

Sales Tax Revenues by Category

Month	Retail	Restaurant & Bar	Hotel/Motel	Construction	Leasing	Communications & Utilities	Amusements & Other	Totals
City Sales Tax Revenues by Category and by Month								
July 2021	\$ 838,054	\$ 433,735	\$ 548,655	\$ 217,070	\$ 144,246	\$ 66,645	\$ 122,765	\$ 2,371,170
August 2021	816,112	407,527	567,906	116,831	142,622	68,876	117,481	2,237,355
September 2021	905,499	513,583	737,029	139,929	184,095	69,151	131,091	2,680,377
October 2021	1,025,419	576,025	922,123	133,049	190,939	65,184	160,526	3,073,265
November 2021	917,977	499,249	812,224	126,890	170,352	56,451	135,092	2,718,235
December 2021	1,032,105	481,518	679,453	137,907	171,397	62,690	95,083	2,660,153
January 2022	799,129	388,620	554,271	200,460	161,413	66,789	72,631	2,243,313
February 2022	837,596	455,020	774,763	182,213	163,634	61,950	114,206	2,589,382
March 2022	1,039,427	613,199	861,929	163,309	191,733	61,955	190,819	3,122,371
April 2022	1,020,634	638,121	1,042,841	133,182	146,074	64,545	228,550	3,273,947
May 2022	992,513	594,144	999,727	176,456	181,003	54,141	148,004	3,145,988
June 2022	902,002	472,025	680,996	217,241	167,822	69,234	124,129	2,633,449
Total FY 2022	\$ 11,126,467	\$ 6,072,766	\$ 9,181,917	\$ 1,944,537	\$ 2,015,330	\$ 767,611	\$ 1,640,377	\$ 32,749,005
July 2022	\$ 759,167	\$ 406,269	\$ 517,128	\$ 139,987	\$ 155,542	\$ 48,705	\$ 122,342	\$ 2,149,140
August 2022	797,223	369,186	502,766	195,095	156,688	96,617	80,318	2,197,893
September 2022	874,790	486,767	650,976	131,089	173,564	69,253	105,658	2,492,097
October 2022	-	-	-	-	-	-	-	-
November 2022	-	-	-	-	-	-	-	-
December 2022	-	-	-	-	-	-	-	-
January 2023	-	-	-	-	-	-	-	-
February 2023	-	-	-	-	-	-	-	-
March 2023	-	-	-	-	-	-	-	-
April 2023	-	-	-	-	-	-	-	-
May 2023	-	-	-	-	-	-	-	-
June 2023	-	-	-	-	-	-	-	-
Total Year-to-Date FY 2023	\$ 2,431,180	\$ 1,262,222	\$ 1,670,870	\$ 466,171	\$ 485,794	\$ 214,575	\$ 308,318	\$ 6,839,130
Current Month Comparison to Same Month Last Year								
September 2022 vs. September 2023	\$ (30,709)	\$ (26,816)	\$ (86,053)	\$ (8,840)	\$ (10,531)	\$ 102	\$ (25,433)	\$ (188,280)
Change from September to September	-3%	-5%	-12%	-6%	-6%	0%	-19%	-7%
Year-to-Date Comparison to Year-to-Date Last Year								
Difference in YTD	\$ (128,485)	\$ (92,623)	\$ (182,720)	\$ (7,659)	\$ 14,831	\$ 9,903	\$ (63,019)	\$ (449,772)
% Change from Prior YTD	-5%	-7%	-10%	-2%	3%	5%	-17%	-6%

NOTE: For this table only, certain anticipated refunds have been adjusted in the prior months to enhance comparability.

