CITY COUNCIL INFORMAL MEETING
TUESDAY, JANUARY 20, 2026
602 S. Main St.| 5th Floor Council Chambers | Joplin MO 64801
5:30P.M.

AGENDA

FINANCIAL UPDATE

Documents:

SALES TAX REPORT JANUARY 2026.PDF
USE TAX REPORT JANUARY 2026.PDF
MARIJUANA SALES TAX REPORT JANUARY 2026.PDF
QUARTERLY SALES TAX REPORT 1ST QUARTER FY 2026.PDF
GENERAL FUND FINANCIALS DECEMBER 2025.PDF

CONVENTION AND VISITOR'S BUREAU UPDATE

Documents:

CVB COUNCIL UPDATE 2026 011426.PDF

Notice posted at 12 p.m. on this the15 day of January, 2026. (RSMo 610.020)

CITY OF JOPLIN, MISSOURI
GENERAL SALES TAX --1%
ACCOUNT # 001-0000-400-0301 (Tax Type Code 200)
HISTORICAL TAX RECEIPTS BY MONTH

	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	Monthly % Change from FY 2025	Y-T-D % Change from FY 2025	YTD Actual Over/ (Under) YTD Budget
November	1,090,430.38	1,075,827.30	1,171,792.22	1,321,687.86	1,301,114.54	1,515,146.73	1,515,146.73	1,517,012.97	1,517,012.97	0.12%	0.12%	8,295
December	1,355,281.81	1,403,354.16	1,486,673.02	1,497,611.46	1,540,275.51	1,412,799.84	2,927,946.57	1,274,368.84	2,791,381.81	-9.80%	-4.66%	(124,142)
January	1,353,568.92	1,358,290.69	1,431,020.07	1,516,095.13	1,599,960.33	1,493,562.50	4,421,509.07	1,632,769.84	4,424,151.65	9.32%	0.06%	21,402
February	1,335,166.72	1,360,530.09	1,549,497.19	1,554,171.79	1,614,588.32	1,637,641.11	6,059,150.18	-	-	0.00%	0.00%	-
March	1,322,254.82	1,433,507.48	1,286,337.08	1,370,941.79	1,304,966.35	1,469,841.46	7,528,991.64	-	-	0.00%	0.00%	-
April	1,071,421.25	1,314,220.00	1,517,799.15	1,495,565.91	1,496,303.00	1,357,420.56	8,886,412.20	-	-	0.00%	0.00%	-
May	1,092,586.90	1,291,986.62	1,189,442.30	1,212,145.50	1,433,628.32	1,432,467.92	10,318,880.12	-	-	0.00%	0.00%	-
June	1,237,244.91	1,596,922.41	1,449,457.40	1,591,492.88	1,536,336.96	1,671,076.26	11,989,956.38	-	-	0.00%	0.00%	-
July	1,292,888.47	1,640,598.95	1,476,731.63	1,439,436.05	1,544,683.03	1,460,387.33	13,450,343.71	-	-	0.00%	0.00%	-
August	1,249,324.51	1,293,211.15	1,660,582.30	1,486,908.52	1,543,211.68	1,560,014.43	15,010,358.14	-	-	0.00%	0.00%	-
September	1,442,892.53	1,930,630.77	1,558,365.34	1,558,525.00	1,538,897.06	1,536,162.70	16,546,520.84	-	-	0.00%	0.00%	-
October	1,322,546.86	1,360,047.71	1,587,849.77	1,343,428.39	1,516,547.16	1,580,387.86	18,126,908.70	-	-	0.00%	0.00%	-
YTD Totals	15,165,608.08	17,059,127.33	17,365,547.47	17,388,010.28	17,970,512.26	18,126,908.70	18,126,908.70	4,424,151.65	4,424,151.65	9.32%	0.06%	21,402
Annual % Change		**12.49%**	**1.80%**	**0.13%**	**3.35%**							

Budgeted for FY 2026	$ 18,050,000
Y-T-D % Increase (Decrease) from FY 2025	0.06%
Y-T-D Actual %	24.51%
Y-T-D Budget %	24.39%

NOTE: Taxes are collected by the Department of Revenue approximately 30 days following the month in which taxable sales occur. Collections are remitted to the City by the 10th of each month for the prior months reported sales. Effective January 1, 2000, the State of Missouri Department of Revenue increased the threshold for monthly filing requirement from $250 to $500 for state tax collected.

Sales tax figures include the TIF sales tax collections. 50% of the TIF sales tax collections have to be remitted by the City to the TIF developer after being received from the State.

Actual budgeted increase is calculated by using the prior year actual collections compared to the budgeted amount.

This information is reported on a cash basis, while the accounting records are reported on an accrual basis.

CITY OF JOPLIN, MISSOURI

GENERAL SALES TAX --1%

ACCOUNT # 001-0000-400-0301 (Tax Type Code 200)

HISTORICAL TAX RECEIPTS BY MONTH

	FY 2021	FY 2021 Y-T-D	FY 2022	FY 2022 Y-T-D	FY 2023	FY 2023 Y-T-D	FY 2024	FY 2024 Y-T-D	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	Monthly % Change from FY 2025	Y-T-D % Change from FY 2025	YTD Actual Over/ (Under) YTD Budget
November	1,075,827.30	1,075,827.30	1,171,792.22	1,171,792.22	1,321,687.86	1,321,687.86	1,301,114.54	1,301,114.54	1,515,146.73	1,515,146.73	1,517,012.97	1,517,012.97	0.12%	0.12%	8,295
December	1,403,354.16	2,479,181.46	1,486,673.02	2,658,465.24	1,497,611.46	2,819,299.32	1,540,275.51	2,841,390.05	1,412,799.84	2,927,946.57	1,274,368.84	2,791,381.81	-9.80%	-4.66%	(124,142)
January	1,358,290.69	3,837,472.15	1,431,020.07	4,089,485.31	1,516,095.13	4,335,394.45	1,599,960.33	4,441,350.38	1,493,562.50	4,421,509.07	1,632,769.84	4,424,151.65	9.32%	0.06%	21,402
February	1,360,530.09	5,198,002.24	1,549,497.19	5,638,982.50	1,554,171.79	5,889,566.24	1,614,588.32	6,055,938.70	1,637,641.11	6,059,150.18	-	-	0.00%	0.00%	-
March	1,433,507.48	6,631,509.72	1,286,337.08	6,925,319.58	1,370,923.57	7,260,489.81	1,304,966.35	7,360,905.05	1,469,841.46	7,528,991.64	-	-	0.00%	0.00%	-
April	1,314,220.00	7,945,729.72	1,517,799.15	8,443,118.73	1,495,565.10	8,756,054.91	1,496,303.00	8,857,208.05	1,357,420.56	8,886,412.20	-	-	0.00%	0.00%	-
May	1,291,986.62	9,237,716.34	1,189,442.30	9,632,561.03	1,212,145.50	9,968,200.41	1,433,628.32	10,290,836.37	1,432,467.92	10,318,880.12	-	-	0.00%	0.00%	-
June	1,596,922.41	10,834,638.75	1,449,457.40	11,082,018.43	1,591,492.88	11,559,693.29	1,536,336.96	11,827,173.33	1,671,076.26	11,989,956.38	-	-	0.00%	0.00%	-
July	1,640,598.95	12,475,237.70	1,476,731.63	12,558,750.06	1,439,436.05	12,999,129.34	1,544,683.03	13,371,856.36	1,460,387.33	13,450,343.71	-	-	0.00%	0.00%	-
August	1,293,211.15	13,768,448.85	1,660,582.30	14,219,332.36	1,486,908.52	14,486,037.86	1,543,211.68	14,915,068.04	1,560,014.43	15,010,358.14	-	-	0.00%	0.00%	-
September	1,930,630.77	15,699,079.62	1,558,365.34	15,777,697.70	1,558,525.00	16,044,562.86	1,538,897.06	16,453,965.10	1,536,162.70	16,546,520.84	-	-	0.00%	0.00%	-
October	1,360,047.71	17,059,127.33	1,587,849.77	17,365,547.47	1,343,428.39	17,387,991.25	1,516,547.16	17,970,512.26	1,580,387.86	18,126,908.70	-	-	0.00%	0.00%	-
YTD Totals	17,059,127.33	17,059,127.33	17,365,547.47	17,365,547.47	17,387,991.25	17,387,991.25	17,970,512.26	17,970,512.26	18,126,908.70	18,126,908.70	4,424,151.65	4,424,151.65	9.32%	0.06%	21,402
Annual % Change					**1.80%**		**0.13%**		**3.35%**						

Budgeted for FY 2026	$ 18,050,000
Y-T-D % Increase (Decrease) from FY 2025	0.06%
Y-T-D Actual %	24.51%
Y-T-D Budget %	24.39%

NOTE: Taxes are collected by the Department of Revenue approximately 30 days following the month in which taxable sales occur. Collections are remitted to the City by the 10th of each month for the prior months reported sales. Effective January 1, 2000, the State of Missouri Department of Revenue increased the threshold for monthly filing requirement from $250 to $500 for state tax collected.

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CITY OF JOPLIN, MISSOURI

GENERAL SALES TAX - 1% (LESS TIF AMOUNT)

ACCOUNT # 001-0000-400-0301

HISTORICAL TAX RECEIPTS BY MONTH

	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY2024	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	Monthly % Change from FY 2025	Y-T-D % Change from FY 2025	YTD Actual Over/ (Under) YTD Budget
November	788,342.03	949,582.56	1,026,948.77	1,034,917.31	1,144,648.14	1,280,266.05	1,275,462.61	1,470,824.04	1,470,824.04	1,454,904.13	1,454,904.13	-1.08%	-1.08%	158,095
December	1,679,548.83	1,164,040.04	1,286,993.43	1,368,071.96	1,426,140.57	1,471,360.89	1,515,919.93	1,367,640.15	2,838,464.19	1,222,101.81	2,677,005.94	-10.64%	-5.69%	(161,094)
January	921,510.72	1,385,088.66	1,271,965.44	1,334,543.74	1,391,414.25	1,502,569.22	1,587,332.55	1,460,726.95	4,299,191.14	-	-	0.00%	0.00%	-
February	1,253,970.89	1,198,490.74	1,222,056.35	1,300,812.59	1,527,514.91	1,521,105.24	1,578,917.88	1,581,285.33	5,880,476.47	-	-	0.00%	0.00%	-
March	1,280,011.95	1,281,488.56	1,292,407.82	1,390,194.01	1,221,407.07	1,313,425.82	1,282,473.64	1,432,708.82	7,313,185.29	-	-	0.00%	0.00%	-
April	1,013,886.57	1,128,168.80	1,046,164.10	1,283,423.33	1,484,670.49	1,469,768.39	1,278,497.98	1,314,688.40	8,627,873.69	-	-	0.00%	0.00%	-
May	996,145.89	1,035,008.39	1,052,938.24	1,242,602.83	1,156,115.45	1,184,701.24	1,453,580.52	1,386,054.32	10,013,928.01	-	-	0.00%	0.00%	-
June	1,185,697.95	1,197,198.97	1,201,147.72	1,546,224.60	1,393,531.56	1,564,947.94	1,401,118.17	1,613,446.61	11,627,374.62	-	-	0.00%	0.00%	-
July	1,385,070.74	1,202,352.28	1,262,763.88	1,640,598.95	1,434,891.95	1,405,132.46	1,470,229.75	1,407,760.56	13,035,135.18	-	-	0.00%	0.00%	-
August	1,004,915.36	987,086.85	1,215,344.78	1,231,492.42	1,639,587.19	1,465,831.45	1,505,935.20	1,503,836.16	14,538,971.34	-	-	0.00%	0.00%	-
September	1,222,254.64	1,363,784.87	1,398,544.20	1,873,564.48	1,524,385.73	1,525,827.23	1,484,591.39	1,480,568.74	16,019,540.08	-	-	0.00%	0.00%	-
October	1,013,005.42	1,179,740.03	1,291,139.21	1,326,435.99	1,551,303.07	1,317,181.14	1,489,372.04	1,521,478.20	17,541,018.28	-	-	0.00%	0.00%	-
YTD Totals	13,744,360.99	14,072,030.75	14,568,413.94	16,572,882.21	16,895,610.38	17,022,117.07	17,323,431.66	17,541,018.28	17,541,018.28	2,677,005.94	2,677,005.94	-10.64%	-5.69%	(161,094)

Budgeted for FY 2026	$ 17,613,364
Y-T-D % Increase (Decrease) from FY 2025	-5.69%
Y-T-D Actual %	15.20%
Y-T-D Budget %	16.11%

