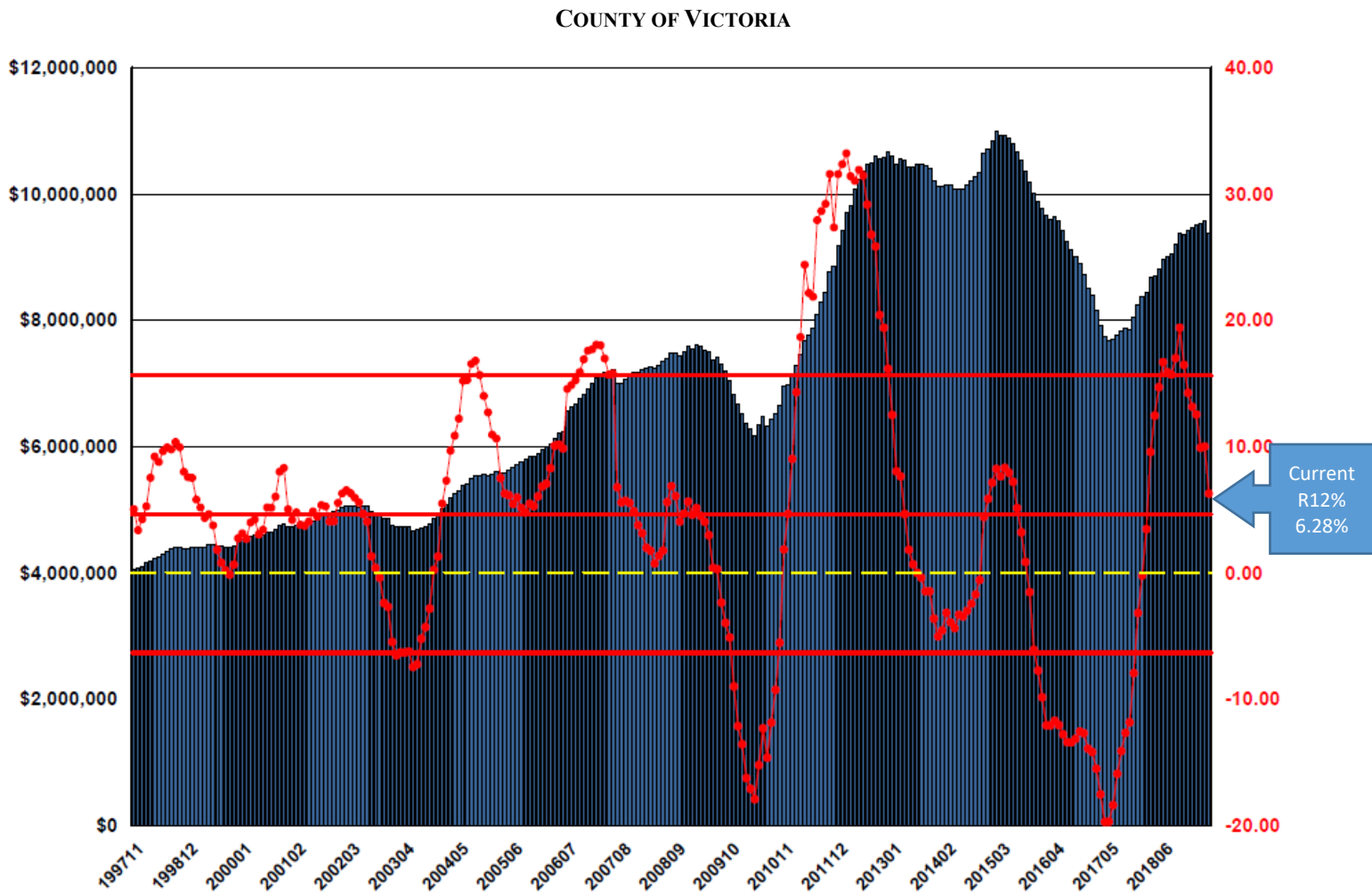
ROLLING 12 MONTH REPORT – CITY OF VICTORIA

The following chart includes a *Twenty-Five-Year Rolling 12 Month Sales Tax Collection History* for the City of Victoria.



