

MEMORANDUM

TO: Mayor and Town Council
FR: Larry Pardee, Town Manager
DT: September 17, 2018
RE: Town Manager's Report

Sales and Lodging Tax

The Town budgeted a total of \$1,106,184 in lodging tax revenues for FY19 from the 30% visitor impact portion combined with the 10% general fund portion. We have collected \$374,529 to date which is 35.9% of total projected collections. September 2018 revenue represents collections from July 2018. These amounts are tracked through the Special Revenue Fund for the Lodging Tax.

Sales tax collections year to date are 5.8% over last year. Collections are currently tracking at \$225,648 more than budgeted. However, we are only three months into collections and we still have October 2018 through June 2019, collections to account for before realizing any unanticipated revenue. September 2018 revenue represents collections from July 2018.

Specific Purpose Excise Tax (SPET)

At the August 6 JIM meeting the Town Council and County Commission informally continued the SPET process discussion indefinitely. It was staff's understanding that the Council and Commission may be waiting for the newly seated elected officials to weigh in on advancing any SPET propositions to the voters. Below are the upcoming options for placing SPET propositions on the ballot.

Upcoming SPET Election Dates and Ballot Resolution Deadlines		
Election Date	Election Type	110 Day Deadline to Provide Ballot Resolution to County Clerk
Tuesday, May 07, 2019	Special	Wednesday, January 16, 2019
Tuesday, August 20, 2019	Special	Wednesday, May 01, 2019
Tuesday, November 05, 2019	Special	Wednesday, July 17, 2019
Tuesday, May 05, 2020	Special	Wednesday, January 15, 2020
Tuesday, August 18, 2020	Primary	Wednesday, April 29, 2020
Tuesday, November 03, 2020	General	Wednesday, July 15, 2020

Staff provides this information to you just to make sure you aware that if we are waiting for the newly elected officials to be seated in office, there would not be enough time to complete a process for the May 2019 election and we would likely be looking at an August 20, 2019 election as the first opportunity. It is staff's understanding that the current ballot initiatives will be satisfied by the spring of 2020 and we would need to

pass an additional SPET initiative anytime during the 2019 options in order to maintain the tax rate at 6%.

Retail Liquor License Update

The purpose of this item on the Town Manager's report is to ensure that a notation in the minutes is made regarding the disposition of the retail liquor license formerly held by The Mattheis Company, LLC, d/b/a Town Square Tavern.

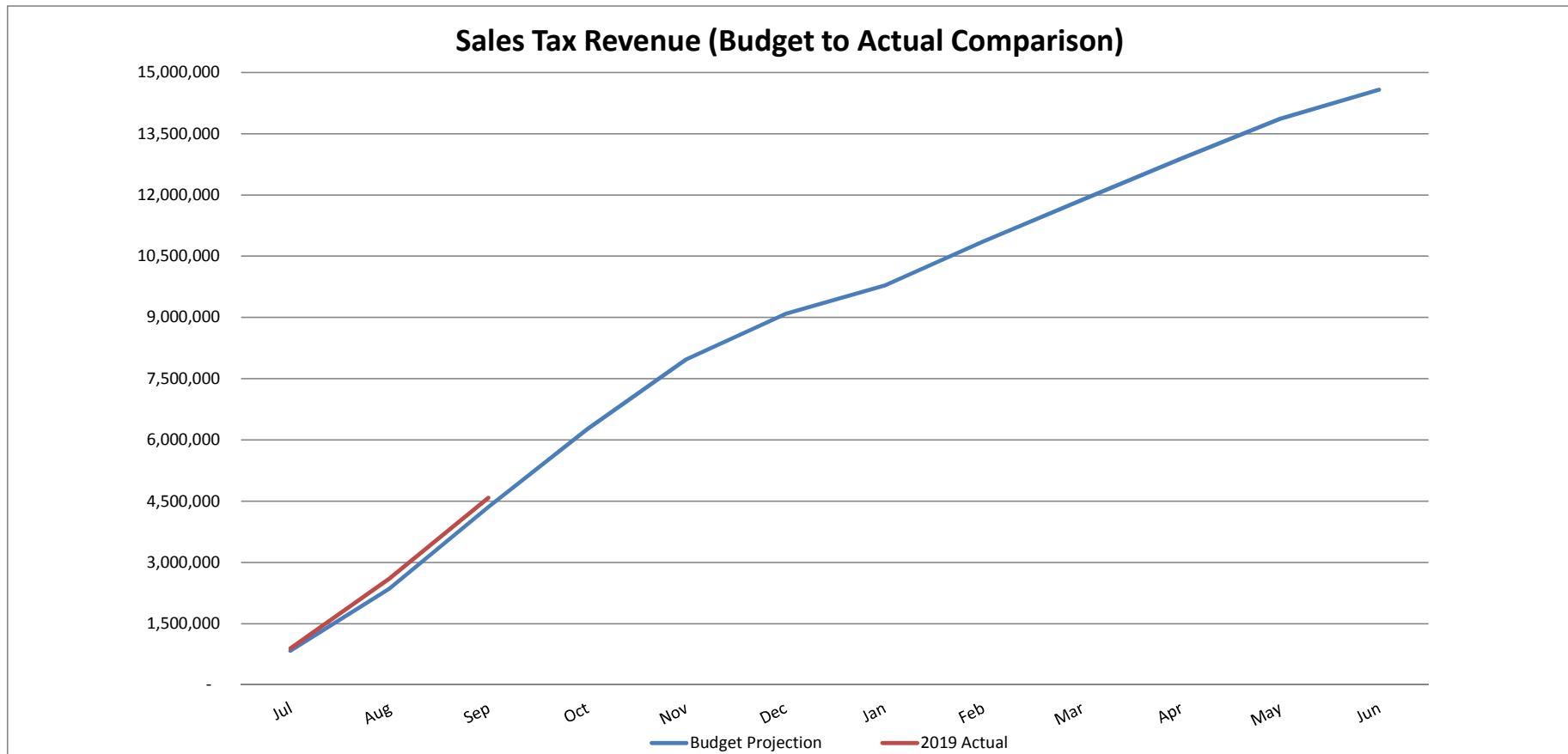
The appeal period on the Court's revocation decision for the retail liquor license formerly held by The Mattheis Company, LLC expired on September 13, 2018 at 5:00 p.m. There were two applications related to this retail license pending the Courts decision. In December 2017, The Mattheis Company, LLC submitted an application to the Town Clerk to renew their retail liquor license and park it at another location. The liquor license was 'stayed' by Judge Day before the application was scheduled to be heard by the Town Council. On February 20, 2018, the Town Council tabled a Get Loose, LLC application to transfer ownership of The Mattheis Company retail liquor license until the Court made a final decision on the revocation and the appeal period had concluded. On May 7, 2018, Get Loose, LLC withdrew this application to transfer the retail liquor license and moved forward with a new microbrewery and restaurant liquor license at 20 E Broadway (those licenses were approved by Council on June 4, but have not been issued due to renovations still in process).

