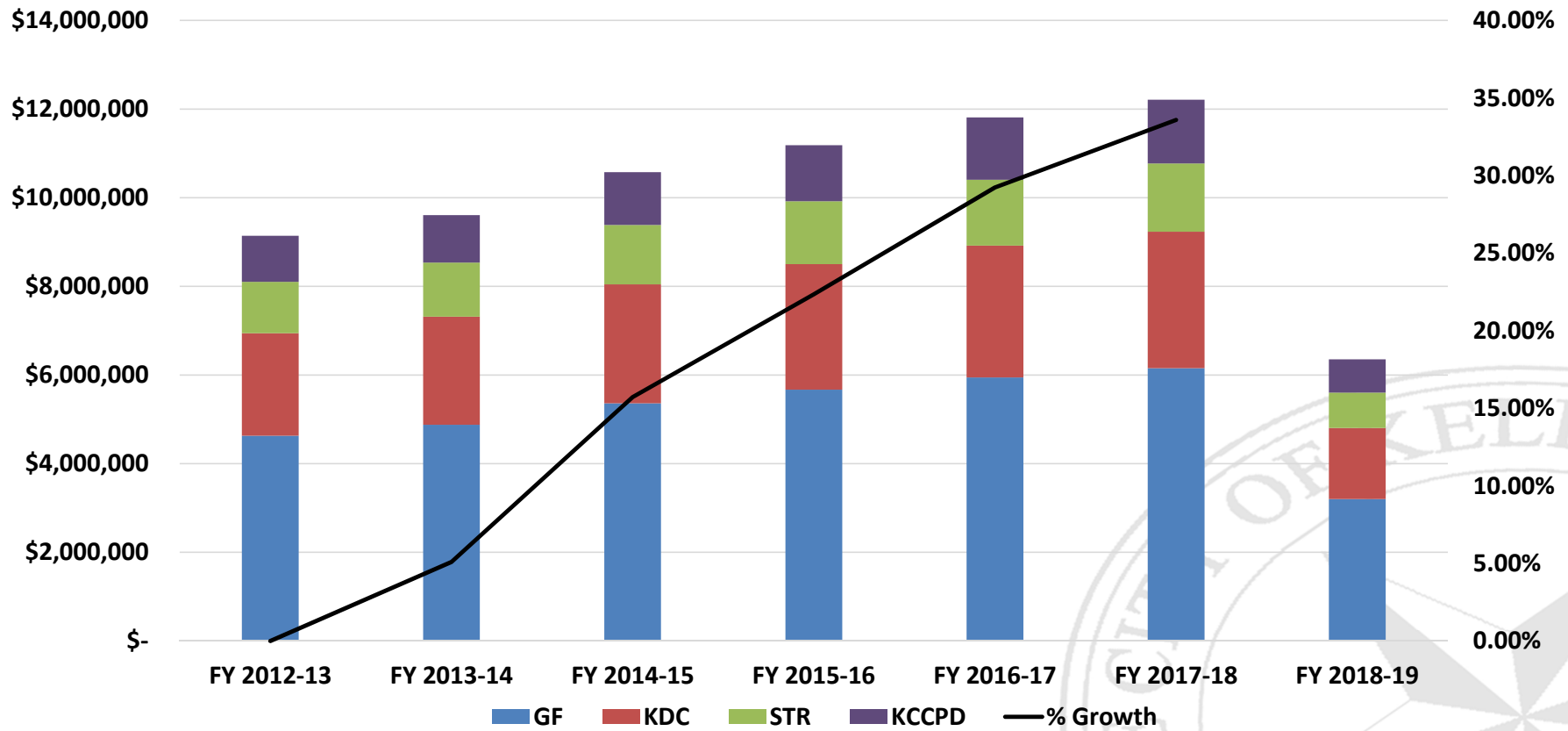


Item D-1

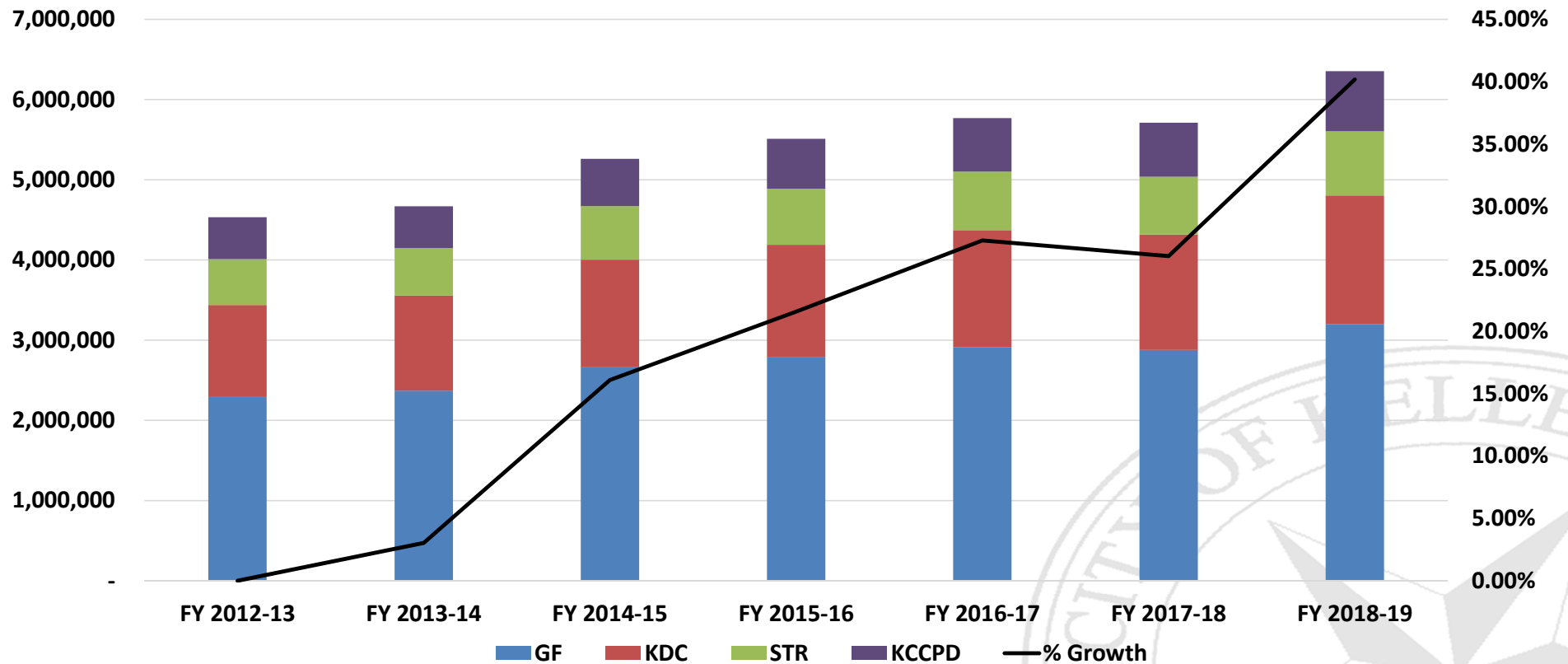
# Sales Tax Update



# Sales Tax Growth

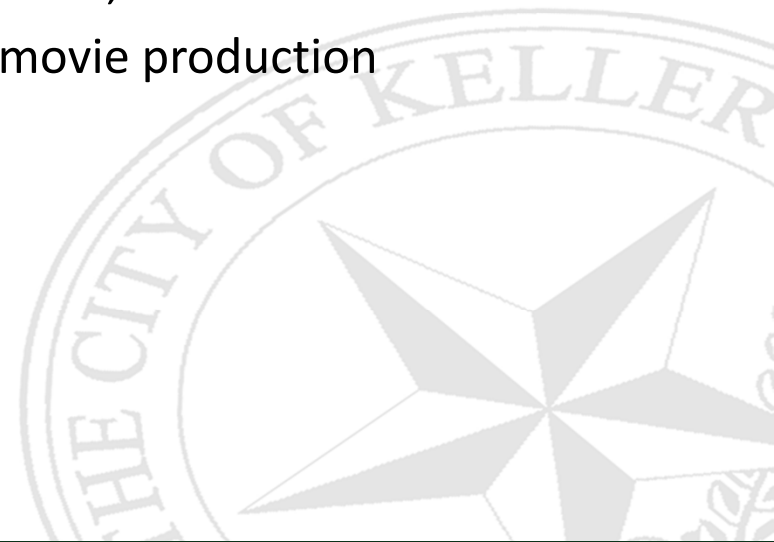


