

2020 Chesterfield Finance Commission Part 1

**THE FINANCE & ADMIN MEETING HELD AT CITY HALL WITH NO VIDEO FOR THE PUBLIC: September 22, 2020 meeting.**

Here is a brief overview from Councilwoman and Chair of the Finance & Admin Commission Barb McGuinness.

**Mike G's talk was basically....there's now a structural problem with the way the city is funding services. As you know.....most everything we do is funded by sales taxes.....which was fine for 30 years since incorporation when folks were generating those dollars by shopping in physical brick and mortar stores.....(like the Valley and Chesterfield Mall).**

**But people have changed their buying habits.....switching to the internet and online sales in droves. The city receives absolutely zero revenue from online sales. Even something like folks switching to cell phones from land lines has affected revenue.....the city receives funds from land lines....but not from cell phones.**

**So things have changed.....and the question is..."what are we going to do about it". Obviously.....if the city is going to provide police for our safety and security, parks and activities for our quality of life and public works like snow plowing and street/sidewalk replacement and repair.....these things cost money.....and ....unlike the Federal Gov.....the city can't print money.**

**Nobody 'avoided' 2020 in my opinion.....it's not done yet....and covid just made things worse anyway**

Here is our version from listing to a 3-hour audio recording of the meeting.

This meeting started softly and then took a quick turn to the nasty supplied by Mayor Bob Nation.

The first topic was how to award the Citizen of the Year 2020 to Mark Leach since the March 2020 awards ceremony and buffet were cancelled by the COVID-19 pandemic.



**Michael Moore:** You could hold it outside and have a meet and greet. (how do you have a meet and greet and keep social distance?)



**Barb McGuinness:** We could have box lunches instead of a buffet.



**Ben Keathley** It is better to wait



**Mary Ann Mastorakos:** I wonder if we should even do it next year

**McGuinness:** Could we do it with the employee appreciation Christmas party?

**Moore:** It would take away from the employees' awards.

**FINANCIAL AUDIT OF UTILITY TAXES:** This came up after City Administrator Mike Geisel discovered that Ameren UE was paying utility taxes for some property in Chesterfield to Ellisville. After it was discovered the City of Ellisville forwarded the money to Chesterfield, but it left a lingering doubt about how many more misdirected taxes were Chesterfield missing.

The staff narrowed their choice to two. One from Chicago and Tri Stem in Dallas. Tri Stem wanted 40% contingency fee. The committee voted to recommend to the council (which was all there) to hire Tri Stem.

**PAYING THE 2021 MUNICIPAL LEAGUE of METRO ST. LOUIS DUES.** Here is where things got a little nasty. The Municipal League now includes the City of St. Louis, not just most of the 88 cities in St. Louis County. The league reduced the membership dues for 2021 by 10% due to the dropped in sale taxes caused by the pandemic. Chesterfield was looking at paying \$6,410. Here is how part of the discussion went:



**Ben Keathley:** There are some things they have been adverse to us on. I want to know if 2001 is going to be a year they are on our side?



**Mayor Nation (with a raised voice):** Mr. Keathley you don't know what you are talking about, for you to sit there and ask a question like that. It is important to have a seat at the table.



**Barb McGinness** (Chair of Finance Commission): (directed at Mayor Nation) We are all here to learn. He was simply asking a question.

**Ben Keathley:** I think it is a fair question before we pay money to an organization if they are looking out for our best interest.



**Tom DeCampi:** I don't believe they are our friends (Muni League). I keep hearing "we have a seat at the table." What good is a seat at the table? I think they are still in favor of Better Together. A seat at the table to discuss things? We can do that anyway by calling people on the phone. Shall we spare \$6,400 to give out an opinion?

**THE VOTE:** The Commission of McGuinness, DeCampi, Mastorakos and Moore voted. It was a 3-1 vote with DeCampi voting no.

**RETAINING JEFFERSON CITY STATE CAPITAL LOBBYIST AND ADVISOR:** Next up was whether to renew a contract Gamble & Schlemeier for lobbying and advice on matters at the State House with \$40,000 to be paid in month installments.



**Mayor Nation:** I'm thoroughly frustrated with Jeff City. But I can't blame it on Jeff Banks (employee of Gamble & Schlemeier assigned to Chesterfield).



