



Council Work Session: Quarterly Financial Update

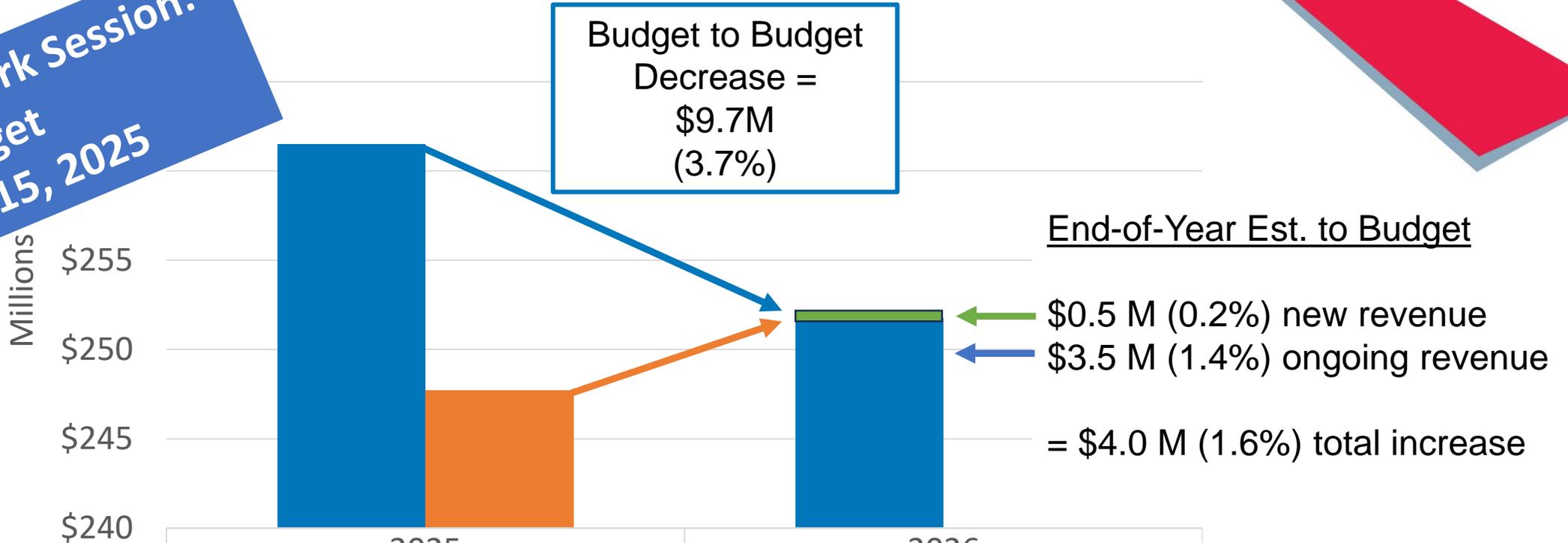
March 23, 2026

Charae McDaniel
Chief Financial Officer

Sales & Use Tax Overview General Fund



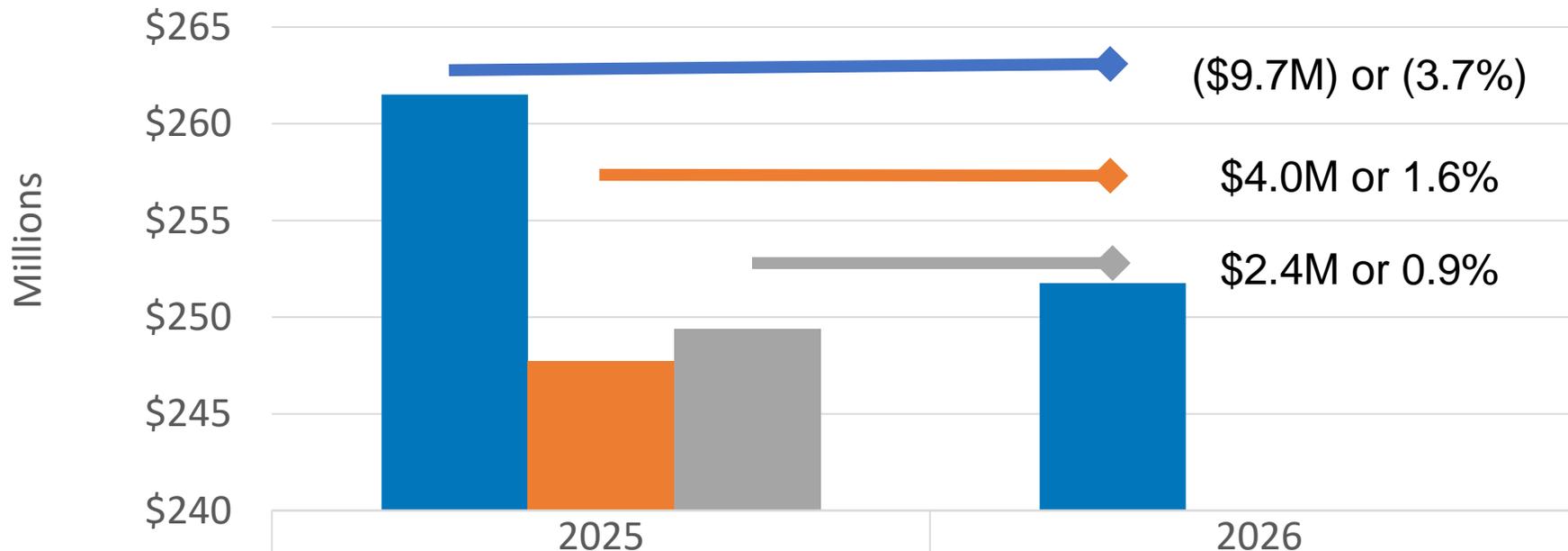
**Council Work Session:
2026 Budget
October 15, 2025**



