



SALES TAX MONTHLY REPORT



MARCH 2024

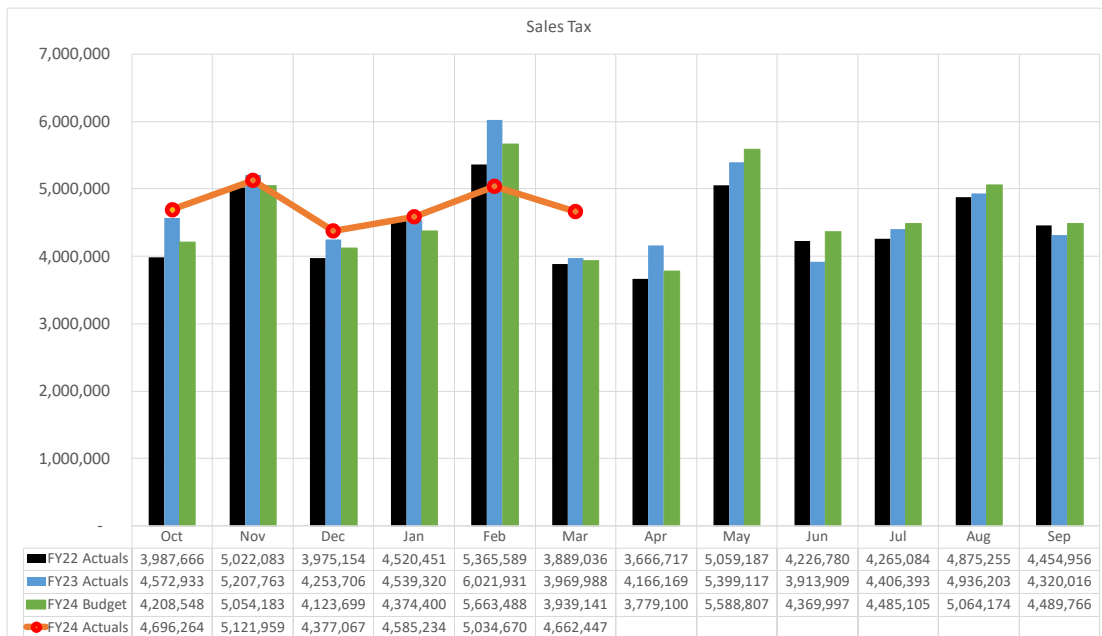
Waco March 2024 Sales Tax Report

Background

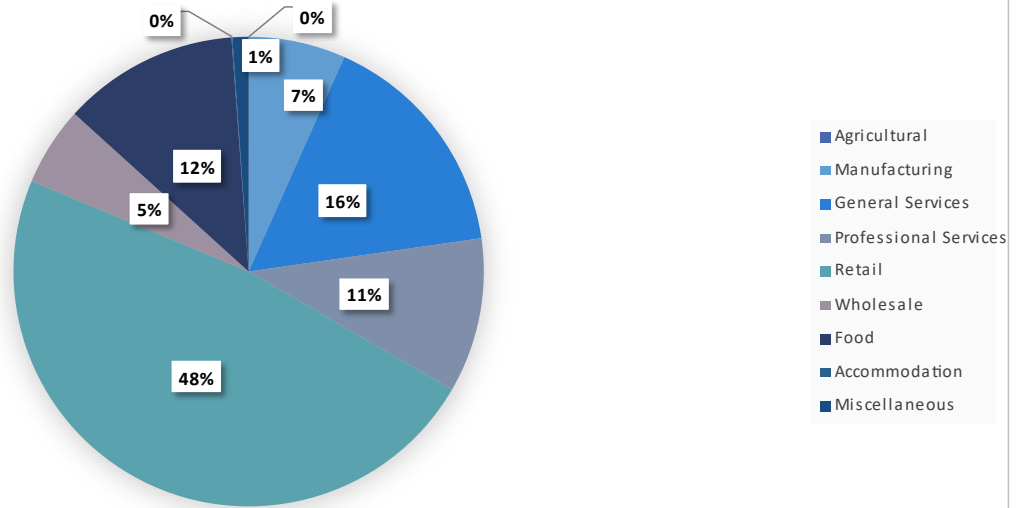
The sales tax information is provided monthly by the Texas Comptroller. The sales tax information is reported 2 months in arrears; therefore, this report reflects January actual sales tax figures.

The City collected \$4,662,447 in January 2024. This amount is \$723,307 or 18.40% over the budgeted amount for the month. March Sales Tax receipts were 17.44% higher than last year. The increase in receipts in March (January Sales) is a real increase of 14.34% when compared to the inflation rate of 3.10% for January 2024.