**Mike Geisel, City Admin:** You can call him at 8 or 9 o'clock at night or on weekends and ask a question.



**Tom DeCampi:** What have we really gotten? We have two former councilmen who are State Reps. We pay our City Attorney \$200,000 a year (part time) who has contacts in Jeff City.

I'm not convinced we need to spend \$40,000. Whose message are we telling him to take to Jeff City. The Mayor's or the taxpayers? The mayor supported a bill for an increase in gas (gasoline) taxes.

**Mayor Bob Nation:** Two things. As far as the gas tax, Missouri has the lowest or second lowest.



**Barb McGinness:** We like it like that.

**Tom DeCampi:** My point is we are asking the taxpayers to spend \$40,000 on a political salesman in Jeff City.

**VOTE:** This was a 3-1 vote with DeCampi voting no.

**HIRING OF LAW FIRM ARMSTONG-TEASDALE** The issue was to hire outside law firm to deal with developments like Wildhorse Village and Chesterfield Mall wanting financing such as CID (Commercial Improvements District) or TDD (Traffic Development District). Armstrong-Teasdale would be working and advising the city but would be paid by the developers requesting the tax incentives. (sales tax)

This passed with little discussion.

**FINANCIAL LOSES:** Finance Director Jeannette Kelly gave a presentation of revenue losses this year. Of course prior to the pandemic there were losses in 2019 due to retailers leaving Chesterfield Mall and one of the Outlet Malls closing a section to build entertainment facilities. Luckily she filed charts on the website.

**CHESTERFIELD DROP IN SALES TAX REVENUE A SERIOUS PROBLEM** This shows a 35% drop in revenue.

|                                      | <u>2020<br/>Budget</u>   | <u>2020<br/>YTD Actual</u> | <u>2020<br/>Actual As<br/>% of Budget</u> | <u>2019<br/>Actual</u>   |
|--------------------------------------|--------------------------|----------------------------|---|--------------------------|
| <b><u>General Fund Revenues:</u></b> |                          |                            |   |                          |
| Sales Taxes                          | \$ 6,899,967             | \$ 4,983,423               | 72.2%                                     | \$ 7,193,842             |
| Utility Taxes:                       |                          |                            |   |                          |
| Gas, Water, and Electricity Taxes    | 5,950,754                | 4,049,793                  | 68.1%                                     | 5,721,105                |
| Telephone Taxes                      | 1,110,831                | 606,303                    | 54.6%                                     | 994,479                  |
| Licenses and permits                 | 1,580,070                | 1,195,490                  | 75.7%                                     | 1,490,178                |
| Intergovernmental                    |                          |                            |   |                          |
| Taxes                                | 4,008,000                | 2,481,975                  | 61.9%                                     | 4,047,508                |
| Grants                               | -                        | -                          | 0.0%                                      | -                        |
| Charges for services                 | 173,250                  | 60,800                     | 35.1%                                     | 132,330                  |
| Court fines and forfeitures          | 821,656                  | 371,806                    | 45.3%                                     | 779,665                  |
| Other Revenues                       | 660,190                  | 220,799                    | 33.4%                                     | 671,693                  |
| <b>Total Revenues</b>                | <b><u>21,204,718</u></b> | <b><u>13,970,389</u></b>   | <b><u>65.9%</u></b>                       | <b><u>21,030,800</u></b> |

**SALES TAX: (POOL)**

| 2018             | 2019             | % incr/-decr<br>from 2018<br>to 2019 | 2020             | % incr/-decr<br>from 2019<br>to 2020 |
|------------------|------------------|--------------------------------------|------------------|--------------------------------------|
| 527,666          | 546,623          | 3.59%                                | 512,350          | -6.27%                               |
| 680,722          | 489,247          | -28.13%                              | 619,993          | 26.72%                               |
| 696,023          | 781,521          | 12.28%                               | 610,317          | -21.91%                              |
| 538,378          | 530,052          | -1.55%                               | 489,212          | -7.70%                               |
| 464,664          | 405,484          | -12.74%                              | 455,944          | 12.44%                               |
| 573,231          | 624,799          | 9.00%                                | 535,475          | -14.30%                              |
| 711,126          | 658,266          | -7.43%                               | 537,056          | -18.41%                              |
| 522,633          | 499,699          | -4.39%                               | 491,401          | -1.66%                               |
| 739,637          | 777,310          | 5.09%                                | 731,675          | -5.87%                               |
| 585,894          | 571,231          | -2.50%                               |                  | -100.00%                             |
| 493,373          | 533,344          | 8.10%                                |                  | -100.00%                             |
| 632,910          | 679,794          | 7.41%                                |                  | -100.00%                             |
| <u>7,166,257</u> | <u>7,097,370</u> | <u>-0.96%</u>                        | <u>4,983,423</u> | <u>-6.20%</u>                        |