	2025	2026
■ Sales Tax Budget	\$261,503,203	\$251,768,203
■ Sales Tax End-of-Year Est.	\$247,720,000	

Sales & Use Tax Overview

General Fund



	2025	2026
■ Sales Tax Budget	\$261,503,203	\$251,768,203
■ Sales Tax Est. 9/25	\$247,720,000	
■ Sales Tax Est. 3/26	\$249,417,000	

Sales Tax (only) Overview General Fund

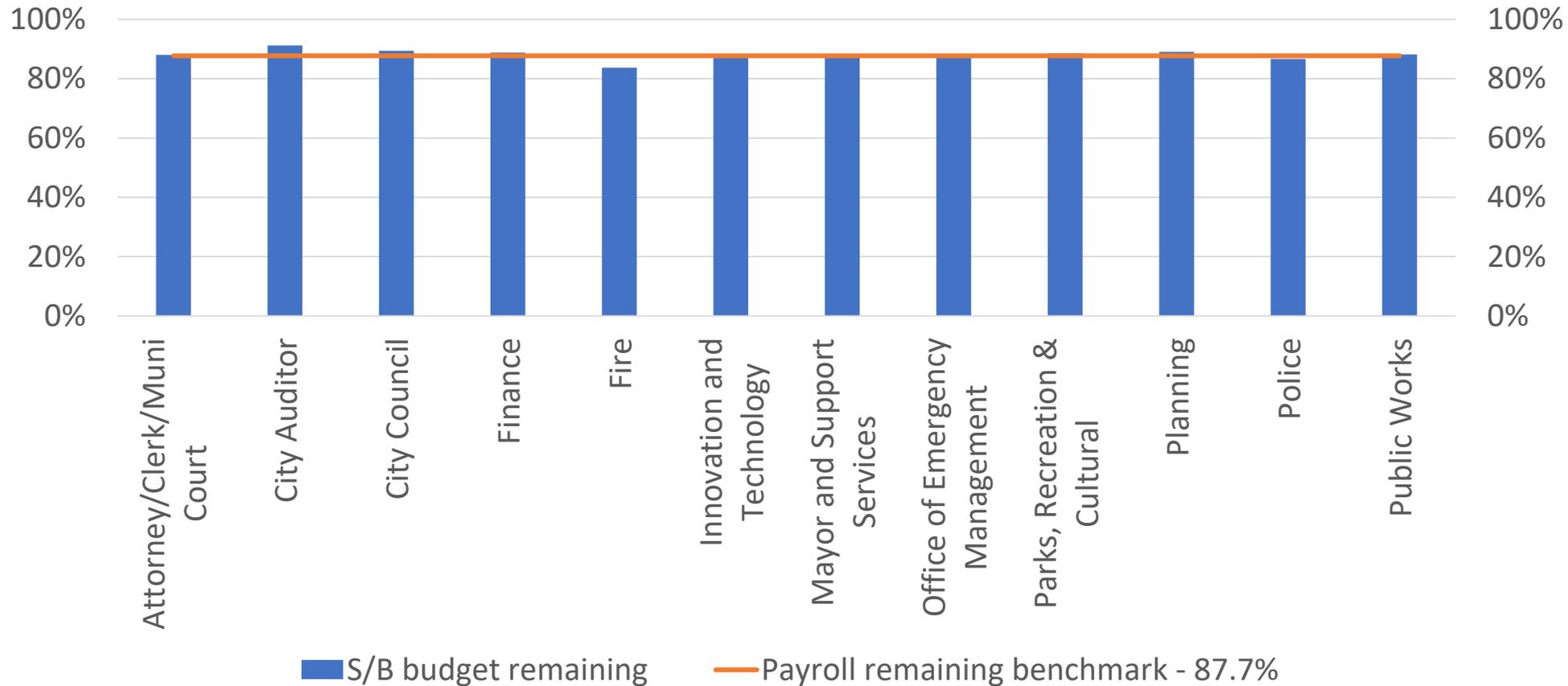