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CITY OF JOPLIN, MISSOURI

GENERAL SALES TAX (38%)*

ACCOUNT # 001-9003-500-9805

SALES TAX REMITTANCES PER MONTH

	FISCAL YEAR 2018				FISCAL YEAR 2019				FISCAL YEAR 2020			
	Paid to TIF Developer	Admin. Fee**	Monthly Remittance	FY 2018 Y-T-D	Paid to TIF Developer	Admin. Fee**	Monthly Remittance	FY 2019 Y-T-D	Paid to TIF Developer	Admin. Fee**	Monthly Remittance	FY 2020 Y-T-D
November	76,498.96	1,463.37	77,962.33	77,962.33	69,091.28	2,483.89	71,575.17	71,575.17	63,481.61	2,012.20	65,493.81	65,493.81
December	44,764.64	3,625.22	48,389.86	126,352.19	68,834.01	3,062.96	71,896.97	143,472.14	68,288.38	2,893.31	71,181.69	136,675.50
January	91,349.38	3,426.12	94,775.50	221,127.69	65,760.87	3,440.87	69,201.74	212,673.88	81,603.48	4,208.22	85,811.70	222,487.20
February	89,000.58	3,930.21	92,930.79	314,058.48	72,605.87	3,039.27	75,645.14	288,319.02	113,110.37	3,177.13	116,287.50	338,774.70
March	65,228.71	2,673.26	67,901.97	381,960.45	80,063.89	3,888.62	83,952.51	372,271.53	29,847.00	2,417.14	32,264.14	371,038.84
April	89,754.91	1,516.23	91,271.14	473,231.59	64,846.46	2,762.12	67,608.58	439,880.11	25,257.15	2,045.43	27,302.58	398,341.42
May	77,321.01	3,434.82	80,755.83	553,987.42	87,178.93	2,789.21	89,968.14	529,848.25	39,648.66	3,210.92	42,859.58	441,201.00
June	34,178.62	2,767.92	36,946.54	590,933.96	67,571.35	2,863.02	70,434.37	600,282.62	36,097.19	2,923.30	39,020.49	480,221.49
July	84,964.94	4,230.04	89,194.98	680,128.94	76,964.63	3,188.68	80,153.31	680,435.93	30,124.59	2,439.61	32,564.20	512,785.69
August	65,772.60	2,453.96	68,226.56	748,355.50	87,036.95	2,780.02	89,816.97	770,252.90	33,979.73	2,751.82	36,731.55	549,517.24
September	80,098.62	3,066.72	83,165.34	831,520.84	69,842.33	2,835.35	72,677.68	842,930.58	44,348.33	3,591.51	47,939.84	597,457.08
October	53,244.87	2,266.56	55,511.43	887,032.27	74,757.01	3,883.79	78,640.80	921,571.38	31,407.65	2,543.52	33,951.17	631,408.25
YTD Totals	852,177.84	34,854.43	887,032.27	887,032.27	884,553.58	37,017.80	921,571.38	921,571.38	597,194.14	34,214.11	631,408.25	631,408.25

	FISCAL YEAR 2021				FISCAL YEAR 2022				FISCAL YEAR 2023			
	Paid to TIF Developer	Admin. Fee**	Monthly Remittance	FY 2021 Y-T-D	Paid to TIF Developer	Admin. Fee**	Monthly Remittance	FY 2022 Y-T-D	Paid to TIF Developer	Admin. Fee**	Monthly Remittance	FY 2023 Y-T-D
November	40,909.99	3,313.06	44,223.05	44,223.05	27,144.08	2,198.24	29,342.32	29,342.32	41,421.81	2,012.88	43,434.69	43,434.69
December	35,282.20	2,857.30	38,139.50	82,362.55	60,532.45	4,902.17	65,434.62	94,776.94	26,250.57	2,568.33	28,818.90	72,253.59
January	23,746.95	1,710.93	25,457.88	107,820.43	39,605.82	3,207.44	42,813.26	137,590.20	13,525.91	1,095.39	14,621.30	86,874.89
February	59,717.50	4,836.16	64,553.66	172,374.09	21,982.28	1,780.22	23,762.50	161,352.70	33,066.55	2,677.87	35,744.42	122,619.31
March	43,313.47	3,507.70	46,821.17	219,195.26	64,930.01	5,258.30	70,188.31	231,541.01	57,515.97	4,657.88	62,173.85	184,793.16
April	30,796.67	2,494.05	33,290.72	252,485.98	33,128.66	2,682.90	35,811.56	267,352.57	25,796.71	2,089.12	27,885.83	212,678.99
May	49,383.79	3,999.30	53,383.09	305,869.07	33,326.85	2,698.95	36,025.80	303,378.37	27,444.26	2,222.55	29,666.81	242,345.80
June	50,697.81	4,105.72	54,803.53	360,672.60	55,925.84	4,529.10	60,454.94	363,833.31	26,544.94	2,149.72	28,694.66	271,040.46
July	-	-	-	360,672.60	41,839.68	3,388.35	45,228.03	409,061.34	34,303.59	2,778.05	37,081.64	308,122.10
August	61,718.73	4,998.23	66,716.96	427,389.56	20,995.11	1,700.28	22,695.39	431,756.73	21,077.07	1,706.91	22,783.98	330,906.08
September	57,066.29	4,621.46	61,687.75	489,077.31	33,979.61	2,751.80	36,731.41	468,488.14	32,697.77	2,648.00	35,345.77	366,251.85
October	33,611.72	1,808.53	35,420.25	524,497.56	36,546.70	2,959.70	39,506.40	507,994.54	26,247.25	2,125.61	28,372.86	394,624.71
YTD Totals	486,245.12	38,252.44	524,497.56	524,497.56	469,937.09	38,057.45	507,994.54	507,994.54	365,892.40	28,732.31	394,624.71	366,251.85

	FISCAL YEAR 2024				FISCAL YEAR 2025				FISCAL YEAR 2026			
	Paid to TIF Developer	Admin. Fee**	Monthly Remittance	FY 2024 Y-T-D	Paid to TIF Developer	Admin. Fee**	Monthly Remittance	FY 2025 Y-T-D	Paid to TIF Developer	Admin. Fee**	Monthly Remittance	FY 2026 Y-T-D
November	25,651.93	$ 2,077.40	27,729.33	27,729.33	45,723.12	4,865.30	50,588.42	50,588.42	62,108.84	6,422.02	68,530.86	68,530.86
December	24,355.58	1,972.42	26,328.00	54,057.33	45,159.69	4,800.33	49,960.02	100,548.44	52,267.03	5,453.79	57,720.82	126,251.68
January	12,627.78	1,038.83	13,666.61	67,723.94	32,835.55	3,862.34	36,697.89	137,246.33	-	-	-	-
February	35,670.44	2,918.35	38,588.79	106,312.73	147,566.85	6,076.86	153,643.71	290,890.04	-	-	-	-
March	22,492.72	1,821.55	24,314.27	130,627.00	37,132.64	3,977.84	41,110.48	332,000.52	-	-	-	-
April	26,468.37	2,202.03	28,670.40	159,297.40	42,732.16	4,261.76	46,993.92	378,994.44	-	-	-	-
May	42,722.48	3,474.39	46,196.87	205,494.27	46,413.60	4,603.92	51,017.52	430,011.96	-	-	-	-
June	32,510.15	2,650.82	35,160.97	240,655.24	57,629.65	6,027.10	63,656.75	493,668.71	-	-	-	-
July	66,107.21	6,689.13	72,796.34	313,451.58	52,626.77	5,565.12	58,191.89	551,860.60	-	-	-	-
August	38,747.83	4,154.21	42,902.04	356,353.62	56,178.27	6,079.32	62,257.59	614,118.19	-	-	-	-
September	58,620.29	6,061.38	64,681.67	421,035.29	55,593.96	5,883.22	61,477.18	675,595.37	-	-	-	-
October	49,525.02	5,145.66	54,670.68	475,705.97	58,909.66	6,089.20	64,998.86	740,594.23	-	-	-	-
YTD Totals	435,499.80	40,206.17	475,705.97	475,705.97	678,501.92	62,092.31	740,594.23	740,594.23	114,375.87	11,875.81	126,251.68	126,251.68

*Percentage changed from 47% to 38% beginning with the June 2007 payment to the TIF developers due to the additional General Sales Tax for Police & Fire.

**A 5% fee is held out of the payment to the TIF developer as an administrative expense. The 5% fee goes into the General Fund as a revenue to the City. Administration fee dropped to 3% November 2007 (FY 2008).

Note: Total collections are shown on the historical tax receipts report. The amounts above represent 50% of sales tax collections collected from the TIF districts. The above amounts have been remitted to the TIF developers and represent date paid to the developer and not the date collected from the state.

CITY OF JOPLIN, MISSOURI

GENERAL SALES TAX FOR POLICE & FIRE PENSION--1/2%*

ACCOUNT # 010-0000-400-0313 (Tax Type Code 202)

HISTORICAL TAX RECEIPTS BY MONTH

	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	Monthly % Change from FY 2025	Y-T-D % Change from FY 2025	YTD Actual Over/ (Under) YTD Budget
November	535,663.79	580,270.98	656,529.03	648,756.08	753,744.54	753,744.54	757,319.23	757,319.23	0.47%	0.47%	4,762
December	703,796.64	736,011.96	747,012.77	767,589.51	704,011.73	1,457,756.27	637,691.56	1,395,010.79	-9.42%	-4.30%	(60,450)
January	675,387.57	713,539.63	754,804.01	798,044.72	745,511.84	2,203,268.11	813,696.97	2,208,707.76	9.15%	0.25%	8,909
February	677,662.13	767,231.31	776,092.19	807,096.00	817,731.11	3,020,999.22	-	-	0.00%	0.00%	-
March	712,434.09	640,626.10	682,348.71	649,890.06	731,716.32	3,752,715.54	-	-	0.00%	0.00%	-
April	651,616.53	755,818.69	738,946.93	745,688.33	678,169.28	4,430,884.82	-	-	0.00%	0.00%	-
May	642,760.86	592,095.29	603,407.92	714,112.75	714,772.87	5,145,657.69	-	-	0.00%	0.00%	-
June	798,423.11	718,799.57	794,497.13	769,224.96	832,550.75	5,978,208.44	-	-	0.00%	0.00%	-
July	817,504.98	734,530.23	717,731.00	774,409.58	725,476.61	6,703,685.05	-	-	0.00%	0.00%	-
August	640,539.32	825,343.77	741,280.05	769,624.44	778,921.60	7,482,606.65	-	-	0.00%	0.00%	-
September	964,438.81	777,202.19	778,075.94	763,621.98	767,266.73	8,249,873.38	-	-	0.00%	0.00%	-
October	677,729.93	791,033.10	670,213.13	757,113.51	789,360.83	9,039,234.21	-	-	0.00%	0.00%	-
YTD Totals	8,497,957.76	8,632,502.82	8,660,938.81	8,965,171.92	9,039,234.21	9,039,234.21	2,208,707.76	2,208,707.76	9.15%	0.25%	8,909

*Tax passed by voters November 2019. Tax effective April 1, 2020.

Budgeted for FY 2026	$ 9,025,000
Y-T-D % Increase (Decrease) from FY 2025	0.25%
Y-T-D Actual %	24.47%
Y-T-D Budget %	24.37%

NOTE: Taxes are collected by the Department of Revenue approximately 30 days following the month in which taxable sales occur. Collections are remitted to the City by the 10th of each month for the prior months reported sales. Effective January 1, 2000, the State of Missouri Department of Revenue increased the threshold for monthly filing requirement from $250 to $500 for state tax collected.

Sales tax figures include the TIF sales tax collections. 50% of the TIF sales tax collections have to be remitted by the City to the TIF developer after being received from the State.

Actual budgeted increase is calculated by using the prior year actual collections compared to the budgeted amount.

This information is reported on a cash basis, while the accounting records are reported on an accrual basis.

CITY OF JOPLIN, MISSOURI

GENERAL SALES TAX FOR POLICE & FIRE --1/2%*

ACCOUNT # 101-0000-400-0312 (Tax Type Code 201)

HISTORICAL TAX RECEIPTS BY MONTH

	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	Monthly % Change from FY 2025	Y-T-D % Change from FY 2025	YTD Actual Over/ (Under) YTD Budget
November	544,700.84	537,750.61	583,839.02	659,342.89	649,379.73	757,197.69	757,197.69	757,200.13	757,200.13	0.00%	0.00%	2,450
December	677,338.25	701,509.00	742,051.14	748,000.30	768,595.42	705,938.13	1,463,135.82	637,795.35	1,394,995.48	-9.65%	-4.66%	(63,412)
January	676,631.41	678,821.35	715,479.02	755,646.03	798,276.85	746,429.46	2,209,565.28	814,548.87	2,209,544.35	9.13%	0.00%	7,120
February	667,542.37	680,236.65	773,898.05	776,506.34	805,833.24	818,293.37	3,027,858.65	-	-	0.00%	0.00%	-
March	660,377.56	716,239.81	641,422.41	684,313.08	650,742.12	734,384.04	3,762,242.69	-	-	0.00%	0.00%	-
April	534,740.95	657,053.60	758,115.03	746,720.95	745,621.16	678,303.21	4,440,545.90	-	-	0.00%	0.00%	-
May	545,959.21	645,967.55	592,875.30	605,190.91	714,269.35	715,684.53	5,156,230.43	-	-	0.00%	0.00%	-
June	618,450.70	798,139.28	722,595.07	795,094.46	767,080.69	832,826.76	5,989,057.19	-	-	0.00%	0.00%	-
July	646,310.78	820,183.62	735,812.47	718,430.80	775,959.37	728,816.86	6,717,874.05	-	-	0.00%	0.00%	-
August	624,237.41	645,647.41	826,975.17	742,864.62	771,127.27	779,248.09	7,497,122.14	-	-	0.00%	0.00%	-
September	721,198.53	964,756.17	776,085.56	778,707.67	768,975.71	767,951.28	8,265,073.42	-	-	0.00%	0.00%	-
October	660,951.69	679,354.50	792,614.64	670,633.14	758,638.79	789,188.55	9,054,261.97	-	-	0.00%	0.00%	-
YTD Totals	7,578,439.70	8,525,659.55	8,661,762.88	8,681,451.19	8,974,499.70	9,054,261.97	9,054,261.97	2,209,544.35	2,209,544.35	9.13%	0.00%	7,120

*Tax passed by voters November 2006. Tax effective April 1, 2007.

