



July 2020

Sales, Use and Accommodation Tax Report

The Lake Havasu City Sales, Use and Accommodation Tax Report examines taxes collected during the month of June 2020 by businesses and vendors, which were reported and remitted to the Arizona Department of Revenue in July 2020. Tax collection information is provided by Arizona Department of Revenue.

Sales Tax

Fiscal Year to Date (FYTD) July 2020 sales tax collections are 9.7% above budget and 11.4% above prior year. The month of July is 42.6% above prior year.

Fiscal YTD vs. Budget

| Current Year Actual 2020 FYTD | Budget 2020 FYTD | % Increase/Decrease over Budget |
|----------------------------------|---------------------|------------------------------------|
| \$ 28,291,084 | \$ 25,781,000 | 9.7% |

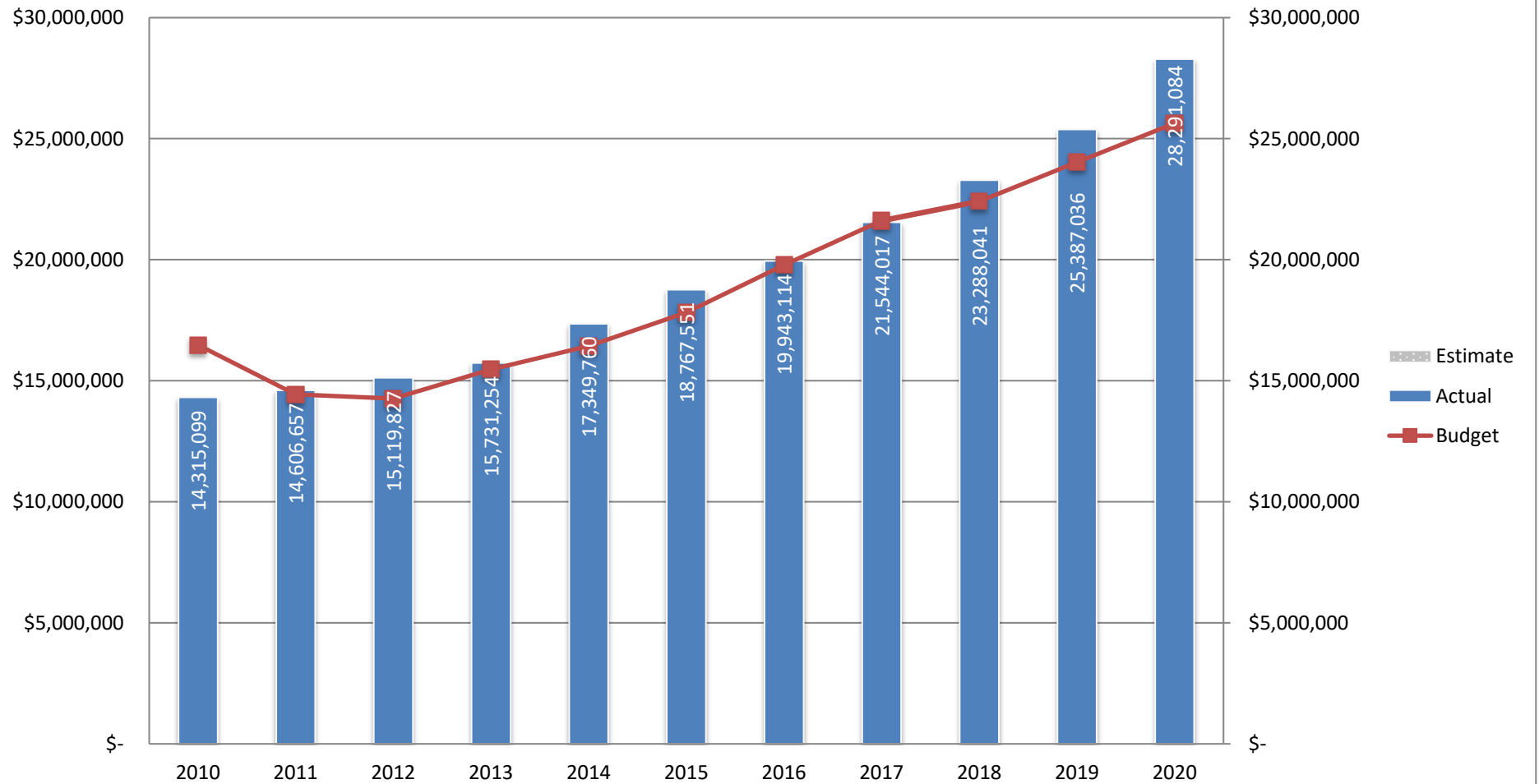
Fiscal YTD vs. Prior Fiscal YTD

| Current Year Actual 2020 FYTD | Prior Year Actual 2019 FYTD | % Increase/Decrease over Prior FYTD |
|----------------------------------|--------------------------------|--|
| \$ 28,291,084 | \$ 25,387,036 | 11.4% |

