Quarterly Economic Summary

Sandoval County

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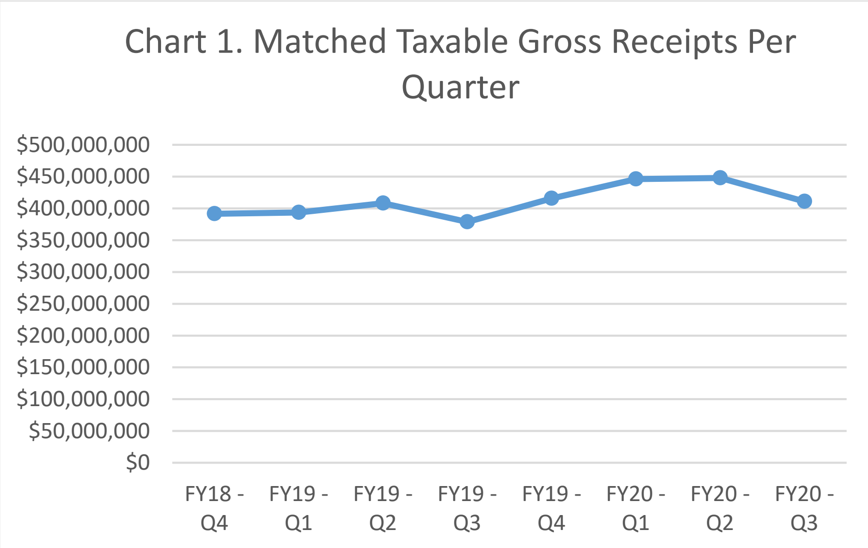
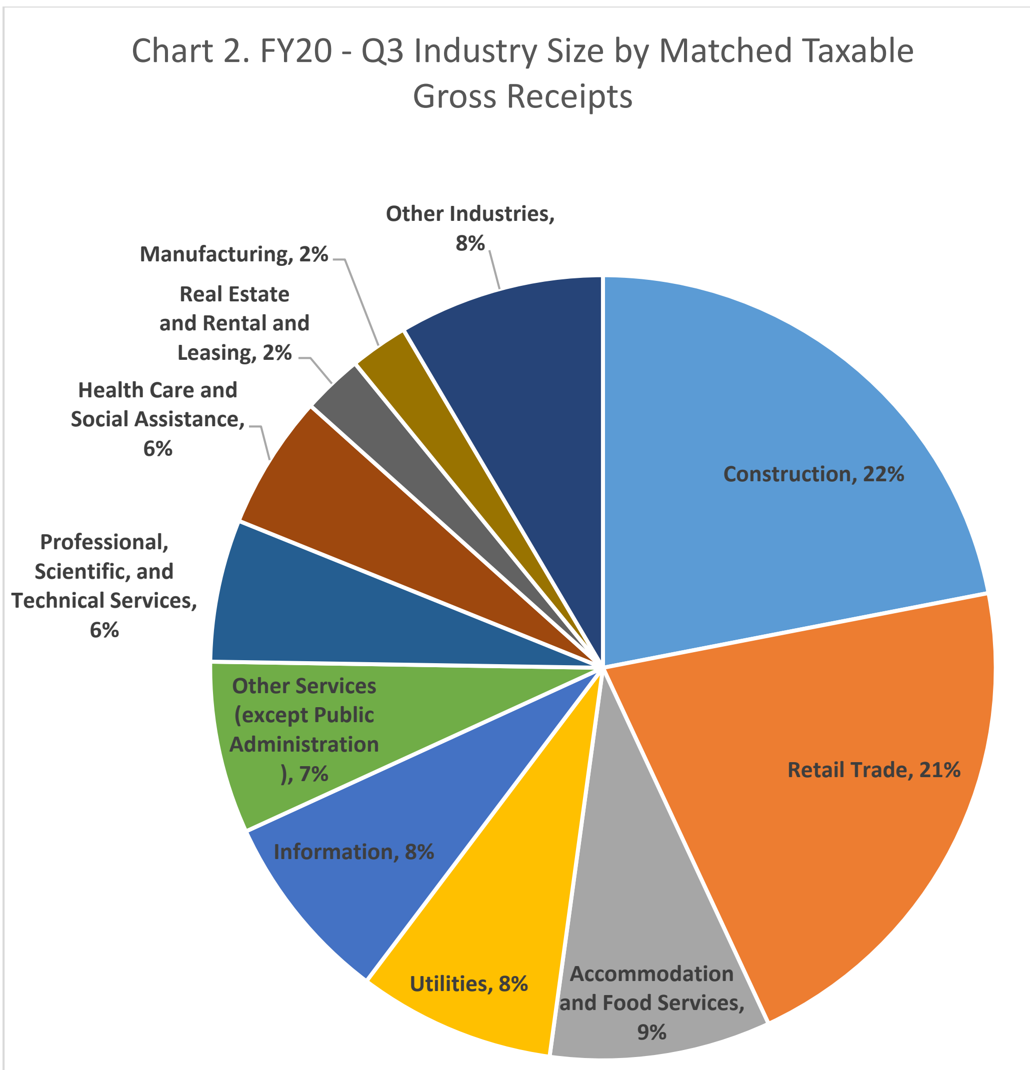


