



March 2020

Sales, Use and Accommodation Tax Report

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

Sales Tax

Fiscal Year to Date (FYTD) March 2020 sales tax collections are 7.5% above budget and 9% above prior year. The month of March is 15.7% above prior year.

Fiscal YTD vs. Budget

Current Year Actual 2020 FYTD	Budget 2020 FYTD	% Increase/Decrease over Budget
\$ 19,987,934	\$ 18,595,544	7.5%

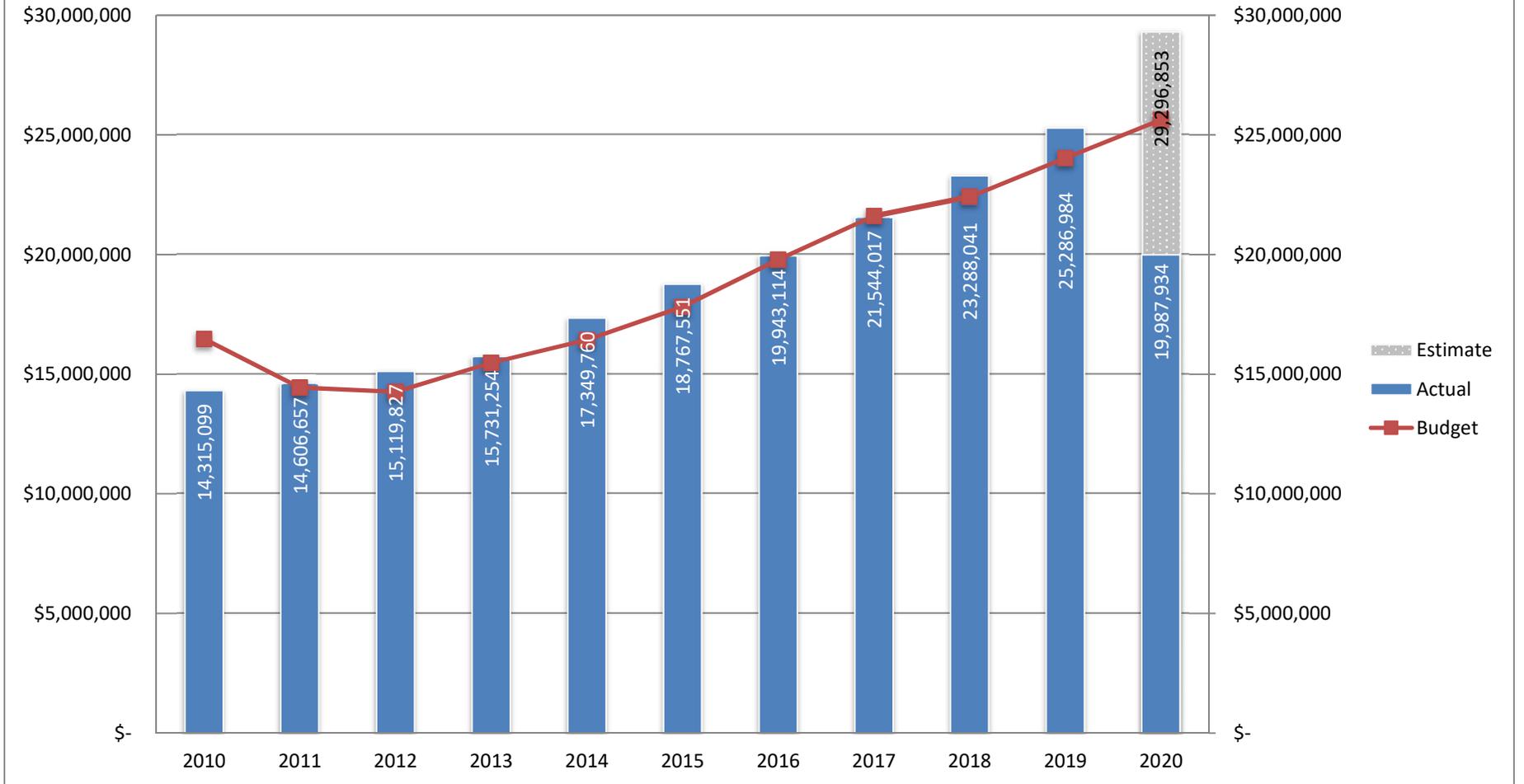
Fiscal YTD vs. Prior Fiscal YTD

Current Year Actual 2020 FYTD	Prior Year Actual 2019 FYTD	% Increase/Decrease over Prior FYTD
\$ 19,987,934	\$ 18,333,561	9.0%

