



April 2021

Sales, Use and Accommodation Tax Report

The Lake Havasu City Sales, Use and Accommodation Tax Report examines taxes collected during the month of March 2021 by businesses and vendors, which were reported and remitted to the Arizona Department of Revenue in April 2021. Tax collection information is provided by Arizona Department of Revenue.

Sales Tax

Fiscal Year to Date (FYTD) April 2021 sales tax collections are 64.4% above budget and 25.8% above prior year. The month of April is 56.2% above prior year.

Fiscal YTD vs. Budget

Current Year Actual 2021 FYTD	Budget 2021 FYTD	% Increase/Decrease over Budget
\$ 25,211,931	\$ 15,336,961	64.4%

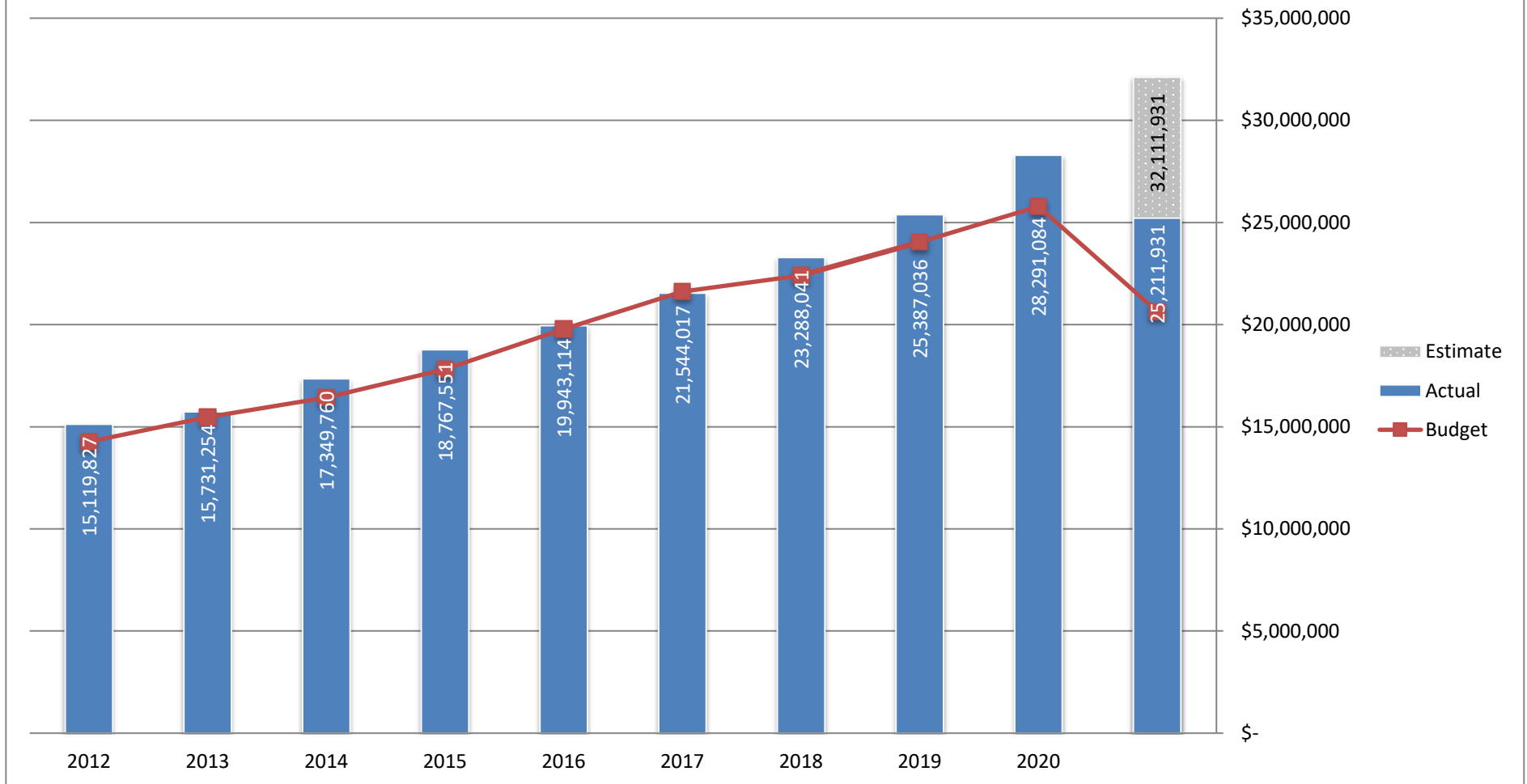
Fiscal YTD vs. Prior Fiscal YTD

Current Year Actual 2021 FYTD	Prior Year Actual 2020 FYTD	% Increase/Decrease over Prior FYTD
\$ 25,211,931	\$ 20,046,400	25.8%

Month vs. Month Prior Year

April 2021	April 2020	% Increase/Decrease over Prior Year
\$ 3,485,718	\$ 2,231,199	56.2%

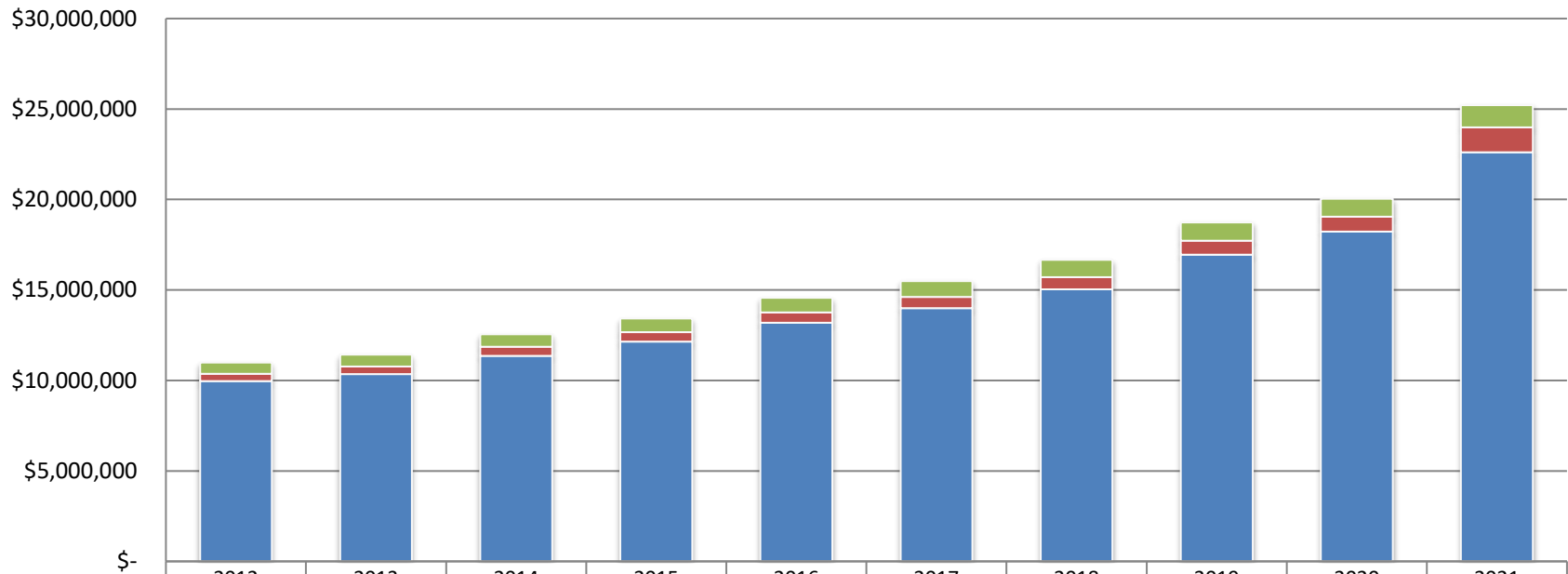
Lake Havasu City Sales Tax Revenue by Fiscal Year 2020-2021