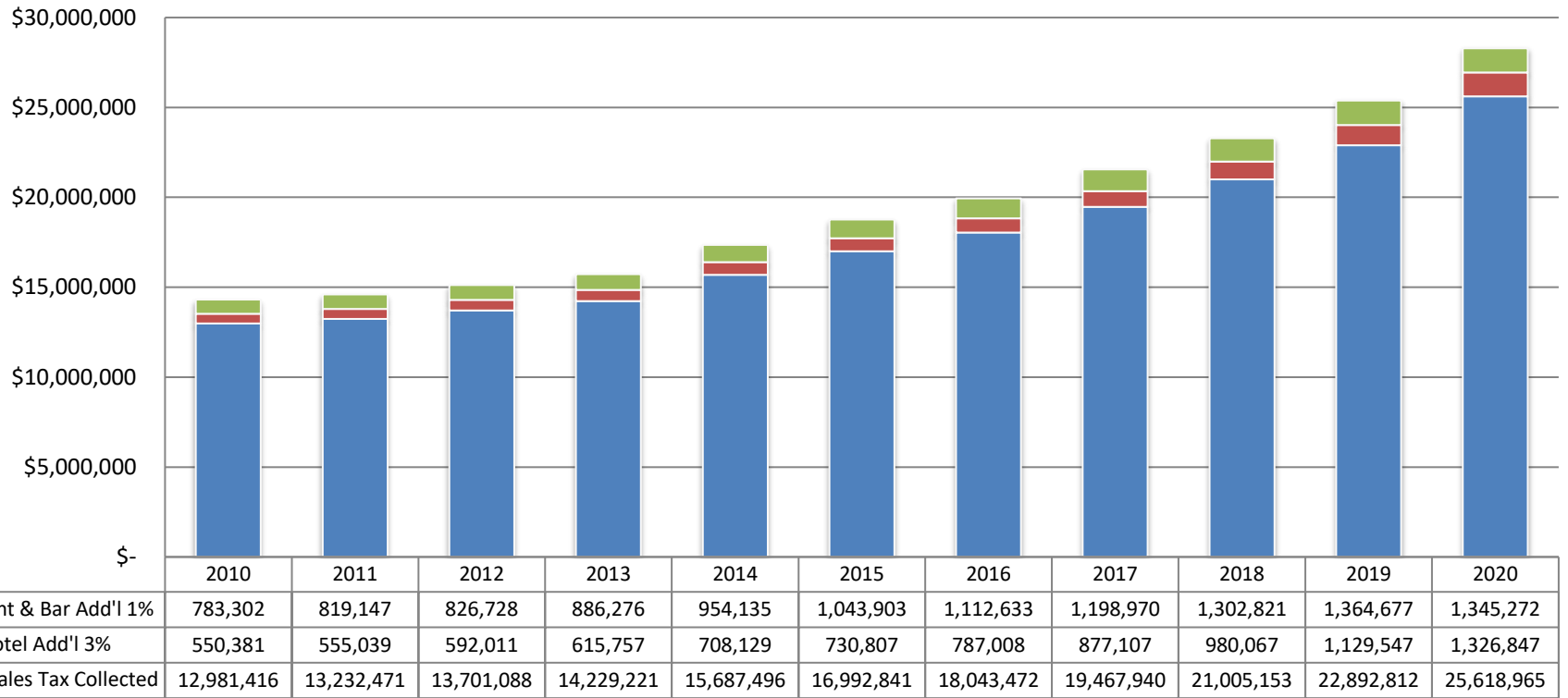
Month vs. Month Prior Year

| July 2020 | July 2019 | % Increase/Decrease over Prior Year |
|--------------|--------------|--|
