

# Memorandum

## City of Lawrence

### Finance Department

To: Dave Corliss, City Manager  
From: Ed Mullins, Finance Director  
Date: September 30, 2010  
Subject: Sales Tax Distribution

The City of Lawrence has recently received its September sales tax distribution. The distribution is the result of retail sales from mid-July to mid-August. The distribution of \$2,405,825 is \$20,000 more than the prior year distribution for the same month. It also includes \$2,222 from the Free State Transportation Development District and \$5,661 from the Oread District.

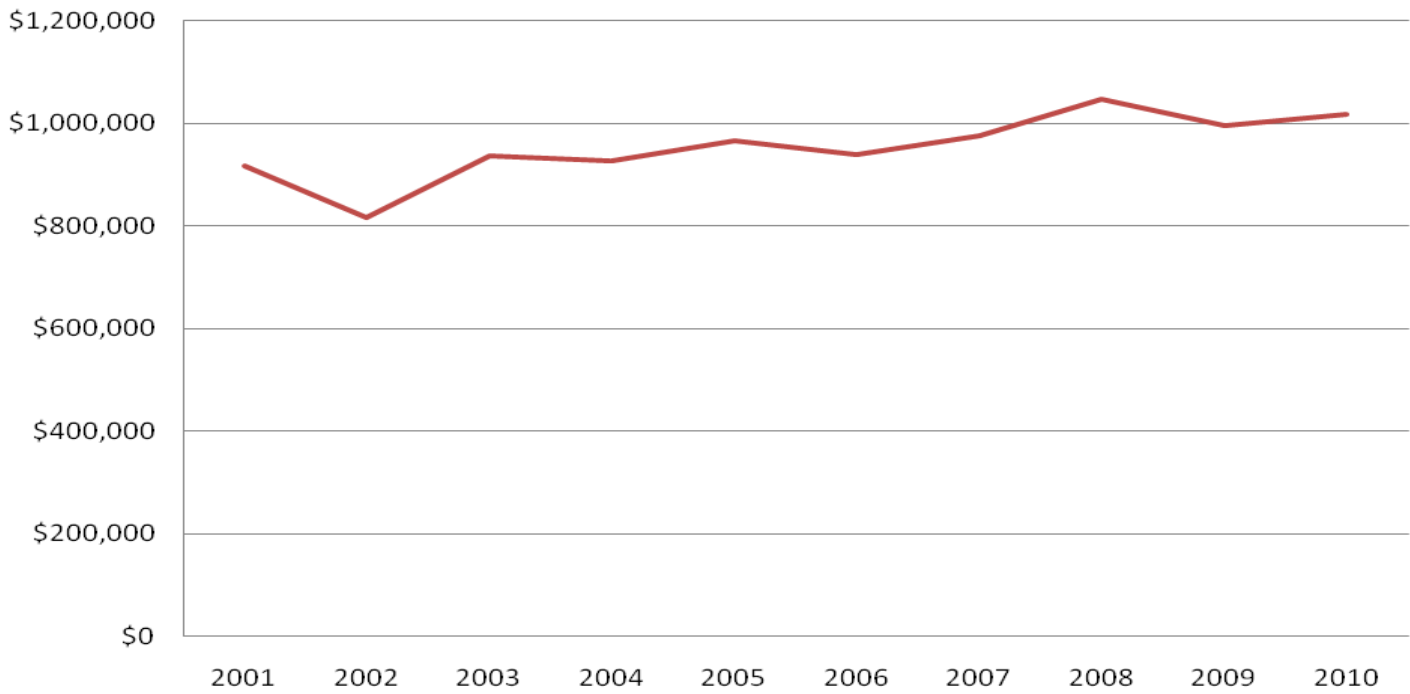
Based upon the first quarter distribution, total 2010 sales/use tax is projected to be \$29,500,000 or approximately 96% of budget. The September distribution results in the year to date amount being \$196,000 below the projection.

A summary of the latest city sales/use tax distribution is shown in the table below.

Sales/Use Tax	Budget	Month	Year to Date	% of Budget
City 1%	14,307,061	1,095,400	9,947,214	69.5%
Infrastructure .3%	3,944,646	326,977	2,967,543	75.2%
Transit .2%	2,629,764	217,984	1,978,360	75.2%
Transit Eq. .05%	657,442	54,496	494,591	75.2%
County 1%	9,288,200	703,085	6,367,241	68.6%

A spreadsheet showing total monthly sales tax distributions since 2001 is [attached](#). Additional sales tax information is provided in the tables and graphs below.

