

## REVENUE ESTIMATING CONFERENCE

**Tax:** Sales Tax

**Issue:** Marketplace Provider Sales

**Bill Number(s):** SB 50/HB 15

**Entire Bill**

**Partial Bill:**

**Sponsor(s):** Senator Gruters/Representative Clemons

**Month/Year Impact Begins:** 7/1/2021

**Date of Analysis:** 01/28/2021

### Section 1: Narrative

- a. Current Law:** Florida law requires a dealer to calculate the tax on the sales price of a taxable good or service, display it separately at the time of purchase, and then collect it from the purchaser. Historically, sales tax on out-of-state sales to Florida has been collected through the state's use tax. This has resulted in low compliance rates of sales tax collections on out-of-state sales when the seller does not otherwise have Florida nexus. In 2018, the U.S. Supreme Court decided *South Dakota v. Wayfair* which expands the states' ability to require remote sellers to collect sales tax. Since the *Wayfair* case, 43 states have enacted remote seller laws and 38 states have enacted marketplace provider laws. In addition to the state tax, s. 212.055, F.S., authorizes counties to impose local discretionary sales surtaxes. Today, a dealer who makes mail order sales is exempt from collecting and remitting a local option surtax unless the dealer is located in a county that levies the surtax.
- b. Proposed Change:** By making them dealers, the bills require marketplace providers and out-of-state retailers with no physical presence in Florida to collect Florida's sales tax on sales of taxable items delivered to purchasers in Florida, if the marketplace provider or out-of-state retailer makes a substantial number of sales into Florida. SB 50 defines a substantial number of remote sales as "any number of taxable remote sales in the previous calendar year in which the sum of the sales prices...exceeded \$100,000." HB 15 defines it differently: (1) conducting 200 or more retail sales of tangible personal property in the previous calendar year to be delivered to a location within this state; or (2) conducting any number of retail sales of tangible personal property in an amount exceeding \$100,000 in the previous calendar year to be delivered to a location within this state.

Both SB 50 and HB 15 define a marketplace as "any physical place or electronic medium through which tangible personal property is offered for sale." Further, HB 15 indicates the marketplace provider is the person who facilitates the sale "by listing or advertising for sale on behalf of the marketplace seller tangible personal property in a marketplace, and who directly, or indirectly through agreements or arrangements with third parties, collects payment from the customer and transmits the payment to the marketplace seller, regardless of whether the marketplace provider receives compensation or other consideration in exchange for his or her services." SB 50 has similar provisions.

HB 15 also strikes the current local option exemption for mail order sales, whereas, SB 50 removes the entire mail order concept from law by substantially rewording the section.

### Section 2: Description of Data and Sources

EDR Research on Top 500 Internet retailers and Marketplace Providers

Census E-Commerce Data

National Conference of State Legislatures

### Section 3: Methodology (Include Assumptions and Attach Details)

EDR purchased a database containing the top marketplace providers to estimate the impact of marketplace providers being required to collect Florida sales tax. Sales data for remote sellers were purchased and analyzed separately. The data included 2019 web sales (in gross market value or GMV). The US Census Bureau has reported that the first three quarters of the 2020 calendar year grew 32.0% over the previous period in 2019. Future growth was determined by attempting to identify the atypical e-commerce activity that was attributed solely to the pandemic-related shut-down and, thereby, likely to end once a vaccine has been widely distributed. The impact assumes varying levels of current compliance for the underlying retailers operating through the marketplace. The impact also assumes differing levels of exempt sales based on data made available through the database provider and research on the marketplace websites.

In Fiscal Year 2021-22, the Conference assumes that e-commerce activity will largely revert to the levels expected prior to the pandemic. Further, the Conference assumes that 100% of the identified marketplace providers meet the threshold requiring registration as a dealer and responsibility for sales tax collection. While some taxpayers who currently submit use tax may be attracted by the administrative convenience of using marketplace providers, the Conference assumed that the impact of this

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interplay was indeterminate. The Conference also assumes that 100% of the marketplace providers will immediately become compliant.

To determine the cash impact of the first year, 11/12<sup>th</sup> was used.

**Section 4: Proposed Fiscal Impact**

State Sales Tax – Marketplace Providers

	High		Middle		Low	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22			\$918.6	\$1,002.1		
2022-23			\$1,089.2	\$1,089.2		
2023-24			\$1,156.8	\$1,156.8		
2024-25			\$1,214.6	\$1,214.6		
2025-26			\$1,275.4	\$1,275.4		

**List of affected Trust Funds:**

Sales Tax Group

**Section 5: Consensus Estimate (Adopted: 02/12/2021): The Conference adopted the proposed estimate.**

**State Sales Tax – Marketplace Providers**

	GR		Trust		Revenue Sharing		Local Half Cent	
	Cash	Recurring	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	887.8	968.5	0	0	30	32.7	0.8	0.9
2022-23	1,052.70	1,052.70	0	0	35.6	35.6	1	1
2023-24	1,118.00	1,118.00	0	0	37.8	37.8	1.1	1.1
2024-25	1,173.90	1,173.90	0	0	39.6	39.6	1.1	1.1
2025-26	1,232.60	1,232.60	0	0	41.6	41.6	1.2	1.2

	Local Option		Total Local		Total	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	139.1	151.7	169.9	185.3	1057.7	1153.8
2022-23	164.8	164.8	201.4	201.4	1254.1	1254.1
2023-24	175.0	175.0	213.9	213.9	1331.9	1331.9
2024-25	184.0	184.0	224.7	224.7	1398.6	1398.6
2025-26	193.1	193.1	235.9	235.9	1468.5	1468.5