Due to the necessity of the statewide business closure, which went into effect on March 24th, and the health and economic effects COVID-19 had since early March, matched taxable gross receipts and revenue collections may have declined in the third quarter of FY20. Most of the gross receipts tax decline is due to COVID-19 and the loss in business revenue, but potential delays in taxpayer reporting may add to the level of decline seen in the quarter. It is anticipated that the next quarter will have greater declines.

Sandoval County's matched taxable gross receipts (MTGR) decreased by 8% ($37M) from Q2 to Q3 of FY20, as seen in Chart 1. The construction industry was the largest industry by MTGR for Q3 FY20, increasing from second largest in Q2. MTGR had an 8% ($32.2M) year over year (YOY) increase in Q3 FY2020, compared to the same period of FY19. The construction industry saw the largest YOY increase ($22.6M) followed by the

Matched Taxable Gross Receipts (MTGR) is the best tax data available to show underlying economic activity. It matches a tax payment with reported receipts for each taxpayer, by industry.



SOURCES: NEW MEXICO TAXATION AND REVENUE DEPT, NEW MEXICO DEPTARTMENT OF WORKFORCE SOLUTIONS, U.S. BUREAU OF LABOR AND STATISTICS, U.S. BUREAU OF ECONOMIC ANALYSIS AND EDD CALCULATIONS

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Table 1. Matched Taxable Gross Receipts by Industry

Industries	FY19 - Q3	FY20 - Q3	Growth	Year over year Change
Accommodation and Food Services	$ 39,861,524	$ 37,392,530	$ (2,468,994)	-6%
Administrative/Support & Waste Management/Remediation	$ 7,274,298	$ 9,631,595	$ 2,357,297	32%
Agriculture, Forestry, Fishing, and Hunting	$ 565,730	$ 469,711	$ (96,019)	-17%
Arts, Entertainment, and Recreation	$ 2,449,912	$ 1,924,781	$ (525,131)	-21%
Construction	$ 67,594,286	$ 90,208,463	$ 22,614,176	33%
Educational Services	$ 2,488,031	$ 2,614,676	$ 126,646	5%
Finance and Insurance	$ 845,602	$ 900,434	$ 54,832	6%
Health Care and Social Assistance	$ 24,934,080	$ 22,702,085	$ (2,231,995)	-9%
Information	$ 32,764,199	$ 32,356,030	$ (408,169)	-1%
Management of Companies and Enterprises	$ 59,304	$ 176,221	$ 116,918	197%
Manufacturing	$ 8,385,610	$ 9,838,920	$ 1,453,310	17%
Mining, Quarrying, and Oil and Gas Extraction	$ 2,661,298	$ 2,778,909	$ 117,611	4%
Other Services (except Public Administration)	$ 30,640,368	$ 29,133,912	$ (1,506,456)	-5%
Professional, Scientific, and Technical Services	$ 18,408,607	$ 24,080,120	$ 5,671,513	31%
Public Administration	$ 20,712	$ (165)	$ (20,878)	-101%
Real Estate and Rental and Leasing	$ 10,672,449	$ 10,232,352	$ (440,097)	-4%
Retail Trade	$ 83,501,686	$ 86,804,425	$ 3,302,738	4%
Transportation and Warehousing	$ 2,607,704	$ 6,058,586	$ 3,450,883	132%
Unclassified Establishments	$ 1,386,906	$ 3,389,156	$ 2,002,249	144%
Utilities	$ 36,030,337	$ 33,351,529	$ (2,678,809)	-7%
Wholesale Trade	$ 5,656,853	$ 6,921,355	$ 1,264,502	22%
All Industries	**$ 378,809,496**	**$ 410,965,624**	**$ 32,156,128**	**8%**

