



LEE'S SUMMIT
MISSOURI®

Business and Industry Fund

LEE'S SUMMIT CITY HALL
220 SE GREEN STREET

Business and Industry Fund Background

- Hotel/Motel Tax approved by voters in April 1998.
- 5% of Gross Daily Rental Receipts derived from transient guests.
- 2% discount for prompt payment.
- *“The Business and Industry Fund shall be used for the attraction and retention of business and industry to the community and/or the promotion and provision of facilities for tourism, conventions, and visitors.”*

Business and Industry Fund

	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027
Revenues	Actual	Actual	YTD	Budget	Budget	Budget
Business and Industry Tax (Hotel)	614,993	642,456	661,599	610,000	690,000	760,000
Penalty/Interest	925					
Interest	(8,728)	7,726	37,051	10,000	10,000	10,000
Total Revenues	607,191	650,182	698,650	620,000	700,000	770,000
Expenditures						
Administrative Fees	12,300	32,123	33,066	30,500	34,500	38,000
Payment Discount	11,181	13,395	13,085	12,000	13,800	15,200
Downtown Mainstreet Inc (DLSMS)	60,000	60,000	60,000	120,000	140,000	180,000
LS Economic Development Council	200,000	17,778		275,000	275,000	275,000
Marketing Fund (Pre-DMO/CV8)	4,446	18,354	52,447			
DMO/CV8 Future	42,000	10,000		395,000	450,000	475,000
Total Expenditures	329,927	151,650	158,599	832,500	913,300	983,200
Excess of Revenues Over (Under) Expenditures	277,264	498,532	540,051	(212,500)	(213,300)	(213,200)

