

# GENERAL FUND REVENUES

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The financial data presented in this section represents the revenues for the City of Memphis General Fund. In general, many of the revenue strings will show a decline in forecasted revenues and the FY21 adopted revenues due to COVID-119.

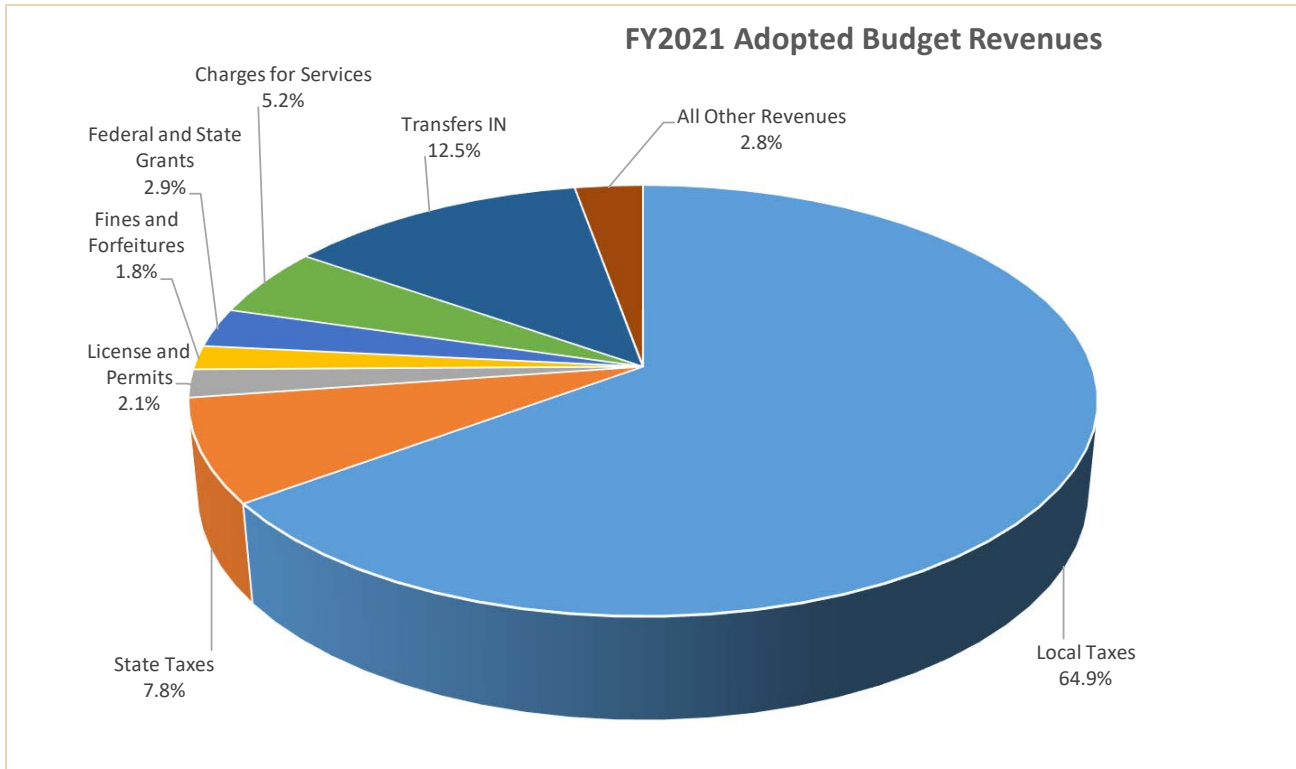
## Revenue Forecasting Methodology

The University of Memphis forecasters independently prepare quarterly reports of revenue updates and forecasts for use in the internal decision-making conducted in the City of Memphis Finance Division. The forecasts have two areas of focus: forecasts for the current fiscal year's end-of-year revenues, and actuals of the previous nine years.

A team of Ph.D. economists report on current economic trends that influence the City of Memphis. National, state and local economic indicators receive full discussion in both an oral presentation and written documents. These perspectives are essential for the Finance Division to understand and respond to a second area of focus. In the second part of the quarterly report, the team prepares numerical forecasts for the current fiscal year's end-of-year revenues, for the next fiscal year, and for each year out for ten years. The forecasts are for more than fifty revenue variables, including total revenue for the city's general fund, subgroups of revenue sources, and individual revenue sources. The format of the forecast involves a median forecast as the single most likely value and a high/low range to indicate the degree of uncertainty. Also, for the most important single revenue sources and for total revenue, there is a more detailed risk analysis. This involves developing a downside risk assessment expressed as the probability that revenues will be at or below important levels.

The smallest revenue sources are forecasted with autoregressive, integrated, moving average (ARIMA) models estimated with monthly or annual data that extends back to 1968 in some cases. Major revenue sources get forecasts from at least two alternative statistical models. For some variables, seasonal patterns are so reliable that end-of-year totals are accurately predicted from year-to-date data used in some of the quarterly updates. For longer-term forecasts, entirely different models are necessary. For some of the revenue sources, national and regional economic indicators are useful to add to short and long term forecast accuracy. These statistical models are combinations of ARIMA modeling and regression analysis. Although some series are estimated with single equation models, others have simultaneous equation models. Stochastic simulations of the short- and long-term models generate empirical estimates of the probability distributions for the revenue sources. These distributions are reported both for the current fiscal year and the next fiscal year. These simulation results are used to report the high/low ranges for the revenue sources and the detailed risk analyses. The high/low range end points are defined to cover the middle 50% of the estimated distributions for the forecasted variables. They are, in fact, the first and third quartiles that surround the median forecast. These intervals are reported for detailed lists of revenue sources, for subcategories of the general fund, and for total revenue.

The simulation results are the basis for more detailed risk analysis of total revenue, property tax, and sales tax. These risk reports give the quartiles and median, plus all the deciles. For example, the first decile in the forecast distribution for total revenue is the level of revenue such that there is a 10% probability that revenue will be at or below that level. In addition, the risk analysis estimates the probability that revenues will be at or below key levels, such as the previous year's level and the level anticipated in the operating budget. This risk analysis is a downside risk description, giving the probability that end-of-year revenue will be short of specified values.