Budgeted for FY 2026	$ 9,025,000
Y-T-D % Increase (Decrease) from FY 2025	0.00%
Y-T-D Actual %	24.48%
Y-T-D Budget %	24.40%

NOTE: Taxes are collected by the Department of Revenue approximately 30 days following the month in which taxable sales occur. Collections are remitted to the City by the 10th of each month for the prior months reported sales. Effective January 1, 2000, the State of Missouri Department of Revenue increased the threshold for monthly filing requirement from $250 to $500 for state tax collected.

Sales tax figures include the TIF sales tax collections. 50% of the TIF sales tax collections have to be remitted by the City to the TIF developer after being received from the State.

Actual budgeted increase is calculated by using the prior year actual collections compared to the budgeted amount.

This information is reported on a cash basis, while the accounting records are reported on an accrual basis.

CITY OF JOPLIN, MISSOURI

GENERAL POLICE & FIRE SALES TAX (19%)

ACCOUNT # 101-9003-500-9805

SALES TAX REMITTANCES PER MONTH

	FISCAL YEAR 2015		FISCAL YEAR 2016		FISCAL YEAR 2017		FISCAL YEAR 2018	
	Paid to TIF Developer	FY 2015 Y-T-D	Paid to TIF Developer	FY 2016 Y-T-D	Paid to TIF Developer	FY 2017 Y-T-D	Paid to TIF Developer	FY 2018 Y-T-D
November	15,119.09	15,119.09	30,930.04	30,930.04	43,706.90	43,706.90	37,678.59	37,678.59
December	20,657.22	35,776.31	17,988.89	48,918.93	25,268.49	68,975.39	22,048.25	59,726.84
January	32,272.01	68,048.32	36,782.48	85,701.41	38,582.91	107,558.30	44,992.98	104,719.82
February	33,687.16	101,735.48	31,220.78	116,922.19	31,871.17	139,429.47	43,836.10	148,555.92
March	3,699.49	105,434.96	34,761.11	151,683.30	27,992.77	167,422.24	32,127.58	180,683.50
April	56,291.08	161,726.04	49,925.49	201,608.79	39,272.59	206,694.83	44,207.64	224,891.14
May	34,763.84	196,489.88	33,337.02	234,945.81	33,130.56	239,825.39	38,083.48	262,974.62
June	17,313.70	213,803.58	23,408.47	258,354.28	27,978.80	267,804.19	16,834.24	279,808.86
July	27,909.40	241,712.98	36,086.09	294,440.37	36,656.30	304,460.49	41,848.40	321,657.26
August	30,862.36	272,575.34	28,824.37	323,264.74	37,420.57	341,881.06	32,395.46	354,052.72
September	16,579.98	289,155.32	21,831.21	345,095.95	34,427.45	376,308.51	39,451.56	393,504.28
October	30,745.09	319,900.41	30,899.50	375,995.45	42,175.88	418,484.39	26,225.09	419,729.37
YTD Totals	319,900.41	319,900.41	375,995.45	375,995.45	418,484.39	418,484.39	419,729.37	419,729.37

	FISCAL YEAR 2019		FISCAL YEAR 2020		FISCAL YEAR 2021		FISCAL YEAR 2022	
	Paid to TIF Developer	FY 2019 Y-T-D	Paid to TIF Developer	FY 2020 Y-T-D	Paid to TIF Developer	FY 2021 Y-T-D	Paid to TIF Developer	FY 2022 Y-T-D
November	34,030.03	34,030.03	31,267.06	31,267.06	20,149.70	20,149.70	13,369.47	13,369.47
December	33,903.32	67,933.35	33,634.58	64,901.64	17,377.80	37,527.50	29,814.49	43,183.96
January	32,389.68	100,323.03	40,192.76	105,094.40	11,696.26	49,223.76	19,507.35	62,691.31
February	35,761.10	136,084.13	55,711.08	160,805.48	29,413.10	78,636.86	10,827.09	73,518.40
March	39,434.45	175,518.58	14,700.76	175,506.24	21,333.50	99,970.36	31,980.45	105,498.85
April	31,939.30	207,457.88	12,440.09	187,946.33	15,168.51	115,138.87	16,317.10	121,815.95
May	42,938.87	250,396.75	19,528.44	207,474.77	24,323.36	139,462.23	16,414.72	138,230.67
June	33,281.41	283,678.16	17,779.21	225,253.98	24,970.56	164,432.79	27,545.56	165,776.23
July	37,907.95	321,586.11	14,837.48	240,091.46	-	164,432.79	20,607.60	186,383.83
August	42,868.95	364,455.06	16,736.29	256,827.75	30,398.78	194,831.57	10,340.87	196,724.70
September	34,399.95	398,855.01	21,843.21	278,670.96	28,107.28	222,938.85	16,736.22	213,460.92
October	36,820.61	435,675.62	15,469.44	294,140.40	16,555.03	239,493.88	18,000.61	231,461.53
YTD Totals	435,675.62	435,675.62	294,140.40	294,140.40	239,493.88	239,493.88	231,461.53	231,461.53

	FISCAL YEAR 2023		FISCAL YEAR 2024		FISCAL YEAR 2025		FISCAL YEAR 2026	
	Paid to TIF Developer	FY 2022 Y-T-D	Paid to TIF Developer	FY 2022 Y-T-D	Paid to TIF Developer	FY 2022 Y-T-D	Paid to TIF Developer	FY 2022 Y-T-D
November	20,401.78	20,401.78	12,634.53	12,634.53	22,520.34	22,520.34	30,590.92	30,590.92
December	12,929.38	33,331.16	11,996.03	24,630.56	22,242.83	44,763.17	25,743.46	56,334.38
January	6,662.02	39,993.18	6,219.65	30,850.21	16,172.73	60,935.90	-	-
February	16,286.51	56,279.69	17,569.02	48,419.23	27,757.32	88,693.22	-	-
March	28,328.76	84,608.45	11,078.50	59,497.73	18,289.21	106,982.43	-	-
April	12,705.84	97,314.29	130,036.66	189,534.39	21,047.18	128,029.61	-	-
May	13,517.32	110,831.61	21,042.41	210,576.80	22,860.43	150,890.04	-	-
June	13,074.37	123,905.98	16,012.46	226,589.26	28,384.75	179,274.79	-	-
July	16,895.80	140,801.78	32,560.27	259,149.53	25,920.65	205,195.44	-	-
August	10,381.24	151,183.02	19,084.75	278,234.28	27,669.90	232,865.34	-	-
September	16,104.87	167,287.89	28,872.68	307,106.96	27,382.10	260,247.44	-	-
October	12,927.75	180,215.64	24,392.92	331,499.88	29,015.20	289,262.64	-	-
YTD Totals	180,215.64	180,215.64	331,499.88	331,499.88	289,262.64	289,262.64	56,334.38	56,334.38

Note: Total collections are shown on the historical tax receipts report. The amounts above represent 50% of sales tax collections collected from the TIF districts. The above amounts have been remitted to the TIF developers and represent date paid to the developer and not the date collected from the state.

CITY OF JOPLIN, MISSOURI

PARKS & STORMWATER SALES TAX --1/4%

ACCOUNT # 130-0000-400-0306 & 0307 (Tax Type Code 260)

HISTORICAL TAX RECEIPTS BY MONTH

	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	Monthly % Change from FY 2025	Y-T-D % Change from FY 2025	YTD Actual Over/ (Under) YTD Budget
November	272,356.57	268,875.08	291,920.12	329,671.23	324,690.44	378,598.77	378,598.77	378,599.52	378,599.52	0.00%	0.00%	1,224
December	338,668.97	350,754.38	371,025.32	374,000.37	384,297.41	352,968.94	731,567.71	318,897.81	697,497.33	-9.65%	-4.66%	(31,706)
January	338,316.02	339,410.59	357,739.99	377,823.32	399,138.48	373,212.65	1,104,780.36	407,274.37	1,104,771.70	9.13%	0.00%	3,561
February	333,770.51	340,120.33	386,971.57	388,253.52	402,917.05	409,147.18	1,513,927.54	-	-	0.00%	0.00%	-
March	330,188.70	358,119.99	320,710.78	342,156.53	325,370.87	367,192.00	1,881,119.54	-	-	0.00%	0.00%	-
April	267,370.11	328,526.69	379,057.50	373,360.52	372,810.74	339,151.23	2,220,270.77	-	-	0.00%	0.00%	-
May	272,979.04	322,983.47	296,437.40	302,595.76	357,134.11	357,842.16	2,578,112.93	-	-	0.00%	0.00%	-
June	309,224.94	399,069.59	361,297.97	397,546.90	383,540.27	416,413.31	2,994,526.24	-	-	0.00%	0.00%	-
July	323,155.02	410,092.07	367,906.13	359,215.14	387,979.45	364,408.99	3,358,935.23	-	-	0.00%	0.00%	-
August	312,118.45	322,823.53	413,487.46	371,432.30	385,563.27	389,623.60	3,748,558.83	-	-	0.00%	0.00%	-
September	360,598.73	482,377.87	388,042.53	389,353.82	384,488.26	383,975.44	4,132,534.27	-	-	0.00%	0.00%	-
October	330,475.56	339,677.27	396,307.75	335,316.35	379,319.35	394,594.32	4,527,128.59	-	-	0.00%	0.00%	-
YTD Totals	3,789,222.62	4,262,830.86	4,330,904.52	4,340,725.76	4,487,249.70	4,527,128.59	4,527,128.59	1,104,771.70	1,104,771.70	9.13%	0.00%	3,561

Budgeted for FY 2026	$ 4,512,500
Y-T-D % Increase (Decrease) from FY 2025	0.00%
Y-T-D Actual %	24.48%
Y-T-D Budget %	24.40%

NOTE: Taxes are collected by the Department of Revenue approximately 30 days following the month in which taxable sales occur. Collections are remitted to the City by the 10th of each month for the prior months reported sales. Effective January 1, 2000, the State of Missouri Department of Revenue increased the threshold for monthly filing requirement from $250 to $500 for state tax collected.

Sales tax figures include the TIF sales tax collections. 50% of the TIF sales tax collections have to be remitted by the City to the TIF developer after being received from the State.

Actual budgeted increase is calculated by using the prior year actual collections compared to the budgeted amount.

This information is reported on a cash basis, while the accounting records are reported on an accrual basis.

