



**September 2018**

**Sales, Use and Accommodation Tax Report**

The Lake Havasu City Sales, Use and Accommodation Tax Report examines taxes collected during the month of August 2018 by businesses and vendors, which were reported and remitted to the Arizona Department of Revenue in September 2018 (and into early October). Tax collection information is provided by Arizona Department of Revenue.

**Sales Tax**

Fiscal Year to Date (FYTD) September 2018 sales tax collections are 9.2% above budget and 13.6% above prior year. The month of September is 14.3% above prior year.

**Fiscal YTD vs. Budget**

Current Year Actual 2019 FYTD	Budget 2019 FYTD	% Increase/Decrease over Budget
\$ 6,115,236	\$ 5,599,963	9.2%

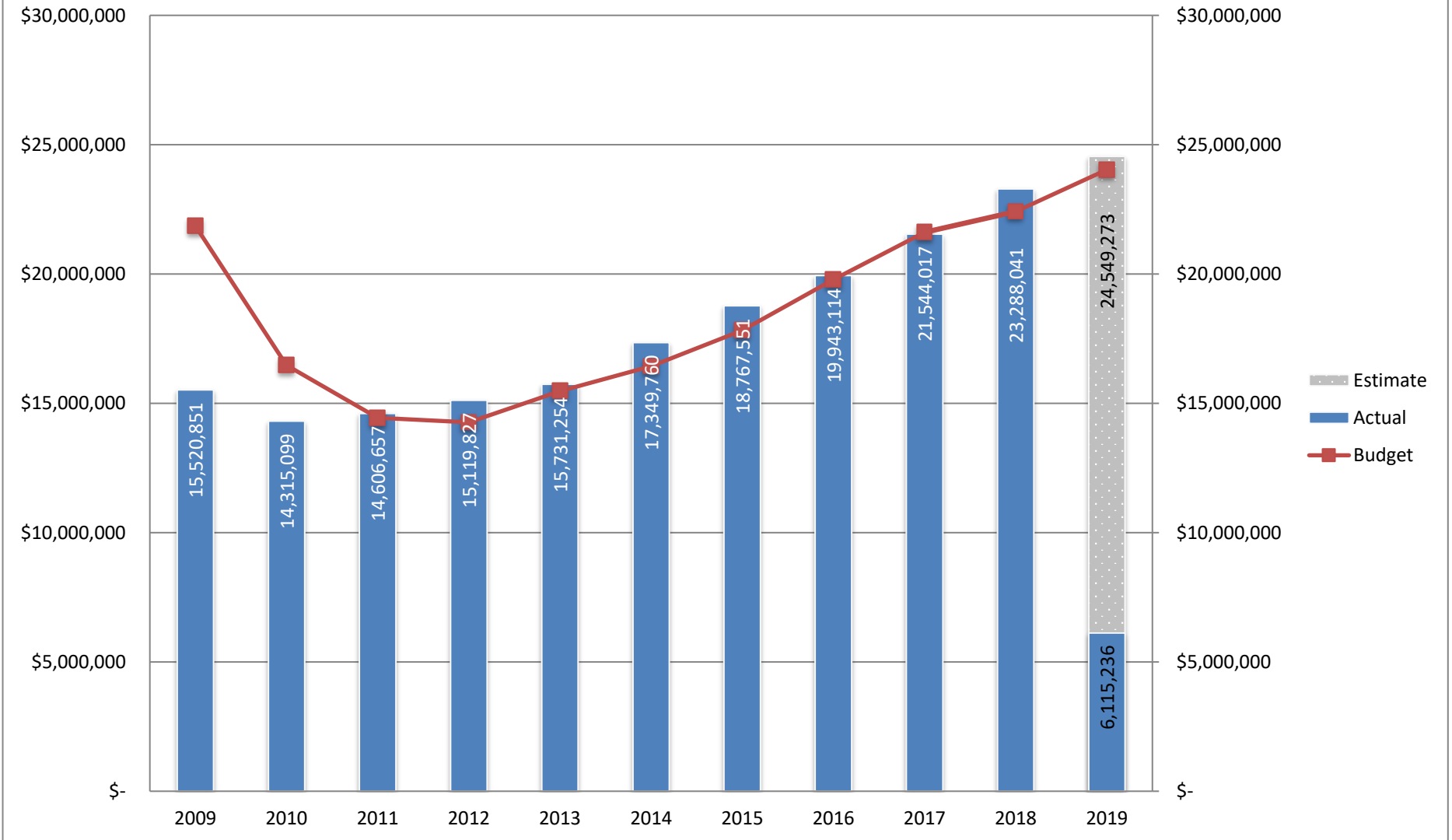
**Fiscal YTD vs. Prior Fiscal YTD**

Current Year Actual 2019 FYTD	Prior Year Actual 2018 FYTD	% Increase/Decrease over Prior FYTD
\$ 6,115,236	\$ 5,381,854	13.6%

