

SUBJECT: REVENUE, SALES AND USE TAX REPORTS - NOVEMBER 2025

DATE: JANUARY 15, 2026

PRESENTED BY: TRAVIS ANDERSON, REVENUE AND TAX MANAGER, JESS ZEAS, SALES TAX ACCOUNTANT/AUDITOR II, MELISSA LUNDGREN CPA, CFE, SALES TAX ACCOUNTANT/AUDITOR II

SUMMARY:

Sales and Use Tax Collection Report – November 2025

Audit Revenue: Audit tax collections in November 2025 totaled **\$50,925**, bringing the year-to-date total to **\$3,347,271** YTD.

Sales Tax: Increased MoM (November 2025 vs November 2024) by 3.1% for a total amount collected of \$1,795,647. In-city businesses generated \$846,948, a decrease of \$48,199 or -5.4%. Outside city businesses generated \$948,699 an increase of \$102,249 or 12.1%.

YTD Cumulative Performance: Our year-to-date sales tax revenue is trending in a positive direction, exceeding our budget by \$198,049 or 1.0%. We're also seeing a positive trend when compared to last year, with sales tax revenue up by \$297,693 or 1.5% over the same period in 2024.

The broader picture for all tax revenues is balancing out. Combining sales tax, use, building, auto, lodging, audit, and bag taxes, we're seeing a cumulative increase of \$89,532 or 1.0%, from these accounts.

However, if you exclude audit revenue, the revenue outlook is less optimistic. When we combine use, building, auto, lodging, and bag taxes, we see a significant cumulative decrease of \$3,257,740, or -38.1%, from these accounts. This reduction is primarily driven by declines in the Consumer Use and Building Use Tax.

Consumer Use Tax: Consumer use tax collections for November 2025 amounted to \$107,679 reflecting purchases brought into the city without the corresponding sales tax.

RECOMMENDATION:

Receive and file.

CITY OF LOUISVILLE

Cumulative Revenue History Report

Sales Tax

Through Month	Cumulative Budget	Cumulative Sales Tax - 2025	Cumulative Budget Var. %	Cumulative Sales Tax - 2024	Cumulative Var. % to PY
JANUARY	1,706,466	1,541,040	-9.7%	1,694,541	-9.1%
FEBRUARY	3,240,748	3,077,278	-5.0%	3,203,905	-4.0%
MARCH	5,301,667	5,170,956	-2.5%	5,356,409	-3.5%
APRIL	7,014,416	6,982,202	-0.5%	7,043,090	-0.9%
MAY	8,794,597	8,744,543	-0.6%	8,774,925	-0.3%
JUNE	11,060,310	11,174,082	1.0%	11,009,153	1.5%
JULY	12,960,469	13,191,764	1.8%	12,953,932	1.8%
AUGUST	14,848,281	14,999,307	1.0%	14,850,821	1.0%
SEPTEMBER	16,956,389	17,087,571	0.8%	16,934,732	0.9%
OCTOBER	18,834,692	19,015,258	1.0%	18,771,615	1.3%
NOVEMBER	20,612,856	20,810,905	1.0%	20,513,212	1.5%
DECEMBER	23,415,590			23,282,068	

Budgeted increase from last year's Actual Sales Tax **0.6%**

Other Taxes - Combined

Through Month	Cumulative Budget	Cumulative Use, Building, Auto, Lodging, Audit, & Bag Tax - 2025	Cumulative Budget Var. %	Cumulative Use, Building, Auto, Lodging, Audit, & Bag Tax - 2024	Cumulative Var. % to PY
JANUARY	562,224	497,228	-11.6%	536,250	-7.3%
FEBRUARY	1,067,718	880,998	-17.5%	1,000,218	-11.9%
MARCH	1,746,723	1,409,736	-19.3%	1,649,250	-14.5%
APRIL	2,311,016	1,839,548	-20.4%	2,142,669	-14.1%
MAY	2,897,527	2,770,205	-4.4%	2,572,092	7.7%
JUNE	3,644,004	3,348,657	-8.1%	5,225,545	-35.9%
JULY	4,270,043	3,780,753	-11.5%	6,413,208	-41.0%
AUGUST	4,892,014	4,292,440	-12.3%	6,923,667	-38.0%
SEPTEMBER	5,586,565	7,587,832	35.8%	7,488,834	1.3%
OCTOBER	6,205,403	8,159,505	31.5%	7,943,411	2.7%
NOVEMBER	6,791,249	8,632,618	27.1%	8,543,086	1.0%
DECEMBER	7,714,657			9,422,057	