CITY OF JOPLIN, MISSOURI
PARKS & STORMWATER SALES TAX (10%)*
ACCOUNT # 130-9003-530-9805 & 130-9003-560-9805
SALES TAX REMITTANCES PER MONTH

	FISCAL YEAR 2022		FISCAL YEAR 2023		FISCAL YEAR 2024		FISCAL YEAR 2025	
	Paid to TIF Developers	FY 2022 Y-T-D	Paid to TIF Developers	FY 2023 Y-T-D	Paid to TIF Developers	FY 2024 Y-T-D	Paid to TIF Developers	FY 2025 Y-T-D
November	7,107.64	7,107.64	10,846.24	10,846.24	6,716.92	6,716.92	11,972.54	11,972.54
December	15,850.34	22,957.98	6,873.68	17,719.92	6,377.48	13,094.40	11,825.00	23,797.54
January	10,370.73	33,328.71	3,541.74	21,261.66	3,306.57	16,400.97	8,597.94	32,395.48
February	5,756.03	39,084.74	8,658.43	21,261.66	9,340.26	25,741.23	14,756.69	47,152.17
March	17,001.84	56,086.58	15,060.48	44,980.57	5,889.69	31,630.92	9,723.13	56,875.30
April	8,674.70	64,761.28	6,754.84	51,735.41	6,930.71	38,561.63	11,189.36	68,064.66
May	8,726.59	73,487.87	7,186.24	58,921.65	11,186.82	49,748.45	12,153.34	80,218.00
June	14,644.11	88,131.98	6,950.76	65,872.41	8,512.74	58,261.19	15,090.25	95,308.25
July	10,955.66	99,087.64	8,982.35	74,854.76	17,310.09	75,571.28	13,780.25	109,088.50
August	5,497.54	104,585.18	5,519.00	80,373.76	10,146.07	85,717.35	14,710.21	123,798.71
September	8,897.51	113,482.69	8,561.87	88,935.63	15,349.65	101,067.00	14,557.20	138,355.91
October	9,569.70	123,052.39	6,872.81	95,808.44	12,968.06	114,035.06	15,425.41	153,781.32
YTD Totals	**123,052.39**	**123,052.39**	**95,808.44**	**95,808.44**	**114,035.06**	**114,035.06**	**153,781.32**	**153,781.32**

	FISCAL YEAR 2026		FISCAL YEAR 2027		FISCAL YEAR 2028		FISCAL YEAR 2029	
	Paid to TIF Developers	FY 2026 Y-T-D	Paid to TIF Developers	FY 2027 Y-T-D	Paid to TIF Developers	FY 2028 Y-T-D	Paid to TIF Developers	FY 2029 Y-T-D
November	16,263.12	16,263.12	-	-	-	-	-	-
December	13,686.05	29,949.17	-	-	-	-	-	-
January	-	-	-	-	-	-	-	-
February	-	-	-	-	-	-	-	-
March	-	-	-	-	-	-	-	-
April	-	-	-	-	-	-	-	-
May	-	-	-	-	-	-	-	-
June	-	-	-	-	-	-	-	-
July	-	-	-	-	-	-	-	-
August	-	-	-	-	-	-	-	-
September	-	-	-	-	-	-	-	-
October	-	-	-	-	-	-	-	-
YTD Totals	**29,949.17**	**29,949.17**	**-**	**-**	**-**	**-**	**-**	**-**

*Percentage changed from 11.8% to10% beginning with the June 2007 payment to the TIF developers due to the additional General Sales Tax for Police & Fire.

Note: Total collections are shown on the historical tax receipts report. The amounts above represent 50% of sales tax collections collected from the TIF districts. The above amounts have been remitted to the TIF developers and represent date paid to the developer and not the date collected from the state.

CITY OF JOPLIN, MISSOURI
TRANSPORTATION SALES TAX --1/2%
ACCOUNT # 140-0000-400-0302 (Tax Type Code 215)
HISTORICAL TAX RECEIPTS BY MONTH

	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	Monthly % Change from FY 2025	Y-T-D % Change from FY 2025	YTD Actual Over/ (Under) YTD Budget
November	545,214.59	537,913.56	585,895.96	660,844.34	650,557.20	757,573.29	757,573.29	758,507.03	758,507.03	0.12%	0.12%	4,148
December	677,641.12	701,677.42	743,336.54	748,805.87	770,137.90	706,399.54	1,463,972.83	637,184.50	1,395,691.53	-9.80%	-4.66%	(62,070)
January	676,784.92	679,145.12	715,510.08	758,047.31	799,980.33	746,781.35	2,210,754.18	816,384.90	2,212,076.43	9.32%	0.06%	10,702
February	667,583.59	680,265.13	774,747.92	777,085.98	807,294.06	818,819.67	3,029,573.85	-	-	0.00%	0.00%	-
March	661,127.22	716,754.43	643,169.09	685,471.01	652,483.09	734,920.34	3,764,494.19	-	-	0.00%	0.00%	-
April	535,710.72	657,109.71	758,899.67	747,782.92	748,151.49	678,710.23	4,443,204.42	-	-	0.00%	0.00%	-
May	546,293.73	645,993.43	594,721.89	606,072.45	716,814.55	716,233.91	5,159,438.33	-	-	0.00%	0.00%	-
June	618,622.76	798,460.76	724,728.50	795,746.57	768,168.66	835,538.15	5,994,976.48	-	-	0.00%	0.00%	-
July	646,444.54	820,298.96	738,365.35	719,717.57	772,341.99	730,193.47	6,725,169.95	-	-	0.00%	0.00%	-
August	624,662.11	646,605.79	830,290.87	743,454.31	771,605.66	780,007.62	7,505,177.57	-	-	0.00%	0.00%	-
September	721,446.39	965,315.43	779,183.12	779,262.58	769,449.15	768,081.37	8,273,258.94	-	-	0.00%	0.00%	-
October	661,273.59	680,027.76	793,924.62	671,714.45	758,273.87	790,193.68	9,063,452.62	-	-	0.00%	0.00%	-
YTD Totals	7,582,805.28	8,529,567.50	8,682,773.61	8,694,005.36	8,985,257.95	9,063,452.62	9,063,452.62	2,212,076.43	2,212,076.43	9.32%	0.06%	10,702

Budgeted for FY 2026	$ 9,025,000
Y-T-D % Increase (Decrease) from FY 2025	0.06%
Y-T-D Actual %	24.51%
Y-T-D Budget %	24.39%

NOTE: Taxes are collected by the Department of Revenue approximately 30 days following the month in which taxable sales occur. Collections are remitted to the City by the 10th of each month for the prior months reported sales. Effective January 1, 2000, the State of Missouri Department of Revenue increased the threshold for monthly filing requirement from $250 to $500 for state tax collected.

Sales tax figures include the TIF sales tax collections. 50% of the TIF sales tax collections have to be remitted by the City to the TIF developer after being received from the State.

Actual budgeted increase is calculated by using the prior year actual collections compared to the budgeted amount.

This information is reported on a cash basis, while the accounting records are reported on an accrual basis.

CITY OF JOPLIN, MISSOURI
TRANSPORTATION SALES TAX (19%)*
ACCOUNT # 140-9003-530-9805
SALES TAX REMITTANCES PER MONTH

	FISCAL YEAR 2022		FISCAL YEAR 2023		FISCAL YEAR 2024		FISCAL YEAR 2025	
	Paid to TIF Developers	FY 2022 Y-T-D	Paid to TIF Developers	FY 2023 Y-T-D	Paid to TIF Developers	FY 2024 Y-T-D	Paid to TIF Developers	FY 2025 Y-T-D
November	13,504.52	13,504.52	20,607.86	20,607.86	12,762.15	12,762.15	22,747.82	22,747.82
December	30,115.65	43,620.17	13,059.98	33,667.84	12,117.20	24,879.35	22,467.51	45,215.33
January	19,704.39	63,324.56	6,729.31	40,397.15	6,282.48	31,161.83	16,336.09	61,551.42
February	10,936.46	74,261.02	16,451.02	56,848.17	17,746.49	48,908.32	28,037.70	89,589.12
March	32,303.49	106,564.51	28,614.91	85,463.08	11,190.40	60,098.72	18,473.95	108,063.07
April	16,481.92	123,046.43	12,834.19	98,297.27	13,168.34	73,267.06	21,259.78	129,322.85
May	16,580.52	139,626.95	13,653.86	111,951.13	21,254.96	94,522.02	23,091.34	152,414.19
June	27,823.80	167,450.75	13,206.44	125,157.57	16,174.21	110,696.23	28,671.47	181,085.66
July	20,815.76	188,266.51	17,066.47	142,224.04	32,889.16	143,585.39	26,182.47	207,268.13
August	10,445.33	198,711.84	10,486.11	152,710.15	19,277.53	162,862.92	27,949.39	235,217.52
September	16,905.28	215,617.12	16,267.55	168,977.70	29,164.33	192,027.25	27,658.69	262,876.21
October	18,182.44	233,799.56	13,058.33	182,036.03	24,639.32	216,666.57	29,308.29	292,184.50
YTD Totals	**233,799.56**	**233,799.56**	**182,036.03**	**182,036.03**	**216,666.57**	**216,666.57**	**292,184.50**	**292,184.50**

	FISCAL YEAR 2026		FISCAL YEAR 2027		FISCAL YEAR 2028		FISCAL YEAR 2029	
	Paid to TIF Developers	FY 2026 Y-T-D	Paid to TIF Developers	FY 2027 Y-T-D	Paid to TIF Developers	FY 2028 Y-T-D	Paid to TIF Developers	FY 2029 Y-T-D
November	30,899.92	30,899.92	-	-	-	-	-	-
December	26,003.50	56,903.42	-	-	-	-	-	-
January	-	-	-	-	-	-	-	-
February	-	-	-	-	-	-	-	-
March	-	-	-	-	-	-	-	-
April	-	-	-	-	-	-	-	-
May	-	-	-	-	-	-	-	-
June	-	-	-	-	-	-	-	-
July	-	-	-	-	-	-	-	-
August	-	-	-	-	-	-	-	-
September	-	-	-	-	-	-	-	-
October	-	-	-	-	-	-	-	-
YTD Totals	**56,903.42**	**56,903.42**	**-**	**-**	**-**	**-**	**-**	**-**

*Percentage changed from 11.8% to10% beginning with the June 2007 payment to the TIF developers due to the additional General Sales Tax for Police & Fire.

Note: Total collections are shown on the historical tax receipts report. The amounts above represent 50% of sales tax collections collected from the TIF districts. The above amounts have been remitted to the TIF developers and represent date paid to the developer and not the date collected from the state.

CITY OF JOPLIN, MISSOURI

CAPITAL IMPROVEMENT SALES TAX --3/8%

ACCOUNT # 145-0000-400-0308 (Tax Type Code 210)

HISTORICAL TAX RECEIPTS BY MONTH

	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	Monthly % Change from FY 2025	Y-T-D % Change from FY 2025	YTD Actual Over/ (Under) YTD Budget
November	408,534.06	403,312.57	437,879.01	494,506.85	487,034.93	567,898.12	567,898.12	567,899.14	567,899.14	0.00%	0.00%	1,836
December	508,003.66	526,131.61	556,538.25	560,999.69	576,446.62	529,453.84	1,097,351.96	478,346.90	1,046,246.04	-9.65%	-4.66%	(47,560)
January	507,473.32	509,116.02	536,609.68	566,734.92	598,707.50	559,818.68	1,657,170.64	610,911.82	1,657,157.86	9.13%	0.00%	5,342
February	500,656.25	510,180.01	580,457.12	582,379.95	604,375.28	613,720.20	2,270,890.84	-	-	0.00%	0.00%	-
March	495,283.25	537,179.60	481,066.36	513,235.18	488,056.56	550,787.89	2,821,678.73	-	-	0.00%	0.00%	-
April	401,055.54	492,790.62	568,586.34	560,041.29	559,215.97	508,727.87	3,330,406.60	-	-	0.00%	0.00%	-
May	409,469.18	484,475.40	444,656.09	453,893.08	535,701.59	536,763.19	3,867,169.79	-	-	0.00%	0.00%	-
June	463,837.55	598,604.66	541,946.50	596,320.02	575,310.28	624,619.89	4,491,789.68	-	-	0.00%	0.00%	-
July	484,732.73	615,137.76	551,859.31	538,823.12	581,969.01	546,612.87	5,038,402.55	-	-	0.00%	0.00%	-
August	468,178.34	484,234.79	620,231.49	557,148.62	578,346.16	584,435.95	5,622,838.50	-	-	0.00%	0.00%	-
September	540,898.55	723,566.66	582,064.06	584,031.44	576,731.30	575,963.18	6,198,801.68	-	-	0.00%	0.00%	-
October	495,713.98	509,515.75	594,460.89	502,974.39	568,979.48	591,891.99	6,790,693.67	-	-	0.00%	0.00%	-
YTD Totals	5,683,836.41	6,394,245.45	6,496,355.10	6,511,088.55	6,730,874.68	6,790,693.67	6,790,693.67	1,657,157.86	1,657,157.86	9.13%	0.00%	5,342

Budgeted for FY 2026	$ 6,768,750
Y-T-D % Increase (Decrease) from FY 2025	0.00%
Y-T-D Actual %	24.48%
Y-T-D Budget %	24.40%

NOTE: Taxes are collected by the Department of Revenue approximately 30 days following the month in which taxable sales occur. Collections are remitted to the City by the 10th of each month for the prior months reported sales. Effective January 1, 2000, the State of Missouri Department of Revenue increased the threshold for monthly filing requirement from $250 to $500 for state tax collected.

Sales tax figures include the TIF sales tax collections. 50% of the TIF sales tax collections have to be remitted by the City to the TIF developer after being received from the State.

Actual budgeted increase is calculated by using the prior year actual collections compared to the budgeted amount.

This information is reported on a cash basis, while the accounting records are reported on an accrual basis.

