



SALES TAX REPORT
OCTOBER 2021
Office of Management and Budget
Waco, Texas



Waco October 2021 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, and therefore the October report is August actual sales tax figures.

The city collected \$3,987,666 for sales in August 2021. This amount is a record collection for the month. This is the first collection of the fiscal year. This amount is \$460,419 or 13.05% higher than the budgeted amount, and \$628,742 or 18.7% higher than last year.

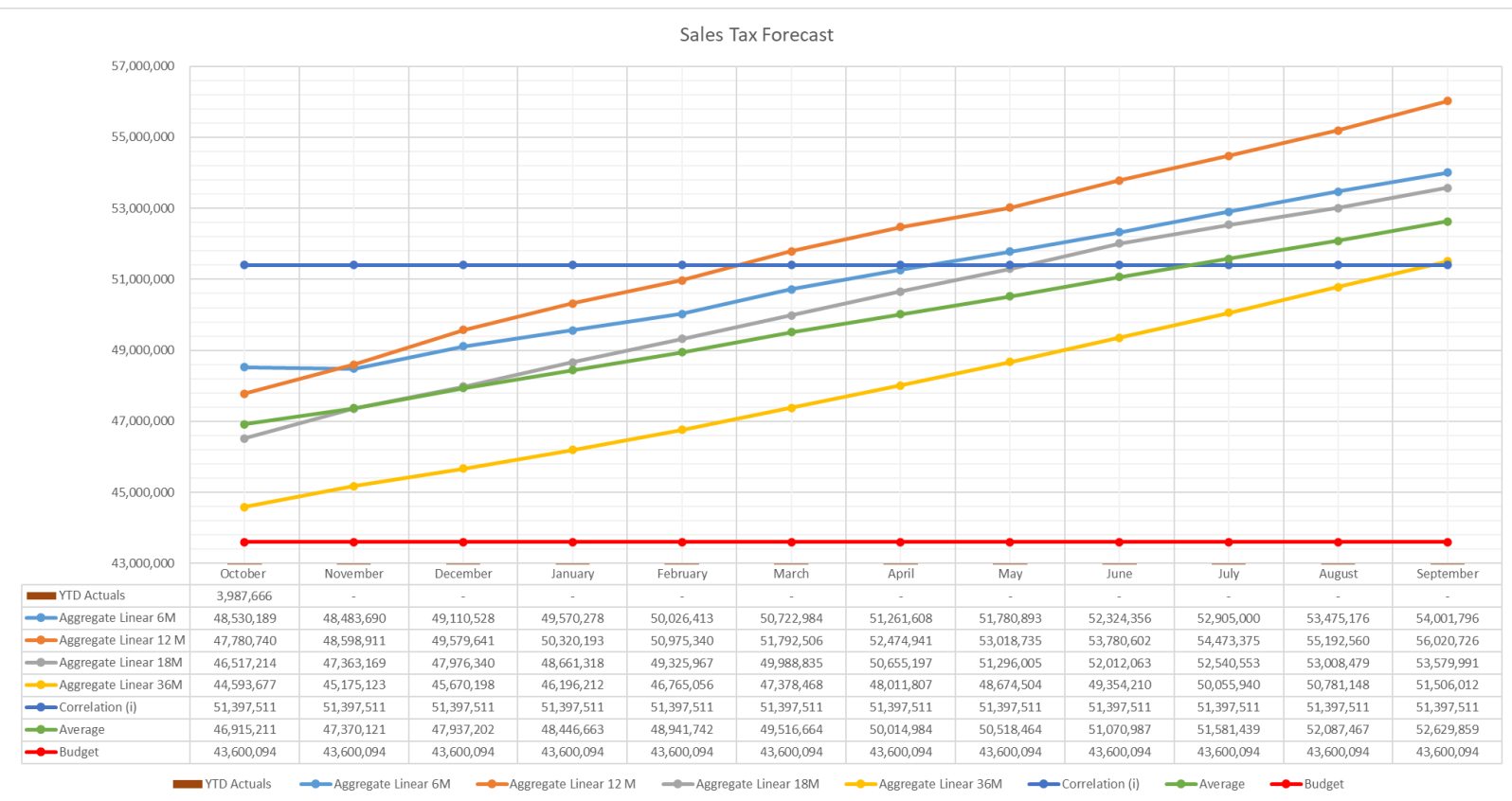
	FY 22 Budget	FY 22 Actuals	Variance to Budget	FY 21 Actuals	FY 20 Actuals
FY 22					
Oct	3,527,248	3,987,666	460,419	3,358,924	3,343,871
Nov	4,024,289		-	4,084,701	3,157,356
Dec	3,426,967		-	3,450,354	4,704,468
Jan	3,357,207		-	3,329,482	2,997,631
Feb	4,721,890		-	4,652,710	2,932,647
Mar	3,191,527		-	3,297,481	3,459,183
Apr	3,165,367		-	2,870,347	2,628,993
May	3,980,689		-	5,370,413	3,135,039
Jun	3,195,887		-	4,236,094	4,059,669
Jul	3,422,607		-	4,031,318	3,170,619
Aug	4,059,169		-	4,531,386	3,358,924
Sep	3,527,248		-	3,941,023	4,084,701
Grand Total	43,600,094	3,987,666	460,419	47,154,233	41,033,102