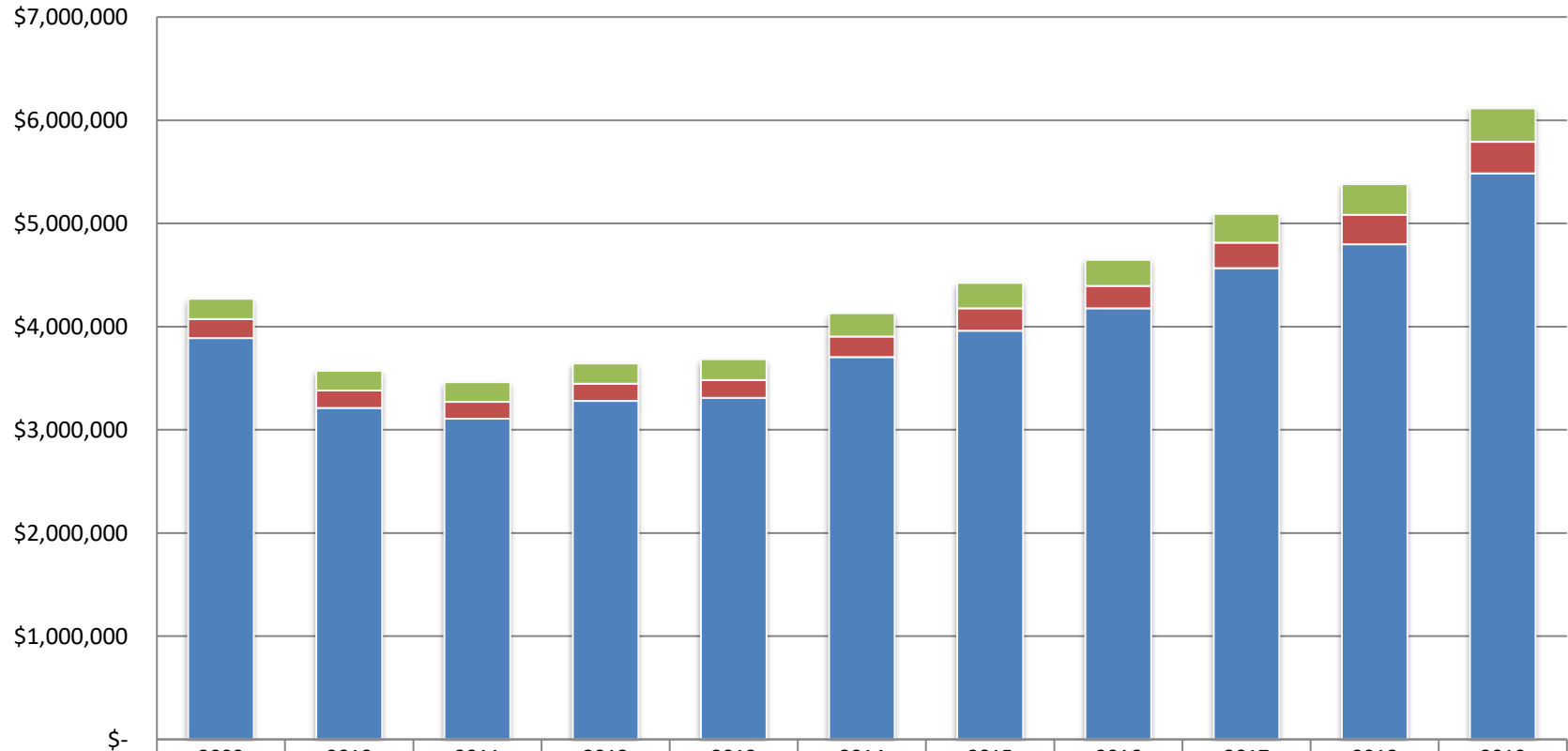
**Month vs. Month Prior Year**

September 2018	September 2017	% Increase/Decrease over Prior Year
\$ 1,953,861	\$ 1,709,521	14.3%

