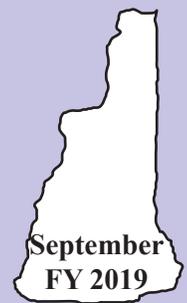


State Of New Hampshire

Monthly Revenue Focus

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



Monthly Revenue Summary

Analysis

	<i>(for month)</i>		
	<u>FY 19 Actual</u>	<u>FY 19 Plan</u>	<u>Actual vs. Plan</u>
Gen & Educ	\$270.5	\$238.7	\$31.8
Highway	\$19.5	\$18.6	\$0.9
Fish & Game	\$0.7	\$0.6	\$0.1

Unrestricted revenue for the General and Education Funds received for the month of September totaled \$270.5 million, which was above the plan by \$31.8 million (13.3%) and above the prior year by \$31.1 million (13.0%). Year to date (YTD) unrestricted revenue totaled \$514.3 million, which was above plan by \$44.9 million (9.6%) and above prior year by \$40.0 million (8.4%).

Business Taxes for September totaled \$138.3 million, which were \$31.1 million (29.0%) above plan and \$26.4 million (23.6%) above prior year. YTD business taxes totaled \$182.0 million, which were \$44.2 million (32.1%) above plan and \$33.3 million (22.4%) above prior year. According to the Dept. of Revenue Administration (DRA), the increase in revenue as compared to the prior year was primarily due to increases in corporate extension and estimate payments.

Current Month

GENERAL & EDUCATION FUNDS	<i>FY 19 Actuals</i>	<i>FY 19 Plan</i>	<i>Actual vs. Plan</i>
Business Profits Tax	\$85.2	\$64.3	\$20.9
Business Enterprise Tax	53.1	42.9	10.2
Subtotal Business Taxes	138.3	107.2	31.1
Meals & Rentals Tax	37.6	37.1	0.5
Tobacco Tax	18.8	19.0	(0.2)
Transfer from Liquor Commission	12.6	13.6	(1.0)
Interest & Dividends Tax	16.0	15.0	1.0
Insurance Tax	2.3	2.1	0.2
Communications Tax	3.6	3.5	0.1
Real Estate Transfer Tax	17.4	16.6	0.8
Court Fines & Fees	1.0	1.2	(0.2)
Securities Revenue	0.6	0.4	0.2
Utility Consumption Tax	0.5	0.5	-
Beer Tax	1.4	1.4	-
Other	2.7	2.8	(0.1)
Transfer from Lottery Commission	7.6	7.5	0.1
Tobacco Settlement	-	-	-
Utility Property Tax	9.9	10.2	(0.3)
State Property Tax	-	-	-
Subtotal Traditional Taxes & Transfers	270.3	238.1	32.2
Recoveries	0.2	0.6	(0.4)
Total Receipts	\$270.5	\$238.7	\$31.8

Meals and Rentals Tax (M&R) receipts for September totaled \$37.6 million, which were above plan by \$0.5 million (1.3%) and above prior year by \$2.0 million (5.6%). YTD collections were \$1.5 million (1.4%) above plan and \$5.9 million (5.8%) above prior year. According to DRA, September collections (August activity) from taxable meals were up 4.2% and from hotels were up 3.5%, as compared to the same month last year.

Tobacco Tax receipts for the month were \$18.8 million, or \$0.2 million (1.1%) below plan and \$0.1 million (0.5%) below prior year. YTD receipts of \$57.1 million were \$2.5 million (4.6%) above plan and \$1.2 million (2.1%) below prior year. According to DRA, YTD stamp sales were 3% lower than the prior year. In addition, the bond receivable balance is lower than the prior year by 23%.

Transfer from Liquor Commission in September was \$1.0 (7.4%) below plan, however, was above prior year by \$1.4 million (12.5%).

Collections for the **Interest and Dividends Tax** for the month were \$16.0 million, or \$1.0 million (6.7%) above plan and \$0.6 million (3.9%) above prior year. YTD collections of \$18.3 million were \$1.1 million (6.4%) above plan and \$0.5 million (2.8%) above prior year.

Collections for the **Communications Services Tax** for the month were \$3.6 million, or \$0.1 million (2.9%) above plan and \$0.2 million (5.3%) below prior year. YTD collections of \$10.7 million were \$0.3 million (2.9%) above plan and \$0.6 million (5.3%) below prior year.