2019 Third Party Non-taxed Taxable Sales

\$12,172,163,276

Estimated Potential Sales Tax Collections

	Dollars	Growth Rate (%)		Non-Pandemic Growth			
CY 2019	\$730,329,797	---		CY 2019	\$730,329,797		
CY 2020	\$964,035,331	32.0%		CY 2020	\$839,879,266	15%	
CY 2021	\$954,394,978	-1.0%		CY 2021	\$944,864,174	12.5%	-1.0%
CY 2022	\$1,049,834,476	10.0%		CY 2022	\$1,039,350,592	10%	
CY 2023	\$1,128,572,062	7.5%		CY 2023	\$1,117,301,886	7.5%	
CY 2024	\$1,185,000,665	5.0%		CY 2024	\$1,173,166,980	5.0%	
CY 2025	\$1,244,250,698	5.0%		CY 2025	\$1,231,825,329	5.0%	
CY 2026	\$1,306,463,233	5.0%		CY 2026	\$1,293,416,596	5.0%	

Estimated Sales Tax Collection % meeting threshold 100%

FY 2019-20	\$847,182,564	---		FY 2019-20	\$785,104,531	---
FY 2020-21	\$959,215,155	13.2%		FY 2020-21	\$892,371,720	13.7%
FY 2021-22	\$1,002,114,727	4.5%	\$1,002,114,727	FY 2021-22	\$992,107,383	11.2%
FY 2022-23	\$1,089,203,269	8.7%	\$1,089,203,269	FY 2022-23	\$1,078,326,239	8.7%
FY 2023-24	\$1,156,786,363	6.2%	\$1,156,786,363	FY 2023-24	\$1,145,234,433	6.2%
FY 2024-25	\$1,214,625,681	5.0%	\$1,214,625,681	FY 2024-25	\$1,202,496,155	5.0%
FY 2025-26	\$1,275,356,965	5.0%	\$1,275,356,965	FY 2025-26	\$1,262,620,963	5.0%

Compliance - Voluntary & Involuntary		Recurring	Cash		
FY 2021-22	100.0%	\$1,002,114,727	\$918,605,166	\$918.6	\$1,002.1
FY 2022-23	100.0%	\$1,089,203,269	\$1,089,203,269	\$1,089.2	\$1,089.2
FY 2023-24	100.0%	\$1,156,786,363	\$1,156,786,363	\$1,156.8	\$1,156.8
FY 2024-25	100.0%	\$1,214,625,681	\$1,214,625,681	\$1,214.6	\$1,214.6
FY 2025-26	100.0%	\$1,275,356,965	\$1,275,356,965	\$1,275.4	\$1,275.4

Distributions - current law

	GR		Revenue Sharing		Half Cent (Emergency)		Total (w/o local option)	
	cash	recurring	cash	recurring	cash	recurring	cash	recurring
FY 2021-22	\$ 887.8	\$ 968.5	\$ 30.0	\$ 32.7	\$ 0.8	\$ 0.9	\$ 918.6	\$ 1,002.1
FY 2022-23	\$ 1,052.7	\$ 1,052.7	\$ 35.6	\$ 35.6	\$ 1.0	\$ 1.0	\$ 1,089.2	\$ 1,089.2
FY 2023-24	\$ 1,118.0	\$ 1,118.0	\$ 37.8	\$ 37.8	\$ 1.1	\$ 1.1	\$ 1,156.8	\$ 1,156.8
FY 2024-25	\$ 1,173.9	\$ 1,173.9	\$ 39.6	\$ 39.6	\$ 1.1	\$ 1.1	\$ 1,214.6	\$ 1,214.6
FY 2025-26	\$ 1,232.6	\$ 1,232.6	\$ 41.6	\$ 41.6	\$ 1.2	\$ 1.2	\$ 1,275.4	\$ 1,275.4

Distributions - include out of state to half cent distributions

	GR		Revenue Sharing		Half Cent		Total (w/o local option)		(PERC - TF)	
	cash	recurring	cash	recurring	cash	recurring	cash	recurring	cash	recurring
FY 2021-22	\$ 812.4	\$ 886.2	\$ 27.3	\$ 29.8	\$ 78.8	\$ 86.0	\$ 918.5	\$ 1,002.0	\$ 0.1	\$ 0.1
FY 2022-23	\$ 963.3	\$ 963.3	\$ 32.4	\$ 32.4	\$ 93.5	\$ 93.5	\$ 1,089.1	\$ 1,089.1	\$ 0.1	\$ 0.1
FY 2023-24	\$ 1,023.0	\$ 1,023.0	\$ 34.4	\$ 34.4	\$ 99.3	\$ 99.3	\$ 1,156.7	\$ 1,156.7	\$ 0.1	\$ 0.1
FY 2024-25	\$ 1,074.2	\$ 1,074.2	\$ 36.1	\$ 36.1	\$ 104.2	\$ 104.2	\$ 1,214.5	\$ 1,214.5	\$ 0.1	\$ 0.1
FY 2025-26	\$ 1,127.9	\$ 1,127.9	\$ 37.9	\$ 37.9	\$ 109.5	\$ 109.5	\$ 1,275.2	\$ 1,275.2	\$ 0.1	\$ 0.1

