



March 2021

Sales, Use and Accommodation Tax Report

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

Sales Tax

Fiscal Year to Date (FYTD) March 2021 sales tax collections are 62.3% above budget and 22.0% above prior year. The month of March is 21% above prior year.

Fiscal YTD vs. Budget

Current Year Actual 2021 FYTD	Budget 2021 FYTD	% Increase/Decrease over Budget
\$ 21,726,213	\$ 13,386,139	62.3%

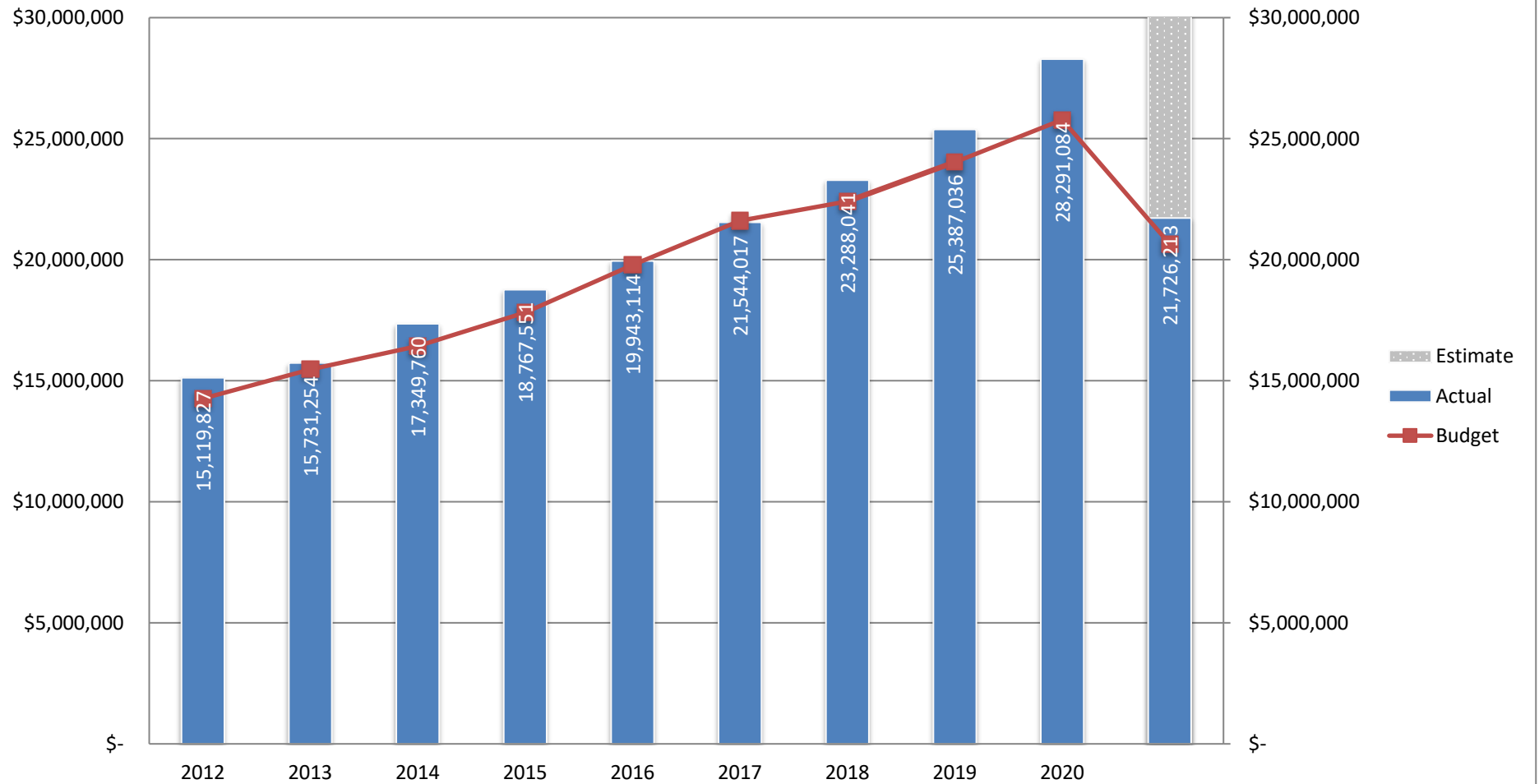
Fiscal YTD vs. Prior Fiscal YTD

Current Year Actual 2021 FYTD	Prior Year Actual 2020 FYTD	% Increase/Decrease over Prior FYTD
\$ 21,726,213	\$ 17,815,201	22.0%