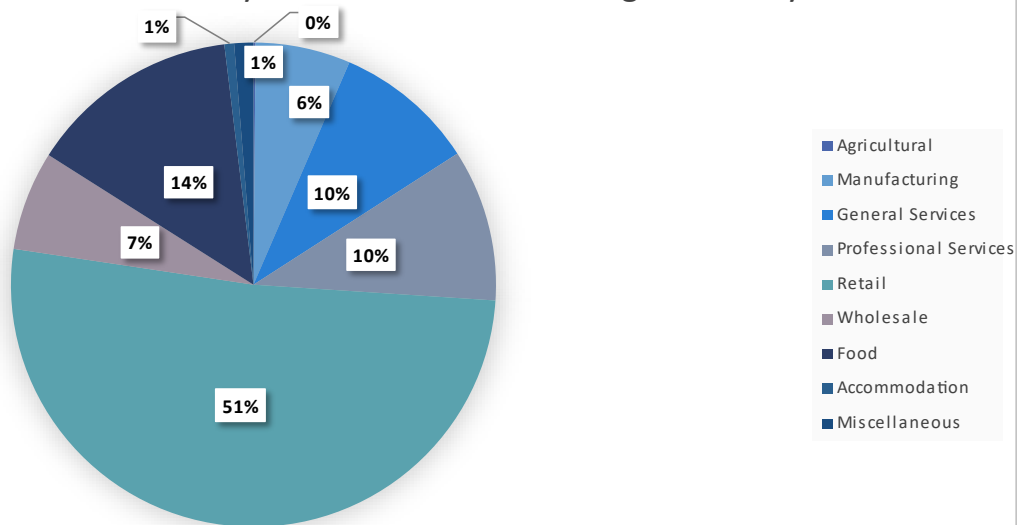
FY24	Variance to				
	FY 24 Budget	FY 24 Actuals	Budget	FY 23 Actuals	FY 22 Actuals
Oct	4,208,548	4,696,264	487,716	4,572,933	3,987,666
Nov	5,054,183	5,121,959	67,776	5,207,763	5,022,083
Dec	4,123,699	4,377,067	253,368	4,253,706	3,975,154
Jan	4,374,400	4,585,234	210,834	4,539,320	4,520,451
Feb	5,663,488	5,034,670	(628,818)	6,021,931	5,365,589
Mar	3,939,141	4,662,447	723,307	3,969,988	3,889,036
Apr	3,779,100		-	4,166,169	3,666,717
May	5,588,807		-	5,399,117	5,059,187
Jun	4,369,997		-	3,913,909	4,226,780
Jul	4,485,105		-	4,406,393	4,265,084
Aug	5,064,174		-	4,936,203	4,875,255
Sep	4,489,766		-	4,320,016	4,454,956
Grand Total	\$ 55,140,406	\$ 28,477,641	\$ 1,114,183	\$ 55,707,447	\$ 53,307,957



City of Waco Sales Tax by Sector - FY23 YTD through February 2023



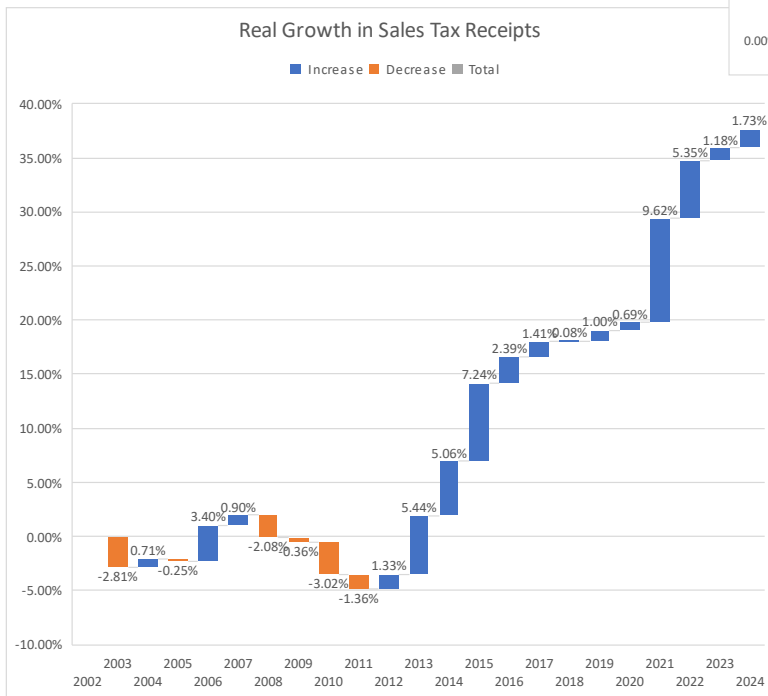
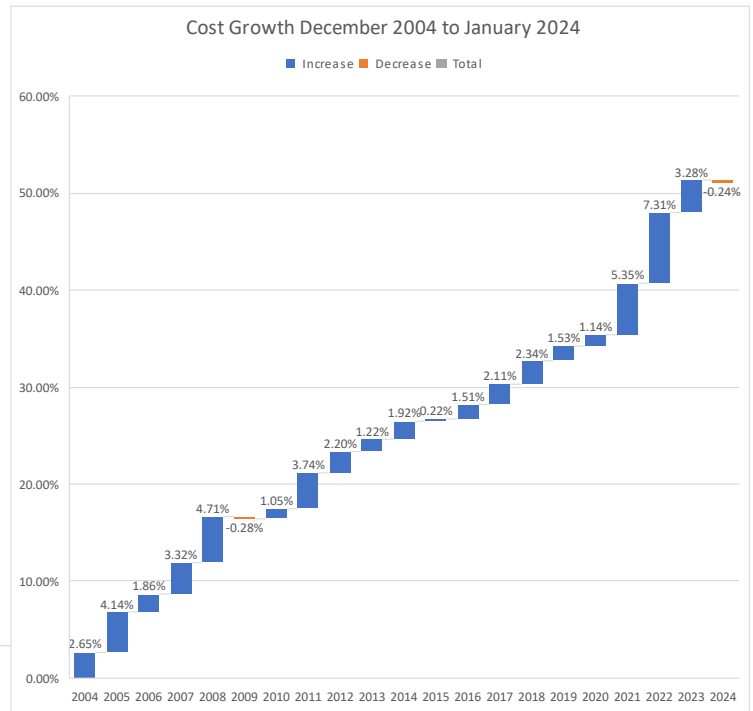
City of Waco Sales Tax by Sector - FY24 YTD through February 2024



Overall, the sales tax composition by sector year over year has stayed relatively stable. Retail remains the largest component of sales tax receipts with General Services as the second largest sector.

