

Sales Tax Report

Office of Management and Budget

September

2022



CITY OF WACO

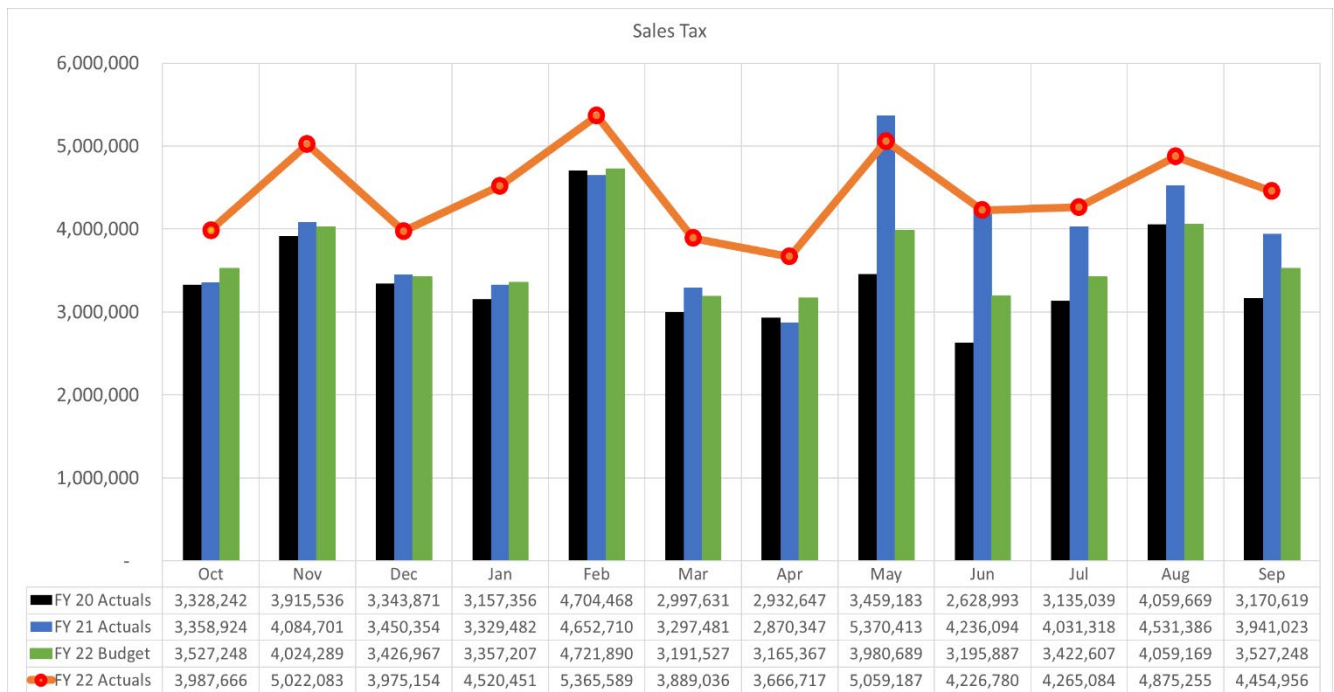
Waco September 2022 Sales Tax Report

Background

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

The city collected \$4,454,955.56 for July 2022. This amount continues the trend of above average collections. This amount is \$928K over the budgeted amount for the month, and YTD collections are \$9.7M or 22.3% higher than the budgeted amount.

	FY 22 Budget	FY 22 Actuals	Variance to Budget	FY 21 Actuals	FY 20 Actuals
FY 22					
Oct	3,527,248	3,987,666	460,419	3,358,924	3,328,242
Nov	4,024,289	5,022,083	997,794	4,084,701	3,915,536
Dec	3,426,967	3,975,154	548,187	3,450,354	3,343,871
Jan	3,357,207	4,520,451	1,163,243	3,329,482	3,157,356
Feb	4,721,890	5,365,589	643,699	4,652,710	4,704,468
Mar	3,191,527	3,889,036	697,509	3,297,481	2,997,631
Apr	3,165,367	3,666,717	501,350	2,870,347	2,932,647
May	3,980,689	5,059,187	1,078,498	5,370,413	3,459,183
Jun	3,195,887	4,226,780	1,030,893	4,236,094	2,628,993
Jul	3,422,607	4,265,084	842,476	4,031,318	3,135,039
Aug	4,059,169	4,875,255	816,086	4,531,386	4,059,669
Sep	3,527,248	4,454,956	927,708	3,941,023	3,170,619
Grand Total	43,600,094	53,307,957	9,707,863	47,154,233	40,833,255