Lake Havasu City

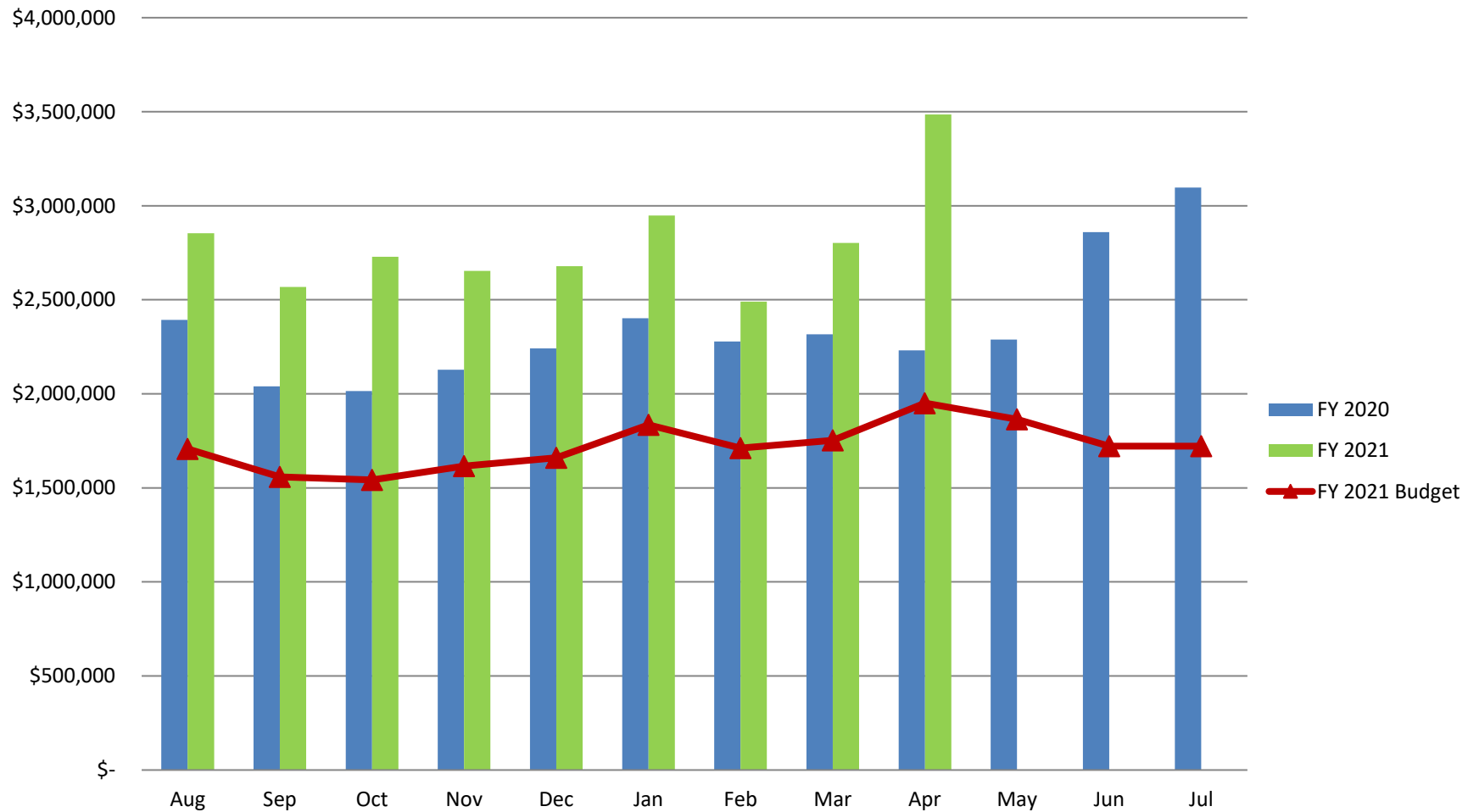
Total Tax Collected - Fiscal Year to Date

