

Quarterly Economic Summary

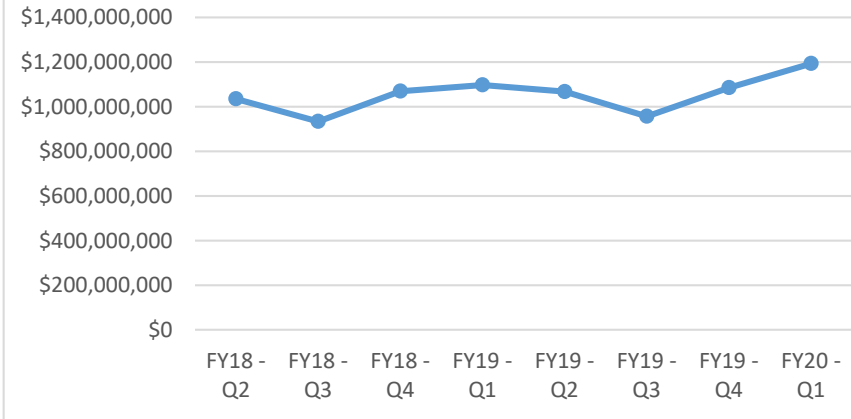
Santa Fe County

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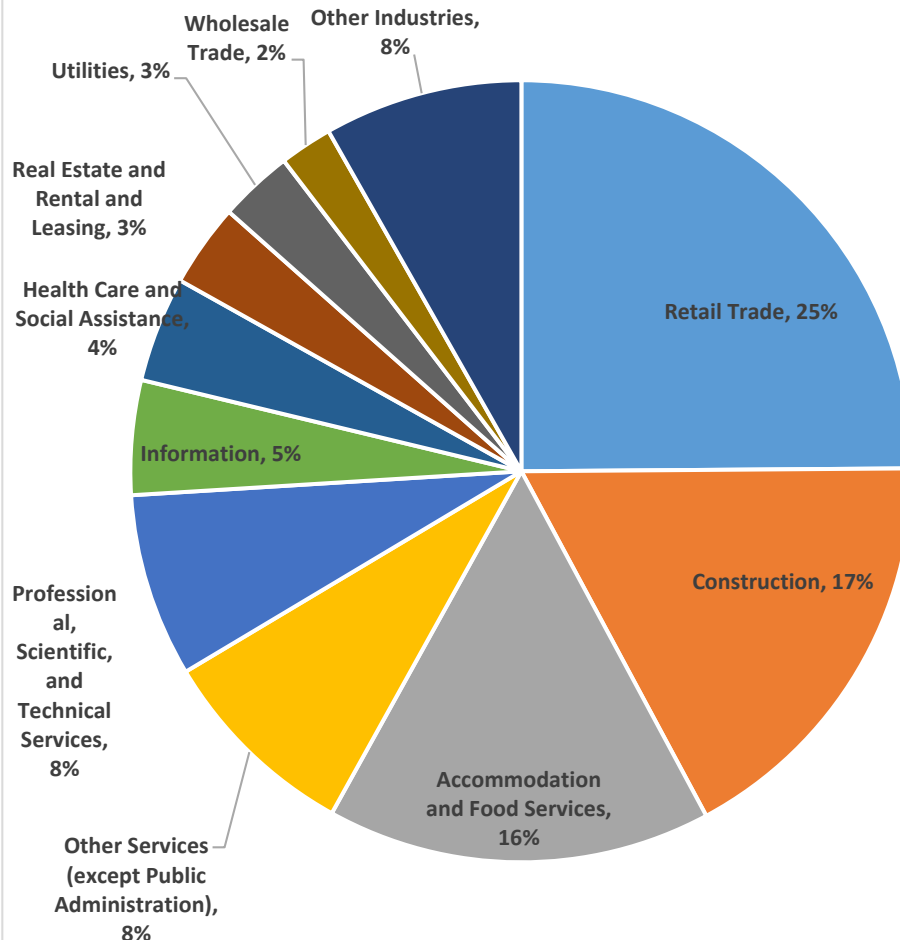
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Chart 1. Matched Taxable Gross Receipts Per Quarter



Santa Fe County has seen slow growth in its matched taxable gross receipts (MTGR) over the last eight quarters, as seen in Chart 1. Q1 FY20 saw a 9% increase in its MTGR compared to the same time period in FY19. The County follows a seasonal trend with a low point in Q3. Notably, the Educational Services industry MTGR increased significantly in Q1 FY20, an increase of 427% over Q1 FY19.