Sales Tax Factors and Forecast

The March report is the sixth report of the 2024 fiscal year. Sales tax collections for FY 23 were significantly above the \$47.1 million budget and were the highest that the City has collected. The collection was 18.2% or \$8.6 million higher than the budget amount and 3.0% or \$1.6M higher than collected in FY 22. The record collection is positive; however, the budget staff remains cautious.

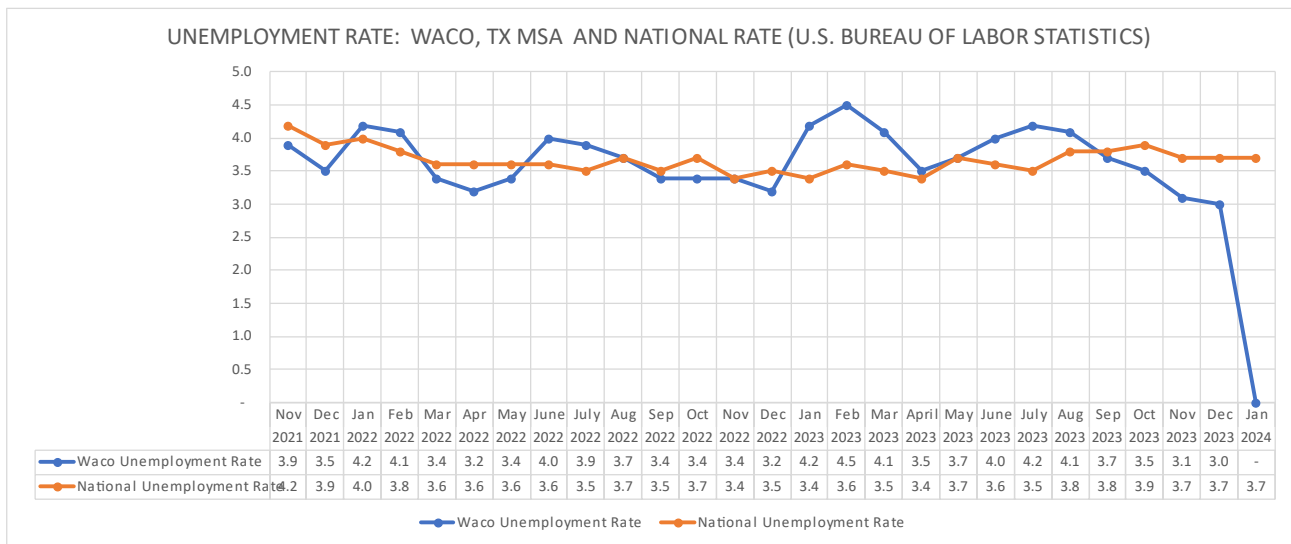


In a typical year the budget staff expects sales tax collections to increase 3% to 6% year over year as the population, wages, and number of businesses increase. Due to strong sales tax performance over the past three years, the sales tax budget was set at \$55,140,406 for the 2024 fiscal year. Five out of six collections have exceeded budget and the prior year collections. One collection was below budget and prior year collections. The budget staff monitors sales tax collections and other economic factors throughout the year, to make any adjustments.

