



# **City of Victoria**

## **Sales Tax Revenue**

### **Analysis Report**

**December 2017 Report for**  
**October 2017 Sales**

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## INTRODUCTION

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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 2015-2016 thru Fiscal Year 2017-2018 (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*)

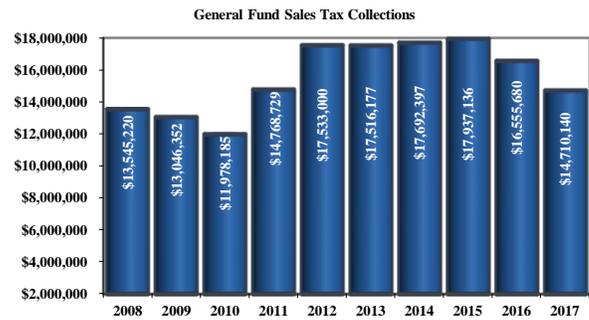
## EXECUTIVE SUMMARY

### 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 35.4 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, after two months of collected sales tax receipts, General Fund sales tax revenue is above the Fiscal Year 2018 budget by 23.3 percent or \$259K; and, above the Fiscal Year 2017 actuals by 28.7 percent or \$652K for the same time frame.

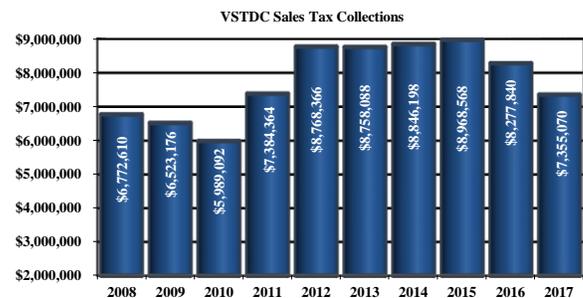


### Victoria Sales Tax Development Corporation Sales Tax Revenue

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 89.9 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, after two months of collected sales tax receipts, VSTDC sales tax revenue is above the Fiscal Year 2018 budget by 21.4 percent or \$258K; and, above the Fiscal Year 2017 actuals by 28.7 percent or \$186K 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 will decline by a net of \$4.3 million, erasing the original Fiscal Year 2011 sales tax revenue growth of \$4.2 million.

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

## SALES TAX REVENUE ANALYSIS REPORT

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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 2015-2016 thru Fiscal Year 2017-2018 along with Fiscal Year 2017-2018 monetary and percent variances, compared to Fiscal Year 2015-2016 and Fiscal Year 2016-2017.

After two months of collected sales tax receipts, Fiscal Year 2017-2018 sales tax receipts are \$977K or 28.7 percent above and -\$7K or -0.2 percent below the Fiscal Year 2016-2017 and Fiscal Year 2015-2016, respectively.

2. **Year-to-Date Sales Tax Revenue by Category** – table includes year-to-date sales tax receipts, by market category, for Fiscal Year 2015-2016 thru Fiscal Year 2017-2018.

After two months of collected sales tax receipts, the top two categories for Fiscal Year 2017-2018 (Retail Trade and Restaurants & Food Services, 43.53% and 9.83%, respectively), account for 53.36% of sales tax revenue to date in Fiscal Year 2017-2018. 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 59.58%. For the same timeframe, the top two categories for Fiscal Year 2015-2016 were Retail Trade and Oil & Gas, accounting for a total of sales tax revenue to date of 56.35%.

3. **Year-to-Date Sales Tax Revenue Comparison by Category & Fiscal Year** – table includes a comparison of Fiscal Year 2017-2018 year-to-date sales tax receipts, by market category, to Fiscal Year 2016-2017 and Fiscal Year 2015-2016 along with monetary and percent variances.

After two months of collected sales tax receipts, the following categories are showing improvement comparing Fiscal Year 2017-2018 sales tax receipts to both Fiscal Year 2016-2017 and Fiscal Year 2015-2016:

- The Fiscal Year 2017-2018 *Construction* sales tax revenue category compared to Fiscal Year 2016-2017 and Fiscal Year 2015-2016 is greater by \$87K and \$40K, respectively;
- The Fiscal Year 2017-2018 *Finance/Insurance/Leasing* sales tax revenue category compared to Fiscal Year 2016-2017 and Fiscal Year 2015-2016 is greater by \$48K and \$25K, respectively;
- The Fiscal Year 2017-2018 *Professional & Other Services* sales tax revenue category compared to Fiscal Year 2016-2017 and Fiscal Year 2015-2016 is greater by \$35K and \$18K, respectively;
- The Fiscal Year 2017-2018 *Restaurants & Food Services* sales tax revenue category compared to Fiscal Year 2016-2017 and Fiscal Year 2015-2016 is greater by \$47K and \$2K, respectively;
- The Fiscal Year 2017-2018 *Retail Trade* sales tax revenue category compared to Fiscal Year 2016-2017 and Fiscal Year 2015-2016 is greater by \$263K and \$189K, respectively;
- The Fiscal Year 2017-2018 *Utilities & Waste Management* sales tax revenue category compared to Fiscal Year 2016-2017 and Fiscal Year 2015-2016 is greater by \$32K and \$66K, respectively; and,
- The Fiscal Year 2017-2018 *Wholesale Trade* sales tax revenue category compared to Fiscal Year 2016-2017 and Fiscal Year 2015-2016 is greater by \$63K and \$18K, respectively.

After one month of collected sales tax receipts, the remaining Fiscal Year 2017-2018 sales tax revenue categories are above Fiscal Year 2016-2017 but lagging Fiscal Year 2015-2016 and the noticeable sales tax revenue category variances are as follows:

- The Fiscal Year 2017-2018 *Manufacturing & Warehousing* sales tax revenue category is \$33K greater than Fiscal Year 2016-2017 but is still lagging Fiscal Year 2015-2016 by \$36K; and,
- The Fiscal Year 2017-2018 *Oil & Gas* sales tax revenue category is \$372K greater than Fiscal Year 2016-2017 but is still lagging Fiscal Year 2015-2016 by \$336K.

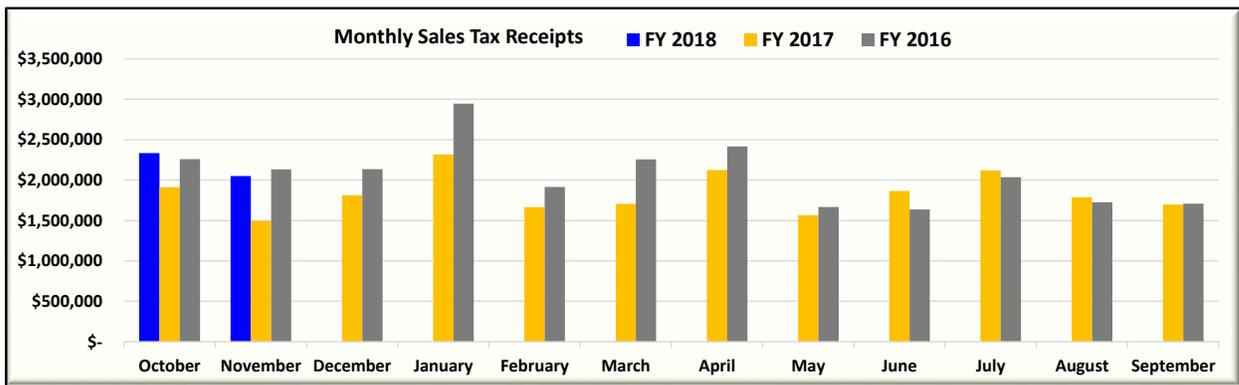
4. **City of Victoria Fiscal Year 2017-2018 Sales Tax Receipts Analysis** – table includes seven-year history (FY 2011 thru 2017) of sales tax receipts and Fiscal Year 2017-2018 budget and actual sales tax receipts, with monetary and percent variances, for the following:

- *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 2015-16 thru Fiscal Year 2017-18*

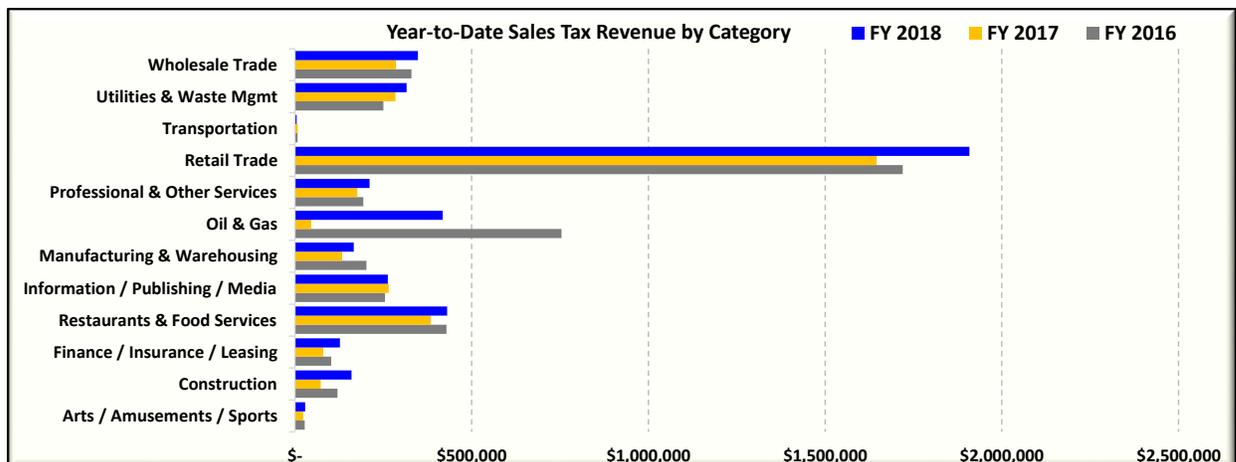
All Categories	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 2,260,025	\$ 1,913,202	\$ 2,333,747	\$ 420,545	22.0%	\$ 73,722	3.3%
November	2,131,557	1,494,471	2,050,732	556,261	37.2%	(80,825)	-3.8%
December	2,134,929	1,811,784	-				
January	2,945,176	2,316,481	-				
February	1,915,637	1,664,524	-				
March	2,255,169	1,705,315	-				
April	2,416,372	2,124,539	-				
May	1,667,019	1,565,025	-				
June	1,637,022	1,864,053	-				
July	2,037,182	2,120,669	-				
August	1,725,841	1,788,963	-				
September	1,707,591	1,696,184	-				
<b>Grand Total:</b>	<b>\$ 24,833,520</b>	<b>\$ 22,065,210</b>	<b>\$ 4,384,479</b>	<b>\$ 976,806</b>	<b>28.7%</b>	<b>\$ (7,103)</b>	<b>-0.2%</b>