### Electric Utility Tax

| 2018             | 2019             | % incr/-decr<br>from 2018<br>to 2019 | 2020             |
|------------------|------------------|--------------------------------------|------------------|
| 239,982          | 266,881          | 11.21%                               | 250,541          |
| 301,329          | 273,017          | -9.40%                               | 252,710          |
| 255,911          | 255,832          | -0.03%                               | 257,751          |
| 250,957          | 248,955          | -0.80%                               | 233,418          |
| 240,779          | 215,335          | -10.57%                              | 214,909          |
| 265,501          | 228,520          | -13.93%                              | 216,475          |
| 475,558          | 407,727          | -14.26%                              | 367,267          |
| 561,716          | 461,623          | -17.82%                              | 453,424          |
| 521,837          | 489,852          | -6.13%                               | 477,295          |
| 478,362          | 467,739          | -2.22%                               |                  |
| 305,739          | 302,460          | -1.07%                               |                  |
| 241,689          | 228,173          | -5.59%                               |                  |
| <u>4,139,360</u> | <u>3,846,113</u> | <u>-7.08%</u>                        | <u>2,723,790</u> |

### Gas Utility Tax

| 2018      | 2019      | % incr/-decr<br>from 2018<br>to 2019 | 2020    |
|-----------|-----------|--------------------------------------|---------|
| 125,137   | 160,825   | 28.52%                               | 135,384 |
| 203,609   | 172,406   | -15.33%                              | 158,810 |
| 156,894   | 196,016   | 24.94%                               | 158,035 |
| 129,827   | 161,328   | 24.26%                               | 124,562 |
| 122,955   | 88,467    | -28.05%                              | 85,447  |
| 59,958    | 62,318    | 3.94%                                | 64,820  |
| 44,063    | 48,908    | 10.99%                               | 48,736  |
| 42,183    | 44,854    | 6.33%                                | 44,875  |
| 42,262    | 44,301    | 4.82%                                | 43,322  |
| 44,528    | 51,986    | 16.75%                               |         |
| 52,095    | 52,451    | 0.68%                                |         |
| 116,070   | 118,237   | 1.87%                                |         |
| 1,139,582 | 1,202,096 | 5.49%                                | 863,991 |

#### Water Utility Tax

| 2018    | 2019    | % incr/-decr<br>from 2018<br>to 2019 | 2020    |
|---------|---------|--------------------------------------|---------|
| 7,411   | 38,865  | 424.43%                              | 36,464  |
| 126,284 | 89,510  | -29.12%                              | 70,926  |
| -       | 26,147  | 0.00%                                | 39,013  |
| 4,196   | 21,402  | 410.07%                              | 35,503  |
| 92,323  | 76,974  | -16.63%                              | 60,881  |
| 30,053  | 32,540  | 8.28%                                | 49,012  |
| 5,323   | 37,303  | 600.82%                              | 49,665  |
| 173,803 | 112,175 | -35.46%                              | 118,450 |
| 35,542  | 54,016  | 51.98%                               |         |
| 10,817  | 52,351  | 383.97%                              |         |
| 227,364 | 143,649 | -36.82%                              |         |
| 41,350  | 54,196  | 31.07%                               |         |
| 754,464 | 739,127 | -2.03%                               | 459,914 |

#### Telephone Utility Tax

| 2018      | 2019      | % incr/-decr<br>from 2018<br>to 2019 | 2020    |
|-----------|-----------|--------------------------------------|---------|
| 114,129   | 115,103   | 0.85%                                | 94,036  |
| 103,008   | 95,992    | -6.81%                               | 68,611  |
| 81,270    | 80,715    | -0.68%                               | 67,287  |
| 117,001   | 102,300   | -12.56%                              | 88,245  |
| 91,179    | 79,639    | -12.66%                              | 67,762  |
| 99,234    | 81,555    | -17.82%                              | 66,120  |
| 108,036   | 90,146    | -16.56%                              | 81,538  |
| 98,992    | 76,597    | -22.62%                              | 72,434  |
| 101,037   | 72,637    | -28.11%                              |         |
| 102,923   | 85,539    | -16.89%                              |         |
| 101,216   | 72,489    | -28.38%                              |         |
| 93,396    | 61,884    | -33.74%                              |         |
| 1,211,420 | 1,014,595 | -16.25%                              | 606,033 |