Category	FY 2019 Actual	FY 2020 Adopted	FY 2020 Forecast	FY 2021 Adopted
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**REVENUES SUMMARY BY CATEGORY**

Contributed from Fund Balance	\$ 0	\$ 1,169,734	\$ 19,700,000	\$ 53,444,169
Local Taxes	457,569,968	465,525,069	456,306,567	425,471,058
State Taxes	63,329,249	66,314,304	66,523,023	50,835,000
Licenses and Permits	13,674,185	13,879,500	13,858,348	13,795,550
Fines and Forfeitures	14,823,894	16,290,400	11,663,579	11,763,000
Charges for Services	36,063,592	37,670,570	34,476,311	33,950,400
Use of Money and Property	4,594,900	3,320,000	3,357,964	1,505,000
Federal Grants	17,278,822	5,031,114	16,947,577	5,250,000
State Grants	1,260,983	0	0	14,000,000
Intergovernmental Revenues	9,965,562	10,760,231	10,760,000	10,965,973
Other Revenues	17,831,810	8,382,633	8,965,063	5,976,376
Transfers In	80,815,368	83,214,575	88,083,643	81,738,000
Proceeds from Loan	0	0	302,447	0
<b>Total Revenues</b>	<b>\$ 717,208,333</b>	<b>\$ 711,558,130</b>	<b>\$ 730,944,522</b>	<b>\$ 708,694,526</b>

### General Fund Revenue Detail

Revenue Types	FY 2019 Actual	FY 2020 Adopted	FY 2020 Forecast	FY 2021 Adopted
<b>CONTRIBUTED FROM FUND BALANCE</b>				
Contributed From Restricted Fund Balance	\$ 0	\$ 0	\$ 0	\$ 15,500,000
Contributed From Assigned Fund Balance	0	0	2,500,000	20,000,000
Contributed From Unassigned Fund Balance	0	1,169,734	17,200,000	17,944,169
<b>Total Contributed from Fund Balance</b>	<b>\$ 0</b>	<b>\$ 1,169,734</b>	<b>\$ 19,700,000</b>	<b>\$ 53,444,169</b>
<b>LOCAL TAXES</b>				
Ad Valorem Tax - Current	\$ 253,999,392	\$ 258,500,000	\$ 255,646,992	\$ 254,500,000
Ad Valorem Tax - Current Sale of Receivables	6,829,798	7,500,000	7,641,677	7,500,000
Ad Valorem Tax Prior	4,532,276	5,800,000	2,200,000	2,200,000
Ad Valorem Tax - Prior One Time Assessment	29,860	0	11,367	11,000
PILOT's	4,071,151	4,000,000	5,000,000	5,000,000
Property Taxes Interest & Penalty	4,833,179	4,800,000	5,600,000	5,600,000
Bankruptcy Interest & Penalty	88,510	170,000	98,000	98,000
Interest & Penalty - Sale of Tax Rec	1,163,180	1,500,000	1,320,793	1,200,000
Special Assessment Tax	723,127	598,000	664,972	650,000
Local Sales Tax	114,962,024	115,624,304	113,000,000	92,250,000
Tourism Development Zone Local Sales	3,850,699	3,500,000	3,200,000	0
Alcoholic Beverage Inspection Fee	5,808,000	5,500,000	5,700,000	5,404,058
Beer Sales Tax	15,207,288	16,500,000	15,000,000	13,995,000
Gross Rec Business Tax	13,758,722	14,000,000	13,000,000	11,700,000
Interest, Penalties & Commission	303,991	200,000	298,235	298,000
Business Tax Fees	1,427,698	1,100,000	1,300,000	1,170,000
Mixed Drink Tax	7,683,145	8,000,000	8,000,000	6,375,000
Excise Tax	1,111,238	1,200,000	2,033,742	1,500,000
State Apportionment TVA	8,193,352	7,800,000	8,000,000	7,800,000
Franchise Tax - Telephone	964,746	1,800,000	1,300,000	1,300,000
Cable TV Franchise Fees	4,168,892	4,300,000	4,200,000	4,200,000
Fiber Optic Franchise Fees	2,003,963	1,515,000	1,619,678	1,250,000
Misc Franchise Tax	1,219,579	850,000	850,000	850,000
Warrants and Levies	258	0	0	0
Misc Tax Recoveries	366,042	500,000	350,000	350,000
MLGW Pipeline	269,858	267,765	271,111	270,000
<b>Total Local Taxes</b>	<b>\$ 457,569,968</b>	<b>\$ 465,525,069</b>	<b>\$ 456,306,567</b>	<b>\$ 425,471,058</b>
<b>STATE TAXES</b>				
State Income Tax	\$ 7,805,853	\$ 5,500,000	\$ 5,500,000	\$ 2,500,000
State Sales Tax	52,496,308	57,824,304	58,000,000	45,525,000
Telecommunication Sales Tax	1,145,269	1,000,000	1,000,000	1,000,000
State Shared Beer Tax	299,464	315,000	303,023	225,000
Alcoholic BeverageTax	406,778	375,000	400,000	300,000

General Fund Revenue Detail *(continued)*

Revenue Types	FY 2019 Actual	FY 2020 Adopted	FY 2020 Forecast	FY 2021 Adopted
State Professional Privilege Tax - Athletes	0	0	35,000	0
Spec Petroleum Product Tax	1,175,577	1,300,000	1,285,000	1,285,000
<b>Total State Taxes</b>	<b>\$ 63,329,249</b>	<b>\$ 66,314,304</b>	<b>\$ 66,523,023</b>	<b>\$ 50,835,000</b>
<b>LICENSES AND PERMITS</b>				
Liquor By Ounce License	\$ 187,926	\$ 215,000	\$ 250,000	\$ 196,500
Taxi Drivers License	14,082	20,500	8,000	6,000
Gaming Pub Amus Perm Fee	9,175	15,000	4,000	3,750
Wrecker Permit Fee	10,900	16,000	20,500	20,500
Misc Permits	105,321	70,000	68,000	66,000
Beer Application	57,550	60,000	51,000	54,000
Auto Registration Fee	12,785,948	12,900,000	13,000,000	13,000,000
Dog License	235,881	250,000	200,000	225,000
County Dog License Fee	89,916	100,000	80,848	60,000
Beer Permit Privilege Tax	143,119	145,000	140,000	127,800
Sidewalk Permit Fees	34,367	88,000	36,000	36,000
<b>Total Licenses and Permits</b>	<b>\$ 13,674,185</b>	<b>\$ 13,879,500</b>	<b>\$ 13,858,348</b>	<b>\$ 13,795,550</b>
<b>FINES AND FORFEITURES</b>				
Court Fees	\$ 5,255,078	\$ 4,750,000	\$ 4,000,000	\$ 4,300,000
Court Costs	5,136,903	5,750,000	4,200,000	4,200,000
Fines & Forfeitures	3,595,199	4,845,000	3,000,000	3,000,000
Seizures	30,700	100,000	27,000	27,000
Beer Board Fines	125,300	100,000	25,000	30,000
Library Fines & Fees	327,333	350,000	198,051	0
Delinquent Collection Fees	0	100,000	0	0
Vacant Property Registration Fee	69,800	75,000	35,200	35,000
Arrest Fees	122,671	125,000	64,328	57,000
DUI BAC Fees	385	2,400	2,000	2,000
Sex Offender Registry Fees	160,525	93,000	112,000	112,000
<b>Total Fines and Forfeitures</b>	<b>\$ 14,823,894</b>	<b>\$ 16,290,400</b>	<b>\$ 11,663,579</b>	<b>\$ 11,763,000</b>
<b>CHARGES FOR SERVICES</b>				
Tax Sales Attorney Fees	\$ 582,662	\$ 525,000	\$ 450,000	\$ 425,000
Subdivision Plan Inspection Fee	183,186	170,000	173,898	150,000
Misc Inspection Fees	0	1,565,000	0	0
Street Cut Inspection Fee	289,734	250,000	93,552	100,000
Traffic Signals	246,143	200,000	204,280	165,000
Parking Meters	1,308,853	1,200,000	1,100,000	1,100,000
Signs-Loading Zones	40,348	15,000	45,000	45,000
Arc Lights	4,028	4,000	4,000	4,000

