

**MEMORANDUM**

**TO: HONORABLE MAYOR FRANK SCOTT, JR. AND BOARD OF DIRECTORS**

**CC: DELPHONE HUBBARD, CITY MANAGER**

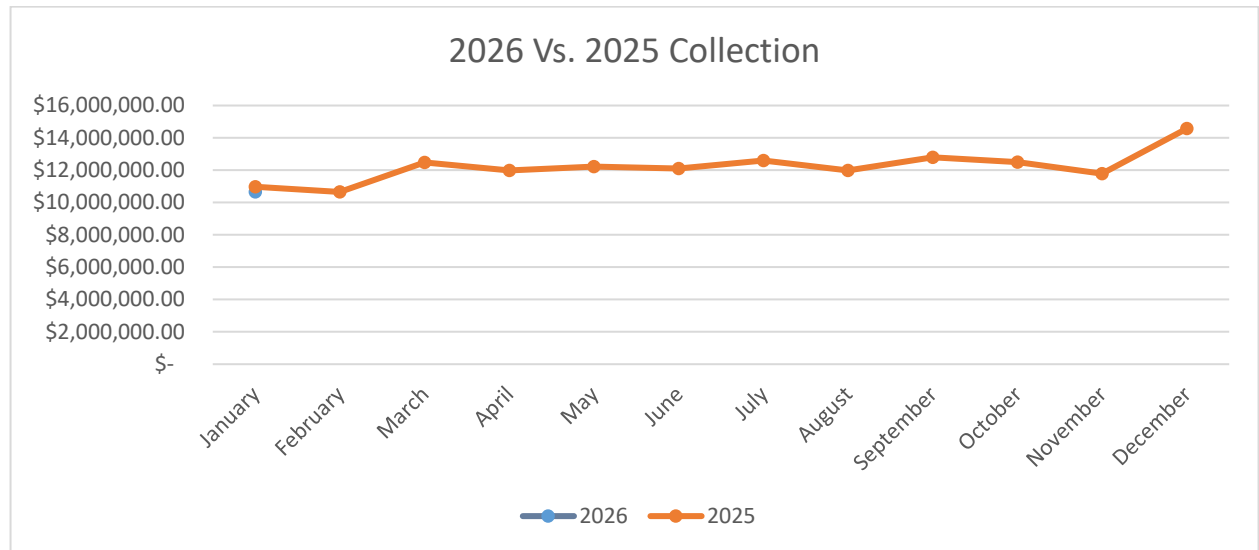
**FROM: NICHOLAS SARPY, CHIEF FINANCIAL OFFICER** *NBS*

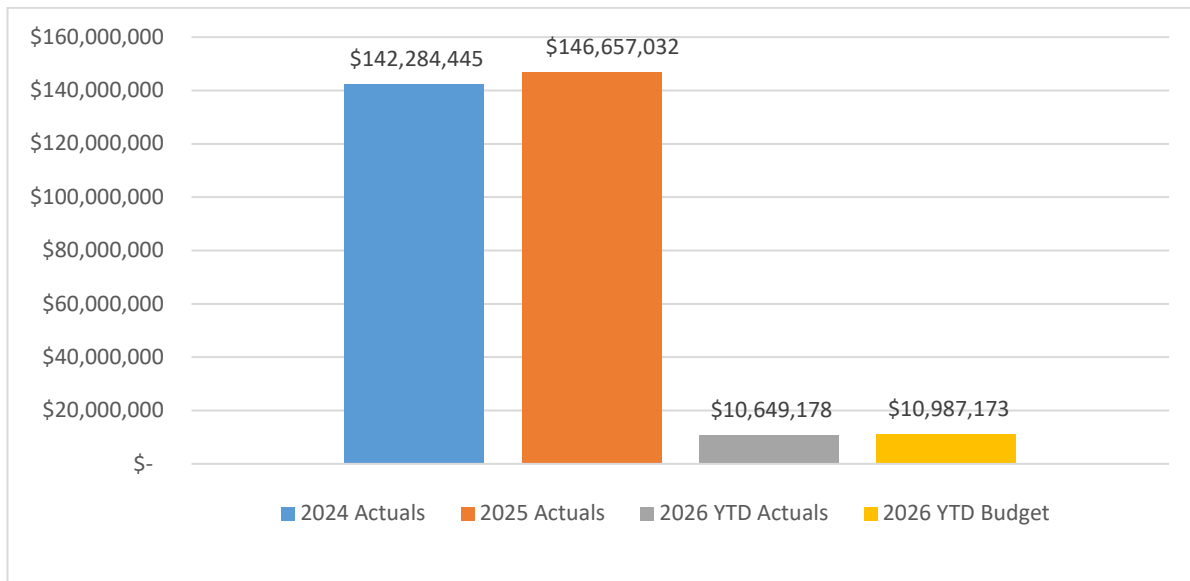
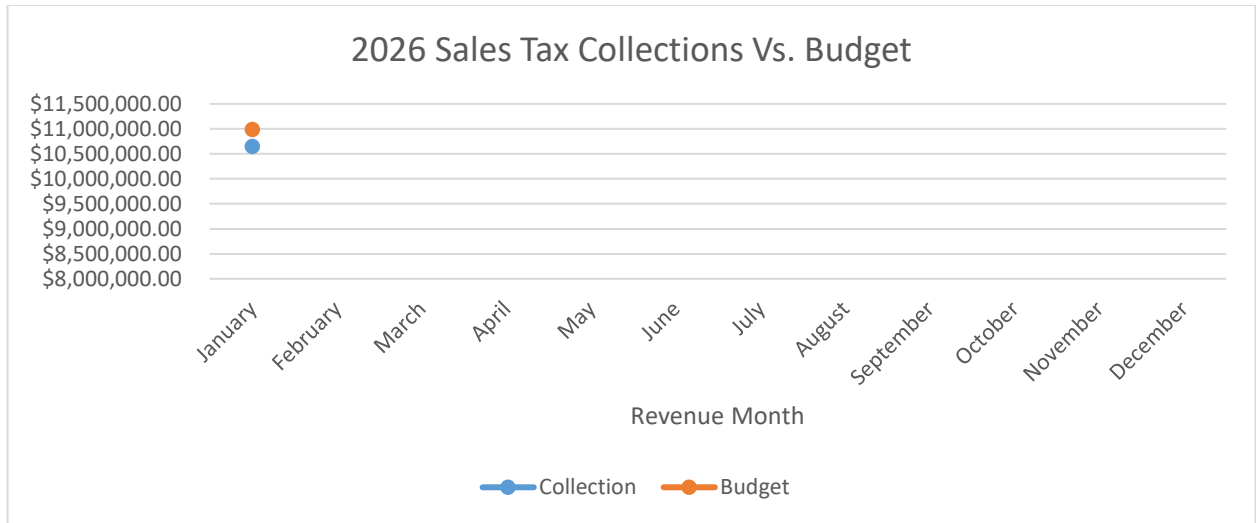
**DATE: MARCH 25, 2026**