## Marketplace Sales – 2021 Session

EDR purchased proprietary information regarding U.S.-based marketplaces for the top 100 internet marketplaces, the data included gross market value (GMV) for 2019. The vendor provided information on worldwide GMV and the share attributable to the U.S. The sales of these fifty-six marketplaces represented only third-party sellers. The estimated U.S. GMV of these sellers totals \$343.0 billion. The top four marketplaces' third-party sales accounted for 52% of 2019 online retail sales (and about 91% of the online sales from the 56 U.S. marketplaces). The U.S. Census Bureau reports quarterly on retail and e-commerce sales as a subset of those sales. The first three quarters in 2020 grew 32.0% over the previous period in 2019. This shift in purchase behavior is a consequence of the coronavirus pandemic but not expected to be sustained at that level once effective vaccines are widely deployed. This is viewed, in part, as an acceleration of consumer choice that ultimately would have unfolded anyway.

The first step is to determine the type of goods and services that each marketplace sold, so as to determine whether their sales were taxable under Florida law. In most instances, that could be determined by the product category of the marketplace as reported by the vendor. In some instances (as with the “mass merchant” category), an internet search was performed to determine the taxability of the items sold. Finally, marketplaces that currently collect Florida sales tax were determined by a search of the website’s taxing policy or by placing an item in the website’s cart and simulating a checkout with a shipping address in Florida. Each product category was assigned a “percent exempt sales.” For “Food/Beverage,” Florida kind code data for grocery stores for 2019 was used to estimate taxable-to-gross sales. Exempt sales percentages for other categories (e.g., mass merchants) were taken from the prior year’s analysis.

In contrast to the data available during the 2020 Legislative Session (which relied on various articles about marketplaces), EDR was able to directly access 2019 worldwide GMV and the U.S. marketplace third-party sales shares. This precludes the need to make assumptions about the U.S. share, as well as the need to make assumptions about the smaller platforms.

Florida sales were calculated using a Florida share of 6.543% of total sales (Florida population). Estimates of the percentages of GMV associated with registered sellers was taken from last year’s analysis. This was netted from the state’s total GMV to arrive at an estimate of taxable sales that may have been subject to additional sales tax collections in 2019 had the proposed legislation been in place. That generates a level of \$730.3 million. If grown by 30% for 2020 sales, the impact is expected to be \$949.4 million. For comparison purposes, the high estimate in the 2020 session assumed 2019 sales of \$447.2 million. A number of factors account for this higher figure. First, the 2017 base period relied on sales figures for just five marketplaces; the current analysis uses fifty-six. Additionally, the estimates for marketplace activity (in particular, Amazon) were underestimates of the third-party activity for the U.S. Also, the growth in marketplace sales (particularly third-party sales) has been higher than anticipated by even the “high” estimate in last year’s analysis.

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**Entire Bill**

**Partial Bill:**

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### Section 1: Narrative

- a. Current Law:** Florida law requires a dealer to calculate the tax on the sales price of a taxable good or service, display it separately at the time of purchase, and then collect it from the purchaser. Historically, sales tax on out-of-state sales to Florida has been collected through the state's use tax. This has resulted in low compliance rates of sales tax collections on out-of-state sales when the seller does not otherwise have Florida nexus. In 2018, the U.S. Supreme Court decided *South Dakota v. Wayfair* which expands the states' ability to require remote sellers to collect sales tax. Since the *Wayfair* case, 43 states have enacted remote seller laws and 38 states have enacted marketplace provider laws. In addition to the state tax, s. 212.055, F.S., authorizes counties to impose local discretionary sales surtaxes. Today, a dealer who makes mail order sales is exempt from collecting and remitting a local option surtax unless the dealer is located in a county that levies the surtax.
- b. Proposed Change:** By making them dealers, the bills require marketplace providers and out-of-state retailers with no physical presence in Florida to collect Florida's sales tax on sales of taxable items delivered to purchasers in Florida, if the marketplace provider or out-of-state retailer makes a substantial number of sales into Florida. SB 50 defines a substantial number of remote sales as "any number of taxable remote sales in the previous calendar year in which the sum of the sales prices...exceeded \$100,000." HB 15 defines it differently: (1) conducting 200 or more retail sales of tangible personal property in the previous calendar year to be delivered to a location within this state; or (2) conducting any number of retail sales of tangible personal property in an amount exceeding \$100,000 in the previous calendar year to be delivered to a location within this state. HB 15 also strikes the current local option exemption for mail order sales, whereas, SB 50 removes the entire mail order concept from law by substantially rewording the section.

### Section 2: Description of Data and Sources

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Census E-Commerce Data

National Conference of State Legislatures

### Section 3: Methodology (Include Assumptions and Attach Details)

EDR purchased a database containing the top 500 internet retailers to estimate the impact of remote sellers being required to collect Florida sales tax. Sales data for online marketplace providers were purchased and analyzed separately. The data included 2019 web sales (in gross market value or GMV). According to the provider of the database, sales of the top 500 retailers accounted for approximately 88.2% of the 2019 online retail sales activity. The US Census Bureau has reported that the first three quarters of the 2020 calendar year grew 32.0% over the previous period in 2019. Future growth was determined by attempting to identify the atypical e-commerce activity that was attributed solely to the pandemic-related shut-down and, thereby, likely to end once a vaccine has been widely distributed.