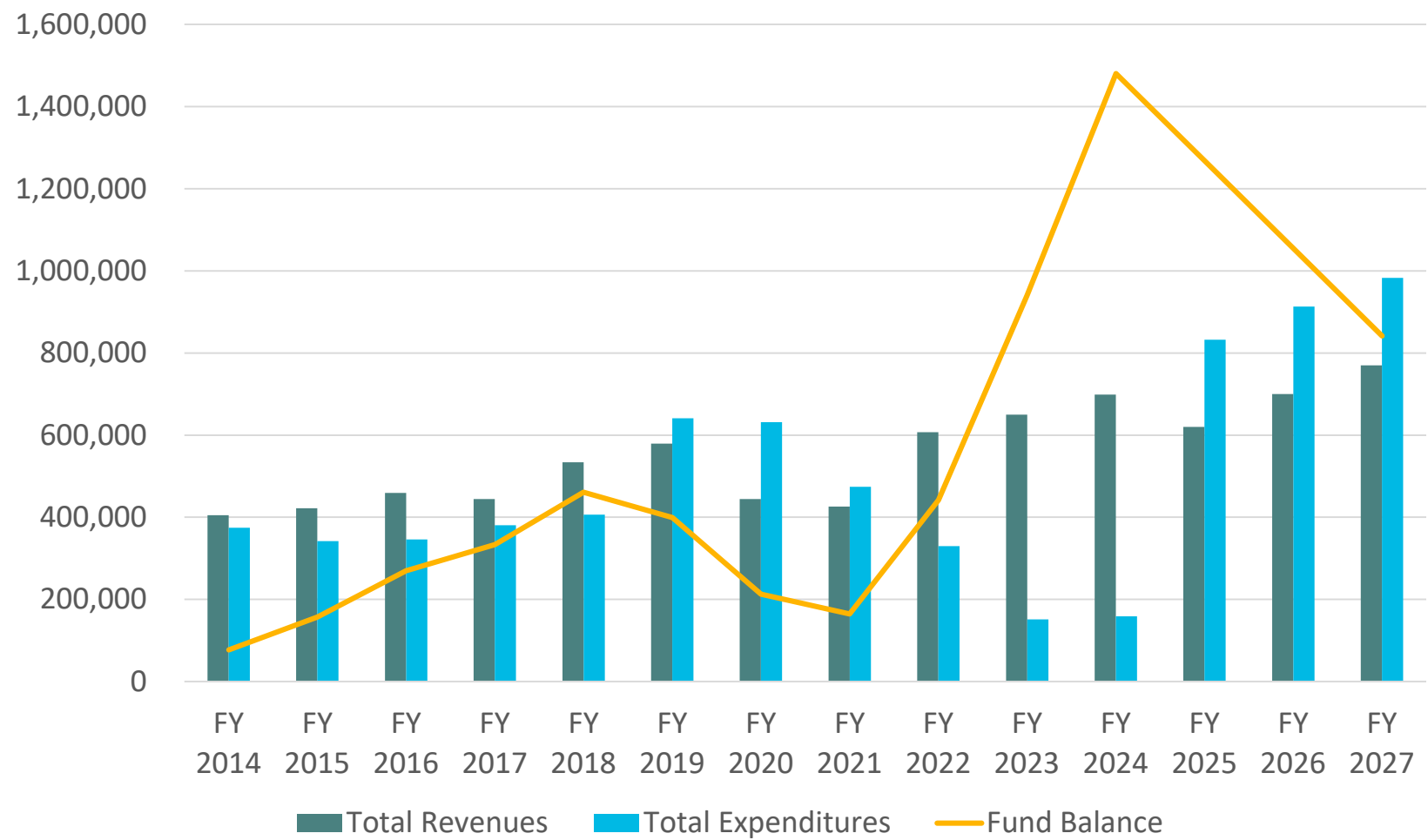
Business and Industry Fund Balance

	FY22 Actual	FY23 Actual	FY24 YTD	FY25 Budget	FY26 Budget	FY27 Budget
Fund Balance	442,053	940,585	1,480,636	1,268,136	1,054,836	841,636
Fund Balance (% of Revenues)	73%	145%	212%	205%	151%	109%
Fund Balance (% of Expenditures)	134%	620%	934%	152%	115%	86%

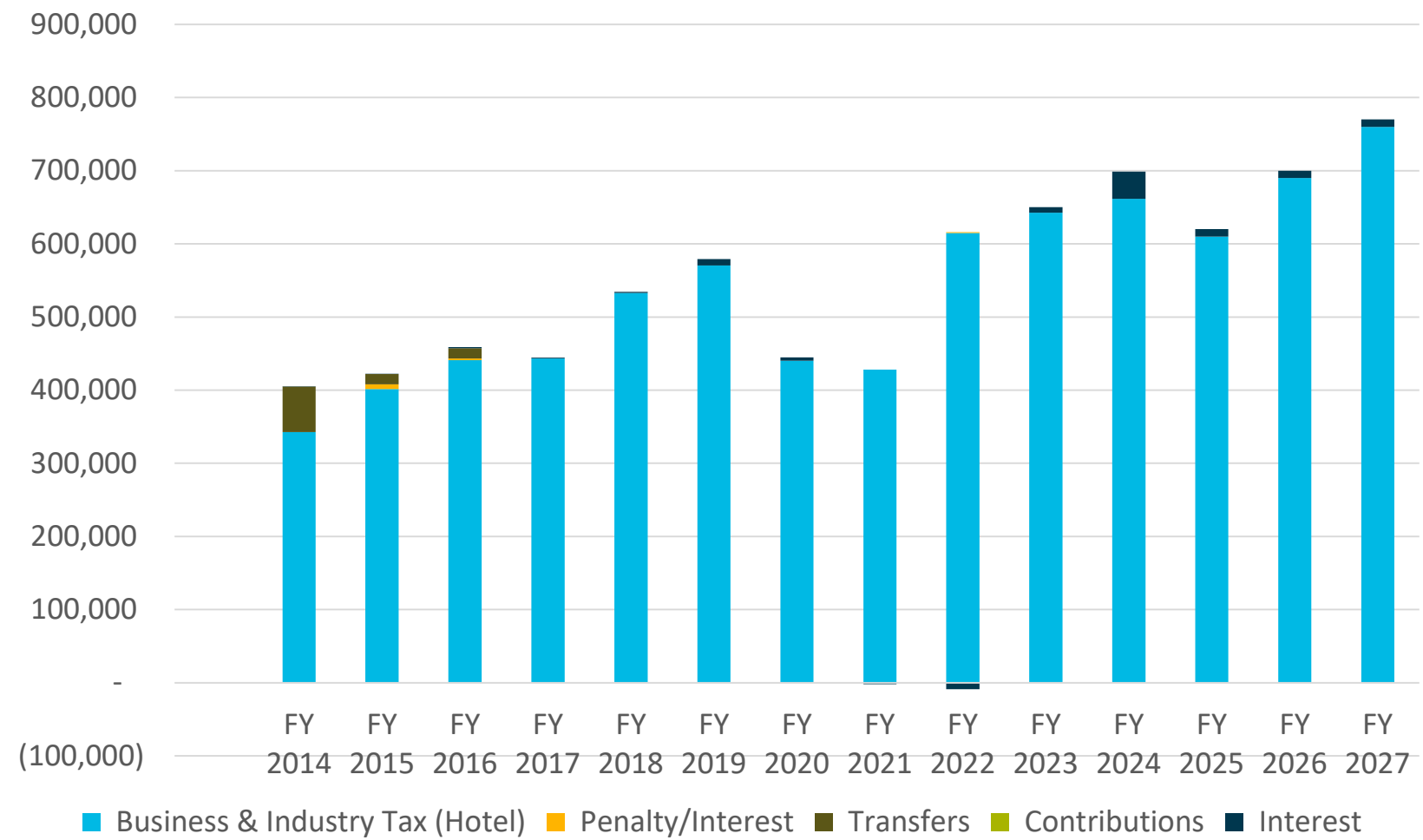
*Assumes funding full requested amount for Downtown Mainstreet and DMO