## Sales Tax Growth – Quarter 1 & 2

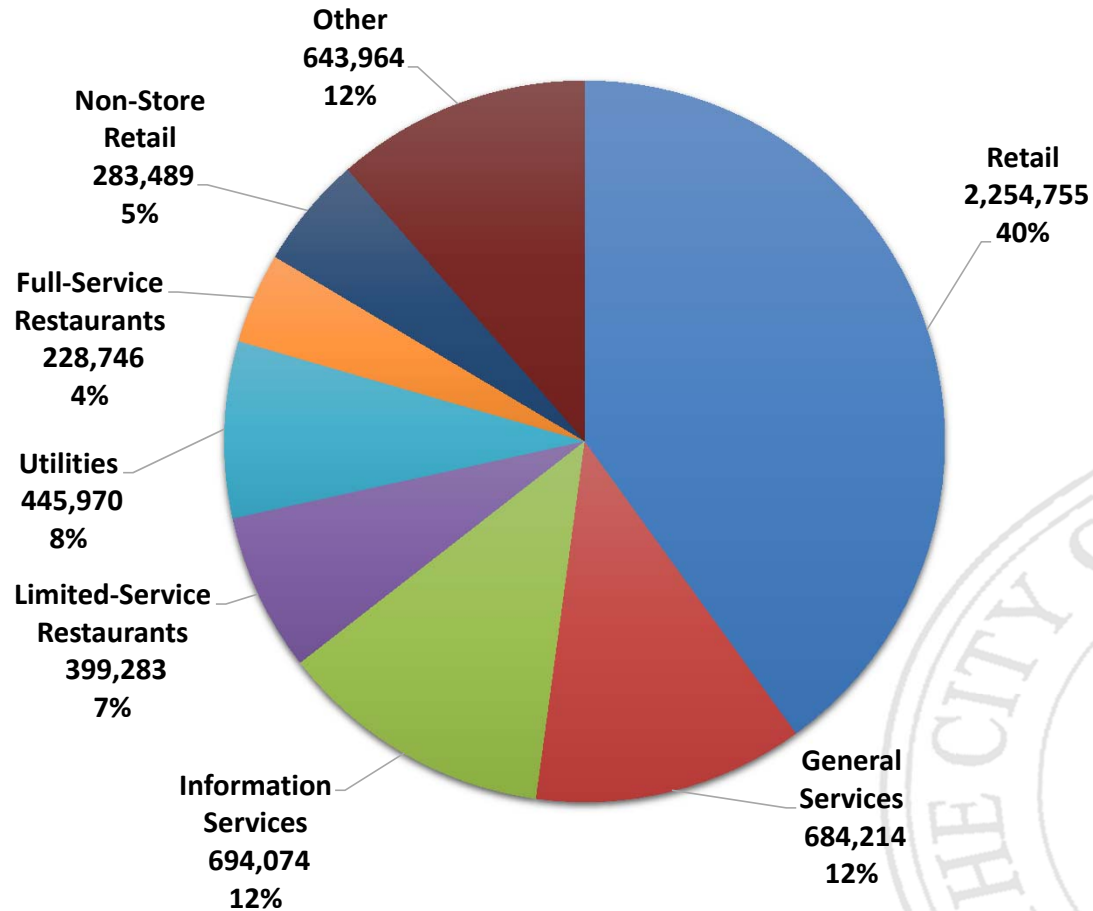


## Sales Tax Categories

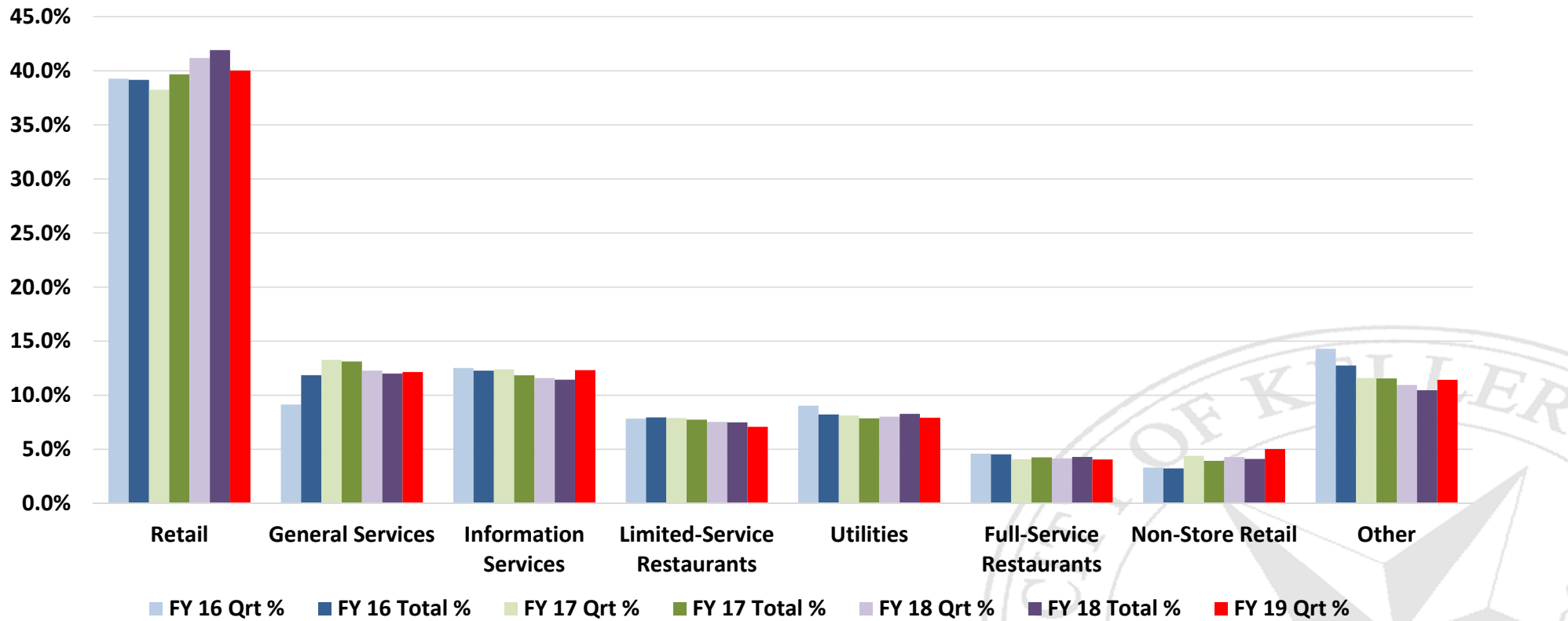
- Retail – Sales transactions with location based businesses, includes on-line shopping
- Non-Store Retail - Sales transactions with online shopping only
- Full-Service Restaurants – Sit-down
- Limited-Service Restaurants – Fast food, drive-thru
- General Services – Taxable services such as repairs, cleaners, rentals
- Information Services – Telecommunications, software, movie production
- Utilities – Electric, gas
- Other – All categories less than ~4% of total