Industry	2024 to 2025 change (\$)	2024 to 2025 change (%)
Auto Dealer	\$ 437,499	1.34%
Building Materials	(3,551,846)	-10.33%
Furniture, Appliances, and Electronics	126,156	0.76%
General Retail	1,215,139	2.07%
Restaurants	760,322	2.25%
All Other Categories	1,783,295	2.94%

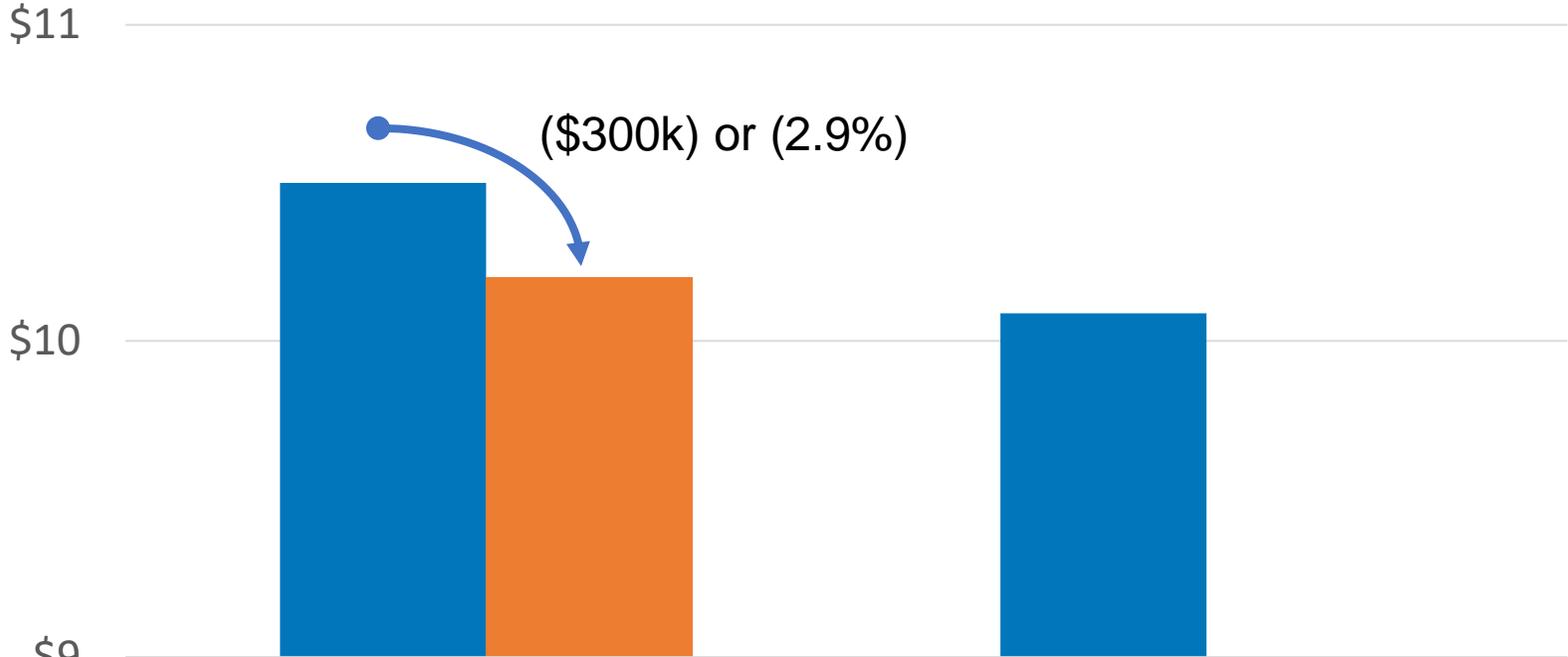
General Fund Salary and Benefit Expenses