ROLLING 12 MONTH REPORT – COUNTY OF VICTORIA

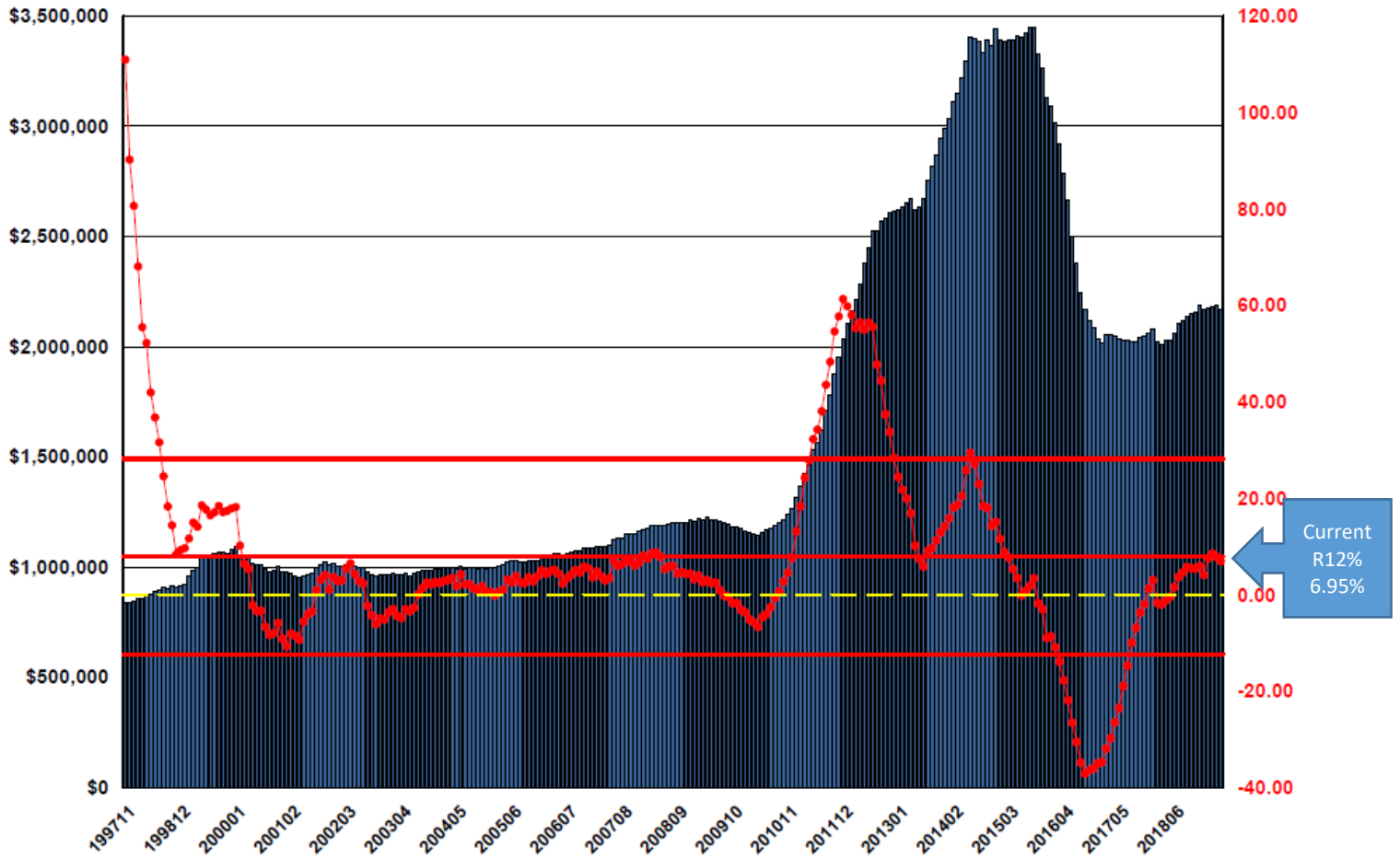
The following chart includes a *Twenty-Five-Year Rolling 12 Month Sales Tax Collection History* for the County of Victoria.



ROLLING 12 MONTH REPORT – CITY OF CUERO

The following chart includes a *Twenty-Five-Year Rolling 12 Month Sales Tax Collection History* for the City of Cuero.

CITY OF CUERO



ROLLING 12 MONTH REPORT – CITY OF PORT LAVACA

The following chart includes a *Twenty-Five-Year Rolling 12 Month Sales Tax Collection History* for the City of Port Lavaca.

