

# State Of New Hampshire

## Monthly Revenue Focus

Department of Administrative Services  
 Charles M. Arlinghaus, Commissioner  
 Dana M. Call, Comptroller



### Monthly Revenue Summary

### Analysis

	<i>(for month)</i>		
	<b>FY 18 Actual</b>	<b>FY 18 Plan</b>	<b>Actual vs. Plan</b>
<b>Gen &amp; Educ</b>	<b>\$121.0</b>	<b>\$122.4</b>	<b>\$(1.4)</b>
<b>Highway</b>	<b>\$18.9</b>	<b>\$17.6</b>	<b>\$1.3</b>
<b>Fish &amp; Game</b>	<b>\$0.9</b>	<b>\$1.0</b>	<b>\$(0.1)</b>

Unrestricted revenue for the General and Education Funds received for the month of August totaled \$121.0 million, which was below the plan by \$1.4 million (1.1%) and below the prior year by \$2.2 million (1.8%). Year to date (YTD) unrestricted revenue totaled \$234.9 million, which was above plan by \$4.6 million (2.0%) and above prior year by \$3.1 million (1.3%).

**Business Taxes** for August totaled \$14.1 million, which were \$0.2 million (1.4%) above plan and \$0.4 million (2.8%) below prior year. YTD business taxes totaled \$36.8 million, which were \$6.4 million (21.1%) above plan and \$0.6 million (1.6%) below prior year. According to the Dept. of Revenue Administration (DRA), the change in YTD revenue as compared to the prior year was primarily due to increases in revenue from returns and tax notices offset by a decrease in payments from extensions and increases in refunds.

### Current Month

**Meals and Rentals Tax (M&R)** receipts for August totaled \$35.8 million, which is equal to plan and above prior year by \$1.0 million (2.9%), and YTD collections were \$0.2 million (0.3%) below plan and \$2.5 million (3.9%) above prior year. According to DRA, August collections (July activity) from full service restaurants and hotels were up 1% and 2% respectively from the same month last year.

**Tobacco Tax** receipts for the month were \$20.2 million or \$1.4 million (6.5%) below plan and equal to the prior year. YTD receipts of \$39.4 million were \$0.6 million (1.5%) below plan and \$4.5 million (12.9%) above prior year. According to DRA, YTD stamp sales were 1% lower than the prior year. In addition, the bond receivable balance is lower than the prior year by 2%.

**Transfer from Liquor Commission** in August was \$14.4 million or \$0.2 million (1.4%) below plan and below prior year by \$0.1 million (0.7%).

Collections for the **Interest and Dividends Tax** for the month were \$1.5 million, or \$0.3 million (25%) above plan and \$0.2 million (15.4%) above prior year. YTD collections of \$2.4 million were \$0.4 million (20%) above plan and \$0.4 million (20%) above prior year.

Collections for the **Communications Services Tax** for the month were \$3.8 million, or \$0.1 million (2.6%) below plan and \$2.2 million (137.5%) above prior year. YTD collections of \$7.5 million were \$0.1 million (1.4%) above plan and \$1.6 million (27.1%) above prior year. According to DRA, the significant increase from the prior year is due to timing of August of FY17 collections not received until September.

**Real Estate Transfer Taxes** for August were \$14.6 million, which were below plan by \$1.9 million (11.5%) and above the same month last year by \$0.5 million (3.5%). However, YTD collections were \$1.6 million (5.1%) below plan and \$0.2 million (0.7%) below prior year. According to DRA, even though both the number of transactions reported by counties for the month of August (July collections), and revenue collected, were up (4.1% and 2.5%, respectively), they were below anticipated growth estimates.