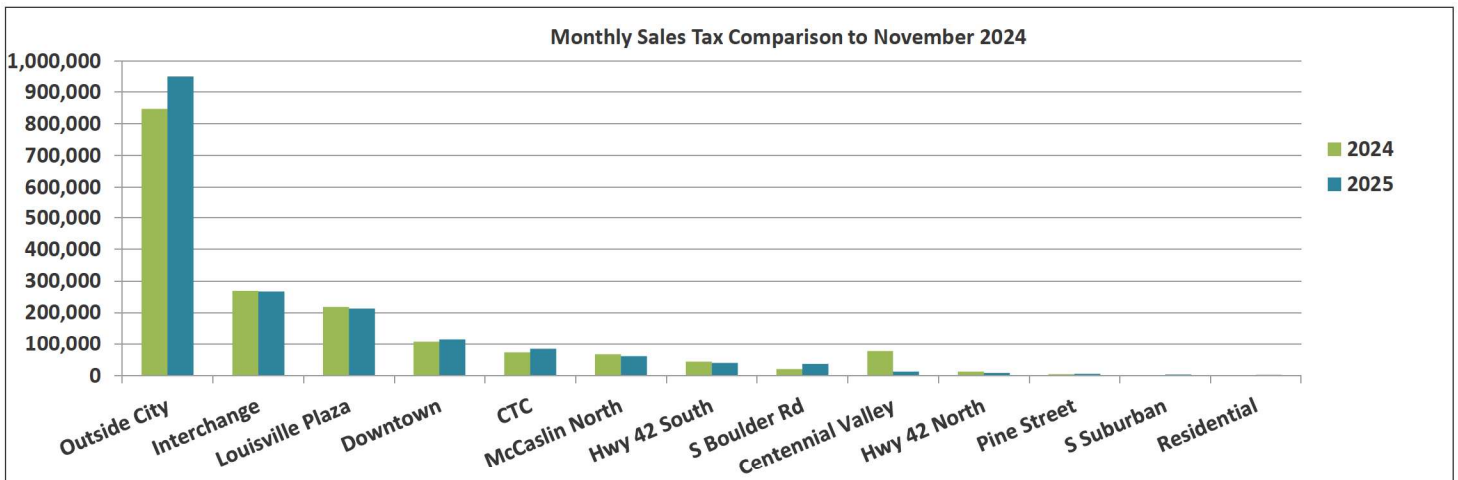
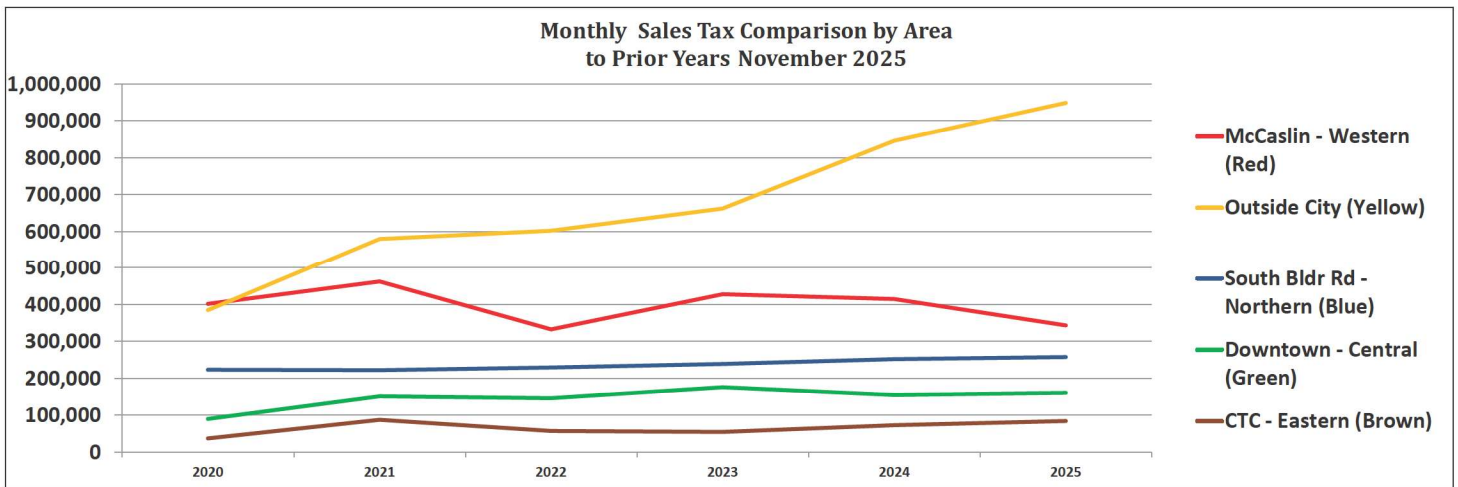
All Taxes - Combined

