

To the Mayor and Members of the City Council

October 10, 2023

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SUBJECT: JULY 2023 – SALES TAX UPDATE

Sales tax revenue represents approximately twenty-three (23%) percent of the City’s General Fund anticipated revenue in Fiscal Year 2023. It is the second largest revenue source, with property tax being the largest at 58%. In addition, sales tax revenue represents the largest revenue source in the Crime Control and Prevention District (CCPD) Fund. Because sales tax represents a significant revenue source for the city and can sometimes be a volatile revenue stream, it is important for the city to closely monitor and report on monthly sales tax receipts.

The Texas Comptroller’s Office posted July 2023 (Fiscal Year 2023, Period 10) collection results on September 7, 2023. Actual receipts are dependent upon the timeliness and accuracy of sales tax payers’ returns. Recent years have included legislative reform on remitting sales tax to the state comptroller, effects of a historic winter storm, and the effects of a global pandemic. The FY2023 Adopted Budget for sales tax were estimated based on higher than expected recovery from the pandemic and the possibility for an economic recession. Due to the potential fluctuation in the revenue source, the City takes a conservative, yet realistic, approach to estimating sales tax.

CITY OF FORT WORTH YTD BUDGET & NET COLLECTIONS COMPARISON

	Adopted Budget	Amended Budget	Budget As of July	YTD Budget to Adopted %	Actual As of July	YTD Actual to Adopted %	
CITY OF FORT WORTH							
GENERAL FUND	\$212,147,461	\$212,147,461	\$174,399,325	82.2%	\$193,479,715	91.2%	↑
CCPD	\$102,073,793	\$102,073,793	\$83,911,448	82.2%	\$93,044,320	91.2%	↑
Total	\$314,221,254	\$314,221,254	\$258,310,773		\$286,524,035		

CITY OF FORT WORTH BUDGET COMPARISON – FY2023

	Adopted Budget	Amended Budget	Fiscal Year Projections	Projected	
				Variance to Adopted (\$)	(%)
CITY OF FORT WORTH					
GENERAL FUND	\$212,147,461	\$212,147,461	\$235,300,000	\$23,152,539	10.9% ↑
CCPD	\$102,073,793	\$102,073,793	\$112,857,921	\$10,784,128	10.6% ↑
Total	\$314,221,254	\$314,221,254	\$348,157,921	\$33,936,667	10.8% ↑

- Both the General Fund and the CCPD Fund FY2023 Adopted Budgets are a 16.0% increase over the FY2022 adopted budget
- Collectively, the General Fund and the CCPD Fund are expected to exceed the adopted budget by \$33,936,667 or 10.8% at fiscal year end
 - This projection is conservative and may be amended later in the fiscal year

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COLLECTION DETAIL FOR CITY SALES TAX (FY2022 TO FY2023)

	General Fund			
	July 22	July 23	Variance (\$)	Variance (%)
Current Period Collections	\$17,461,043	\$18,307,060	\$846,017	4.8% ↑
Other Collections*	\$300,453	\$244,298	(56,155)	(18.7%)
Single Local Rate*	\$189,906	\$190,620	714	0.4%
Audit Adjustments	\$32,219	(\$191,138)	(223,357)	(693.2%)
Service Fee	(\$359,672)	(\$371,017)	(11,344)	(3.2%)
Retainage	\$70,928	\$58,207	(12,721)	(17.9%)
Net Collections	\$17,694,876	\$18,238,029	\$543,153	3.1% ↑

	CCPD Fund			
	July 22	July 23	Variance (\$)	Variance (%)
Current Period Collections	\$8,436,923	\$8,899,835	\$462,912	5.5% ↑
Other Collections*	\$138,617	\$118,350	(20,267)	(14.6%)
Single Local Rate*	\$91,687	\$92,650	964	1.1%
Audit Adjustments	\$15,173	(\$94,378)	(109,550)	(722.0%)
Service Fee	(\$173,648)	(\$180,329)	(6,681)	(3.8%)
Retainage	\$29,880	\$21,635	(8,246)	(27.6%)
Net Collections	\$8,538,632	\$8,857,763	\$319,131	3.7% ↑

*OTHER COLLECTIONS ARE PAYMENTS ATTRIBUTED TO NON-CURRENT COLLECTIONS INCLUDING PRIOR PERIOD, FUTURE PERIOD AND UNIDENTIFIED COLLECTIONS. SINGLE LOCAL RATE IS COLLECTIONS FROM REMOTE SELLERS WHO HAVE OPTED TO UTILIZE THE STATE'S ALTERNATE SINGLE LOCAL USE RATE OF 1.75%. THIS SINGLE LOCAL RATE CANNOT BE USED BY BUSINESSES LOCATED IN TEXAS. AUDIT ADJUSTMENTS JULY FLUCTUATE BASED UPON RESULTS OF TAXPAYER SALES TAX AUDITS CONDUCTED BY THE STATE OF TEXAS.

July collections are comparable to the same month last year.

- The General Fund net sales tax collections as of July are 110.9% compared to the adopted budget, and 103.1% compared to the same month last year.
- The CCPD Fund net sales tax collections as of July are 110.9% compared to the adopted budget, and 103.7% compared to the same month last year.

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The following chart indicates how FY2023 net sales tax collections in Fort Worth and other select cities in the state compare to FY2022 collections for the same period.

**CITIES COMPARISON – NET COLLECTIONS
FY2023 vs. FY2022**

City	1st Quarter	2nd Quarter	3rd Quarter	July
GARLAND	18.4%	8.4%	11.4%	18.9%
ARLINGTON	3.2%	(0.1%)	(10.7%)	10.6%
MCKINNEY	7.2%	3.7%	3.4%	7.7%
IRVING	10.4%	14.4%	7.1%	5.7%
PLANO	8.0%	10.4%	1.5%	4.5%
SAN ANTONIO	4.5%	5.5%	1.1%	3.1%
FORT WORTH	12.4%	11.4%	4.1%	3.1%
EL PASO	5.1%	6.1%	3.8%	2.6%
HOUSTON	9.2%	10.8%	3.7%	2.6%
DALLAS	10.4%	6.6%	0.4%	1.9%
GRAND PRAIRIE	5.9%	6.8%	(4.6%)	0.8%
AUSTIN	11.1%	8.2%	2.7%	(4.0%)
FRISCO	14.4%	0.9%	(5.8%)	(4.8%)
STATE TOTAL	9.4%	8.8%	4.5%	5.7%

Source: Allocation Payment Detail and Monthly All Fund Revenue Report, Texas Comptroller of Public Accounts

According to the Texas Comptroller of Public Accounts website, Comptroller Glenn Hegar states at the state-wide level that “Fiscal 2023 tax revenues were ahead of our projections in the Biennial Revenue Estimate released in January,” Hegar said. “Franchise and insurance taxes were particularly strong in fiscal 2023. These taxes are based on the companies’ activity in 2022, and year-over-year increases of 20 and 30 percent, respectively, are results of receipts elevated due to the high price of inflation last year. In addition, interest and investment income was up more than 72 percent in comparison with fiscal 2022, thanks to elevated interest rates and large cash balances in the state treasury.”

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Sales tax is collected on a variety of transactions besides the traditional retail industry and it is important to understand the various sources in order to anticipate any fluctuations. The following chart indicates the top five industries for sales tax performance over the past three years in Fort Worth, on a rolling 12-month period.

TOP 5 PERFORMING INDUSTRIES



Source: ZacTax (July 2023 data has not been released yet and will be updated once available)

If you have any questions, please contact Clay Pearson, Interim Director of FWLab, at 817-392-6222.

David Cooke
City Manager