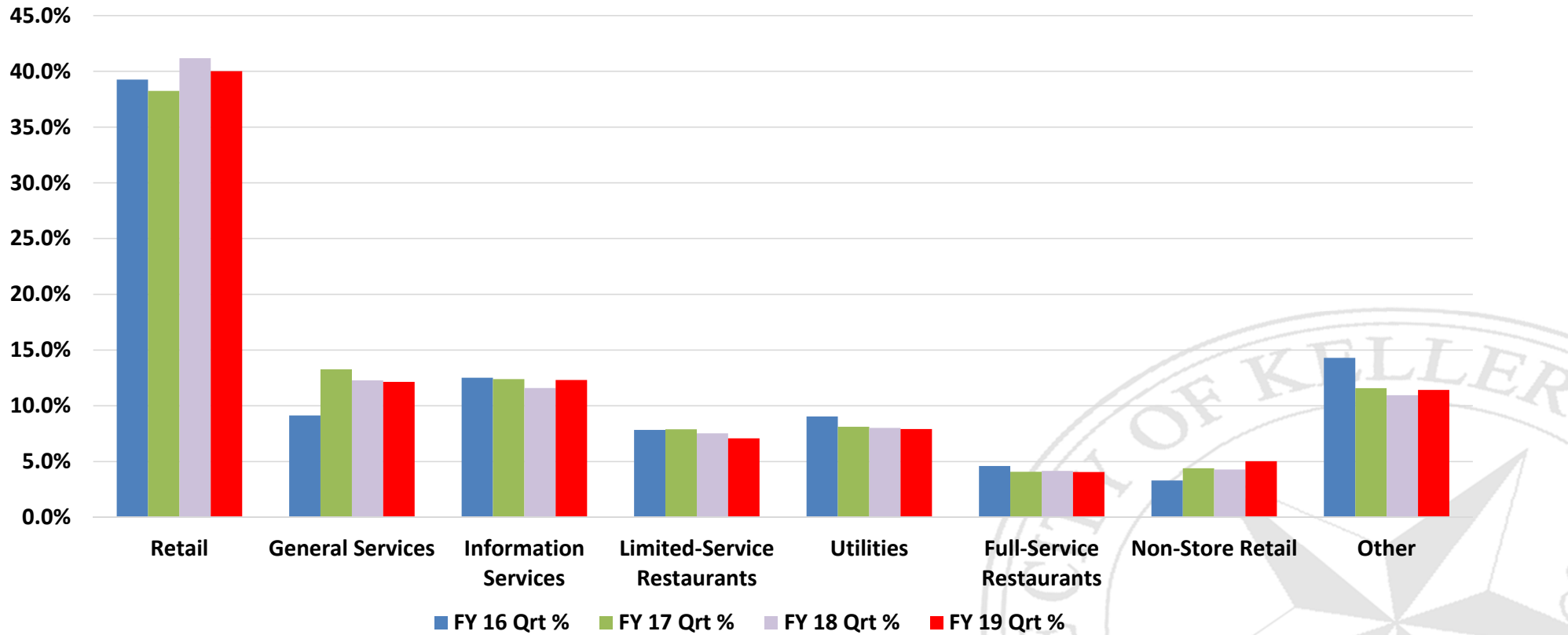
## FY 2018-19 By Category



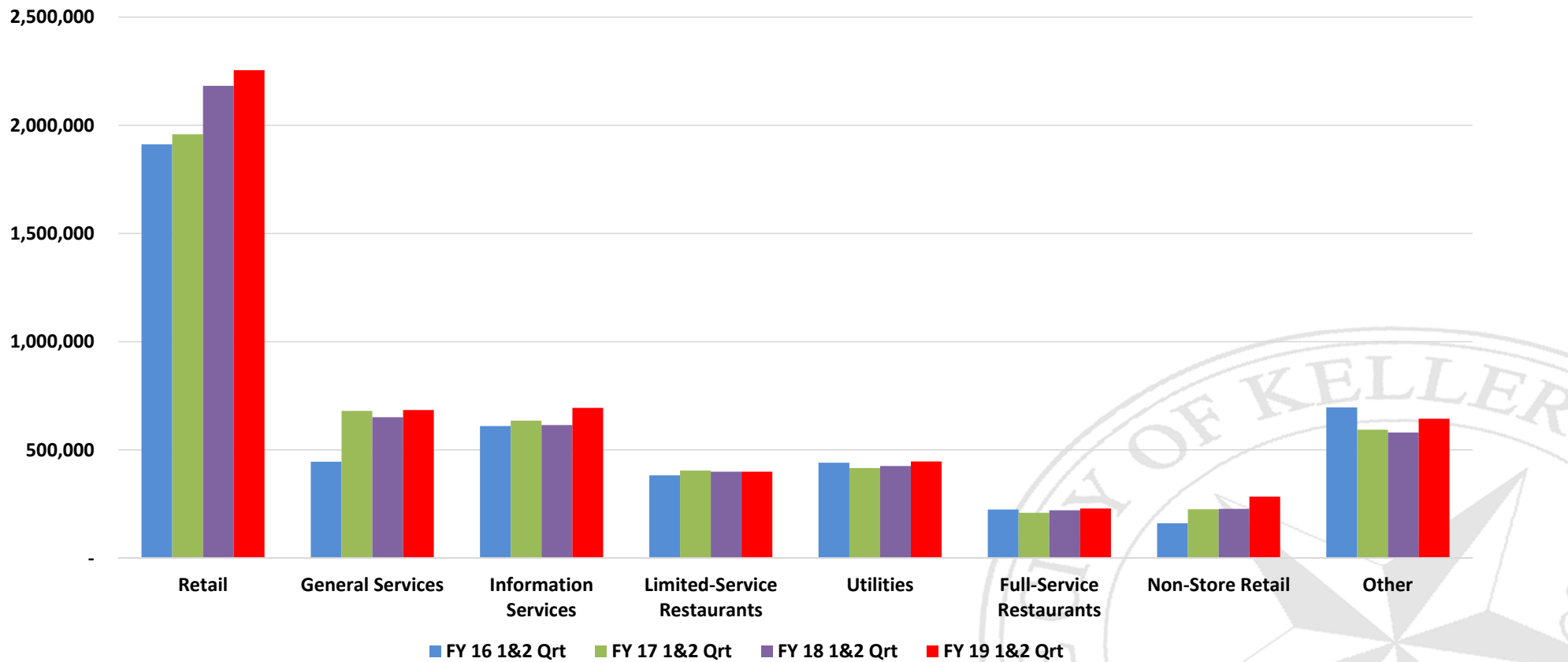
## FY 16-FY 19 Sales Tax as %



## FY 16-FY 19 Quarters 1 & 2 Sales Tax as %

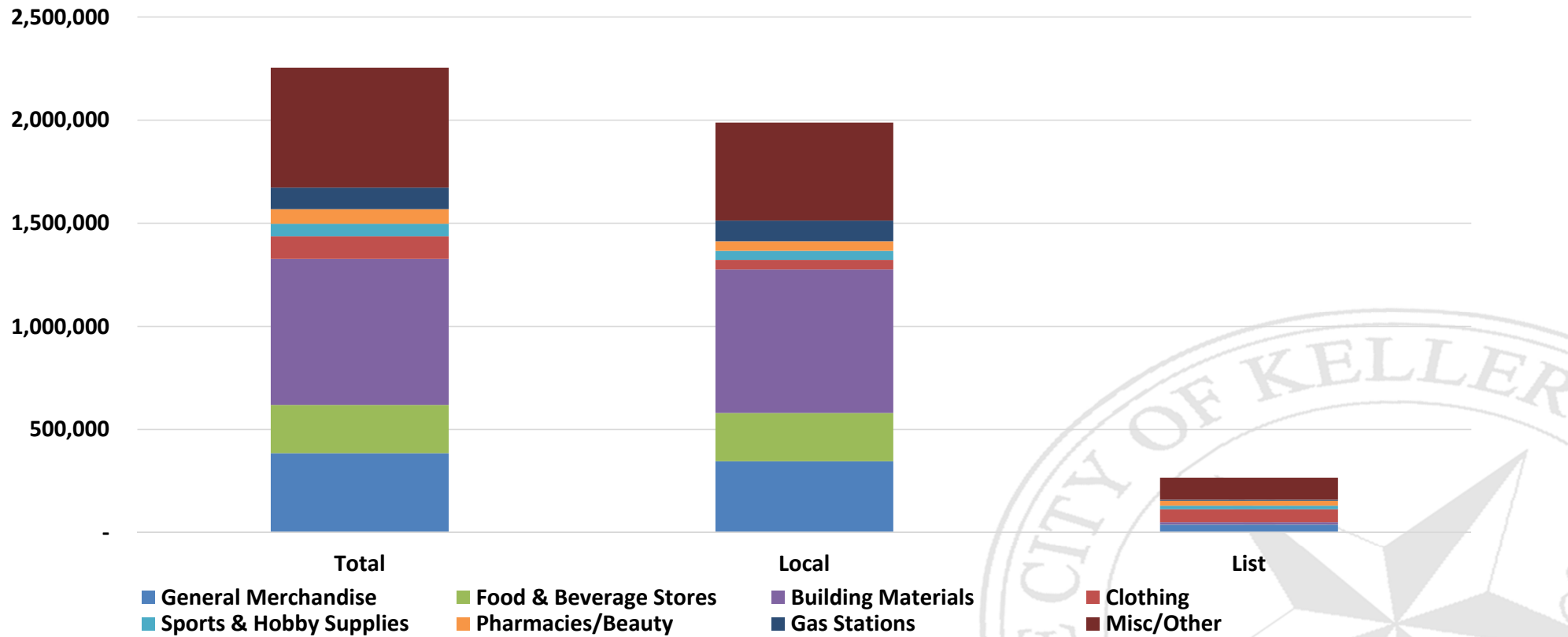


## FY 16-FY 19 Quarter 1 & 2 Sales Tax as \$

