

# *City Sales as Indicated by Sales Tax*

## *Falkner, MS*

*June 2023 - May 2024*

*extension.msstate.edu/economic-profiles*



These profiles are designed to provide a sense of the economic contribution that sales subject to sales and use tax experienced by Mississippi counties and municipalities. In addition, we estimate the fiscal effects for state and local tax revenues, sales tax diversion effects for Mississippi municipalities, and the fiscal effects of federal tax revenues as a result of sales subject to sales and use tax for two selected sectors.

Data to estimate these sales were obtained from the Mississippi Department of Revenue's Sales Indicated by Gross Sales Tax Collections, reported by County, City and Industry Group monthly statistics reports (<https://www.dor.ms.gov/Statistics/Pages/Monthly-Statistics.aspx>). It should be noted that these data have not been reconciled by the Department of Revenue, but are aggregated from reports submitted by organizations that collect sales tax from across the state on an "as is" basis. As such, the data contained in these monthly reports likely will not sum to the annual report provided by the Department of Revenue.

Even though these are not final data, we feel that the identification of trends in sales and the collection of sales could be valuable to the leaders of Mississippi's counties and municipalities. This report uses data from June 2023 through May 2024 (the most current data available).

These profiles are organized in the following manner:

- The first set of graphs and tables provide the levels of sales and sales tax collected for the total sales subject to sales tax, as well as the levels of sales and sales tax collected for the retail sector and the accommodation and food services sector. Statistics for these sectors were provided due to their importance to the level of sales tax collected and the level of sales tax diversions remitted to Mississippi municipalities.
- The economic impact of the change in sales in the combined retail sales and accommodation and food services sectors is then estimated to provide community leaders with an estimate of the "spillover costs" or, in some cases, "spillover benefits" that occur as a result of the pandemic.
  - The sales subject to sales tax is estimated by summing the reported sales (by sector) for the most recent 12 months. For example, the estimate for this series of reports is the sum of reported sales from June 2023 through May 2024.
  - The sales estimates are used in county-specific IMPLAN® models (see the Data Key at the end of this publication for an explanation) to estimate direct, indirect, and induced spillover effects resulting from this shock to the economy. In addition, the state and local, as well as the federal, fiscal effects of the change in sales will be presented.
  - An estimate of the level of diversions provided to Mississippi municipalities will also be presented as a part of the municipalities' profiles. These estimated diversions are also reported by the Mississippi Department of Revenue.

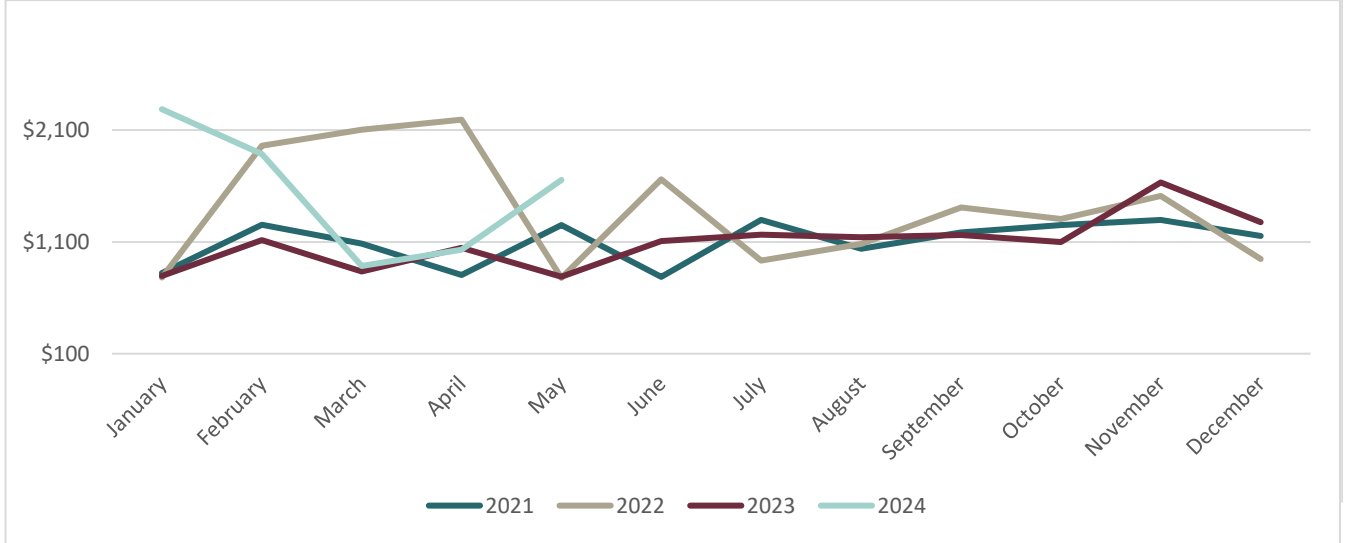
**Total Sales as Indicated by Sales Tax (\$000s)**