professional, scientific, and technical services industry ($5.7M). The utilities industry saw the largest YOY decline, $2.7M, in Q3. This industry is followed by the accommodations and food services, and health care and social assistance industries with Q3 YOY declines of $2.5M and $2.2M, respectively. The accommodation and food services industry's MTGR, now $37.4M, was this low back in FY17. Gross receipts tax (GRT) revenue collections declined for a second consecutive quarter in Q3 FY20, now at $2.6M, as seen in Chart 4. This is a decrease of $255K from Q2 FY20.

HB6, passed in 2019, made widespread tax changes within New Mexico. One notable change is the conversion to destination-based sourcing that will begin after a two-year delay. During this delay, local governments will receive a distribution that is a portion of $2M each month. The portion distributed will be based on what the population of each county is to the total population of all counties, as per the most recent decennial census.

Chart 3. Annual Total GRT Revenue Collections

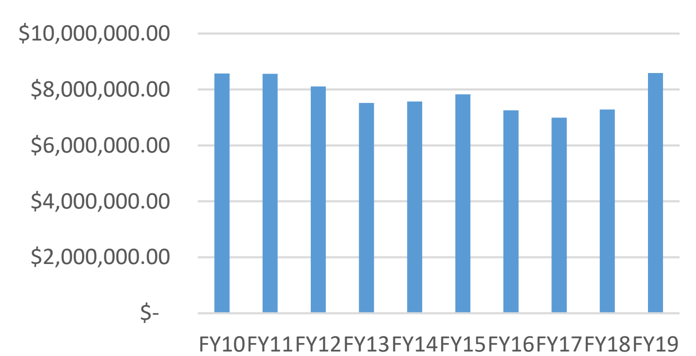
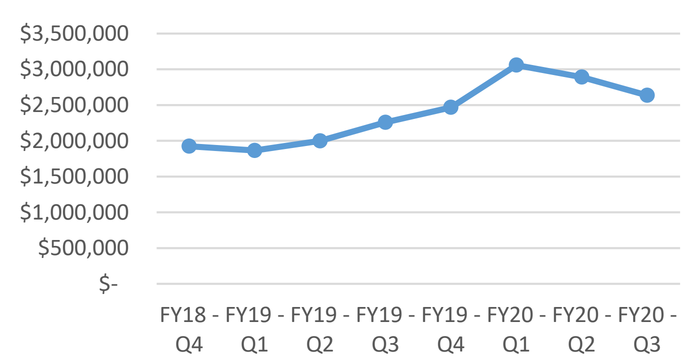