In Fiscal Year 2021-22, the Conference assumes that e-commerce activity will largely revert to the levels expected prior to the pandemic. Further, the Conference assumes that 97.9% of the remote sellers meet the threshold requiring registration as a dealer and responsibility for sales tax collection. Compliance with the new law is assumed to be 80% in the first year and then increase incrementally by 5% annually until a maximum 95% compliance rate is achieved. The impact of future audit activity is indeterminate. In addition, there may be some remote sellers collecting sales tax today who would fall below the new definition of "substantial number of remote sales" that may no longer collect sales tax, but that effect is indeterminate.

To determine the cash impact in the first year, 11/12<sup>th</sup> of the compliance-adjusted estimate is used. The recurring level is developed by applying the 95% maximum compliance level to the first year's unadjusted estimate.

### Local Option Sales Tax impact

The proposed legislation either directly repeals (HB 15) or removes (SB 50) an exemption (s. 212.0596 (6), F.S.) from the requirement to collect and remit local option sales taxes for mail order entities other than those located in—and making sales from—the counties

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where they are imposed. To estimate the impact of eliminating this provision, out-of-state sales tax dealers were identified from the sales tax files for the 2018 and 2019 calendar years. These entities were broken into two cohorts – those that collected discretionary surtax and those that did not. The calendar year amounts were then converted to state fiscal years. The 2018-19 fiscal year sales tax value for those that did not collect surtax was grown using the adopted sales tax growth rates from the December 2020 Revenue Estimating Conference. To calculate the local option sales taxes associated with removing the exemption, the surtax amount was estimated using the 15.1% relationship of local surtax to 6% sales tax derived from the REC Monthly Revenue Estimates Conference Workpapers. First year cash is 11/12<sup>th</sup> of recurring.

**Section 4: Proposed Fiscal Impact**

**State Sales Tax – Remote Sellers**

	High		Middle		Low	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22			\$ 88.8	\$ 115.0		
2022-23			\$ 111.9	\$ 125.0		
2023-24			\$ 125.8	\$ 132.8		
2024-25			\$ 139.4	\$ 139.4		
2025-26			\$ 146.4	\$ 146.4		

**Local Discretionary Surtax - Removal of Exemption in Section 212.0596 (6), F.S.**

	High		Middle		Low	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22			\$43.2 M	\$47.1 M		
2022-23			\$49.2 M	\$49.2 M		
2023-24			\$51.3 M	\$51.3 M		
2024-25			\$53.2 M	\$53.2 M		
2025-26			\$54.9 M	\$54.9 M		

**List of affected Trust Funds:**

Sales Tax Group

Local Discretionary Surtax

**Section 5: Consensus Estimate (Adopted: 02/12/2021): The Conference adopted the proposed estimate.**

**State Sales Tax – Remote Sellers**

	GR		Trust		Revenue Sharing		Local Half Cent	
	Cash	Recurring	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	85.8	111.2	Insignificant	Insignificant	\$2.9	\$3.8	0.1	0.1
2022-23	108.1	120.8	Insignificant	Insignificant	\$3.7	\$4.1	0.1	0.1
2023-24	121.6	128.3	Insignificant	Insignificant	\$4.1	\$4.3	0.1	0.1
2024-25	134.8	134.8	Insignificant	Insignificant	\$4.6	\$4.6	0.1	0.1
2025-26	141.5	141.5	Insignificant	Insignificant	\$4.8	\$4.8	0.1	0.1

	Local Option		Total Local		Total	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	13.4	17.4	16.4	21.3	102.2	132.5
2022-23	16.9	19.0	20.7	23.2	128.8	144.0
2023-24	19.0	20.1	23.2	24.6	144.8	152.9
2024-25	21.1	21.1	25.8	25.8	160.6	160.6
2025-26	22.1	22.1	27.0	27.0	168.5	168.5

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**Local Discretionary Surtax - Removal of Exemption in Section 212.0596 (6), F.S**

	GR		Trust		Revenue Sharing		Local Half Cent	
	Cash	Recurring	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2022-23	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2023-24	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2024-25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2025-26	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

	Local Option		Total Local		Total	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	43.2	47.1	43.2	47.1	43.2	47.1
2022-23	49.2	49.2	49.2	49.2	49.2	49.2
2023-24	51.3	51.3	51.3	51.3	51.3	51.3
2024-25	53.2	53.2	53.2	53.2	53.2	53.2
2025-26	54.9	54.9	54.9	54.9	54.9	54.9

**2019 Remote Sellers Non-taxed Taxable Sales**

**\$1,501,808,647**

**Estimated Potential Sales Tax Collections**

	Dollars	Growth Rate (%)		Non-Pandemic Growth		
CY 2019	\$90,108,519	---	CY 2019	\$90,108,519		
CY 2020	\$118,943,245	32.0%	CY 2020	\$103,624,797	15%	
CY 2021	\$117,753,812	-1.0%	CY 2021	\$116,577,896	12.5%	-1.0%
CY 2022	\$129,529,194	10.0%	CY 2022	\$128,235,686	10%	
CY 2023	\$139,243,883	7.5%	CY 2023	\$137,853,362	7.5%	
CY 2024	\$146,206,077	5.0%	CY 2024	\$144,746,030	5.0%	
CY 2025	\$153,516,381	5.0%	CY 2025	\$151,983,332	5.0%	
CY 2026	\$161,192,200	5.0%	CY 2026	\$159,582,498	5.0%	