## 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 November*

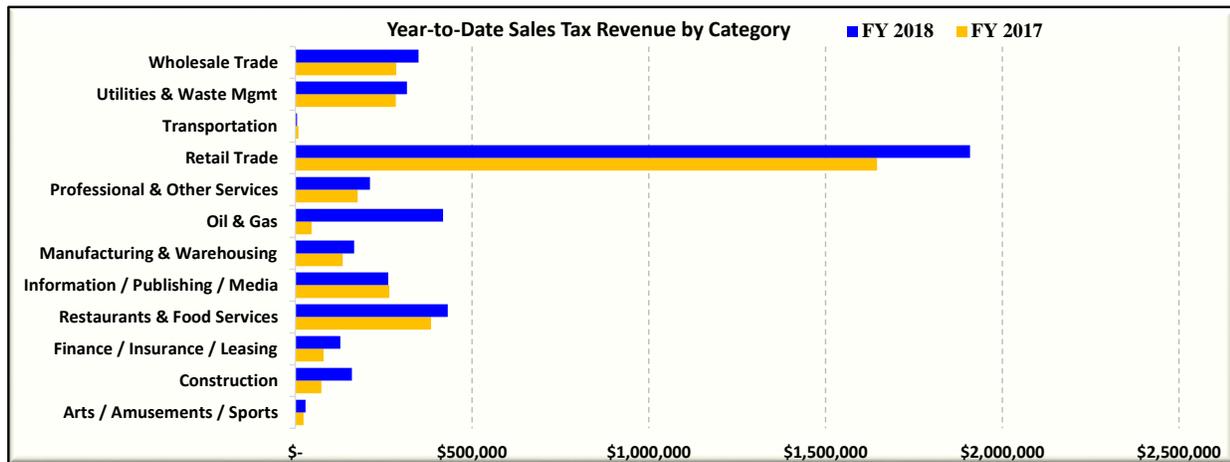
Category	FY 2016 - Oct. thru Nov.		FY 2017 - Oct. thru Nov.		FY 2018 - Oct. thru Nov.	
Arts / Amusements / Sports	\$ 27,534	0.63%	\$ 23,450	0.69%	\$ 28,964	0.66%
Construction	120,317	2.74%	73,471	2.16%	160,362	3.66%
Finance / Insurance / Leasing	102,578	2.34%	79,874	2.34%	127,500	2.91%
Restaurants & Food Services	428,596	9.76%	384,246	11.28%	430,974	9.83%
Information / Publishing / Media	254,717	5.80%	265,724	7.80%	262,905	6.00%
Manufacturing & Warehousing	202,299	4.61%	133,973	3.93%	166,508	3.80%
Oil & Gas	754,327	17.18%	45,778	1.34%	418,132	9.54%
Professional & Other Services	193,474	4.41%	176,488	5.18%	211,155	4.82%
Retail Trade	1,720,086	39.17%	1,646,069	48.30%	1,908,610	43.53%
Transportation	7,408	0.17%	8,485	0.25%	5,202	0.12%
Utilities & Waste Mgmt	250,325	5.70%	284,288	8.34%	315,840	7.20%
Wholesale Trade	329,920	7.51%	285,827	8.39%	348,329	7.94%
<b>Grand Total:</b>	<b>\$ 4,391,582</b>		<b>\$ 3,407,673</b>		<b>\$ 4,384,479</b>	



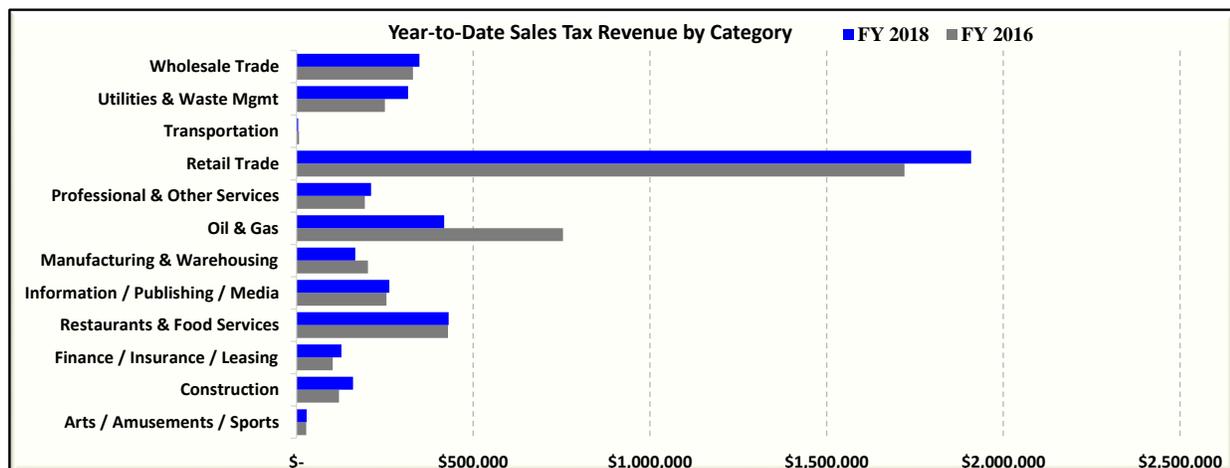
## Year-to-Date Sales Tax Revenue Comparison by Category & Fiscal Years

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

Category	FY 2017 - Oct. thru Nov.		FY 2018 - Oct. thru Nov.		FY 2018 vs. FY 2017	
Arts / Amusements / Sports	\$ 23,450	0.69%	\$ 28,964	0.66%	\$ 5,514	23.51%
Construction	73,471	2.16%	160,362	3.66%	86,891	118.27%
Finance / Insurance / Leasing	79,874	2.34%	127,500	2.91%	47,626	59.63%
Restaurants & Food Services	384,246	11.28%	430,974	9.83%	46,729	12.16%
Information / Publishing / Media	265,724	7.80%	262,905	6.00%	(2,819)	-1.06%
Manufacturing & Warehousing	133,973	3.93%	166,508	3.80%	32,535	24.28%
Oil & Gas	45,778	1.34%	418,132	9.54%	372,353	813.38%
Professional & Other Services	176,488	5.18%	211,155	4.82%	34,667	19.64%
Retail Trade	1,646,069	48.30%	1,908,610	43.53%	262,541	15.95%
Transportation	8,485	0.25%	5,202	0.12%	(3,283)	-38.69%
Utilities & Waste Mgmt	284,288	8.34%	315,840	7.20%	31,552	11.10%
Wholesale Trade	285,827	8.39%	348,329	7.94%	62,502	21.87%
<b>Grand Total:</b>	<b>\$ 3,407,673</b>		<b>\$ 4,384,479</b>		<b>\$ 976,806</b>	<b>28.66%</b>

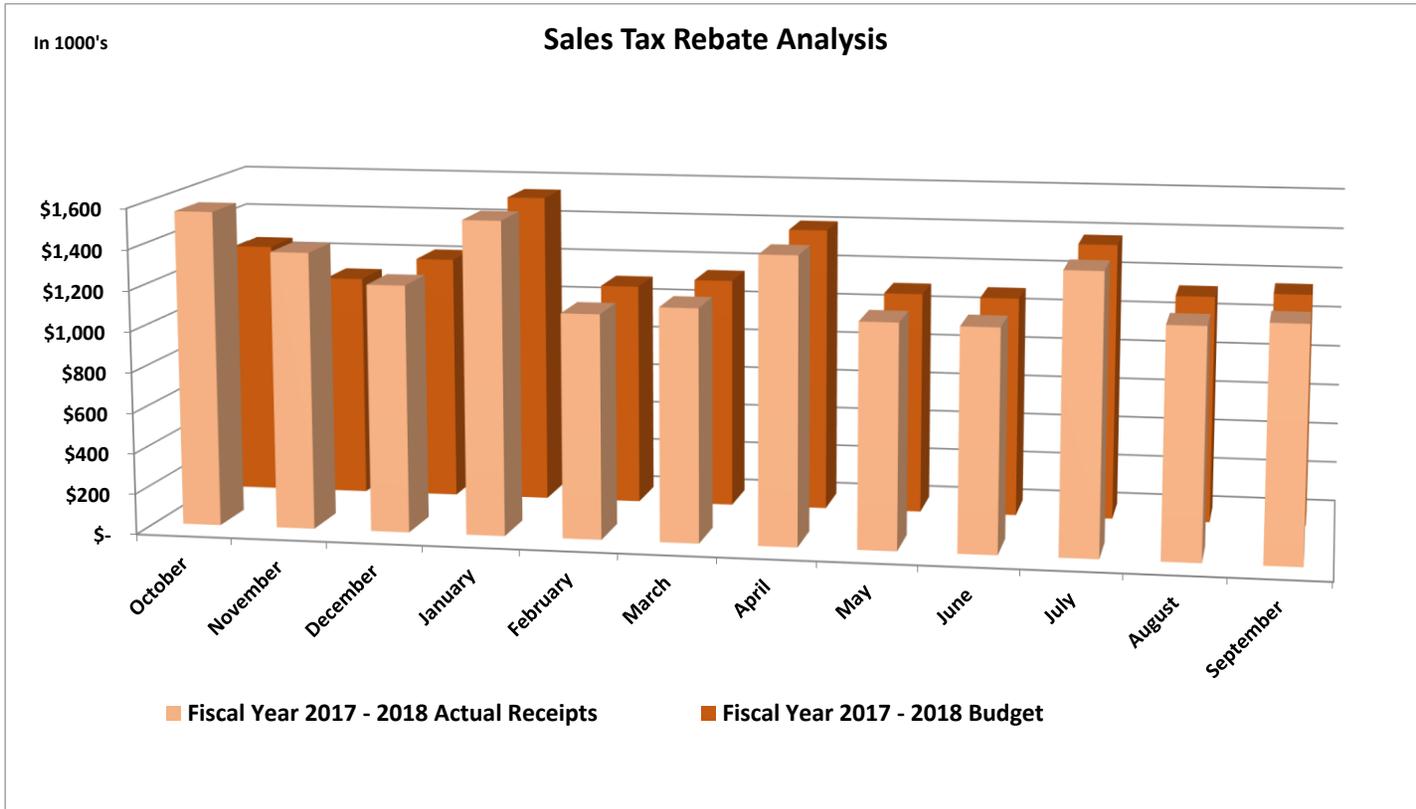


Category	FY 2016 - Oct. thru Nov.		FY 2018 - Oct. thru Nov.		FY 2018 vs. FY 2016	
Arts / Amusements / Sports	\$ 27,534	0.63%	\$ 28,964	0.66%	\$ 1,430	5.19%
Construction	120,317	2.74%	160,362	4.71%	40,045	33.28%
Finance / Insurance / Leasing	102,578	2.34%	127,500	3.74%	24,922	24.30%
Restaurants & Food Services	428,596	9.76%	430,974	12.65%	2,378	0.55%
Information / Publishing / Media	254,717	5.80%	262,905	7.72%	8,188	3.21%
Manufacturing & Warehousing	202,299	4.61%	166,508	4.89%	(35,791)	-17.69%
Oil & Gas	754,327	17.18%	418,132	12.27%	(336,196)	-44.57%
Professional & Other Services	193,474	4.41%	211,155	6.20%	17,681	9.14%
Retail Trade	1,720,086	39.17%	1,908,610	56.01%	188,523	10.96%
Transportation	7,408	0.17%	5,202	0.15%	(2,207)	-29.79%
Utilities & Waste Mgmt	250,325	5.70%	315,840	9.27%	65,515	26.17%
Wholesale Trade	329,920	7.51%	348,329	10.22%	18,409	5.58%
<b>Grand Total:</b>	<b>\$ 4,391,582</b>		<b>\$ 4,384,479</b>		<b>\$ (7,103)</b>	<b>-0.16%</b>