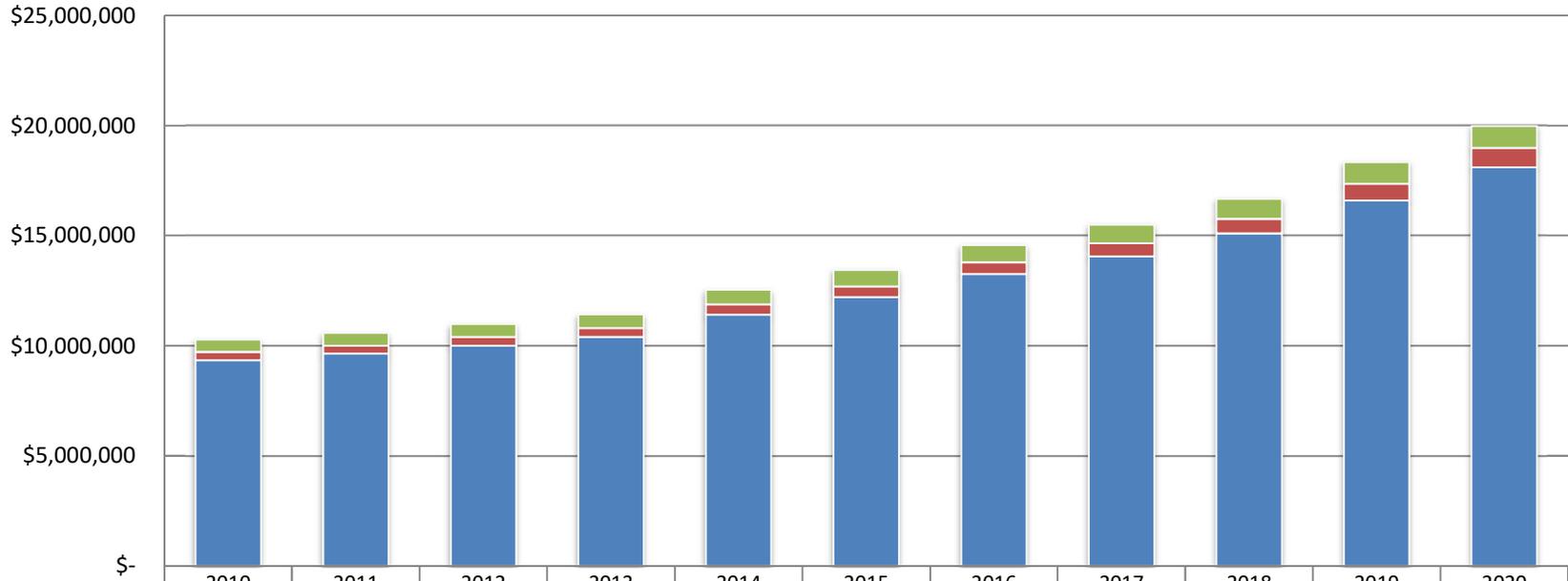
Month vs. Month Prior Year

March 2020	March 2019	% Increase/Decrease over Prior Year
\$ 2,316,102	\$ 2,002,344	15.7%

