

## MEMORANDUM

TO: Mayor and Town Council  
FR: Bob McLaurin, Town Manager  
DT: October 17, 2016  
RE: Town Manager's Report

### Sales and Lodging Tax

The Town budgeted a total of \$861,000 in lodging tax revenues for the entire fiscal year. We have collected \$473,316 to date which is 55% of total projected collections. October revenue represents collections from August 2016. These amounts are tracked through the Special Revenue Fund for the Lodging Tax.

Sales taxes collections year to date are 6.4% over last year. Collections from July 1 through October are currently tracking at \$408,886 more than budgeted. However we still have November through June to account for before realizing any unanticipated revenue. October revenue represents collections from July 2016.

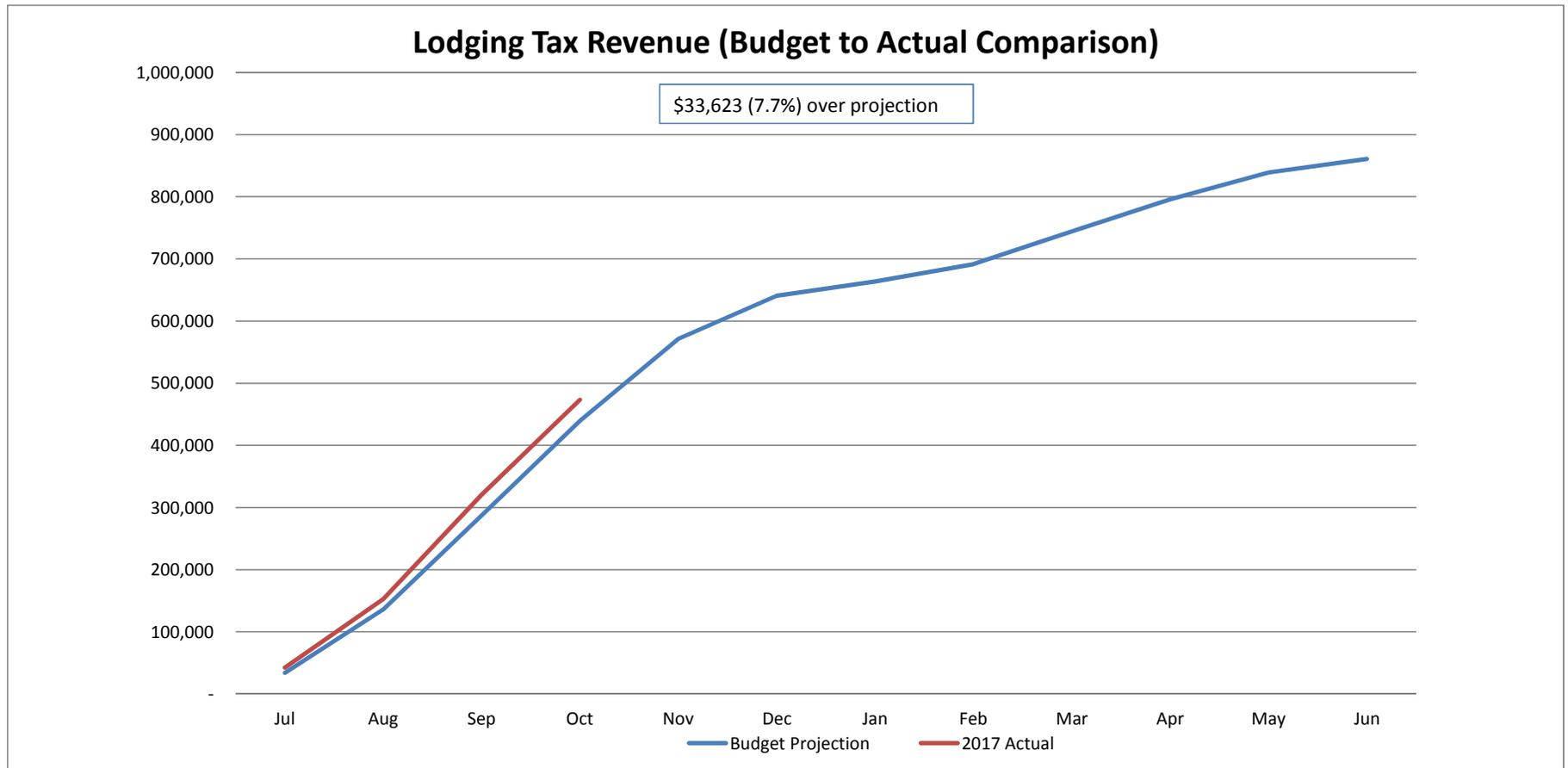
### Lease with Snow King Mountain Recreation, LLC for Ski Shelter

At the August 1, 2016 Town Council meeting, Council discussed bringing back the ski shelter lease with Snow King Mountain Recreation, LLC to consider the possibility of increasing the lease amount from \$100/month to another amount. After reviewing the current lease and 1<sup>st</sup> amendment, there does not appear to be a method to allow renegotiation of the lease amount or a termination clause in the agreement other than for default. For this reason, staff has not placed this item on an agenda for Council consideration.