Estimated Sales Tax Collection			% meeting threshold	97.9%		
FY 2019-20	\$104,525,882	---	FY 2019-20	\$96,866,658	---	
FY 2020-21	\$118,348,529	13.2%	FY 2020-21	\$110,101,346	13.7%	
FY 2021-22	\$123,641,503	4.5%	\$121,092,730	FY 2021-22	\$122,406,791	11.2%
FY 2022-23	\$134,386,538	8.7%	\$131,616,265	FY 2022-23	\$133,044,524	8.7%
FY 2023-24	\$142,724,980	6.2%	\$139,782,816	FY 2023-24	\$141,299,696	6.2%
FY 2024-25	\$149,861,229	5.0%	\$146,771,957	FY 2024-25	\$148,364,681	5.0%
FY 2025-26	\$157,354,291	5.0%	\$154,110,555	FY 2025-26	\$155,782,915	5.0%

Compliance - Voluntary & Involuntary	Recurring	Cash	
FY 2021-22	80.0%	\$115,038,093	\$88,801,335
FY 2022-23	85.0%	\$125,035,451	\$111,873,825
FY 2023-24	90.0%	\$132,793,675	\$125,804,534
FY 2024-25	95.0%	\$139,433,359	\$139,433,359
FY 2025-26	95.0%	\$146,405,027	\$146,405,027

Distributions - current law

	GR		Revenue Sharing		Half Cent (Emergency)		Total (w/o local option)	
	cash	recurring	cash	recurring	cash	recurring	cash	recurring
FY 2021-22	\$ 85.8	\$ 111.2	\$ 2.9	\$ 3.8	\$ 0.1	\$ 0.1	\$ 88.8	\$ 115.0
FY 2022-23	\$ 108.1	\$ 120.8	\$ 3.7	\$ 4.1	\$ 0.1	\$ 0.1	\$ 111.9	\$ 125.0
FY 2023-24	\$ 121.6	\$ 128.3	\$ 4.1	\$ 4.3	\$ 0.1	\$ 0.1	\$ 125.8	\$ 132.8
FY 2024-25	\$ 134.8	\$ 134.8	\$ 4.6	\$ 4.6	\$ 0.1	\$ 0.1	\$ 139.4	\$ 139.4
FY 2025-26	\$ 141.5	\$ 141.5	\$ 4.8	\$ 4.8	\$ 0.1	\$ 0.1	\$ 146.4	\$ 146.4

Distributions - include out of state to half cent distributions

	GR		Revenue Sharing		Half Cent		Total (w/o local option)	
	cash	recurring	cash	recurring	cash	recurring	cash	recurring
FY 2021-22	\$ 78.5	\$ 101.7	\$ 2.6	\$ 3.4	\$ 7.6	\$ 9.9	\$ 88.8	\$ 115.0
FY 2022-23	\$ 98.9	\$ 110.6	\$ 3.3	\$ 3.7	\$ 9.6	\$ 10.7	\$ 111.9	\$ 125.0
FY 2023-24	\$ 111.3	\$ 117.4	\$ 3.7	\$ 3.9	\$ 10.8	\$ 11.4	\$ 125.8	\$ 132.8
FY 2024-25	\$ 123.3	\$ 123.3	\$ 4.1	\$ 4.1	\$ 12.0	\$ 12.0	\$ 139.4	\$ 139.4
FY 2025-26	\$ 129.5	\$ 129.5	\$ 4.4	\$ 4.4	\$ 12.6	\$ 12.6	\$ 146.4	\$ 146.4

	A	B	C	D	E	F	G	H	I	J
1	year	(All)	<i>in millions</i>							
2										
3	<b>Row Labels</b>	<b>Sum of taxable</b>	<b>Sum of tax</b>	<b>Sum of gross</b>	<b>Sum of count</b>	<b>% Total Count</b>	<b>% Total (\$)</b>	<b>Cumulative %</b>	<b>Cohort selector</b>	<b>Selected cohort</b>
4	<=100k	\$ 43,978.7	\$ 3,184.5	\$ 1,162,194.1	2,534,589	68.9%	2.1%	2.1%	1	2.1%
5	100-150k	\$ 21,178.7	\$ 1,434.1	\$ 112,781.1	172,069	4.7%	1.0%	3.1%	0	0.0%
6	150-200k	\$ 19,445.1	\$ 1,314.6	\$ 92,471.0	112,037	3.0%	0.9%	4.0%	0	0.0%
7	200-250k	\$ 18,360.3	\$ 1,241.2	\$ 96,370.1	81,986	2.2%	0.9%	4.8%	0	0.0%
8	250-300k	\$ 17,976.9	\$ 1,214.6	\$ 71,057.7	65,537	1.8%	0.8%	5.7%	0	0.0%
9	300-350k	\$ 17,513.5	\$ 1,183.3	\$ 67,389.5	54,000	1.5%	0.8%	6.5%	0	0.0%
10	350-400k	\$ 17,081.1	\$ 1,155.7	\$ 58,239.1	45,639	1.2%	0.8%	7.3%	0	0.0%
11	400-450k	\$ 16,703.3	\$ 1,130.0	\$ 59,209.9	39,354	1.1%	0.8%	8.1%	0	0.0%
12	450-500k	\$ 16,212.1	\$ 1,097.9	\$ 72,852.7	34,161	0.9%	0.8%	8.8%	0	0.0%
13	500k+	\$ 1,944,964.4	\$ 130,046.2	\$ 4,149,054.4	539,491	14.7%	91.2%			
14	<b>Grand Total</b>	<b>\$ 2,133,414.1</b>	<b>\$ 143,002.1</b>	<b>\$ 5,941,619.6</b>	<b>3,678,863</b>	<b>100.0%</b>	<b>100.0%</b>			<b>2.1%</b>