Through Month	Cumulative Budget	Cumulative All Tax Revenue - 2025	Cumulative Budget Var. %	Cumulative All Tax Revenue - 2024	Cumulative Var. % to PY
JANUARY	2,268,689	2,038,268	-10.2%	2,230,791	-8.6%
FEBRUARY	4,308,466	3,958,276	-8.1%	4,204,122	-5.8%
MARCH	7,048,389	6,580,693	-6.6%	7,005,660	-6.1%
APRIL	9,325,432	8,821,750	-5.4%	9,185,759	-4.0%
MAY	11,692,123	11,514,748	-1.5%	11,347,017	1.5%
JUNE	14,704,314	14,522,739	-1.2%	16,234,698	-10.5%
JULY	17,230,512	16,972,517	-1.5%	19,367,139	-12.4%
AUGUST	19,740,295	19,291,747	-2.3%	21,774,488	-11.4%
SEPTEMBER	22,542,954	24,675,404	9.5%	24,423,566	1.0%
OCTOBER	25,040,095	27,174,763	8.5%	26,715,026	1.7%
NOVEMBER	27,404,105	29,443,523	7.4%	29,056,298	1.3%
DECEMBER	31,130,247			32,704,125	

CITY OF LOUISVILLE											
Revenue History											
2020 through 2025											
YEAR	MONTH	SALES TAX MO. BUDGET	SALES TAX	VAR. %	USE TAX	BLDG USE TAX	AUTO USE TAX	LODGING TAX	AUDIT	BAG TAX	TOTAL
2025											
	JANUARY	1,706,466	1,541,040	-9.7%	78,250	159,577	198,372	15,686	45,243	100	2,038,268
	FEBRUARY	1,534,282	1,536,239	0.1%	76,655	142,319	196,139	17,471	50,897	289	1,920,008
	MARCH	2,060,919	2,093,678	1.6%	214,028	41,179	184,073	21,427	44,164	23,868	2,622,417
	APRIL	1,712,749	1,811,245	5.8%	73,674	171,426	154,479	26,266	3,922	44	2,241,057
	MAY	1,780,181	1,762,341	-1.0%	104,160	125,252	158,637	48,982	493,839	(214)	2,692,998
	JUNE	2,265,714	2,429,539	7.2%	138,535	138,196	167,300	53,082	52,964	28,375	3,007,991
	JULY	1,900,159	2,017,682	6.2%	91,852	93,161	173,014	53,880	20,016	174	2,449,778
	AUGUST	1,887,812	1,807,543	-4.3%	57,116	157,314	136,175	52,237	109,726	(881)	2,319,230
	SEPTEMBER	2,108,108	2,088,264	-0.9%	324,809	366,680	155,246	49,037	2,370,831	28,791	5,383,657
	OCTOBER	1,878,303	1,927,687	2.6%	64,517	180,993	180,630	40,788	104,744	-	2,499,359
	NOVEMBER	1,778,164	1,795,647	1.0%	107,679	129,120	166,766	20,635	50,925	(2,012)	2,268,760
	DECEMBER	2,802,734									
	YTD TOTALS	20,612,856	20,810,905	1.0%	1,331,275	1,605,217	1,870,831	399,490	3,347,271	78,533	29,443,523
	2025 Budget	23,415,590	23,415,590		3,336,510	2,074,997	1,759,850	443,300	-	100,000	31,130,247
	YTD Variance % to Prior Year	0.6%	1.5%		-20.9%	-58.3%	7.8%	-14.5%	367.6%	-11.1%	1.3%
2024											
	JANUARY	1,629,000	1,694,541	4.0%	231,929	113,184	172,085	19,052	-	-	2,230,791
	FEBRUARY	1,504,000	1,509,364	0.4%	119,255	176,535	151,369	16,768	-	41	1,973,931
	MARCH	2,148,000	2,152,505	0.2%	204,957	242,799	120,150	40,658	9,269	31,199	2,801,538
	APRIL	1,799,000	1,686,680	-6.2%	106,868	175,582	160,095	27,918	21,152	1,805	2,180,099
	MAY	1,895,000	1,731,835	-8.6%	144,957	3,236	164,151	80,600	36,418	60	2,161,258
	JUNE	2,392,000	2,234,228	-6.6%	271,578	1,926,072	131,978	51,593	242,860	29,372	4,887,681
	JULY	1,946,000	1,944,779	-0.1%	134,428	790,889	190,082	61,022	11,209	33	3,132,442
	AUGUST	1,962,000	1,896,889	-3.3%	134,336	130,170	149,308	59,572	37,068	5	2,407,348
	SEPTEMBER	2,191,000	2,083,911	-4.9%	195,461	92,291	178,529	41,864	32,066	24,958	2,649,079
	OCTOBER	1,906,000	1,836,883	-3.6%	70,187	148,112	186,755	45,900	2,709	914	2,291,460
	NOVEMBER	1,792,000	1,741,597	-2.8%	69,530	53,514	131,312	22,245	323,074	-	2,341,272
	DECEMBER	2,935,000	2,768,856	-5.7%	360,824	184,611	142,933	10,672	153,661	26,270	3,647,827
	YTD TOTALS	24,099,000	23,282,068	-3.4%	2,044,309	4,036,994	1,878,746	477,865	869,487	114,656	32,704,124
	2024 Adjusted Budget	24,099,000	24,099,000		3,239,333	1,548,333	1,700,333	403,000	-	100,000	31,089,999
	YTD Variance % to Prior Year	12.6%	8.8%		-40.5%	140.1%	2.3%	15.6%	1037.8%	-44.3%	12.6%
2023											
	JANUARY		1,568,367		155,955	238,897	157,506	8,027	-	-	2,128,752
	FEBRUARY		1,539,730		208,668	99,366	106,393	15,663	2,715	-	1,972,536
	MARCH		2,030,246		223,743	219,554	157,285	12,178	-	71,169	2,714,176
	APRIL		1,476,283		774,627	100,712	215,093	25,843	-	(46)	2,592,512
	MAY		1,841,030		154,813	100,612	130,404	46,617	-	46	2,273,522
	JUNE		2,023,204		223,473	101,731	129,621	55,112	-	52,606	2,585,746
	JULY		1,723,776		580,457	289,594	106,004	60,716	-	2,351	2,762,896
	AUGUST		1,649,459		84,672	105,041	156,199	43,180	-	419	2,038,970
	SEPTEMBER		1,847,642		223,587	43,341	119,898	52,083	-	34,601	2,321,151