CITY OF JOPLIN, MISSOURI
CAPITAL IMPROVEMENT SALES TAX (14%)*
ACCOUNT # 145-9003-520-9805
SALES TAX REMITTANCES PER MONTH

	FISCAL YEAR 2022		FISCAL YEAR 2023		FISCAL YEAR 2024		FISCAL YEAR 2025	
	Paid to TIF Developers	FY 2022 Y-T-D	Paid to TIF Developers	FY 2023 Y-T-D	Paid to TIF Developers	FY 2024 Y-T-D	Paid to TIF Developers	FY 2025 Y-T-D
November	9,950.70	9,950.70	15,184.74	15,184.74	9,403.69	9,403.69	16,761.55	16,761.55
December	22,190.48	32,141.18	9,623.15	24,807.89	8,928.47	18,332.16	16,555.00	33,316.55
January	14,519.02	46,660.20	4,958.44	29,766.33	4,629.19	22,961.35	12,037.12	45,353.67
February	8,058.44	54,718.64	12,121.80	41,888.13	13,076.36	36,037.71	20,659.36	66,013.03
March	23,802.57	78,521.21	21,084.67	62,972.80	8,245.56	44,283.27	13,612.38	79,625.41
April	12,144.57	90,665.78	9,456.77	72,429.57	9,702.99	53,986.26	15,665.10	95,290.51
May	12,217.23	102,883.01	10,060.74	82,490.31	15,661.55	69,647.81	17,014.67	112,305.18
June	20,501.75	123,384.76	9,731.06	92,221.37	11,917.84	81,565.65	21,126.34	133,431.52
July	15,337.93	138,722.69	12,575.29	104,796.66	24,234.12	105,799.77	19,292.35	152,723.87
August	7,696.56	146,419.25	7,726.60	112,523.26	14,204.49	120,004.26	20,594.29	173,318.16
September	12,456.52	158,875.77	11,986.61	124,509.87	21,489.50	141,493.76	20,380.08	193,698.24
October	13,397.59	172,273.36	9,621.93	134,131.80	18,155.29	159,649.05	21,595.58	215,293.82
YTD Totals	**172,273.36**	**172,273.36**	**134,131.80**	**134,131.80**	**159,649.05**	**159,649.05**	**215,293.82**	**215,293.82**

	FISCAL YEAR 2026		FISCAL YEAR 2027		FISCAL YEAR 2028		FISCAL YEAR 2029	
	Paid to TIF Developers	FY 2026 Y-T-D	Paid to TIF Developers	FY 2027 Y-T-D	Paid to TIF Developers	FY 2028 Y-T-D	Paid to TIF Developers	FY 2029 Y-T-D
November	22,768.36	22,768.36	-	-	-	-	-	-
December	19,160.47	41,928.83	-	-	-	-	-	-
January	-	-	-	-	-	-	-	-
February	-	-	-	-	-	-	-	-
March	-	-	-	-	-	-	-	-
April	-	-	-	-	-	-	-	-
May	-	-	-	-	-	-	-	-
June	-	-	-	-	-	-	-	-
July	-	-	-	-	-	-	-	-
August	-	-	-	-	-	-	-	-
September	-	-	-	-	-	-	-	-
October	-	-	-	-	-	-	-	-
YTD Totals	**41,928.83**	**41,928.83**	**-**	**-**	**-**	**-**	**-**	**-**

*Percentage changed from 11.8% to10% beginning with the June 2007 payment to the TIF developers due to the additional General Sales Tax for Police & Fire.

Note: Total collections are shown on the historical tax receipts report. The amounts above represent 50% of sales tax collections collected from the TIF districts. The above amounts have been remitted to the TIF developers and represent date paid to the developer and not the date collected from the state.

CITY OF JOPLIN
TOTAL USE TAX COMPARISON
9-Jan-26

MONTH	FY 2022	FY 2023	FY 2024	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	MONTHLY % CHANGE FROM FY 2025	Y-T-D % CHANGE FROM FY 2025	YTD Actual Over/ (Under) YTD Budget
November	$ -	$ 429,310	$ 402,700	$ 586,085	$ 586,085	$ 678,677	$ 678,677	15.8%	15.8%	$ 66,197
December	$ -	$ 424,027	$ 595,155	$ 443,025	$1,029,110	$ 542,165	$1,220,842	22.4%	18.6%	$ 145,384
January	$ -	$ 314,605	$ 505,044	$ 537,589	$1,566,699	$ 552,516	$1,773,358	2.8%	13.2%	$ 136,100
February	$ -	$ 530,679	$ 694,536	$ 675,367	$2,242,066			0.0%	0.0%	
March	$ 92,787	$ 443,132	$ 526,522	$ 692,463	$2,934,528			0.0%	0.0%	
April	$ 171,530	$ 394,395	$ 623,222	$ 689,231	$3,623,759			0.0%	0.0%	
May	$ 433,065	$ 340,376	$ 509,293	$ 520,524	$4,144,283			0.0%	0.0%	
June	$ 323,803	$ 364,178	$ 611,371	$ 592,363	$4,736,646			0.0%	0.0%	
July	$ 279,350	$ 508,888	$ 448,493	$ 496,123	$5,232,769			0.0%	0.0%	
August	$ 600,073	$ 802,615	$ 662,363	$ 582,452	$5,815,221			0.0%	0.0%	
September	$ 419,693	$ 467,084	$ 496,591	$ 597,916	$6,413,137			0.0%	0.0%	
October	$ 311,492	$ 497,430	$ 553,978	$ 479,788	$6,892,925			0.0%	0.0%	
YTD Totals	$2,631,793	$5,516,720	$6,629,268	$6,892,925	$6,892,925	$1,773,358	$1,773,358	2.8%	13.2%	$ 347,680
Annual % Change			**20.2%**	**4.0%**						

Budgeted for FY 2026	$ 7,203,361
Y-T-D % Increase (Decrease) from FY 2025	13.19%
Y-T-D Actual %	24.62%
Y-T-D Budget %	22.73%

NOTE: Taxes are collected by the Department of Revenue approximately 30 days following the month in which taxable sales occur. Collections are remitted to the City by the 10th of each month for the prior months reported sales. Effective January 1, 2000, the State of Missouri Department of Revenue increased the threshold for monthly filing requirement from $250 to $500 for state tax collected.
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CITY OF JOPLIN
USE TAX COLLECTIONS SUMMARY

MONTH COLLECTED	MONTH OF SALES	GENERAL-1%	PUBLIC SAFETY-1/2%	PENSION 1/2%	PARKS & SW-1/4%	TST-1/2%	CIP-3/8%	GRAND TOTAL
March-22	Jan-22	29,692	14,846	14,846	7,423	14,846	11,134	92,787
Apr-22	Feb-22	54,890	27,445	27,445	13,722	27,445	20,584	171,530
May-22	Mar-22	138,581	69,290	69,290	34,645	69,290	51,968	433,065
Jun-22	Apr-22	103,617	51,808	51,808	25,904	51,808	38,856	323,803
Jul-22	May-22	89,392	44,696	44,696	22,348	44,696	33,522	279,350
Aug-22	Jun-22	192,023	96,012	96,012	48,006	96,012	72,009	600,073
Sep-22	Jul-22	134,302	67,151	67,151	33,575	67,151	50,363	419,693
Oct-22	Aug-22	99,677	49,839	49,839	24,919	49,839	37,379	311,492
FY 2022 TOTAL		**842,174**	**421,087**	**421,087**	**210,543**	**421,087**	**315,815**	**2,631,793**
Nov-22	Sep-22	137,379	68,690	68,690	34,345	68,690	51,517	429,310
Dec-22	Oct-22	135,689	67,844	67,844	33,922	67,844	50,883	424,027
Jan-23	Nov-22	100,674	50,337	50,337	25,168	50,337	37,753	314,605
Feb-23	Dec-22	169,817	84,909	84,909	42,454	84,909	63,682	530,679
March-23	Jan-23	141,802	70,901	70,901	35,451	70,901	53,176	443,132
April-23	Feb-23	126,206	63,103	63,103	31,552	63,103	47,327	394,395
May-23	Mar-23	108,920	54,460	54,460	27,230	54,460	40,845	340,376
June-23	Apr-23	116,537	58,269	58,269	29,134	58,269	43,701	364,178
July-23	May-23	162,844	81,422	81,422	40,711	81,422	61,067	508,888
Aug-23	Jun-23	256,837	128,418	128,418	64,209	128,418	96,314	802,615
Sep-23	Jul-23	149,467	74,733	74,733	37,367	74,733	56,050	467,084
Oct-23	Aug-23	159,178	79,589	79,589	39,794	79,589	59,692	497,430
FY 2023 TOTAL		**1,765,350**	**882,675**	**882,675**	**441,338**	**882,675**	**662,006**	**5,516,719**
Nov-23	Sep-23	128,864	64,432	64,432	32,216	64,432	48,324	402,700
Dec-23	Oct-23	190,450	95,225	95,225	47,612	95,225	71,419	595,155
Jan-24	Nov-23	161,614	80,807	80,807	40,404	80,807	60,605	505,044
Feb-24	Dec-23	222,252	111,126	111,126	55,563	111,126	83,344	694,536
March-24	Jan-24	168,487	84,243	84,243	42,122	84,243	63,183	526,522
April-24	Feb-24	199,431	99,716	99,716	49,858	99,716	74,787	623,222
May-24	Mar-24	162,974	81,487	81,487	40,743	81,487	61,115	509,293
June-24	Apr-24	195,639	97,819	97,819	48,910	97,819	73,364	611,371
July-24	May-24	143,518	71,759	71,759	35,879	71,759	53,819	448,493
Aug-24	Jun-24	211,956	105,978	105,978	52,989	105,978	79,484	662,363
Sep-24	Jul-24	158,909	79,455	79,455	39,727	79,455	59,591	496,591
Oct-24	Aug-24	177,273	88,636	88,636	44,318	88,636	66,477	553,978
FY 2024 TOTAL		**2,121,366**	**1,060,683**	**1,060,683**	**530,341**	**1,060,683**	**795,512**	**6,629,268**
Nov-24	Sep-24	187,547	93,774	93,774	46,887	93,774	70,330	586,085
Dec-24	Oct-24	141,768	70,884	70,884	35,442	70,884	53,163	443,025
Jan-25	Nov-24	172,029	86,014	86,014	43,007	86,014	64,511	537,589
Feb-25	Dec-24	216,117	108,059	108,059	54,029	108,059	81,044	675,367
Mar-25	Jan-25	221,588	110,794	110,794	55,397	110,794	83,096	692,463
Apr-25	Feb-25	220,554	110,277	110,277	55,138	110,277	82,708	689,231
May-25	Mar-25	166,568	83,284	83,284	41,642	83,284	62,463	520,524
Jun-25	Apr-25	189,556	94,778	94,778	47,389	94,778	71,084	592,363
Jul-25	May-25	158,759	79,380	79,380	39,690	79,380	59,535	496,123
Aug-25	Jun-25	186,385	93,192	93,192	46,596	93,192	69,894	582,452
Sep-25	Jul-25	191,333	95,667	95,667	47,833	95,667	71,750	597,916
Oct-25	Aug-25	153,532	76,766	76,766	38,383	76,766	57,575	479,788
FY 2025 TOTAL		**2,205,736**	**1,102,868**	**1,102,868**	**551,434**	**1,102,868**	**827,151**	**6,892,926**
Nov-25	Sep-25	217,177	108,588	108,588	54,294	108,588	81,441	678,677
Dec-25	Oct-25	173,493	86,746	86,746	43,373	86,746	65,060	542,165
Jan-26	Nov-24	176,805	88,403	88,403	44,201	88,403	66,302	552,516
Feb-26	Dec-24	-	-	-	-	-	-	-
Mar-26	Jan-26	-	-	-	-	-	-	-
Apr-26	Feb-26	-	-	-	-	-	-	-
May-26	Mar-26	-	-	-	-	-	-	-
Jun-26	Apr-26	-	-	-	-	-	-	-
Jul-26	May-26	-	-	-	-	-	-	-
Aug-26	Jun-26	-	-	-	-	-	-	-
Sep-26	Jul-26	-	-	-	-	-	-	-
Oct-26	Aug-26	-	-	-	-	-	-	-
FY 2026 TOTAL		**567,475**	**283,737**	**283,737**	**141,869**	**283,737**	**212,803**	**1,773,358**
LIFE-TO-DATE TOTAL		**6,934,626**	**3,467,313**	**3,467,313**	**1,733,656**	**3,467,313**	**2,600,485**	**21,670,706**