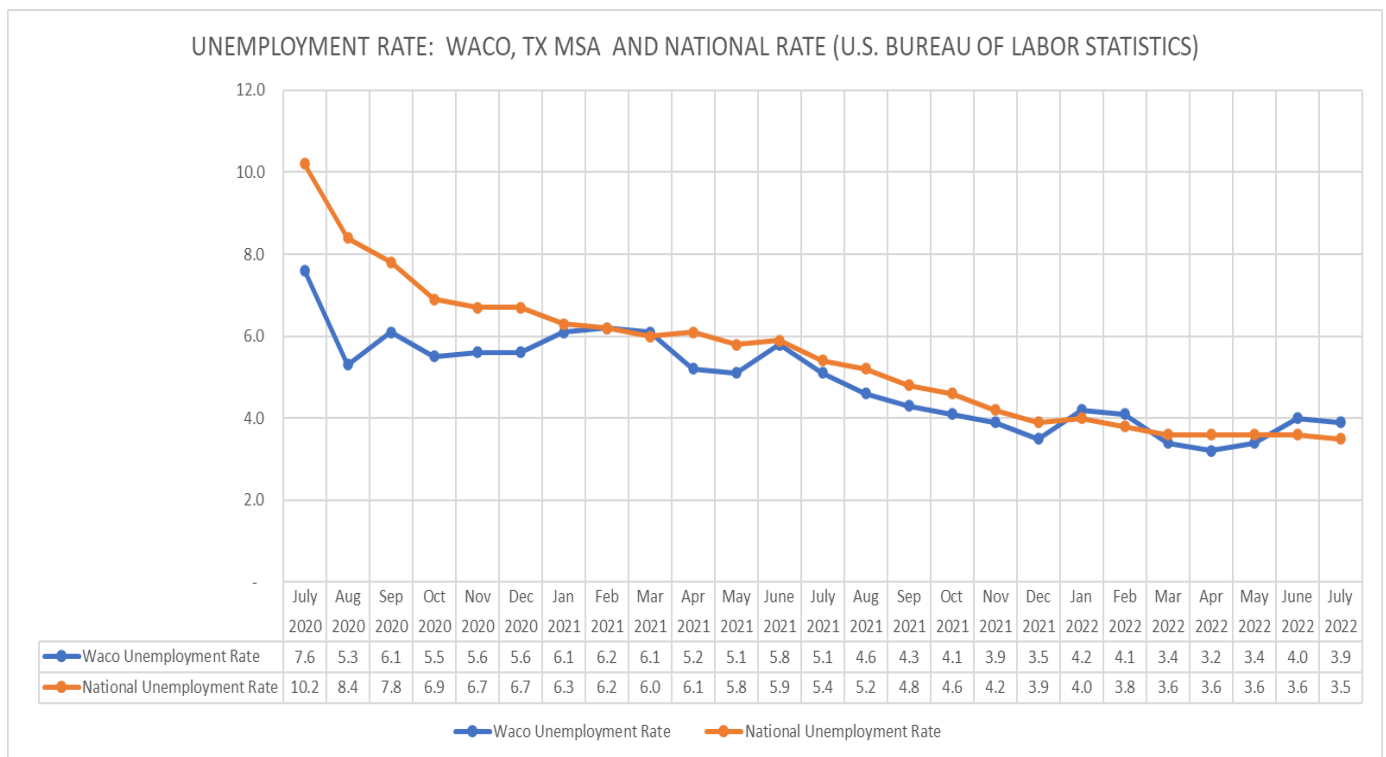
Sales Tax Final collection

The September sales tax report is the final report of the 2022 fiscal year. The total collection for FY 22 is \$53,307,957, which was in range of the forecast between \$52-\$53.8 million for fiscal year 2022. Sales tax collections for FY 22 were significantly above the \$43.6 million budget and were the highest that the city has collected. The collection was 22.3% or \$9.7 million higher than the budget amount and 13.1% or \$6.2M higher than collected in FY 21. The record collection is positive; however, the budget staff remains cautious as some of the increase in sales tax revenue is aided by other major factors occurring in the overall economy and there is a strong level of uncertainty in the overall economy right now.

