



City Manager Report

The City of OKLAHOMA CITY

NO:

DATE: MARCH 26, 2024

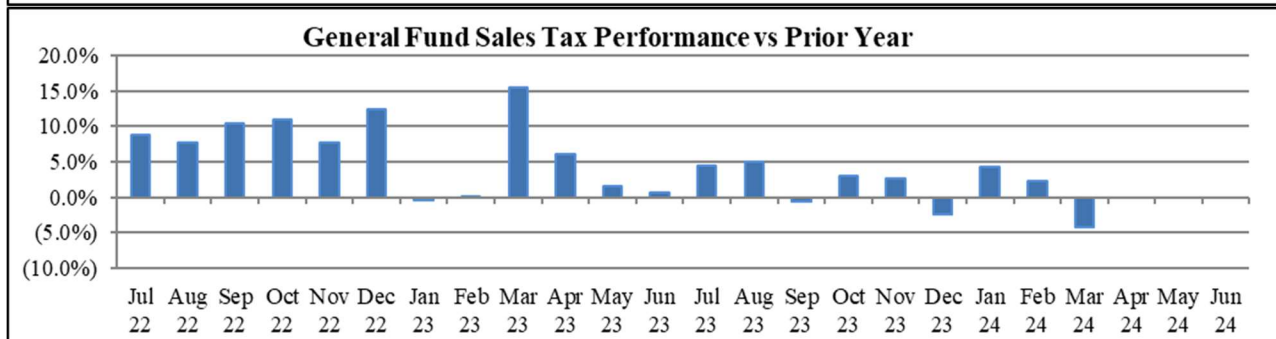
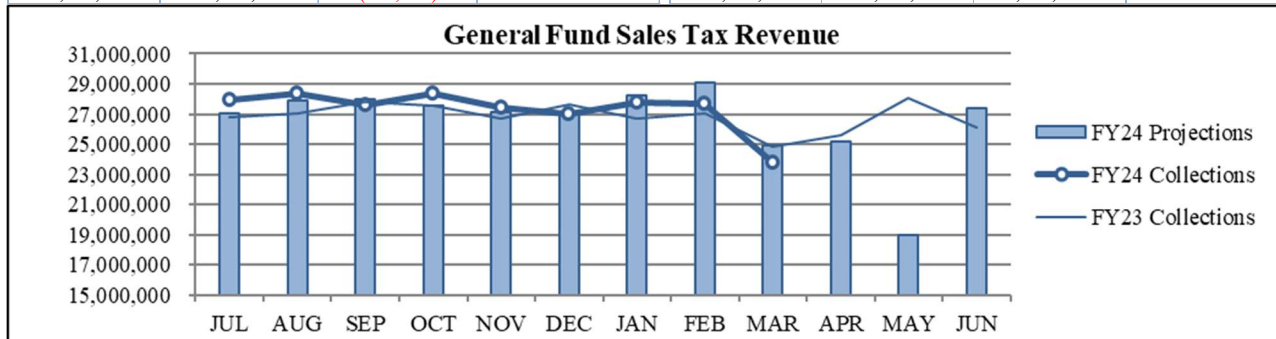
TO: THE MAYOR AND MEMBERS OF THE CITY COUNCIL

