



Business Tax

May 22, 2024

Business Tax Billings and Collections

- ❑ 9,260 Invoices Billed June 30, 2023
 - ❑ Sent via Email & Traditional Mail
 - ❑ Due September 30th, 2023
- ❑ 7,624 Invoices Paid as of April 2024
 - ❑ \$2,353,710 in General Fund Revenue
- ❑ 1,636 Invoices Outstanding
 - ❑ \$315,000 value
- ❑ 79% Collection Rate



Business Tax Invoice – Email



City of Port St. Lucie Business Tax Renewal Notice

Attention:
AVANTAX PLANNING PARTNERS, INC
2100 SE HILLMOOR DR STE 105
PORT ST LUCIE, FL 34952

Business #: **151948**
Total Due: **\$268.00**

[Renew Online](#)

NOTICE: Provide a copy of the state license if applicable. If your business has any changes such (name, ownership, services, and/or no longer operating) send an email to businessstax@cityofpsl.com

This is a courtesy renewal email notice; the original renewal notice has been mailed.

Business Tax Invoice - Mail



Business Tax Division
City of Port St Lucie
121 SW Port St Lucie Blvd, Bldg. A
Port St Lucie, FL 34984
772-344-4356

2023-2024

BUSINESS TAX RECEIPT RENEWAL NOTICE



The current business tax receipt will expire on **September 30, 2023**
SEE REVERSE SIDE FOR ADDITIONAL INFORMATION

130906	\$159.25
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STEADFAST MARINE INC
P.O. BOX 7220
PORT ST LUCIE, FL 34985



Scan QR code to start
payment process online.

Delinquent Collections

❑ Factors Leading to Non-Payment

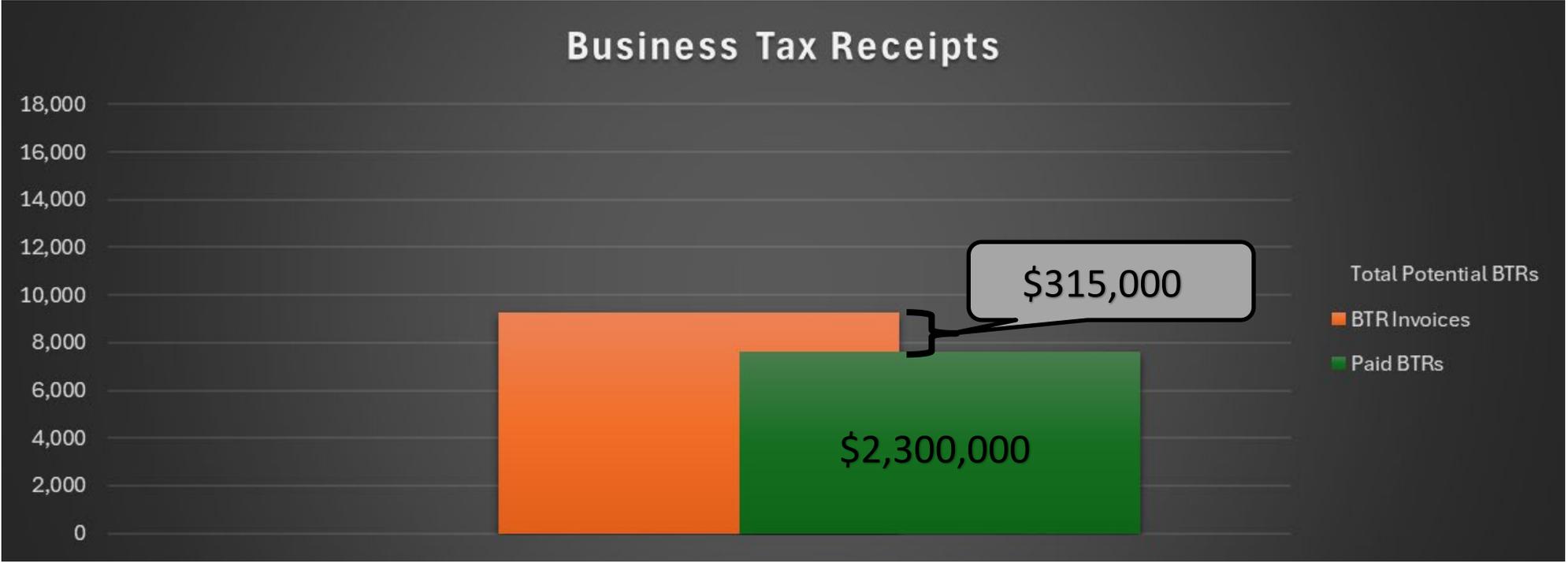
- ❑ Out of Business
- ❑ Changed Locations
- ❑ Ignorance/Apathy
- ❑ Lack of Funds