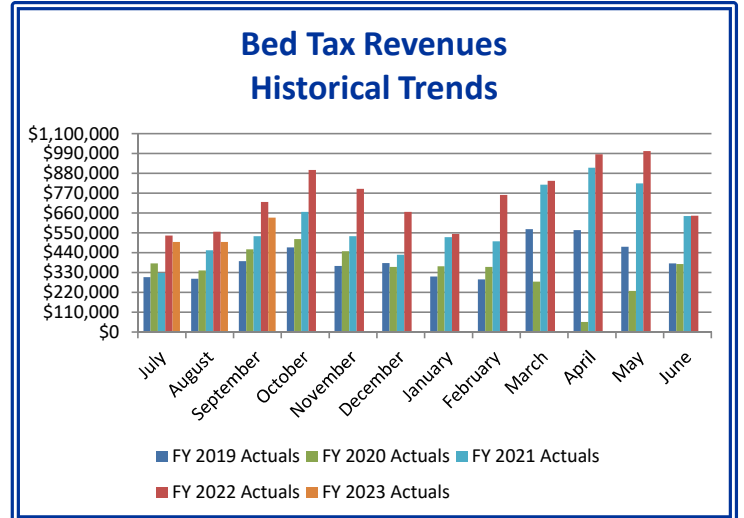
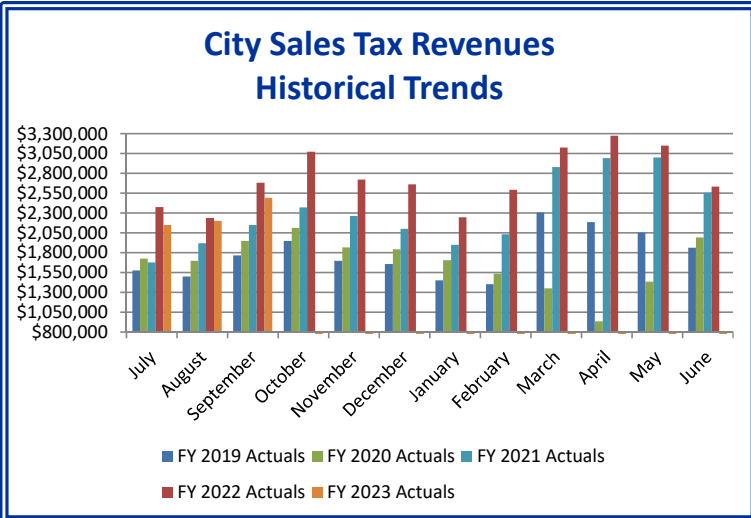
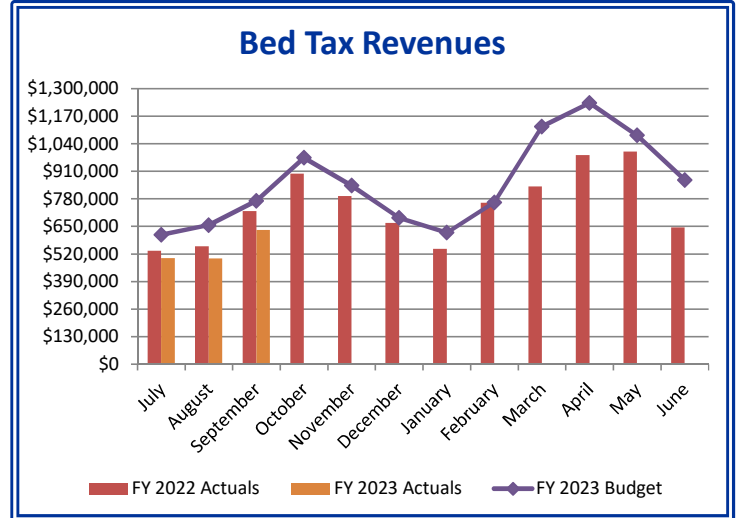
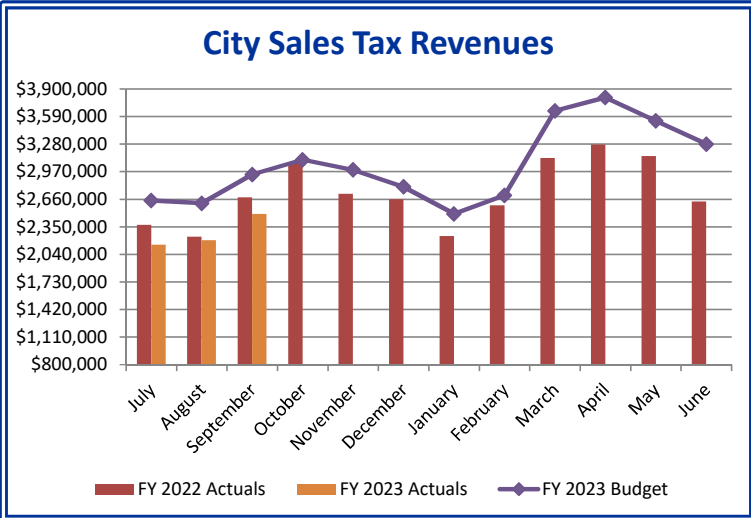
Sales & Bed Tax Revenues by Month