**General Fund Revenue Detail** *(continued)*

Revenue Types	FY 2019 Actual	FY 2020 Adopted	FY 2020 Forecast	FY 2021 Adopted
Wrecker & Storage Charges	685,335	650,000	650,000	650,000
Shelter Fees	233,091	200,000	200,000	200,000
Animal Vaccination	4,740	0	0	0
Ambulance Service	22,976,434	22,500,000	22,500,000	22,500,000
Admissions - General	53	0	0	0
Parking	522,677	477,147	500,000	500,000
Senior Citizen's Meals	77,545	75,000	75,000	75,000
Concessions	1,604,206	1,673,125	2,250,000	2,250,000
Golf Car Fees	1,007,977	1,167,016	790,000	750,000
Pro Shop Sales	154,853	179,500	110,000	110,000
Green Fees	1,247,586	1,629,962	1,131,999	900,000
Softball	66,935	28,000	26,000	26,000
Basketball	0	0	4,100	0
Ballfield Permit	34,225	18,000	22,000	15,000
Class Fees	71,047	42,000	47,000	45,000
Rental Fees	2,233,470	2,363,282	1,729,640	1,700,000
MLG&W Rent	2,200	2,400	2,400	2,400
Rent Of Land	184,687	201,238	197,034	180,000
Police Special Events	861,305	700,000	450,000	500,000
Day Camp Fees	80	0	33	0
After School Camp	200	500	0	0
Parking Lots	428,813	420,000	387,000	387,000
Outside Revenue	67,556	149,400	311,500	156,000
Tow Fees	538,526	600,000	600,000	600,000
HCD- Docking Fees	316,710	600,000	350,000	350,000
Easements & Encroachments	88,387	65,000	71,875	65,000
<b>Total Charges for Services</b>	<b>\$ 36,063,592</b>	<b>\$ 37,670,570</b>	<b>\$ 34,476,311</b>	<b>\$ 33,950,400</b>
<b>USE OF MONEY AND PROPERTY</b>				
Interest on Investments	\$ 3,410,738	\$ 2,500,000	\$ 2,311,633	\$ 1,000,000
Net Income/Investors	1,090,557	700,000	986,331	445,000
State Litigation Tax Commission	93,605	120,000	60,000	60,000
<b>Total Use of Money and Property</b>	<b>\$ 4,594,900</b>	<b>\$ 3,320,000</b>	<b>\$ 3,357,964</b>	<b>\$ 1,505,000</b>
<b>FEDERAL GRANTS</b>				
Federal Grants - Others	\$ 765,418	\$ 5,031,114	\$ 10,809,494	\$ 250,000
FEMA Reimbursement	16,513,404	0	6,138,083	5,000,000
<b>Total Federal Grants</b>	<b>\$ 17,278,822</b>	<b>\$ 5,031,114</b>	<b>\$ 16,947,577</b>	<b>\$ 5,250,000</b>
<b>STATE GRANTS</b>				
State Grants	\$ 0	\$ 0	\$ 0	\$ 14,000,000

General Fund Revenue Detail *(continued)*

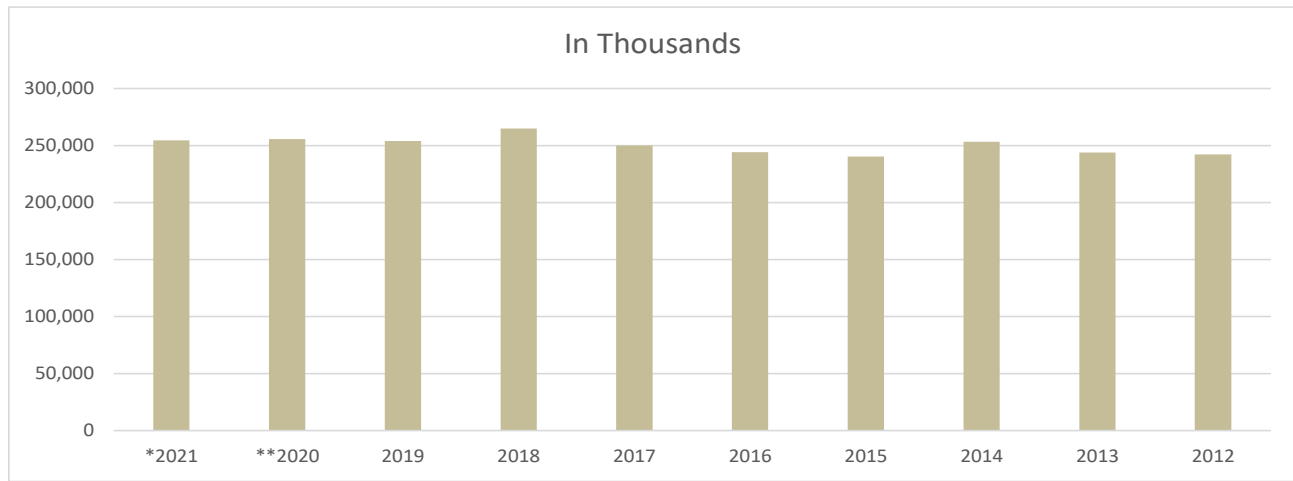
Revenue Types	FY 2019 Actual	FY 2020 Adopted	FY 2020 Forecast	FY 2021 Adopted
St TN Highway Maint Grant	35,871	0	0	0
TEMA Reimbursement	1,225,112	0	0	0
<b>Total State Grants</b>	<b>\$ 1,260,983</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 14,000,000</b>
<b>INTERGOVERNMENTAL REVENUES</b>				
International Airport	\$ 3,965,562	\$ 4,060,231	\$ 4,060,000	\$ 4,265,973
MATA	6,000,000	6,700,000	6,700,000	6,700,000
<b>Total Intergovernmental Revenues</b>	<b>\$ 9,965,562</b>	<b>\$ 10,760,231</b>	<b>\$ 10,760,000</b>	<b>\$ 10,965,973</b>
<b>OTHER REVENUES</b>				
Anti-Neglect Enforcement Program	\$ 175,273	\$ 1,258,659	\$ 185,527	\$ 160,000
Property Insurance Recoveries	651,226	267,998	145,414	65,000
Rezoning Ordinance Publication Fees	4,150	10,000	3,000	3,000
Sale Of Reports	327,359	285,423	425,000	425,000
Local Shared Revenue	646,159	695,956	650,000	650,000
Center City Commission	37,471	0	0	0
City of Bartlett	1,048,466	1,034,000	1,034,000	1,034,000
Utility Warranty Program	298,995	500,000	161,092	75,000
Miscellaneous Income	1,261,783	1,223,349	800,809	0
Subdivision Sidewalk Fees	9,280	0	8,126	6,500
Sewer Fund Cost Allocation	1,075,000	1,075,000	1,075,000	1,075,000
Miscellaneous Auctions	2,046,246	1,750,000	1,700,000	1,700,000
Unclaimed Property	767,130	0	38,526	32,000
Fire - Misc Collections	89,386	25,000	71,656	55,000
Cash Overage/Shortage	6,144	30	4,675	0
Sale Of Capital Assets	5,492,975	0	12,775	0
Donated Revenue	696,797	106,000	713,649	500,001
Corporate Sponsorship	83,484	83,500	95,000	95,000
Insurance Refund	85	0	0	0
Vendor Rebates	248	0	0	0
Grant Revenue - Library	28,692	17,000	100	0
FNMA Service Fees	2,506	0	894	875
Claims	144,736	0	106,624	100,000
Class Action Litigation Revenue	0	0	19,956	0
Miscellaneous Revenue	123,337	44,868	554,161	0
Misc. Library Revenue	79	0	2,701	0
Recovery Of Prior Year Expense	2,814,803	0	1,143,813	0
Mow to Own Program - Program Fees	0	5,850	12,565	0
<b>Total Other Revenues</b>	<b>\$ 17,831,810</b>	<b>\$ 8,382,633</b>	<b>\$ 8,965,063</b>	<b>\$ 5,976,376</b>

