



November 2020

Sales, Use and Accommodation Tax Report

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

Sales Tax

Fiscal Year to Date (FYTD) November 2020 sales tax collections are 68.2% above budget and 26.0% above prior year. The month of November is 24.7% above prior year.

Fiscal YTD vs. Budget

Current Year Actual 2021 FYTD	Budget 2021 FYTD	% Increase/Decrease over Budget
\$ 10,805,408	\$ 6,425,499	68.2%

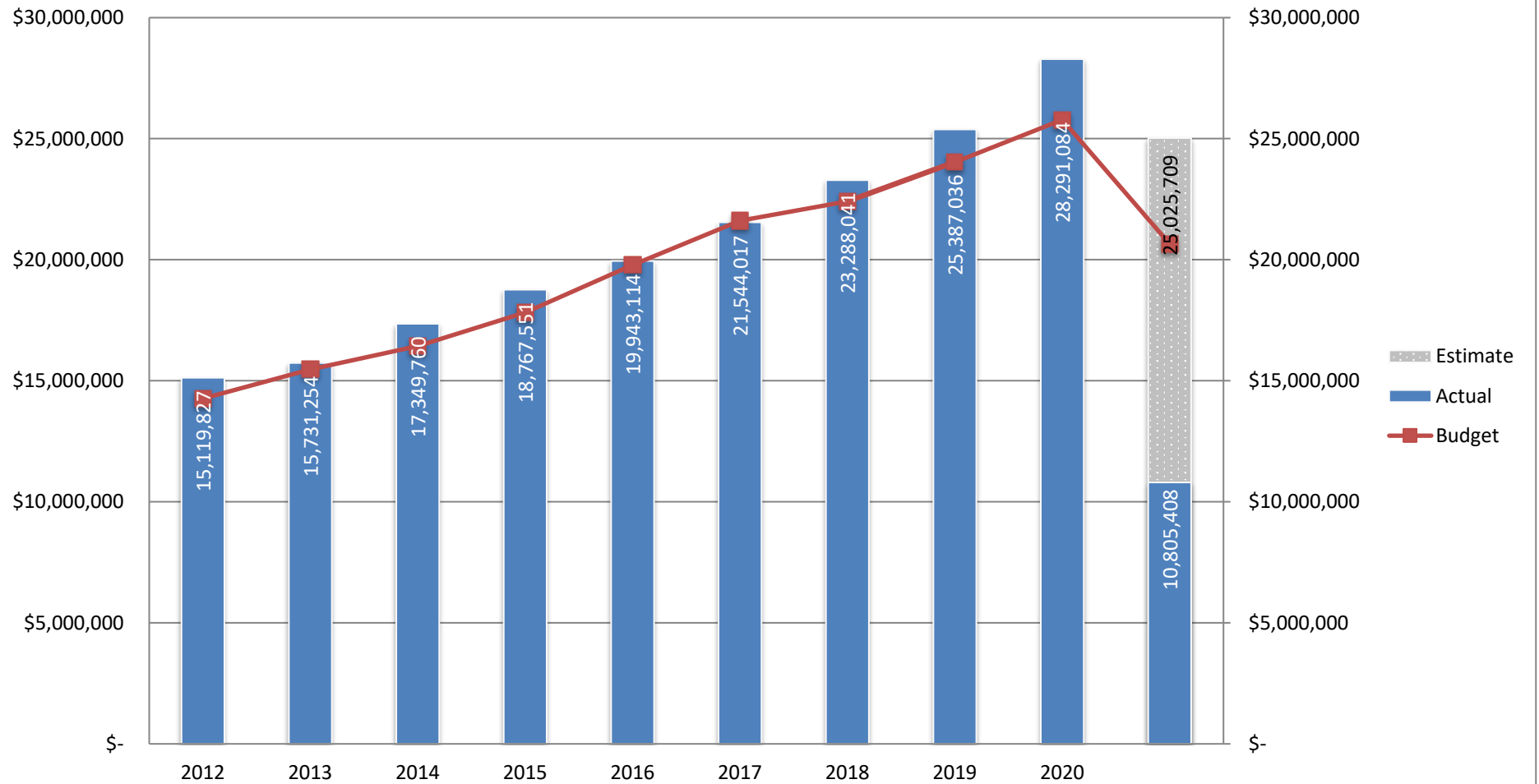
Fiscal YTD vs. Prior Fiscal YTD

Current Year Actual 2021 FYTD	Prior Year Actual 2020 FYTD	% Increase/Decrease over Prior FYTD
\$ 10,805,408	\$ 8,576,964	26.0%