Month	2021	2022	2023	2024
JAN	\$821	\$782	\$795	\$2,287
FEB	\$1,254	\$1,960	\$1,117	\$1,886
MAR	\$1,083	\$2,102	\$836	\$884
APR	\$805	\$2,193	\$1,048	\$1,029
MAY	\$1,252	\$778	\$788	\$1,653
JUN	\$787	\$1,659	\$1,108	
JUL	\$1,297	\$933	\$1,164	
AUG	\$1,038	\$1,081	\$1,141	
SEP	\$1,185	\$1,408	\$1,163	
OCT	\$1,251	\$1,304	\$1,098	
NOV	\$1,295	\$1,512	\$1,632	
DEC	\$1,154	\$948	\$1,275	

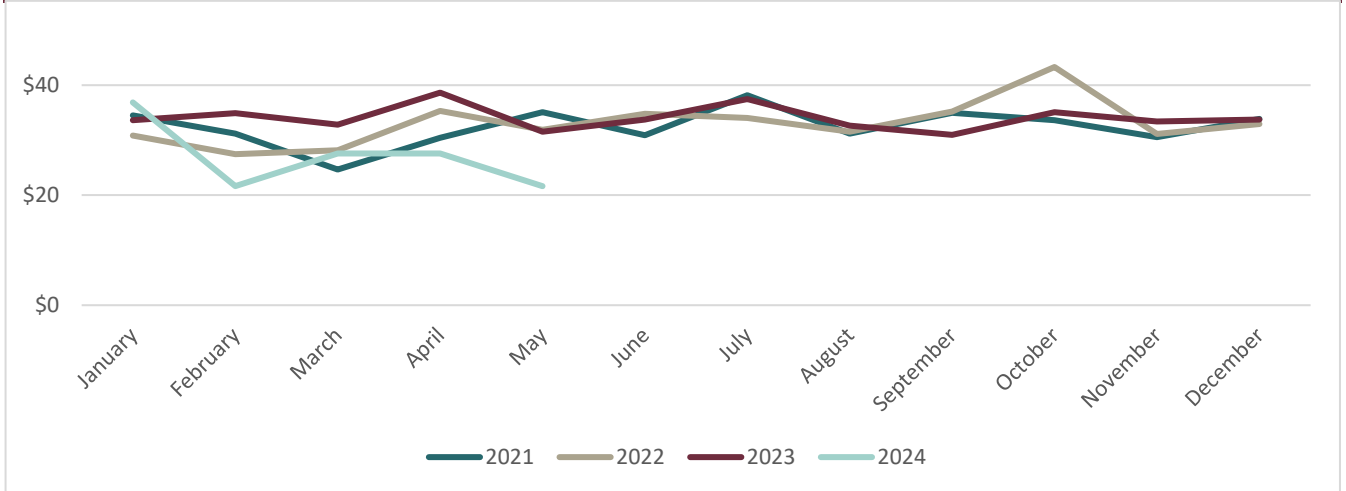
**Total Sales Tax Collected (\$000s)**

Month	2021	2022	2023	2024
JAN	\$34	\$31	\$34	\$37
FEB	\$31	\$27	\$35	\$22
MAR	\$25	\$28	\$33	\$28
APR	\$30	\$35	\$39	\$28
MAY	\$35	\$32	\$32	\$22
JUN	\$31	\$35	\$34	
JUL	\$38	\$34	\$37	
AUG	\$31	\$32	\$33	
SEP	\$35	\$35	\$31	
OCT	\$34	\$43	\$35	
NOV	\$31	\$31	\$33	
DEC	\$34	\$33	\$34	