April 2021

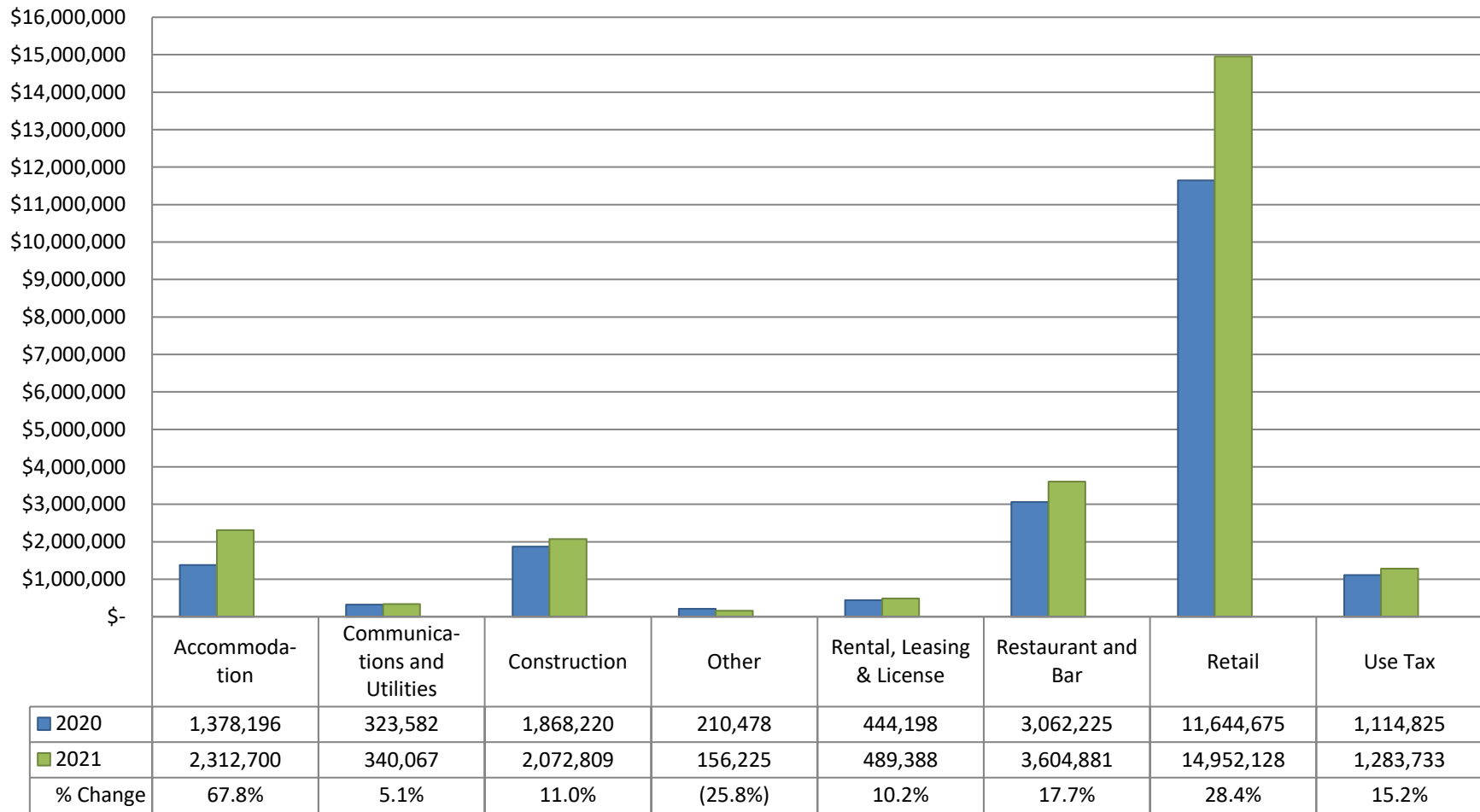


	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
■ Restaurant & Bar Add'l 1%	606,461	641,737	692,059	769,085	819,222	868,961	955,674	1,008,150	994,940	1,221,454
■ Hotel/Motel Add'l 3%	414,770	419,193	499,156	518,264	559,401	618,080	675,356	773,194	823,141	1,382,875
■ 2% City Sales Tax Collected	9,959,858	10,357,463	11,357,206	12,142,862	13,194,561	14,002,726	15,039,082	16,944,727	18,228,319	22,607,603

Lake Havasu City Total Sales Tax by Month Fiscal Year 2020 versus 2021



Lake Havasu City **Sales Tax Collections by Industry** **FYTD 2020 vs. FYTD 2021**



Retail Sales

April retail sales tax collections have Increased by \$625,620 or 43.7% compared to the same period last year. Fiscal Year to Date collections are 28.4% higher than last year. The largest growth is in motor vehicles and online retail. Note that the Wayfair case - requiring out-of-state online retailers to remit Arizona TPT taxes went into effect 10-1-2019.

Month vs. Month Prior Year

Month	FY 2021	FY 2020	% Increase/Decrease over Prior Year
April	\$ 2,057,589	\$ 1,431,970	43.7%