1. Decrease in Unemployment

The national unemployment rate decreased from 5.4% to 3.5%, from July 2021 to July 2022. This is the lowest unemployment rate since Covid shutdowns started in March 2020 and when unemployment peaked at 14.8%.¹ The national unemployment rate is also returning to pre-pandemic levels.

The Waco Metro area’s unemployment rate is mirroring the national trend. The local unemployment rate decreased from 5.1% to 3.9% from July 2021 to July 2022 and peaked in April 2020 at 10.1% (U.S. Bureau of Labor Statistics).²



¹ <https://beta.bls.gov/dataViewer/view/timeseries/LNS1400000>

² https://www.bls.gov/eag/eag.tx_waco_msa.htm

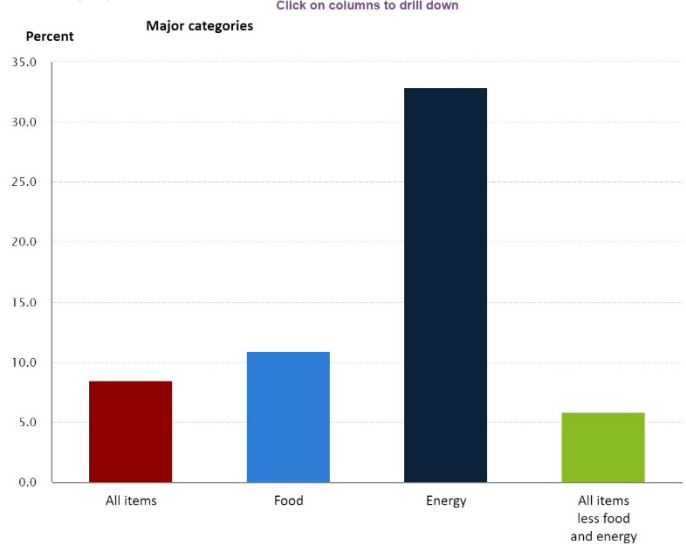
2. Inflation

The all-items index increased 8.5% for the 12 months ending July, a smaller figure than the 9.1% increase for the period ending in June. The all items less food and energy index rose 5.9% over the last 12 months. The energy index increased 32.9% for the 12 months ending in July, a smaller increase than the 41.6% increase for the period ending in June. The food index increased 10.9% over the last year, the largest 12-month increase since the period ending May 1979.³

The index for all items less food and energy rose 0.3% in July, a smaller increase than in April, May, or June. The indexes for shelter, medical care, motor vehicle insurance, household furnishings and operations, new vehicles, and recreation were among those that increased over the month. There were some indexes that declined in July, including those for

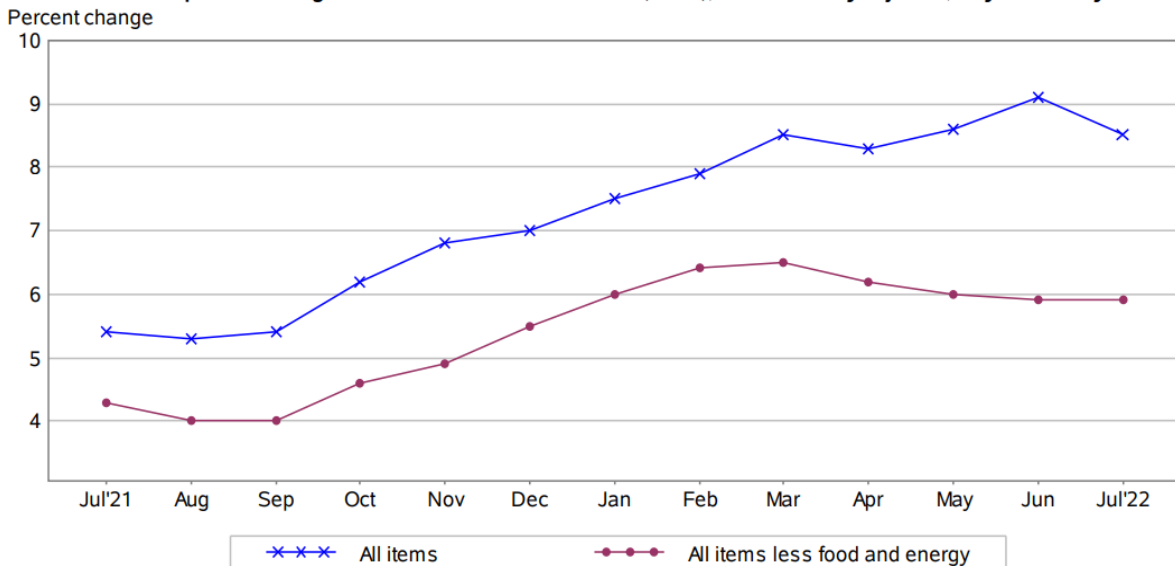
airline fares, used cars and trucks, communication, and apparel.