**Other revenues** for August of \$3.4 million were \$0.2 million (6.2%) above plan and \$0.5 million (12.8%) below prior year. YTD collections of \$6.6 million were \$0.3 million (4.3%) below plan and \$0.5 million (7.0%) below

<b>GENERAL &amp; EDUCATION FUNDS</b>	<i>FY 18 Actuals</i>	<i>FY 18 Plan</i>	<i>Actual vs. Plan</i>
Business Profits Tax	\$8.7	\$8.4	\$0.3
Business Enterprise Tax	5.4	5.5	(0.1)
Subtotal Business Taxes	14.1	13.9	0.2
Meals & Rentals Tax	35.8	35.8	-
Tobacco Tax	20.2	21.6	(1.4)
Transfer from Liquor Commission	14.4	14.6	(0.2)
Interest & Dividends Tax	1.5	1.2	0.3
Insurance Tax	2.1	1.8	0.3
Communications Tax	3.8	3.9	(0.1)
Real Estate Transfer Tax	14.6	16.5	(1.9)
Court Fines & Fees	1.2	1.1	0.1
Securities Revenue	0.4	0.5	(0.1)
Utility Consumption Tax	0.4	0.5	(0.1)
Beer Tax	1.2	1.2	-
Other	3.4	3.2	0.2
Transfer from Lottery Commission	6.4	6.1	0.3
Tobacco Settlement	-	-	-
Utility Property Tax	1.2	-	1.2
State Property Tax	-	-	-
Subtotal Traditional Taxes & Transfers	120.7	121.9	(1.2)
Recoveries	0.3	0.5	(0.2)
Total Receipts	\$121.0	\$122.4	\$(1.4)

## NH Revenue Focus - August FY 2018

RET ANALYSIS												
(In Millions)												
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
FY18	15.1	14.6										
FY17	15.8	14.1	13.9	13.9	12.9	11.0	12.4	11.4	7.4	8.1	9.3	12.0
FY16	14.5	15.2	13.1	11.4	11.4	10.6	12.8	8.1	7.3	7.6	8.7	12.5
Mo over Mo	(0.7)	0.5	(13.9)	(13.9)	(12.9)	(11.0)	(12.4)	(11.4)	(7.4)	(8.1)	(9.3)	(12.0)
% Mo over Mo	-4%	4%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%
YTD change over Prior Year	(0.7)	(0.2)	(14.1)	(28.0)	(40.9)	(51.9)	(64.3)	(75.7)	(83.1)	(91.2)	(100.5)	(112.5)
% YTD change	-4%	-1%	-32%	-49%	-58%	-64%	-68%	-72%	-74%	-75%	-77%	-79%

M&R ANALYSIS						
	August			YTD		
	FY 18	FY 17	Diff	FY 18	FY 17	Diff
Gross Collections	36.8	35.9	0.9	67.9	65.4	2.5
Bldg Aid Debt Srvc Transfer	(1.0)	(1.1)	0.1	(2.1)	(2.1)	-
Net Revenue	35.8	34.8	1.0	65.8	63.3	2.5

BUSINESS TAX REFUND ANALYSIS													August
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	YTD
FY18	1.8	1.3											3.1
FY 17	2.4	0.8	1.1	11.3	11.0	1.2	3.4	4.0	3.2	2.2	1.7	2.3	3.2
FY 16	2.4	1.0	3.3	4.6	4.4	2.9	1.5	0.8	1.9	2.2	2.5	1.1	3.4
Mo over Mo change	(0.6)	0.5	(1.1)	(11.3)	(11.0)	(1.2)	(3.4)	(4.0)	(3.2)	(2.2)	(1.7)	(2.3)	(0.1)
YTD change	(0.6)	(0.1)	(1.2)	(12.5)	(23.5)	(24.7)	(28.1)	(32.1)	(35.3)	(37.5)	(39.2)	(41.5)	