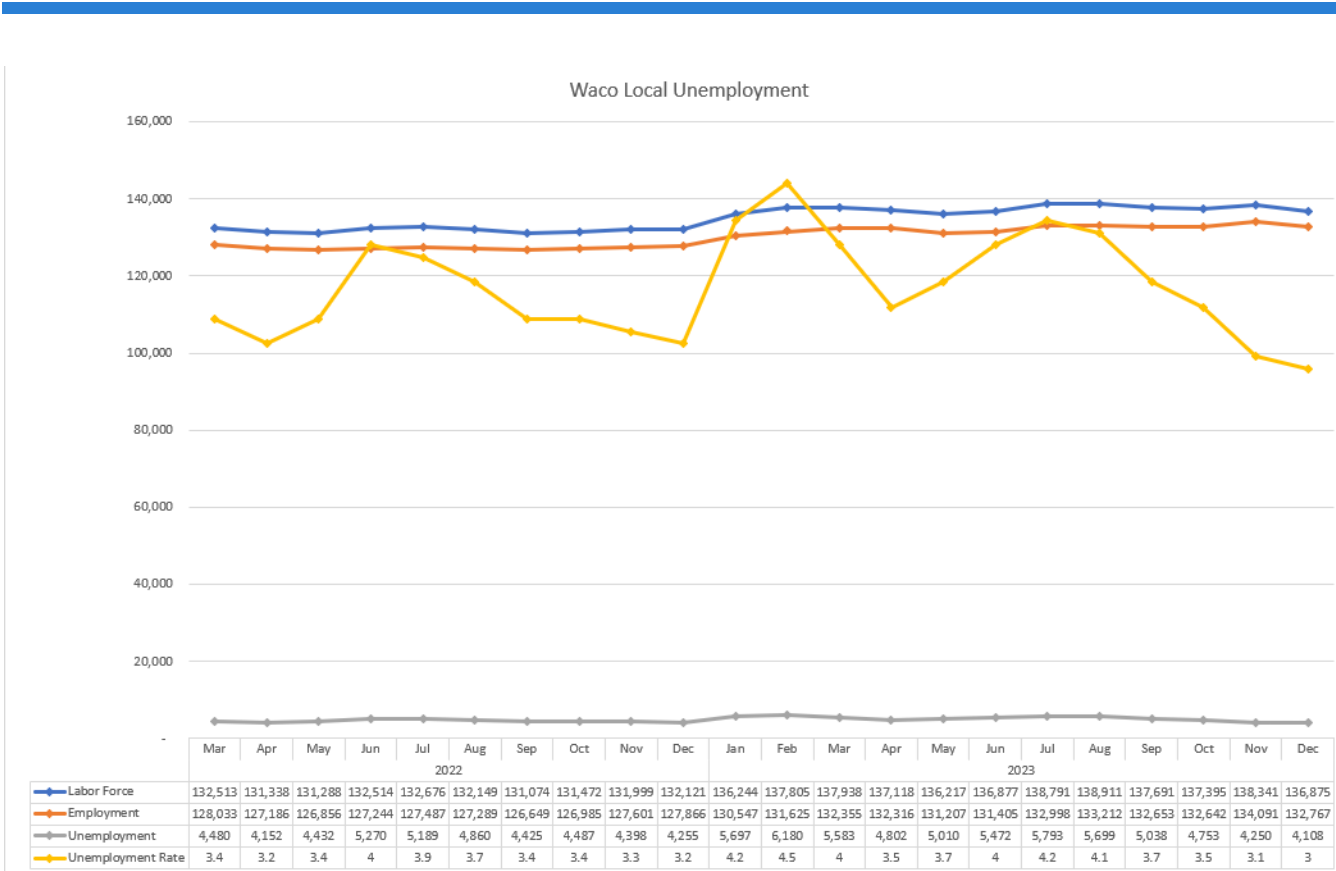
1. Unemployment Nationally and Locally

The national unemployment rate increased from 3.4% in January 2023 to 3.7% in January 2024. The national unemployment rate has returned to pre-pandemic levels.

The local unemployment rate decreased from 3.2% in December 2022 to 3.0% in December 2023 and peaked in April 2020 at 9.7% (U.S. Bureau of Labor Statistics).¹ Labor force and employment numbers have increased over the past year as well. The number of individuals in the labor force has increased at a greater rate as compared to the number of jobs added over the same timeframe. This could be due in part to several factors, including but not limited to people re-entering the workforce after the pandemic, individuals moving to Waco because of jobs and economic development activities that the City has engaged in, or financial need.



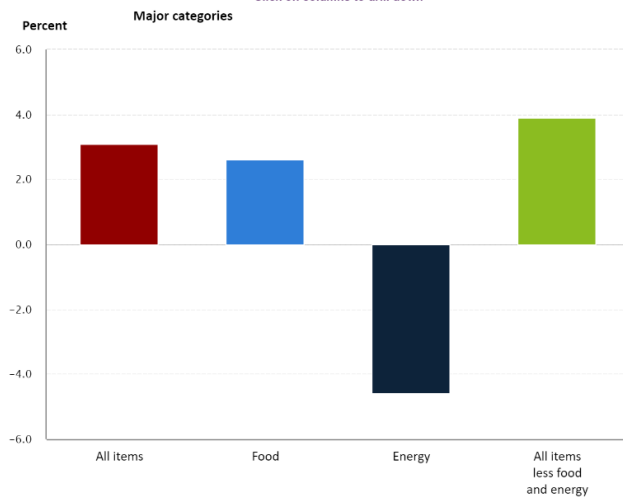
¹ https://www.bls.gov/eag/eag.tx_waco_msa.htm



2. Inflation

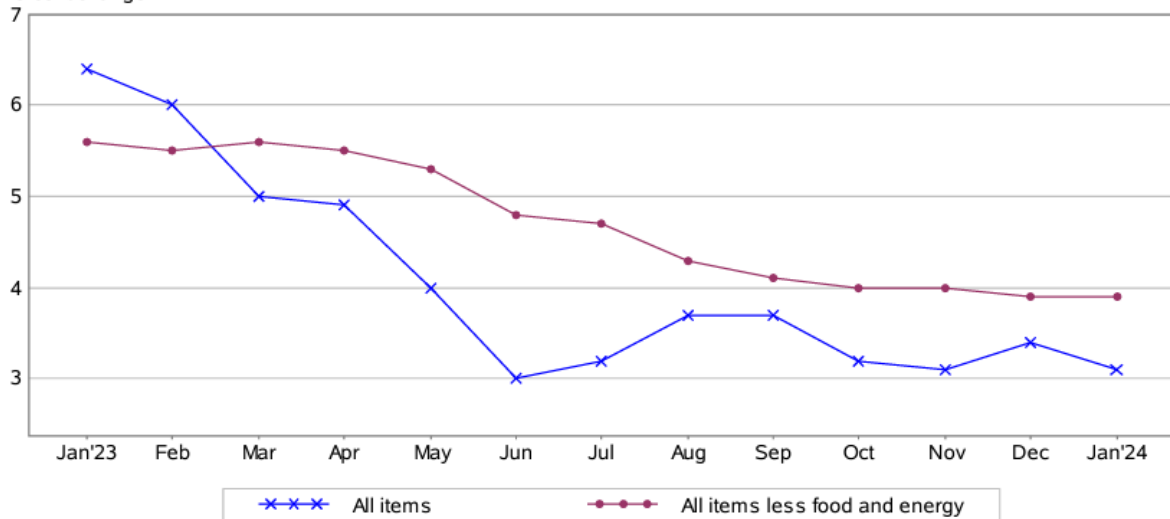
The all-items index rose 3.1 percent for the 12 months ending January, a smaller increase than the 3.4-percent increase for the 12 months ending December. The all items less food and energy index rose 3.9 percent over the last 12 months, the same increase as for the 12 months ending December. The energy index decreased 4.6 percent for the 12 months ending January, while the food index increased 2.6 percent over the last year.²

12-month percentage change, Consumer Price Index, selected categories, January 2024, not seasonally adjusted



² <https://www.bls.gov/cpi/>
March 7, 2024

Chart 2. 12-month percent change in CPI for All Urban Consumers (CPI-U), not seasonally adjusted, Jan. 2023 - Jan. 2024
Percent change



2. Oil Market

On February 24, 2022, Russia launched an invasion against Ukraine. While the United States and other countries have not entered the conflict directly, they have imposed international sanctions on Russian imports. The United States further expanded sanctions to ban Russian oil. While Russian oil accounts for less than 10% of supply in the United States the ban will result in lower supply.