12-month percentage change, Consumer Price Index, selected categories, July 2022, not seasonally adjusted



Source: U.S. Bureau of Labor Statistics.

Chart 2. 12-month percent change in CPI for All Urban Consumers (CPI-U), not seasonally adjusted, July 2021 - July 2022

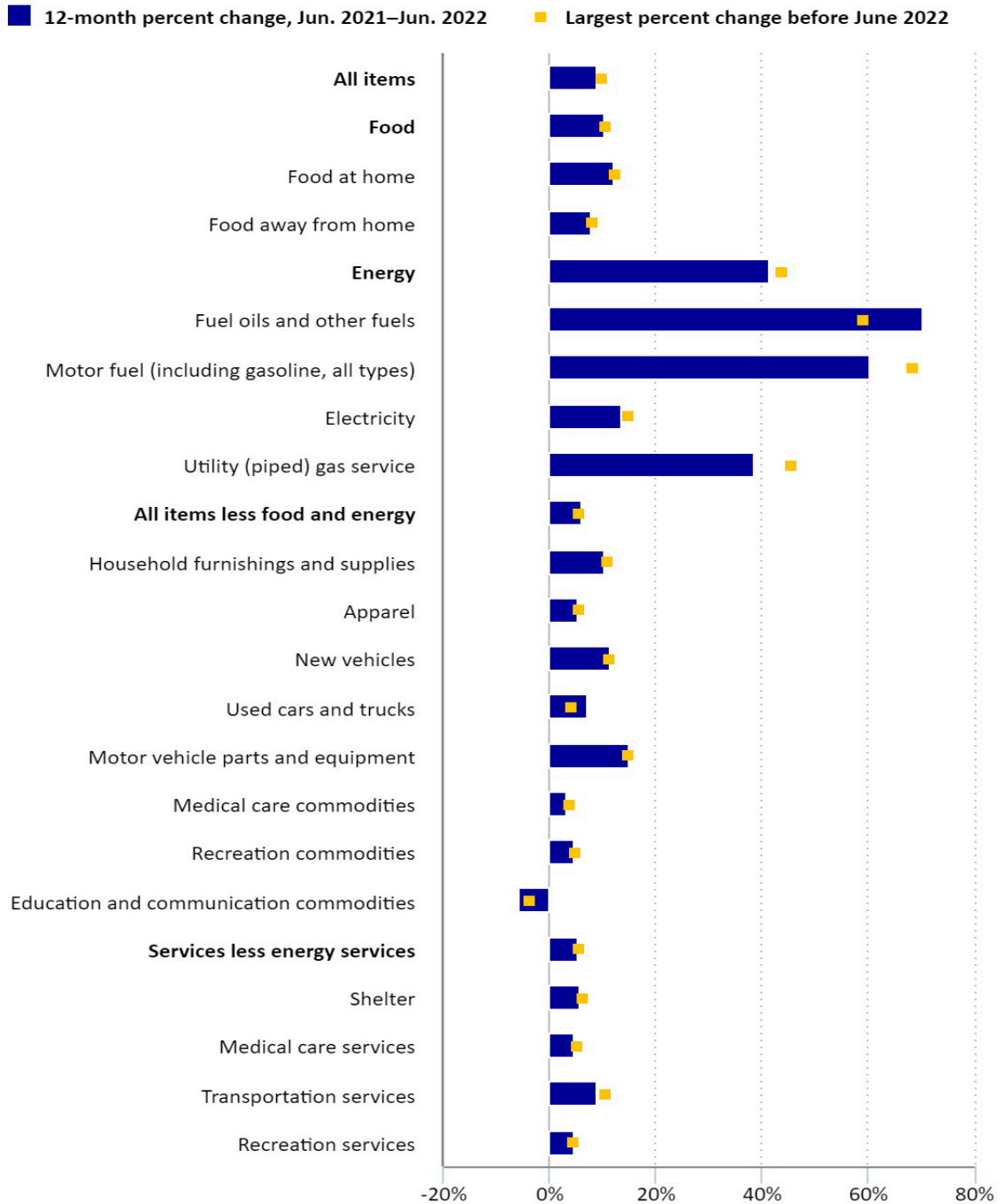


³ <https://www.bls.gov/news.release/pdf/cpi.pdf>

August 2022 CPI data are scheduled to be released on September 13, 2022, at 8:30 A.M. Eastern Time.

September 8, 2022

Consumer Price Index for All Urban Consumers, 12-month percent change, by expenditure category, June 2022