## General & Education Funds Comparison to FY 17

General & Education Funds	Monthly			Year-to-Date			% Change
	FY 18 Actuals	FY 17 Actuals	Inc/(Dec)	FY 18 Actuals	FY 17 Actuals	Inc/(Dec)	
Business Profits Tax	\$8.7	\$8.9	\$(0.2)	\$22.7	\$22.7	\$-	0.0%
Business Enterprise Tax	5.4	5.6	(0.2)	14.1	14.7	(0.6)	-4.1%
Subtotal Business Taxes	14.1	14.5	(0.4)	36.8	37.4	(0.6)	-1.6%
Meals & Rentals Tax	35.8	34.8	1.0	65.8	63.3	2.5	3.9%
Tobacco Tax	20.2	20.2	-	39.4	34.9	4.5	12.9%
Transfer from Liquor Commission	14.4	14.5	(0.1)	29.3	29.0	0.3	1.0%
Interest & Dividends Tax	1.5	1.3	0.2	2.4	2.0	0.4	20.0%
Insurance Tax	2.1	2.2	(0.1)	3.2	3.2	-	0.0%
Communications Tax	3.8	1.6	2.2	7.5	5.9	1.6	27.1%
Real Estate Transfer Tax	14.6	14.1	0.5	29.7	29.9	(0.2)	-0.7%
Court Fines & Fees	1.2	1.2	-	2.2	2.2	-	0.0%
Securities Revenue	0.4	0.6	(0.2)	0.7	0.7	-	0.0%
Utility Consumption Tax	0.4	0.5	(0.1)	0.8	0.9	(0.1)	-11.1%
Beer Tax	1.2	1.2	-	2.6	2.6	-	0.0%
Other	3.4	3.9	(0.5)	6.6	7.1	(0.5)	-7.0%
Transfer from Lottery Commission	6.4	7.5	(1.1)	6.4	7.5	(1.1)	-14.7%
Transfer from Racing & Charitable Gaming	-	0.2	(0.2)	-	0.2	(0.2)	-100.0%
Tobacco Settlement	-	-	-	-	-	-	-
Utility Property Tax	1.2	1.2	-	1.2	1.2	-	0.0%
State Property Tax	-	-	-	-	-	-	-
Subtotal Traditional Taxes & Transfers	120.7	119.5	1.2	234.6	228.0	6.6	2.9%
Recoveries	0.3	3.7	(3.4)	0.3	3.8	(3.5)	-92.1%
Total Receipts	\$121.0	\$123.2	\$(2.2)	\$234.9	\$231.8	\$3.1	1.3%

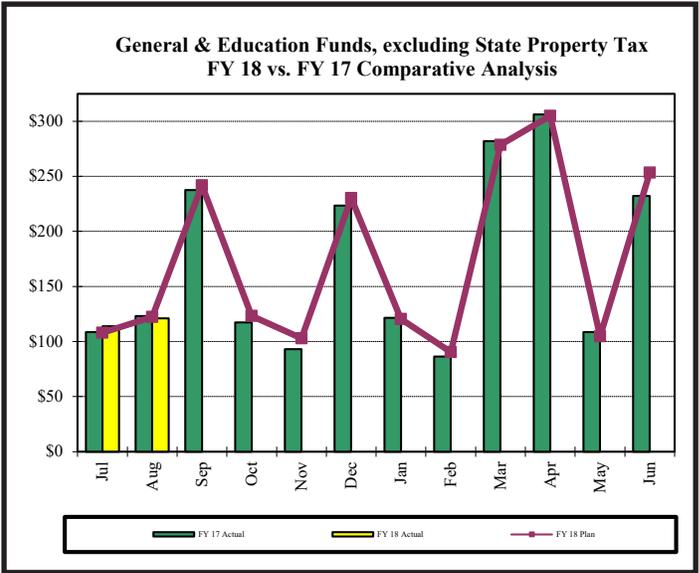
All funds reported on a cash basis, dollars in millions.