| \$ 3,097,271 | \$ 2,172,733 | 42.6% |

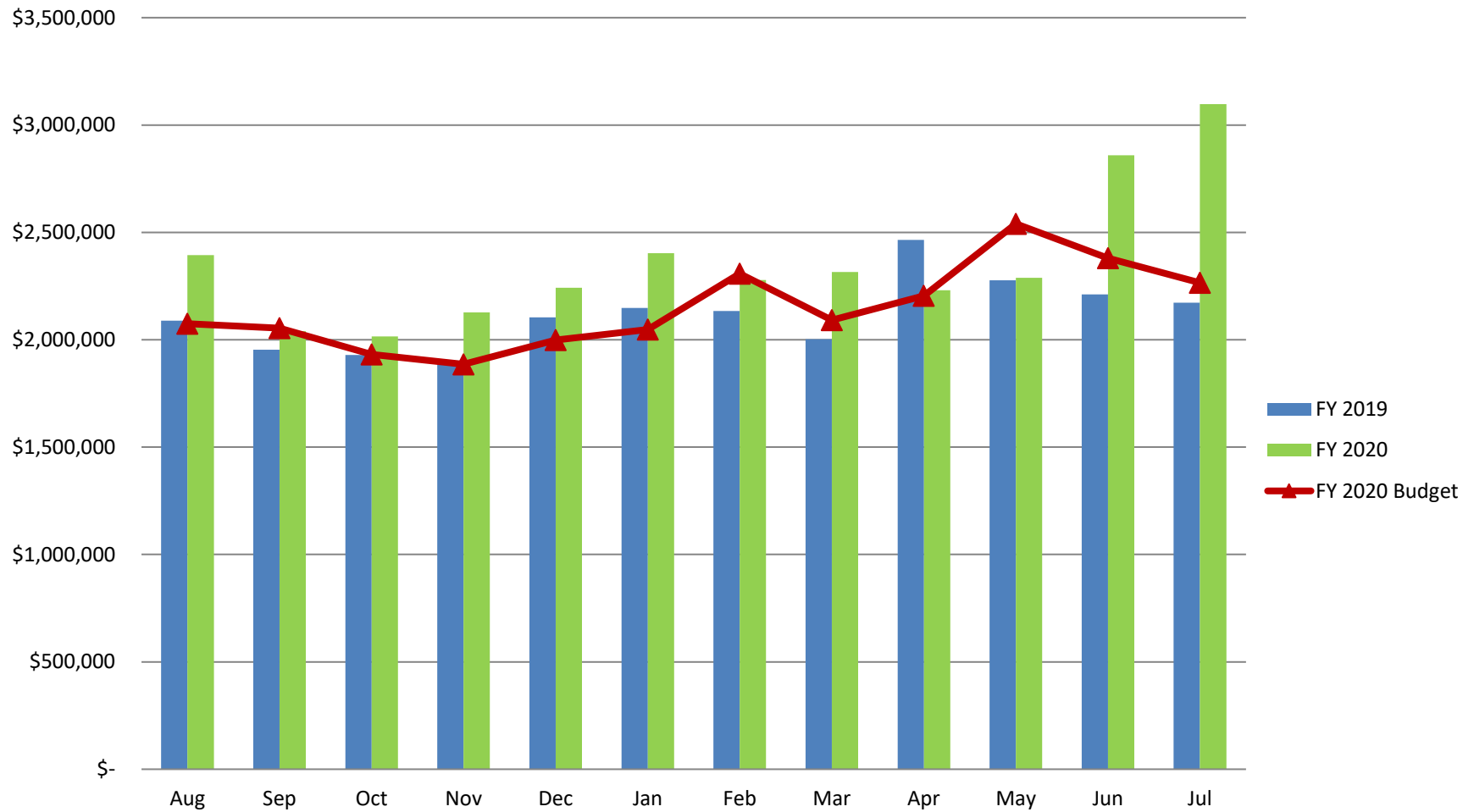
Lake Havasu City Sales Tax Revenue by Fiscal Year 2010-2020