Real Estate Transfer Taxes for September were \$17.4 million, which were above plan by \$0.8 million (4.8%) and above the same month last year by \$2.5 million (16.8%). YTD collections were \$1.1 million (2.2%) above plan and \$5.9 million (13.2%) above prior year. According to DRA, the numbers of transactions reported by counties for the month of September (August collections) were up 3.1% while transaction values were up 15.4% over the same period last year.

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

RET ANALYSIS												
(In Millions)												
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
FY19	15.6	17.5	17.4									
FY18	15.1	14.6	14.9	13.7	13.0	11.4	14.4	9.0	6.5	9.6	12.5	14.0
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
Mo over Mo	0.5	2.9	2.5	(13.7)	(13.0)	(11.4)	(14.4)	(9.0)	(6.5)	(9.6)	(12.5)	(14.0)
% Mo over Mo	3%	20%	17%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%
YTD change over Prior Year	0.5	3.4	5.9	(7.8)	(20.8)	(32.2)	(46.6)	(55.6)	(62.1)	(71.7)	(84.2)	(98.2)
% YTD change	3%	11%	13%	-13%	-29%	-39%	-48%	-52%	-55%	-59%	-63%	-66%

M&R ANALYSIS						
	September			YTD		
	FY 19	FY 18	Diff	FY 19	FY 18	Diff
	Gross Collections	38.6	36.6	2.0	110.3	103.5
Bldg Aid Debt Srvc Transfer	(1.0)	(1.0)	-	(3.0)	(2.1)	(0.9)
Net Revenue	37.6	35.6	2.0	107.3	101.4	5.9

Business Tax Refund Analysis													September
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	YTD
FY19	1.7	1.7	6.4										9.8
FY 18	1.8	1.3	8.0	4.2	2.9	5.3	2.9	2.6	5.3	2.8	1.5	1.4	11.1
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	4.3
Mo over Mo change	(0.1)	0.4	(1.6)	(4.2)	(2.9)	(5.3)	(2.9)	(2.6)	(5.3)	(2.8)	(1.5)	(1.4)	(1.3)
YTD change	(0.1)	0.3	(1.3)	(5.5)	(8.4)	(13.7)	(16.6)	(19.2)	(24.5)	(27.3)	(28.8)	(30.2)	

General & Education Funds Comparison to FY 18

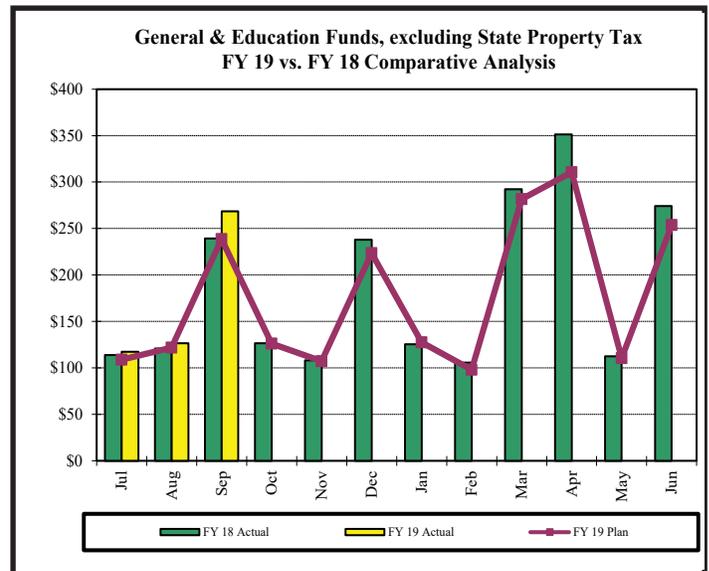
General & Education Funds	Monthly			Year-to-Date			% Change
	FY 19 Actuals	FY 18 Actuals	Inc/(Dec)	FY 19 Actuals	FY 18 Actuals	Inc/(Dec)	
Business Profits Tax	\$85.2	\$69.0	\$16.2	\$105.7	\$91.7	\$14.0	15.3%
Business Enterprise Tax	53.1	\$42.9	10.2	76.3	\$57.0	19.3	33.9%
Subtotal Business Taxes	138.3	111.9	26.4	182.0	148.7	33.3	22.4%
Meals & Rentals Tax	37.6	35.6	2.0	107.3	101.4	5.9	5.8%
Tobacco Tax	18.8	18.9	(0.1)	57.1	58.3	(1.2)	-2.1%
Transfer from Liquor Commission	12.6	11.2	1.4	38.9	40.5	(1.6)	-4.0%
Interest & Dividends Tax	16.0	15.4	0.6	18.3	17.8	0.5	2.8%
Insurance Tax	2.3	2.4	(0.1)	6.7	5.6	1.1	19.6%
Communications Tax	3.6	3.8	(0.2)	10.7	11.3	(0.6)	-5.3%
Real Estate Transfer Tax	17.4	14.9	2.5	50.5	44.6	5.9	13.2%
Court Fines & Fees	1.0	1.2	(0.2)	3.4	3.4	-	0.0%
Securities Revenue	0.6	0.4	0.2	1.3	1.1	0.2	18.2%
Utility Consumption Tax	0.5	0.6	(0.1)	1.4	1.4	-	0.0%
Beer Tax	1.4	1.4	-	4.0	4.0	-	0.0%
Other	2.7	2.2	0.5	8.2	8.8	(0.6)	-6.8%
Transfer from Lottery Commission	7.6	9.2	(1.6)	12.7	15.6	(2.9)	-18.6%
Tobacco Settlement	-	-	-	-	-	-	-
Utility Property Tax	9.9	9.4	0.5	11.2	10.6	0.6	5.7%
State Property Tax	-	-	-	-	-	-	-
Subtotal Traditional Taxes & Transfers	270.3	238.5	31.8	513.7	473.1	40.6	8.6%
Recoveries	0.2	0.9	(0.7)	0.6	1.2	(0.6)	-50.0%
Total Receipts	\$270.5	\$239.4	\$31.1	\$514.3	\$474.3	\$40.0	8.4%