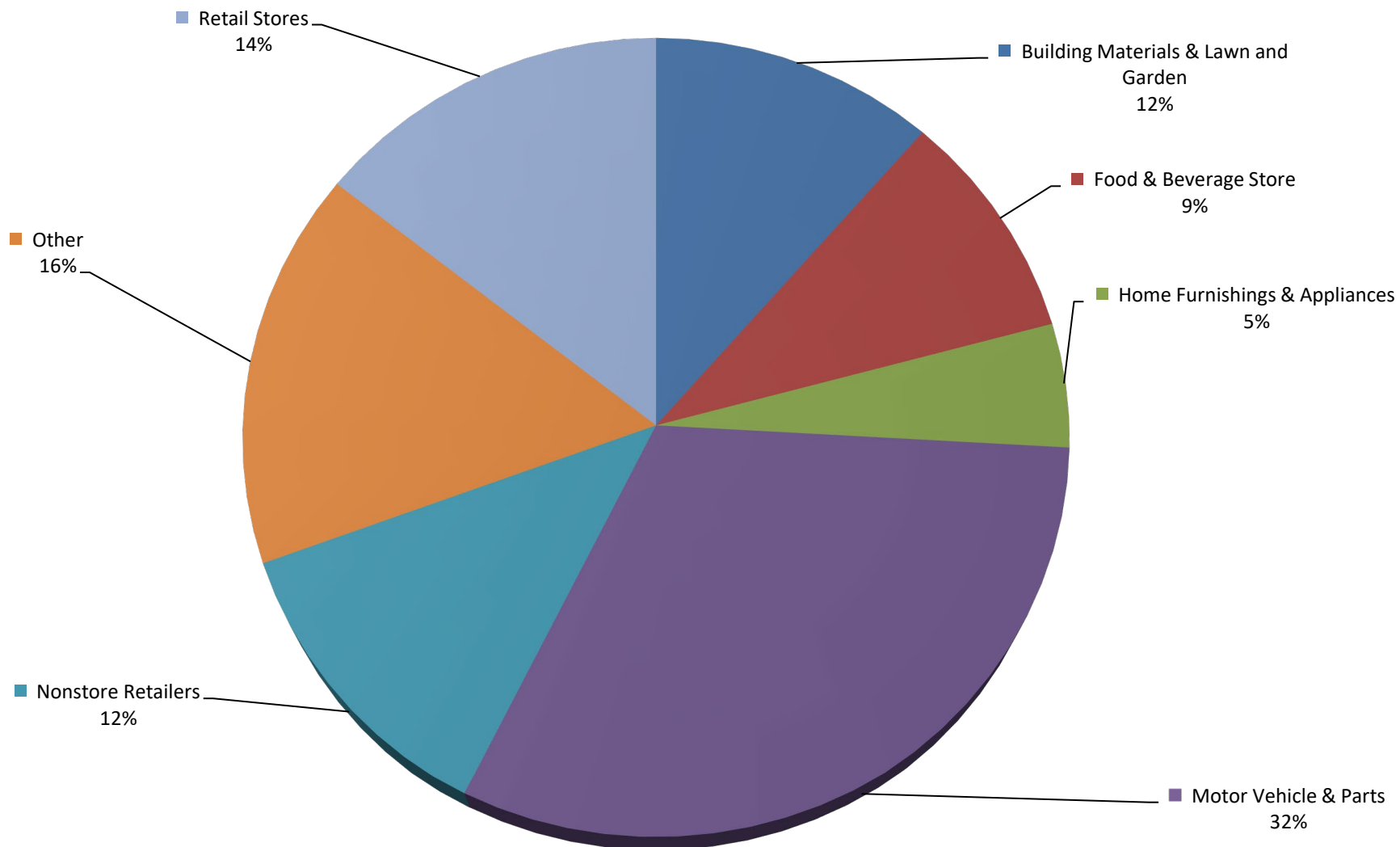
Fiscal YTD vs. Prior Fiscal YTD

2021 FYTD	2020 FYTD	% Increase/Decrease over Prior FYTD
\$ 14,952,128	\$ 11,644,675	28.4%

Month vs. Month Prior Year Retail Sales Categories

Retail Trade Categories	April 2021	April 2020	Change %
Building Materials & Lawn and Garden	\$ 258,321	\$ 184,916	39.7%
Food & Beverage Store	\$ 177,982	\$ 156,898	13.4%
Home Furnishings & Appliances	\$ 97,043	\$ 66,264	46.4%
Motor Vehicle & Parts	\$ 692,303	\$ 375,436	84.4%
Non-Store Retailers	\$ 266,984	\$ 170,033	57.0%
Other	\$ 262,510	\$ 263,200	-0.3%
Retail Stores	\$ 302,447	\$ 215,223	40.5%
Total	\$ 2,057,589	\$ 1,431,970	43.7%

Retail Sales by Category FYTD April 2021



Accommodations and Restaurant & Bar

Lake Havasu City collects an additional tax on accommodations (3%) and restaurant & bar sales (1%). The revenues generated by these additional taxes support tourism and economic development. The Partnership of Economic Development (PED) receives \$500,000 annually and the Convention & Visitor's Bureau (CVB) receives 75% of the taxes. Year to Date payments to the CVB is \$1,972,607. Note: A new agreement with the CVB took affect April 1st, this will change the amount paid from 75% to a fixed amount of \$131,534 per month for the remainder of FY 21.

Month vs. Month Prior Year

Tax Type	April 2021	April 2020	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 172,196	\$ 100,976	70.5%
Hotel/Motel Additional 3%	\$ 222,871	\$ 67,798	228.7%
2% City Sales Tax Collected	\$ 3,090,651	\$ 2,062,424	49.9%

Fiscal YTD vs. Prior Fiscal YTD

Tax Type	2021 FYTD	2020 FYTD	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 1,221,454	\$ 994,940	22.8%
Hotel/Motel Additional 3%	\$ 1,382,875	\$ 823,141	68.0%
2% City Sales Tax Collected	\$ 22,607,603	\$ 18,228,319	24.0%