## Lake Havasu City Sales Tax Revenue by Fiscal Year 2009-2019

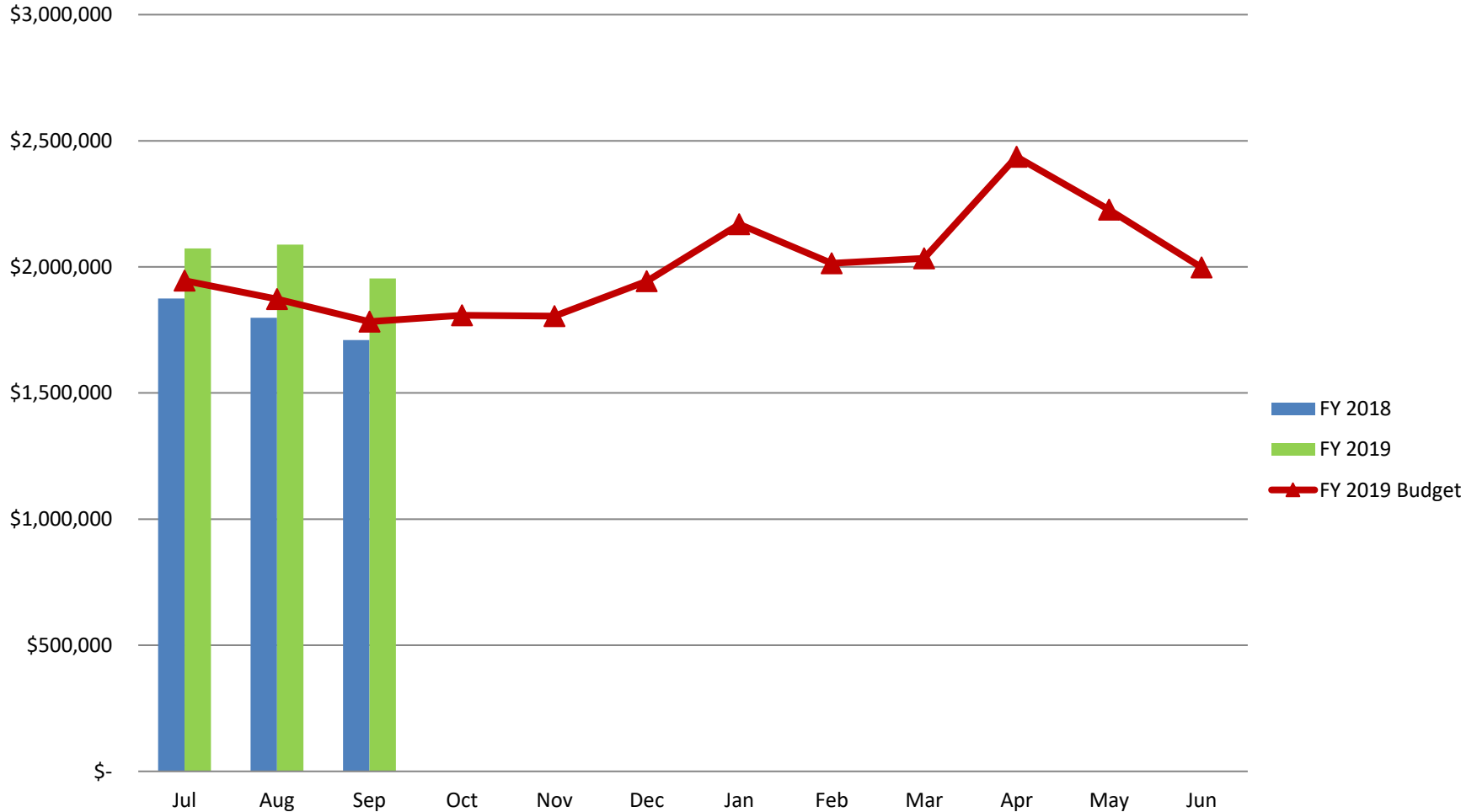


## Lake Havasu City Total Tax Collected - Fiscal Year to Date September 2018

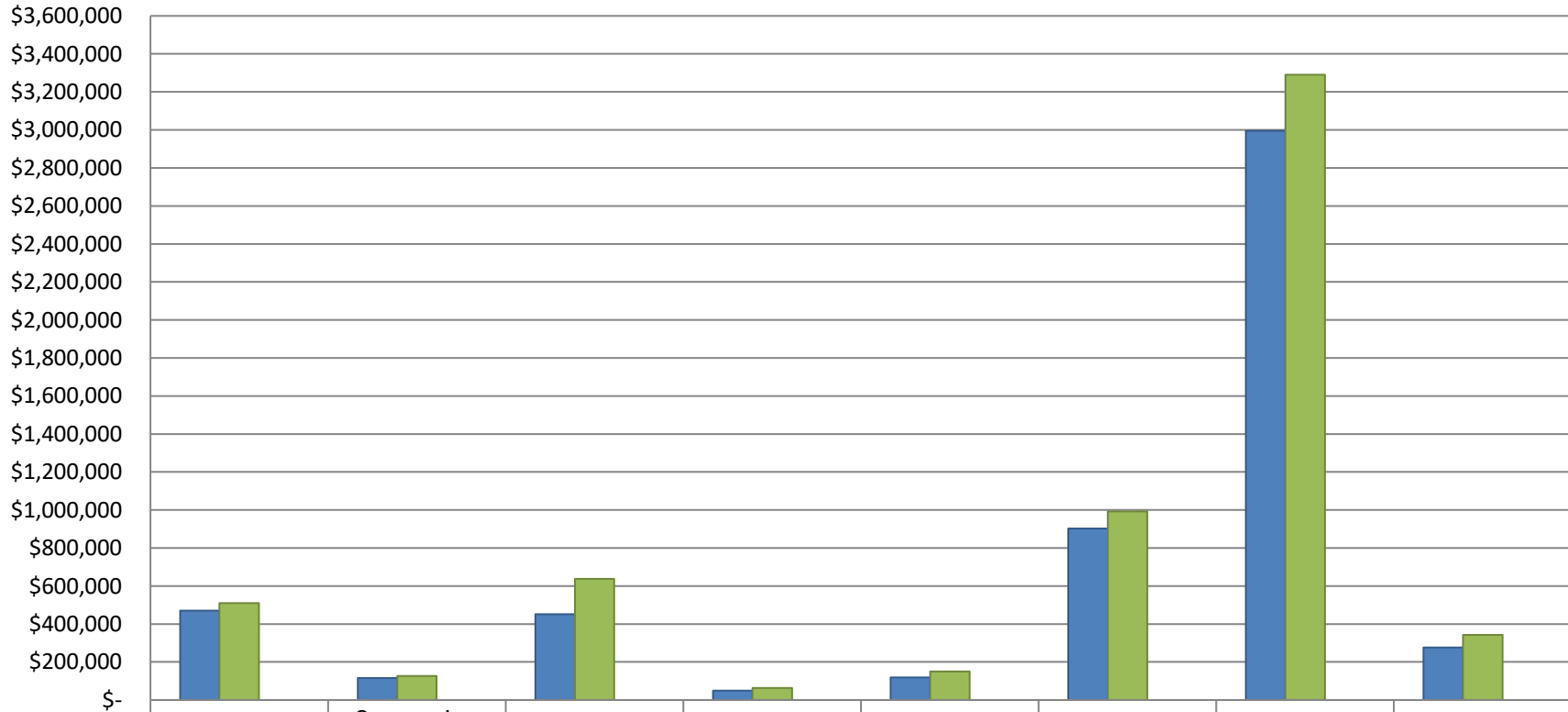


	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
■ Restaurant & Bar Add'l 1%	195,703	192,223	188,782	195,914	202,486	224,058	246,914	253,484	277,651	296,983	324,186
■ Hotel/Motel Add'l 3%	182,234	167,448	164,827	164,245	172,061	201,411	218,736	215,577	247,310	285,873	306,151
■ 2% City Sales Tax Collected	3,890,168	3,212,737	3,107,162	3,280,985	3,309,550	3,703,600	3,959,768	4,178,739	4,566,967	4,798,998	5,484,900

## Lake Havasu City Total Sales Tax by Month Fiscal Year 2018 versus 2019



## Lake Havasu City Sales Tax Collections by Industry FYTD 2018 vs. FYTD 2019



	Accommodation	Communications and Utilities	Construction	Other	Rental, Leasing & License	Restaurant and Bar	Retail	Use Tax
■ 2018	470,231	116,178	452,161	49,385	118,932	903,027	2,995,405	276,535
■ 2019	510,453	126,794	638,042	63,710	150,016	993,186	3,290,407	342,627
% Change	8.6%	9.1%	41.1%	29.0%	26.1%	10.0%	9.8%	23.9%

## Retail Sales

September retail sales tax collections have increased by \$180,199 or 19.5% compared to the same period last year. Fiscal Year to Date collections are 9.8% higher than last year.

### Month vs. Month Prior Year

Month	FY 2019	FY 2018	% Increase/Decrease over Prior Year
September	\$ 1,103,865	\$ 923,667	19.5%