On May 31, 2022, the European Union (“EU”) imposed a ban on Russian oil like the United States. The policy’s goal is to ban 90% of Russian oil by the end of 2022. The EU heavily depends on Russian oil. The EU imports 41.1% of natural gas, 26.9% of crude oil and 46.7% of solid fuel from Russia.³

On October 4, 2022, The Organization of the Petroleum Exporting Countries (“OPEC”) announced it will cut the daily supply of oil production by 2 million barrels per day. On April 2, 2023, OPEC announced cuts in production of about 1.16 million barrels per day. Further reducing the global supply. In addition, on June 4, 2023, Saudi Arabia announced that it would voluntarily cut production by 1 million barrels per day beginning in July in an effort to increase oil prices.

The United States’ oil production has different characteristics from those used in most refineries. The oil produced in the United States, mostly in Texas, is considered “light and sweet” crude oil. While conversion to gasoline is possible, the national infrastructure is overwhelmingly set up to refine “heavy and sour” crude oil. An increase in domestic oil production will not have an immediate effect on gas prices as most of the oil production will be exported.⁴

³ <https://ec.europa.eu/eurostat/web/interactive-publications/energy-2023>

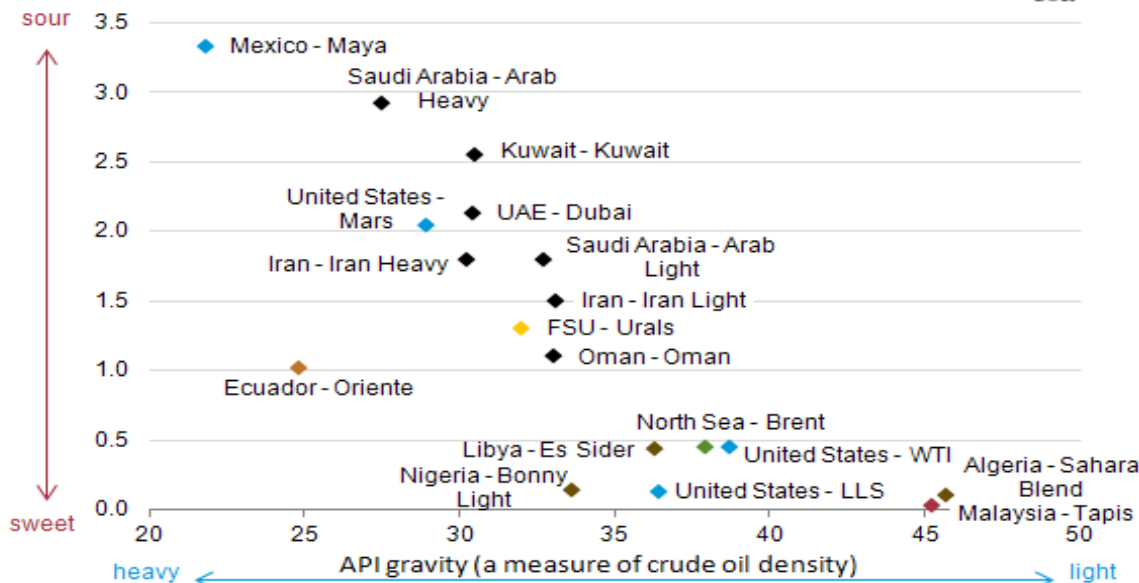
⁴ <https://www.eia.gov/todayinenergy/detail.php?id=7110>

On October 7th, 2023, Hamas launched an attack against Israel, and the conflict has the potential to impact the global fuel market.

The major events listed above have drastically affected supply and demand in the global oil markets and may lead to higher gas prices. The energy index decreased 4.6 percent over the past 12 months. The gasoline index decreased 6.4 percent over the same time span, and the fuel oil index decreased 14.2 percent. The decline in oil recently has been attributed to a potential oversupply combined with a decline in overall demand for fuel across the world. The index for electricity rose 3.8 percent over the last 12 months, and the index for natural gas decreased 17.8 percent over the same period.

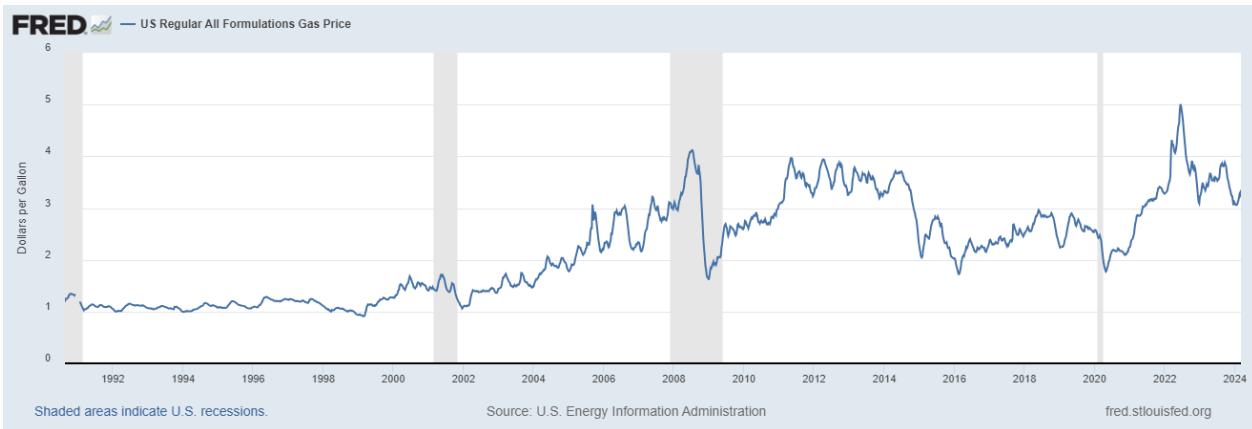
Crude oils have different quality characteristics

Density and sulfur content of selected crude oils
sulfur content (percentage)



Source: U.S. Energy Information Administration, based on Energy Intelligence Group—International Crude Oil Market Handbook.