Click legend items to change data display. Hover over chart to view data.
 Source: U.S. Bureau of Labor Statistics.



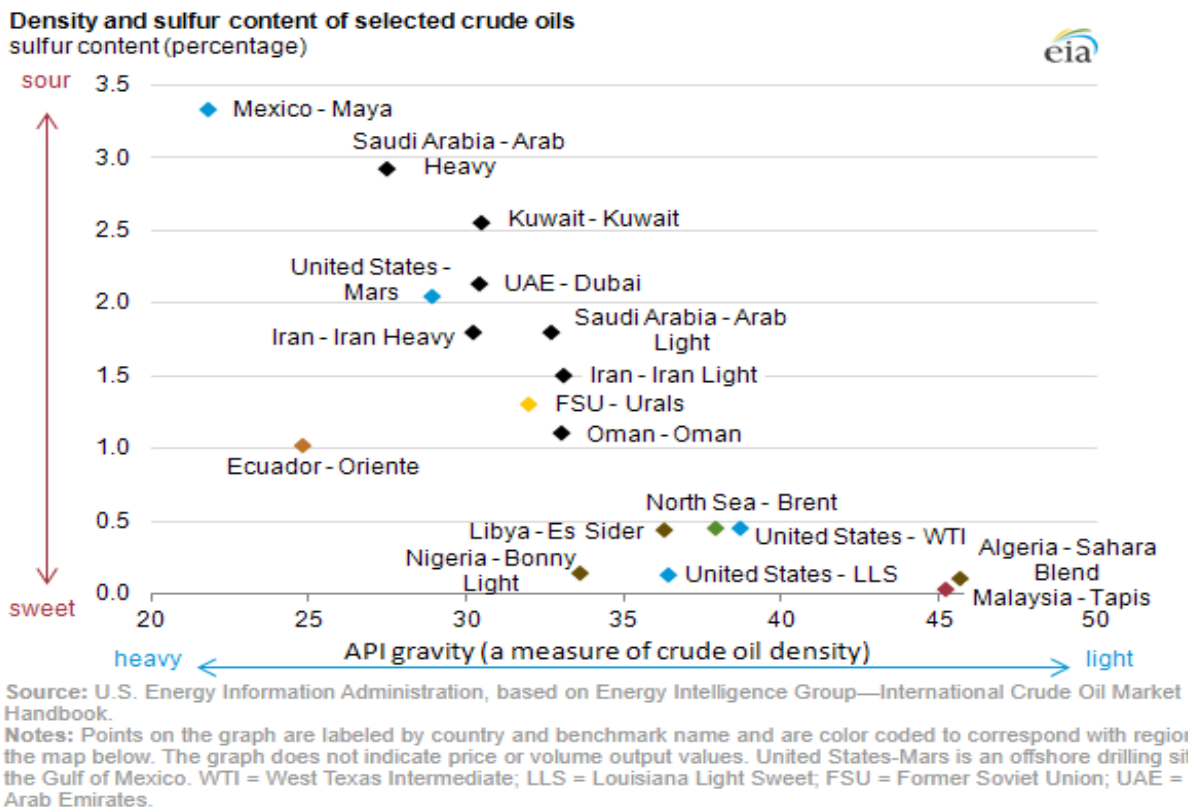
⁴ <https://www.bls.gov/opub/ted/2022/consumer-prices-up-9-1-percent-over-the-year-ended-june-2022-largest-increase-in-40-years.htm>

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. This coupled with the increase in demand from the return to pre-pandemic activities will result in higher gasoline prices and other byproducts. The energy index rose 32.9% over the last year. Gasoline (all types) has increased 44.0%.