CITY OF JOPLIN, MISSOURI

GENERAL MARIJUANA ADDTL SALES TAX - 100%

ACCOUNT # 001-0000-400-0327

HISTORICAL TAX RECEIPTS BY MONTH

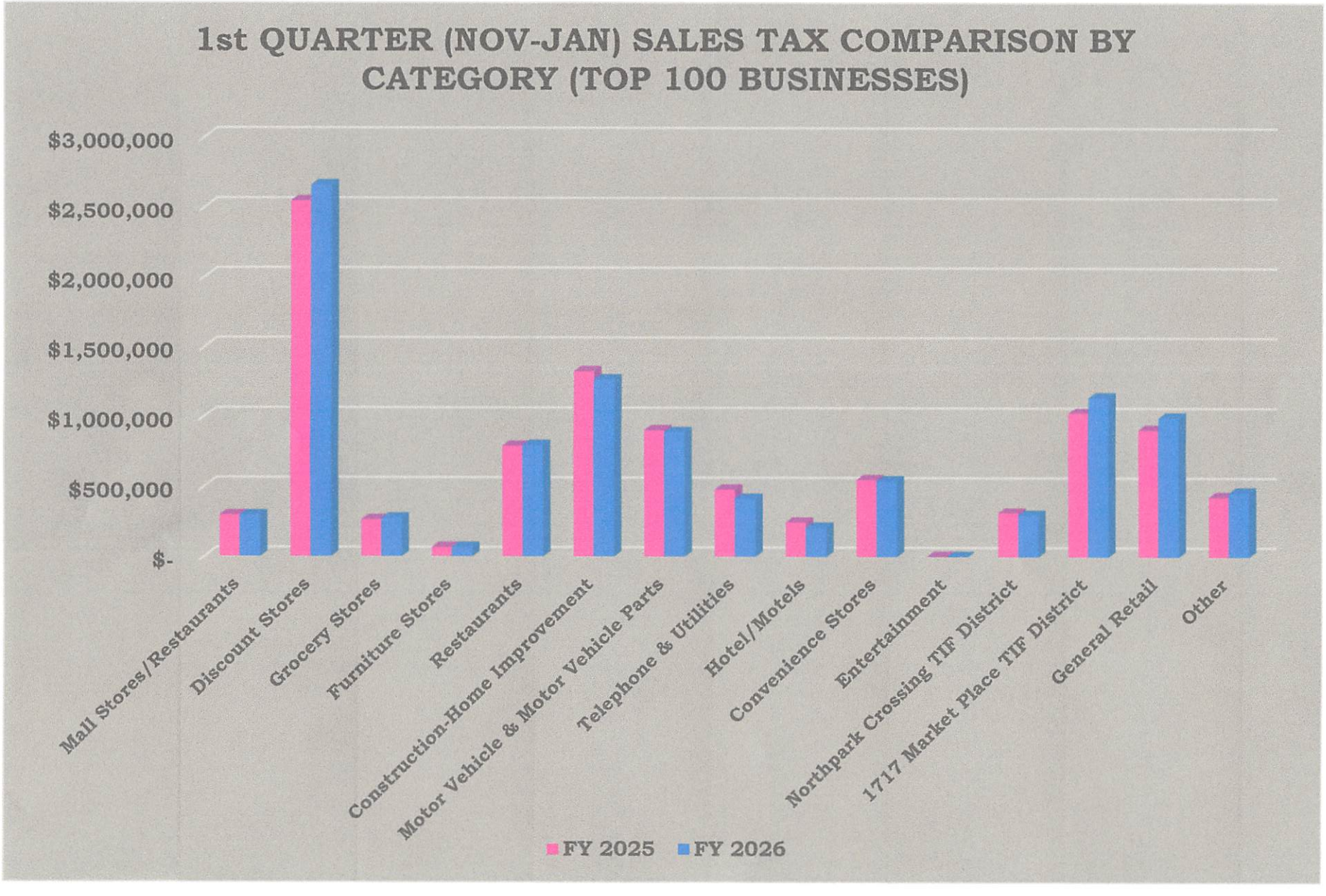
	FY 2024	FY 2025	FY 2025 Y-T-D	FY 2026	FY 2026 Y-T-D	Monthly % Change from FY 2025	Y-T-D % Change from FY 2025	YTD Actual Over/ (Under) YTD Budget
November	-	64,955.78	64,955.78	71,629.26	71,629.26	10.27%	10.27%	$ 3,449
December	45,818.50	24,714.98	89,670.76	69,826.13	141,455.39	182.53%	57.75%	$ 47,334
January	49,375.38	107,452.37	197,123.13	71,863.65	213,319.04	-33.12%	8.22%	$ 6,411
February	49,035.26	69,679.68	266,802.81	-	-	0.00%	0.00%	$ -
March	90,772.50	49,319.17	316,121.98	-	-	0.00%	0.00%	$ -
April	62,769.86	83,182.10	399,304.08	-	-	0.00%	0.00%	$ -
May	59,227.65	49,109.37	448,413.45	-	-	0.00%	0.00%	$ -
June	48,360.08	116,597.86	565,011.31	-	-	0.00%	0.00%	$ -
July	69,599.36	34,257.19	599,268.50	-	-	0.00%	0.00%	$ -
August	66,251.97	111,508.24	710,776.74	-	-	0.00%	0.00%	$ -
September	67,253.17	35,787.13	746,563.87	-	-	0.00%	0.00%	$ -
October	93,002.21	74,510.56	821,074.43	-	-	0.00%	0.00%	$ -
YTD Totals	701,465.94	821,074.43	821,074.43	213,319.04	213,319.04	-33.12%	8.22%	$ 6,411

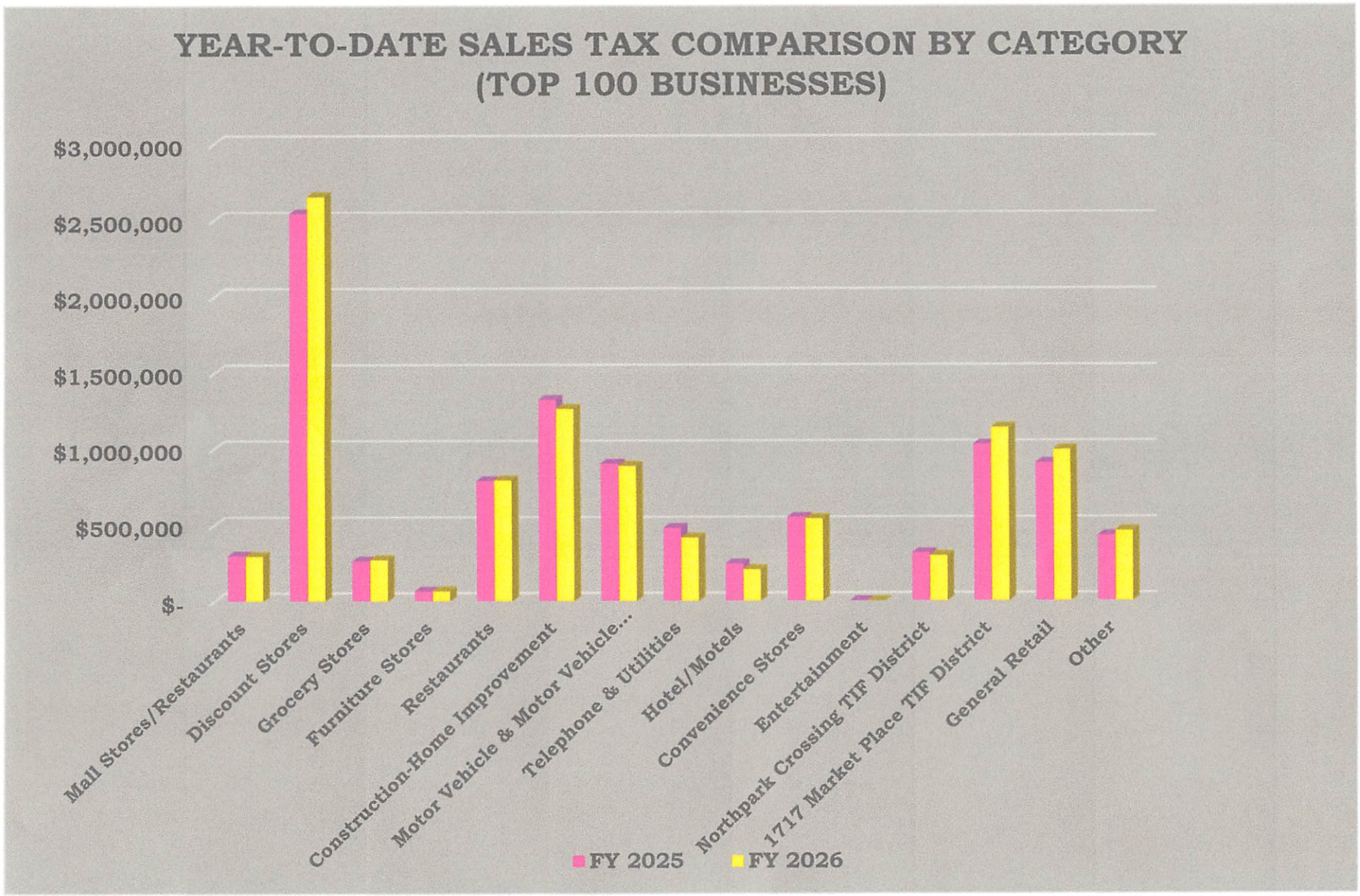
Budgeted for FY 2026	$ 861,830
Y-T-D % Increase (Decrease) from FY 2025	8.22%
Y-T-D Actual %	24.75%
Y-T-D Budget %	24.01%

NOTE: Taxes are collected by the Department of Revenue approximately 30 days following the month in which taxable sales occur. Collections are remitted to the City by the 10th of each month for the prior months reported sales. Effective January 1, 2000, the State of Missouri Department of Revenue increased the threshold for monthly filing requirement from $250 to $500 for state tax collected.

Actual budgeted increase is calculated by using the prior year actual collections compared to the budgeted amount.

This information is reported on a cash basis, while the accounting records are reported on an accrual basis.


1st QUARTER (NOV-JAN) SALES TAX COMPARISON BY CATEGORY (TOP 100 BUSINESSES)
$3,000,000
$2,500,000
$2,000,000
$1,500,000
$1,000,000
$500,000
$-
Mall Stores/Restaurants
Discount Stores
Grocery Stores
Furniture Stores
Restaurants
Construction-Home Improvement
Motor Vehicle & Motor Vehicle Parts
Telephone & Utilities
Hotel/Motels
Convenience Stores
Entertainment
Northpark Crossing TIF District
1717 Market Place TIF District
General Retail
Other
FY 2025
FY 2026


YEAR-TO-DATE SALES TAX COMPARISON BY CATEGORY
(TOP 100 BUSINESSES)
$3,000,000
$2,500,000
$2,000,000
$1,500,000
$1,000,000
$500,000
$-
Mall Stores/Restaurants
Discount Stores
Grocery Stores
Furniture Stores
Restaurants
Construction-Home Improvement
Motor Vehicle & Motor Vehicle...
Telephone & Utilities
Hotel/Motels
Convenience Stores
Entertainment
Northpark Crossing TIF District
1717 Market Place TIF District
General Retail
Other
FY 2025
FY 2026