% of Salary and Benefit budget remaining – thru 2/2026



Lodging/Auto Rental Tax Fund (LART)



	2025	2026
■ LART Tax Rev Budget	\$10,500,000	\$10,088,000
■ LART Tax Rev Est. 3/26	\$10,200,000	

Lodging/Auto Rental Tax Fund (LART)

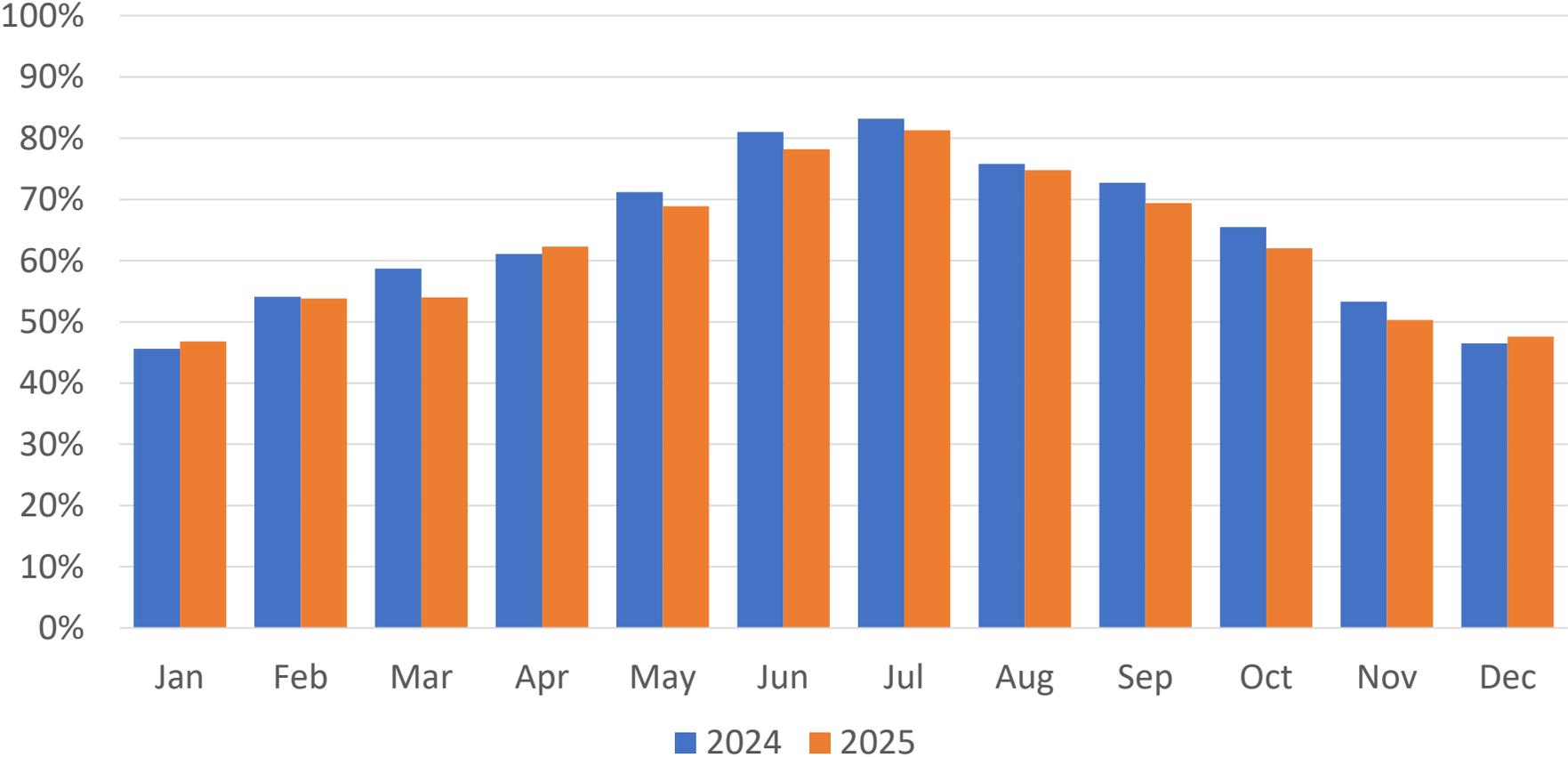


Funds available – as of 1-1-25	\$176,044
2025 Revenue Budget	\$10,500,000
2025 Revenue – over/(under) budget – Mar 2026 estimate	(\$300,000)
2025 Expenditures	(\$10,685,000)
Estimated funds available - end of 2025	(\$309,000)
2026 Revenue Budget	\$10,088,000
2026 Revenue – over/(under) budget	???
2026 Expenditure Budget	(\$9,994,031)
Estimated funds available - end of 2026, to start 2027 budget	(\$215,000)