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.⁵

Crude oils have different quality characteristics



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.

⁵ <https://www.eia.gov/todayinenergy/detail.php?id=7110>

The EU imports 41.1% of natural gas, 26.9% of crude oil and 46.7% of solid fuel from Russia.⁶ The ban by the EU will drastically increase demand in the global markets and will lead to significantly higher gas prices.



As of September 5, 2022, the average price for gas is \$3.76 per gallon in the United States down from the peak of \$5.00 on June 13, 2022.⁷ The instability in the oil market will continue so long as the conflict does. 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 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 pre pandemic activities the Federal Reserve increased interest rates by 0.25% in March, by 0.50% at the start of May, 0.75% in both June and July to help lower the soaring inflation.⁸ This will increase interest rates consumers pay on loans, which should in theory reduce the supply of money



⁶ <https://ec.europa.eu/eurostat/cache/infographs/energy/bloc-2c.html#carouselControls?lang=en>

⁷ <https://fred.stlouisfed.org/series/GASREGW>

⁸ <https://tradingeconomics.com/united-states/interest-rate#:~:text=Interest%20Rate%20in%20the%20United,percent%20in%20December%20of%202008.>

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.⁹ It is expected that the federal reserve will again increase interest rates during the month of September.

Fiscal Year 2023

As stated earlier, the collection for FY 22 was above budget and was a record high collection. The significant variance demonstrates the effects of the factors noted above as well as the resiliency of Wacoans.

As we move into FY 23, the budget staff is cautious as to whether this increase will continue to benefit the city long-term. The higher sales tax revenue does not necessarily mean a higher economic output by consumers. It simply could be that consumers are paying higher prices for the same goods.

If the conflict continues with Russia and Ukraine, gas prices may continue to remain above historical averages. This could have an impact on tourism with lower revenues for enterprise funds as well as sales tax revenues.

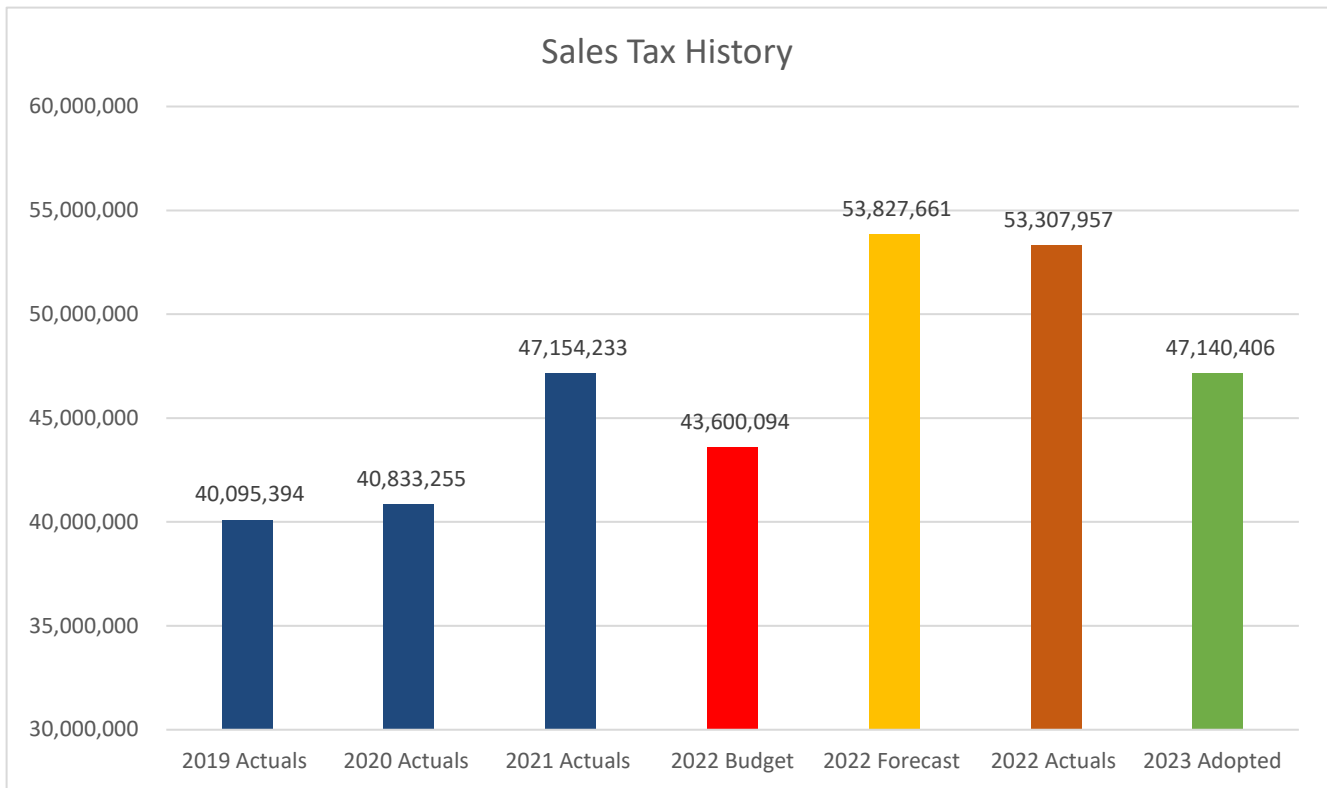
Furthermore, if inflation in the overall economy continues to stay high but wages do not increase, then spending on discretionary goods or non-essential products will decline. The city does not collect sales tax on most food and energy commodities, which are considered necessities. If prices continue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