### Gasoline Tax

| 2018      | 2019      | % incr/-decr<br>from 2018<br>to 2019 | 2020    |
|-----------|-----------|--------------------------------------|---------|
| 105,559   | 104,895   | -0.63%                               | 104,544 |
| 105,924   | 105,390   | -0.50%                               | 106,050 |
| 98,970    | 99,498    | 0.53%                                | 100,988 |
| 91,191    | 91,166    | -0.03%                               | 98,389  |
| 107,858   | 107,694   | -0.15%                               | 96,806  |
| 99,514    | 105,506   | 6.02%                                | 78,301  |
| 118,347   | 111,733   | -5.59%                               | 91,445  |
| 108,740   | 108,221   | -0.48%                               | 103,421 |
| 102,242   | 118,924   | 16.32%                               |         |
| 119,851   | 113,412   | -5.37%                               |         |
| 105,057   | 105,909   | 0.81%                                |         |
| 111,907   | 113,549   | 1.47%                                |         |
| 1,275,160 | 1,285,900 | 0.84%                                | 779,944 |

## Motor Vehicle Sales Tax

| 2018    | 2019    | % incr/-decr<br>from 2018<br>to 2019 | 2020    |
|---------|---------|--------------------------------------|---------|
| 51,766  | 46,162  | -10.83%                              | 50,465  |
| 50,084  | 54,171  | 8.16%                                | 54,534  |
| 47,006  | 43,525  | -7.41%                               | 37,976  |
| 64,108  | 54,562  | -14.89%                              | 65,144  |
| 57,447  | 57,723  | 0.48%                                | 34,569  |
| 59,360  | 52,404  | -11.72%                              | 33,781  |
| 51,878  | 55,077  | 6.17%                                | 67,757  |
| 59,280  | 58,440  | -1.42%                               | 74,728  |
| 55,413  | 62,126  | 12.11%                               |         |
| 48,395  | 56,932  | 17.64%                               |         |
| 51,007  | 55,666  | 9.13%                                |         |
| 47,276  | 51,226  | 8.36%                                |         |
| 643,020 | 648,014 | 0.78%                                | 418,954 |

## Cigarette Tax

| 2018    | 2019   | % incr/-decr<br>from 2018<br>to 2019 | 2020   |
|---------|--------|--------------------------------------|--------|
| 8,736   | 8,154  | -6.66%                               | 9,404  |
| 7,396   | 6,971  | -5.75%                               | 5,680  |
| 9,683   | 5,373  | -44.51%                              | 6,390  |
| 8,131   | 7,647  | -5.95%                               | 13,160 |
| 7,327   | 9,153  | 24.91%                               | 4,473  |
| 10,729  | 9,655  | -10.01%                              | 8,319  |
| 9,242   | 6,301  | -31.82%                              | 9,321  |
| 9,566   | 9,898  | 3.46%                                | 8,903  |
| 9,265   | 11,072 | 19.50%                               |        |
| 7,900   | 6,839  | -13.43%                              |        |
| 9,809   | 8,068  | -17.74%                              |        |
| 7,079   | 7,566  | 6.88%                                |        |
| 104,864 | 96,698 | -7.79%                               | 65,650 |

**City of Chesterfield**  
**Statement of Revenues and Expenditures (Cash Basis)**  
**Public Safety Fund**  
**FY2020**  
**Month Ended September 14, 2020**