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

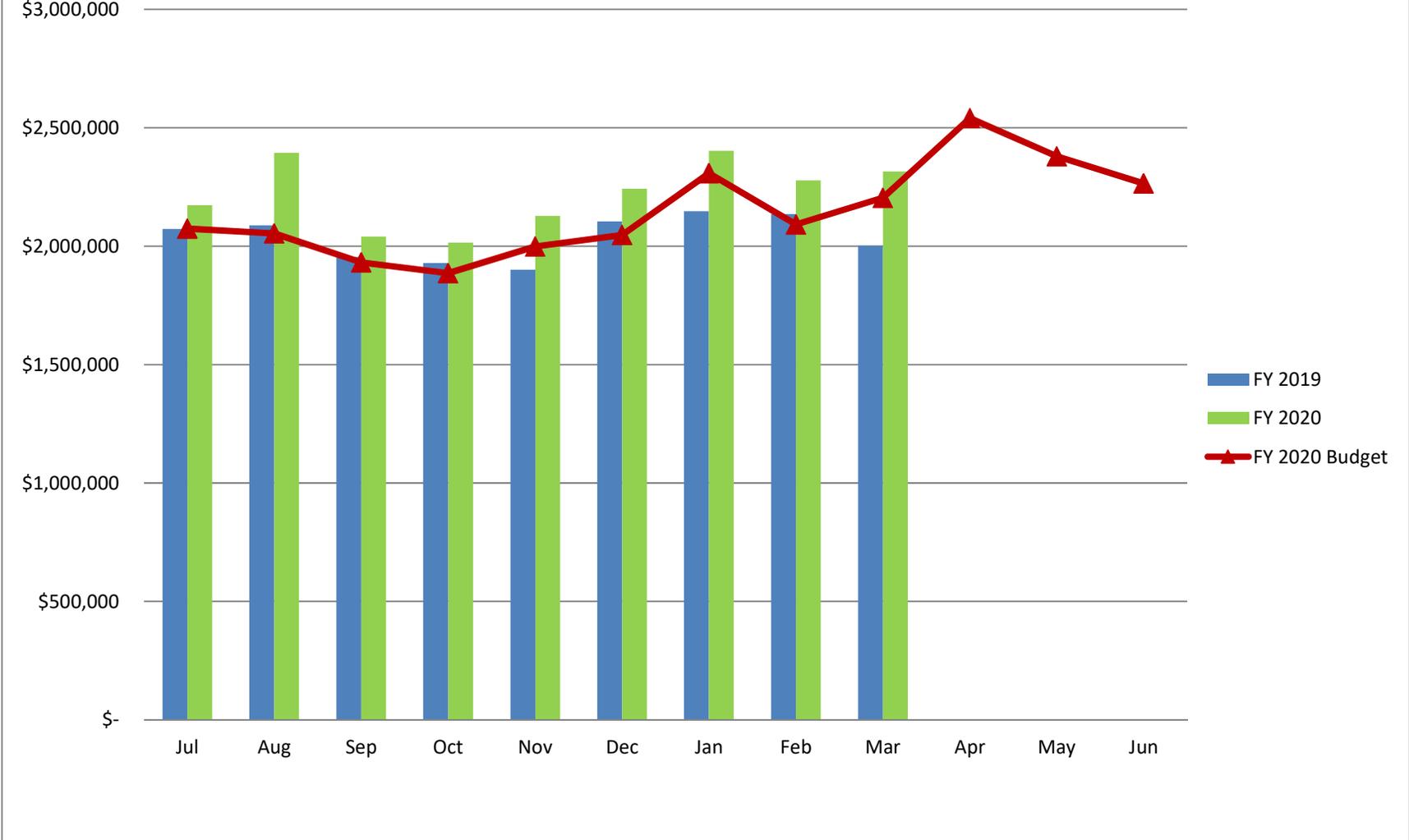


Lake Havasu City Total Tax Collected - Fiscal Year to Date March 2020

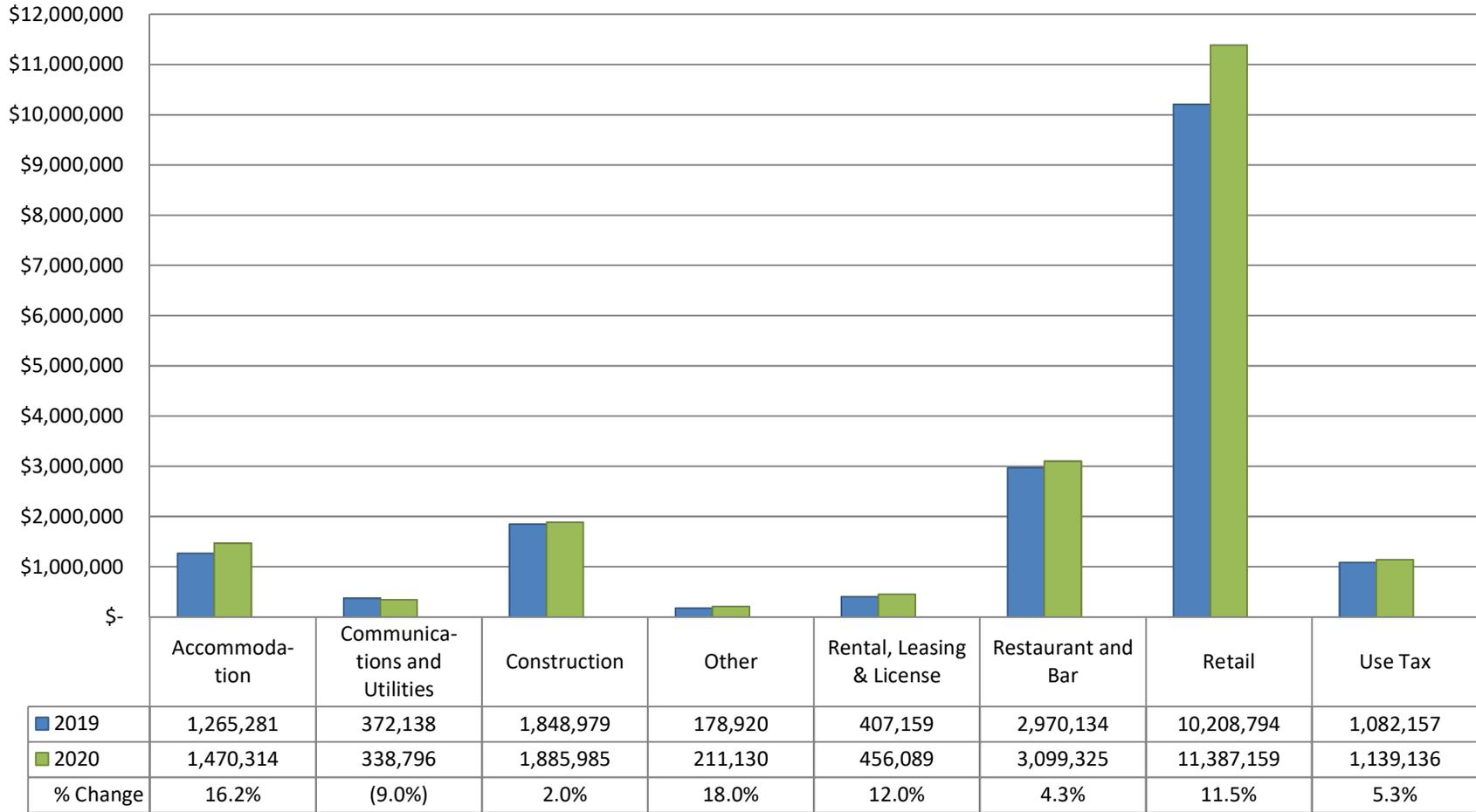


	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
■ Restaurant & Bar Add'l 1%	556,108	578,262	589,530	622,672	669,179	732,599	787,326	839,169	904,123	975,514	1,007,250
■ Hotel/Motel Add'l 3%	371,953	367,325	396,452	404,340	464,868	490,109	527,470	593,378	660,146	757,974	879,295
■ 2% City Sales Tax Collected	9,340,538	9,636,459	9,995,107	10,391,381	11,414,374	12,207,503	13,258,388	14,057,220	15,105,842	16,600,073	18,101,389

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

March retail sales tax collections have Increased by \$286,629 or 26.7% compared to the same period last year. Fiscal Year to Date collections are 11.5% higher than last year.

Month vs. Month Prior Year

Month	FY 2020	FY 2019	% Increase/Decrease over Prior Year
March	\$ 1,358,287	\$ 1,071,658	26.7%