❑ Ways we Try to Collect

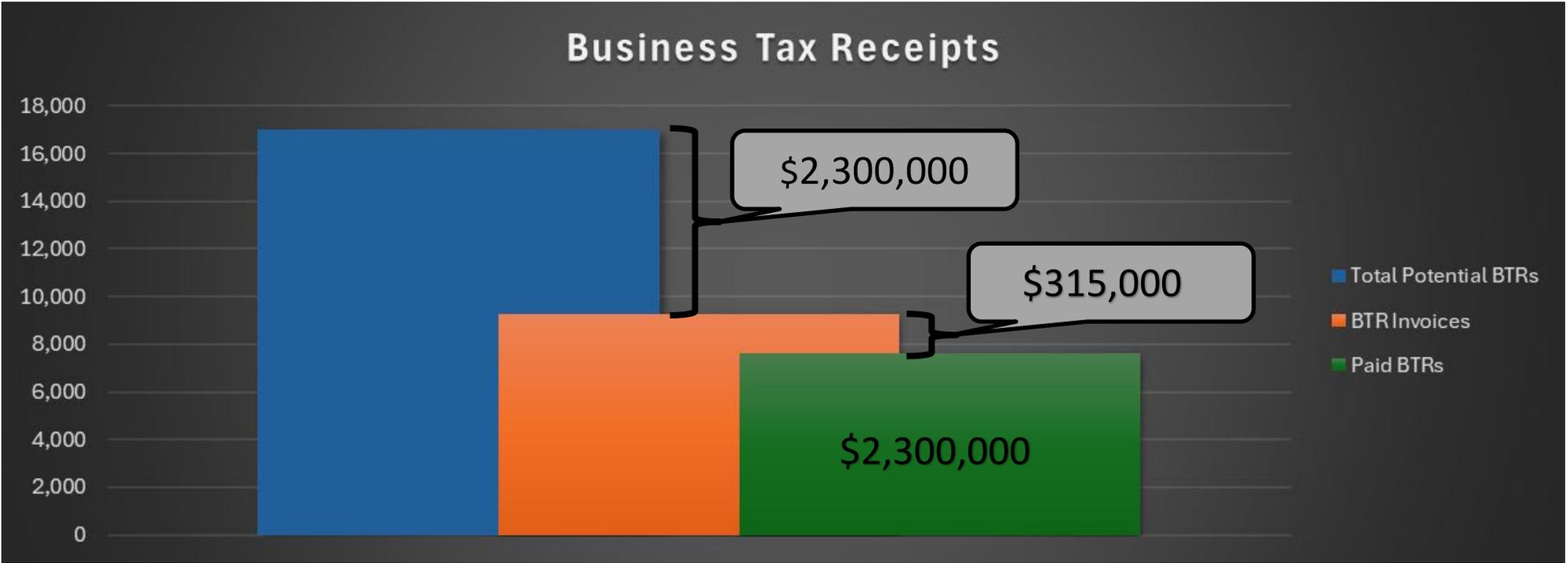
- ❑ Delinquent Emails
- ❑ Delinquent Mailed Invoices
- ❑ Phone Calls
- ❑ Site Visits