**General Fund Revenue Detail** *(continued)*

Revenue Types	FY 2019 Actual	FY 2020 Adopted	FY 2020 Forecast	FY 2021 Adopted
<b>TRANSFERS IN</b>				
In Lieu Of Taxes-MLGW	\$ 59,084,756	\$ 63,000,000	\$ 56,410,956	\$ 56,411,000
In Lieu Of Taxes-Sewer	8,407,368	9,132,716	9,133,828	9,134,000
Oper Tfr In - State Street Aid	2,800,000	2,500,000	5,000,000	0
Oper Tfr In - Solid Waste Fund	1,065,177	1,065,177	1,065,177	750,000
Oper Tfr In - Misc Grants Fund	0	30,000	0	0
Oper Tfr In - Workforce Development Fund	2,000,000	0	0	0
Oper Tfr In - Hotel/Motel Fund	99,006	38,000	0	0
Oper Tfr In - 2019 Sales Tax Referendum	0	0	9,000,000	12,000,000
Oper Tfr In - Debt Service Fund	3,500,000	0	0	0
Oper Tfr In - Sewer Operating/CIP	1,737,164	1,737,164	1,737,164	1,737,000
Oper Tfr In - Metro Alarm	1,414,626	1,705,000	1,730,000	1,600,000
Oper Tfr In - Storm Water	106,518	106,518	106,518	106,000
Oper Tfr In - Healthcare Fund	294,000	0	0	0
Oper Tfr In - Unemployment Fund	300,000	900,000	900,000	0
Oper Tfr In- Fleet Management	0	3,000,000	3,000,000	0
Oper Tfr In - Casino Gaming Commission Fund	6,753	0	0	0
<b>Total Transfers In</b>	<b>\$ 80,815,368</b>	<b>\$ 83,214,575</b>	<b>\$ 88,083,643</b>	<b>\$ 81,738,000</b>
<b>PROCEEDS FROM LOAN</b>				
Loan Proceeds	\$ 0	\$ 0	\$ 302,447	\$ 0
<b>Total Proceeds from Loan</b>	<b>\$ 0</b>	<b>\$ 0</b>	<b>\$ 302,447</b>	<b>\$ 0</b>
<b>TOTAL REVENUES</b>	<b>\$ 717,208,333</b>	<b>\$ 711,558,130</b>	<b>\$ 730,944,522</b>	<b>\$ 708,694,526</b>



## Current Property Tax



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
<b>2021</b>	254,500	-0.45%	<b>2016</b>	244,128	1.53%
<b>2020</b>	255,647	0.65%	<b>2015</b>	240,459	-5.08%
<b>2019</b>	254,000	-4.15%	<b>2014</b>	253,317	3.88%
<b>2018</b>	265,000	5.99%	<b>2013</b>	243,863	0.62%
<b>2017</b>	250,024	2.42%	<b>2012</b>	242,361	-3.33%

\* FY 2021 Adopted

\*\* FY 2020 Forecast

Property Tax is the largest source of revenue for the City. Property assessments are made by the Shelby County Tax Assessor based on the estimated appraised value and the following property classifications:

Residential and Farm Real Property = 25% of Appraised Value

Personal Property = 30% of Appraised Value

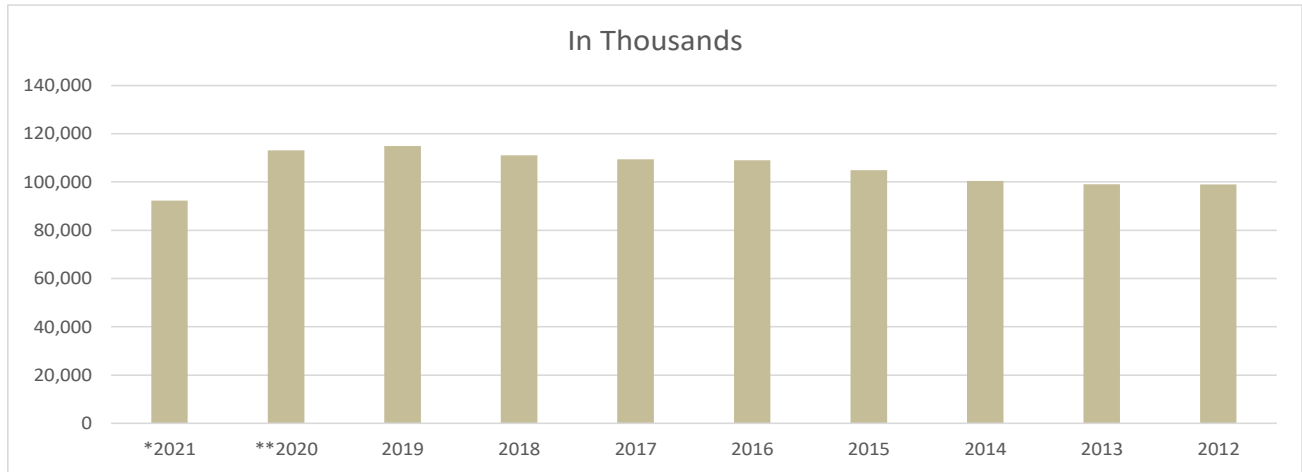
Commercial and Industrial Real Property = 40% of Appraised Value

Public Utilities and Railroads = 55% of Appraised Value Assessed by Tennessee Regulatory Authority (TRA).