SUBJECT: MARCH 2024 SALES AND USE TAX COLLECTIONS

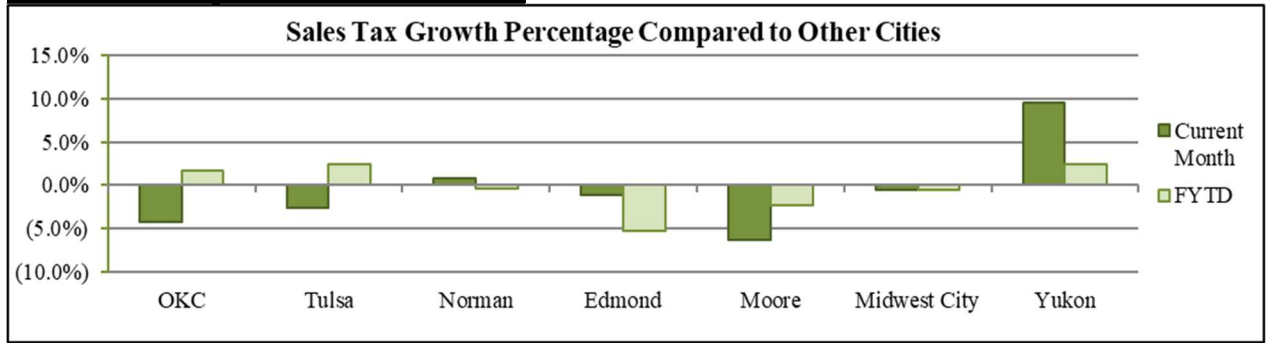
The March remittance is made up primarily of actual collections for the last half of January and estimated collections for the first half of February along with smaller amounts for corrections and reconciling amounts from prior estimates. Combined sales and use taxes for the General Fund are \$2,116,473 or 0.7% below projections for the year.

General Fund Sales Tax

SALES TAX PERFORMANCE (vs Projection)				SALES TAX PERFORMANCE (vs Prior Year)			
Mar. FY24	Projection	\$ Diff	% Change	Mar. FY24	Mar. FY23	\$ Diff	% Change
23,795,486	24,899,847	(1,104,361)	-4.4%	23,795,486	24,844,358	(1,048,872)	-4.2%
YTD FY24	YTD Proj	\$ Diff	% Change	YTD FY24	YTD FY23	\$ Diff	% Change
246,059,550	246,849,118	(789,568)	-0.3%	246,059,550	242,100,543	3,959,007	1.6%

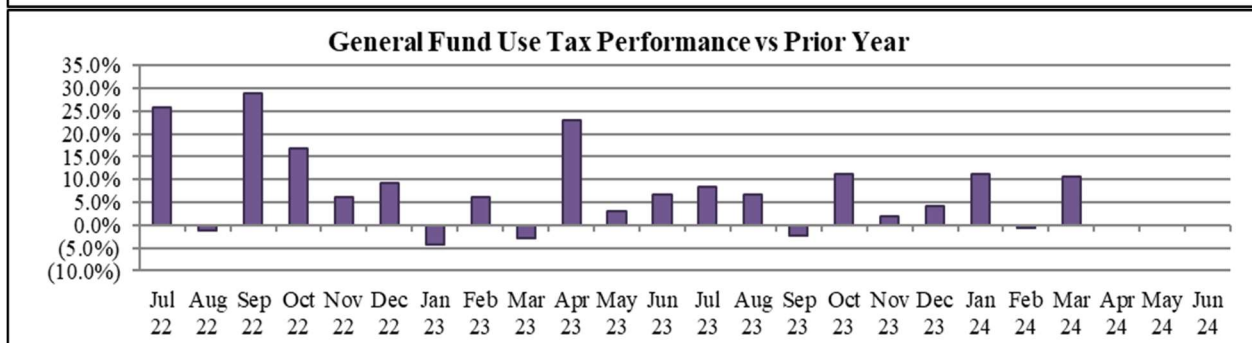
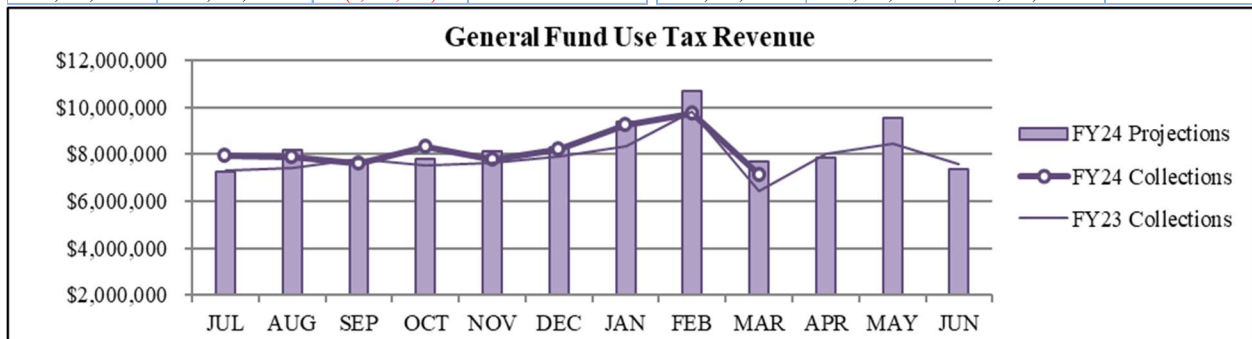