	A	B	C	D	E	F
1	Impact of requiring Local Option Surtax to be collected by all Remote Sellers					
2	Note - this impact focuses solely on those remote sellers remitting the state 6% sales tax but remitting zero local option					
3						
4	Calendar Year 2018					
5	County - Out of State	Count	6% Tax Collected	Surtax Collected	Surtax as a % of state 6%	
6	Collecting Surtax	16,721	\$2,928,220,531	\$296,462,588	10.1%	
7	Not Collecting Surtax	24,858	\$278,514,720	\$0	0.0%	
8	Total	41,579	\$3,206,735,251	\$296,462,588	9.2%	
9						
10	Calendar Year 2019					
11	County - Out of State	Count	6% Tax Collected	Surtax Collected	Surtax as a % of state 6%	
12	Collecting Surtax	19,179	\$3,346,814,225	\$435,252,086	13.0%	
13	Not Collecting Surtax	26,667	\$312,374,055		0.0%	
14	Total	45,846	\$3,659,188,280	\$435,252,086	11.9%	
15						
16	Convert from Calendar Year to Fiscal year					
17	FY 2018-19					
18	County - Out of State	Count	6% Tax Collected	Surtax Collected	Surtax as a % of state 6%	
19	Collecting Surtax	17,950	\$3,137,517,378	\$365,857,337	11.7%	
20	Not Collecting Surtax	25,763	\$295,444,388	\$0	0.0%	
21	Total	43,713	\$3,432,961,766	\$365,857,337	10.7%	
22						
23	<b>Growth Rate</b>					
24		Middle				
25	2019-20	-3.2%				
26	2020-21	1.5%				
27	2021-22	7.4%				
28	2022-23	4.6%				
29	2023-24	4.1%				
30	2024-25	3.7%				
31	2025-26	3.2%				

	A	B	C	D	E	F
32						
33						
34	6% Collections	Middle				
35	2021-22	\$311,760,741				
36	2022-23	\$326,101,736				
37	2023-24	\$339,471,907				
38	2024-25	\$352,032,367				
39	2025-26	\$363,297,403				
40						
41	Source - REC Monthly Revenue Estimates					
42	2020-21 Sales Tape Estimate		\$27,357			
43	2020-21 Local Surtax Estimate		\$4,073			
44	Surtax as a % of state 6%		15.1%			
45						
46	Surtax Impact (\$M)	Middle				
47	2021-22	\$ 47.08 M				
48	2022-23	\$ 49.24 M				
49	2023-24	\$ 51.26 M				
50	2024-25	\$ 53.16 M				
51	2025-26	\$ 54.86 M				
52						
53		Middle				
54	Year	Cash	Recurring			
55	2020-21	\$ 43.2 M	\$ 47.1 M			
56	2021-22	\$ 49.2 M	\$ 49.2 M			
57	2022-23	\$ 51.3 M	\$ 51.3 M			
58	2023-24	\$ 53.2 M	\$ 53.2 M			
59	2024-25	\$ 54.9 M	\$ 54.9 M			

## Remote Sales – 2021 Session

EDR purchased proprietary information regarding the Top 500 Internet Retailers, the data included 2019 web sales (in gross market value or GMV). The sales of the Top 500 retailers accounted for approximately 88.2% of the 2019 online retail sales. The distribution of sales among the Top 500 is skewed by a few sellers with many sales, producing a long tail of many sellers with relatively few sales. The US Census Bureau reports quarterly on retail, and E-Commerce sales as a subset of those sales. The first three quarters in 2020 grew 32.0% over the previous period in 2019. This shift in purchase behavior is a consequence of the Coronavirus pandemic but not expected to be sustained once effective vaccines are widely deployed. This is viewed, in part, as an acceleration of consumer choice that ultimately would have unfolded anyway.

The first step is to determine the pool of US-based online retailers who are not currently collecting Florida sales tax. EDR culled those businesses that either had physical nexus in Florida or collected sales tax in 45 states or more (five states do not have a sales tax). The database contained this latter information. Next, businesses that (1) sold exempt items (groceries, medicines, bullion, etc.), (2) perform services, or (3) had filed for bankruptcy, were all removed. Finally, companies that collect Florida sales tax were removed. This information was discovered through a search of the website's taxing policy or by placing an item in the website's cart and simulating a checkout with a shipping address in Florida. This left 105 retailers. (Note - The retailers who provide a marketplace platform are separately analyzed.)

In contrast to the data available during the 2020 Legislative Session (which was a range of sales), EDR received 2019 US web sales for each Top 500 retailer. This precludes the need to provide a high and low estimate unlike previous estimates.

Florida sales were calculated using a Florida share of 6.543% of total sales (based on population). The potential Florida sales 2019 tax due for these 105 retailers is \$79.5 million. After grossing up the \$79.5 million by the 88.2% of sales that the Top 500 represent of all online sales, the amount believed to be owed in total for 2019 US internet sales in Florida is \$90.1 million. If grown by 32% for 2020 sales, the impact is expected to be \$118.9 million. For comparison purposes, the adopted estimate in the 2020 session assumed 2019 sales of \$91.8 million.