	OCTOBER		1,560,040		98,476	174,305	201,959	44,457	-	1,782	2,081,018
	NOVEMBER		1,560,759		336,826	93,138	167,370	29,255	799	677	2,188,824
	DECEMBER		2,583,946		373,162	115,007	188,882	20,146	72,904	42,098	3,396,144
	YTD TOTALS		21,404,481		3,438,458	1,681,299	1,836,613	413,278	76,418	205,702	29,056,248
	Totals Post BAP Refund		21,299,674		3,123,008	1,681,299	1,836,613	413,278	76,418	205,702	28,635,991
	2023 Adjusted Budget		22,050,630		2,625,630	1,030,780	2,040,910	373,660	-	200,000	28,321,610
	Budget vs Actual Variance		-3.4%		18.9%	63.1%	-10.0%	10.6%		2.9%	1.1%
	YTD Variance *Post BAP		6.9%		-17.8%	-55.5%	-3.3%	31.3%	21.6%	8.9%	-0.5%
	YTD Variance % to Prior Year		7.4%		29.7%	-55.5%	-3.3%	31.3%	21.6%	8.9%	1.0%
2022											
	JANUARY		1,290,514		176,432	130,345	128,149	3,109	208		1,728,758
	FEBRUARY		1,190,326		193,090	51,720	119,067	6,032	14,265		1,574,500
	MARCH		1,873,155		194,188	116,141	239,724	15,574	17,376	46,850	2,503,008
	APRIL		1,716,488		166,822	103,279	171,550	21,231	2,336		2,181,706
	MAY		1,596,606		141,953	156,057	162,552	37,751	817		2,095,736
	JUNE		1,977,923		363,695	166,434	145,676	30,068	-	50,020	2,683,797
	JULY		1,582,397		282,381	250,332	133,511	47,010	12,466		2,308,096
	AUGUST		1,732,722		170,194	577,453	169,804	63,940	8,651		2,722,763
	SEPTEMBER		1,769,359		333,062	1,252,503	155,205	22,131	-	46,134	3,578,394
	OCTOBER		1,469,642		176,355	329,917	214,840	42,562	15		2,233,332
	NOVEMBER		1,368,473		102,994	61,392	134,481	10,985	-		1,678,325
	DECEMBER		2,355,727		350,061	582,602	123,871	14,445	6,724	45,940	3,479,370
	YTD TOTALS		19,923,333		2,651,227	3,778,176	1,898,431	314,836	62,857	188,944	28,767,785
	2022 Adjusted Budget		20,145,920		2,386,940	1,532,520	1,914,660	319,480		101,250	26,400,770
	Budget vs Actual Variance		-1.1%		11.1%	146.5%	-0.8%	-1.5%		86.6%	9.0%
	YTD Variance % to Prior Year		9.1%		27.0%	54.8%	5.1%	16.0%	-33.9%		15.3%
2021											
	JANUARY		1,093,893		151,922	76,766	165,964	8,893	13,085		1,510,523
	FEBRUARY		1,048,733		123,647	175,248	141,326	9,311	9,343		1,507,607
	MARCH		1,473,421		187,196	497,955	118,578	12,589	1,431		2,291,171
	APRIL		1,447,875		92,613	880,417	156,795	13,198	3,434		2,594,332
	MAY		1,463,795		142,433	69,429	145,625	17,757	14,572		1,853,611
	JUNE		1,836,453		206,969	39,899	182,192	26,986	5,542		2,298,042
	JULY		1,460,976		121,088	(32,980)	144,891	38,956	15,499		1,748,430
	AUGUST		1,372,626		152,120	152,949	160,162	40,187	2,490		1,880,534
	SEPTEMBER		1,641,416		215,222	45,706	163,655	31,783	13,666		2,111,448
	OCTOBER		1,534,805		152,057	164,302	148,773	34,618	12,142		2,046,696
	NOVEMBER		1,503,261		162,041	156,565	144,254	23,667	1,145		1,990,933
	DECEMBER		2,377,087		379,832	214,495	134,883	13,526	2,814		3,122,637
	YTD TOTALS		18,254,341		2,087,139	2,440,753	1,807,098	271,471	95,163		24,955,964
	2021 Adjusted Budget		16,007,490		1,709,960	1,896,860	1,497,390	227,360			21,339,060
	Budget vs Actual Variance		14.0%		22.1%	28.7%	20.7%	19.4%			16.9%
	YTD Variance % to Prior Year		16.9%		39.3%	43.3%	19.3%	48.7%	-79.1%		19.0%
2020											
	JANUARY		1,146,885		139,124	167,476	143,490	20,259	10,328		1,627,562
	FEBRUARY		1,010,556		181,982	213,379	138,820	18,916	62,695		1,626,348
	MARCH		1,453,347		128,050	101,197	68,233	17,511	33,347		1,801,683
	APRIL		1,043,220		102,057	369,619	61,493	4,291	56,334		1,637,014
	MAY		1,104,718		86,298	182,958	52,846	7,772	34,308		1,468,899
	JUNE		1,620,670		135,567	62,081	152,603	13,238	126,571		2,110,730
	JULY		1,231,987		76,551	53,104	160,605	20,902	7,733		1,550,883
	AUGUST		1,176,398		83,836	53,404	155,256	24,833	26,419		1,520,146
	SEPTEMBER		1,500,877		105,141	136,333	145,388	18,154	48,695		1,954,587
	OCTOBER		1,274,200		123,011	36,568	192,352	17,622	7,756		1,651,508
	NOVEMBER		1,137,481		83,349	218,216	100,847	10,177	35,354		1,585,423
	DECEMBER		1,920,601		252,875	109,363	142,948	8,882	5,392		2,440,062
	YTD TOTALS		15,620,940		1,497,840	1,703,698	1,514,880	182,557	454,931		20,974,845
	2020 Adjusted Budget		14,616,360		1,189,540	1,895,060	1,041,660	181,890			18,924,510
	Budget vs Actual Variance		6.9%		25.9%	-10.1%	45.4%	0.4%			10.8%
	YTD Variance % to Prior Year		-2.9%		-12.9%	-18.4%	-12.7%	-59.9%	-67.1%		-10.6%