Sales Tax Comparison to Other Cities



General Fund Use Tax

USE TAX PERFORMANCE (vs Projection)				USE TAX PERFORMANCE (vs Prior Year)			
Mar. FY24	Projection	\$ Diff	% Change	Mar. FY24	Mar. FY23	\$ Diff	% Change
7,117,858	7,706,127	(588,269)	-7.6%	7,117,858	6,437,420	680,438	10.6%
YTD FY24	YTD Proj	\$ Diff	% Change	YTD FY24	YTD FY23	\$ Diff	% Change
73,905,766	75,232,671	(1,326,905)	-1.8%	73,905,766	70,131,653	3,774,113	5.4%



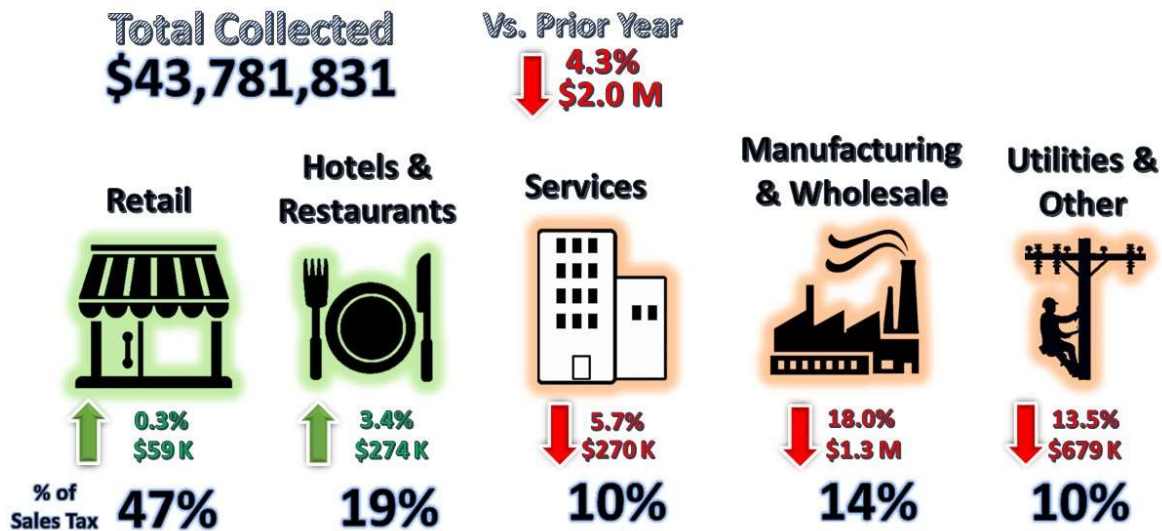
NAICS Categories Performance

The North American Industry Classification System (NAICS) is the U.S. standard for categorizing and describing types of businesses when analyzing economic information. The City groups all NAICS codes into several general categories when analyzing sales and use tax trends within the local economy. The NAICS system was last updated in 2022. More information can be found on the U.S. Census Bureau website at [Census.gov/NAICS](https://www.census.gov/NAICS).