Because the Mattheis' no longer hold the retail liquor license due to the revocation, their application from December 2017 to renew and park the license is no longer valid; the file was closed and application fees were returned. Because the Get Loose application from February 20 to transfer the license was withdrawn on May 7, this file was also closed and fees were returned. Until such time as the Town Council directs the Town Clerk to initiate a process and accept applications for the retail license now held by the Town of Jackson, no applications will be accepted.

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

Receipt Month	15/16 Percent				16/17 Percent				17/18 Percent				18/19 Percent				12 Mth Rolling
	FY2015	FY2016	15/16 Change	Change	FY2017	16/17 Change	Change	FY2018	17/18 Change	Change	FY2019	18/19 Change	Change	Avg	Month		
Jul	\$ 621,792	\$ 713,141	\$ 91,349	14.7%	\$ 807,564	\$ 94,423	13.2%	\$ 807,972	\$ 408	0.1%	\$ 890,746	\$ 82,774	10.2%	11.1%	May		
Aug	1,249,588	1,287,639	38,051	3.0%	1,411,501	123,863	9.6%	1,551,376	139,875	9.9%	1,711,050	159,674	10.3%	11.2%	Jun		
Sep	1,488,138	1,705,468	217,330	14.6%	1,920,244	214,777	12.6%	1,971,647	51,402	2.7%	1,979,587	7,941	0.4%	10.8%	Jul		
Oct	1,513,838	1,750,353	236,515	15.6%	1,665,117	(85,236)	-4.9%	1,897,973	232,856	14.0%	-	---	---	---	Aug		
Nov	1,523,192	1,420,820	(102,372)	-6.7%	1,533,746	112,925	7.9%	1,850,527	316,781	20.7%	-	---	---	---	Sep		
Dec	826,299	1,002,143	175,844	21.3%	1,046,289	44,146	4.4%	1,054,095	7,806	0.7%	-	---	---	---	Oct		
Jan	587,477	600,037	12,560	2.1%	655,026	54,989	9.2%	680,672	25,645	3.9%	-	---	---	---	Nov		
Feb	822,382	831,587	9,205	1.1%	1,032,128	200,542	24.1%	1,166,026	133,898	13.0%	-	---	---	---	Dec		
Mar	683,968	850,550	166,581	24.4%	947,188	96,639	11.4%	1,066,105	118,917	12.6%	-	---	---	---	Jan		
Apr	712,992	915,256	202,263	28.4%	859,580	(55,676)	-6.1%	1,041,459	181,879	21.2%	-	---	---	---	Feb		
May	815,782	842,792	27,010	3.3%	874,371	31,579	3.7%	1,010,453	136,082	15.6%	-	---	---	---	Mar		
Jun	544,020	610,312	66,292	12.2%	660,771	50,459	8.3%	728,398	67,628	10.2%	-	---	---	---	Apr		
Totals	\$ 11,389,469	\$ 12,530,098	\$ 1,140,628	10.0%	\$ 13,413,526	\$ 883,428	7.1%	\$ 14,826,704	\$ 1,413,178	10.5%	\$ 4,581,383	\$ 250,388	5.8%				