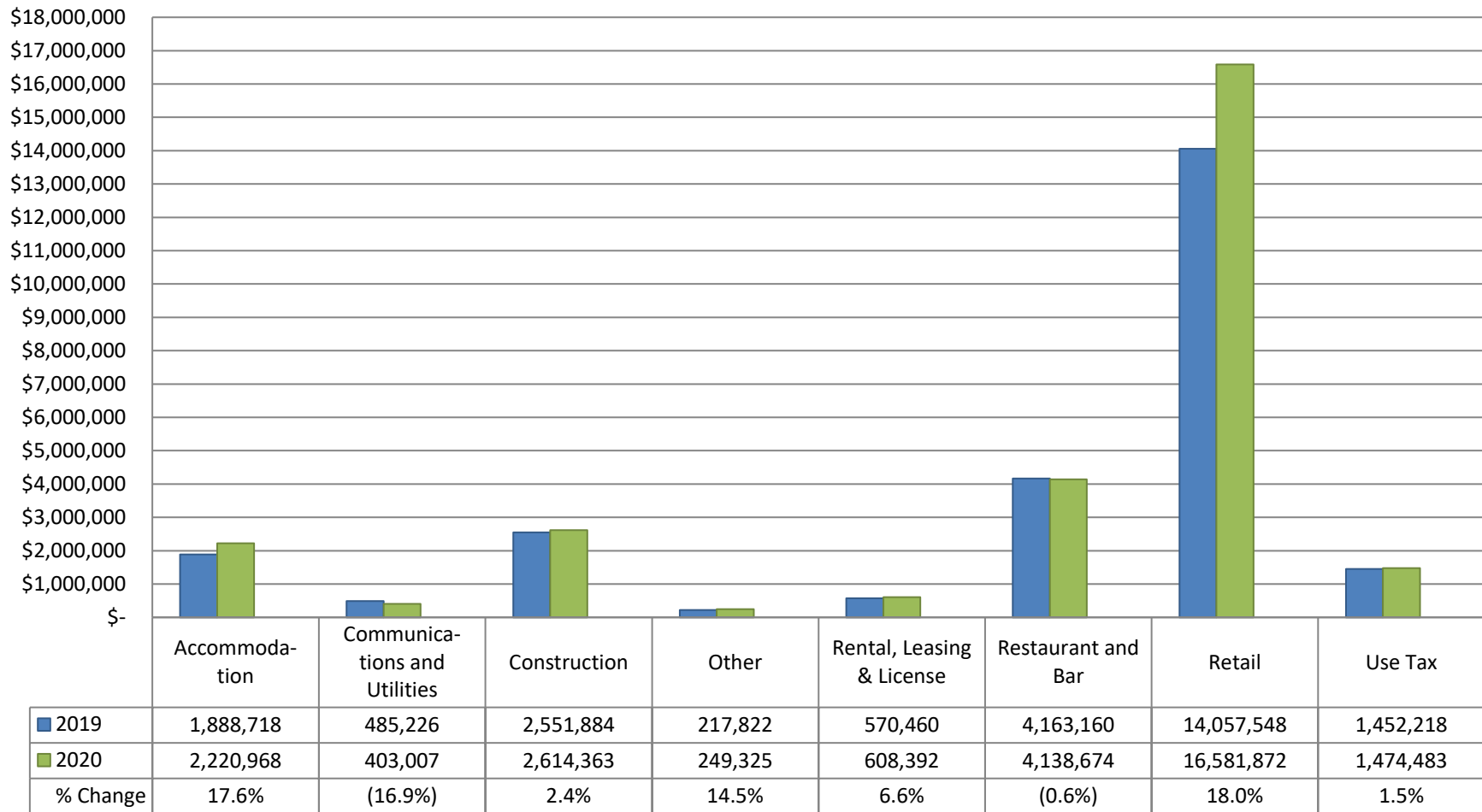
Lake Havasu City Total Tax Collected - Fiscal Year to Date July 2020