Tax bills originate from, and collections are made by, the City Treasurer's Office, based on the tax rate set by the City Council and applied to the assessment rolls provided by the County Assessor and the TRA. Taxes are due and payable when the tax bills are mailed, normally July 1, and become delinquent sixty days thereafter, normally September 1. About 95% of the taxes are collected in the first four months of tax mailings. Through fiscal year 2014 City Schools and the Debt Service Fund shared proceeds of this tax. Beginning in fiscal year 2013, City Schools merged with County Schools and was not allocated City property tax. The Debt Service Fund still receives a portion of this tax, as do other funds to a much lesser degree. There are no restrictions on property tax increases. However, tax rates are approved by Ordinance.

Major Influences: Annexations, Appraisals, Development and Population changes

## Local Sales Tax



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
<b>2021</b>	92,250	-18.36%	<b>2016</b>	109,000	3.94%
<b>2020</b>	113,000	-1.71%	<b>2015</b>	104,869	4.39%
<b>2019</b>	114,962	3.57%	<b>2014</b>	100,455	1.37%
<b>2018</b>	111,000	1.46%	<b>2013</b>	99,100	0.10%
<b>2017</b>	109,400	0.37%	<b>2012</b>	99,000	-2.08%

\* FY 2021 Adopted

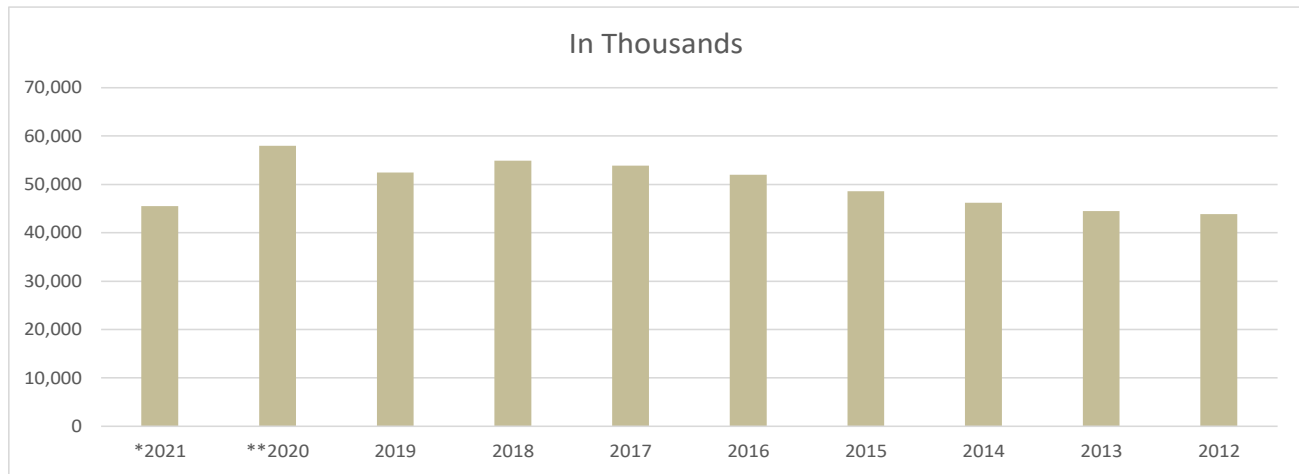
\*\*FY 2020 Forecast

This is the second largest revenue source for the City, is charged on gross proceeds derived from retail sales or use of tangible personal property and certain specific services. It is computed at 2.25% of the amount of each transaction with one-half of the proceeds allocated to education. Prior to the change discussed below, the rate was last changed in 1984 from 1.5% to 2.25%.

By referendum passed by voting citizens of Memphis in October 2019, the local sales tax rate was increased by 0.5% to 2.75%. The new tax rate went into effect January 1, 2020. The revenues generated from the 0.5% increase are recorded in the 2019 Sales Tax Referendum Fund (see “Special Revenue Funds” section), then transferred out to the General Fund as Expense Recovery. Because these funds are earmarked for public safety benefits, FY20 revenues from the increase in the sales tax rate are not included in the above table.

Major Influences: Annexation, Population changes, and Taxable sales

## State Sales Tax



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
<b>2021</b>	45,525	-21.51%	<b>2016</b>	52,000	7.03%
<b>2020</b>	58,000	10.48%	<b>2015</b>	48,584	5.12%
<b>2019</b>	52,496	-4.38%	<b>2014</b>	46,218	3.86%
<b>2018</b>	54,900	1.86%	<b>2013</b>	44,500	1.44%
<b>2017</b>	53,900	3.65%	<b>2012</b>	43,867	6.99%

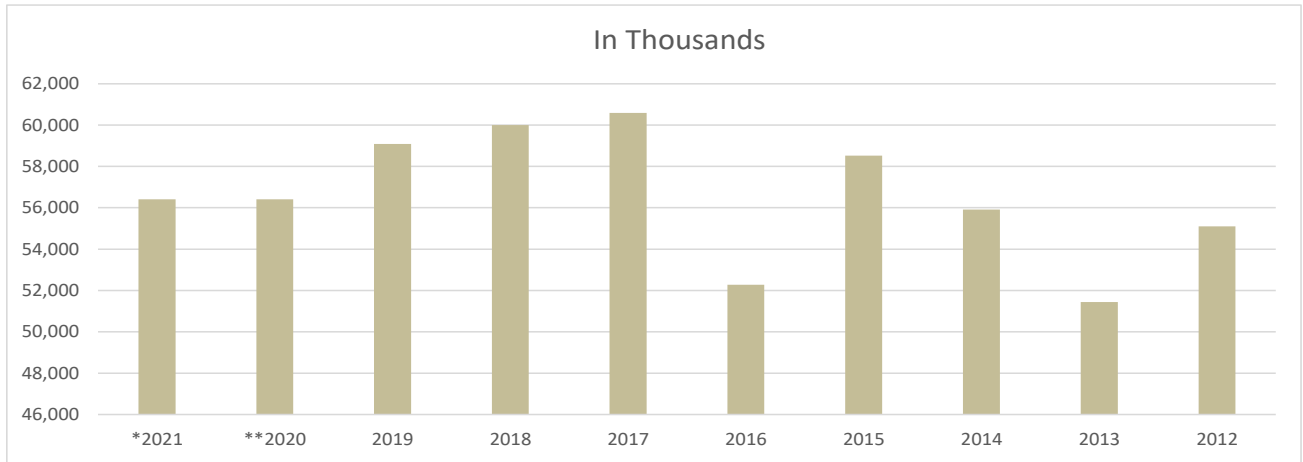
\* FY 2021 Adopted

\*\* FY 2020 Forecast

This is the largest state shared revenue the City receives. The current rate is 7.0% and is charged on each transaction described in the Local Sales Tax. One percent (1.0%) goes to the State's General Fund. Of the 6.0% remaining, 0.5% goes to education. Municipalities share the portion of the revenues not retained in the State's General Fund or withheld for education. This portion is allocated among the municipalities on a per capita basis. Changes in fees require General Assembly vote - T.C.A. 67-6-103.

