

MEMORANDUM

TO: Mayor and Town Council
FR: Bob McLaurin, Town Manager
DT: April 16, 2018
RE: Town Manager's Report

Sales and Lodging Tax

The Town budgeted a total of \$975,471 in lodging tax revenues for the entire fiscal year from the 30% visitor impact portion combined with the 10% general fund portion. We have collected \$990,340 to date which is 101.5% of total projected collections. April 2018 revenue represents collections from February 2018. These amounts are tracked through the Special Revenue Fund for the Lodging Tax.

Sales tax collections year to date are 10.2% over last year. Collections are currently tracking at \$760,593 more than budgeted. However we still have May 2018 through June 2018 collections to account for before realizing any unanticipated revenue. April 2018 revenue represents collections from February 2018. As you can see, collections from April 2018 were up 21.2% over the same time last year. However, please note that February of 2017 was when the village was shut down due to the power outage and so the 21.2% increase over last year is due to the low amount of collections last February and not necessarily an accurate reflection of a regular year over year comparison.

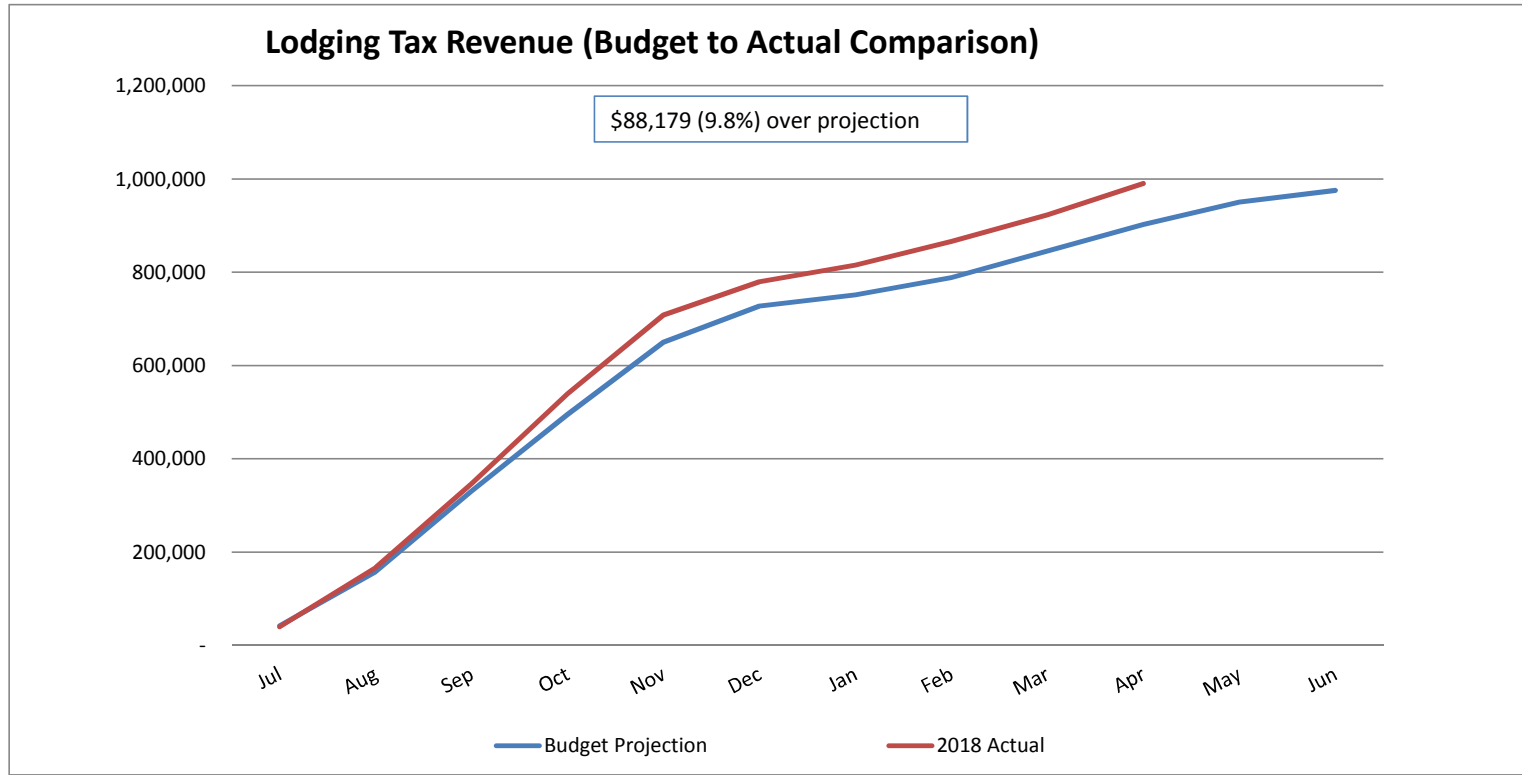
**TOWN OF JACKSON, WYOMING
LODGING TAX REPORT
April-18**