**TOWN OF JACKSON, WYOMING  
LODGING TAX REPORT  
October-16**

Month Received (2 mos. lag)	Lodging Tax - Total				Town				County			
	Total	Promotion T&T Board	Visitor Impact	General Fund	Visitor Impact	General Fund	Total	T/C Split Percent	Visitor Impact	General Fund	Total	T/C Split Percent
July	\$ 273,010	\$ 163,806	\$ 81,903	\$ 27,301	\$ 31,852	\$ 10,617	\$ 42,469	38.9%	\$ 50,051	\$ 16,684	\$ 66,735	61.1%
August	798,003	478,802	239,401	79,800	82,545	27,515	110,061	34.5%	156,855	52,285	209,141	65.5%
September	1,159,527	695,716	347,858	115,953	125,855	41,952	167,807	36.2%	222,003	74,001	296,004	63.8%
October	1,121,221	672,732	336,366	112,122	114,735	38,245	152,979	34.1%	221,632	73,877	295,509	65.9%
November	-	-	-	-	-	-	-	---	-	-	-	---
December	-	-	-	-	-	-	-	---	-	-	-	---
January	-	-	-	-	-	-	-	---	-	-	-	---
February	-	-	-	-	-	-	-	---	-	-	-	---
March	-	-	-	-	-	-	-	---	-	-	-	---
April	-	-	-	-	-	-	-	---	-	-	-	---
May	-	-	-	-	-	-	-	---	-	-	-	---
June	-	-	-	-	-	-	-	---	-	-	-	---
<b>Totals</b>	<b>\$ 3,351,760</b>	<b>\$ 2,011,056</b>	<b>\$ 1,005,528</b>	<b>\$ 335,176</b>	<b>\$ 354,987</b>	<b>\$ 118,329</b>	<b>\$ 473,316</b>	<b>35.3%</b>	<b>\$ 650,541</b>	<b>\$ 216,847</b>	<b>\$ 867,388</b>	<b>64.7%</b>

TOJ Budget	630,000	231,000	861,000
Budget Remain	275,013	112,671	387,684
Earned	56.3%	51.2%	55.0%
Remaining	43.7%	48.8%	45.0%



**TOWN OF JACKSON, WYOMING**  
**SALES TAX COLLECTIONS (4% and 1%)**  
 October-16

Receipt Month	13/14				14/15				15/16			16/17			12 Mth Rolling Avg	Sales Month
	FY2013	FY2014	13/14 Change	Percent Change	FY2015	14/15 Change	Percent Change	FY2016	15/16 Change	Percent Change	FY2017	16/17 Change	Percent Change			
Jul	\$ 463,647	\$ 545,714	\$ 82,067	17.7%	\$ 621,792	\$ 76,079	13.9%	\$ 713,141	\$ 91,349	14.7%	807,564	94,423	13.2%	10.0%	May	
Aug	864,701	1,127,554	262,853	30.4%	1,249,588	122,034	10.8%	1,287,639	38,051	3.0%	1,411,501	123,863	9.6%	10.7%	Jun	
Sep	1,529,133	1,365,422	(163,711)	-10.7%	1,488,138	122,716	9.0%	1,705,468	217,330	14.6%	1,920,244	214,777	12.6%	10.5%	Jul	
Oct	1,261,801	1,385,078	123,277	9.8%	1,513,838	128,760	9.3%	1,750,353	236,515	15.6%	1,665,117	(85,236)	-4.9%	7.6%	Aug	
Nov	1,243,354	1,408,973	165,619	13.3%	1,523,192	114,219	8.1%	1,420,820	(102,372)	-6.7%	-	----	---	----	Sep	
Dec	782,981	767,015	(15,967)	-2.0%	826,299	59,285	7.7%	1,002,143	175,844	21.3%	-	----	---	----	Oct	
Jan	537,024	521,354	(15,670)	-2.9%	587,477	66,123	12.7%	600,037	12,560	2.1%	-	----	---	----	Nov	
Feb	585,552	761,420	175,867	30.0%	822,382	60,962	8.0%	831,587	9,205	1.1%	-	----	---	----	Dec	
Mar	712,261	750,117	37,856	5.3%	683,968	(66,148)	-8.8%	850,550	166,581	24.4%	-	----	---	----	Jan	
Apr	607,049	759,626	152,577	25.1%	712,992	(46,633)	-6.1%	915,256	202,263	28.4%	-	----	---	----	Feb	
May	697,478	790,246	92,768	13.3%	815,782	25,536	3.2%	842,792	27,010	3.3%	-	----	---	----	Mar	
Jun	596,132	549,857	(46,275)	-7.8%	544,020	(5,837)	-1.1%	610,312	66,292	12.2%	-	----	---	----	Apr	
<b>Totals</b>	<b>\$ 9,881,113</b>	<b>\$ 10,732,374</b>	<b>\$ 851,261</b>	<b>8.6%</b>	<b>\$ 11,389,469</b>	<b>\$ 657,096</b>	<b>6.1%</b>	<b>\$ 12,530,098</b>	<b>\$ 1,140,628</b>	<b>10.0%</b>	<b>\$ 5,804,426</b>	<b>\$ 347,826</b>	<b>6.4%</b>			

**Budgeted Sales Tax for FY 2017**                    3.75%    12,903,172  
**Budgeted Sales Tax Year-to-Date**                3.75%    5,395,541  
**Actual Sales Tax Collected Year-to-Date**        5,804,426  
**Leading (Lagging) Budget - through August**       \$    408,886