|  | <u>2020<br/>Budget</u>   | <u>2020<br/>YTD Actual</u> | <u>2020<br/>Actual As<br/>% of Budget</u> | <u>2019<br/>Actual</u>   |
|--|--------------------------|----------------------------|---|--------------------------|
| <b><u>General Fund Revenues:</u></b>           |                          |                            |   |                          |
| Sales Taxes                                    | \$ 2,670,500             | \$ 1,896,914               | 71.0%                                     | \$ 2,639,884             |
| Other  | \$ 990,447               | \$ 540,855                 | 54.6%                                     | \$ 1,057,084             |
| Transfers from GF                              | \$ 7,893,573             | \$ 5,205,687               | 65.9%                                     | \$ 7,546,668             |
| <b>Total Revenues</b>                          | <b><u>11,554,520</u></b> | <b><u>7,643,456</u></b>    | <b><u>66.2%</u></b>                       | <b><u>11,243,636</u></b> |
| <b><u>Public Safety Fund Expenditures:</u></b> |                          |                            |   |                          |
| Police   | 11,554,520               | 7,643,456                  | 66.2%                                     | 11,243,636               |
| <b>Total Expenditures</b>                      | <b><u>11,554,520</u></b> | <b><u>7,643,456</u></b>    | <b><u>66.2%</u></b>                       | <b><u>11,243,636</u></b> |

**Public Safety Prop P**

| 2018             | 2019             | % incr/-decr<br>from 2018<br>to 2019 | 2020      | % incr/-decr<br>from 2019<br>to 2020 |
|------------------|------------------|--------------------------------------|-----------|--------------------------------------|
| 164,751          | 234,611          | 42.40%                               | 232,003   | -1.11%                               |
| 206,280          | 195,645          | -5.16%                               | 214,506   | 9.64%                                |
| 259,273          | 270,763          | 4.43%                                | 243,488   | -10.07%                              |
| 203,078          | 212,548          | 4.66%                                | 194,379   | -8.55%                               |
| 173,349          | 157,889          | -8.92%                               | 177,418   | 12.37%                               |
| 214,913          | 241,967          | 12.59%                               | 206,346   | -14.72%                              |
| 267,937          | 244,721          | -8.66%                               | 193,418   | -20.96%                              |
| 185,476          | 178,514          | -3.75%                               | 174,355   | -2.33%                               |
| 258,311          | 275,284          | 6.57%                                | 261,001   | -5.19%                               |
| 204,404          | 190,788          | -6.66%                               |           | -100.00%                             |
| 167,605          | 183,373          | 9.41%                                |           | -100.00%                             |
| 221,792          | 237,529          | 7.10%                                |           | -100.00%                             |
| <u>2,527,168</u> | <u>2,623,632</u> | 3.82%                                | 1,896,914 | -5.72%                               |

**City of Chesterfield**  
**Statement of Revenues and Expenditures(Cash Basis)**  
**Parks Sales Tax Fund**  
**FY2020**  
**Month Ended September 14, 2020**

|                               | <u>2020<br/>Budget</u>  | <u>2020<br/>YTD Actual</u> | <u>2020<br/>Actual As<br/>% of Budget</u> | <u>2019<br/>Actual</u>  |
|-------------------------------|-------------------------|----------------------------|---|-------------------------|
| <b>Revenues:</b>              |                         |                            |   |                         |
| Sales Tax                     | \$ 6,674,640            | \$ 4,553,362               | 68.22%                                    | 6,716,871               |
| Intergovernmental             | -                       | 201,963                    | 0.00%                                     | 24,800                  |
| Parks and Recreation          | 2,134,665               | 218,863                    | 10.25%                                    | 2,094,792               |
| Other Revenues                | 80,741                  | 21,116                     | 26.15%                                    | 91,941                  |
| <b>Total Revenues</b>         | <b><u>8,890,046</u></b> | <b><u>4,995,304</u></b>    | <b><u>56.19%</u></b>                      | <b><u>8,928,404</u></b> |
| <b>Expenditures:</b>          |                         |                            |   |                         |
| Parks                         | <b><u>6,744,476</u></b> | <b><u>3,138,635</u></b>    | <b><u>46.54%</u></b>                      | <b><u>5,793,615</u></b> |
| <b>Transfers In/Out (net)</b> | <b><u>2,991,699</u></b> | <b><u>401,541</u></b>      | <b><u>13.42%</u></b>                      | <b><u>1,778,604</u></b> |