**SUBJECT: SALES AND USE TAX COLLECTIONS UPDATE**

Sales and use tax collections for March 2026 have been tabulated. The March 2026 collections are for sales that occurred in the month of January 2026. The chart below compares the current tax totals to the 2026 budget and to collections made in the same periods one year ago. Collections for 2025 are compared to the adopted budget.

<u>Receipt (Revenue) Month</u>	<u>Sales &amp; Use Tax Current Collections</u>	<u>Adopted Budget</u>	<u>Variance from Budget</u>	<u>Sales &amp; Use Tax Same Month One Year Ago</u>	<u>Variance from Prior Year</u>
<b>March (Jan) 2026</b>	<b><u>\$10,649,178</u></b>	<b><u>\$10,987,173</u></b>	<b><u>(\$337,995)</u></b>	<b><u>\$10,966,703</u></b>	<b><u>(\$317,525)</u></b>
March (Jan) 2025	\$10,966,703	\$10,803,413	\$163,290	\$10,754,282	\$212,421
April (Feb) 2025	10,653,619	11,050,974	(397,355)	10,978,786	(325,167)
May (Mar) 2025	12,482,475	12,141,645	340,830	12,060,337	422,138
June (Apr) 2025	11,986,881	11,836,708	150,173	11,759,621	227,260
July (May) 2025	12,230,553	12,203,150	27,403	12,157,424	73,129
Aug (Jun) 2025	12,109,216	11,773,986	335,230	11,693,544	415,672
Sept (Jul) 2025	12,594,610	11,672,800	921,810	11,597,042	997,568
Oct (Aug) 2025	11,984,214	12,027,865	(43,651)	11,949,204	35,010
Nov (Sept) 2025	12,803,635	11,503,477	1,300,158	11,429,144	1,374,491
Dec (Oct) 2025	12,492,718	12,168,000	324,718	12,088,158	404,560
Jan (Nov) 2026	11,781,143	12,041,699	(260,556)	11,962,909	(181,766)
Feb (Dec) 2026	<u>14,571,265</u>	<u>13,948,683</u>	<u>622,582</u>	<u>13,853,994</u>	<u>717,271</u>
<b>2025</b>	<b><u>\$146,657,032</u></b>	<b><u>\$143,172,400</u></b>	<b><u>\$3,484,632</u></b>	<b><u>\$142,284,445</u></b>	<b><u>\$4,372,587</u></b>





March 2026 sales and use tax collections of January 2026 revenues are 2.90% or \$317,525 lower than the same month one year ago, and 3.08% or \$337,995 below the budget. The components of the net unfavorable budget variance for the month were attributed to the City’s share of the County 1% tax which had an unfavorable variance of 2.12%; the City’s 1 1/8-cent operating tax which had an unfavorable variance of 4.00%, and the State Turnback allocation which had an unfavorable variance of 0.09%. The severe winter storm in the last week of January 2026, reduced consumer activity and business operations, leading to lower retail sales and consequently, a decline in sales tax receipts for the period.

Sales and use tax collections for the twelve (12) months ended March 2026 and March 2025 were \$146,339,506 compared to \$142,496,866, respectively. The FY26 Budget estimated total sales and use collections at \$146,935,516 or \$596,010 more than the amount collected in the most recent twelve (12) months.

In January 2026, the City received \$201,762 in State Turnback funds from the surplus of the Property Tax Relief Fund.

If additional information is needed, please advise.