**Assumes LSEDC funding at FY 2020 level, as LSEDC has not yet made a formal request for PSA funding

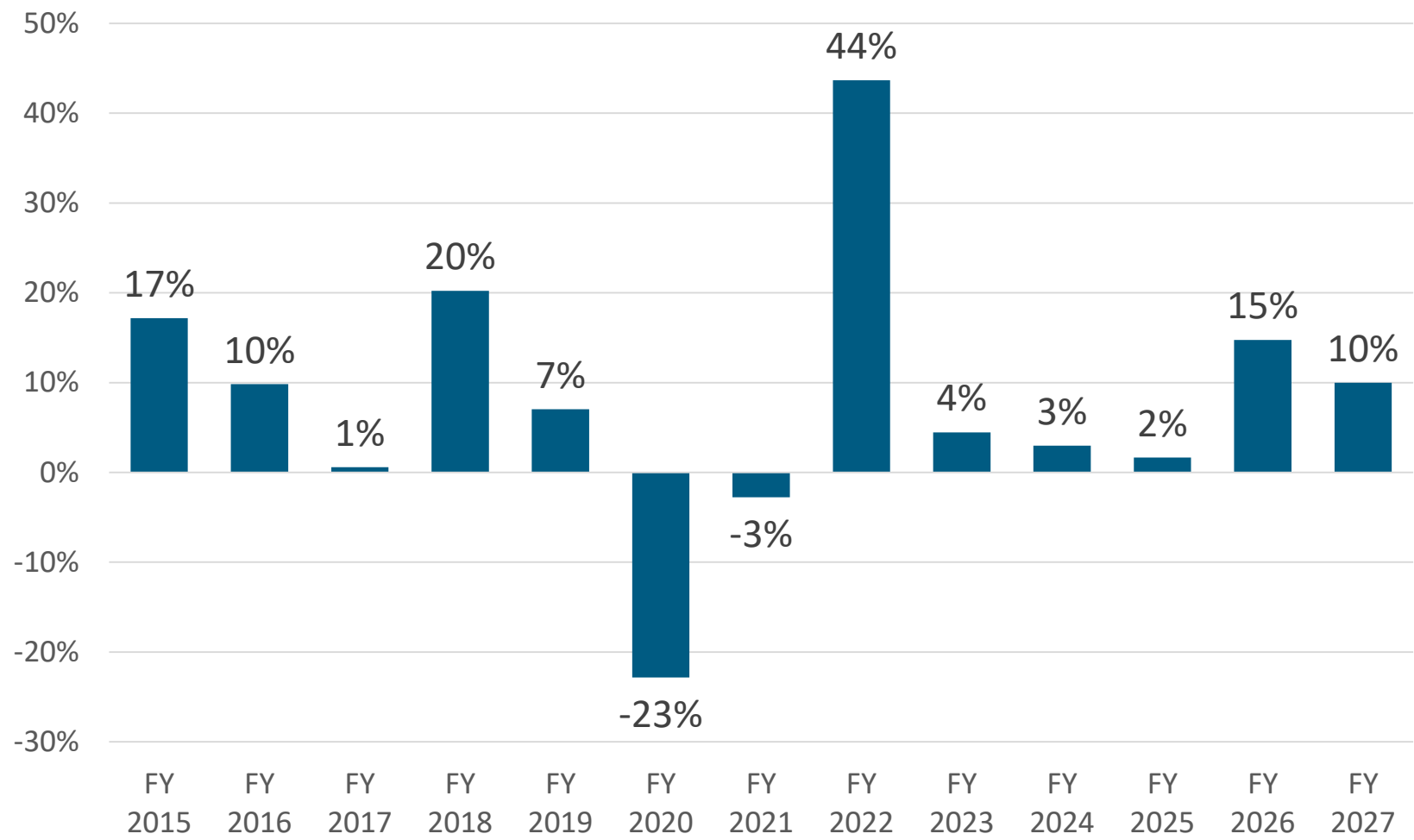
Business and Industry Fund Revenue/Expense Trend



Business and Industry Fund Revenue Trend



Hotel Tax Year-Over-Year Percentage Change



Potential Future Impacts

- Lee's Summit Economic Development Council PSA
- New hotels with Discovery Park development
- World Cup in 2026
- Results from DMO efforts