**Parks Sales Tax**

| 2018             | 2019             | % incr/-decr<br>from 2018<br>to 2019 | 2020             | % incr/-decr<br>from 2019<br>to 2020 |
|------------------|------------------|--------------------------------------|------------------|--------------------------------------|
| 513,770          | 592,664          | 15.36%                               | 594,364          | 0.29%                                |
| 662,025          | 596,918          | -9.83%                               | 607,500          | 1.77%                                |
| 682,606          | 646,180          | -5.34%                               | 592,994          | -8.23%                               |
| 521,473          | 513,996          | -1.43%                               | 470,077          | -8.54%                               |
| 459,803          | 397,312          | -13.59%                              | 394,532          | -0.70%                               |
| 559,493          | 589,028          | 5.28%                                | 447,233          | -24.07%                              |
| 670,055          | 615,709          | -8.11%                               | 404,914          | -34.24%                              |
| 488,123          | 505,833          | 3.63%                                | 438,003          | -13.41%                              |
| 654,621          | 675,012          | 3.11%                                | 603,744          | -10.56%                              |
| 540,057          | 491,866          | -8.92%                               |                  | -100.00%                             |
| 478,083          | 482,983          | 1.02%                                |                  | -100.00%                             |
| 568,331          | 597,087          | 5.06%                                |                  | -100.00%                             |
| <b>6,798,440</b> | <b>6,704,589</b> | <b>-1.38%</b>                        | <b>4,553,362</b> | <b>-11.29%</b>                       |

**City of Chesterfield**  
**Statement of Revenues and Expenditures(Cash Basis)**  
**Capital Sales Tax Fund**  
**FY2020**  
**Month Ended September 14, 2020**

|                       | <u>2020<br/>Budget</u>  | <u>2020<br/>YTD Actual</u> | <u>2020<br/>Actual As<br/>% of Budget</u> | <u>2019<br/>Actual</u>    |
|-----------------------|-------------------------|----------------------------|---|---------------------------|
| <b>Revenues:</b>      |                         |                            |   |                           |
| Sales Tax             | \$ 5,679,178            | \$ 3,870,238               | 68.15%                                    | 5,709,344                 |
| Other Revenues        | -                       | 178                        | 0.00%                                     | (188,423)                 |
| <b>Total Revenues</b> | <b><u>5,679,178</u></b> | <b><u>3,870,416</u></b>    | <b><u>68.15%</u></b>                      | <b><u>5,520,922</u></b>   |
| <b>Expenditures:</b>  |                         |                            |   |                           |
| Public Works          | <u>7,939,615</u>        | <u>4,643,900</u>           | <u>58.49%</u>                             | <u>4,761,881</u>          |
| <b>Transfers In</b>   | 1,090,000               | 1,090,000                  | 100.00%                                   | -                         |
| <b>Transfers Out</b>  | -                       | -                          | 0.00%                                     | 1,944,250                 |
| <b>Net Transfers</b>  | <b><u>1,090,000</u></b> | <b><u>1,090,000</u></b>    | <b><u>100.00%</u></b>                     | <b><u>(1,944,250)</u></b> |

**Capital Improvement Sales Tax**

| 2018             | 2019             | % incr/-decr<br>from 2018<br>to 2019 | 2020             | % incr/-decr<br>from 2019<br>to 2020 |
|------------------|------------------|--------------------------------------|------------------|--------------------------------------|
| 436,705          | 503,765          | 15.36%                               | 505,210          | 0.29%                                |
| 562,765          | 507,380          | -9.84%                               | 516,375          | 1.77%                                |
| 580,217          | 549,253          | -5.34%                               | 504,045          | -8.23%                               |
| 443,254          | 436,897          | -1.43%                               | 399,566          | -8.54%                               |
| 390,834          | 337,716          | -13.59%                              | 335,352          | -0.70%                               |
| 475,569          | 500,675          | 5.28%                                | 380,149          | -24.07%                              |
| 569,551          | 523,353          | -8.11%                               | 344,177          | -34.24%                              |
| 414,904          | 429,959          | 3.63%                                | 372,182          | -13.44%                              |
| 556,429          | 573,760          | 3.11%                                | 513,183          | -10.56%                              |
| 459,046          | 418,086          | -8.92%                               |                  | -100.00%                             |
| 406,371          | 410,537          | 1.03%                                |                  | -100.00%                             |
| 483,081          | 507,524          | 5.06%                                |                  | -100.00%                             |
| <b>5,778,725</b> | <b>5,698,904</b> | <b>-1.38%</b>                        | <b>3,870,238</b> | <b>-11.29%</b>                       |