Major Influences: Population (relative to State) and Taxable sales

## In lieu of Tax - MLGW



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
<b>2021</b>	56,411	-0.00%	<b>2016</b>	52,282	-10.65%
<b>2020</b>	56,411	-4.53%	<b>2015</b>	58,515	4.63%
<b>2019</b>	59,085	-1.53%	<b>2014</b>	55,923	8.72%
<b>2018</b>	60,006	-0.97%	<b>2013</b>	51,439	-6.65%
<b>2017</b>	60,595	15.90%	<b>2012</b>	55,105	3.06%

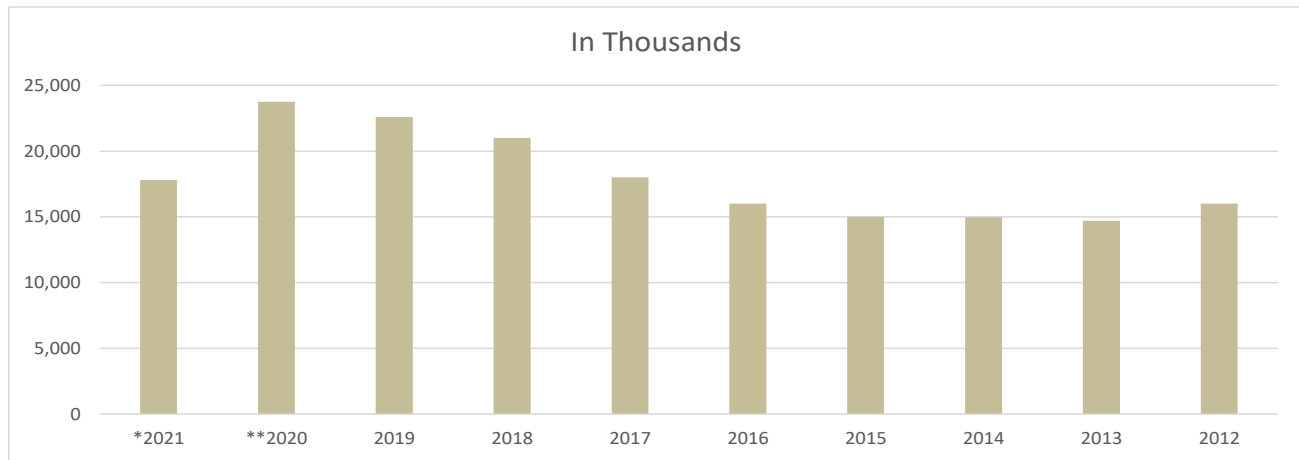
\* FY 2021 Adopted

\*\*FY 2020 Forecast

The Memphis Light Gas and Water Division makes in-lieu-of property tax equivalent payments as provided by the Municipal Electric System Tax Equivalent Law and the Municipal Gas System Tax Equivalent Law, both of which provide a uniform formula for establishing such payments. This payment is shared with Shelby County according to State law. This revenue is limited to the calculation defined in the State law - T.C.A. 7-52-307 and T.C.A. 7-39-404.

Major Influences: Municipal Electric/Gas System Tax Equivalent Laws

## Municipal State Street Aid



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
<b>2021</b>	17,803	-25.05%	<b>2016</b>	16,000	6.67%
<b>2020</b>	23,753	4.64%	<b>2015</b>	15,000	0.25%
<b>2019</b>	22,700	8.10%	<b>2014</b>	14,962	1.78%
<b>2018</b>	21,000	16.67%	<b>2013</b>	14,700	-8.13%
<b>2017</b>	18,000	12.50%	<b>2012</b>	16,000	-4.82%

\* FY 2021 Adopted

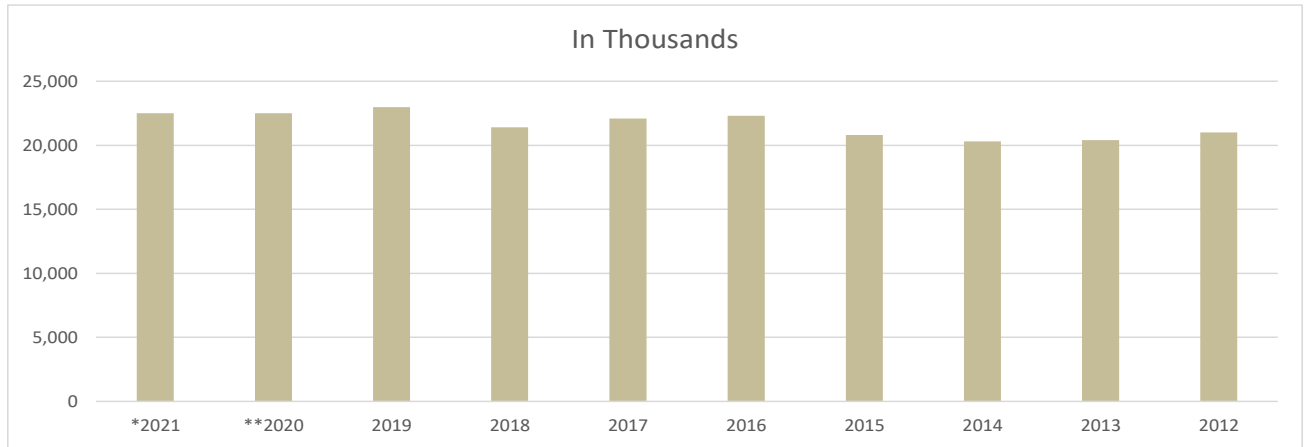
\*\* FY 2020 Forecast

Local share of state gasoline and other motor fuel taxes comprised of the following: Gasoline Tax, Diesel Tax, Liquefied Gas Tax on vehicles, Compressed Natural Gas Tax, Prepaid User Diesel Tax, and IMPROVE Tax. Distribution is based upon population. Revenue is distributed monthly by the State - T.C.A. 67-3-202, T.C.A. 67-3-1309.