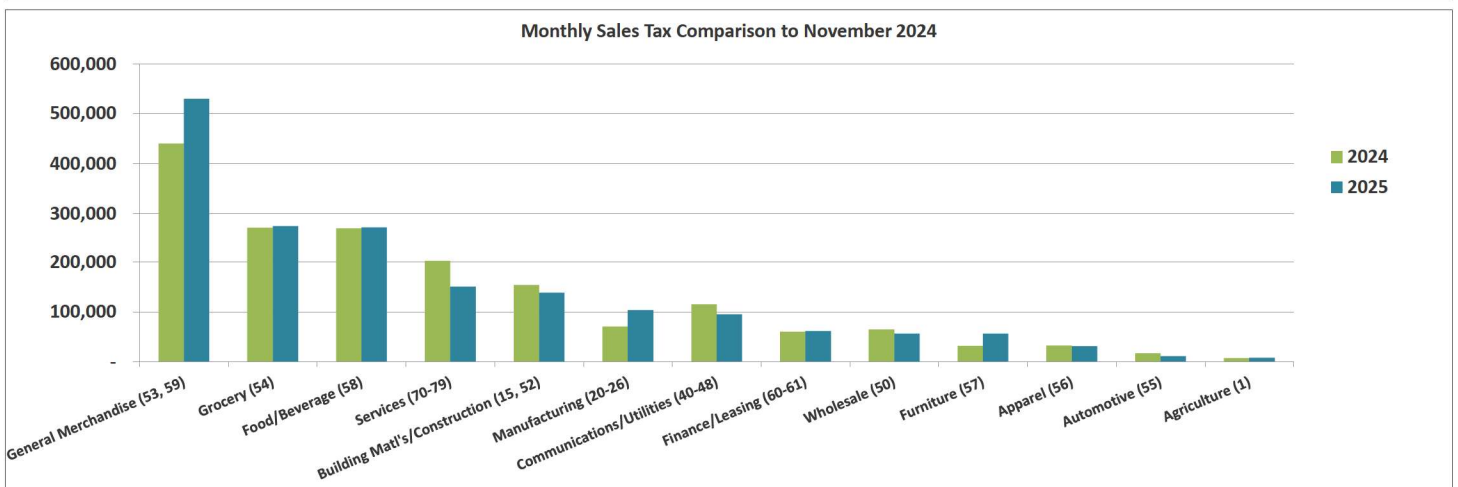
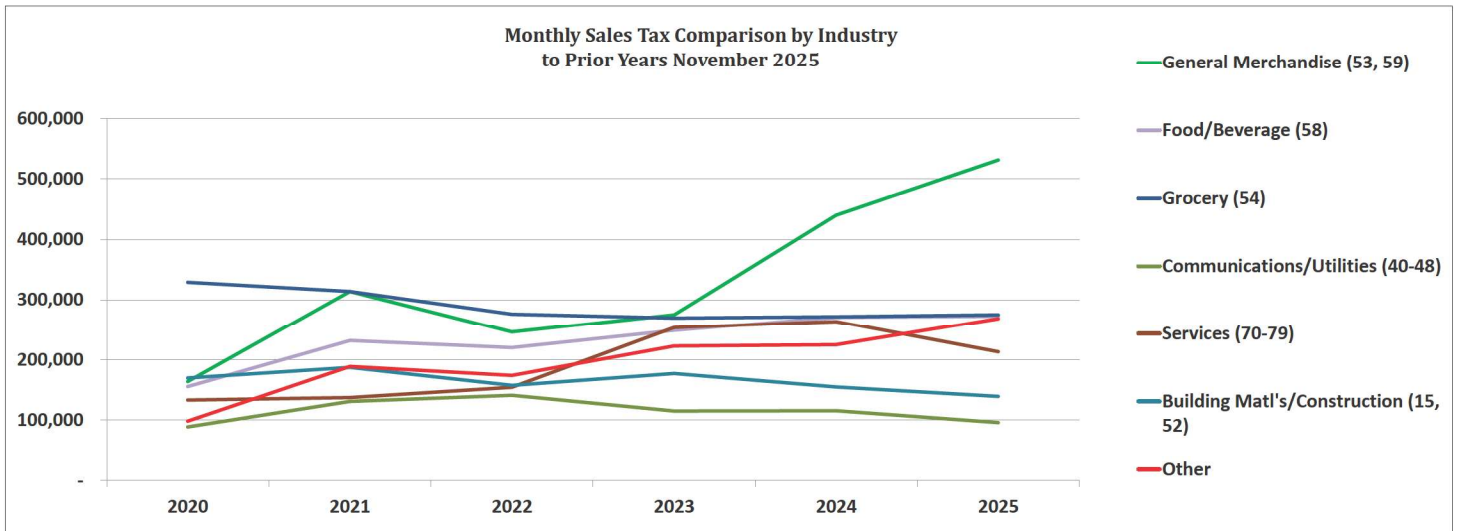
Monthly Sales Tax Revenue Comparisons by Area (November 2025)