Notes: Points on the graph are labeled by country and benchmark name and are color coded to correspond with regions in the map below. The graph does not indicate price or volume output values. United States-Mars is an offshore drilling site in the Gulf of Mexico. WTI = West Texas Intermediate; LLS = Louisiana Light Sweet; FSU = Former Soviet Union; UAE = United Arab Emirates.



As of March 4, 2024, the average price for gas is \$3.35 per gallon in the United States down from the peak of \$5.00 on June 13, 2022.⁵ In comparison, the price the City of Waco last paid for unleaded fuel was \$2.39 and Diesel fuel was \$2.72. The risk for instability in the oil market will persist as long as the conflicts in Ukraine and Israel continue and interest rates fluctuate. In addition, any other potential conflicts or escalation of tensions in the Middle East could have an impact on oil rates. This is an area that the Budget Team will continue to track and monitor as it has a potentially significant impact on the prices of goods and services the City purchases and receives as well as the fuel that the City uses in its operations. Further, as consumers spend more on fuel it leaves less funds available for discretionary purposes if wages don't increase at a corresponding rate.

3. Monetary Policy

At the start of the pandemic, the Federal Reserve lowered the interest rate banks pay to between 0.0% and 0.25%. This was done to make it easier and cheaper for banks to loan money out to the public and to avoid an economic recession or depression. However, as the country returns to normal activities, the Federal Reserve increased interest rates by 0.25% in March 2022, by 0.50% at the start of May 2022, 0.75% in June, July, September, and November, 0.50% in December, 0.25% in February,

US Interest Rate - percent



Source: tradingeconomics.com | Federal Reserve

March, and May 2023, held steady with no increase for June 2023, and was raised by 0.25% in July and August to help lower the soaring inflation.⁶ The Federal Reserve has held rates steady since August 2023. Increases in the Federal Funds rate increase interest rates consumers pay on loans, which should in theory reduce the supply of money available in the economy and lower inflation. If inflation continues to increase the Federal Reserve can continue to increase the rate. Federal Reserve Chair Jerome Powell, vowed to raise interest rates to fight inflation “until the job is done.” Mr. Powell made the remarks during the 40th Annual Monetary Conference hosted by the Cato Institute.⁷

⁵ <https://fred.stlouisfed.org/series/GASREGW>

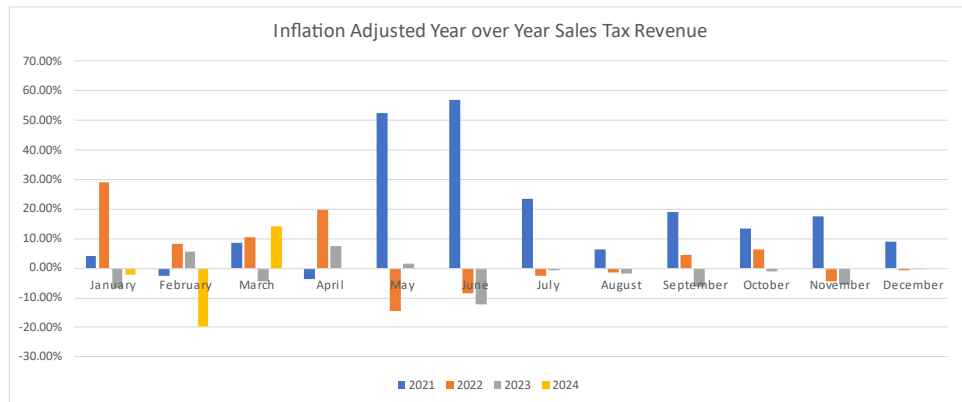
⁶ <https://tradingeconomics.com/united-states/interest-rate#:~:text=Interest%20Rate%20in%20the%20United,percent%20in%20December%20of%202008.>

⁷ <https://www.c-span.org/video/?522707-1/fed-chair-jerome-powell-discusses-monetary-policy>

Forecast

The reported amount for March was higher than the budget for the fifth month of this fiscal year and higher than last year's collections. The budget staff is cautious as it relates to sales tax revenues, given the economic backdrop and sentiment.