## General and Education Funds

YEAR-TO-DATE COMPARISON TO PLAN										
General & Education Funds	General			Education			Total			% Change
	Actual	Plan	Actual vs. Plan	Actual	Plan	Actual vs. Plan	Actual	Plan	Actual vs. Plan	
Business Profits Tax	\$18.7	\$15.3	\$3.4	\$4.0	\$3.1	\$0.9	\$22.7	\$18.4	\$4.3	23.4%
Business Enterprise Tax	4.7	3.7	1.0	9.4	8.3	1.1	14.1	12.0	2.1	17.5%
Subtotal Business Taxes	23.4	19.0	4.4	13.4	11.4	2.0	36.8	30.4	6.4	21.1%
Meals & Rentals Tax	64.0	64.0	-	1.8	2.0	(0.2)	65.8	66.0	(0.2)	-0.3%
Tobacco Tax	23.2	22.4	0.8	16.2	17.6	(1.4)	39.4	40.0	(0.6)	-1.5%
Transfer from Liquor Commission	29.3	29.7	(0.4)	-	-	-	29.3	29.7	(0.4)	-1.3%
Interest & Dividends Tax	2.4	2.0	0.4	-	-	-	2.4	2.0	0.4	20.0%
Insurance Tax	3.2	2.8	0.4	-	-	-	3.2	2.8	0.4	14.3%
Communications Tax	7.5	7.4	0.1	-	-	-	7.5	7.4	0.1	1.4%
Real Estate Transfer Tax	19.8	20.9	(1.1)	9.9	10.4	(0.5)	29.7	31.3	(1.6)	-5.1%
Court Fines & Fees	2.2	2.2	-	-	-	-	2.2	2.2	-	0.0%
Securities Revenue	0.7	0.8	(0.1)	-	-	-	0.7	0.8	(0.1)	-12.5%
Utility Consumption Tax	0.8	1.0	(0.2)	-	-	-	0.8	1.0	(0.2)	-20.0%
Beer Tax	2.6	2.6	-	-	-	-	2.6	2.6	-	0.0%
Other	6.6	6.9	(0.3)	-	-	-	6.6	6.9	(0.3)	-4.3%
Transfer from Lottery Commission	-	-	-	6.4	6.1	0.3	6.4	6.1	0.3	4.9%
Tobacco Settlement	-	-	-	-	-	-	-	-	-	0.0%
Utility Property Tax	-	-	-	1.2	-	1.2	1.2	-	1.2	0.0%
State Property Tax	-	-	-	-	-	-	-	-	-	0.0%
Subtotal Traditional Taxes & Transfers	185.7	181.7	4.0	48.9	47.5	1.4	234.6	229.2	5.4	2.4%
Recoveries	0.3	1.1	(0.8)	-	-	-	0.3	1.1	(0.8)	-72.7%
<b>Total Receipts</b>	<b>186.0</b>	<b>182.8</b>	<b>3.2</b>	<b>48.9</b>	<b>47.5</b>	<b>1.4</b>	<b>234.9</b>	<b>230.3</b>	<b>4.6</b>	<b>2.0%</b>

EDUCATION TRUST FUND	
Statement of Activity - FY 2018	
July 1, 2017 to August 31, 2017	
Description	Amount
<b>Beginning Surplus (Deficit) - unaudited</b>	\$-
<b>Unrestricted Revenue - See above</b>	48.9
<b>Expenditures</b>	
<b>Education Grants &amp; Adm Costs</b>	(119.0)
<b>Ending Surplus (Deficit) - unaudited</b>	<b>\$(70.1)</b>

Fiscal 2018 Adequate Education Grant payments of \$562.5 million are due 20% September 1, 20% November 1, 30% January 1 and 30% April 1. Municipalities receive an additional \$363.1 million of grants through local retention of Statewide Property Tax collection. The FY 2018 budget anticipated a deficit of \$35.3 million, to be covered by a General fund transfer at year end.



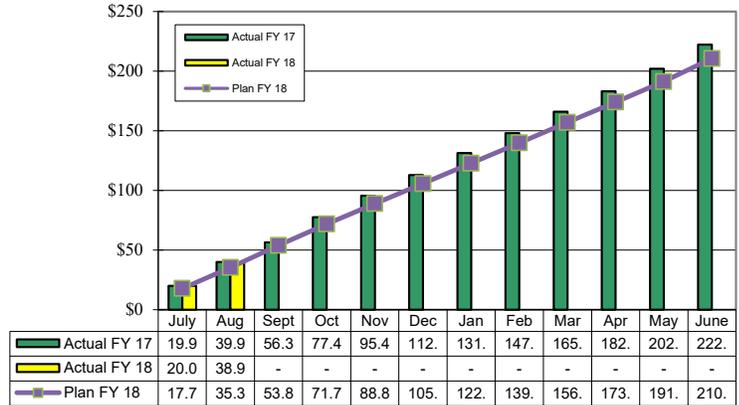
All funds reported on a cash basis, dollars in millions.