Chart 4. Quarterly GRT Revenue Collections



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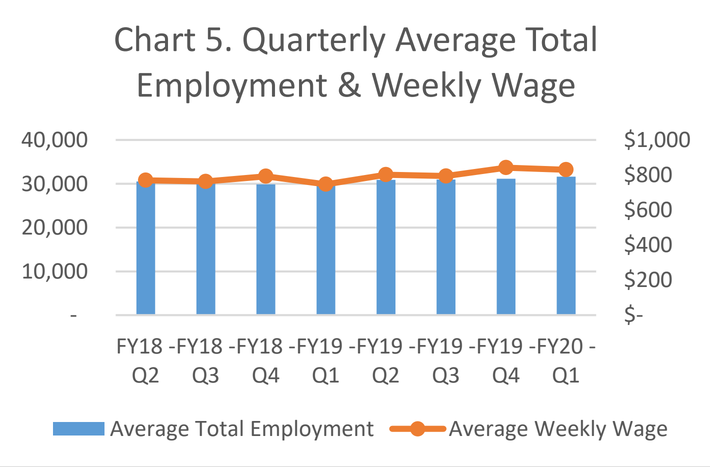
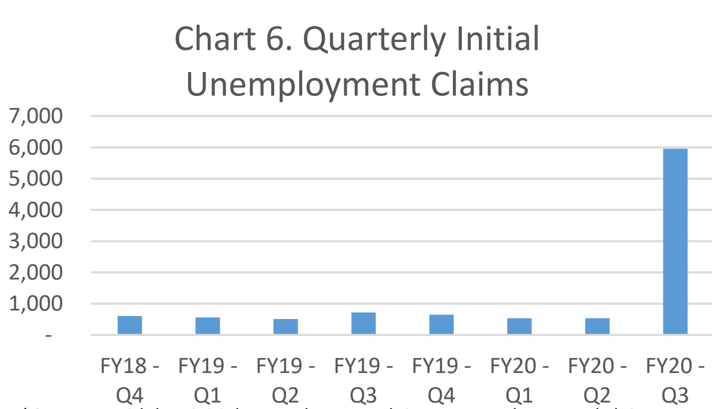
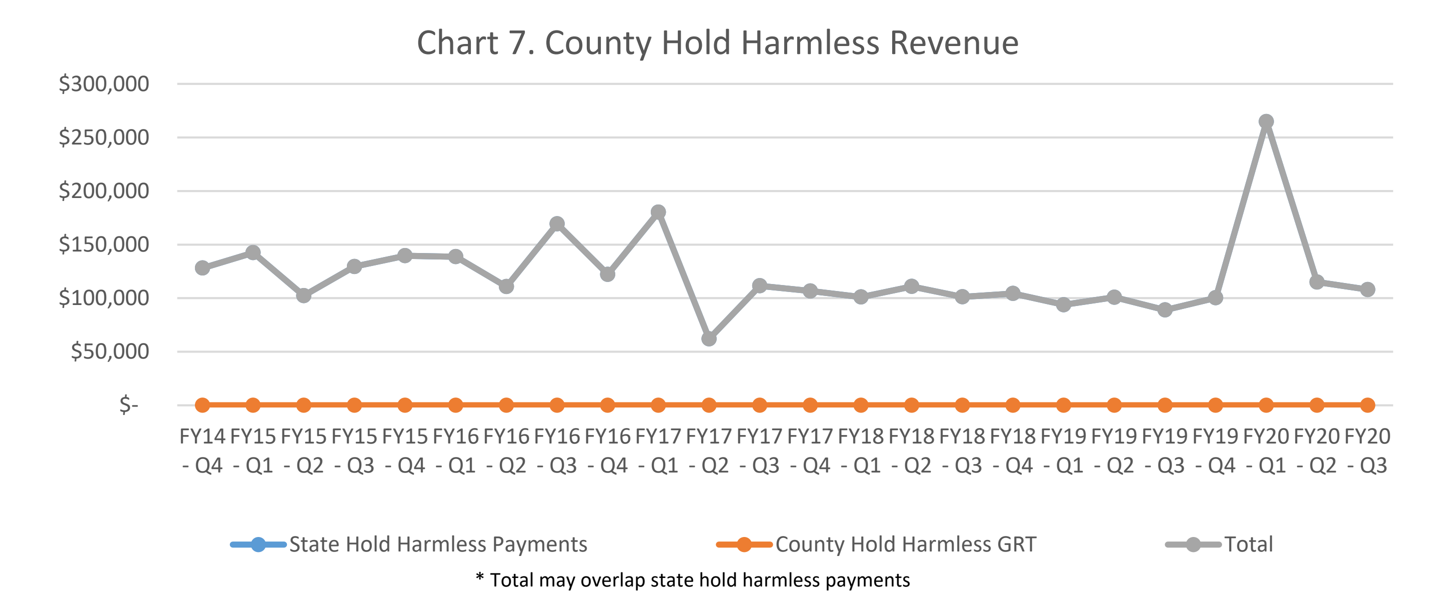




**Quarters with low initial unemployment claim amounts have total claims withheld to avoid disclosure of confidential information.*

The state makes "hold harmless" payments to local governments equal to the tax revenue that would have been generated if the state had not enacted deductions for food and healthcare practitioner services. These payments will be gradually phased out by 2029, but local governments were able to enact up to three 1/8% GRT increments to offset this loss. These GRT increments were repealed and consolidated in 2019 with a number of other restricted local options under the unrestricted countywide local option with an increased rate cap.

A significant unexplained increase in **Initial Unemployment Claims** can be an early indicator of an incoming economic downturn. Explained increases commonly include seasonal job fluctuations, government shutdowns resulting in mass employee furloughs and the closing of a major regional facility. The major uptick in the initial unemployment claims is directly tied to the COVID-19 outbreak and the subsequent closure of "non-essential" businesses. These businesses tend to be a major component of the workforce. As the stay at home order stays in effect, it is likely that the initial unemployment claims will continue to increase as the economy shifts to handle the unprecedented changes.



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