**Falkner Total Sales (\$000s)**



**Falkner Total Sales Tax (\$000s)**



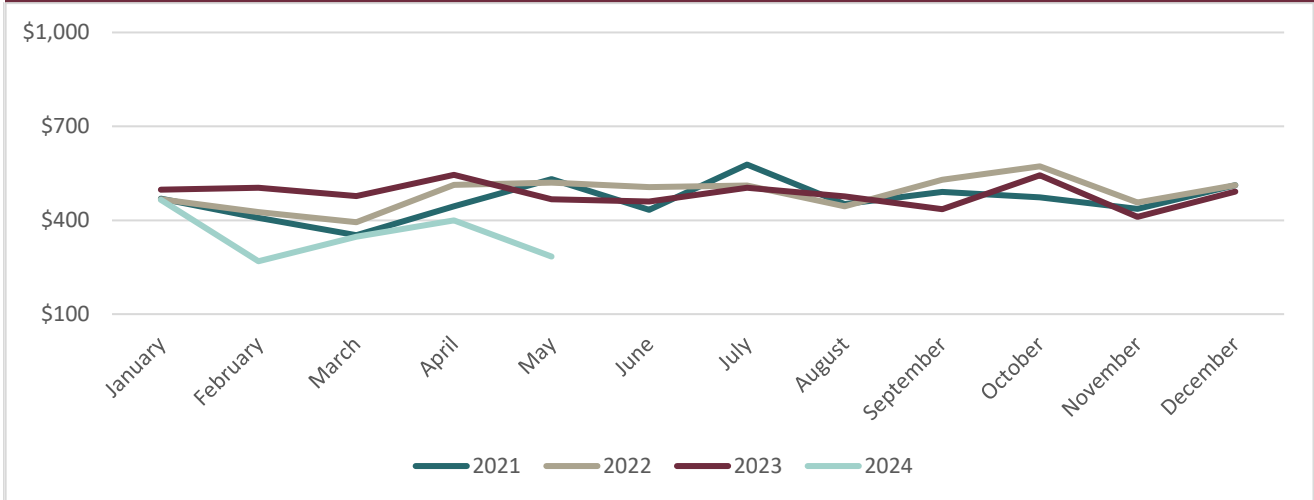
**Retail Sector Sales as Indicated by Sales Tax (\$000s)**

Month	2021	2022	2023	2024
JAN	\$469	\$467	\$498	\$465
FEB	\$408	\$426	\$504	\$269
MAR	\$352	\$394	\$477	\$348
APR	\$444	\$513	\$545	\$399
MAY	\$531	\$520	\$467	\$284
JUN	\$433	\$506	\$460	
JUL	\$578	\$511	\$504	
AUG	\$452	\$444	\$476	
SEP	\$491	\$529	\$436	
OCT	\$473	\$572	\$543	
NOV	\$436	\$457	\$411	
DEC	\$512	\$512	\$491	

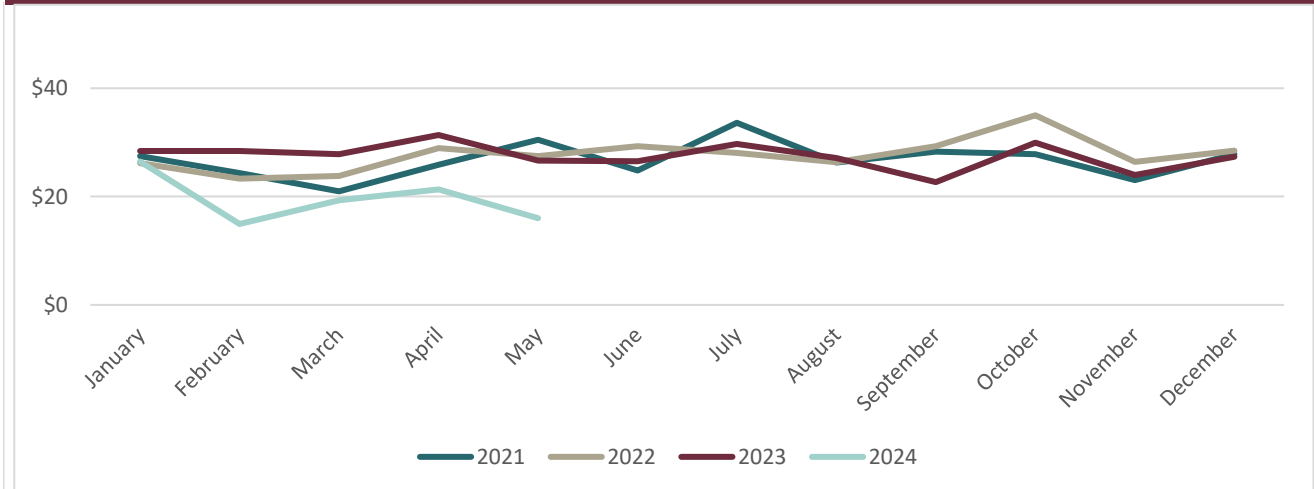
**Retail Sector Sales Tax Collected (\$000s)**