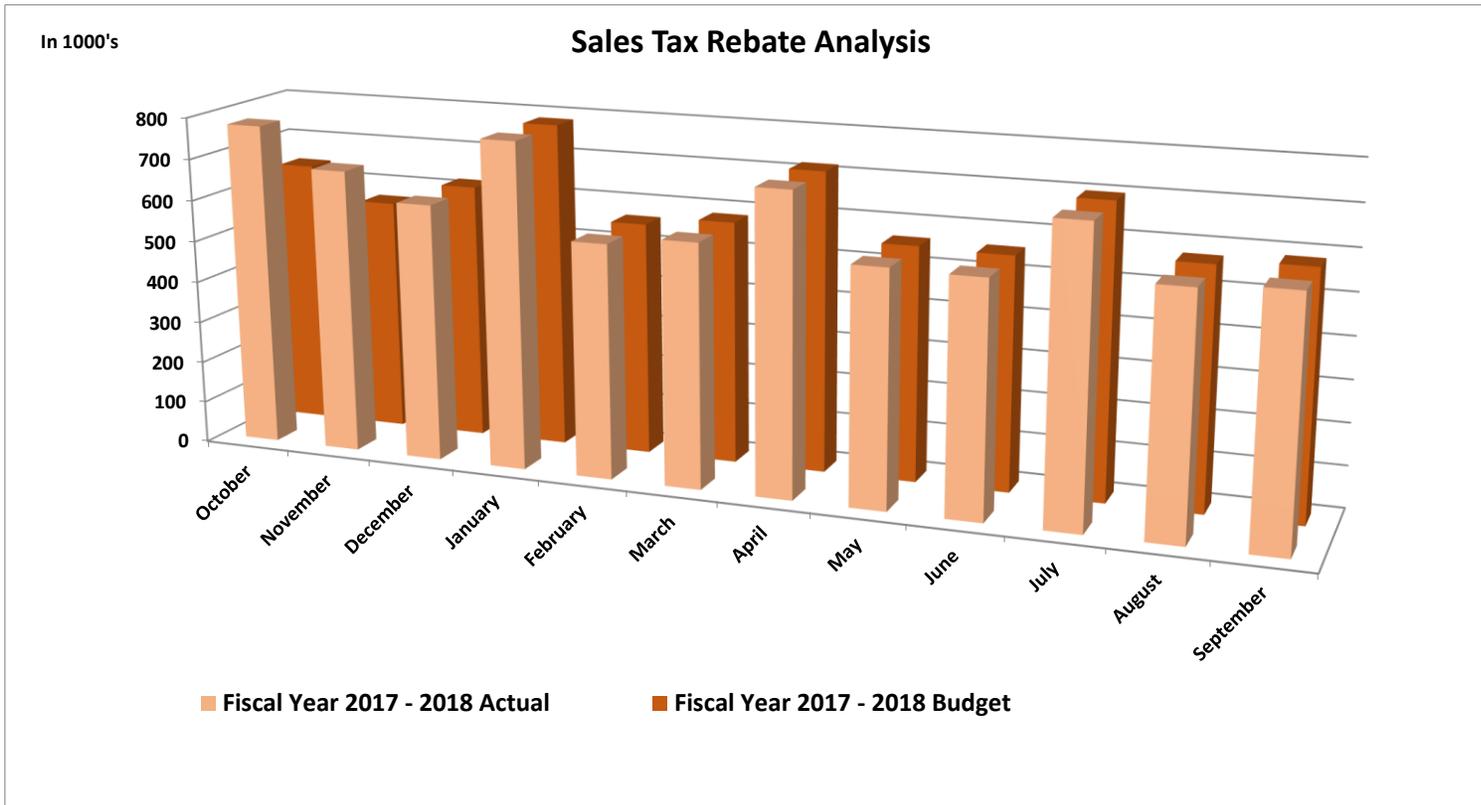
City of Victoria General Fund  
Sales Tax Receipts Analysis

DATE	Actual Receipts FY 10-11	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	(A) Actual Receipts FY 16-17	Fiscal Year 2017 - 2018					Previous Year Monthly % Change COL: C / A	Previous Year Cumulative % Change COL: C / A
								(B) Budgeted Receipts FY 17-18	(C) Actual / Estimate Receipts FY 17-18	Current Year Monthly % Change COL: C / B	Current Year Cumulative % Change COL: C / B	FY 17-18 Budget Collected \$14,654		
October	\$ 1,241	\$ 1,544	\$ 1,541	\$ 1,292	\$ 1,707	\$ 1,507	\$ 1,275	\$ 1,262	\$ 1,556	23.30%	23.30%	10.62%	22.04%	22.04%
November	834	1,275	1,426	1,323	1,481	1,421	996	1,108	1,367	23.38%	23.33%	19.95%	37.25%	28.71%
December	1,051	1,350	1,334	1,336	1,429	1,423	1,208	1,219	1,219					
January	1,540	1,884	1,753	1,866	2,066	1,963	1,544	1,545	1,545					
February	1,061	1,290	1,310	1,258	1,270	1,277	1,110	1,105	1,105					
March	1,039	1,370	1,395	1,338	1,367	1,503	1,137	1,147	1,147					
April	1,376	1,712	1,698	1,647	1,647	1,611	1,416	1,413	1,413					
May	1,200	1,347	1,420	1,456	1,353	1,111	1,043	1,105	1,105					
June	1,181	1,380	1,255	1,542	1,429	1,091	1,243	1,095	1,095					
July	1,528	1,651	1,653	1,662	1,581	1,358	1,414	1,374	1,374					
August	1,307	1,329	1,381	1,475	1,321	1,151	1,193	1,129	1,129					
September	1,409	1,400	1,350	1,498	1,287	1,138	1,131	1,152	1,152					
	<u>\$ 14,767</u>	<u>\$ 17,532</u>	<u>\$ 17,516</u>	<u>\$ 17,693</u>	<u>\$ 17,938</u>	<u>\$ 16,554</u>	<u>\$ 14,710</u>	<u>\$ 14,654</u>	<u>\$ 15,207</u>					



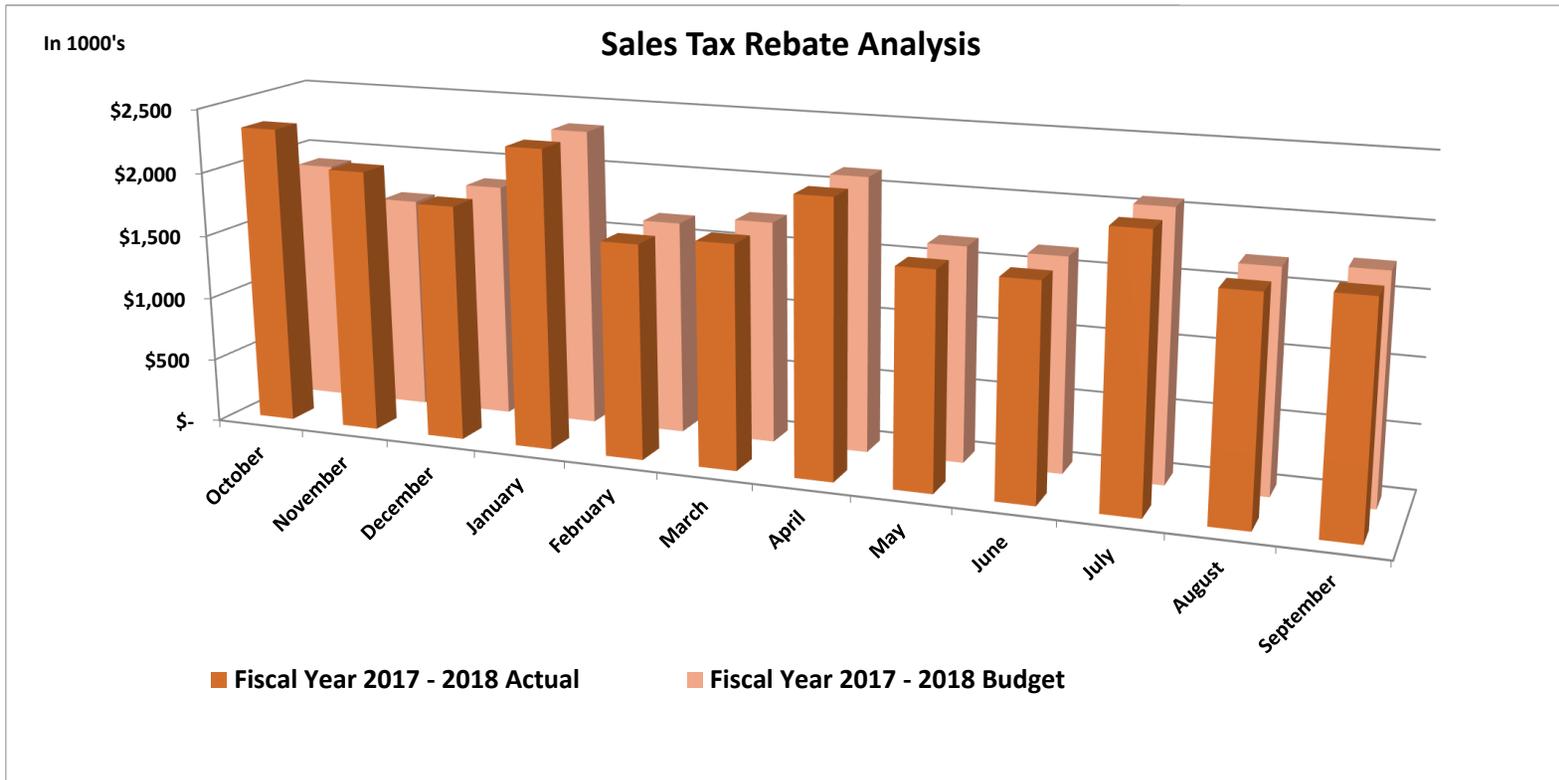
Victoria Sales Tax Development Corporation  
Sales Tax Receipts Analysis

DATE	Actual Receipts FY 10-11	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	(A) Actual Receipts FY 16-17	Fiscal Year 2017 - 2018					Previous Year Monthly % Change COL: C / A	Previous Year Cumulative % Change COL: C / A
								(B) Budgeted Receipts FY 17-18	(C) Actual / Estimate Receipts FY 17-18	Current Year Monthly % Change COL: C / B	Current Year Cumulative % Change COL: C / B	FY 17-18 % of Budget Collected \$7,442		
October	\$ 621	\$ 771	\$ 770	\$ 646	\$ 853	\$ 753	\$ 638	\$ 641	\$ 778	21.37%	21.37%	10.45%	21.94%	21.94%
November	417	637	713	662	740	710	498	563	684	21.49%	21.43%	19.65%	37.35%	28.70%
December	525	675	667	668	715	712	604	619	619					
January	770	944	877	933	1,033	982	772	784	784					
February	531	646	655	629	635	638	555	561	561					
March	520	685	698	669	684	752	568	582	582					
April	688	856	849	823	823	805	708	718	718					
May	600	674	710	728	677	556	522	561	561					
June	591	690	627	771	714	546	621	557	557					
July	764	826	827	831	791	679	707	698	698					
August	654	665	691	737	660	575	596	573	573					
September	704	700	675	749	644	569	565	585	585					
	<b>\$ 7,385</b>	<b>\$ 8,769</b>	<b>\$ 8,759</b>	<b>\$ 8,846</b>	<b>\$ 8,969</b>	<b>\$ 8,277</b>	<b>\$ 7,354</b>	<b>\$ 7,442</b>	<b>\$ 7,700</b>					