## REVENUE ESTIMATING CONFERENCE

**Tax:** Ad Valorem

**Issue:** Rental of Homestead Property

**Bill Number(s):** [SB132](#)

**Entire Bill**

**Partial Bill:**

**Sponsor(s):** Senator Travis Hutson

**Month/Year Impact Begins:** July 1, 2021

**Date of Analysis:** February 12, 2021

### Section 1: Narrative

#### a. Current Law:

Section 1. Subsection (1) of section 196.061, Florida Statutes, reads:

“(1) The rental of all or substantially all of a dwelling previously claimed to be a homestead for tax purposes shall constitute the abandonment of such dwelling as a homestead, and the abandonment continues until the dwelling is physically occupied by the owner. However, such abandonment of the homestead after January 1 of any year does not affect the homestead exemption for tax purposes for that particular year unless the property is rented for more than 30 days per calendar year for 2 consecutive years.”

#### b. Proposed Change:

This language would add the following sentence: “The rental of a portion of a dwelling claimed to be a homestead for tax purposes while the dwelling is physically occupied by the owner does not constitute the abandonment of the dwelling as a homestead.”

### Section 2: Description of Data and Sources

2020 (final) real property assessment rolls

December 2020 Ad Valorem Assessments Revenue Estimating Conference

### Section 3: Methodology (Include Assumptions and Attach Details)

This analysis assumes that those parcels which currently have some homestead value and some nonhomestead value would become entirely homesteaded under the proposed change. The 2020 Final Real Property Assessment Rolls were evaluated to identify the 90,282 parcels that had both homestead and nonhomestead value. Under this assumption, this change would allow these parcels to do one or both of the following:

1. Receive the Save our Homes Cap instead of the 10% Non-Homestead Cap (for non-school districts) or no cap (for school districts) on the portion of their parcel that was previously designated Non-homestead Residential
2. Claim up to the full amount of the first and/or second \$25,000 homestead exemption as allowed based on the change in the Homestead value of the parcel

The first part of the estimate is broken into two cohorts. The first cohort starts with parcels with both residential homestead and residential non-homestead values that have not been able to take the full value of one or both \$25,000 exemptions. To estimate the first part of this impact, the value in Field 21 (AV\_NON\_HMSTD\_RESD) was summed (\$15.6B) to calculate the value that would convert from Non-homestead Residential to Homestead Residential. This sum was grown forward using the AV\_Non\_Hmstd\_Resd growth rate from the Dec 2020 AV REC to establish how these values would increase under current law. Because none of these growth rates exceeded 10%, separate treatment for school and non-school districts was not required. Under the proposed law, this value would instead grow at the Homestead Assessment Cap. The difference between these values is the impact for the first part of this analysis.

The second cohort starts with parcels with both residential homestead and residential non-homestead values that have been able to take advantage of both \$25,000 exemptions. The impact from these parcels is calculated in the same fashion as the first cohort.

The second part of this estimate is a micro-simulation of the effect of the expanded homestead value on the partial \$25,000 exemptions on the first cohort of the above estimate. A new AV\_HMSTD value was calculated for each parcel by adding their current AV\_HMSTD (Field 19) value to their current AV\_NON\_HMSTD\_RESD (field 21) value. Parcels who previously could not claim the full first and/or second \$25k homestead exemption were evaluated to determine if this new AV\_HMSTD value now qualified them for these exemptions. This equated to an additional \$606.6M for Exmpt\_01 and \$90.7M for Exmpt\_02. It is assumed that this addition would be fixed in the following years, and was therefore added to the yearly impact of Part 1 of the analysis.

This total was multiplied by the School and Nonschool 2020 Millage rates to determine the impact. A high, middle, and low estimate were included with adoption rates of 90%, 100%, and 110%, respectively.

**REVENUE ESTIMATING CONFERENCE**

**Tax:** Ad Valorem

**Issue:** Rental of Homestead Property

**Bill Number(s):** [SB132](#)

**Section 4: Proposed Fiscal Impact**

Year	High		Middle		Low	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	\$(22.2 M)	\$(41.1 M)	\$(20.2 M)	\$(37.4 M)	\$(18.2 M)	\$(33.6 M)
2022-23	\$(22.7 M)	\$(41.1 M)	\$(20.7 M)	\$(37.4 M)	\$(18.6 M)	\$(33.6 M)
2023-24	\$(25.8 M)	\$(41.1 M)	\$(23.5 M)	\$(37.4 M)	\$(21.1 M)	\$(33.6 M)
2024-25	\$(31.0 M)	\$(41.1 M)	\$(28.1 M)	\$(37.4 M)	\$(25.3 M)	\$(33.6 M)
2025-26	\$(36.0 M)	\$(41.1 M)	\$(32.7 M)	\$(37.4 M)	\$(29.4 M)	\$(33.6 M)
2026-27	\$(41.1 M)	\$(41.1 M)	\$(37.4 M)	\$(37.4 M)	\$(33.6 M)	\$(33.6 M)

**List of affected Trust Funds:** Ad Valorem

**Section 5: Consensus Estimate (Adopted: 02/12/2021):** At a minimum, the REC expects the middle estimate to occur based on the analysis provided. The Conference believes that substantial behavioral changes are likely to occur, particularly by part-time residents and property owners undertaking new construction/substantial renovations. As a result, the adopted impact may only be a small portion of the total impact.