Business Tax Compliance



Business Tax Compliance



Compliance Measures

❑ 1 Business Tax Compliance Officer

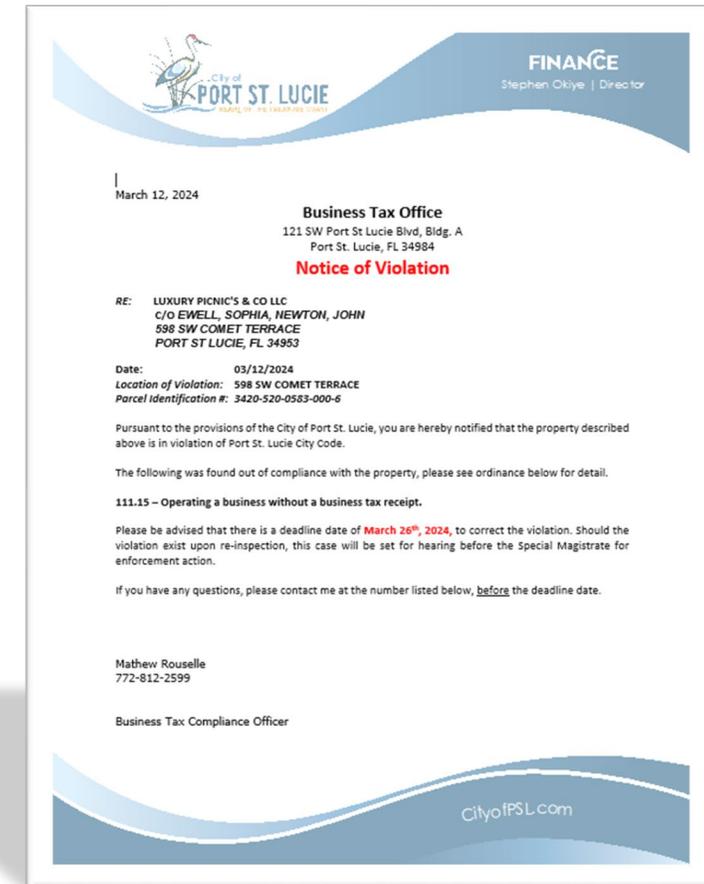
- ❑ Site Visits
- ❑ Phone Calls
- ❑ Emails & Letters
- ❑ Notice of Violation
- ❑ Notice of Hearing

❑ Business Tax Liens

- ❑ Special Magistrate Hearings

❑ 3rd Party Vendor

- ❑ Letter Campaign



Compliance Officer Stats

- ❑ Responsible for Residential & Commercial
 - ❑ Approximately 120 square miles
- ❑ 826 Business Contacted
- ❑ 490 Complied
- ❑ \$130,000 Received
 - ❑ \$157 per business ROI



Business Tax Liens

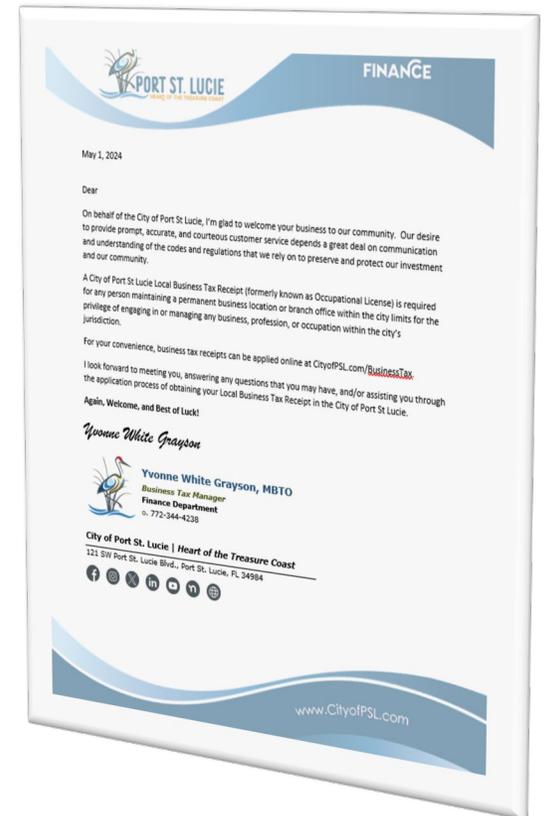
Historically Not Recording Liens Because:

- ❑ No Authority in Ordinance
 - ❑ Ordinance revised & pending council approval
- ❑ No Compliance Software
 - ❑ Software developed and launched May 2024
- ❑ Limited Staffing
 - ❑ Compliance Officer started FY22
 - ❑ FTE in FY25 budget request



3rd Party Vendor - REPS

- ❑ Contract Approved April 2024
- ❑ Identify Businesses & Mail letters
 - ❑ Advertise approximate 60% collection rate
 - ❑ \$1,300,000 annual increase in revenue
- ❑ Zero Net Cost to City
- ❑ Starting Letters in June



Summary

Challenges

- ❑ 17,000 Potential Business Tax Receipts Due Annually
- ❑ 8,000 Paid - \$2.3 Million
- ❑ 9,000 Outstanding – Est \$2.6 Million Annual Rev Loss
- ❑ 1 Compliance Officer

Opportunities

- ❑ Hired 3rd Party to Assist With Identification and Letters
 - ❑ Potential \$1.3 Million Annual ROI
- ❑ Developed Compliance Software
- ❑ Pursuing Liens



Questions & Discussion