CITY OF JOPLIN

GENERAL FUND OPERATING REVENUE AND EXPENDITURES EXCLUDING USE TAX

FISCAL YEAR 2026 - AS OF DECEMBER 31, 2025 - YTD 17% (2 MONTH) COMPLETE

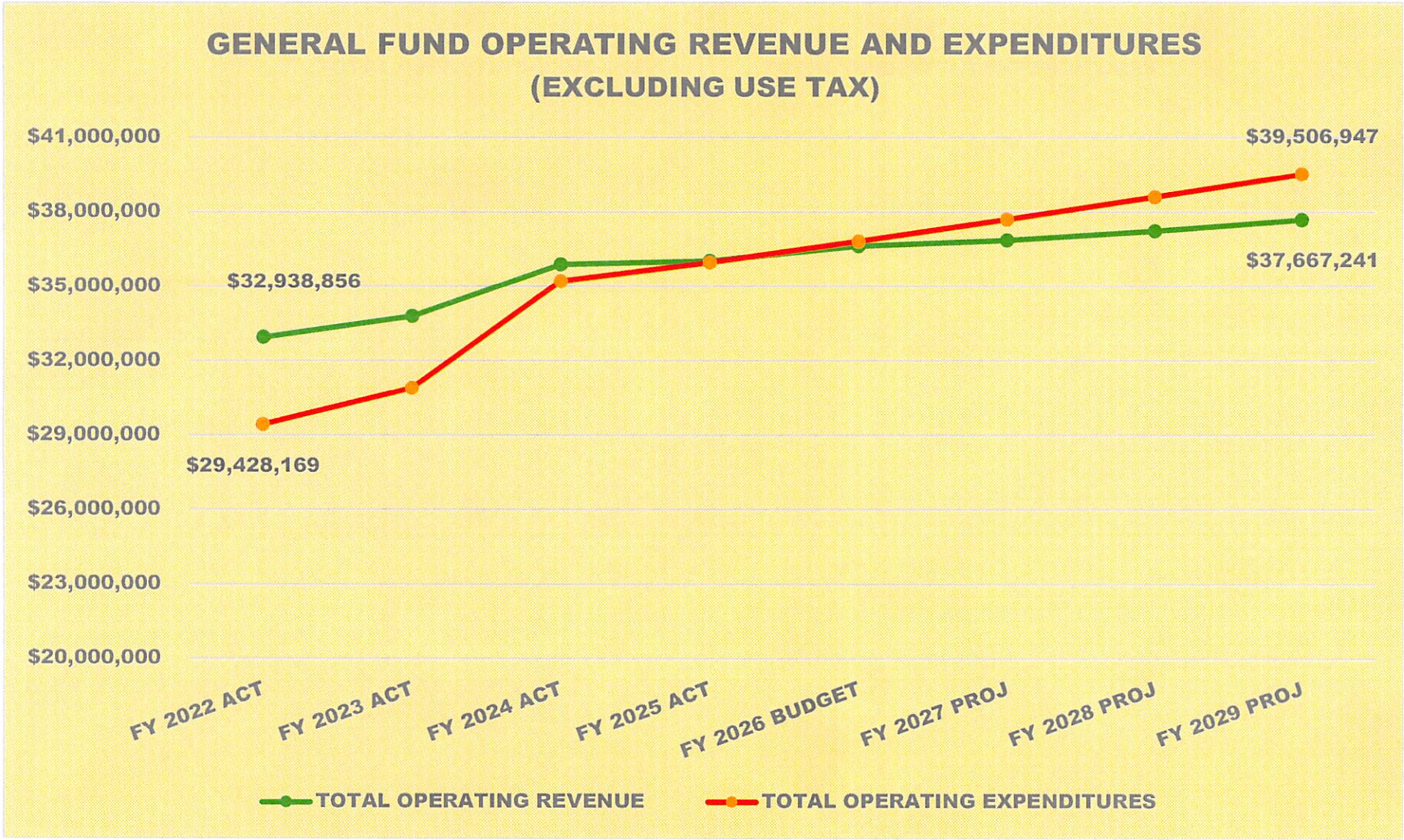
DESCRIPTION	ACTUAL FY 2022	ACTUAL FY 2023	ACTUAL FY 2024	ACTUAL FY 2025	TOTAL BUDGET FY 2026	YTD BUDGET FY 2026	YTD ACTUAL FY 2026	YTD OVER/ (UNDER)	PROJ FY 2027	PROJ FY 2028	PROJ FY 2029
Operating Revenue:											
Taxes	24,467,575	24,931,580	26,102,539	26,347,739	26,373,180	4,395,530	4,125,483	(270,047)	26,729,008	27,090,702	27,464,428
Licenses & Permits	2,398,189	2,158,610	2,767,136	2,170,547	2,215,250	369,208	210,951	(158,257)	2,216,550	2,226,650	2,236,851
Fines & Forfeitures	686,476	798,586	866,867	853,147	857,100	142,850	115,708	(27,142)	857,100	857,100	857,100
Service Charges & Fees	368,131	346,594	462,523	348,791	356,184	59,364	57,569	(1,795)	350,129	350,629	351,134
Other Income	19,788	67,009	15,408	15,092	15,500	2,583	50,700	48,117	15,500	15,500	15,500
Operating Grants	262,345	344,353	378,807	353,957	372,440	62,073	29,336	(32,737)	336,650	339,302	342,007
Transfers In	4,736,352	5,142,249	5,282,206	5,920,117	6,429,153	1,071,526	938,192	(133,333)	6,336,919	6,343,288	6,400,221
Total Operating Revenue	**32,938,856**	**33,788,981**	**35,875,487**	**36,009,390**	**36,618,807**	**6,103,135**	**5,527,939**	**(575,195)**	**36,841,856**	**37,223,172**	**37,667,241**
% Change Annually		2.6%	6.2%	0.4%	2.1%		-84.6%		0.6%	1.0%	1.2%
Operating Expenditures:											
Personnel Services	18,373,351	20,092,326	22,228,487	23,146,393	23,168,760	3,861,460	2,753,967	(1,107,493)	23,863,788	24,579,666	25,317,021
Operational Supplies	4,427,248	4,216,253	4,652,043	4,729,982	5,175,908	862,651	995,979	133,327	5,227,667	5,279,944	5,332,743
Other Purchases & Services	987,960	1,055,316	1,229,486	1,473,951	1,444,773	240,796	184,495	(56,301)	1,459,221	1,473,813	1,488,551
Transfers Out	5,639,610	5,522,990	7,084,986	6,597,443	7,010,381	1,168,397	1,163,730	(4,667)	7,127,441	7,246,842	7,368,631
Total Operating Expenditures	**29,428,169**	**30,886,885**	**35,195,002**	**35,947,768**	**36,799,822**	**6,133,304**	**5,098,170**	**(1,035,133)**	**37,678,117**	**38,580,265**	**39,506,947**
% Change Annually		5.0%	13.9%	2.1%	4.6%		-85.5%		2.4%	2.4%	2.4%
Net Operating Gain/(Loss)	**3,510,687**	**2,902,096**	**680,485**	**61,622**	**(181,015)**	**(30,169)**	**429,769**	**459,938**	**(836,260)**	**(1,357,094)**	**(1,839,706)**
One-Time Revenue:											
Interest Income	559,574	3,546,680	3,926,342	3,108,166	3,000,000	500,000	171,907	(328,093)			
Other One-Time Revenue	924,700	1,728,914	1,143,207	1,748,675	672,125	112,021	38,518	(73,503)			
Total One-Time Revenue	**1,484,274**	**5,275,594**	**5,069,549**	**4,856,841**	**3,672,125**	**612,021**	**210,425**	**(401,596)**			
One-Time Expenditures:											
Other One-Time Expenditures	1,283,694	1,744,759	1,497,770	1,229,173	1,336,564	222,761	89,603	(133,158)			
Capital Outlay	1,848,983	943,323	3,431,252	3,573,167	5,267,026	877,838	391,018	(486,820)			
Total One-Time Expenditures	**3,132,677**	**2,688,082**	**4,929,022**	**4,802,340**	**6,603,590**	**1,100,598**	**480,621**	**(619,978)**			
Net One-Time Gain/Loss	**(1,648,403)**	**2,587,512**	**140,527**	**54,501**	**(2,931,465)**	**(488,578)**	**(270,196)**	**218,382**			
Total Net Gain/Loss	**1,862,284**	**5,489,608**	**821,012**	**116,123**	**(3,112,480)**	**(518,747)**	**159,574**	**678,320**			
Outstanding Encumbrances							**3,980,464**				
Beg Unrestricted Fund Balance	13,952,820	15,720,086	20,746,578	20,933,221	21,049,343	21,049,343	21,049,343				
End Unrestricted Fund Balance	15,720,086	20,746,578	20,933,221	21,049,343	17,444,288	20,038,022	20,716,342				
End Reserved for Contingency	5,890,013	6,353,143	6,987,512	6,987,512	7,480,087	7,480,087	7,480,087				
End Unrest FB as % of Oper Exp	53.4%	67.2%	59.5%	58.6%	47.4%						

Revenue Assumptions:

1. 1% Reduction in Cigarette Tax annually
2. 1.5% Increase in Sales Tax annually
3. 3% Increase in Marijuana Tax annually
4. Mixture of No Change and 1% increase in Franchise Taxes
5. 1% Increase in Business License Fees
6. 1% Increase in Hotel/Motel Admin Fees
7. 2% Increase in Crossing Guard
8. 1% Increase in Overhead Transfers
9. All other revenue No Change

Expenditure Assumptions:

1. Increase of 3% in Payroll
2. Increase of 1% in Operational Supplies
3. Increase of 1% in Other Purchases
4. Increase of 2% in Transfers Out
5. No change in Police & Fire Emergency Communications Transfer Out


GENERAL FUND OPERATING REVENUE AND EXPENDITURES
(EXCLUDING USE TAX)
$41,000,000
$38,000,000
$35,000,000
$32,000,000
$29,000,000
$26,000,000
$23,000,000
$20,000,000
$39,506,947
$37,667,241
$32,938,856
$29,428,169
FY 2022 ACT
FY 2023 ACT
FY 2024 ACT
FY 2025 ACT
FY 2026 BUDGET
FY 2027 PROJ
FY 2028 PROJ
FY 2029 PROJ
TOTAL OPERATING REVENUE
TOTAL OPERATING EXPENDITURES



CONVENTION & VISITORS BUREAU

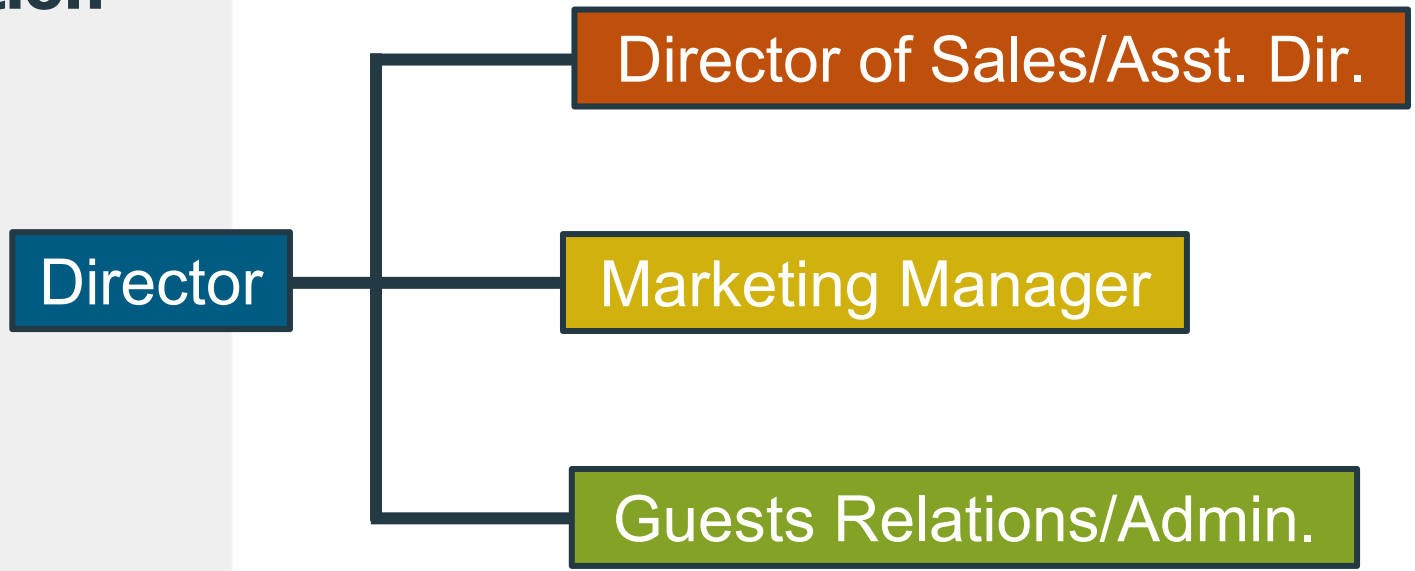
Visit Joplin

DEPARTMENT UPDATE

CVB Team | January 20, 2026

CVB DEPARTMENT UPDATE

Organization Chart



CVB DEPARTMENT UPDATE

Visit Joplin Team



Patrick Tuttle
Director

Donna Miller
Guests Relations

Kerstin Landwer
Group Sales

Terry Cunningham
Marketing

CVB DEPARTMENT UPDATE

Who We Are

- The Joplin Convention & Visitors Bureau (CVB) is a department of the City of Joplin.
- The CVB functions with a 4-person staff.
- The department operates solely off a 4% lodging tax and receives no funding from the city's General Revenue fund.
- 22 hotels are located within the Joplin tax base.
- These properties account for an inventory of just over 1,907 rooms daily.
- Annually accounting for some 686,520 available rooms in Joplin.
- CY2025 ended at just above 61% occupancy, producing $44,816,996 in lodging revenue and $1.695M collected from the 4% lodging tax.



- The CVB focuses on selling Joplin to leisure and business travelers, group planners, convention/conference planners, and tour operators who travel more than 70 miles from Joplin.
- These efforts generate visits that will result in an overnight stay, a return visit, and more frequent returns.
- Through **destination marketing**, we position the VisitJoplinMO.com brand in digital, social media, and print-based platforms to energize interest in visiting Joplin.
- Through **destination sales**, we seek to attract large, multi-day conventions and group tours. The sales director works with planners and operators to pair their needs with available regional amenities through lead-generated sources and by attending tourism trade shows.