Lastly, 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.

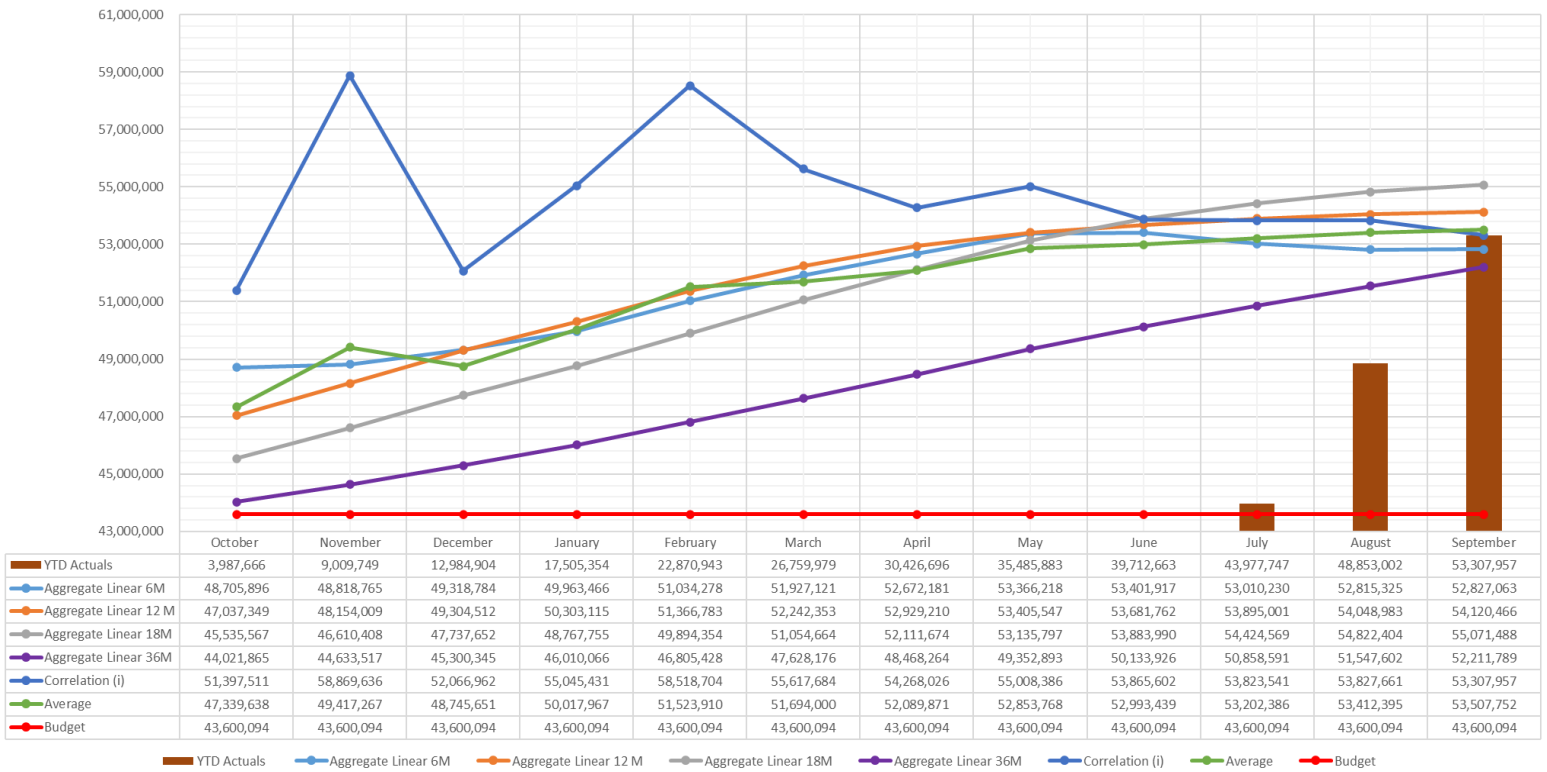
For the reasons listed above the budget staff has concerns about the overall economy and the impacts it will have on sales tax in FY23 and beyond. The FY23 Sales Tax budget was adopted with a conservative estimate of \$47.1M.