Lodging/Auto Rental Tax Fund (LART)



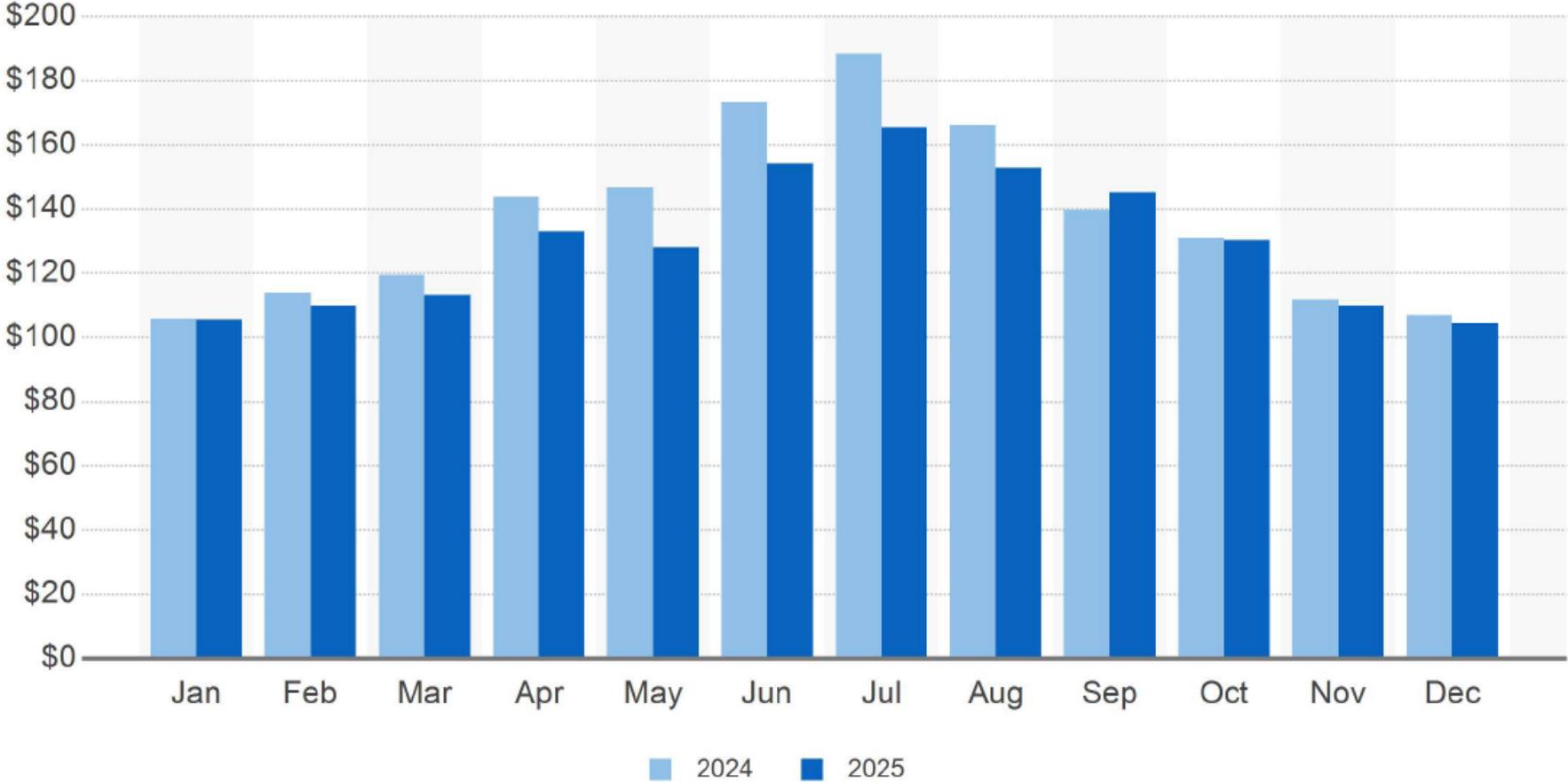
Hotel Occupancy Rate



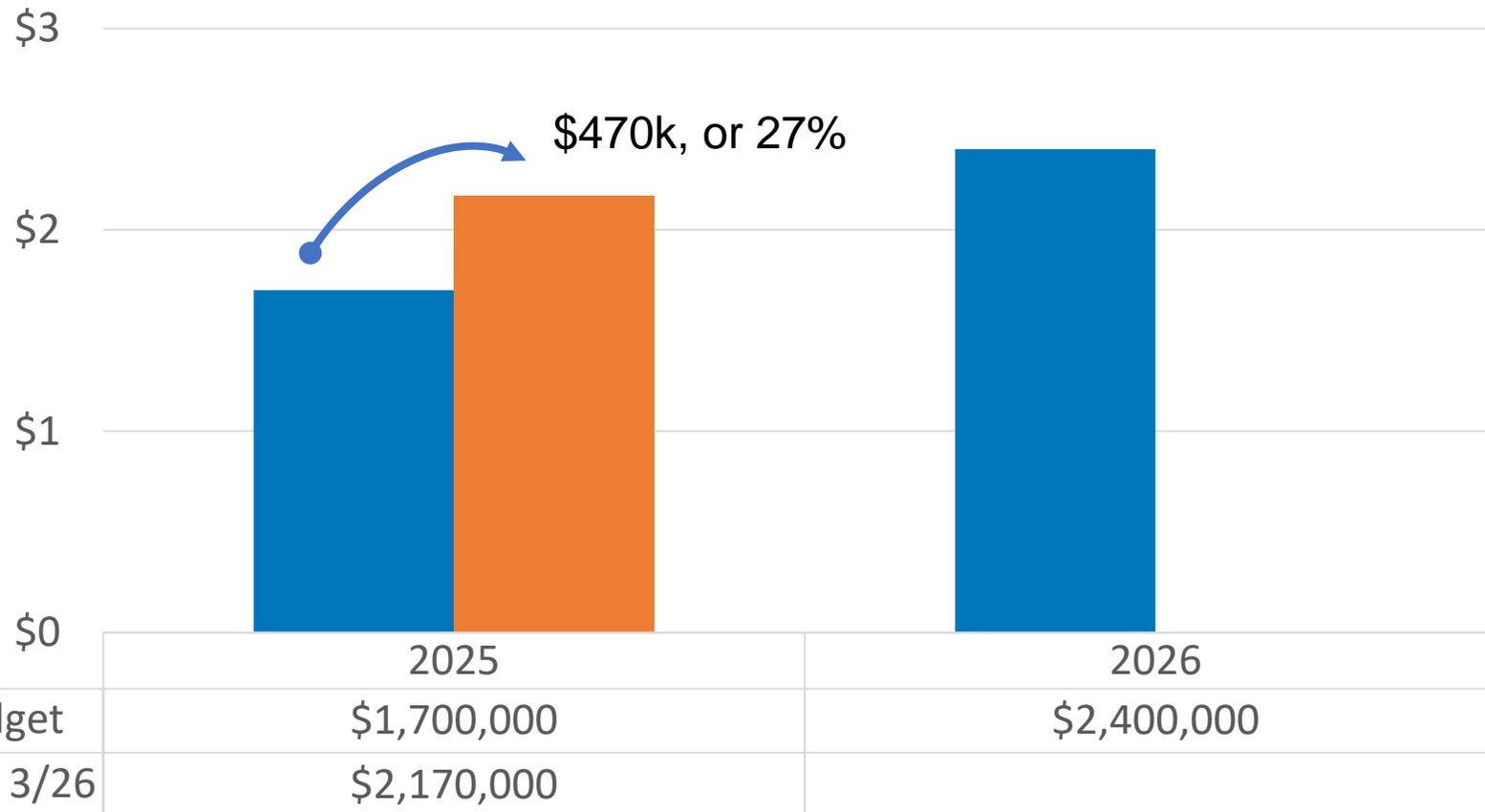
Lodging/Auto Rental Tax Fund (LART)



ADR MONTHLY



Recreational Marijuana Special 5% Tax Fund (RMJ)



Recreational Marijuana Special 5% Tax Fund (RMJ)



Public Safety Programs	
Downtown Clean and Safe – safety program	\$ 700,000
Police – Technology	1,331,585
Police – Safety patrol in priority areas	300,000
Fire – February Academy	1,300,000
PTSD Treatment for Veterans	200,000