Destination Marketing

Advertising campaign with **Expedia** (5 rotating ads)
-- April 1 - September 15, 2025

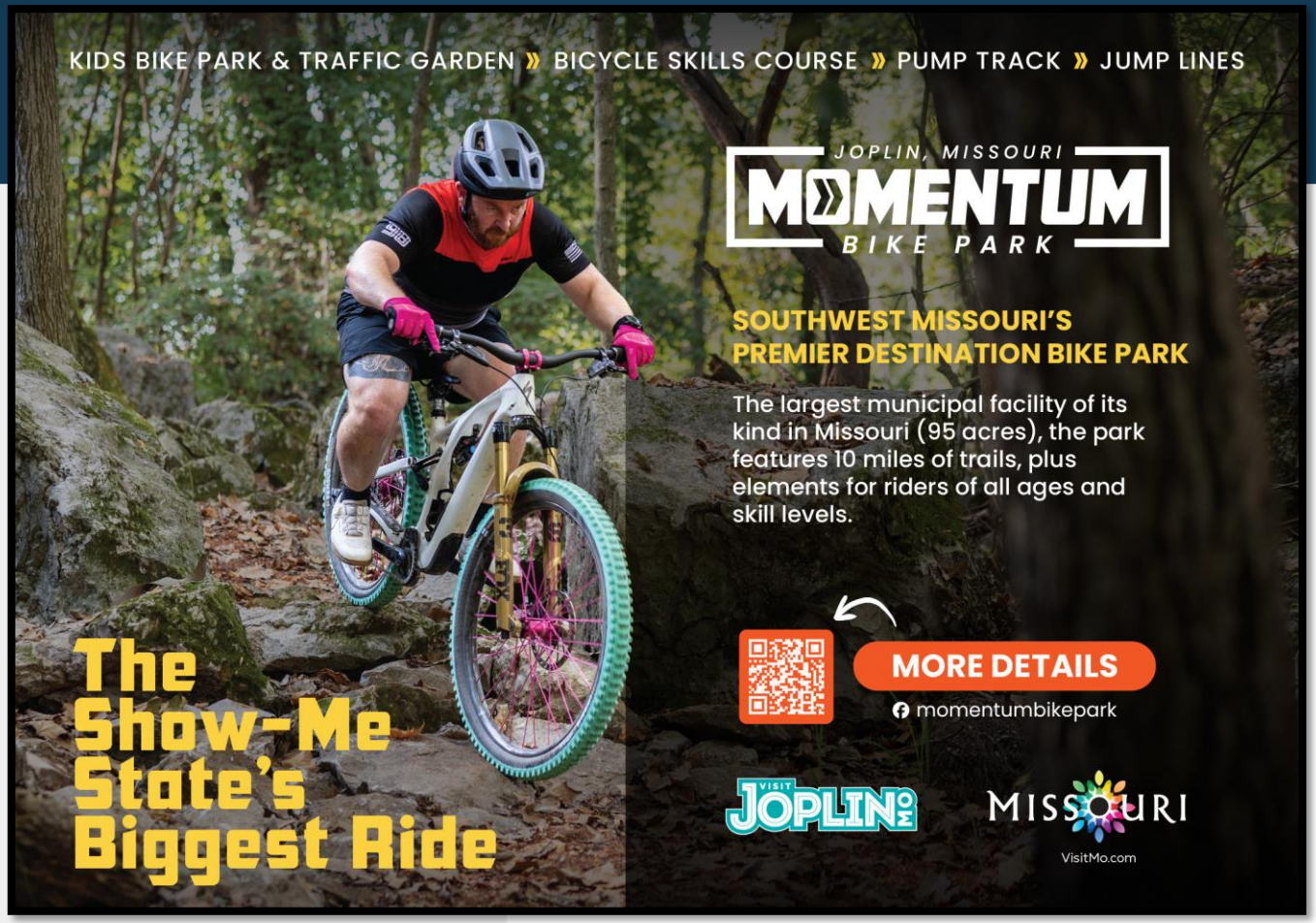
- The advertising directly drove 667 room nights
- The largest share of bookings came from the Expedia Plus, which includes Travelocity, Orbitz, and Cheaptickets ($53,000).
- Based on $155 room rate = $103,472 in gross
- bookings made for a 4.3:1 return on Ad Spend



Destination Marketing



Destination Marketing



Destination Sales

Provided support to:

Bus Tours: 39
Passengers: 1,115
Room Nights: 335

Conferences/Meetings: 4
Attendees: 370
Room Nights: 180

Road Tours: 3
Attendees: 150
Room Nights: 100





Destination Sales









Leisure Travel

Internationals







Leisure Travel

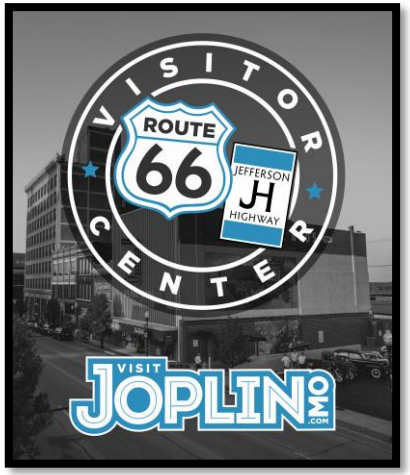
Route 66 Visitors Center

The number of entries recorded in the CVB guestbook in CY2025 (CY2024)

- 3,695 (1,785) total
  - 107 (99) from Missouri
  - 1,319 (618) from 47/49 States

    No West RI or WY
- 2,269 (1,068) International
  - 46 (45) different countries





556 (482) online Visitor Guide requests

***Top 10* states: MO, FL, IL, TX, CA, AR, IN, IA, KS, OK**

Leisure Travel

Internationals





Leisure Travel

Destination Marketing

Destination Sales

According to the Smith Travel Report (STR), for CY 2025, **the Joplin market had 681,440 available rooms** (1,867 hotel rooms from 22 properties) of which 416,030 were used, representing 61.0% occupancy, **which generated $47,617,618 in revenue** and resulted in $1.695 million in lodging tax.

On a much larger economic scale, according to the 2024 VISA VUE report, which tracks credit card purchases with international origins within our two ZIP codes, **40,687 international visitors from 131 countries visited Joplin, spending a total of $5,810,066**.

Leisure Travel

Destination Marketing

Destination Sales

FAM TOURS (6)



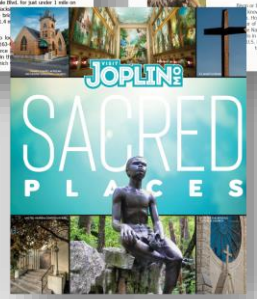


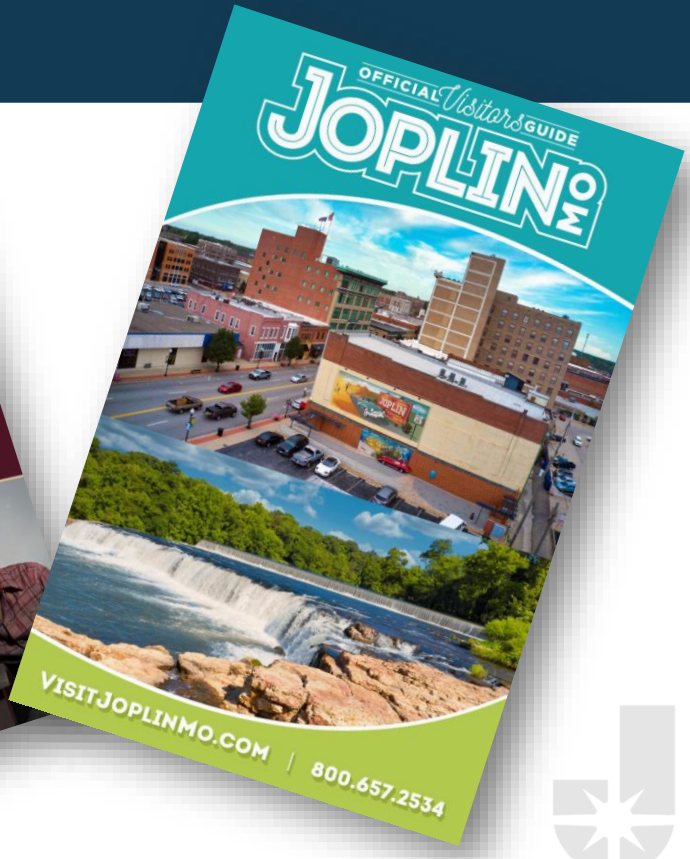
CVB DEPARTMENT UPDATE

Collateral Materials



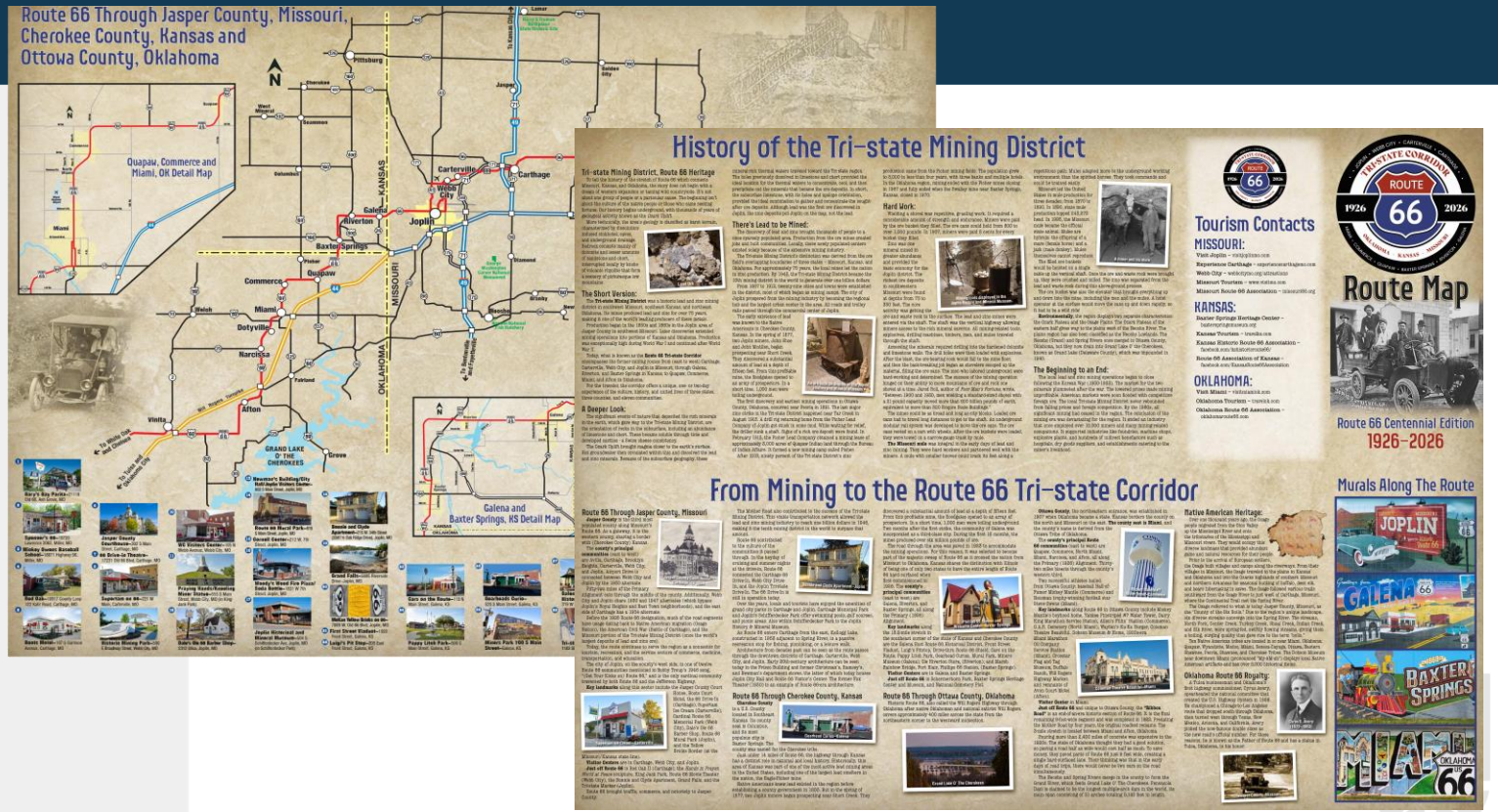






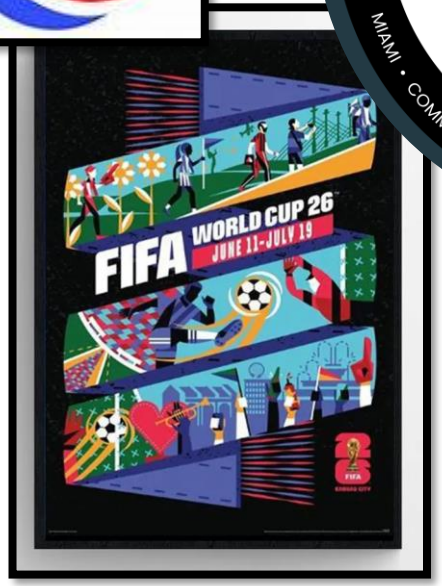
CVB DEPARTMENT UPDATE

Collateral Materials





AMERICA 250™



JOPLIN • WEBB CITY • CARTERVILLE • CARTHAGE •
TRI-STATE CORRIDOR
ROUTE
1926 66 2026
OKLAHOMA - KANSAS - MISSOURI
MIAMI • COMMERCE • QUAPAW • BAXTER SPRINGS • RIVERTON • GALENA


JOPLIN
US
66
WORLD
STREET
PAINTING
FESTIVAL
June 2-6, 2026
ROUTE
66


WE'VE GOT YOUR
KICKS
ROUTE
66
PRO RODEO
RT.66 FAIRGROUNDS
ROUTE
66
EST.
2025
EVENT CENTER
JOPLIN, MO
MAY 22-23, 2026
JOPLIN MO


SILVER SAGE RENAISSANCE FESTIVAL
May 30-31
& June 6-7


JOPLIN
JOMO
RT.66 FAIRGROUNDS
ROUTE
66
EST.
2025
BALLOON
FESTIVAL
EVENT CENTER
September 3-6

Conversation…