Sales Tax Forecast

The October report (August sales) is the first report of the 2022 fiscal year. The budget staff expects sales tax collections in the city to return to pre-pandemic levels, increasing 3% to 6% year over year as the population and number of businesses increase. As a result, the budget staff has budgeted \$43,600,094 for the 2022 fiscal year. However, the budget staff monitors sales tax collections throughout the year, to make any adjustments. The forecast is based on historical actuals and the current month collection. Therefore, if a month is above average the forecast will show a higher year end forecast. If a month collection is below average, then the forecast will decrease.

The amount in the October report, represents a record high collection. As a result of this and the most recent data, the forecast model is showing a significantly higher amount compared to the budget. With only one month of data, it is far too early to determine and to make an accurate forecast for the fiscal year. As we progress through the fiscal year and collect more data, the budget staff expects the plotted lines to come closer together to have a more accurate forecast.



(i) Correlation is the multiplier used based on what has been collected throughout the year to help generate a forecast.

Texas at a Glance



- The State of Texas total net payments for this Period: \$ \$584,031,478.39; comparable Payment Prior Year: \$486,338,477.25; Percent Change: 20.09%.
- The State of Texas total payments YTD: \$5,842,664,991.08; total prior year payment YTD: \$5,130,630,549.40; percent change: 13.88%.

The top 29 of the top 30 cities saw an increase in the period.

The City of Waco ranked 27th in the state for the October net sales tax payment report.

Rank	City	Net Payment This Period	Comparable Payment Prior Year	% Change
1	Houston	\$61,363,365.61	\$49,678,989.20	23.51%
2	San Antonio	\$32,476,104.27	\$28,190,805.55	15.20%
3	Dallas	\$28,297,769.01	\$23,350,387.14	21.18%
4	Austin	\$24,473,134.25	\$18,285,074.62	33.84%
5	Fort Worth	\$15,521,986.63	\$13,109,870.12	18.39%
6	Arlington	\$13,509,606.78	\$9,299,347.76	45.27%
7	El Paso	\$9,033,540.62	\$7,759,741.39	16.41%
8	Frisco	\$9,006,873.96	\$7,215,054.43	24.83%
9	Round Rock	\$8,885,443.30	\$5,566,396.77	59.62%
10	Amarillo	\$7,480,368.34	\$6,541,063.81	14.36%
11	Plano	\$7,468,710.95	\$6,337,482.67	17.84%
12	Lubbock	\$7,459,805.44	\$6,484,351.54	15.04%
13	Corpus Christi	\$7,049,836.37	\$6,425,773.81	9.71%
14	Irving	\$6,663,394.25	\$5,802,678.64	14.83%
15	McAllen	\$6,336,401.51	\$5,149,435.53	23.05%
16	McKinney	\$6,023,721.55	\$5,050,295.79	19.27%
17	Grand Prairie	\$5,976,565.62	\$5,004,484.94	19.42%
18	Conroe	\$4,968,995.73	\$3,830,393.87	29.72%
19	Midland	\$4,856,718.17	\$6,015,290.50	-19.26%
20	Sugar Land	\$4,617,353.24	\$3,698,439.50	24.84%
21	Odessa	\$4,359,251.21	\$3,886,046.16	12.17%
22	Tyler	\$4,290,319.71	\$3,670,364.45	16.89%
23	Abilene	\$4,279,343.53	\$3,692,505.30	15.89%
24	Coppell	\$4,267,023.36	\$3,201,507.69	33.28%
25	Mesquite	\$4,066,953.49	\$3,537,090.33	14.98%
26	Laredo	\$3,994,063.99	\$3,236,487.68	23.40%
27	Waco	\$3,987,666.10	\$3,358,924.06	18.71%
28	Brownsville	\$3,951,850.50	\$3,211,567.10	23.05%
29	Lewisville	\$3,945,753.90	\$3,509,226.70	12.43%
30	New Braunfels	\$3,898,214.56	\$2,988,663.67	30.43%