Month vs. Month Prior Year

November 2020	November 2019	% Increase/Decrease over Prior Year
\$ 2,653,941	\$ 2,127,518	24.7%

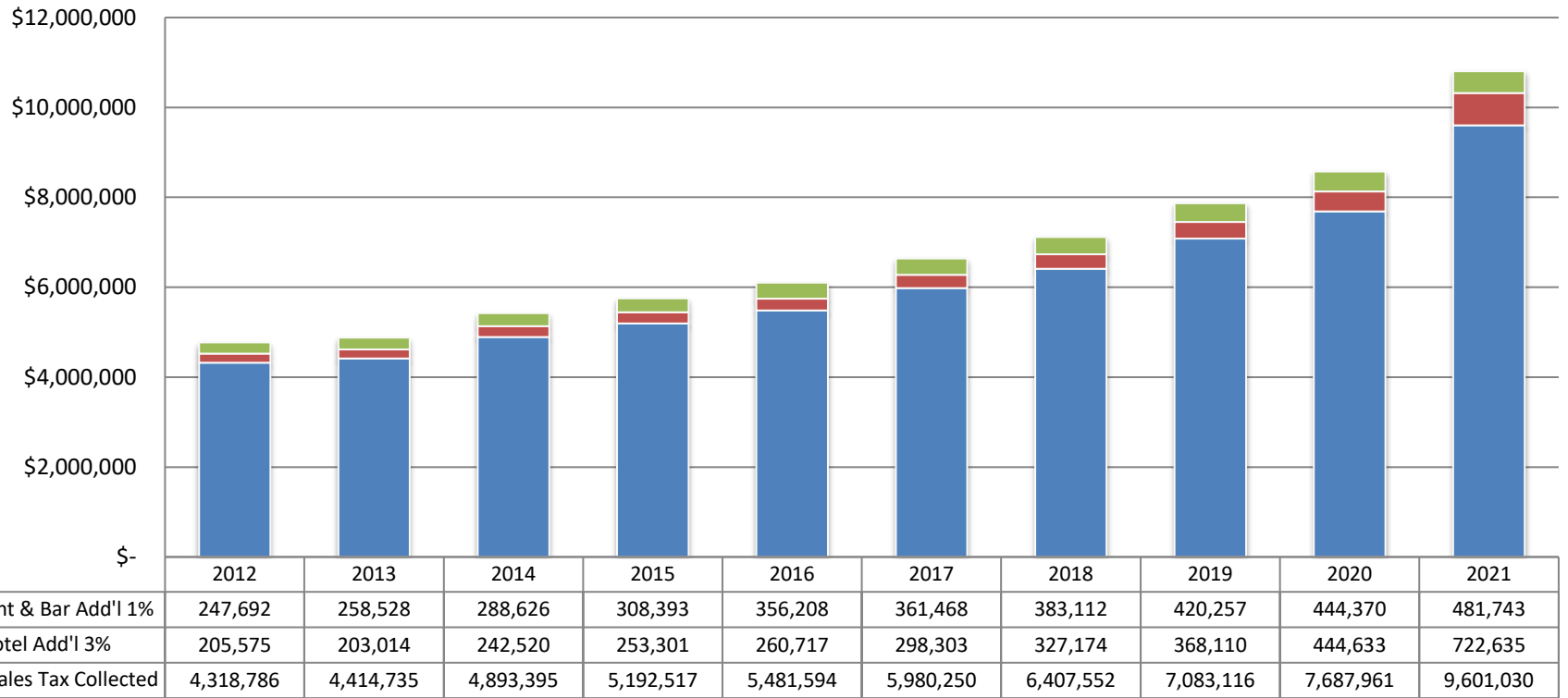
Lake Havasu City Sales Tax Revenue by Fiscal Year 2020-2021