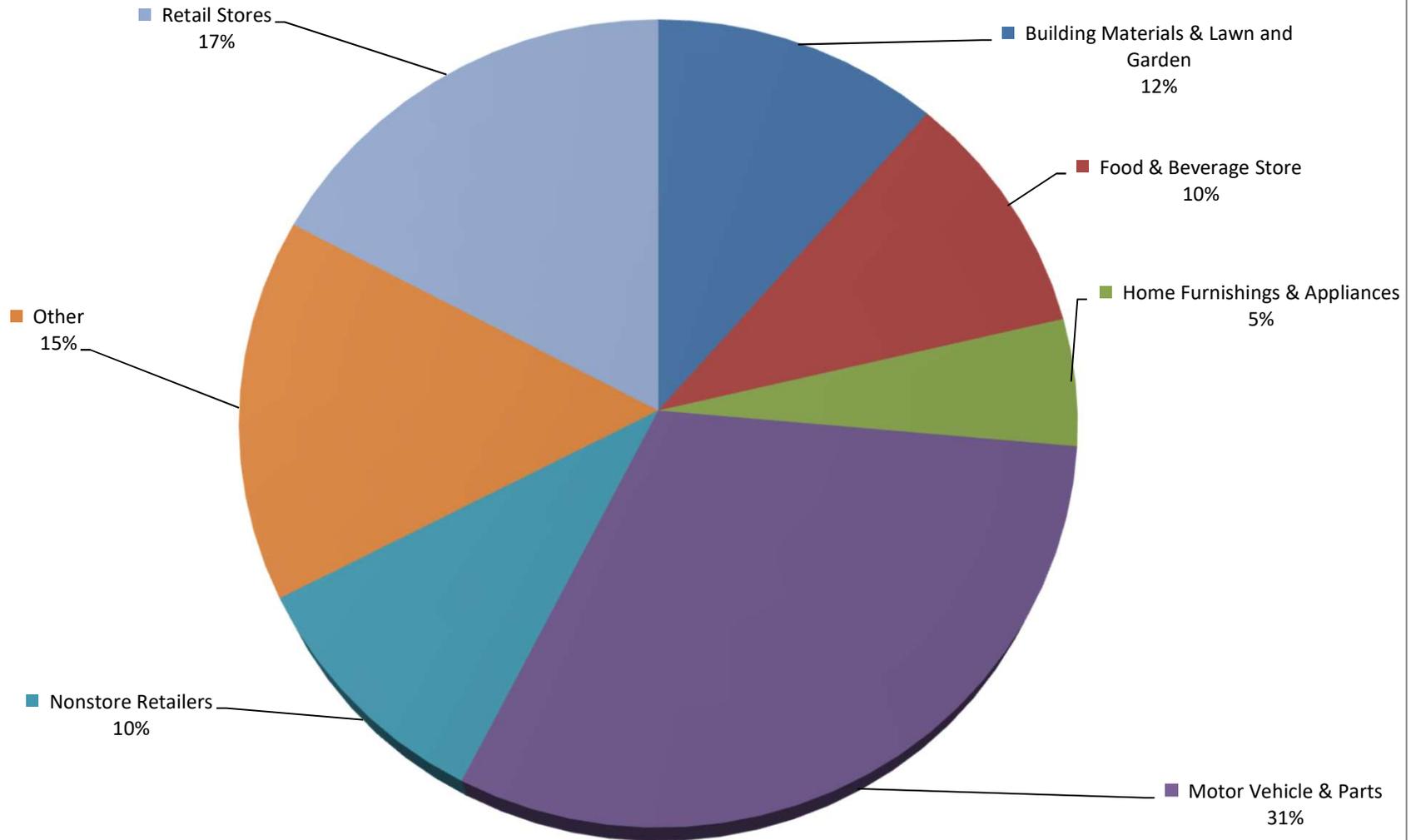
Fiscal YTD vs. Prior Fiscal YTD

2020 FYTD	2019 FYTD	% Increase/Decrease over Prior FYTD
\$ 11,387,159	\$ 10,208,794	11.5%

Month vs. Month Prior Year Retail Sales Categories

Retail Trade Categories	March 2020	March 2019	Change %
Building Materials & Lawn and Garden	\$ 166,832	\$ 130,612	27.7%
Food & Beverage Store	\$ 129,982	\$ 134,004	-3.0%
Home Furnishings & Appliances	\$ 68,498	\$ 51,802	32.2%
Motor Vehicle & Parts	\$ 418,391	\$ 327,222	27.9%
Non-Store Retailers	\$ 147,870	\$ 81,599	81.2%
Other	\$ 98,686	\$ 81,055	21.8%
Retail Stores	\$ 217,874	\$ 206,475	5.5%
Total	\$ 1,248,133	\$ 1,012,768	23.2%

Retail Sales by Category FYTD March 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%).

Fiscal Year to Date Payments to the PED and CVB have increased by 8.76%.

Month vs. Month Prior Year

Tax Type	March 2020	March 2019	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 116,380	\$ 119,153	-2.3%
Hotel/Motel Additional 3%	\$ 99,872	\$ 93,966	6.3%
2% City Sales Tax Collected	\$ 2,099,850	\$ 1,789,225	17.4%

Fiscal YTD vs. Prior Fiscal YTD

Tax Type	2020 FYTD	2019 FYTD	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 1,007,250	\$ 975,514	3.3%
Hotel/Motel Additional 3%	\$ 879,295	\$ 757,974	16.0%
2% City Sales Tax Collected	\$ 18,101,389	\$ 16,600,073	9.0%