## Highway Fund

COMPARISON TO PLAN				
Revenue Category	year-to-date			FY 17 Actuals
	FY 18 Actuals	FY 18 Plan	Actual vs. Plan	
Gasoline Road Toll	\$21.6	\$21.1	\$0.5	\$21.6
Miscellaneous	-	-	-	-
<b>Motor Vehicle Fees</b>				
MV Registrations	13.1	10.4	2.7	14.1
MV Operators	1.5	1.2	0.3	1.5
Inspection Station Fees	0.6	0.4	0.2	0.6
MV Miscellaneous Fees	1.3	1.3	-	1.3
Certificate of Title	0.8	0.9	(0.1)	0.8
<b>Total Fees</b>	<b>17.3</b>	<b>14.2</b>	<b>3.1</b>	<b>18.3</b>
<b>Total</b>	<b>\$38.9</b>	<b>\$35.3</b>	<b>\$3.6</b>	<b>\$39.9</b>

Monthly Comparison to FY17 Highway

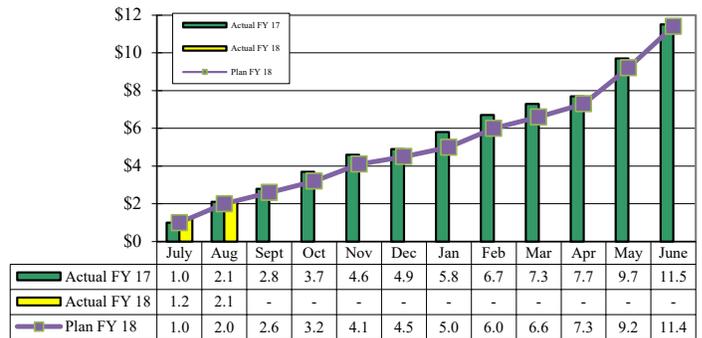


According to Road Toll Operations, actual fuel consumption is up approximately 0.86% YTD over the same period last year. The Highway Fund Plan for FY 2018 represents revenues included within HB144 (Ch. 155, Laws of 2017) adjusted for the removal of \$30.6 million of revenue associated with the cost of collection, which is no longer classified as unrestricted highway fund revenue and is instead classified as restricted revenue, per the Committee of Conference Highway Fund Surplus Statement. Actual collections have also been adjusted for this change.

## Fish & Game Fund

COMPARISON TO PLAN				
Revenue Category	year-to-date			FY 17 Actuals
	FY 18 Actuals	FY 18 Plan	Actual vs. Plan	
Fish and Game Licenses	\$1.9	\$1.8	\$0.1	\$1.9
Fines and Penalties	-	-	-	-
Miscellaneous Sales	0.1	0.1	-	0.1
Federal Recoveries Indirect Costs	0.1	0.1	-	0.1
<b>Total</b>	<b>\$2.1</b>	<b>\$2.0</b>	<b>\$0.1</b>	<b>\$2.1</b>

Monthly Comparison to FY17 Fish & Game



## SALES OF CIGARETTE STAMPS

Total sold (calendar month) July through August for each of last five years  
(number of stamps, in thousands)

Prepared from data provided by DRA

	Sales of Stamps	Volume Change	Percent Change
2018	21,469	266	1.3%
2017	21,203	(882)	-4.0%
2016	22,085	898	4.2%
2015	21,187	(14,003)	-39.8%
2014	35,190	12,203	53.1%

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prior year. The variances with the monthly plan were largely due to timing of statewide post retirement and indirect cost recovery receipts.

**Transfer from Lottery Commission** in August was higher than the plan by \$0.3 million (4.9%) and below the prior year by \$1.1 million (14.7%) due to a large Powerball jackpot late in July of FY17, which also generated an increase in other ticket sales in the prior year.

**Utility Property Tax** collections for August of \$1.2 million were 100% above both plan and prior year, due to the timing of receipts being earlier than anticipated.

**Recovery** revenue for August of \$0.3 million was \$0.2 million (40%) below plan, while YTD revenue was \$0.3 million and \$0.8 million (72.7%) below plan. This was primarily due to the timing of collections, which can vary significantly from month to month.

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