Month	2021	2022	2023	2024
JAN	\$27	\$26	\$28	\$26
FEB	\$24	\$23	\$28	\$15
MAR	\$21	\$24	\$28	\$19
APR	\$26	\$29	\$31	\$21
MAY	\$30	\$27	\$27	\$16
JUN	\$25	\$29	\$27	
JUL	\$34	\$28	\$30	
AUG	\$26	\$26	\$27	
SEP	\$28	\$29	\$23	
OCT	\$28	\$35	\$30	
NOV	\$23	\$26	\$24	
DEC	\$28	\$29	\$27	

**Falkner Retail Sector Sales (\$000s)**



**Falkner Retail Sector Sales Tax (\$000s)**



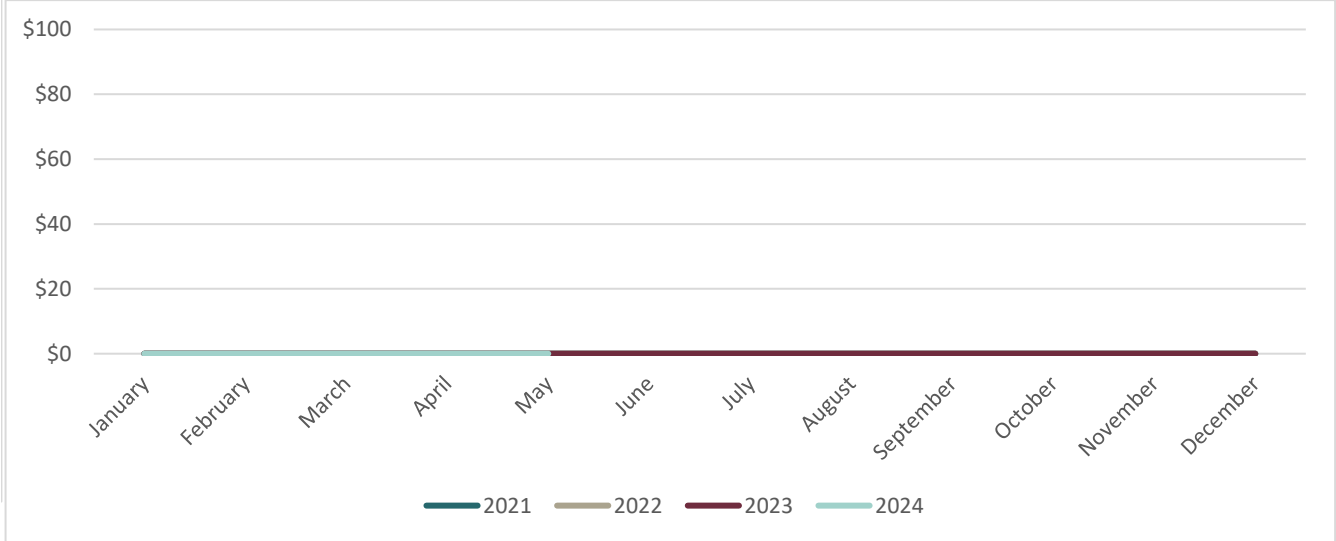
**Food Service and Accommodations Sector Sales  
Subject to Sales Tax (\$000s)**