**2020 YTD Top Revenue producing 2019 YTD**

**Top 40 Sales Tax - Year To Date  
City of Chesterfield**

| Distribution Period: |                               |
|----------------------|-------------------------------|
| Rank                 | Account Name                  |
| 1                    | Motor Vehicle Account         |
| 2                    | Sams Club                     |
| 3                    | Walmart Stores East I LP      |
| 4                    | Dierbergs Markets             |
| 5                    | Schnuck Markets Inc           |
| 6                    | The Home Depot                |
| 7                    | Target Stores                 |
| 8                    | Best Buy Stores LP            |
| 9                    | Lowes Home Centers LLC        |
| 10                   | Daikin TMI LLC                |
| 11                   | Vermeer Sales & Service of MI |
| 12                   | Ameren Missouri               |
| 13                   | Total Wine & More             |
| 14                   | Trader Joes #692              |
| 15                   | Aldi Inc                      |
| 16                   | Walgreen Co                   |
| 17                   | Topgolf USA Chesterfield LLC  |
| 18                   | Smoke House Mkt Inc           |
| 19                   | Aminis Home Rug & Gameroom    |
| 20                   | Ferguson US Holdings          |

|    |                                    |
|----|------------------------------------|
| 21 | Tapestry Inc                       |
| 22 | Nike Retail Services               |
| 23 | AT&T Mobility                      |
| 24 | Dicks Sporting Goods Inc           |
| 25 | Earthworks Inc                     |
| 26 | Macys                              |
| 27 | Panera Bread Co                    |
| 28 | Spire Missouri Inc                 |
| 29 | Bestbuy Com 30                     |
| 30 | Southwestern Bell Telephone        |
| 31 | Netelligent Corporation            |
| 32 | Truman Arnold Companies            |
| 33 | Chick-Fit-A at Chesterfield Valley |
| 34 | Siteone Landscape Supply LLC       |
| 35 | Beck Allen Sales Corporation       |
| 36 | Golf Galaxy LLC                    |
| 37 | OfficeMax North America Inc        |
| 38 | Double Tree Chesterfield           |
| 39 | Metro Electric Metro Lighting      |
| 40 | Verizon Wireless                   |

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| 17                   | Macys                         |
| 18                   | Smoke House Mkt Inc           |
| 19                   | Nike Retail Services Inc      |
| 20                   | Walgreen Co                   |

|    |                             |
|----|-----------------------------|
| 21 | Double Tree Chesterfield    |
| 22 | Aldi Inc                    |
| 23 | AT&T Mobility               |
| 24 | Truman Arnold Companies     |
| 25 | Dicks Sporting Goods Inc    |
| 26 | Ferguson Enterprises        |
| 27 | Panera Bread Co             |
| 28 | Drury Plaza Chesterfield    |
| 29 | Aminis Home Rug & Gameroom  |
| 30 | Anntaylor Retail Inc        |
| 31 | Ralph Lauren Retail         |
| 32 | Southwestern Bell Telephone |
| 33 | Old Navy                    |
| 34 | Diamonds Direct Management  |
| 35 | Mid Rivers 14 Cine          |
| 36 | The Cheesecake Factory      |
| 37 | Golf Galaxy                 |
| 38 | Verizon Wireless            |
| 39 | Spire Missouri              |
| 40 | PVH Retail Stores Inc       |

For over an hour City Administrator Mike Geisel put on a visual talk about revenue and services from 2014 to 2019. He did not discuss the pandemic. Since I only had an audio recording of the meeting, I was glad my computer had 4-suite solitaire.

Geisel need his talk saying, “We have a high level of services, but not as high as five years ago.”



Mike Moore : Looking at pursuing a property tax.. The second option is what do you do to reduce services and expenses”

Moore than made a motion for the staff to look at other measures to raise revenue, including property taxes.



Mary Ann Mastorakos: Look at increasing the utility taxes.



Mayor Nation: Someone mentioned an entertainment tax.



Barb McGuinness: All those in favor of the motion raise your hand. Tom you didn't raise your hand.



Tom DeCampi: That is because I'm against it.

The 3-hour, 1-minute meeting then ended.

The were two members of the public in attendance. There are normally 50-75 people who tune in a live or recorded video of council meeting. I was told that it was the

decision by Chairwoman Barb McGuinness not to have a live version or at least an audio version or recording of the meeting. Residents upset about this might send some emails to City Hall or Barb about the fact it was unavailable to the public.