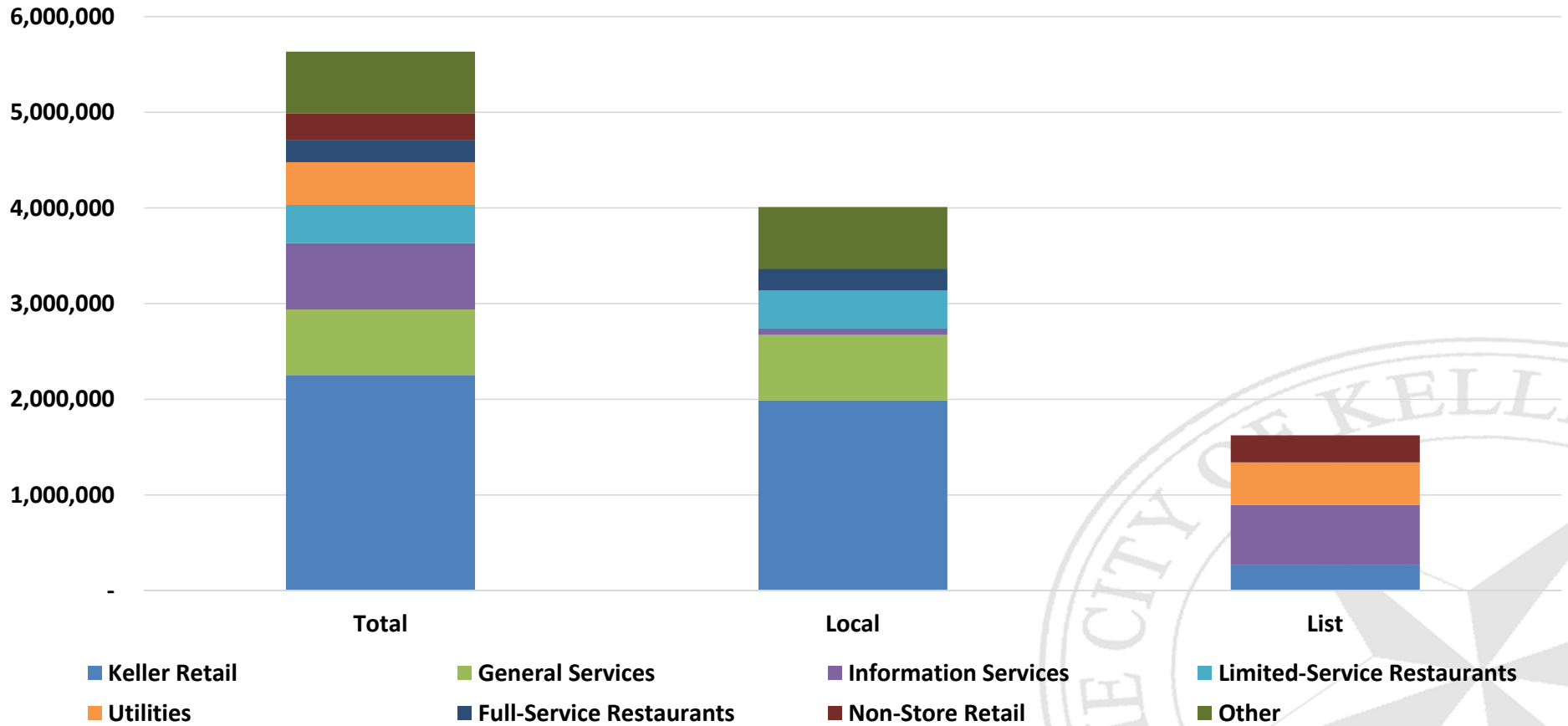




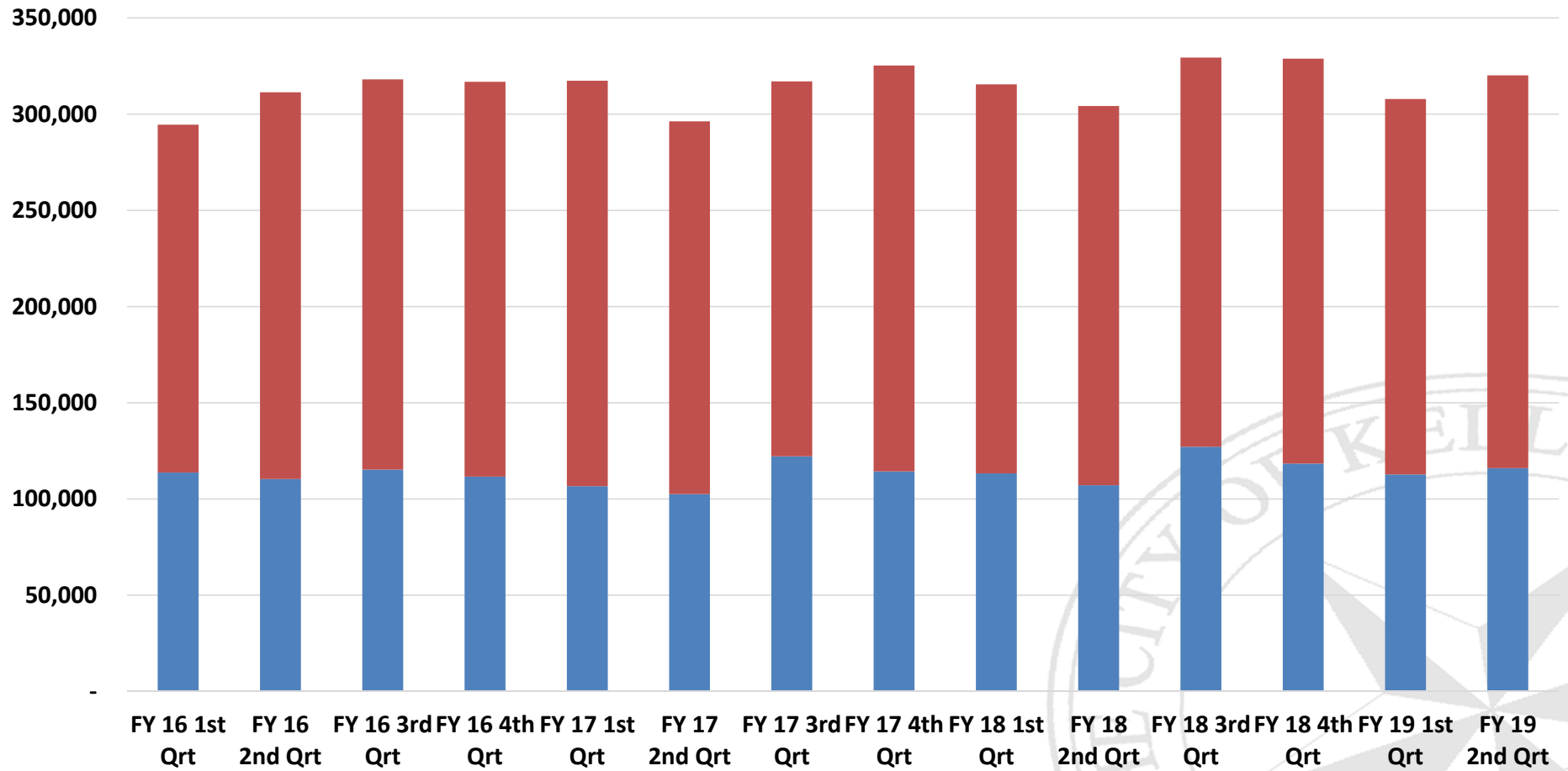
## Retail Sales Tax - Within Keller vs. Online



# Total Sales Tax - Location vs. Non-Location



## FY 16-FY 19 Restaurant Sales Tax



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## Restaurant Breakdown

Type	# of Filers	FY 19 Avg. Payment (Annualized)	Top Ten FY 19 Avg. Payment (Annualized)
Full Service	37	12,354	27,171
Limited Service	46	16,558	48,367
Combined	83	14,684	53,140

## Top Ten Restaurant Filers

#	Restaurant Filers
1	Chick-Fil-A
2	McDonald's (2 Locations / 2 Filers)
3	Starbucks (3 Locations)
4	Sonic (2 Locations / 2 Filers)
5	Whataburger
6	Seven Mile Café
7	Buffalo Wild Wings
8	Raising Canes
9	Golden Corral
10	Spring Creek



**Questions?**

Aaron Rector

817-743-4026



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