Month vs. Month Prior Year

March 2021	March 2020	% Increase/Decrease over Prior Year
\$ 2,802,521	\$ 2,316,102	21.0%

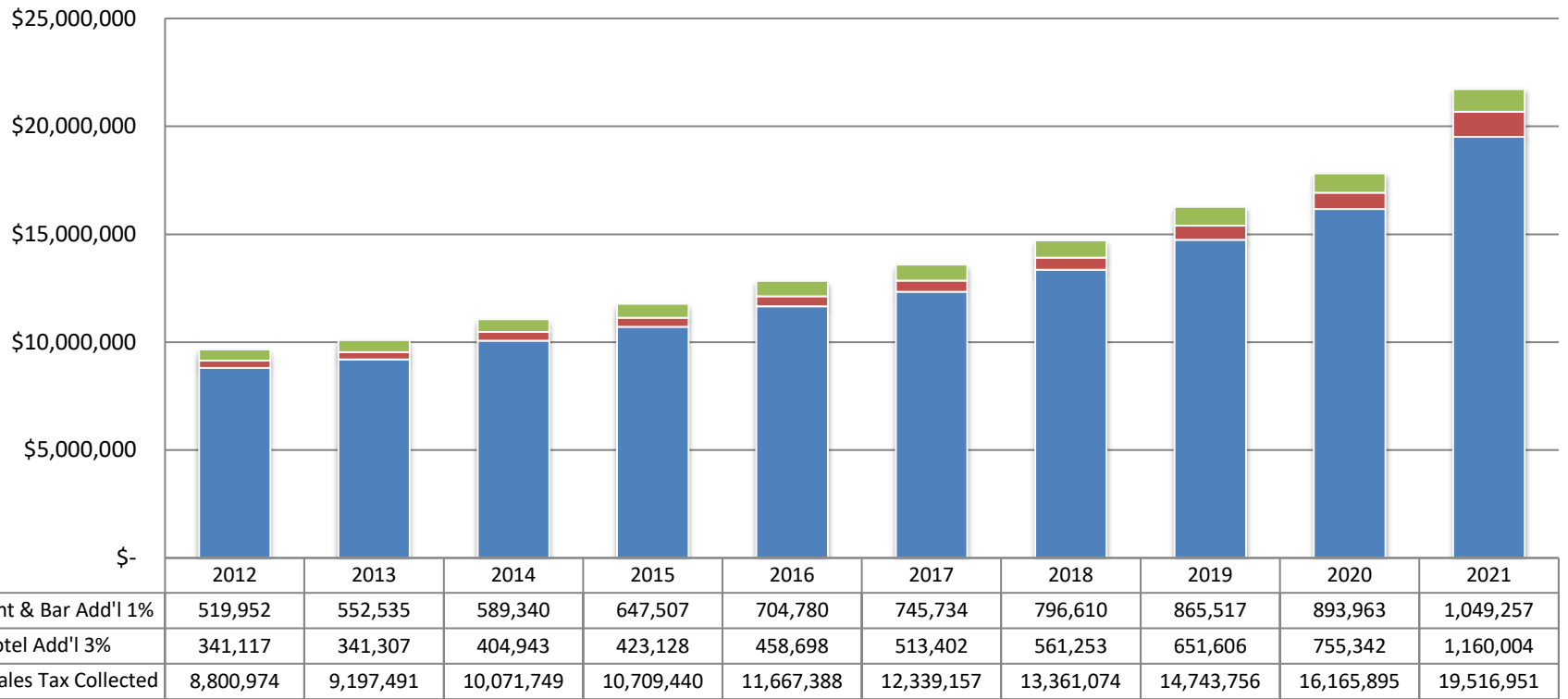
Lake Havasu City Sales Tax Revenue by Fiscal Year 2020-2021