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	\$84.4	\$68.3	\$16.1	\$21.3	\$14.4	\$6.9	\$105.7	\$82.7	\$23.0	27.8%
Business Enterprise Tax	24.6	16.0	8.6	51.7	39.1	12.6	76.3	55.1	21.2	38.5%
Subtotal Business Taxes	109.0	84.3	24.7	73.0	53.5	19.5	182.0	137.8	44.2	32.1%
Meals & Rentals Tax	104.0	102.7	1.3	3.3	3.1	0.2	107.3	105.8	1.5	1.4%
Tobacco Tax	33.6	30.7	2.9	23.5	23.9	(0.4)	57.1	54.6	2.5	4.6%
Transfer from Liquor Commission	38.9	42.9	(4.0)	-	-	-	38.9	42.9	(4.0)	-9.3%
Interest & Dividends Tax	18.3	17.2	1.1	-	-	-	18.3	17.2	1.1	6.4%
Insurance Tax	6.7	5.4	1.3	-	-	-	6.7	5.4	1.3	24.1%
Communications Tax	10.7	10.4	0.3	-	-	-	10.7	10.4	0.3	2.9%
Real Estate Transfer Tax	33.7	33.1	0.6	16.8	16.3	0.5	50.5	49.4	1.1	2.2%
Court Fines & Fees	3.4	3.4	-	-	-	-	3.4	3.4	-	0.0%
Securities Revenue	1.3	1.2	0.1	-	-	-	1.3	1.2	0.1	8.3%
Utility Consumption Tax	1.4	1.5	(0.1)	-	-	-	1.4	1.5	(0.1)	-6.7%
Beer Tax	4.0	3.9	0.1	-	-	-	4.0	3.9	0.1	2.6%
Other	8.2	9.7	(1.5)	-	-	-	8.2	9.7	(1.5)	-15.5%
Transfer from Lottery Commission	-	-	-	12.7	14.0	(1.3)	12.7	14.0	(1.3)	-9.3%
Tobacco Settlement	-	-	-	-	-	-	-	-	-	0.0%
Utility Property Tax	-	-	-	11.2	10.2	1.0	11.2	10.2	1.0	9.8%
State Property Tax	-	-	-	-	-	-	-	-	-	-
Subtotal Traditional Taxes & Transfers	373.2	346.4	26.8	140.5	121.0	19.5	513.7	467.4	46.3	9.9%
Recoveries	0.6	2.0	(1.4)	-	-	-	0.6	2.0	(1.4)	-70.0%
Total Receipts	\$373.8	\$348.4	\$25.4	\$140.5	\$121.0	\$19.5	\$514.3	\$469.4	\$44.9	9.6%

EDUCATION TRUST FUND	
Statement of Activity - FY 2019	
July 1, 2018 to September 30, 2018	
Description	Amount
Beginning Surplus (Deficit) - unaudited	\$11.4
Unrestricted Revenue - See above	140.5
Expenditures	
Education Grants & Adm Costs	(123.6)
Ending Surplus (Deficit) - unaudited	\$28.3