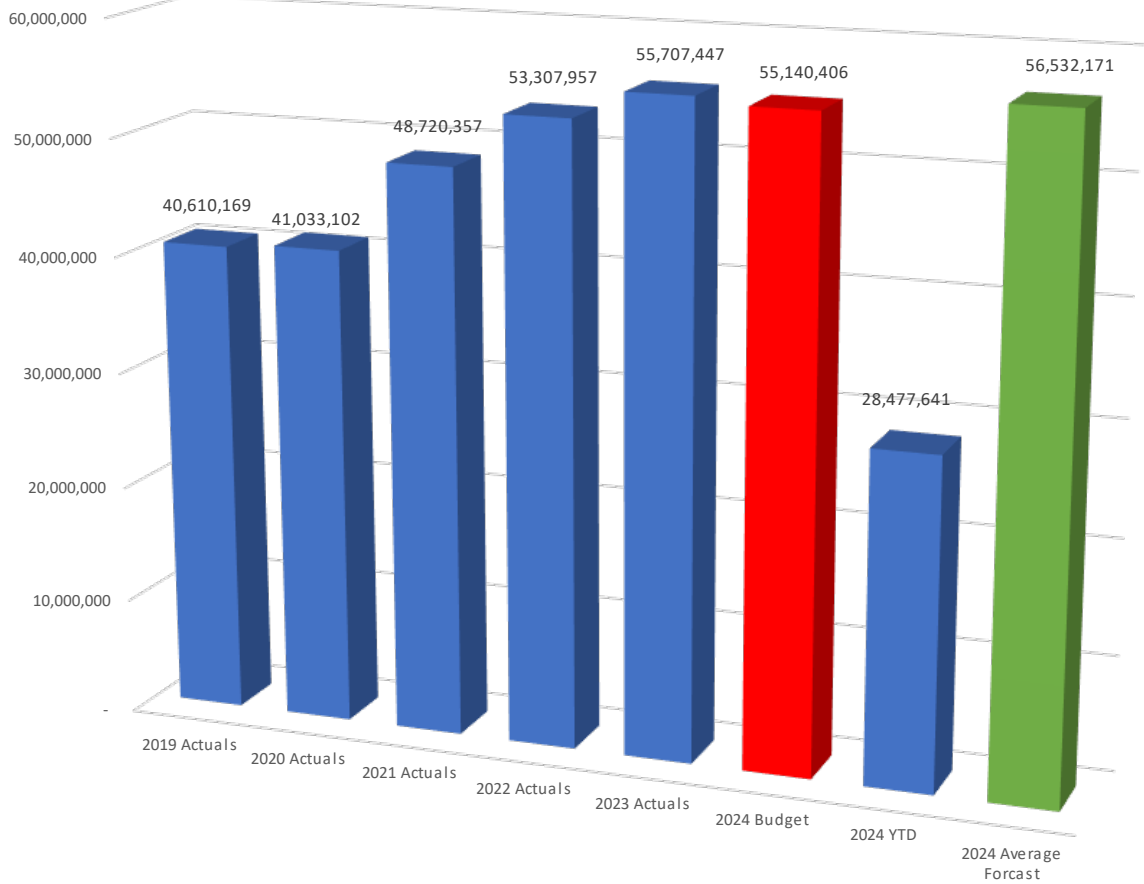
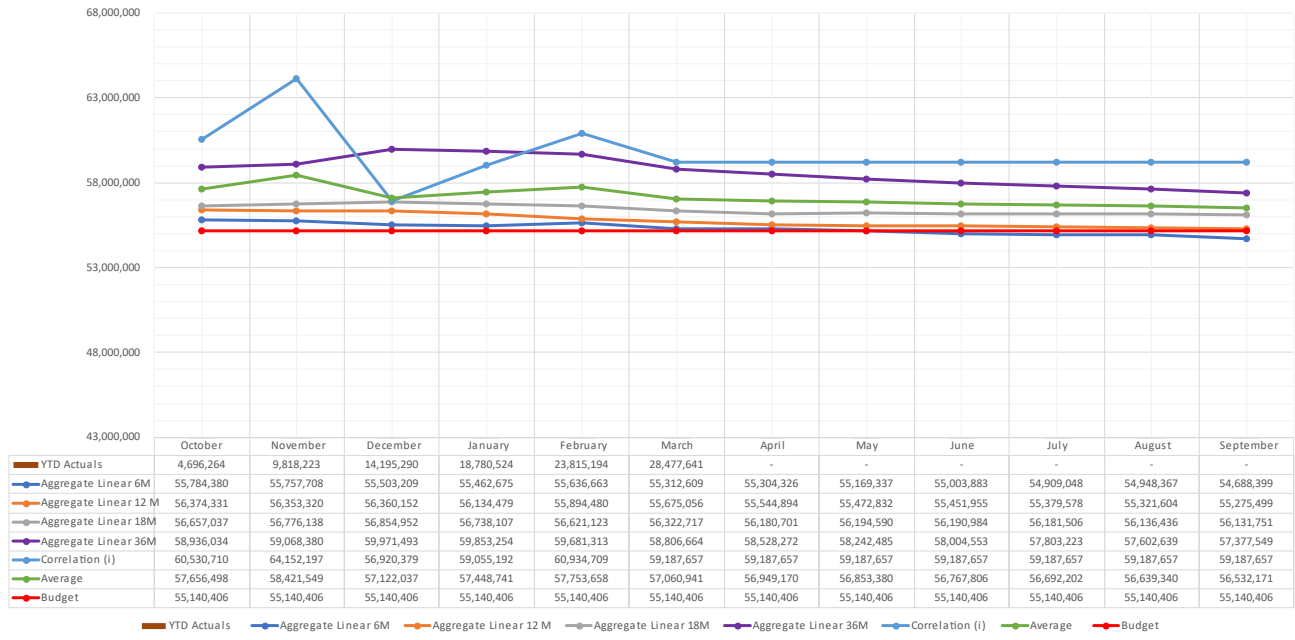
As the conflicts continue with Russia and Ukraine and Hamas and Israel, gas prices may continue their volatility along with other factors such as OPEC+ production decisions. This could have an impact on tourism with lower revenues for enterprise funds as well as sales tax revenues.