City Sales Tax Revenues

Month	FY 2022 Actuals	FY 2023 Actuals	Actual Variance	FY 2023 Budget	Budget Variance
July	\$ 2,371,171	\$ 2,149,138	-9%	\$ 2,645,660	-19%
August	2,237,356	2,197,897	-2%	2,614,650	-16%
September	2,680,378	2,492,094	-7%	2,937,390	-15%
October	3,073,265	-	-	3,103,800	-
November	2,718,236	-	-	2,990,220	-
December	2,660,152	-	-	2,799,530	-
January	2,243,313	-	-	2,495,980	-
February	2,589,382	-	-	2,704,410	-
March	3,122,370	-	-	3,653,750	-
April	3,273,947	-	-	3,803,920	-
May	3,145,989	-	-	3,540,360	-
June	2,633,448	-	-	3,280,330	-
Totals	\$ 32,749,006	\$ 6,839,130	-6%	\$ 36,570,000	-17%

Bed Tax Revenues

Month	FY 2022 Actuals	FY 2023 Actuals	Actual Variance	FY 2023 Budget	Budget Variance
July	\$ 534,113	\$ 499,299	-7%	\$ 610,160	-18%
August	555,700	498,556	-10%	656,110	-24%
September	721,023	633,082	-12%	771,040	-18%
October	898,777	-	-	973,790	-
November	793,202	-	-	842,810	-
December	666,066	-	-	690,250	-
January	543,480	-	-	620,690	-
February	760,338	-	-	763,200	-
March	837,639	-	-	1,121,550	-
April	985,921	-	-	1,232,760	-
May	1,002,126	-	-	1,080,120	-
June	644,379	-	-	869,520	-
Totals	\$ 8,942,766	\$ 1,630,937	-10%	\$ 10,232,000	-20%



Historical Changes - City Sales Tax

Early FY 2020: Effective October 1, 2019, all retail marketplaces are required to collect and remit taxes. This is the result of Wayfair v. South Dakota; however, many of the marketplaces were already collecting and remitting taxes.

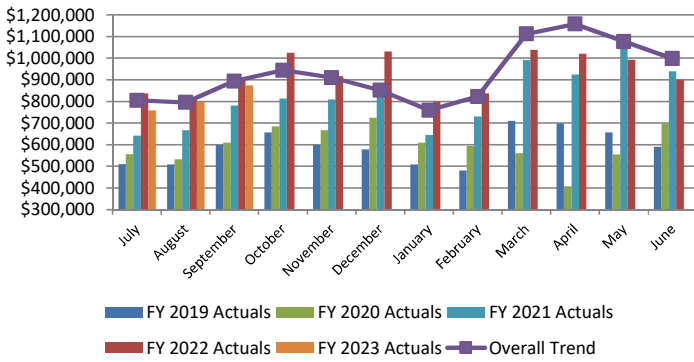
Mid FY 2019: Effective January 1, 2019, all online marketplaces (not just AirBnB) are required to remit short-term residential rental taxes on behalf of property owners. This impacts the Hotel/Motel category.

Historical Changes - Bed Tax

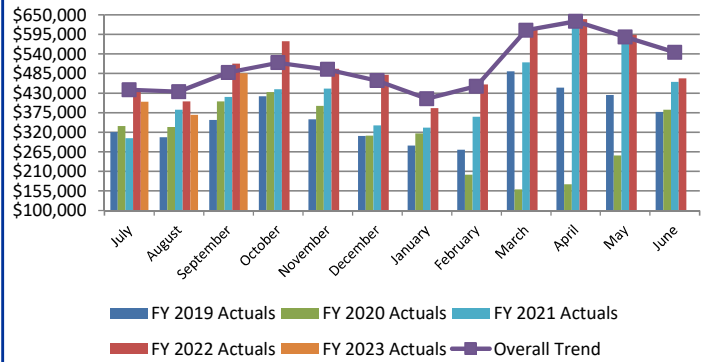
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Historical Sales Tax Revenues by Category

