

FY 2020 November Revenue Snapshot

Office of Legislative Services

Big Three Growth Propels Collections Above Targets in November, Year-to-Date

Year-to-date collections of \$10.842 billion through the first five months of the fiscal year were 10.1% above the year prior. The Executive's FY 2020 estimates¹ for major revenues require 0.3% aggregate growth. November collections totaled \$2.137 billion, an increase of \$206.4 million (10.7%). The three major revenue sources in this State – the gross income tax, sales tax, and corporation business tax – continued to outperform expectations.

- **Gross Income Tax (GIT)** net collections totaled \$4.728 billion through the end of November, up \$243.1 million or 5.4% over the prior fiscal year. Year-to-date withholdings were up \$170.5 million (4.6%), estimated payments were up \$37.8 million (4.3%), final payments were up \$67.1 million (19.5%), and refunds increased by \$36.7 million (7.3%). The Executive's year-end target assumes 3.7% growth above FY 2019.
- **Sales Tax** revenues year-to-date totaled \$3.474 billion, up 8.8% from the same period² last year. Throughout FY 2020, sales tax collections will benefit from additional remote online sellers remitting payments to the State. The State's remote seller law allowed online vendors to request a 180-day deferral period from the law's October 2018 enactment date. Thus, the last two months of sales tax collections in FY 2019 were the only months that reflected this enactment. The year-end target assumes 3.0% growth above FY 2019.
- **Corporation Business Tax (CBT)** cash collections of \$1.251 billion were 33.1% above the same period last fiscal year. Year-to-date estimated payments were up 10.5% and final payments were up 76.5%, contributing significantly to overall growth. Similar to October, November included stronger final extension payments that enhanced collections. The Executive's year-end target assumes a decline of 17.5% for the year, attributable to the temporary surtax phasing down from 2.5 percent to 1.5 percent on January 1, 2020 and significant nonrecurring payments that were booked in FY 2019.
- **CBT Banking and Financial Business** collections of \$209.9 million were 160.6% above the same period last fiscal year. Year-to-date collections include a non-recurring payment of \$130 million attributable to a multi-year liability settlement. The Executive's year-end target assumes a decline of 17% for the year.
- **Transfer Inheritance and Estate Tax** revenues of \$177.5 million were down 25.7%, a steeper drop than the forecasted decline of 13.4%. Of the amounts collected, \$170.2 million was attributable to the transfer inheritance tax, down 7.3%; and approximately \$7.2 million was attributable to the estate tax, down 86.9%. Given that the estate tax was repealed on January 1, 2018, the State does not anticipate receiving significant collections from this tax in FY 2020. The year-end target for the transfer inheritance tax assumes growth of 1.4% from the FY 2019 level.

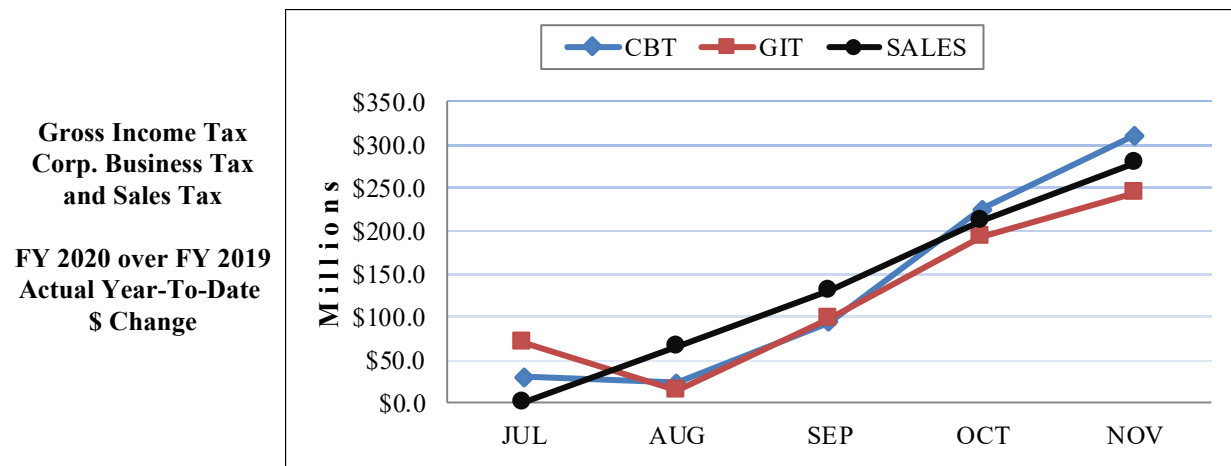
¹ The *OLS Revenue Snapshot* displays the growth rates of cash collections necessary to achieve the Executive's FY 2020 certified year-end targets (June 2019) compared to the Executive's projected FY 2019 totals (June 2019), as reported in the State's bond documents.