City of Victoria & VSTDC Combined  
Sales Tax Receipts Analysis

DATE	Actual Receipts FY 10-11	Actual Receipts FY 11-12	Actual Receipts FY 12-13	Actual Receipts FY 13-14	Actual Receipts FY 14-15	(A) Actual Receipts FY 15-16	(A) Actual Receipts FY 16-17	Fiscal Year 2017 - 2018					Previous Year Monthly % Change COL: C / A	Previous Year Cumulative % Change COL: C / A
								(B) Budgeted Receipts FY 17-18	(C) Actual / Estimate Receipts FY 17-18	Current Year Monthly % Change COL: C / B	Current Year Cumulative % Change COL: C / B	FY 17-18 % of Budget Collected \$22,096		
October	\$ 1,862	\$ 2,315	\$ 2,311	\$ 1,938	\$ 2,560	\$ 2,260	\$ 1,913	\$ 1,903	\$ 2,334	22.65%	22.65%	10.56%	22.01%	22.01%
November	1,251	1,912	2,139	1,985	2,221	2,131	1,494	1,671	2,051	22.74%	22.69%	19.85%	37.28%	28.71%
December	1,576	2,025	2,001	2,004	2,144	2,135	1,812	1,838	1,838					
January	2,310	2,828	2,630	2,799	3,099	2,945	2,316	2,329	2,329					
February	1,592	1,936	1,965	1,887	1,905	1,915	1,665	1,666	1,666					
March	1,559	2,055	2,093	2,007	2,051	2,255	1,705	1,729	1,729					
April	2,064	2,568	2,547	2,470	2,470	2,416	2,124	2,131	2,131					
May	1,800	2,021	2,130	2,184	2,030	1,667	1,565	1,666	1,666					
June	1,772	2,070	1,882	2,313	2,143	1,637	1,864	1,652	1,652					
July	2,292	2,477	2,480	2,493	2,372	2,037	2,121	2,072	2,072					
August	1,961	1,994	2,072	2,212	1,981	1,726	1,789	1,702	1,702					
September	2,113	2,100	2,025	2,247	1,931	1,707	1,696	1,737	1,737					
	<u>\$ 22,152</u>	<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>\$ 22,096</u>	<u>\$ 22,907</u>					



## SALES TAX REVENUE ANALYSIS REPORT

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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 2015-2016 thru Fiscal Year 2017-2018 along with Fiscal Year 2017-2018 monetary and percent variances, compared to Fiscal Year 2016-2017 and Fiscal Year 2015-2016.

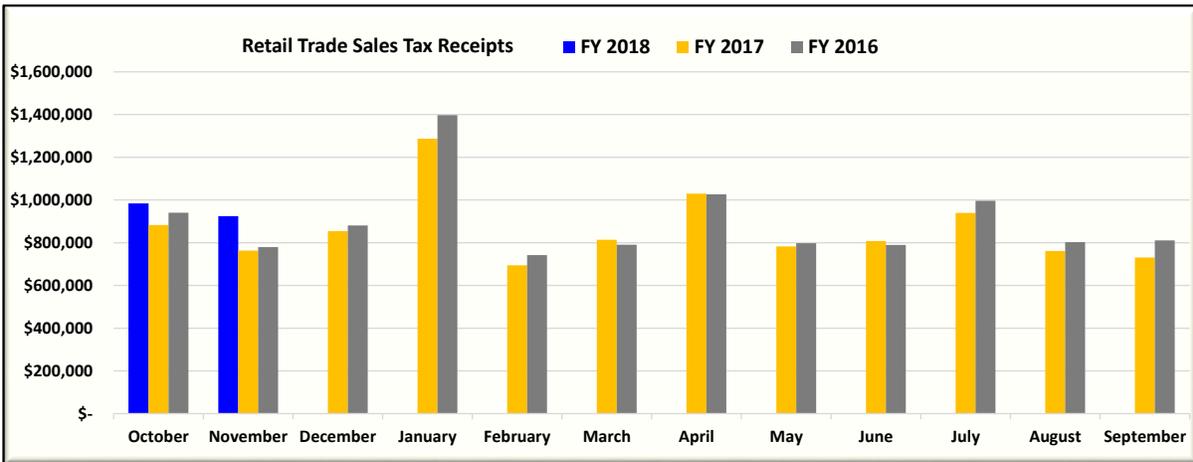
After two months of sales tax receipts collected for Fiscal Year 2017-2018, the twelve sales tax revenue categories are reflecting the following variances, compared to Fiscal Year 2016-2017 and Fiscal Year 2015-2016, respectively.

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 \$263K or 15.9 percent and \$189K or 11.0 percent;
2. **Restaurants and Food Services** sales tax revenue category is \$47K or 12.2 percent and \$2K or 0.6 percent;
3. **Oil & Gas** sales tax revenue category is \$372K or 813.4 percent and -\$336K or -44.6 percent;
4. **Wholesale Trade** sales tax revenue category is \$63K or 21.9 percent and \$18K or 5.6 percent;
5. **Utilities and Waste Management** sales tax revenue category is \$32K or 11.1 percent and \$66K or 26.2 percent;
6. **Information, Publishing & Media** sales tax revenue category is -\$3k or -1.1 percent and \$8K or 3.2 percent;
7. **Professional & Other Services** sales tax revenue category is \$35K or 19.6 percent and \$18K or 9.1 percent;
8. **Manufacturing and Warehousing** sales tax revenue category is \$33K or 24.3 percent and -\$36K or -17.7 percent;
9. **Construction** sales tax revenue category is \$87K or 118.3 percent and \$40K or 33.3 percent;
10. **Finance, Insurance & Leasing** sales tax revenue category is \$48K or 59.6 percent and \$25K or 24.3 percent;
11. **Arts, Amusements & Sports** sales tax revenue category is \$6K or 23.5 percent and \$1K or 5.2 percent; and,
12. **Transportation** sales tax revenue category is -\$3K or -38.7 percent and -\$2K or -29.8 percent.

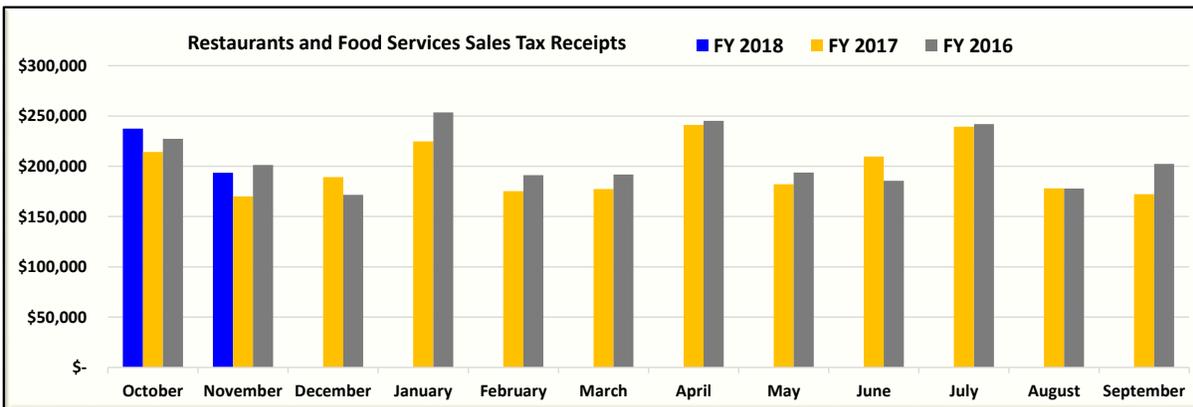
## Monthly Sales Tax Revenue by Category and Fiscal Year

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 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 940,750	\$ 883,117	\$ 984,543	\$ 101,426	11.5%	\$ 43,794	4.7%
November	779,337	762,952	924,066	161,115	21.1%	144,730	18.6%
December	880,399	854,249					
January	1,397,663	1,287,377					
February	741,800	693,922					
March	790,128	814,136					
April	1,026,741	1,029,197					
May	797,254	782,662					
June	789,872	807,385					
July	996,482	939,470					
August	803,114	761,313					
September	810,402	731,272					
<b>Grand Total:</b>	<b>\$ 10,753,941</b>	<b>\$ 10,347,050</b>	<b>\$ 1,908,610</b>	<b>\$ 262,541</b>	<b>15.9%</b>	<b>\$ 188,523</b>	<b>11.0%</b>



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

Restaurants and Food Services	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 227,275	\$ 214,091	\$ 237,461	\$ 23,370	10.9%	\$ 10,186	4.5%
November	201,322	170,155	193,514	23,359	13.7%	(7,808)	-3.9%
December	171,567	189,161					
January	253,471	224,778					
February	191,209	175,218					
March	191,925	177,437					
April	245,203	241,118					
May	193,841	182,201					
June	185,593	209,776					
July	242,036	239,326					
August	177,742	177,990					
September	202,459	172,266					
<b>Grand Total:</b>	<b>\$ 2,483,642</b>	<b>\$ 2,373,514</b>	<b>\$ 430,974</b>	<b>\$ 46,729</b>	<b>12.2%</b>	<b>\$ 2,378</b>	<b>0.6%</b>