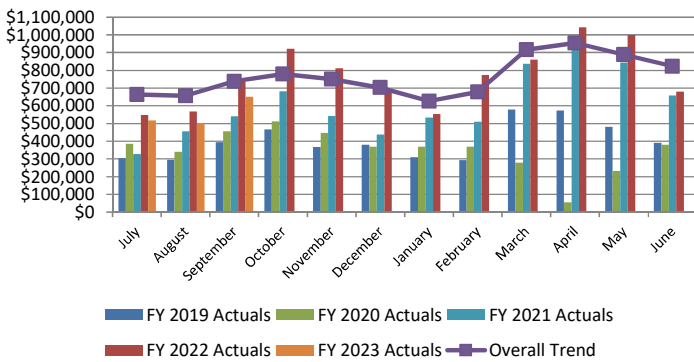
Retail Historical Trends



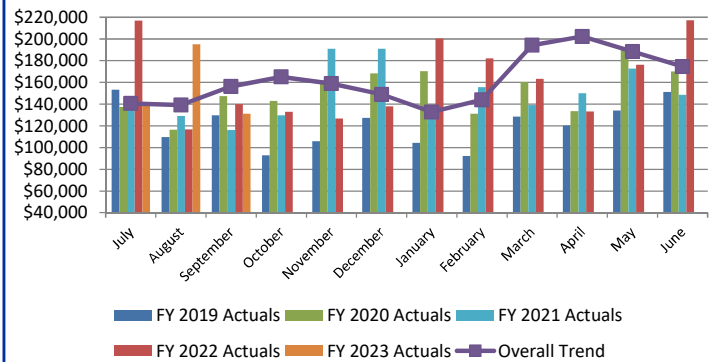
Restaurant & Bar Historical Trends



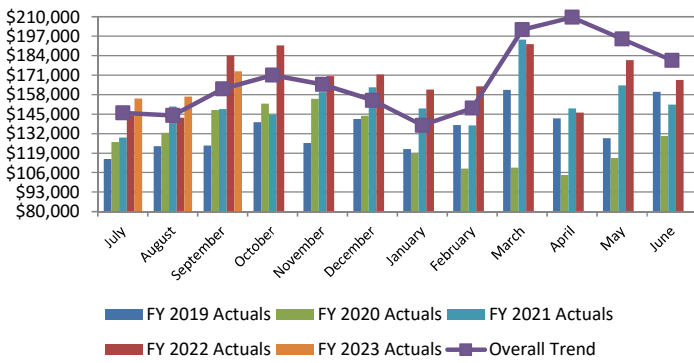
Hotel/Motel Historical Trends



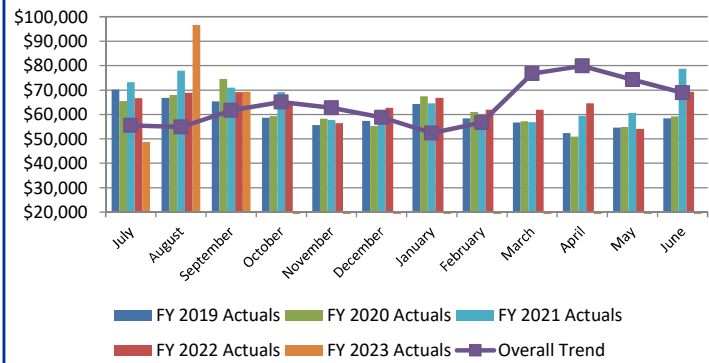
Construction Historical Trends



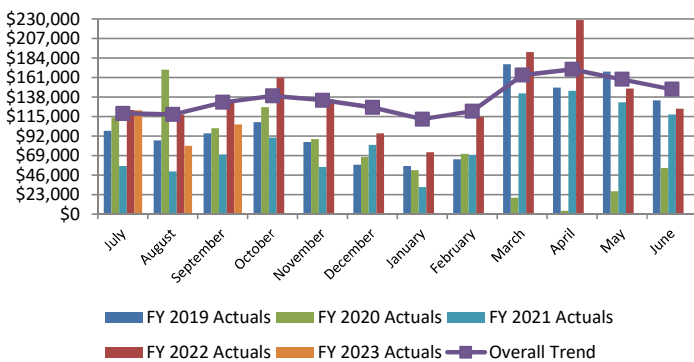
Leasing Historical Trends



Communications & Utilities Historical Trends