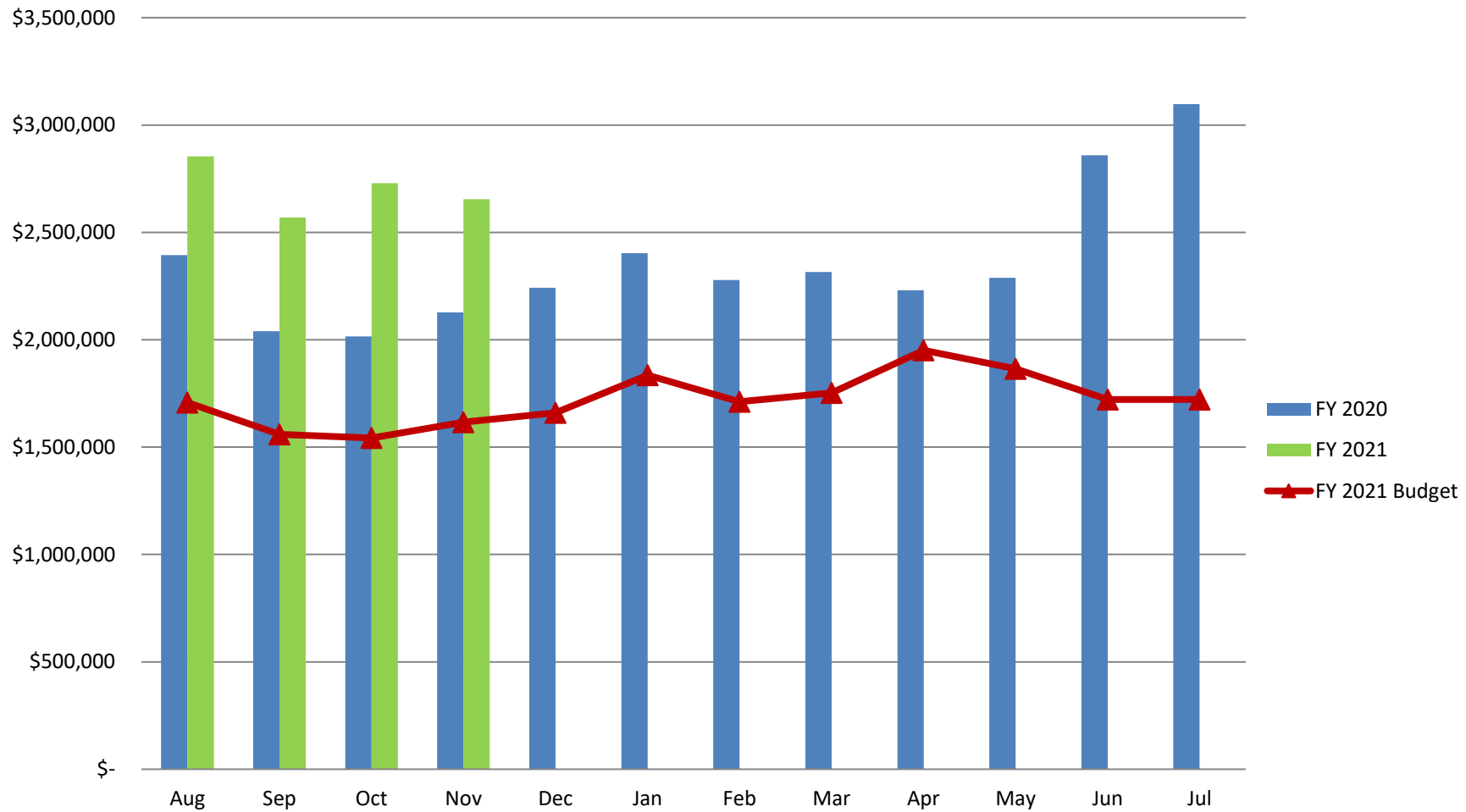
Lake Havasu City

Total Tax Collected - Fiscal Year to Date

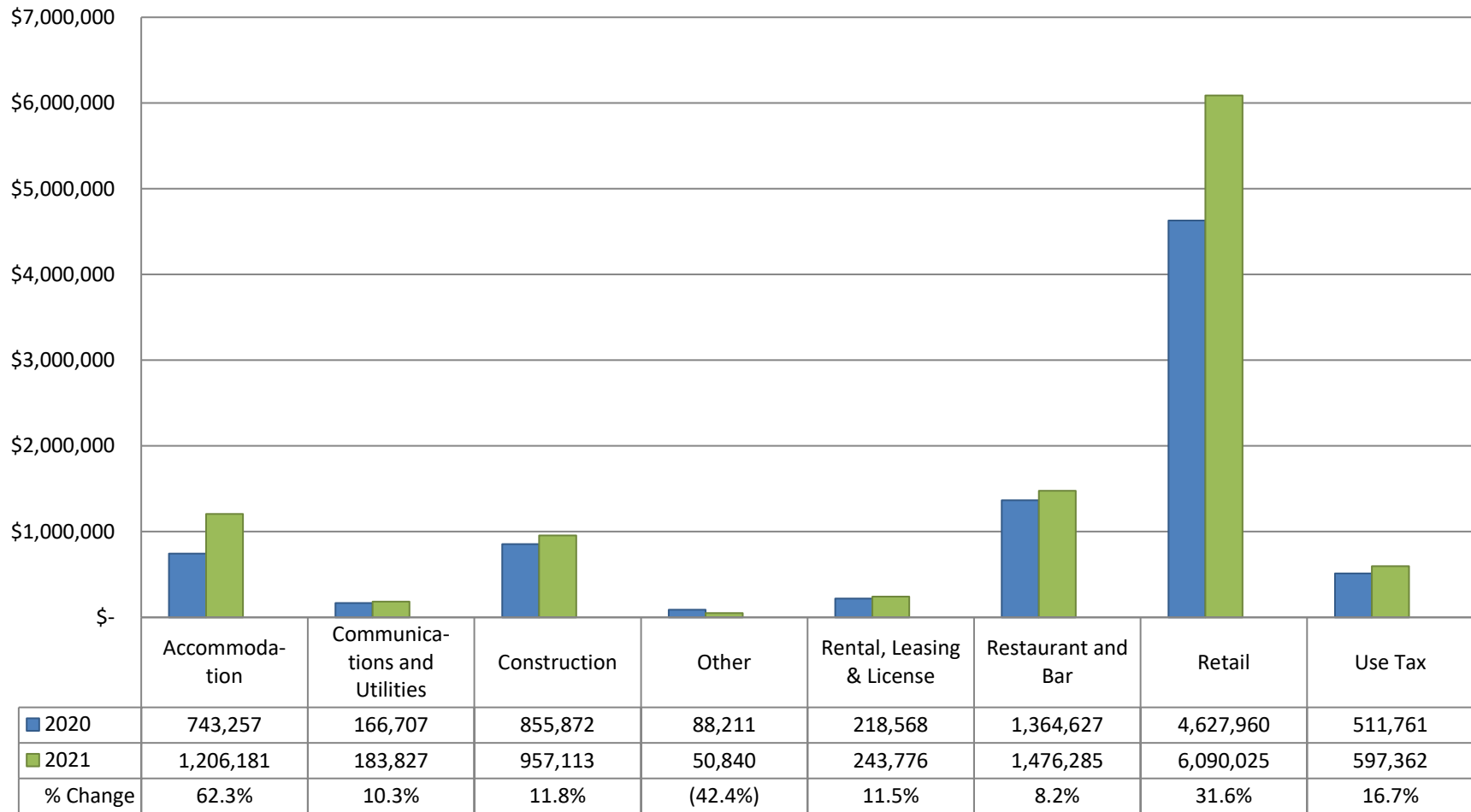
November 2020



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

November retail sales tax collections have Increased by \$329,860 or 27.3% compared to the same period last year. Fiscal Year to Date collections are 31.6% 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
November	\$ 1,538,892	\$ 1,209,032	27.3%