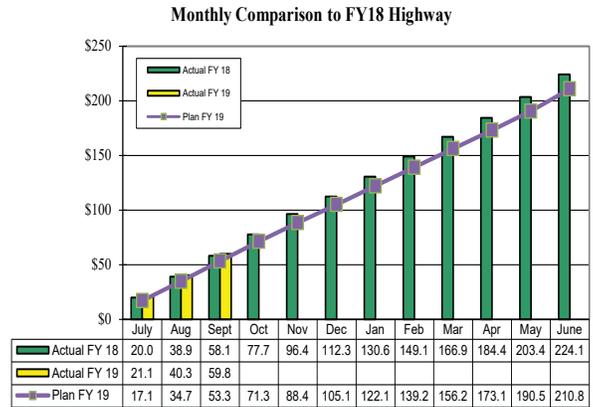
The beginning surplus of \$11.4 million is on the cash basis. Fiscal 2019 Adequate Education Grant payments of \$548.9 million are due 20% September 1, 20% November 1, 30% January 1 and 30% April 1. Municipalities receive an additional \$363.1 million of grants through local retention of Statewide Property Tax collection. The FY 2019 budget anticipated a deficit of \$9.6 million, to be covered by a General fund transfer at year end.



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

Highway Fund

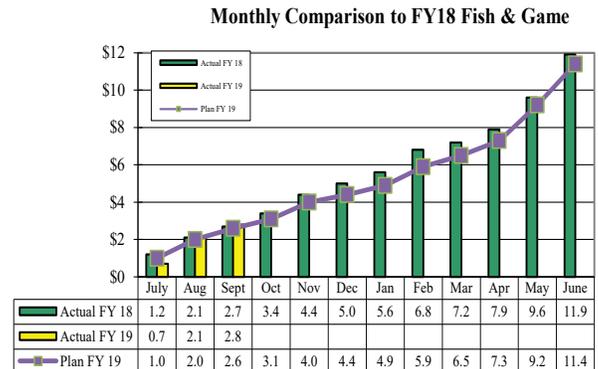
COMPARISON TO PLAN				
Revenue Category	year-to-date			FY 18 Actuals
	FY 19 Actuals	FY 19 Plan	Actual vs. Plan	
Gasoline Road Toll	\$33.6	\$32.3	\$1.3	\$33.4
Miscellaneous	0.3	-	0.3	-
Motor Vehicle Fees				
MV Registrations	19.3	15.3	4.0	18.3
MV Operators	2.3	1.8	0.5	2.1
Inspection Station Fees	0.9	0.8	0.1	0.8
MV Miscellaneous Fees	1.9	1.8	0.1	1.9
Certificate of Title	1.5	1.3	0.2	1.6
Total Fees	25.9	21.0	4.9	24.7
Total	\$59.8	\$53.3	\$6.5	\$58.1



According to Road Toll Operations, actual fuel consumption is up approximately 0.52% YTD over the same period last year. The Highway Fund Plan for FY 2019 represents revenues included within HB144 (Ch. 155, Laws of 2017) adjusted for the removal of \$ 31.4 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.

Fish & Game Fund

COMPARISON TO PLAN				
Revenue Category	year-to-date			FY 18 Actuals
	FY 19 Actuals	FY 19 Plan	Actual vs. Plan	
Fish and Game Licenses	\$2.6	\$2.3	\$0.3	\$2.5
Fines and Penalties	-	-	-	-
Miscellaneous Sales	0.1	0.1	-	0.1
Federal Recoveries Indirect Costs	0.1	0.2	(0.1)	0.1
Total	\$2.8	\$2.6	\$0.2	\$2.7



SALES OF CIGARETTE STAMPS

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

Prepared from data provided by DRA

	Sales of Stamps	Volume Change	Percent Change
2019	29,674	(985)	-3.2%
2018	30,659	(1,003)	-3.2%
2017	31,662	(817)	-8.9%
2016	32,479	308	6.7%
2015	32,171	(8,130)	-65.3%

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Utility Property Tax collections for September of \$9.9 million were \$0.3 million (2.9%) below plan and above prior year by \$0.5 million (5.3%), due to the timing of receipts being earlier than anticipated.

Other revenues for September of \$2.7 million were \$0.1 million (3.6%) below plan and above prior year by \$0.5 million (22.7%). The variances with the plan were largely due to the reclassification of the Office of Professional Licensure and Certification revenues from unrestricted to dedicated funds as of July 1, 2018.

Recovery revenue for September was down \$0.4 million as compared to the plan primarily due to projected deficit for FY 2019 as a result of changes in costs subject to audit recovery.

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