Lake Havasu City Total Sales Tax by Month Fiscal Year 2019 versus 2020



Lake Havasu City **Sales Tax Collections by Industry** **FYTD 2019 vs. FYTD 2020**



Retail Sales

July retail sales tax collections have Increased by \$575,443 or 49.0% compared to the same period last year. Fiscal Year to Date collections are 18.0% higher than last year.

Month vs. Month Prior Year

| Month | FY 2020 | FY 2019 | % Increase/Decrease over Prior Year |
|-------|--------------|--------------|-------------------------------------|
| July | \$ 1,749,897 | \$ 1,174,453 | 49.0% |

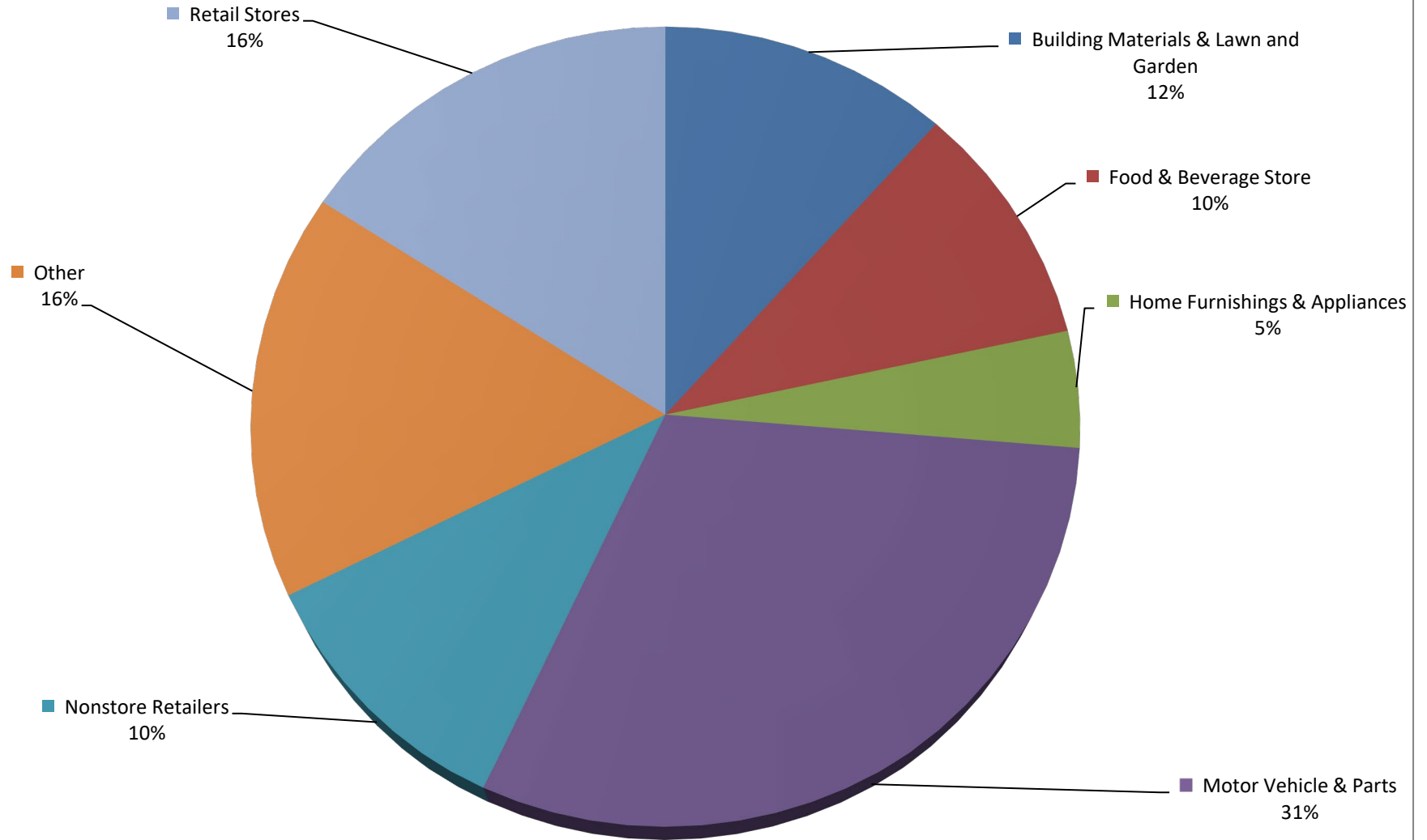
Fiscal YTD vs. Prior Fiscal YTD

| 2020 FYTD | 2019 FYTD | % Increase/Decrease over Prior FYTD |
|---------------|---------------|-------------------------------------|
| \$ 16,581,872 | \$ 14,057,548 | 18.0% |

Month vs. Month Prior Year Retail Sales Categories

| Retail Trade Categories | July 2020 | July 2019 | Change % |
|--------------------------------------|---------------------|---------------------|--------------|
| Building Materials & Lawn and Garden | \$ 187,734 | \$ 138,476 | 35.6% |
| Food & Beverage Store | \$ 156,225 | \$ 118,009 | 32.4% |
| Home Furnishings & Appliances | \$ 73,295 | \$ 62,317 | 17.6% |
| Motor Vehicle & Parts | \$ 614,667 | \$ 416,604 | 47.5% |