Month	2021	2022	2023	2024
JAN	\$0	\$0	\$0	\$0
FEB	\$0	\$0	\$0	\$0
MAR	\$0	\$0	\$0	\$0
APR	\$0	\$0	\$0	\$0
MAY	\$0	\$0	\$0	\$0
JUN	\$0	\$0	\$0	\$0
JUL	\$0	\$0	\$0	\$0
AUG	\$0	\$0	\$0	\$0
SEP	\$0	\$0	\$0	\$0
OCT	\$0	\$0	\$0	\$0
NOV	\$0	\$0	\$0	\$0
DEC	\$0	\$0	\$0	\$0

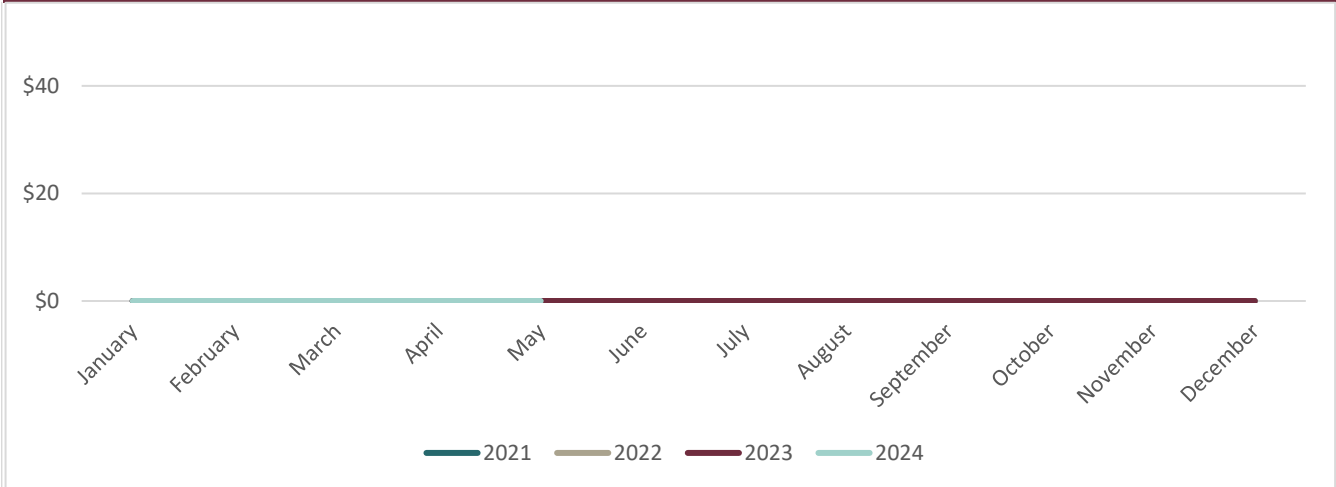
**Food Service and Accommodations Sector Sales  
Tax Collected (\$000s)**

Month	2021	2022	2023	2024
JAN	\$0	\$0	\$0	\$0
FEB	\$0	\$0	\$0	\$0
MAR	\$0	\$0	\$0	\$0
APR	\$0	\$0	\$0	\$0
MAY	\$0	\$0	\$0	\$0
JUN	\$0	\$0	\$0	\$0
JUL	\$0	\$0	\$0	\$0
AUG	\$0	\$0	\$0	\$0
SEP	\$0	\$0	\$0	\$0
OCT	\$0	\$0	\$0	\$0
NOV	\$0	\$0	\$0	\$0
DEC	\$0	\$0	\$0	\$0

