

**City of Duluth
Treasury Division
Tourism Taxes
2023**

| | <u>Current Month - December Sales*</u> | | | | |
|---------------------|--|-----------------------|--------------------------------------|-----------------------|----------------------------------|
| | 2023 <u>Actual</u> | 2023 <u>Budget</u> | Actual/ Budget <u>Variance</u> | 2022 <u>Actual</u> | Prior Year <u>Variance</u> |
| 3.00% Hotel/Motel | \$270,199 | \$200,174 | 35.0% | \$244,422 | 10.5% |
| 1.00% Hotel/Motel | \$90,066 | \$66,725 | 35.0% | \$81,474 | 10.5% |
| 2.50% Hotel/Motel | \$198,416 | \$160,857 | 23.3% | \$179,645 | 10.4% |
| 2.25% Food/Beverage | <u>\$617,282</u> | <u>\$484,663</u> | 27.4% | <u>\$534,927</u> | 15.4% |
| Total | \$1,175,963 | \$912,419 | 28.9% | \$1,040,468 | 13.0% |

| | <u>Year-to-Date</u> | | | | |
|-------|-----------------------|-----------------------|--------------------------------------|-----------------------|----------------------------------|
| | 2023 <u>Actual</u> | 2023 <u>Budget</u> | Actual/ Budget <u>Variance</u> | 2022 <u>Actual</u> | Prior Year <u>Variance</u> |
| | \$3,848,666 | \$2,976,000 | 29.3% | \$3,615,468 | 6.4% |
| | \$1,282,889 | \$992,000 | 29.3% | \$1,205,156 | 6.4% |
| | \$2,840,916 | \$2,356,000 | 20.6% | \$2,681,457 | 5.9% |
| | <u>\$6,769,023</u> | <u>\$6,076,000</u> | 11.4% | <u>\$6,284,269</u> | 7.7% |
| Total | \$14,741,493 | \$12,400,000 | 18.9% | \$13,786,351 | 6.9% |

* The amounts above correspond to the month in which the sales took place, not the month the City collected the taxes.

Hotel/Motel Tax Collections

The monthly prior year variance for hotel/motel tax collections was up significantly, and the year-to-date comparison was up moderately. The actual/budget variance for the month was up significantly, and the year-to-date comparison was up significantly.

Food/Beverage Tax Collections

The monthly prior year variance for food/beverage tax collections was up significantly, and the year-to-date comparison was up significantly. The actual/budget variance for the month was up significantly, and the year-to-date comparison was up significantly.