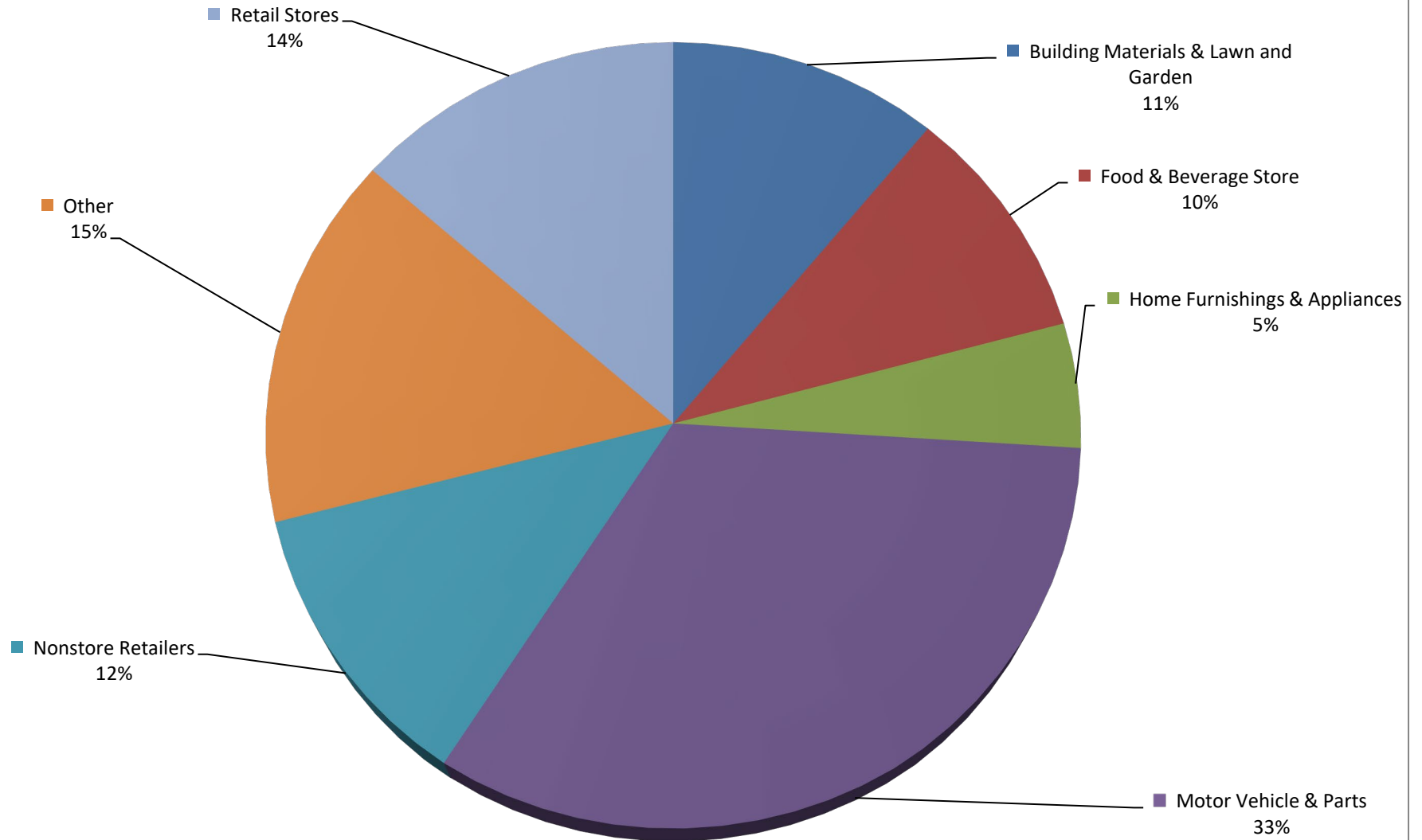
Fiscal YTD vs. Prior Fiscal YTD

2021 FYTD	2020 FYTD	% Increase/Decrease over Prior FYTD
\$ 6,090,025	\$ 4,627,960	31.6%

Month vs. Month Prior Year Retail Sales Categories

Retail Trade Categories	November 2020	November 2019	Change %
Building Materials & Lawn and Garden	\$ 184,908	\$ 178,865	3.4%
Food & Beverage Store	\$ 130,079	\$ 108,527	19.9%
Home Furnishings & Appliances	\$ 86,761	\$ 62,874	38.0%
Motor Vehicle & Parts	\$ 527,246	\$ 354,893	48.6%
Non-Store Retailers	\$ 193,135	\$ 128,818	49.9%
Other	\$ 202,611	\$ 187,591	8.0%
Retail Stores	\$ 214,152	\$ 187,465	14.2%
Total	\$ 1,538,892	\$ 1,209,032	27.3%

Retail Sales by Category FYTD November 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 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 \$1,431,730.

Month vs. Month Prior Year

Tax Type	November 2020	November 2019	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 129,458	\$ 112,008	15.6%
Hotel/Motel Additional 3%	\$ 152,540	\$ 91,967	65.9%
2% City Sales Tax Collected	\$ 2,371,943	\$ 1,923,543	23.3%

Fiscal YTD vs. Prior Fiscal YTD

Tax Type	2021 FYTD	2020 FYTD	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 481,743	\$ 444,370	8.4%
Hotel/Motel Additional 3%	\$ 722,635	\$ 444,633	62.5%
2% City Sales Tax Collected	\$ 9,601,030	\$ 7,687,961	24.9%