**Falkner Food Service and Accommodations Sector Sales (\$000s)**



**Falkner Food Service and Accommodations Sector Sales Tax (\$000s)**



### Estimated Change in Sales

	Sales JUN23 - MAY24	Average Sales* JUN23 - MAY24	Change in Sales
Agriculture, Forestry, Fishing and Hunting	\$0	\$0	\$0
Mining, Quarrying, and Oil and Gas Extraction	\$0	\$0	\$0
Utilities	\$0	\$0	\$0
Construction	\$0	\$22,540	\$22,540
Manufacturing	\$5,086,417	\$5,086,417	\$0
Wholesale Trade	\$0	\$262,805	\$262,805
Retail Trade	\$0	\$0	\$123,795
Transportation and Warehousing	\$123,795	\$0	\$0
Information	\$0	\$0	\$0
Finance and Insurance	\$0	\$0	\$0
Real Estate and Rental and Leasing	\$0	\$0	\$0
Professional, Scientific, and Technical Services	\$0	\$0	\$0
Management of Companies and Enterprises	\$0	\$0	\$0
Admin/Support/Waste Mgt & Remediation Svcs	\$0	\$0	\$0
Educational Services	\$0	\$0	\$0
Health Care and Social Assistance	\$0	\$0	\$0
Arts, Entertainment, and Recreation	\$0	\$0	\$0
Accomodation and Food Services	\$0	\$0	\$0
Other Services (except Public Administration)	\$0	\$0	\$0
Public Administration	\$0	\$0	\$0
<b>Change in Total of Sector Sales</b>	<b>\$5,210,212</b>	<b>\$5,371,762</b>	<b>\$409,140</b>

\*Average Sales is calculated as the sum of average monthly sales for the three previous years.

### Economic Impact Summary from Change in Total of Sector Sales (IMPLAN)

Impact Type	Employment	Labor Income	Total Value Added	Output
Direct Effect	48.8	\$1,427,139	\$2,921,805	\$5,495,557
Indirect Effect	5.3	\$226,401	\$327,295	\$797,149
Induced Effect	2.4	\$79,162	\$110,592	\$238,350
<b>Total Effect</b>	<b>56.5</b>	<b>\$1,732,702</b>	<b>\$3,359,693</b>	<b>\$6,531,057</b>

Estimated Change in Municipal Sales Tax Diversions (18.5%) **\$1,372**

See explanation of Municipal Sales Tax Diversions in the Data Key.

### Estimated Local Tax from Total of Sector Sales (IMPLAN)

Description	Taxes on			
	Employment Compensation	Production and Imports	Households	Corporations
Social Insurance	\$0	\$0	\$0	\$0
TOPI: Sales Tax	\$0	\$7,416	\$0	\$0
TOPI: Property Tax	\$0	\$228,525	\$0	\$0
TOPI: Other Tax	\$0	\$5,032	\$0	\$0
Corporate Profits Tax	\$0	\$0	\$0	\$0
Personal Taxes	\$0	\$0	\$796	\$0
<b>Total Local Taxes</b>	<b>\$0</b>	<b>\$240,974</b>	<b>\$796</b>	<b>\$0</b>

Month	2021	2022	2023	2024	Month	2021	2022	2023	2024
January	\$6,513	\$5,959	\$6,430	\$7,077	January				
February	\$5,801	\$5,297	\$6,578	\$4,194	February				
March	\$4,725	\$5,511	\$2,795	\$5,134	March				
April	\$5,750	\$6,777	\$8,647	\$4,660	April				
May	\$6,364	\$6,071	\$5,987	\$4,764	May				
June	\$5,880	\$6,383	\$6,405		June				
July	\$7,045	\$6,613	\$8,824		July				
August	\$5,877	\$6,064	\$6,041		August				
September	\$6,492	\$6,535	\$5,964		September				
October	\$6,456	\$8,225	\$6,537		October				
November	\$5,935	\$6,014	\$6,395		November				
December	\$6,168	\$6,113	\$6,405		December				

**No Special Levy**

Month	2021	2022	2023	2024
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				

**No Special Levy**

Month	2021	2022	2023	2024
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				

**No Special Levy**

Month	2021	2022	2023	2024
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				

## Estimated State Tax from Total of Sector Sales (IMPLAN)

Description	Taxes on			
	Employment Compensation	Production and Imports	Households	Corporations
Social Insurance	\$108	\$0	\$0	\$0
TOPI: Sales Tax	\$0	\$486,506	\$0	\$0
TOPI: Property Tax	\$0	\$3,195	\$0	\$0
TOPI: Other Tax	\$0	\$51,713	\$0	\$0
Corporate Profits Tax	\$0	\$0	\$0	\$13,325
Personal Taxes	\$0	\$0	\$30,710	\$0
<b>Total State Taxes</b>	<b>\$108</b>	<b>\$541,414</b>	<b>\$32,023</b>	<b>\$13,325</b>