Major Influences: Population and Gasoline Sales

Note: As of FY2017 Municipal State Street Aid tax revenues are not in the General Fund revenues and are therefore not included in the FY2021 General Fund Adopted Budget as such. These revenues are instead recorded in the State Street Aid Fund (see “Special Revenue Funds” section), then transferred out to the General Fund as Expense Recovery. Because gas taxes remain a significant source of revenue for the City and the change in accounting has a zero effect on the General Fund, we will continue to report these revenues here.

## Ambulance Service Fees



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
<b>2021</b>	22,500	0.00%	<b>2016</b>	22,300	7.21%
<b>2020</b>	22,500	-2.07%	<b>2015</b>	20,800	2.46%
<b>2019</b>	22,976	7.36%	<b>2014</b>	20,300	-0.49%
<b>2018</b>	21,400	-3.17%	<b>2013</b>	20,400	1.49%
<b>2017</b>	22,100	-0.90%	<b>2012</b>	20,100	5.24%

\* FY 2021 Adopted

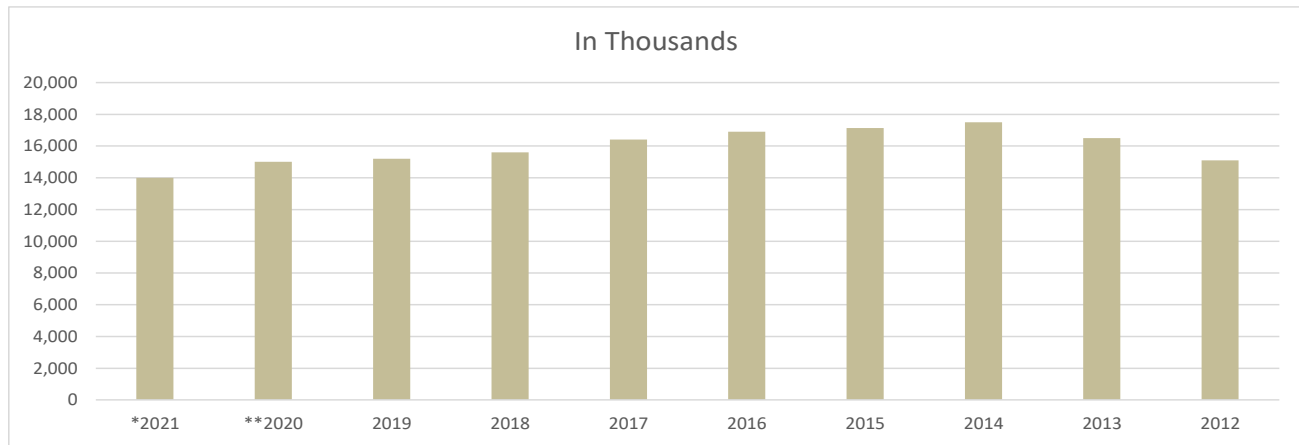
\*\* FY 2020 Forecast

The Memphis Fire Department (MFD) operates one of the most progressive Emergency Medical Services (EMS) systems in the U.S. and is the largest EMS system in Tennessee and the Mid-South. The MFD runs 35 ambulances daily that respond to 9-1-1 calls to get quality care to critical scenes quickly.

Ambulance service fees have two parts: 1) fee for initial pick-up; and 2) per-mile charge.

Major Influences: Population (demographics), Health climate of Mid-South Area

## Beer Sales Tax



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
<b>2021</b>	13,995	-6.70%	<b>2016</b>	16,900	-1.38%
<b>2020</b>	15,000	-1.36%	<b>2015</b>	17,137	-2.05%
<b>2019</b>	15,207	-2.52%	<b>2014</b>	17,496	6.04%
<b>2018</b>	15,600	-4.88%	<b>2013</b>	16,500	9.27%
<b>2017</b>	16,400	-2.96%	<b>2012</b>	15,100	0.67%

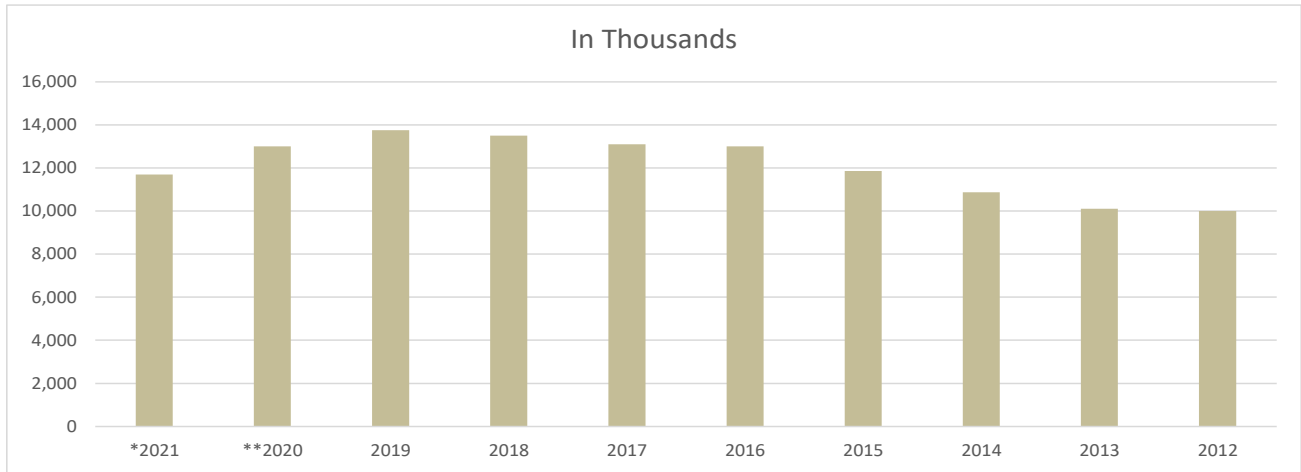
\* FY 2021 Adopted

\*\* FY 2020 Forecast

Beginning in 2014, this beer tax is imposed at \$35.60 per barrel of retail purchases from licensed wholesalers. Prior to fiscal year 2014, this tax was levied at 17% on the sale of beer to wholesalers. Fees are remitted to the City by wholesalers on a monthly basis - T.C.A. 57-6-103 (FY2014) and T.C.A. 57-5-103 (prior to FY2014).