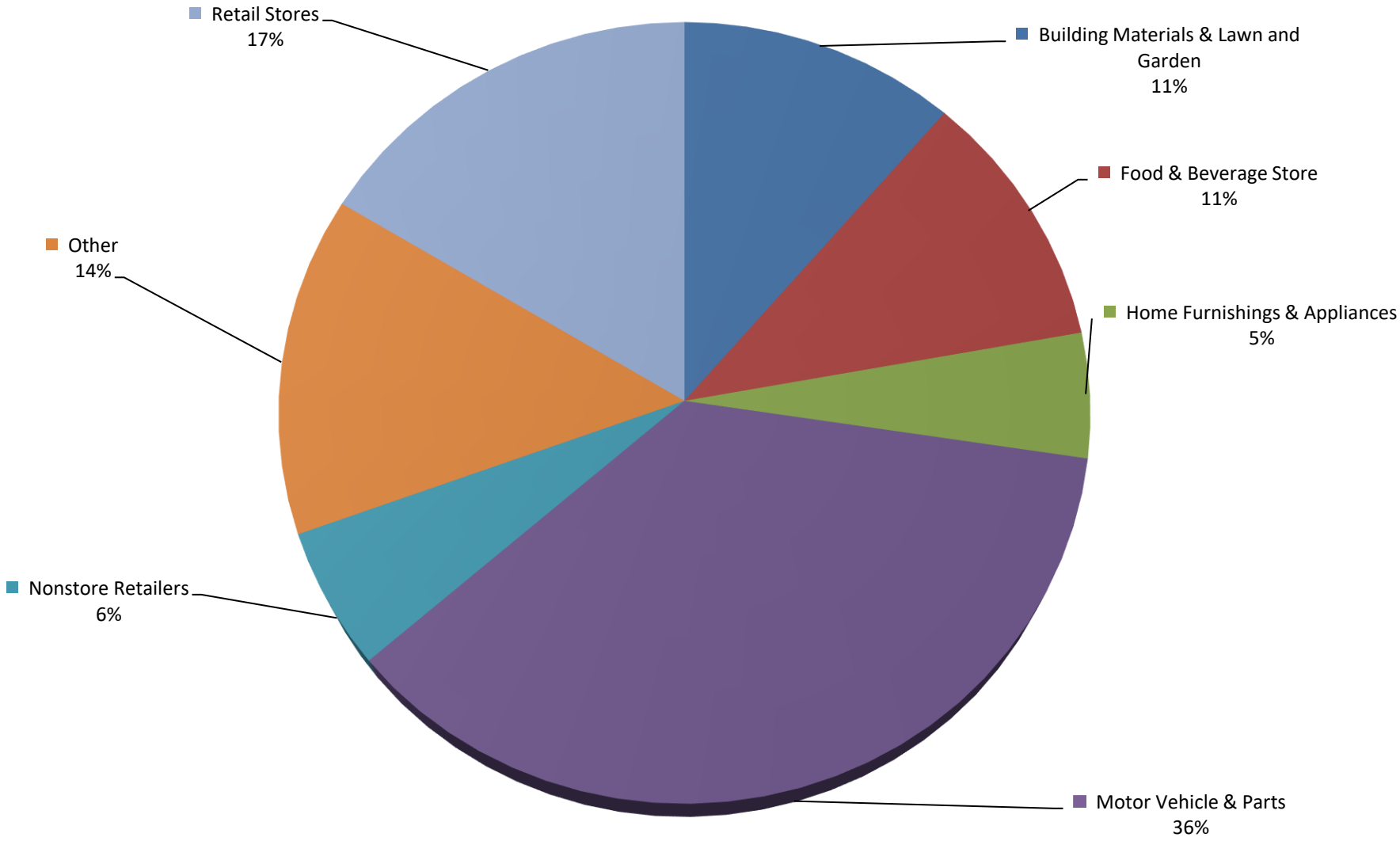
### Fiscal YTD vs. Prior Fiscal YTD

2019 FYTD	2018 FYTD	% Increase/Decrease over Prior FYTD
\$ 3,290,407	\$ 2,995,405	9.8%

### Month vs. Month Prior Year Retail Sales Categories

Retail Trade Categories	September 2018	September 2017	Change %
Building Materials & Lawn and Garden	\$ 119,379	\$ 91,631	30.3%
Food & Beverage Store	\$ 114,464	\$ 107,967	6.0%
Home Furnishings & Appliances	\$ 54,088	\$ 37,657	43.6%
Motor Vehicle & Parts	\$ 429,540	\$ 302,786	41.9%
Non-Store Retailers	\$ 59,959	\$ 47,490	26.3%
Other	\$ 155,182	\$ 170,349	-8.9%
Retail Stores	\$ 171,254	\$ 165,787	3.3%
<b>Total</b>	<b>\$ 1,103,865</b>	<b>\$ 923,667</b>	<b>19.5%</b>

# Retail Sales by Category FYTD September 2018



## 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%.

### Month vs. Month Prior Year

Tax Type	September 2018	September 2017	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 97,950	\$ 92,132	6.3%
Hotel/Motel Additional 3%	\$ 89,045	\$ 80,337	10.8%
2% City Sales Tax Collected	\$ 1,766,866	\$ 1,537,052	15.0%

### Fiscal YTD vs. Prior Fiscal YTD

Tax Type	2019 FY	2018 FY	% Increase/Decrease over Prior Year
Restaurant & Bar Additional 1%	\$ 324,186	\$ 296,983	9.2%
Hotel/Motel Additional 3%	\$ 306,151	\$ 285,873	7.1%
2% City Sales Tax Collected	\$ 5,484,900	\$ 4,798,998	14.3%