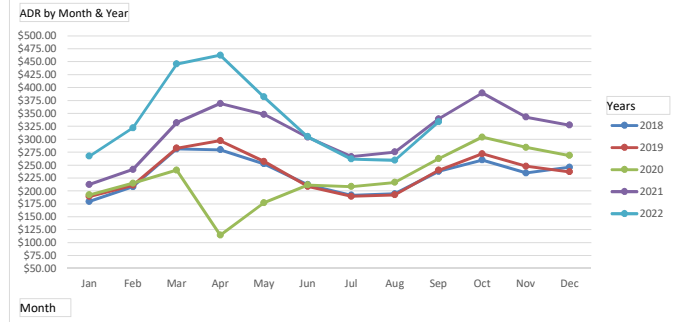
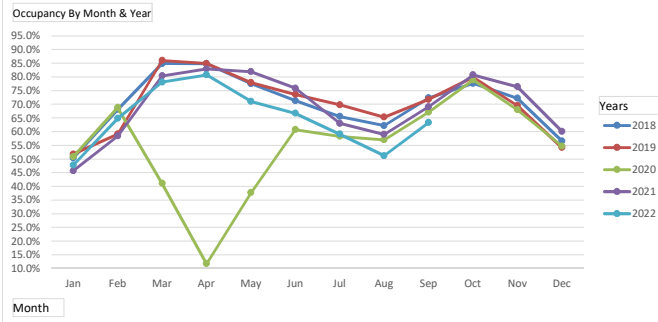
Amusements & Other Historical Trends



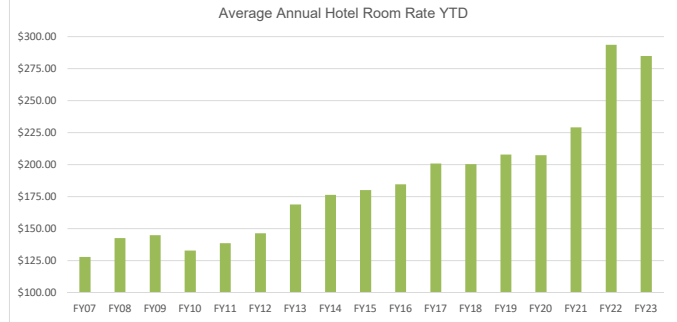
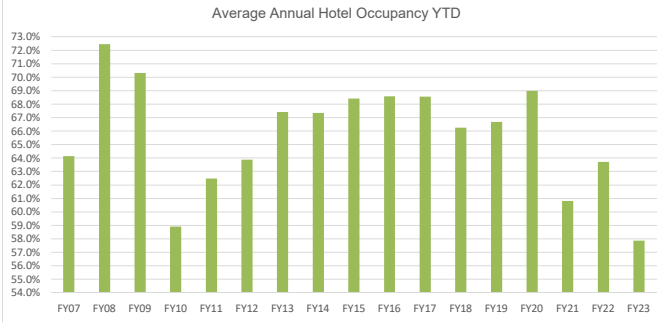
NOTE: The Overall Trend lines represent the trend in relation to total sales tax revenues to demonstrate how each category follows or does not follow the overall seasonal trends.