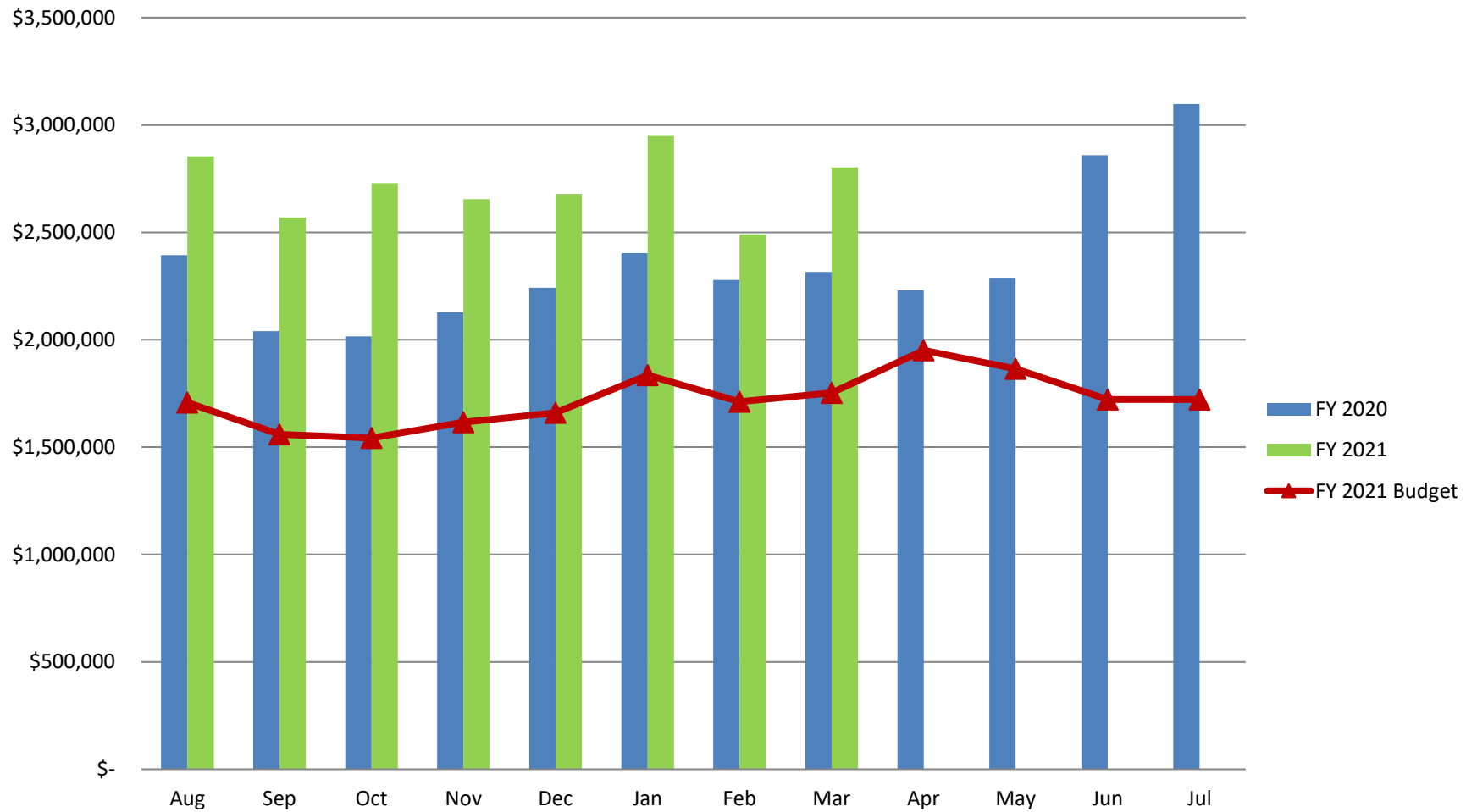
Lake Havasu City

Total Tax Collected - Fiscal Year to Date

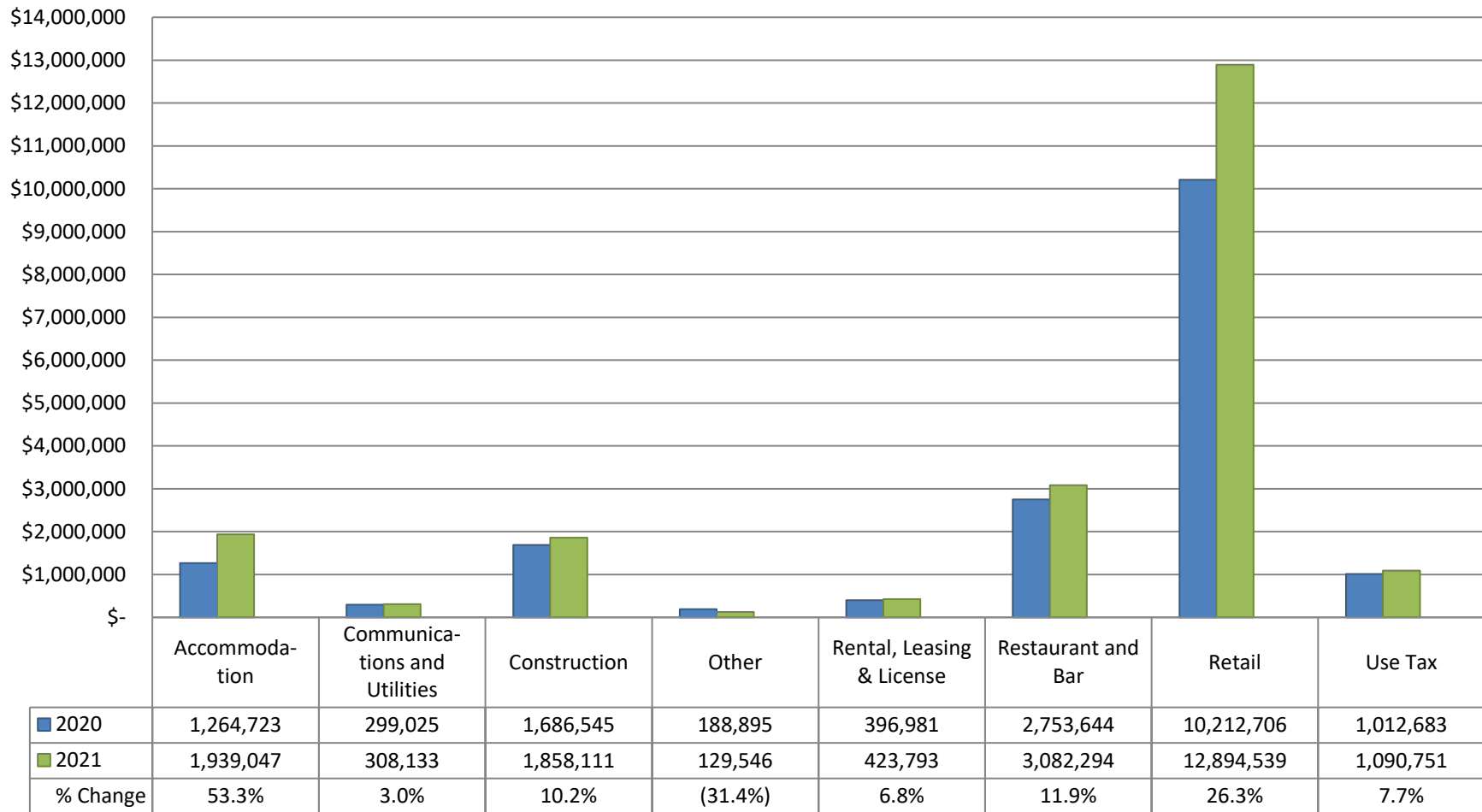
March 2021



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

March retail sales tax collections have Increased by \$327,127 or 24.1% compared to the same period last year. Fiscal Year to Date collections are 26.3% higher than last year. 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
March	\$ 1,685,413	\$ 1,358,287	24.1%