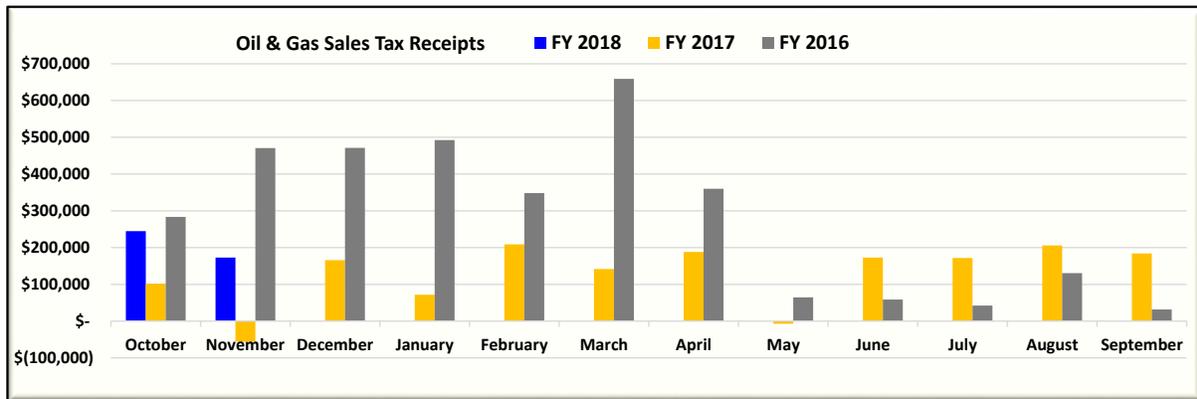


## Monthly Sales Tax Revenue by Category and Fiscal Year

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

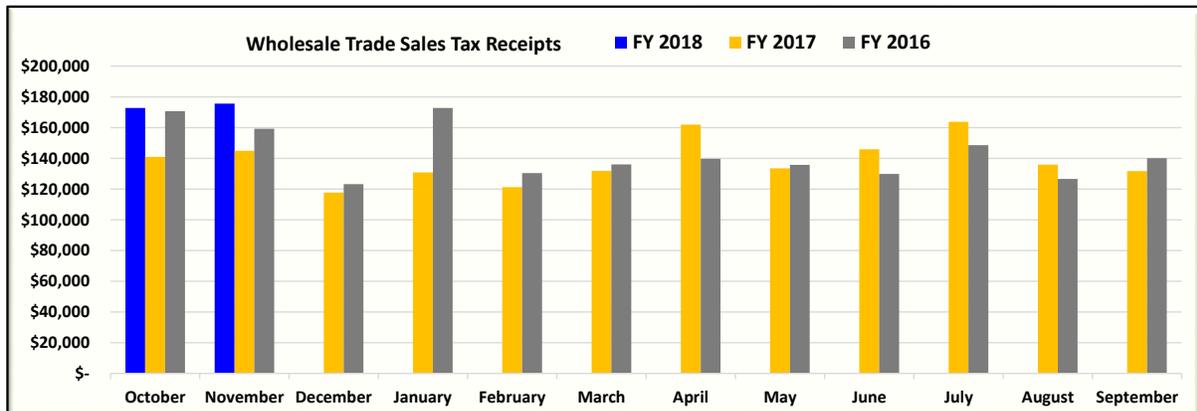
Oil & Gas	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 283,791	\$ 101,752	\$ 244,984	\$ 143,232	140.8%	\$ (38,807)	-13.7%
November	470,536	(55,973)	173,148	229,121	-409.3%	(297,388)	-63.2%
December	471,273	166,024					
January	492,254	71,490					
February	348,551	208,821					
March	659,349	141,789					
April	359,976	188,215					
May	64,698	(7,058)					
June	59,019	172,977					
July	42,035	171,766					
August	130,350	206,022					
September	31,670	184,089					
<b>Grand Total:</b>	<b>\$ 3,413,503</b>	<b>\$ 1,549,914</b>	<b>\$ 418,132</b>	<b>\$ 372,353</b>	<b>813.4%</b>	<b>\$ (336,196)</b>	<b>-44.6%</b>

Note: Negative values are due to Audit Adjustments included in totals above - Nov 2016 (\$158,355) & May 2017 (\$83,444)



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

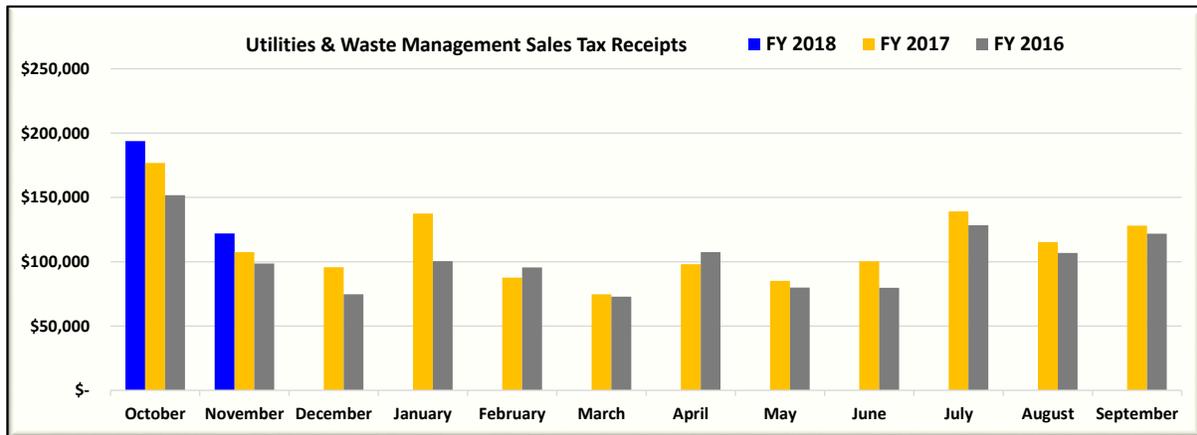
Wholesale Trade	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 170,628	\$ 140,963	\$ 172,751	\$ 31,788	22.6%	\$ 2,122	1.2%
November	159,292	144,864	175,578	30,714	21.2%	16,286	10.2%
December	123,156	117,775					
January	172,758	130,771					
February	130,345	121,294					
March	136,056	131,781					
April	139,623	161,945					
May	135,775	133,435					
June	129,777	145,945					
July	148,515	163,783					
August	126,588	135,935					
September	140,061	131,703					
<b>Grand Total:</b>	<b>\$ 1,712,575</b>	<b>\$ 1,660,194</b>	<b>\$ 348,329</b>	<b>\$ 62,502</b>	<b>21.9%</b>	<b>\$ 18,409</b>	<b>5.6%</b>



## Monthly Sales Tax Revenue by Category and Fiscal Year

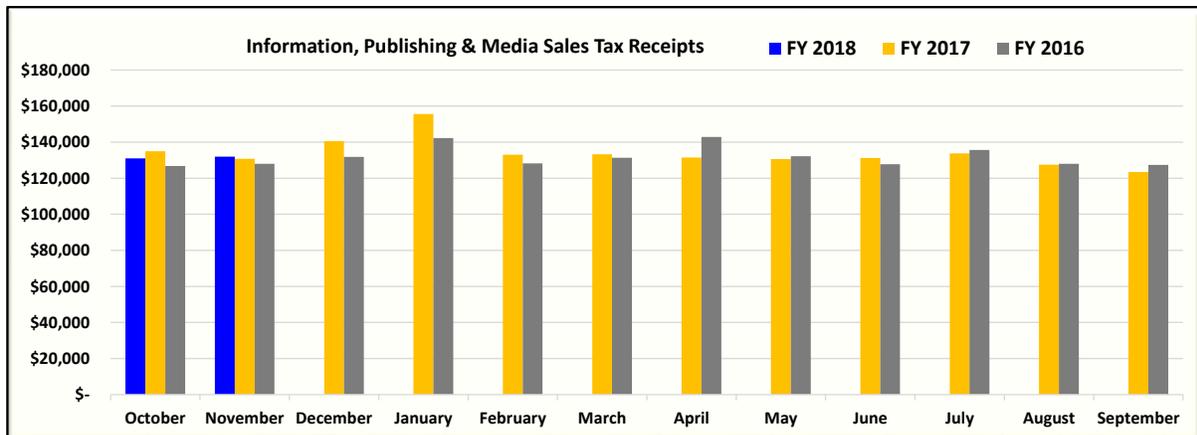
### Utilities & Waste Management - Categories such as Electric Power & Natural Gas Distribution & Generation, Sewage Treatment Facilities and Water Supply & Irrigation Systems

Utilities and Waste Management	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 151,787	\$ 176,846	\$ 193,864	\$ 17,017	9.6%	\$ 42,077	27.7%
November	98,538	107,441	121,976	14,535	13.5%	23,438	23.8%
December	74,640	95,689					
January	100,395	137,519					
February	95,523	87,676					
March	72,860	74,699					
April	107,529	98,028					
May	79,946	85,212					
June	79,727	100,254					
July	128,288	139,137					
August	106,802	115,241					
September	121,775	128,068					
<b>Grand Total:</b>	<b>\$ 1,217,810</b>	<b>\$ 1,345,811</b>	<b>\$ 315,840</b>	<b>\$ 31,552</b>	<b>11.1%</b>	<b>\$ 65,515</b>	<b>26.2%</b>



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

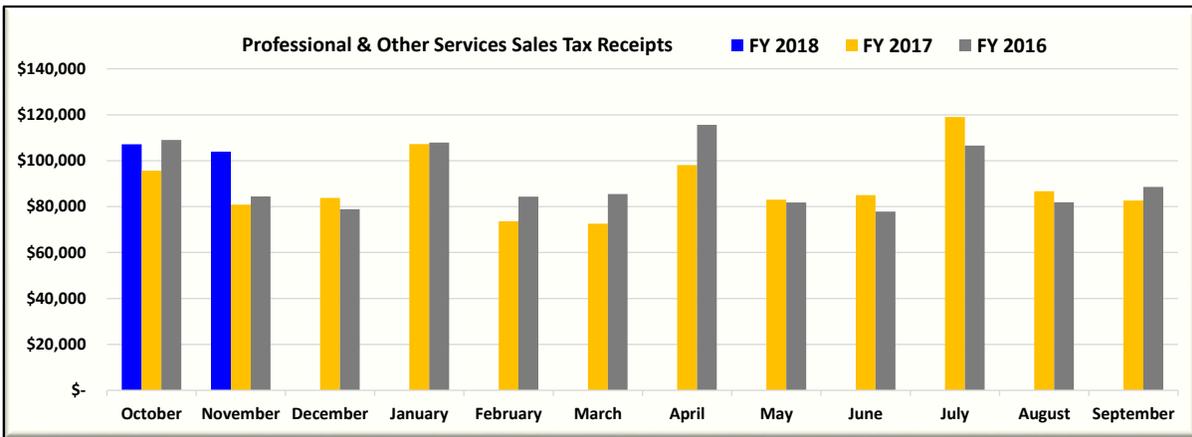
Information, Publishing & Media	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 126,740	\$ 134,943	\$ 130,968	\$ (3,975)	-2.9%	\$ 4,228	3.3%
November	127,977	130,781	131,936	1,156	0.9%	3,960	3.1%
December	131,862	140,565					
January	142,287	155,540					
February	128,235	133,016					
March	131,372	133,254					
April	142,906	131,481					
May	132,217	130,655					
June	127,712	131,182					
July	135,673	133,784					
August	127,944	127,469					
September	127,358	123,467					
<b>Grand Total:</b>	<b>\$ 1,582,284</b>	<b>\$ 1,606,136</b>	<b>\$ 262,905</b>	<b>\$ (2,819)</b>	<b>-1.1%</b>	<b>\$ 8,188</b>	<b>3.2%</b>



## Monthly Sales Tax Revenue by Category and Fiscal Year

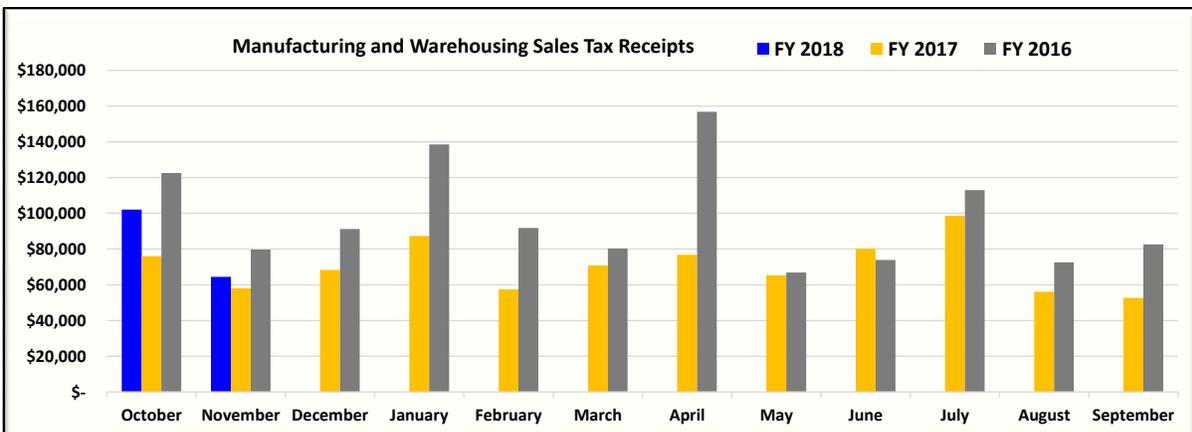
### Professional & Other Services - Categories such as Administrative Serv., Eng., Atty., and Repair & Maint. Contractors