## DATA Key

### Total Sales as Indicated by Sales Tax

North American Industrial Classification Sectors (NAICS) sectors included in the “Total Sales as Indicated by Sales Tax” statistics include: Sector 11 – *Agriculture, Forestry, Fishing and Hunting* ; Sector 21 – *Mining, Quarrying, and Oil and Gas Extraction* ; Sector 22 – *Utilities* ; Sector 23 – *Construction* ; Sector 31-33 – *Manufacturing* ; Sector 42 – *Wholesale Trade* ; Sector 44-45 – *Retail Trade* ; Sector 48-49 – *Transportation and Warehousing* ; Sector 51 – *Information* ; Sector 52 – *Finance and Insurance* ; Sector 53 – *Real Estate and Rental and Leasing* ; Sector 54 – *Professional, Scientific, and Technical Services* ; Sector 55 – *Management of Companies and Enterprises* ; Sector 56 – *Administrative and Support and Waste Management and Remediation Services* ; Sector 61 – *Educational Services* ; Sector 62 – *Health Care and Social Assistance* ; Sector 71 – *Arts, Entertainment, and Recreation* ; Sector 72 – *Accommodation and Food Services* ; Sector 81 – *Other Services (Except Public Administration)* ; and Sector 92 – *Public Administration* .

### Retail Sector Sales

Retail Sector Sales includes NAICS Sector 44-45 – Retail Trade.

### Accommodation and Food Service Sector Sales

Accommodation and Food Services Sector Sales includes NAICS Sector 72 – Accommodation and Food Services.

### Estimated Sales Subject to Sales Tax

To determine the economic impact of specific sector sales, we summed the sales for that sector in the study time frame. For this publication, each month’s sector sales from June 2023 through May 2024 were summed to obtain the Sales Subject to Sales Tax estimate.

Municipalities are assigned to the county in which the largest proportion of the municipality’s population resides (e.g., while the city of Jackson lies in Hinds, Madison, and Rankin Counties, Jackson was “assigned” to Hinds County because the majority of its population resides in Hinds County).

### Municipal Sales Tax Diversions

Municipalities receive 18.5 percent of sales tax collected within their boundaries from the Mississippi Department of Revenue that can be used in the general budget (counties are not eligible for this allocation). The estimated municipal sales tax diversion is calculated as 18.5 percent of the change in Taxes on Production and Imports: Sales Tax as estimated by the Mississippi Department of Revenue.

## **Economic Impact Summary from Total of Sector Sales**

The estimated sales was applied to a county-specific IMPLAN® input-output model to estimate the economic impacts and fiscal (tax) effects that result from the change in retail sales for the retail sector and accommodation and food services sector. The input-output model estimates direct, indirect, and induced effects for employment, labor income, total value added, and output. These terms are defined below:

**Direct Effects** — represent the initial change to industries considered relevant to the VA dataset. Industries used include *Retail – Miscellaneous store retailers* (IMPLAN® Sector 412), *Hotels and motels, including casino hotels* (IMPLAN® Sector 507), and *Limited-service restaurants* (IMPLAN® Sector 510).

**Indirect Effects** — represent changes in inter-industry transactions when supplying industries respond to demand changes from directly affected industries (the direct effects above).

**Induced Effects** — represent changes in local spending that result from income changes to employees in the directly and indirectly affected industry sectors.

**Employment** — annual average of monthly jobs in the industry. A job can be either part-time or full-time, and a person can hold more than one job (the employment or job count is not necessarily the same as the count of employed persons).

**Labor Income** — all forms of employment income, including employee compensation (wages and benefits) and proprietor income.

**Value Added** — represents the difference between an industry's total output and the cost of its intermediate inputs (gross outputs (sales or receipts plus other operating income plus inventory change) minus intermediate inputs (consumption of goods and services purchased from other industries or imported).

**Output** — represents the value of production by an industry in a calendar year.

## **Estimated State and Local Tax from Total of Sector Sales**

IMPLAN® provides estimates of the fiscal (tax) effects for state and local taxes as well as federal taxes (federal taxes aren't shown in this report) that result from a shock to the local economy. Summaries of these fiscal effects are presented by tax type (*Social Insurance, Taxes on Production and Imports (TOPI): Sales Tax, TOPI: Property Tax, TOPI: Other Tax, Corporate Profits Tax, and Personal Taxes by taxpayer (Employee Compensation, Proprietor Income, TOPI, Households, and Corporations)*).

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