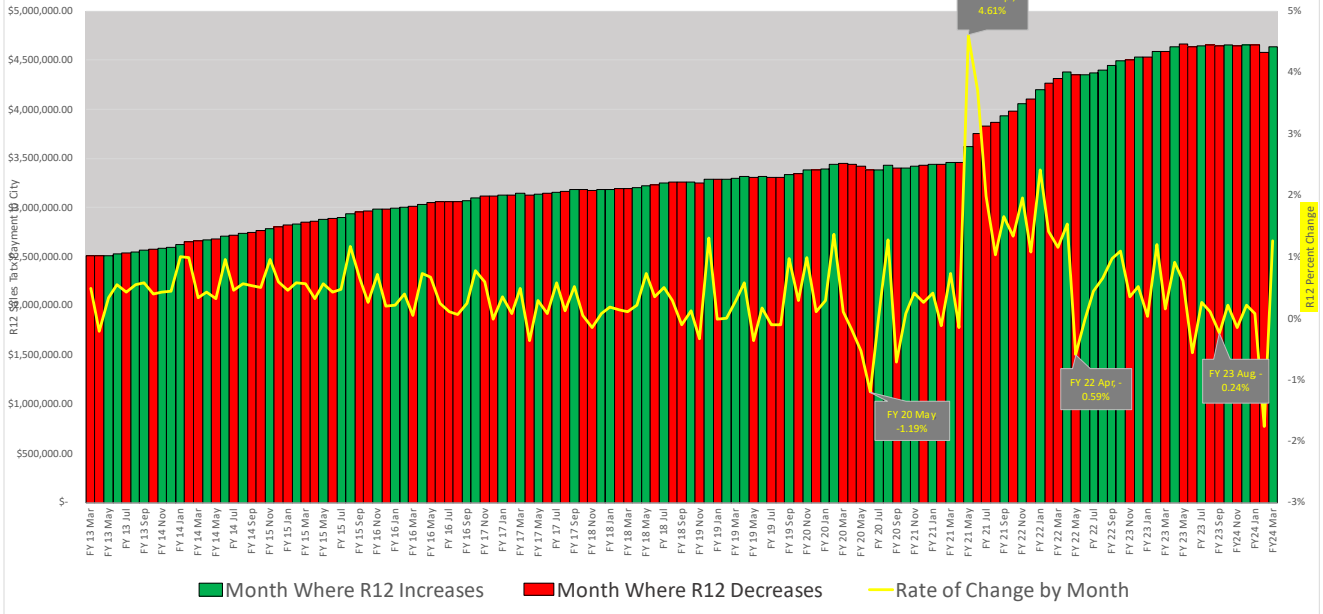
Furthermore, if inflation in the overall economy continues to stay above targeted goals but wages do not increase, then spending on discretionary goods or non-essential products will decline. The City does not collect sales tax on most food and energy commodities, which are considered necessities. If prices continue to increase, it could lead to a lower number of visitors from outside the City or different purchasing patterns by residents.

Finally, Federal Reserve rate increases, decrease the amount of money available to spend on discretionary items as consumers will pay more in interest payments. An increase in rates has a direct impact on economic output, as increasing rates are meant to limit the amount of available money in the economy. Further, increases in rates cause businesses to reconsider capital investments and growth as borrowing costs rise. As a result of this and the most recent data, the forecast model shows significant deviations based on recent ups and downs in monthly sales tax receipts. As more data points are received, the projection for the year will tighten within a more predictable range.

Sales Tax Forecast



Sales Tax Payments to City
 March 2013 - March 2024
 Rolling 12 Month Values and Percent Change



Texas at a Glance



- The State of Texas total net payments for this Period: \$622,313,760.33;
 Comparable Payment Prior Year: \$633,219,482.51;
 Percent Change: -1.72%.

Thirteen (13) of the top 30 cities saw a decrease in the period compared to the prior year. Seventeen (17) of the top 30 saw increases.

The City of Waco ranked 24th in the state for the March net sales tax payment report. The City of Waco growth was 19.16% more than the overall state growth of -1.72% year over year for the month.

Rank	City	Net Payment This Period	Comparable Payment Prior Year	% Change
1	Houston	\$67,581,365.47	\$69,293,501.24	-2.47%
2	San Antonio	\$37,608,475.08	\$35,476,020.39	6.01%
3	Austin	\$25,817,068.29	\$26,667,279.24	-3.18%
4	Dallas	\$19,060,034.46	\$32,062,606.70	-40.55%
5	Fort Worth	\$13,219,364.76	\$17,339,918.41	-23.76%
6	Arlington	\$13,038,510.33	\$13,242,057.69	-1.53%
7	Irving	\$11,129,550.49	\$8,177,283.06	36.10%
8	Frisco	\$10,143,892.65	\$10,085,532.63	0.57%
9	El Paso	\$10,100,723.25	\$9,883,311.33	2.19%
10	Round Rock	\$9,485,282.42	\$9,780,362.16	-3.01%
11	Abilene	\$8,844,216.10	\$4,940,429.24	79.01%
12	Plano	\$7,659,820.72	\$8,876,401.30	-13.70%
13	Lubbock	\$7,501,745.40	\$7,325,301.88	2.40%
14	Amarillo	\$7,422,040.60	\$7,408,222.99	0.18%
15	Corpus Christi	\$7,202,702.18	\$6,960,059.34	3.48%
16	McAllen	\$7,043,752.96	\$6,672,895.17	5.55%
17	Midland	\$5,955,725.68	\$6,723,062.52	-11.41%
18	Grand Prairie	\$5,752,693.38	\$6,798,354.33	-15.38%
19	Sugar Land	\$5,292,216.56	\$4,982,571.51	6.21%
20	Odessa	\$5,195,925.89	\$6,213,368.55	-16.37%
21	Grapevine	\$4,955,274.44	\$4,312,294.69	14.91%
22	Conroe	\$4,741,206.08	\$4,885,261.77	-2.94%
23	Laredo	\$4,719,345.33	\$4,591,156.39	2.79%
24	Waco	\$4,662,447.42	\$3,969,987.52	17.44%
25	Allen	\$4,601,037.43	\$4,050,629.74	13.58%
26	Richardson	\$4,555,954.66	\$4,978,297.68	-8.48%
27	Tyler	\$4,414,455.02	\$4,756,454.89	-7.19%
28	Mesquite	\$4,239,963.64	\$4,009,827.18	5.73%
29	Lewisville	\$4,029,453.29	\$3,934,483.29	2.41%
30	Denton	\$3,954,165.05	\$3,784,745.56	4.47%