AREA NAME	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Actual	2025 Actual	% Of Total	% Change
Outside City	384,901	579,609	603,012	662,540	846,450	948,699	52.8%	12.1%
Interchange	338,554	388,759	261,012	287,645	268,981	267,069	14.9%	-0.7%
Louisville Plaza	179,712	191,047	203,297	214,318	218,350	213,193	11.9%	-2.4%
Downtown	59,236	105,174	97,590	118,362	107,336	113,994	6.3%	6.2%
CTC	37,387	87,713	57,130	54,946	73,351	84,644	4.7%	15.4%
McCaslin North	58,871	64,576	63,048	67,784	67,599	60,942	3.4%	-9.8%
Hwy 42 South	25,962	35,972	42,958	44,706	43,844	39,872	2.2%	-9.1%
S Boulder Rd	38,832	24,414	17,641	18,699	20,823	36,693	2.0%	76.2%
Centennial Valley	2,460	4,823	6,183	69,364	77,390	12,195	0.7%	-84.2%
Hwy 42 North	4,843	6,874	8,579	5,778	12,842	8,006	0.4%	-37.7%
Pine Street	4,694	7,627	4,330	12,438	3,980	5,117	0.3%	28.6%
S Suburban	1,779	4,378	2,547	3,496	651	3,065	0.2%	370.8%
Residential	251	2,295	1,147	682	-	2,157	0.1%	
Total Revenue	1,137,481	1,503,261	1,368,473	1,560,759	1,741,597	1,795,647		
% Of Change	-5.9%	32.2%	-9.0%	14.1%	11.6%	3.1%		