Professional & Other Services	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 109,013	\$ 95,635	\$ 107,174	\$ 11,539	12.1%	\$ (1,839)	-1.7%
November	84,461	80,853	103,981	23,128	28.6%	19,520	23.1%
December	78,860	83,793					
January	107,939	107,253					
February	84,302	73,620					
March	85,509	72,587					
April	115,579	98,098					
May	81,757	82,999					
June	77,861	84,981					
July	106,589	118,970					
August	81,851	86,694					
September	88,612	82,649					
<b>Grand Total:</b>	<b>\$ 1,102,333</b>	<b>\$ 1,068,133</b>	<b>\$ 211,155</b>	<b>\$ 34,667</b>	<b>19.6%</b>	<b>\$ 17,681</b>	<b>9.1%</b>



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

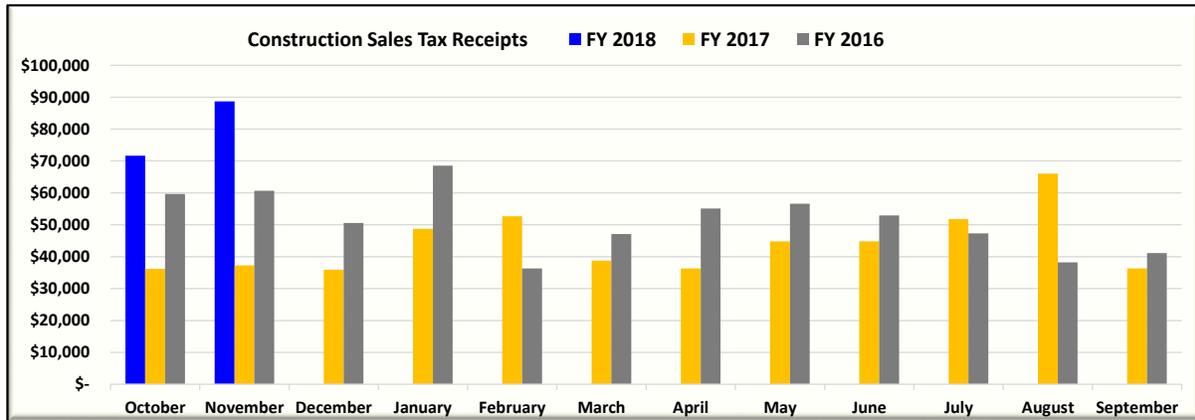
Manufacturing and Warehousing	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 122,623	\$ 75,993	\$ 102,064	\$ 26,071	34.3%	\$ (20,558)	-16.8%
November	79,676	57,980	64,443	6,464	11.1%	(15,233)	-19.1%
December	91,166	68,264					
January	138,573	87,270					
February	91,742	57,351					
March	80,254	70,814					
April	156,852	76,754					
May	66,857	65,276					
June	73,899	80,188					
July	113,022	98,605					
August	72,524	56,114					
September	82,639	52,723					
<b>Grand Total:</b>	<b>\$ 1,169,826</b>	<b>\$ 847,333</b>	<b>\$ 166,508</b>	<b>\$ 32,535</b>	<b>24.3%</b>	<b>\$ (35,791)</b>	<b>-17.7%</b>



## Monthly Sales Tax Revenue by Category and Fiscal Year

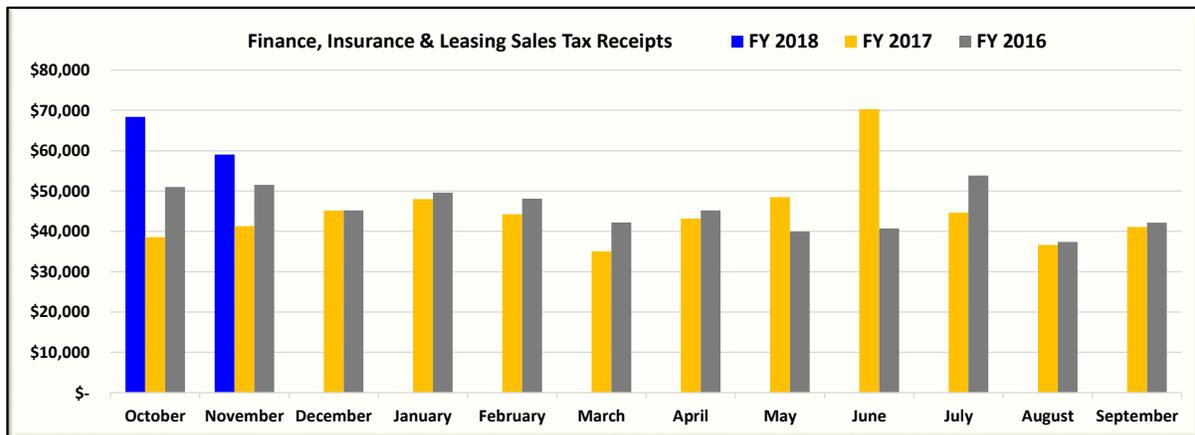
### Construction - Categories such as Plumbing, HVAC, Electrical, & other General Construction Contractors

Construction	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 59,662	\$ 36,192	\$ 71,664	\$ 35,471	98.0%	\$ 12,002	20.1%
November	60,655	37,279	88,698	51,420	137.9%	28,044	46.2%
December	50,569	35,938					
January	68,542	48,709					
February	36,343	52,678					
March	47,126	38,775					
April	55,107	36,337					
May	56,567	44,821					
June	52,902	44,797					
July	47,311	51,786					
August	38,236	66,049					
September	41,150	36,330					
<b>Grand Total:</b>	<b>\$ 614,172</b>	<b>\$ 529,691</b>	<b>\$ 160,362</b>	<b>\$ 86,891</b>	<b>118.3%</b>	<b>\$ 40,045</b>	<b>33.3%</b>



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

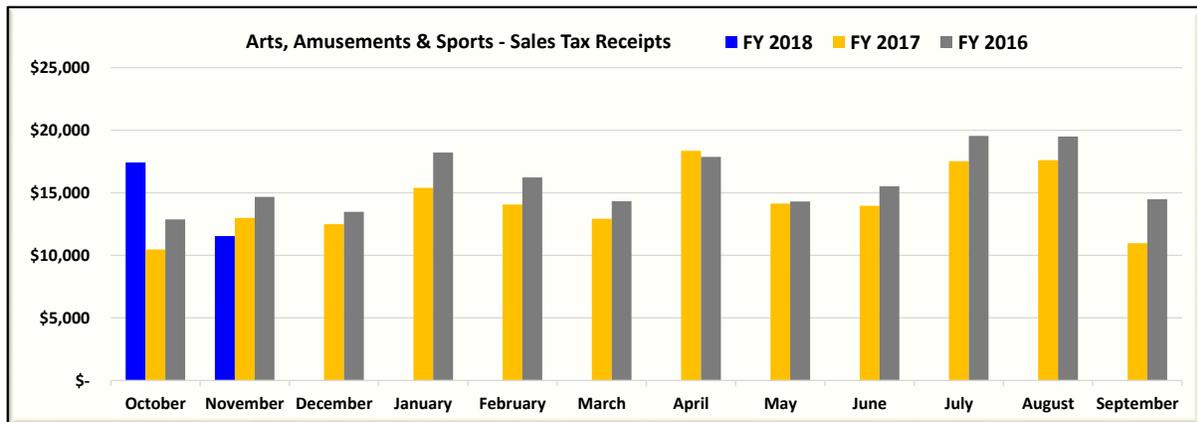
Finance, Insurance & Leasing	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 51,027	\$ 38,577	\$ 68,422	\$ 29,846	77.4%	\$ 17,396	34.1%
November	51,551	41,297	59,077	17,780	43.1%	7,526	14.6%
December	45,209	45,160					
January	49,635	48,004					
February	48,132	44,278					
March	42,217	35,027					
April	45,250	43,190					
May	39,946	48,517					
June	40,725	70,306					
July	53,851	44,633					
August	37,409	36,617					
September	42,158	41,106					
<b>Grand Total:</b>	<b>\$ 547,110</b>	<b>\$ 536,712</b>	<b>\$ 127,500</b>	<b>\$ 47,626</b>	<b>59.6%</b>	<b>\$ 24,922</b>	<b>24.3%</b>



## Monthly Sales Tax Revenue by Category and Fiscal Year

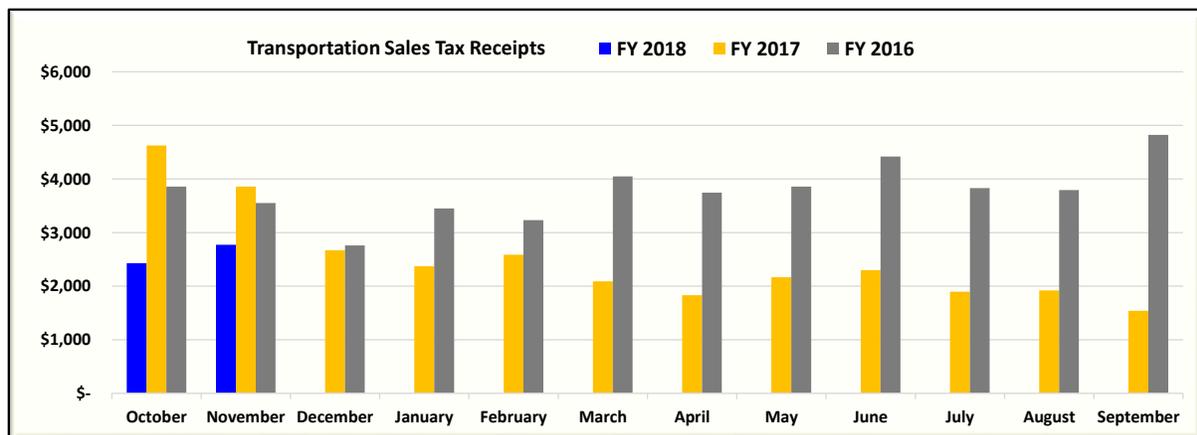
### Arts, Amusements & Sports - Categories such as Motion Picture, Theater, Fitness & Recreation Sports Centers & Golf Courses

Arts, Amusement & Sports	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 12,872	\$ 10,466	\$ 17,423	\$ 6,957	66.5%	\$ 4,551	35.4%
November	14,662	12,984	11,541	(1,443)	-11.1%	(3,121)	-21.3%
December	13,468	12,497					
January	18,209	15,399					
February	16,221	14,066					
March	14,325	12,929					
April	17,860	18,345					
May	14,305	14,139					
June	15,514	13,962					
July	19,548	17,515					
August	19,491	17,600					
September	14,484	10,972					
<b>Grand Total:</b>	<b>\$ 190,959</b>	<b>\$ 170,874</b>	<b>\$ 28,964</b>	<b>\$ 5,514</b>	<b>23.5%</b>	<b>\$ 1,430</b>	<b>5.2%</b>



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

Transportation	Fiscal Year 2015-16	Fiscal Year 2016-17	Fiscal Year 2017-18	FY 18 vs. FY 17		FY 18 vs. FY 16	
				\$ Variance	% Variance	\$ Variance	% Variance
October	\$ 3,857	\$ 4,627	\$ 2,429	\$ (2,198)	-47.5%	\$ (1,429)	-37.0%
November	3,551	3,858	2,773	(1,085)	-28.1%	(778)	-21.9%
December	2,760	2,670					
January	3,450	2,371					
February	3,232	2,585					
March	4,048	2,088					
April	3,745	1,831					
May	3,857	2,165					
June	4,420	2,300					
July	3,831	1,895					
August	3,792	1,920					
September	4,823	1,539					
<b>Grand Total:</b>	<b>\$ 45,366</b>	<b>\$ 29,848</b>	<b>\$ 5,202</b>	<b>\$ (3,283)</b>	<b>-38.7%</b>	<b>\$ (2,207)</b>	<b>-29.8%</b>



## SALES TAX REVENUE ANALYSIS REPORT

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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 (January 2016 to December 2017) is then compared to the same 12-month period one year prior to determine the Prior Year R12 value (January 2015 to December 2016). The change between the Current R12 and Prior Year R12 is the Current R12 percentage.