⁹ <https://www.c-span.org/video/?522707-1/fed-chair-jerome-powell-discusses-monetary-policy>

Sales Tax History



Sales Tax Forecast



Texas at a Glance

- The State of Texas total net payments for this Period: \$ 665,700,950.01; Comparable Payment Prior Year: \$ 595,700,716.86; Percent Change: 11.75%.



The top 30 cities saw an increase in the period.

The City of Waco ranked 28th in the state for the September net sales tax payment report.

Rank	City	Net Payment This Period	Comparable Payment Prior Year	% Change
1	Houston	\$70,567,881.65	\$62,116,620.28	13.60%
2	San Antonio	\$36,812,006.71	\$34,542,053.10	6.57%
3	Dallas	\$32,515,863.31	\$30,862,865.56	5.35%
4	Austin	\$28,340,471.24	\$24,111,793.26	17.53%
5	Fort Worth	\$17,694,876.30	\$16,194,411.25	9.26%
6	Arlington	\$15,640,792.99	\$15,212,060.71	2.81%
7	Round Rock	\$14,091,351.72	\$9,679,687.05	45.57%
8	Frisco	\$11,603,127.13	\$9,451,382.03	22.76%
9	El Paso	\$10,462,542.37	\$9,613,616.69	8.83%
10	Plano	\$9,059,928.37	\$8,122,273.32	11.54%
11	Irving	\$8,575,830.21	\$6,853,044.21	25.13%
12	Amarillo	\$8,078,158.87	\$7,649,217.95	5.60%
13	Corpus Christi	\$7,922,168.25	\$7,144,011.67	10.89%
14	Lubbock	\$7,759,982.18	\$6,984,906.29	11.09%
15	McKinney	\$7,257,980.80	\$6,237,038.98	16.36%
16	McAllen	\$7,072,063.52	\$6,672,784.62	5.98%
17	Grand Prairie	\$6,767,521.73	\$6,148,442.31	10.06%
18	Midland	\$6,515,059.77	\$4,894,780.74	33.10%
19	Conroe	\$5,515,372.92	\$4,844,351.20	13.85%
20	Odessa	\$5,427,931.66	\$4,494,988.50	20.75%
21	Sugar Land	\$5,163,323.86	\$4,722,547.32	9.33%
22	Allen	\$4,746,653.32	\$4,143,465.70	14.55%
23	Abilene	\$4,727,181.28	\$4,176,205.59	13.19%
24	Tyler	\$4,716,198.62	\$4,485,365.38	5.14%
25	Grapevine	\$4,703,811.40	\$4,134,851.99	13.76%
26	Laredo	\$4,567,608.60	\$3,981,894.89	14.70%
27	Mesquite	\$4,538,092.05	\$4,204,395.26	7.93%
28	Waco	\$4,454,955.56	\$3,941,023.24	13.04%
29	Denton	\$4,424,148.62	\$3,845,740.41	15.04%
30	Lewisville	\$4,350,201.17	\$4,010,506.91	8.47%