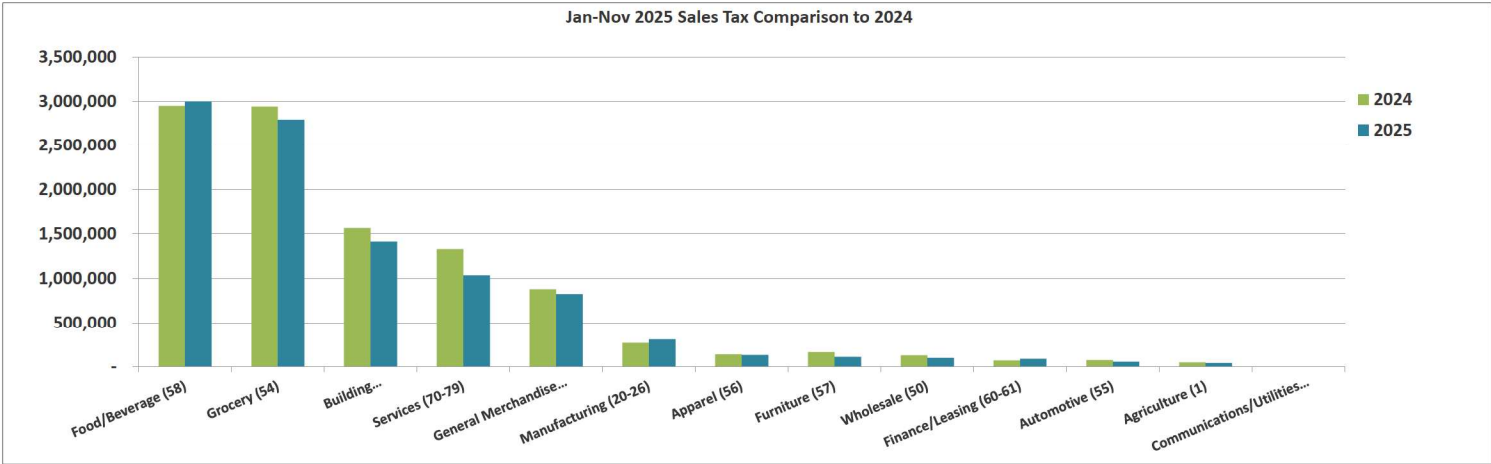
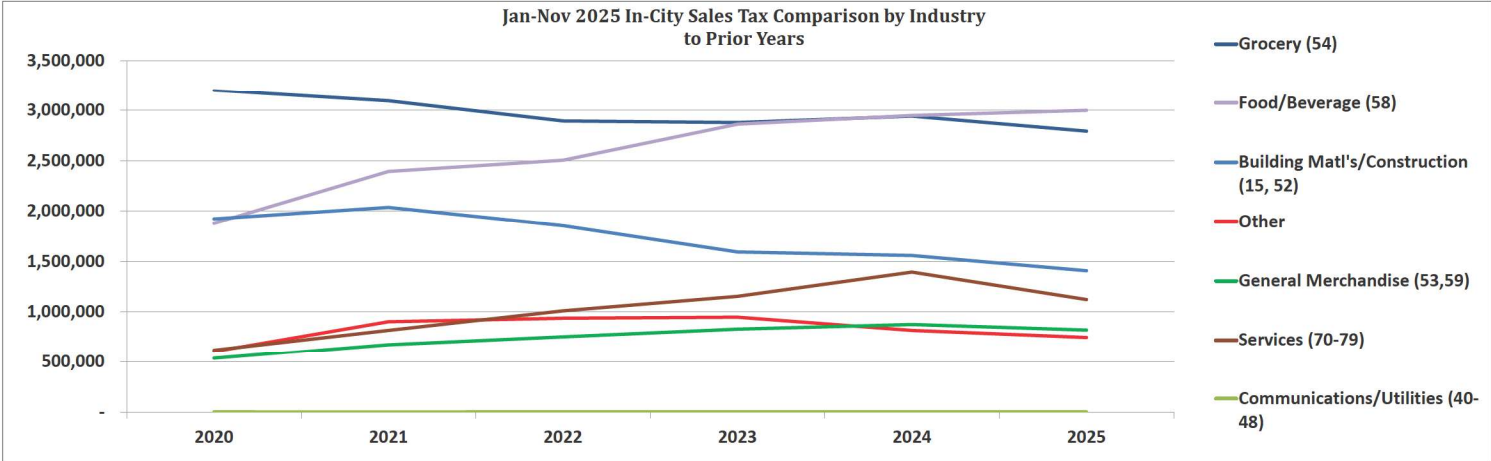
Monthly Sales Tax Revenue Comparisons by Industry (November 2025)