Major Influences: Wholesaler quantities and Consumption rates

## Gross Receipts Business Tax



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
<b>2021</b>	11,700	-10.00%	<b>2016</b>	13,000	9.59%
<b>2020</b>	13,000	-5.52%	<b>2015</b>	11,862	9.12%
<b>2019</b>	13,759	1.92%	<b>2014</b>	10,871	7.63%
<b>2018</b>	13,500	3.05%	<b>2013</b>	10,100	1.00%
<b>2017</b>	13,100	0.77%	<b>2012</b>	10,000	-16.67%

\* FY 2021 Adopted

\*\* FY 2020 Forecast

This is a privilege tax on the exercise of most business sales, consisting of two parts:

- \$15 minimum annual license fee

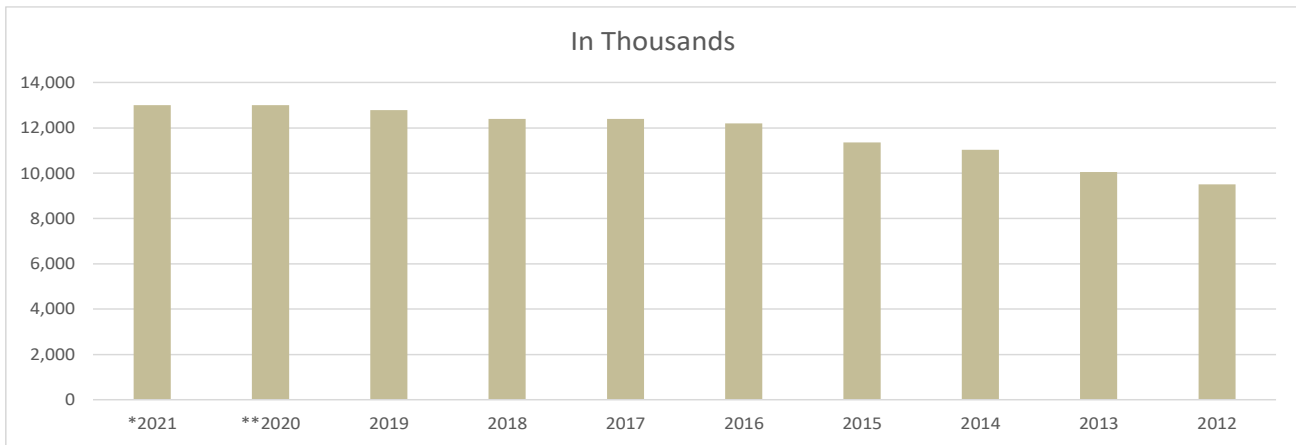
- Tax on gross receipts (wholesale and retail) of the covered business activities, for businesses with annual sales of \$10,000 or more.

Business activities are divided into five classifications, with each classification having different tax rates. (Beginning January 1, 2014, businesses' tax periods coincide with their fiscal years. Prior to this date, each business classification had its own taxable period). Furthermore, each county and/or incorporated municipality in which a qualifying business, business activity, vocation or occupation is conducted may levy a business tax not exceeding the rates established by state law - T.C.A. 67-4-704 and the 2013 Uniformity and Small Business Relief Act.

Major Influence: Economy



# Auto/Vehicle Registration



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
2021	13,000	0.00%	2016	12,200	7.37%
2020	13,000	1.67%	2015	11,363	2.93%
2019	12,786	3.11%	2014	11,040	9.77%
2018	12,400	0.00%	2013	10,057	5.86%
2017	12,400	1.64%	2012	9,500	-3.06%

\* FY 2021 Adopted  
 \*\* FY 2020 Forecast

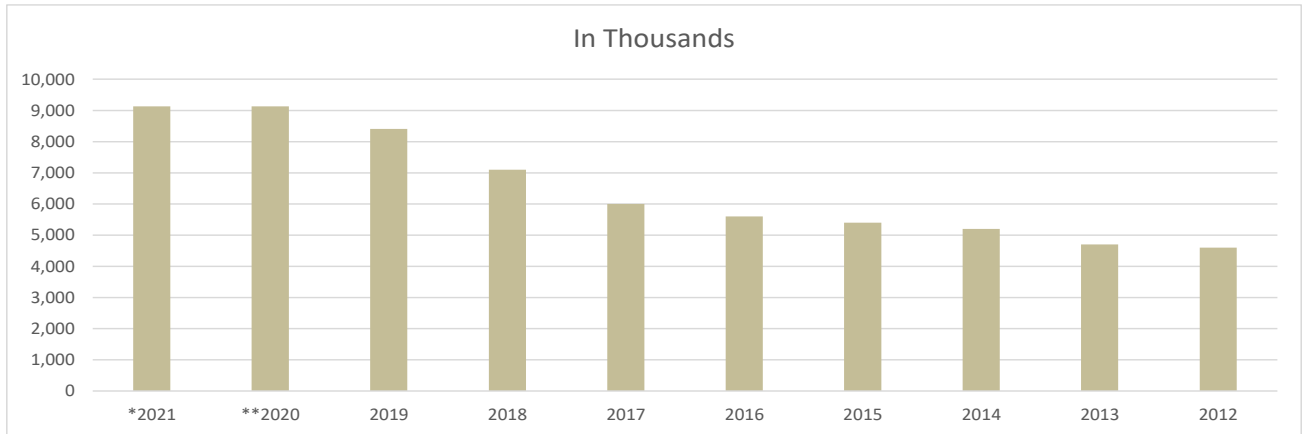
All residents of the City who own/operate a motor vehicle or motorcycle for business or pleasure must register the vehicle with the City’s registration agent and pay an annual registration fee as follows:

Motorcycle (Private)	\$10.00
Motorcycle (Commercial)	\$21.00
Passenger motor vehicle	\$30.00
Dealers, manufacturers, transporters	\$21.00 to \$325.00
Freight vehicles, depending on weight	\$114.00 to \$452.00
Combined farm and private truck	\$30.00 to \$376.00

The County Court Clerk remits collections to the City after deducting a collection fee.

Major Influences: Auto sales and Vehicle registrations

## In Lieu of Taxes - Sewer



Year	Amount	% Inc/Dec	Year	Amount	% Inc/Dec
<b>2021</b>	9,134	0.00%	<b>2016</b>	5,600	3.70%
<b>2020</b>	9,134	8.74%	<b>2015</b>	5,400	3.85%
<b>2019</b>	8,407	18.31%	<b>2014</b>	5,200	10.64%
<b>2018</b>	7,100	18.33%	<b>2013</b>	4,700	2.17%
<b>2017</b>	6,000	7.14%	<b>2012</b>	4,600	-2.13%

\* FY 2021 Adopted

\*\* FY 2020 Forecast

As provided for in T.C.A. 7-34-115(a)(I), the City Council, by resolution, assesses the City’s Sewer Fund a payment in lieu of ad valorem tax that represents a tax-equivalent payment on the net property and equipment of the Sewer system within City limits. The payments are calculated as if the Sewer Fund were a private utility and may not exceed the amount of taxes that would have been paid by a private property of similar nature.

Major Influences: Annexation, Appraisals, development, tax rates