Budgeted Sales Tax for FY 2018 4.00% \$ 14,576,001
Budgeted Sales Tax Year-to-Date 4.00% 4,355,735
Actual Sales Tax Collected Year-to-Date 4,581,383
Leading (Lagging) Budget - through September \$ 225,648



TOWN OF JACKSON, WYOMING
LODGING TAX REPORT
September-18

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																												
FY2019:																																								
July	\$ 323,950	\$ 194,370	\$ 97,185	\$ 32,395	\$ 43,597	\$ 14,532	\$ 58,130	44.9%	\$ 53,588	\$ 17,863	\$ 71,450	55.1%																												
August	1,096,755	658,053	329,027	109,676	115,982	38,661	154,642	35.3%	213,045	71,015	284,060	64.7%																												
September	1,191,377	716,566	355,383	119,428	121,343	40,414	161,757	34.1%	234,040	79,013	313,054	65.9%																												
October	-	-	-	-	-	-	-	-	-	-	-	-																												
November	-	-	-	-	-	-	-	-	-	-	-	-																												
December	-	-	-	-	-	-	-	-	-	-	-	-																												
January	-	-	-	-	-	-	-	-	-	-	-	-																												
February	-	-	-	-	-	-	-	-	-	-	-	-																												
March	-	-	-	-	-	-	-	-	-	-	-	-																												
April	-	-	-	-	-	-	-	-	-	-	-	-																												
May	-	-	-	-	-	-	-	-	-	-	-	-																												
June	-	-	-	-	-	-	-	-	-	-	-	-																												
Totals	\$ 2,612,082	\$ 1,568,989	\$ 781,595	\$ 261,498	\$ 280,922	\$ 93,607	\$ 374,529	35.9%	\$ 500,673	\$ 167,891	\$ 668,564	64.1%																												
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 33.33%; text-align: center;">Visitor Impact</td> <td style="width: 33.33%; text-align: center;">General Fund</td> <td style="width: 33.33%; text-align: center;">Total</td> </tr> <tr> <td>\$ 829,638</td> <td>\$ 276,546</td> <td>\$ 1,106,184</td> </tr> <tr> <td>\$ 548,716</td> <td>\$ 182,939</td> <td>\$ 731,655</td> </tr> <tr> <td></td> <td></td> <td>33.9%</td> </tr> <tr> <td></td> <td></td> <td>66.1%</td> </tr> </table>				Visitor Impact	General Fund	Total	\$ 829,638	\$ 276,546	\$ 1,106,184	\$ 548,716	\$ 182,939	\$ 731,655			33.9%			66.1%	12 Month Rolling Avg 15.7%		<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 33.33%; text-align: center;">T&T 60%:</td> <td style="width: 33.33%; text-align: center;">FY2018 Year-to-Date</td> <td style="width: 33.33%; text-align: center;">FY2019 Year-to-Date</td> <td style="width: 33.33%; text-align: center;">Increase (Decrease)</td> </tr> <tr> <td>\$ 1,449,669</td> <td>\$ 1,449,669</td> <td>\$ 1,568,989</td> <td>\$ 119,320</td> </tr> <tr> <td>TOJ 30% Visitor:</td> <td>259,387</td> <td>280,922</td> <td>21,535</td> </tr> <tr> <td>TOJ 10% General:</td> <td>86,462</td> <td>93,607</td> <td>7,145</td> </tr> </table>				T&T 60%:	FY2018 Year-to-Date	FY2019 Year-to-Date	Increase (Decrease)	\$ 1,449,669	\$ 1,449,669	\$ 1,568,989	\$ 119,320	TOJ 30% Visitor:	259,387	280,922	21,535	TOJ 10% General:	86,462	93,607	7,145
Visitor Impact	General Fund	Total																																						
\$ 829,638	\$ 276,546	\$ 1,106,184																																						
\$ 548,716	\$ 182,939	\$ 731,655																																						
		33.9%																																						
		66.1%																																						
T&T 60%:	FY2018 Year-to-Date	FY2019 Year-to-Date	Increase (Decrease)																																					
\$ 1,449,669	\$ 1,449,669	\$ 1,568,989	\$ 119,320																																					
TOJ 30% Visitor:	259,387	280,922	21,535																																					
TOJ 10% General:	86,462	93,607	7,145																																					