Chart 2. FY20 - Q1 Industry Size by Matched Taxable Gross Receipts



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.

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Table 1. Matched Taxable Gross Receipts by Industry

Industries	FY19 - Q1	FY20 - Q1	Growth	Year over year Change
Accommodation and Food Services	\$ 172,132,687	\$ 189,691,926	\$ 17,559,239	10%
Administrative/Support & Waste Management/Remediation	\$ 16,963,735	\$ 20,521,287	\$ 3,557,552	21%
Agriculture, Forestry, Fishing, and Hunting	\$ 1,487,290	\$ 1,936,287	\$ 448,997	30%
Arts, Entertainment, and Recreation	\$ 13,404,608	\$ 15,547,989	\$ 2,143,380	16%
Construction	\$ 182,941,055	\$ 206,182,156	\$ 23,241,101	13%
Educational Services	\$ 3,041,797	\$ 16,023,262	\$ 12,981,465	427%
Finance and Insurance	\$ 14,298,920	\$ 15,217,748	\$ 918,828	6%
Health Care and Social Assistance	\$ 48,811,759	\$ 51,997,590	\$ 3,185,832	7%
Information	\$ 50,459,701	\$ 56,488,033	\$ 6,028,331	12%
Management of Companies and Enterprises	\$ 638,060	\$ 1,049,468	\$ 411,409	64%
Manufacturing	\$ 19,523,203	\$ 18,698,946	\$ (824,257)	-4%
Mining, Quarrying, and Oil and Gas Extraction	\$ 19,046	\$ 13,633	\$ (5,413)	-28%
Other Services (except Public Administration)	\$ 98,601,335	\$ 99,943,696	\$ 1,342,362	1%
Professional, Scientific, and Technical Services	\$ 87,625,523	\$ 90,563,429	\$ 2,937,906	3%
Public Administration	\$ 277,545	\$ 453,957	\$ 176,412	64%
Real Estate and Rental and Leasing	\$ 39,001,954	\$ 40,998,564	\$ 1,996,610	5%
Retail Trade	\$ 278,150,130	\$ 296,902,115	\$ 18,751,985	7%
Transportation and Warehousing	\$ 4,588,679	\$ 3,825,106	\$ (763,573)	-17%
Unclassified Establishments	\$ 4,945,868	\$ 4,705,318	\$ (240,551)	-5%
Utilities	\$ 37,962,821	\$ 36,471,817	\$ (1,491,004)	-4%
Wholesale Trade	\$ 22,490,666	\$ 26,030,207	\$ 3,539,541	16%
All Industries	\$ 1,097,366,383	\$ 1,193,262,535	\$ 95,896,152	9%

Annual Gross Receipts Tax (GRT) revenue collections have been steadily increasing since FY13, totaling \$64.3M in FY19 for the County. Q1 FY20 saw an increase of 14% over the same quarter of FY19, a growth of \$2.4M.

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

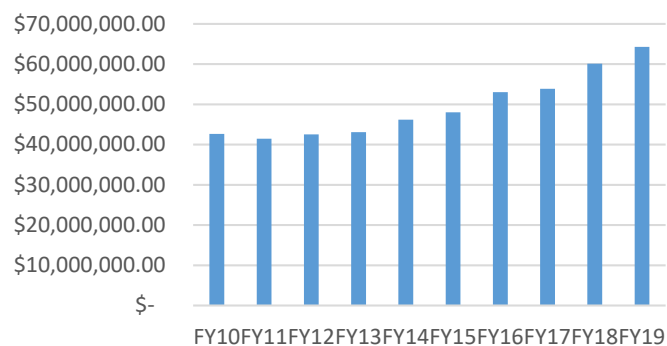
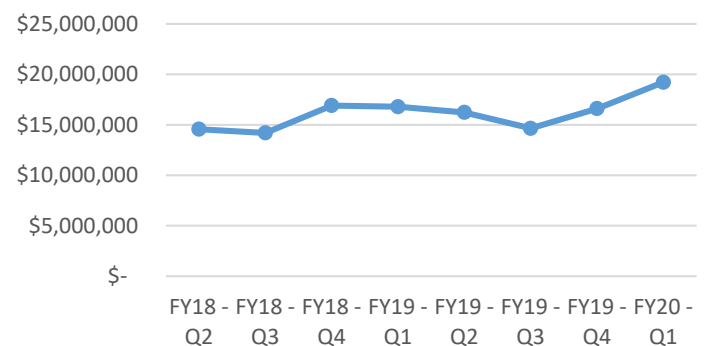