AREA NAME	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Actual	2025 Actual	% Of Total	% Change
General Merchandise (53, 59)	163,696	314,080	245,701	274,954	440,064	531,166	29.6%	20.7%
Grocery (54)	329,082	313,643	276,073	269,709	272,009	275,214	15.3%	1.2%
Food/Beverage (58)	155,363	231,407	220,095	248,422	270,664	272,774	15.2%	0.8%
Services (70-79)	104,698	101,429	115,353	204,644	203,040	150,926	8.4%	-25.7%
Building Mat'l's/Construction (15, 52)	169,414	187,051	157,554	177,138	154,581	139,102	7.7%	-10.0%
Manufacturing (20-26)	29,933	77,968	46,676	51,388	70,679	103,677	5.8%	46.7%
Communications/Utilities (40-48)	88,623	130,960	140,951	114,773	115,621	95,786	5.3%	-17.2%
Finance/Leasing (60-61)	28,379	35,814	38,760	48,677	60,681	62,146	3.5%	2.4%
Wholesale (50)	29,045	39,201	48,110	44,651	65,214	56,901	3.2%	-12.7%
Furniture (57)	20,613	34,531	34,249	61,862	32,116	56,751	3.2%	76.7%
Apparel (56)	8,799	18,895	27,106	36,977	32,610	31,624	1.8%	-3.0%
Automotive (55)	5,266	10,087	11,171	17,155	16,915	11,657	0.6%	-31.1%
Agriculture (1)	4,571	8,195	6,676	10,410	7,402	7,925	0.4%	7.1%
Totals	1,137,481	1,503,261	1,368,473	1,560,759	1,741,597	1,795,647		
% Of Change	-5.9%	32.2%	-9.0%	14.1%	11.6%	3.1%		



Sales Tax Revenue Comparisons by Industry - Inside City Area (Jan-Nov 2025)

INDUSTRY NAME	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Actual	2025 Actual	% Of Total	% Change
Food/Beverage (58)	1,879,104	2,393,226	2,506,129	2,862,857	2,946,720	2,998,805	30.3%	1.8%
Grocery (54)	3,200,615	3,092,939	2,892,937	2,877,128	2,940,658	2,792,514	28.2%	-5.0%
Building Matl's/Construction (15, 52)	1,922,090	2,037,824	1,856,709	1,595,001	1,561,006	1,409,263	14.2%	-9.7%
Services (70-79)	641,324	807,687	999,714	1,126,943	1,326,682	1,034,457	10.5%	-22.0%
General Merchandise (53,59)	533,866	673,818	755,915	831,712	877,339	823,255	8.3%	-6.2%
Manufacturing (20-26)	249,292	450,442	422,688	354,756	267,330	306,837	3.1%	14.8%
Apparel (56)	68,432	103,386	112,872	131,019	137,355	131,554	1.3%	-4.2%
Furniture (57)	95,311	115,827	100,834	168,186	163,045	110,790	1.1%	-32.0%
Wholesale (50)	74,190	99,185	139,103	151,403	129,504	100,150	1.0%	-22.7%
Finance/Leasing (60-61)	(20,323)	10,477	13,256	29,735	69,117	89,601	0.9%	29.6%
Automotive (55)	72,938	83,318	115,039	96,090	75,437	54,548	0.6%	-27.7%
Agriculture (1)	47,155	51,142	49,558	48,412	47,017	43,120	0.4%	-8.3%
Communications/Utilities (40-48)	514	365	383	1,558	678	933	0.0%	37.6%
Totals	8,764,507	9,919,638	9,965,138	10,274,798	10,541,887	9,895,827		
% Of Change	-9.3%	13.2%	0.5%	3.1%	2.6%	-6.1%		



Sales Tax Revenue Comparisons by Industry - Outside City Area (Jan-Nov 2025)

INDUSTRY NAME	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Actual	2025 Actual	% Of Total	% Change
General Merchandise	1,540,856	1,937,272	2,019,630	2,460,893	2,966,082	3,494,142	29.7%	17.8%
Communications/Utilities	1,433,085	1,377,051	1,642,601	1,614,319	1,694,573	1,731,309	17.0%	2.2%
Services	385,865	477,522	659,013	757,647	1,239,322	1,677,760	12.4%	35.4%
Manufacturing	198,916	334,631	664,710	801,117	805,921	831,726	8.1%	3.2%
Building Mat'l's/Construction	300,127	413,275	609,879	815,811	724,413	633,265	7.3%	-12.6%
Finance/Leasing	403,830	389,492	743,911	570,332	736,468	687,649	7.4%	-6.6%
Wholesale	256,690	370,732	439,310	535,203	730,189	620,913	7.3%	-15.0%
Furniture	230,770	278,054	380,646	362,609	331,896	409,796	3.3%	23.5%
Food/Beverage	65,330	175,809	183,130	187,978	223,372	260,219	2.2%	16.5%
Apparel	46,359	57,840	74,305	145,378	188,160	183,372	1.9%	-2.5%
Grocery	65,264	100,866	101,368	125,154	146,491	214,614	1.5%	46.5%
Automotive	3	3,516	33,055	84,335	123,969	75,504	1.2%	-39.1%
Agriculture	8,735	41,556	50,909	84,960	60,469	94,809	0.6%	56.8%
Totals	4,935,831	5,957,616	7,602,468	8,545,736	9,971,325	10,915,079		
% Of Change	8.6%	20.7%	27.6%	12.4%	16.7%	9.5%		