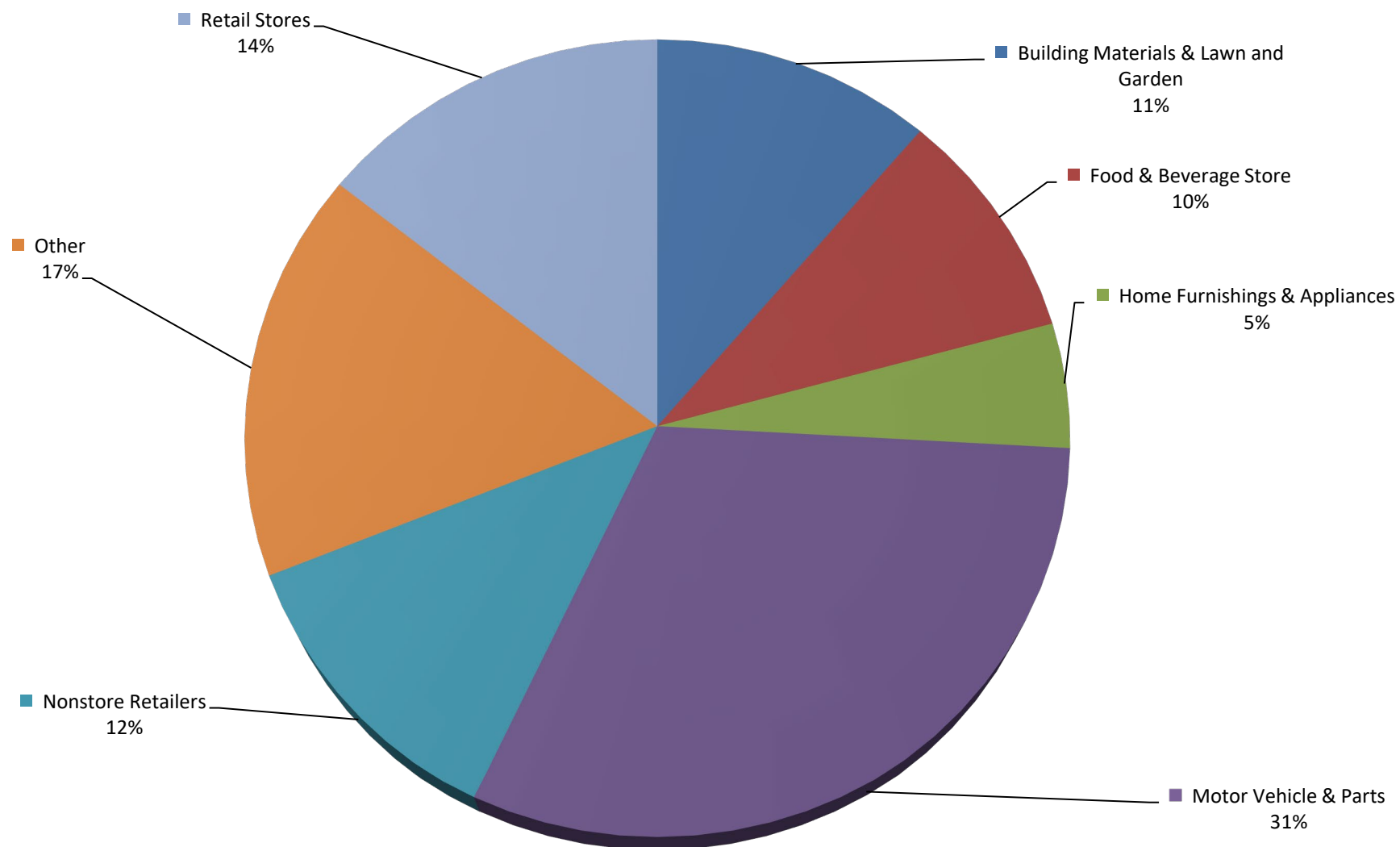
Fiscal YTD vs. Prior Fiscal YTD

2021 FYTD	2020 FYTD	% Increase/Decrease over Prior FYTD
\$ 12,894,539	\$ 10,212,706	26.3%

Month vs. Month Prior Year Retail Sales Categories

Retail Trade Categories	March 2021	March 2020	Change %
Building Materials & Lawn and Garden	\$ 209,374	\$ 166,832	25.5%
Food & Beverage Store	\$ 169,734	\$ 129,982	30.6%
Home Furnishings & Appliances	\$ 79,421	\$ 68,498	15.9%
Motor Vehicle & Parts	\$ 527,479	\$ 418,391	26.1%
Non-Store Retailers	\$ 206,445	\$ 147,870	39.6%
Other	\$ 268,877	\$ 208,840	28.7%
Retail Stores	\$ 224,083	\$ 217,874	2.8%
Total	\$ 1,685,413	\$ 1,358,287	24.1%

Retail Sales by Category FYTD March 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. A new agreement with the CVB will take 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	March 2021	March 2020	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 134,661	\$ 115,758	16.3%
Hotel/Motel Additional 3%	\$ 141,943	\$ 99,675	42.4%
2% City Sales Tax Collected	\$ 2,525,917	\$ 2,100,669	20.2%

Fiscal YTD vs. Prior Fiscal YTD

Tax Type	2021 FYTD	2020 FYTD	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 1,049,257	\$ 893,963	17.4%
Hotel/Motel Additional 3%	\$ 1,160,004	\$ 755,342	53.6%
2% City Sales Tax Collected	\$ 19,516,951	\$ 16,165,895	20.7%