| Non-Store Retailers | \$ 187,103 | \$ 89,425 | 109.2% |
| Other | \$ 288,847 | \$ 149,661 | 93.0% |
| Retail Stores | \$ 242,025 | \$ 199,961 | 21.0% |
| Total | \$ 1,749,897 | \$ 1,174,453 | 49.0% |

Retail Sales by Category FYTD July 2020



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 are disbursed to the Partnership for Economic Development (PED) (25%) and Convention & Visitors Bureau (CVB) (75%).

Month vs. Month Prior Year

| Tax Type | July 2020 | July 2019 | % Increase/Decrease over Prior Year |
|--------------------------------|--------------|--------------|-------------------------------------|
| Restaurant & Bar Additional 1% | \$ 149,949 | \$ 112,414 | 33.4% |
| Hotel/Motel Additional 3% | \$ 217,004 | \$ 123,542 | 75.7% |
| 2% City Sales Tax Collected | \$ 2,730,318 | \$ 1,936,777 | 41.0% |

Fiscal YTD vs. Prior Fiscal YTD

| Tax Type | 2020 FYTD | 2019 FYTD | % Increase/Decrease over Prior Year |
|--------------------------------|---------------|---------------|-------------------------------------|
| Restaurant & Bar Additional 1% | \$ 1,345,272 | \$ 1,364,677 | -1.4% |
| Hotel/Motel Additional 3% | \$ 1,326,847 | \$ 1,129,547 | 17.5% |
| 2% City Sales Tax Collected | \$ 25,618,965 | \$ 22,892,812 | 11.9% |