² November sales tax collections reflect October economic activity, as this tax is subject to a one-month payment lag.

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Revenue (\$ millions)	FY 2019 Actual Year-To-Date	FY 2020 Actual Year-To-Date	Actual Y-T-D Change (%)	Exec. Certified Year-End Estimate	Exec. Certified Year-End Change (%)**
GROSS INCOME TAX (GIT)	\$4,485.1	\$4,728.2	5.4%	\$16,493.3	3.7%
* SALES TAX	\$3,194.2	\$3,474.2	8.8%	\$10,242.5	3.0%
CORP. BUS. TAX (CBT)	\$940.4	\$1,251.5	33.1%	\$3,342.0	-17.5%
[a] PETROLEUM PRODUCTS	\$479.0	\$506.4	5.7%	\$1,569.6	4.1%
* MOTOR FUELS	\$168.2	\$163.0	-3.1%	\$492.0	-3.0%
[b] MOTOR VEHICLE FEES	\$20.9	\$25.3	21.2%	\$487.6	8.7%
INSURANCE PREMIUM	(\$40.8)	\$6.8	--	\$473.0	-6.6%
TRANSFER INHERITANCE	\$238.8	\$177.5	-25.7%	\$420.0	-13.4%
* REALTY TRANSFER	\$145.2	\$147.1	1.3%	\$383.5	2.0%
[c] CASINO	\$102.6	\$116.8	13.8%	\$261.5	3.8%
BANKS & FINANCIAL (CBT)	\$80.5	\$209.9	160.6%	\$242.5	-17.0%
* ALCOHOL EXCISE	\$31.1	\$35.8	14.9%	\$113.0	1.8%
[d] CIGARETTE	\$0.0	\$0.0	0.0%	\$85.9	-19.4%
TOTALS:	\$9,845.2	\$10,842.2	10.1%	\$34,606.5	0.3%



Sources: Executive's FY 2020 certified estimates (June 2019). FY 2020 Year-To-Date from the Treasury Monthly reports.

* Revenues represent four months of cash collections. All others represent five months of cash collections.

** The percentage difference between the FY 2020 Executive's certified estimates (June 2019) and the Executive's updated FY 2019 estimates (June 2019). The year-end change estimate reflects only those revenues displayed in the table above. Energy revenues for the sales tax and CBT are not included.

[a] The PPGRT year-end estimate reflects the full \$1,569.6 billion target, including \$801.8 million for Capital Reserves.

[b] The first \$265.3 million in motor vehicle fee collections are dedicated to the NJ Motor Vehicle Commission.

[c] The casino amounts include internet gaming and sports betting revenues.

[d] The first \$391.5 million from this tax is deposited into the Health Care Subsidy Fund (P.L.2006, c.37), \$91.7 million is dedicated to pay debt service pursuant to P.L.2004, c.68, and \$5.7 million is dedicated for anti-smoking initiatives pursuant to P.L.2017, c.242.