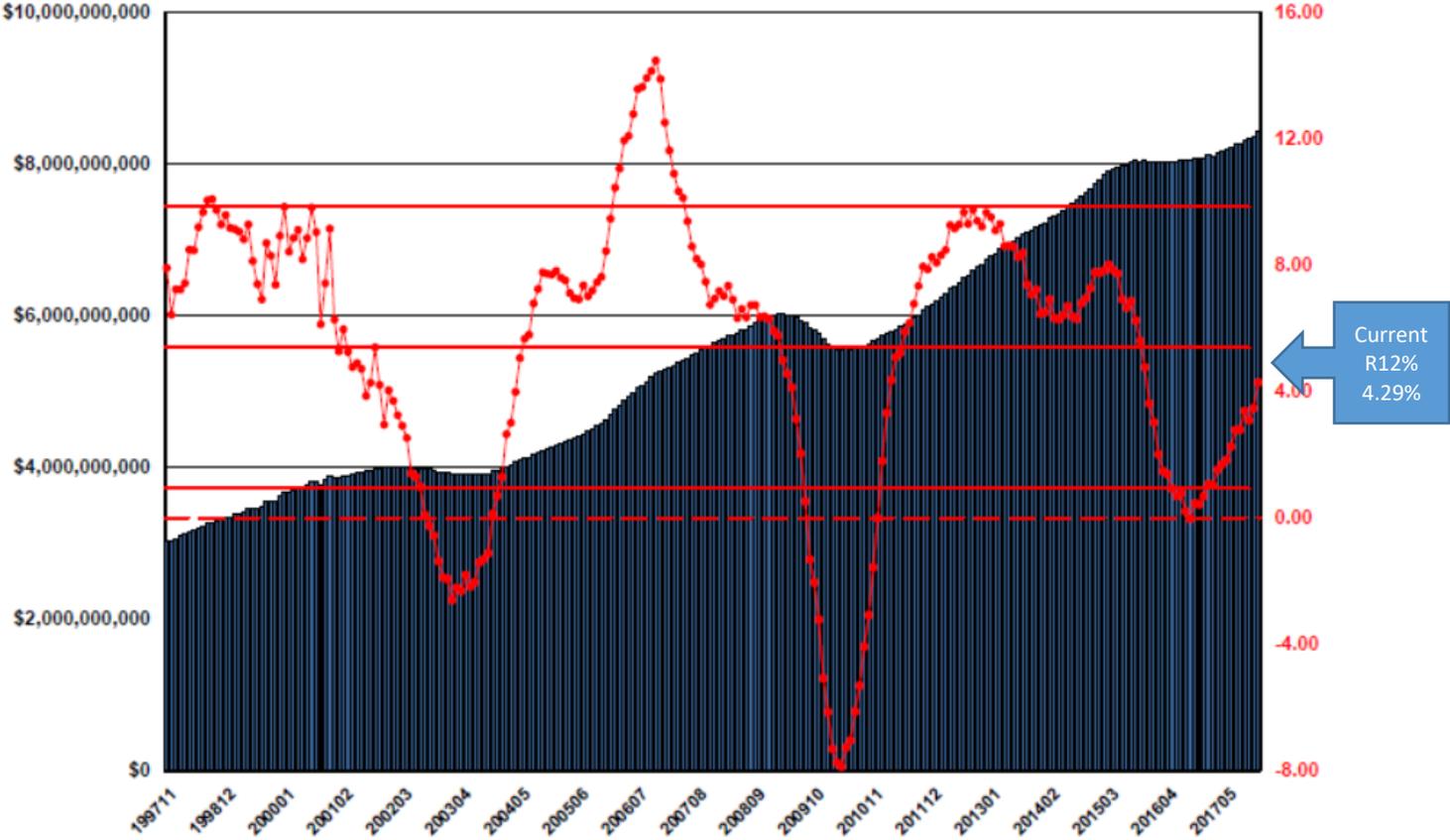
### HIGHLIGHTS FOR TEXAS R12 – AS OF DECEMBER 2017:

- 1) Twenty-Five-Year R12 Monthly Sales Tax Collection History Report Trend for *State of Texas*:
  - The recent declining trend in sales tax receipts “bottomed- out” around September 2016.
  - State’s current R12 percentage is 4.29, **up** from last month’s R12 percentage of 3.47.
- 2) Twenty-Five Year R12 Monthly Sales Tax Collection History Report Trend for *Texas Municipal League Region 11*:
  - The recent declining trend in sales tax receipts “bottomed-out” around September 2016.
  - TML Region 11’s current R12 percentage is 0.95, **up** from last month’s R12 percentage of 0.25.
- 3) Twenty-Five-Year R12 Monthly Sales Tax Collection History Report Trend for *City of Victoria*:
  - The recent declining trend in sales tax receipts appears to have “bottomed-out” around May 2017.
  - City’s current R12 month percentage is -3.39, **up** from last month’s R12 percentage of -8.18.
- 4) Twenty-Five Year R12 Monthly Sales Tax Collection History Report Trend for *County of Victoria*:
  - The recent declining trend in sales tax receipts appears to have “bottomed-out” around May 2017.
  - County’s current R12 month percentage is -3.18, **up** from last month’s R12 percentage of -7.94.
- 5) Twenty-Five Year R12 Monthly Sales Tax Collection History Report Trend for *City of Cuero*:
  - The declining trend in sales tax receipts “bottomed-out” around September 2016.
  - City of Cuero’s current R12 percentage is 1.27, **up** from last month’s R12 percentage of -1.97.
- 6) Twenty-Five Year R12 Monthly Sales Tax Collection History Report Trend for *City of Port Lavaca*:
  - The declining trend in sales tax receipts “bottomed-out” around November 2016.
  - City of Port Lavaca’s current R12 month percentage is 9.27, **up** from last month’s R12 percentage of 7.30.