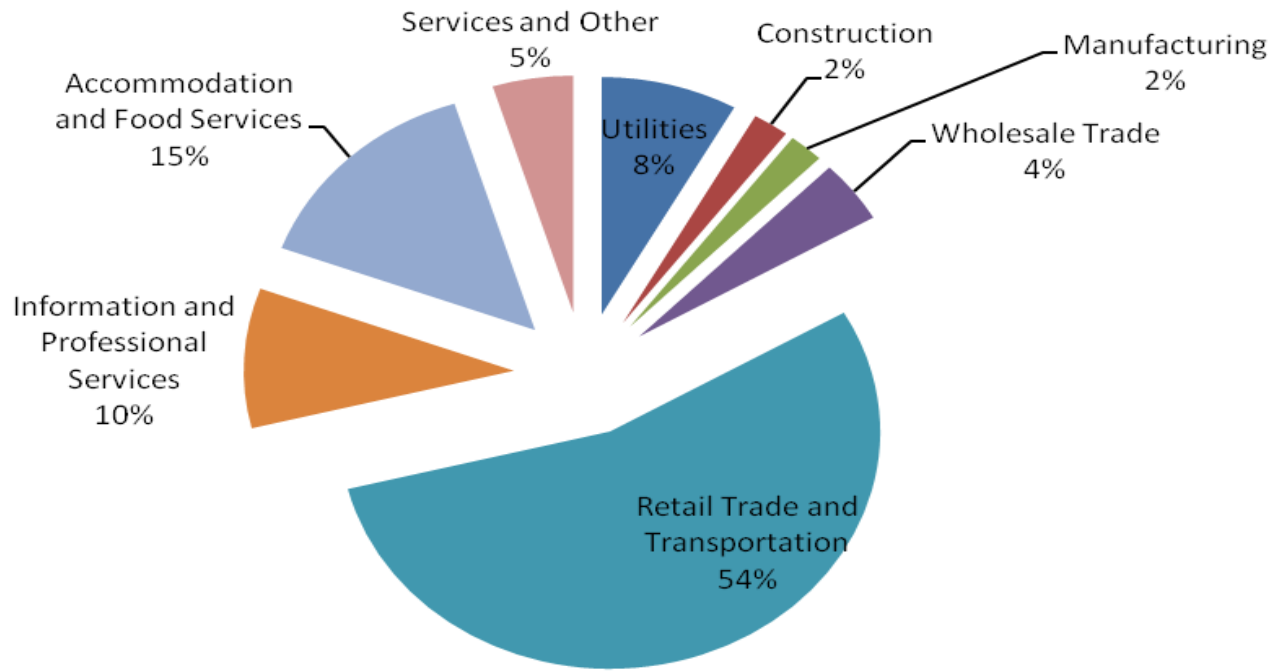
## September 1% City Sales Tax



### City of Lawrence Sept 2010 Sales Tax by NAICS

NAICS Description	Sept 2010		2006-2008
	Amount	Percent	Percent
22 Utilities	128,510.45	8.15%	2.05%
23 Construction	33,951.73	2.15%	2.31%
31-33 Manufacturing	32,944.16	2.09%	1.59%
42 Wholesale Trade	67,012.18	4.25%	3.26%
44-49 Retail Trade and Transportation	858,259.26	54.46%	61.85%
51-62 Information and Professional Services	149,957.24	9.51%	9.27%
71-72 Accommodation and Food Services	229,318.68	14.55%	13.86%
81-99 Services and Other	<u>76,076.73</u>	<u>4.83%</u>	<u>5.81%</u>
	1,576,030.43	100.00%	100.00%

## September Sales Tax by NAICS



### City of Lawrence Monthly sales/use tax budget variance

Month	1% City Sales/Use	Budget	Over (Under)	County Sales/Use	Budget	Over (Under)	.55% City Sales/Use	Budget	Over (Under)
January	1,063,830	1,227,552	(163,722)	684,662	806,248	(121,586)	581,473	620,496	(39,023)
February	1,163,290	1,224,992	(61,702)	746,780	787,487	(40,707)	634,104	619,203	14,901
March	1,133,158	1,196,600	(63,442)	720,586	770,030	(49,444)	620,024	604,851	15,173
April	1,043,705	1,045,009	(1,304)	663,834	662,421	1,413	569,543	528,225	41,318
May	1,128,411	1,197,689	(69,278)	719,059	754,405	(35,346)	617,986	605,401	12,585
June	1,129,325	1,226,751	(97,426)	731,423	788,754	(57,331)	616,422	620,091	(3,669)
July	1,034,433	1,240,781	(206,348)	657,563	824,232	(166,669)	567,404	627,183	(59,779)
August	1,155,662	1,210,197	(54,535)	740,249	773,015	(32,766)	634,081	611,723	22,358
September	1,095,400	1,115,490	(20,090)	703,085	745,489	(42,404)	599,457	563,851	35,606
October		1,271,114			821,566			642,515	
November		1,114,535			751,110			563,369	
December		<u>1,236,351</u>			<u>803,443</u>			<u>624,944</u>	
	9,947,214	14,307,061	(737,847)	6,367,241	9,288,200	(544,840)	5,440,494	7,231,852	39,470

After the end of the first quarter, the Finance Department prepared a projection of sales/use tax for remainder of 2010. The following table compares the monthly sales/use tax distribution to this projection. As of the September distribution, the sales/use tax amount was \$196,018 below projection.

### City of Lawrence Monthly sales/use tax projection variance

Month	1% City Sales/Use	Projection	Over (Under)	County Sales/Use	Projection	Over (Under)	.55% City Sales/Use	Projection	Over (Under)
January	1,063,830	1,063,830	0	684,662	684,662	0	581,473	581,473	0
February	1,163,290	1,163,290	0	746,780	746,780	0	634,104	634,104	0

March	1,133,158	1,133,158	0	720,586	720,586	0	620,024	620,024	0
April	1,043,705	1,026,557	17,148	663,834	602,491	61,343	569,543	527,940	41,603
May	1,128,411	1,176,541	(48,130)	719,059	686,152	32,907	617,986	605,074	12,912
June	1,129,325	1,205,089	(75,764)	731,423	717,394	14,029	616,422	619,757	(3,335)
July	1,034,433	1,218,872	(184,439)	657,563	749,665	(92,102)	567,404	626,845	(59,441)
August	1,155,662	1,188,827	(33,165)	740,249	703,079	37,170	634,081	611,393	22,688
September	1,095,400	1,095,792	(392)	703,085	678,044	25,041	599,457	563,548	35,909
October		1,248,669			747,237			642,169	
November		1,094,855			683,156			563,066	
December		1,214,520			730,754			624,607	
	9,947,214	13,830,000	(324,742)	6,367,241	8,450,000	78,388	5,440,494	7,220,000	50,336