Chart 4. Quarterly GRT Revenue Collections



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Chart 5. Quarterly Average Total Employment & Weekly Wage

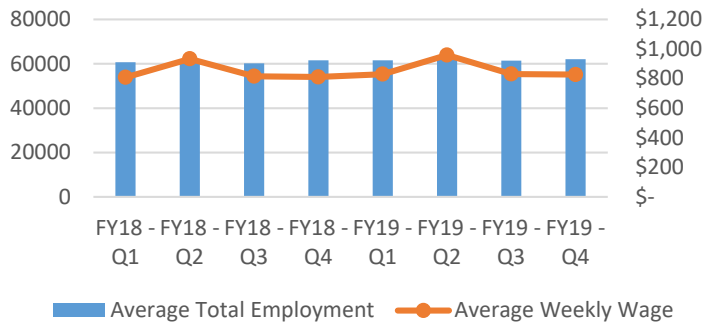


Chart 6. Quarterly Initial Unemployment Claims

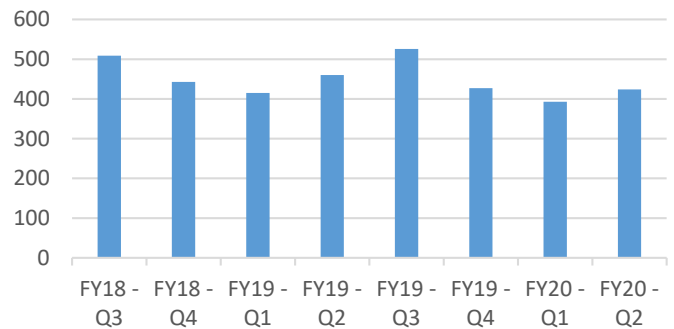
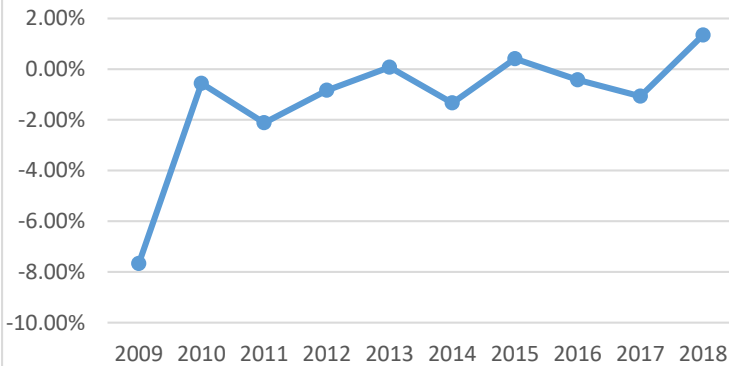


Chart 7. Calendar Year % Change In Real GDP Year Over Year



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.

Table 2. Calendar Year 2018 Real County GDP vs Real State GDP

Industries	Santa Fe, NM	New Mexico	Difference Between County and State
Accommodation and food services	6.15%	2.94%	3.22%
Administrative and support and waste management and remediation services	2.21%	2.51%	-0.30%
Arts, entertainment, and recreation	2.58%	0.68%	1.90%
Educational services	1.43%	0.51%	0.92%
Finance and insurance	4.36%	2.75%	1.61%
Health care and social assistance	10.84%	7.39%	3.44%
Management of companies and enterprises	0.51%	0.61%	-0.09%
Professional, scientific, and technical services	7.63%	7.21%	0.42%
Real estate and rental and leasing	14.86%	12.17%	2.69%
Agriculture, forestry, fishing and hunting	0.07%	1.78%	-1.71%
Construction	0.00%	3.12%	-3.12%
Information	4.43%	3.21%	1.22%
Manufacturing	0.00%	4.31%	-4.31%
Mining, quarrying, and oil and gas extraction	0.30%	14.79%	-14.49%
Other services (except government and government enterprises)	4.00%	1.96%	2.04%
Retail trade	10.35%	5.87%	4.48%
Transportation and warehousing	0.00%	2.58%	-2.58%
Utilities	0.20%	1.57%	-1.37%
Wholesale trade	2.53%	3.13%	-0.60%
Government and government enterprises	22.93%	21.50%	1.43%