**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.

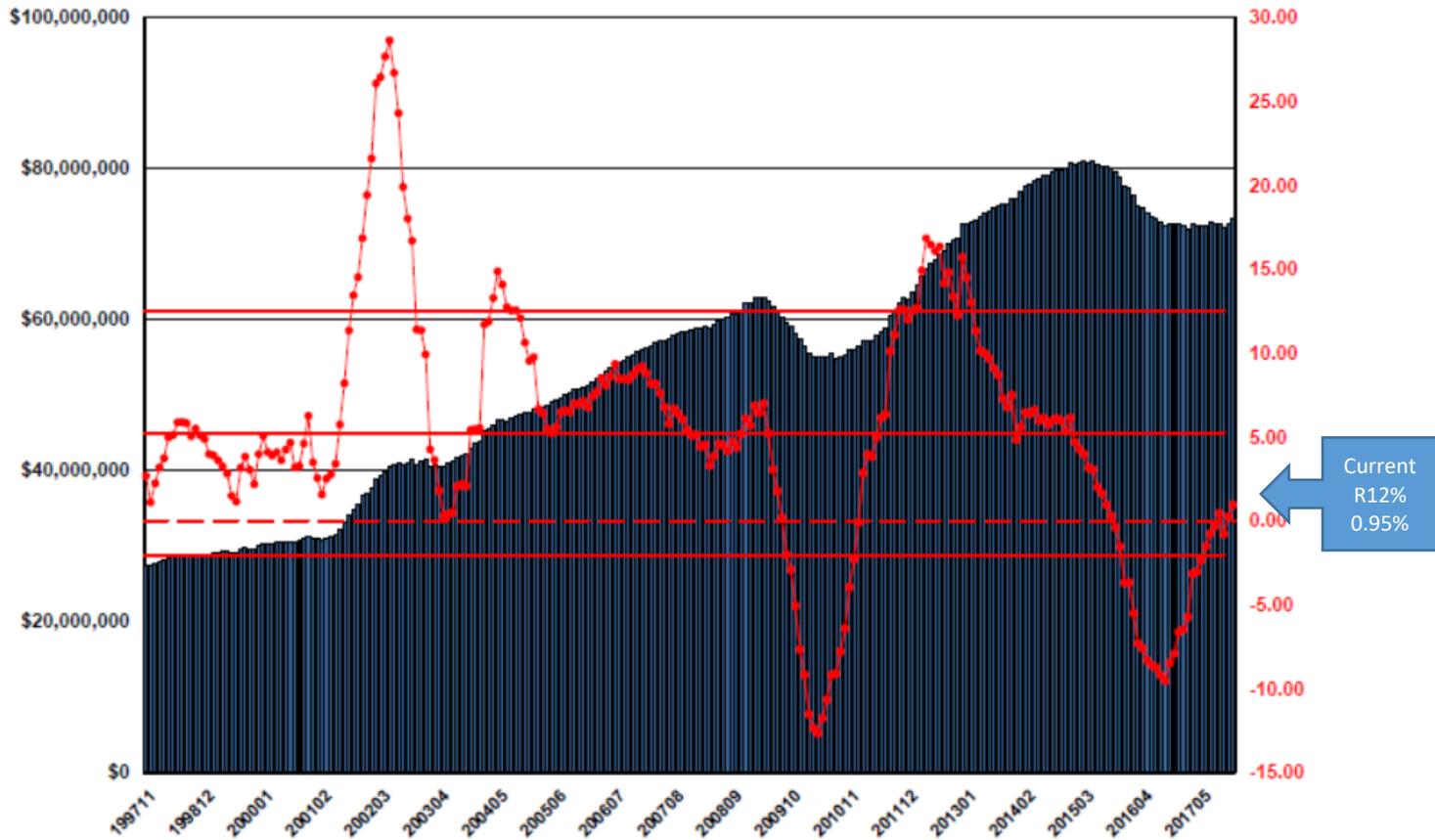
**STATE OF TEXAS**



## 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).

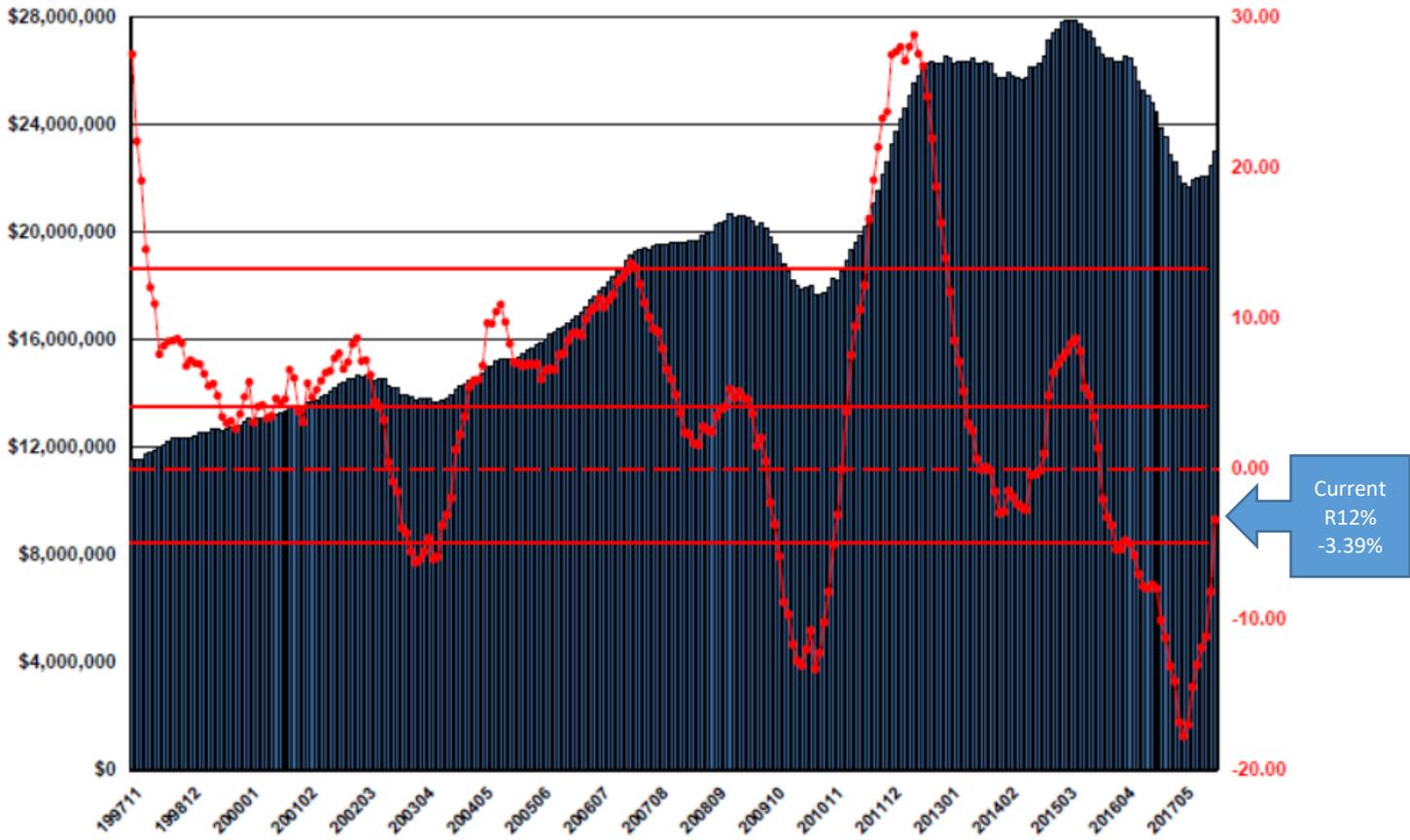
### TML REGION 11



## 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.

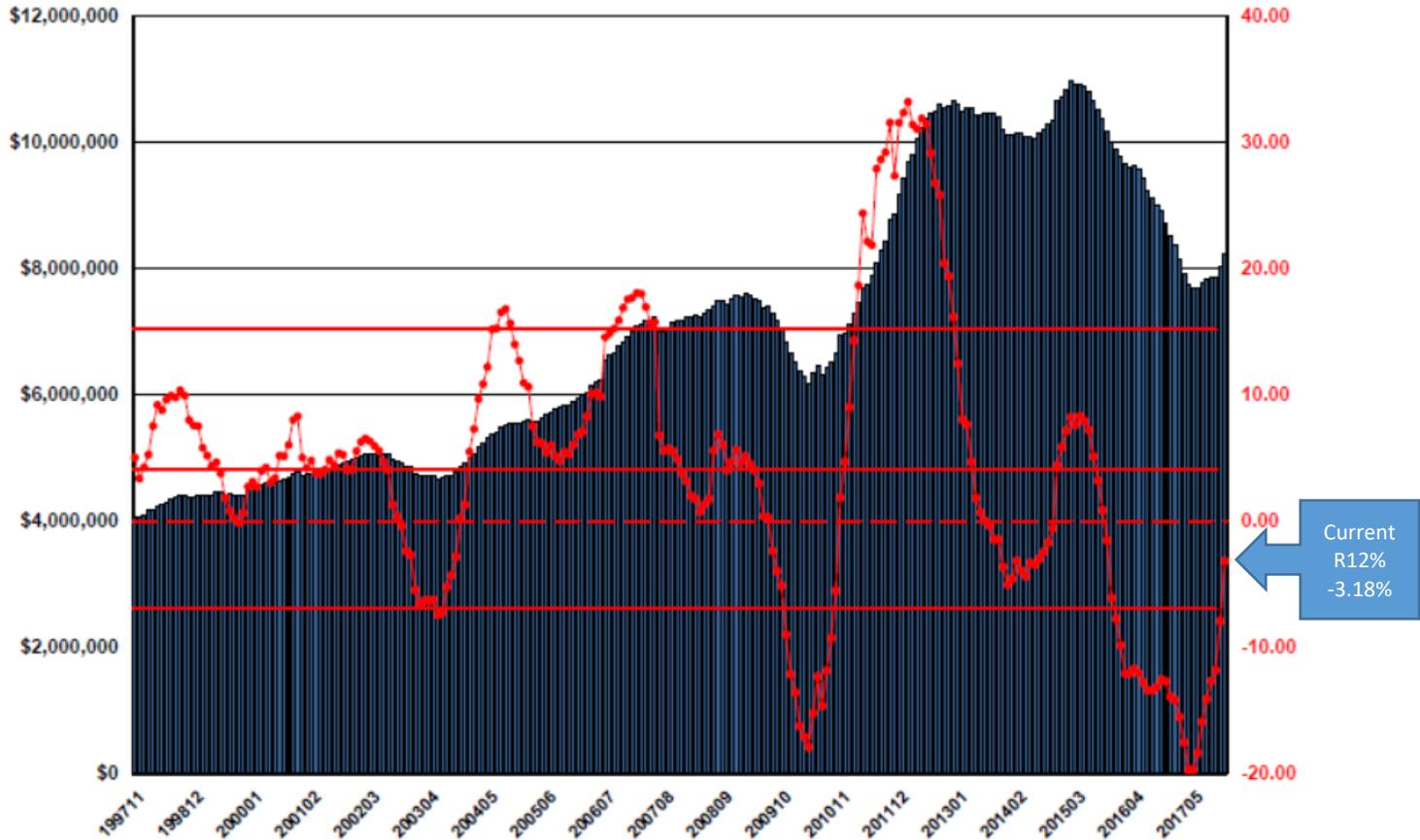
### CITY OF VICTORIA



## 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.

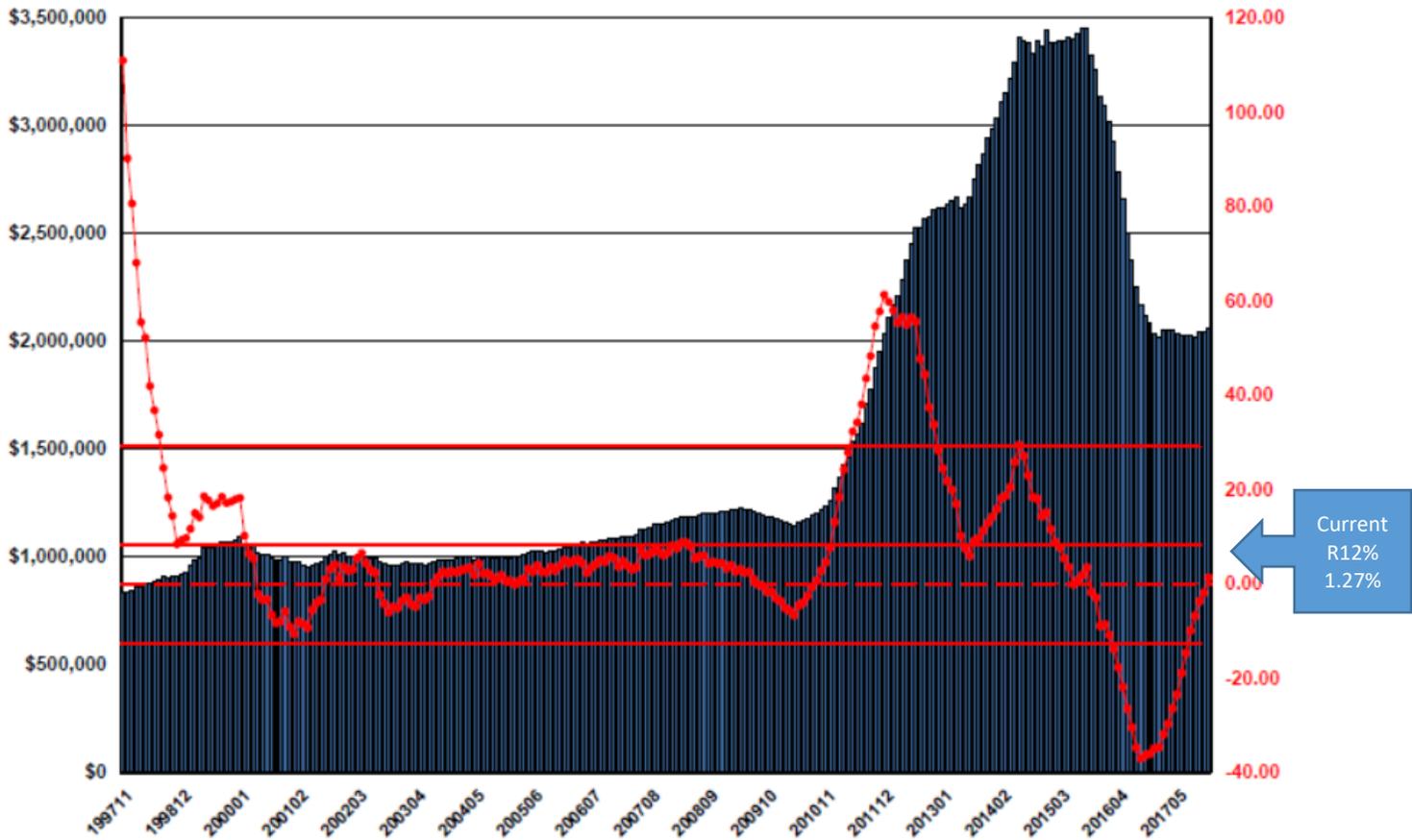
### COUNTY OF VICTORIA



## 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.

CITY OF PORT LAVACA