Sales Tax NAICS Performance

Retail comprises the largest percentage of sales tax collections at around 47%. The largest year-over-year category changes for March were in Wholesale and Manufacturing (down \$1.3 million) and Utilities and Other (down \$679 thousand)

SALES TAX PERFORMANCE



NAICS SALES TAX PERFORMANCE (vs Prior Year)				
NAICS Category	Mar. FY24	Mar. FY23	\$ Diff	% Change
Wholesale & Mfg.	6,089,163	7,430,339	(1,341,176)	-18.0%
Utilities & Other	4,331,088	5,009,664	(678,576)	-13.5%
Services	4,436,908	4,706,449	(269,541)	-5.7%
Hotels & Restaurants	8,253,671	7,980,070	273,601	3.4%
Retail	20,671,000	20,611,937	59,063	0.3%
Total	43,781,831	45,738,460	(1,956,629)	-4.3%

Percentages may differ from General Fund Tax Performance since NAICS detail includes interest, penalty, retention, and reallocation amounts.

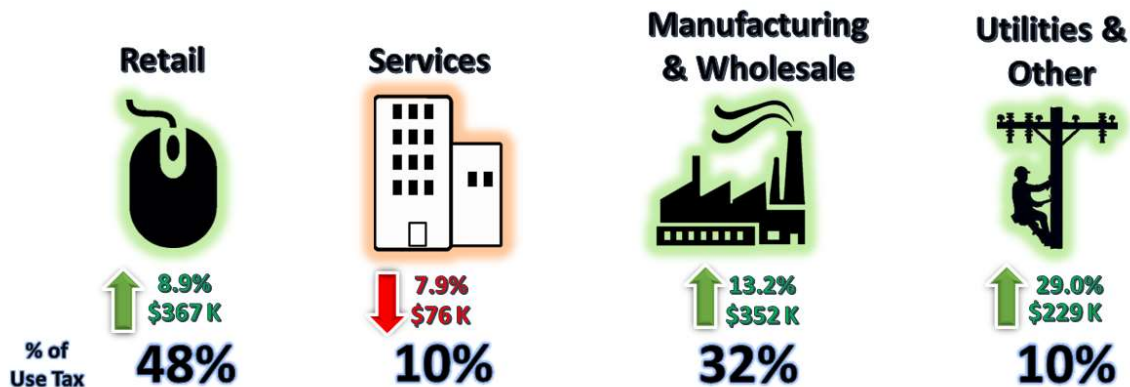
Use Tax NAICS Performance

Retail also comprises the largest percentage of use tax collections. The largest year-over-year category changes for March were in Retail (up \$367 thousand) and Wholesale and Manufacturing (up \$352 thousand).

USE TAX PERFORMANCE

Total Collected
\$9,426,321

Vs. Prior Year
↑ 10.2%
\$871 K



NAICS USE TAX PERFORMANCE (vs Prior Year)				
NAICS Category	Mar. FY24	Mar. FY23	\$ Diff	% Change
Retail	4,491,206	4,124,336	366,870	8.9%
Wholesale & Mfg.	3,026,244	2,674,390	351,854	13.2%
Utilities & Other	1,015,960	787,449	228,511	29.0%
Services	892,911	968,984	(76,073)	-7.9%
Total	9,426,321	8,555,159	871,162	10.2%

Percentages may differ from General Fund Tax Performance since NAICS detail includes interest, penalty, retention, and reallocation amounts.

Recent Performance

RECENT PERFORMANCE			
	Trailing 3 Months	Trailing 6 Months	Trailing 12 Months
Sales Tax	0.9%	1.0%	1.9%
Use Tax	6.3%	6.0%	6.5%
Combined	2.2%	2.1%	2.9%

Staff is available should you have questions or require additional information.

Craig Freeman
City Manager