Month Received (2 mos. lag)	Lodging Tax - Total				Town				County			
	Total	Promotion	Visitor	General	Visitor Impact	General	Total	T/C Split Percent	Visitor Impact	General	Total	T/C Split Percent
		T&T Board	Impact	Fund		Fund				Fund		
July	\$ 267,774	\$ 160,664	\$ 80,332	\$ 26,777	\$ 29,779	\$ 9,926	\$ 39,705	37.1%	\$ 50,553	\$ 16,851	\$ 67,404	62.9%
August	922,122	553,273	276,637	92,212	94,748	31,583	126,331	34.3%	181,889	60,630	242,518	65.7%
September	1,226,220	735,732	367,866	122,622	134,860	44,953	179,813	36.7%	233,006	77,669	310,675	63.3%
October	1,302,107	781,264	390,632	130,211	145,276	48,425	193,702	37.2%	245,356	81,785	327,141	62.8%
November	1,097,089	658,253	329,127	109,709	126,319	42,106	168,425	38.4%	202,808	67,603	270,410	61.6%
December	416,786	250,072	125,036	41,679	53,853	17,951	71,804	43.1%	71,183	23,728	94,911	56.9%
January	130,949	78,569	39,285	13,095	26,859	8,953	35,812	68.4%	12,426	4,142	16,568	31.6%
February	387,166	232,299	116,150	38,717	37,993	12,664	50,657	32.7%	78,157	26,052	104,210	67.3%
March	482,771	289,662	144,831	48,277	42,667	14,222	56,890	29.5%	102,164	34,055	136,219	70.5%
April	518,856	311,314	155,657	51,886	50,402	16,801	67,202	32.4%	105,255	35,085	140,340	67.6%
May	-	-	-	-	-	-	-	---	-	-	-	---
June	-	-	-	-	-	-	-	---	-	-	-	---
Totals	\$ 6,751,839	\$ 4,051,104	\$ 2,025,552	\$ 675,184	\$ 742,755	\$ 247,585	\$ 990,340	36.7%	\$ 1,282,797	\$ 427,599	\$ 1,710,396	63.3%

	Visitor Impact	General Fund	Total
TOJ Budget	\$ 731,603	\$ 243,868	\$ 975,471
Budget Remain	\$ (11,152)	\$ (3,717)	\$ (14,869)
Earned			101.5%
Remaining			-1.5%

12 Month
Rolling Avg
13.7%

	FY2017 Year-to-Date	FY2018 Year-to-Date	Increase (Decrease)
T&T 60%:	\$ 3,507,516	\$ 4,051,104	\$ 543,588
TOJ 30% Visitor:	641,110	742,755	101,645
TOJ 10% General:	213,703	247,585	33,882



TOWN OF JACKSON, WYOMING
SALES TAX COLLECTIONS (4% and 1%)
April-18

Receipt Month	14/15				15/16				16/17				17/18			12 Mth Avg	Rolling Sales Month
	FY2014	FY2015	14/15 Change	Percent Change	FY2016	15/16 Change	Percent Change	FY2017	16/17 Change	Percent Change	FY2018	17/18 Change	Percent Change				
Jul	\$ 545,714	\$ 621,792	\$ 76,079	13.9%	\$ 713,141	\$ 91,349	14.7%	\$ 807,564	\$ 94,423	13.2%	\$ 807,972	\$ 408	0.1%	6.3%	May		
Aug	1,127,554	1,249,588	122,034	10.8%	1,287,639	38,051	3.0%	1,411,501	123,863	9.6%	1,551,376	139,875	9.9%	6.3%	Jun		
Sep	1,365,422	1,488,138	122,716	9.0%	1,705,468	217,330	14.6%	1,920,244	214,777	12.6%	1,971,647	51,402	2.7%	5.0%	Jul		
Oct	1,385,078	1,513,838	128,760	9.3%	1,750,353	236,515	15.6%	1,665,117	(85,236)	-4.9%	1,897,973	232,856	14.0%	7.5%	Aug		
Nov	1,408,973	1,523,192	114,219	8.1%	1,420,820	(102,372)	-6.7%	1,533,746	112,925	7.9%	1,850,527	316,781	20.7%	9.0%	Sep		
Dec	767,015	826,299	59,285	7.7%	1,002,143	175,844	21.3%	1,046,289	44,146	4.4%	1,054,095	7,806	0.7%	8.7%	Oct		
Jan	521,354	587,477	66,123	12.7%	600,037	12,560	2.1%	655,026	54,989	9.2%	680,672	25,645	3.9%	8.4%	Nov		
Feb	761,420	822,382	60,962	8.0%	831,587	9,205	1.1%	1,032,128	200,542	24.1%	1,166,026	133,898	13.0%	7.8%	Dec		
Mar	750,117	683,968	(66,148)	-8.8%	850,550	166,581	24.4%	947,188	96,639	11.4%	1,066,105	118,917	12.6%	7.9%	Jan		
Apr	759,626	712,992	(46,633)	-6.1%	915,256	202,263	28.4%	859,580	(55,676)	-6.1%	1,041,459	181,879	21.2%	9.7%	Feb		
May	790,246	815,782	25,536	3.2%	842,792	27,010	3.3%	874,371	31,579	3.7%	-	----	---	----	Mar		
Jun	549,857	544,020	(5,837)	-1.1%	610,312	66,292	12.2%	660,771	50,459	8.3%	-	----	---	----	Apr		
Totals	\$ 10,732,374	\$ 11,389,469	\$ 657,096	6.1%	\$ 12,530,098	\$ 1,140,628	10.0%	\$ 13,413,526	\$ 883,428	7.1%	\$ 13,087,852	\$ 1,209,468	10.2%				

Budgeted Sales Tax for FY 2018 3.75% \$ 13,954,375
Budgeted Sales Tax Year-to-Date 3.75% 12,327,260
Actual Sales Tax Collected Year-to-Date 13,087,852
Leading (Lagging) Budget - through April \$ 760,593