Historical Hotel Occupancy & Average Daily Room Rate

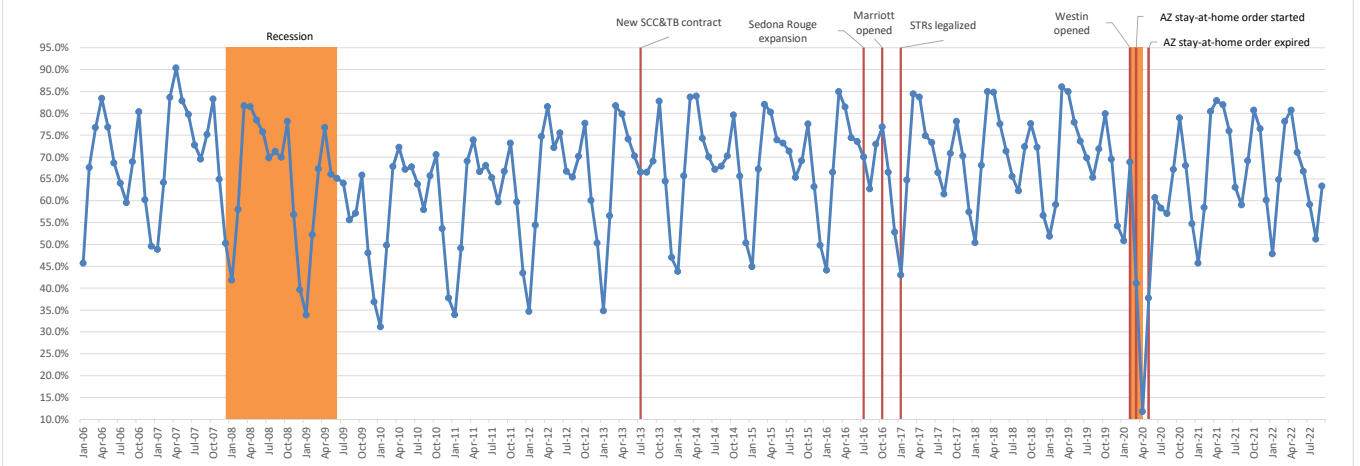
Monthly Hotel Occupancy & Average Daily Room Rate



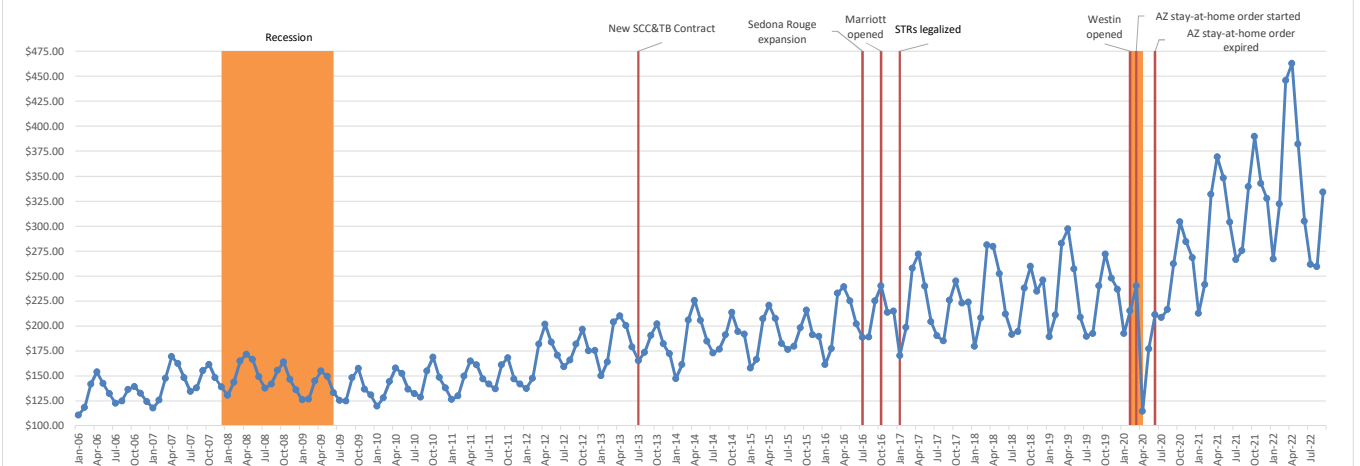
Average Annual Hotel Occupancy & Average Annual Room Rate as of September



Historical Hotel Occupancy



Historical Average Daily Room Rate



City Tax Code Definitions Related to Hotel/Motel Category

Section 8-100. General Definitions.

"Hotel" means any public or private hotel, inn, hostelry, tourist home, house, motel, rooming house, apartment house, trailer, or other lodging place within the City offering lodging, wherein the owner thereof, for compensation, furnishes lodging to any transient, except foster homes, rest homes, sheltered care homes, nursing homes, or primary health care facilities.

"Lodging (Lodging Space)" means any room or apartment in a hotel or any other provider of rooms, trailer spaces, or other residential dwelling spaces; or the furnishings or services and accommodations accompanying the use and possession of said dwelling space, including storage or parking space for the property of said tenant.

NOTE: The above occupancy and average daily room rate data is for traditional hotel type entities only.