	School		Non-School		Total Local/Other	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	(7.5)	(13.9)	(12.7)	(23.4)	(20.2)	(37.4)
2022-23	(7.7)	(13.9)	(13.0)	(23.4)	(20.7)	(37.4)
2023-24	(8.8)	(13.9)	(14.7)	(23.4)	(23.5)	(37.4)
2024-25	(10.5)	(13.9)	(17.6)	(23.4)	(28.1)	(37.4)
2025-26	(12.2)	(13.9)	(20.5)	(23.4)	(32.7)	(37.4)

	GR		Trust		Local/Other		Total	
	Cash	Recurring	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	0.0	0.0	0.0	0.0	(20.2)	(37.4)	(20.2)	(37.4)
2022-23	0.0	0.0	0.0	0.0	(20.7)	(37.4)	(20.7)	(37.4)
2023-24	0.0	0.0	0.0	0.0	(23.5)	(37.4)	(23.5)	(37.4)
2024-25	0.0	0.0	0.0	0.0	(28.1)	(37.4)	(28.1)	(37.4)
2025-26	0.0	0.0	0.0	0.0	(32.7)	(37.4)	(32.7)	(37.4)

SB 132 Rental of Homestead Property

	A	B	C	D	E	F	G	H
1	<b>Growth Rates</b>							
2		2020	2021	2022	2023	2024	2025	2026
3	Non-Homestead Residential JV (Cell CI14)	\$ 748,284,626,382	\$ 774,697,904,539	\$ 800,743,515,445	\$ 827,962,979,218	\$ 855,891,663,460	\$ 885,729,535,222	\$ 917,154,621,451
4	Non-Homestead Residential AV (Cell CJ14)	\$ 718,389,928,195	\$ 747,661,704,847	\$ 776,017,289,264	\$ 804,653,774,451	\$ 833,520,782,478	\$ 863,733,248,950	\$ 895,285,774,810
5	Non-Homestead Residential TV (Cell CQ14)	\$ 714,919,724,009	\$ 743,953,027,759	\$ 772,226,885,526	\$ 800,701,016,781	\$ 829,447,258,297	\$ 859,510,683,996	\$ 890,911,286,378
6	Source: Detailed Report from the governor's office: NV_Dec_2020-post conference (Cell CI14)							
7								
8	<b>Growth Rates</b>							
9	Non-Homestead Residential JV (Cell CI14)		3.53%	3.36%	3.40%	3.37%	3.49%	3.55%
10	Non-Homestead Residential AV (Cell CJ14)		4.07%	3.79%	3.69%	3.59%	3.62%	3.65%
11	Non-Homestead Residential TV (Cell CQ14)		4.06%	3.80%	3.69%	3.59%	3.62%	3.65%
12								
13								
14	Homestead Assessment Cap	2.30%	1.23%	2.55%	2.49%	2.06%	2.12%	2.21%
15	Source: Dec 2020 AV REC							
16								
17		AV total Non Homestead						
18	NH growth	7,387,340,971	7,478,205,265	7,668,899,499	7,859,855,097	8,021,768,112	8,191,829,596	8,372,869,030
19			7,687,345,163	7,762,413,682	7,951,672,937	8,142,034,447	8,312,518,159	8,491,102,646
20			209,139,898	93,514,182	91,817,840	120,266,336	120,688,563	118,233,616
21								
22		10.7629	2,250,952	1,006,484	988,226	1,294,415	1,298,959	1,272,537
23		6.3996	1,338,412	598,453	587,597	769,656	772,359	756,648

SB 132 Rental of Homestead Property

	A	B	C	D	E	F	G	H	I	J
1	<b>Impact</b>									
2										
3	Part 1: Change in Differential Cap as value moves from Non_Hmstd_Res to Hmstd									
4										
5	AV_Non_Hmstd_Resd									
6	If grown at cap under...	2020	2021	2022	2023	2024	2025	2026		
7	Current Law	\$ 23,033,523,419	\$ 23,885,813,405	\$ 24,722,568,255	\$ 25,585,937,110	\$ 26,466,947,084	\$ 27,401,487,626	\$ 28,383,033,058		
8	Proposed Law	\$ 23,033,523,419	\$ 23,316,835,757	\$ 24,125,888,035	\$ 24,825,145,725	\$ 25,434,048,387	\$ 26,102,533,263	\$ 26,811,197,317		
9	Difference	\$ -	\$ (568,977,648)	\$ (596,680,220)	\$ (760,791,385)	\$ (1,032,898,696)	\$ (1,298,954,362)	\$ (1,571,835,741)		
10										
11										
12	Part 2: Change in Exemption 01 and 02 eligibility as new Hmstd values exceed thresholds									
13										
14	Exemption Expansion Impact to...		2021							
15	TV NSD (Exmpt_01 and _02)		\$ (606,617,709)							
16	TV SD (Exmpt_01)		\$ (90,651,159)							
17										
18										
19	Combined Impact	2020	2021	2022	2023	2024	2025	2026		
20	TV_NS D		\$ (1,175,595,357)	\$ (1,203,297,929)	\$ (1,367,409,094)	\$ (1,639,516,405)	\$ (1,905,572,071)	\$ (2,178,453,450)		
21	TV_SD		\$ (659,628,807)	\$ (687,331,379)	\$ (851,442,544)	\$ (1,123,549,855)	\$ (1,389,605,521)	\$ (1,662,486,900)		
22										
23										
24	2020 Millage Rates			Estimates						
25	Nonschool	10.7629		Low	90%					
26	School	6.3996		Middle	100%					
27				High	110%					
28										
29		Nonschool			School			Total		
30		Low	Middle	High	Low	Middle	High	Low	Middle	High
31		90%	100%	110%	90%	100%	110%	90%	100%	110%
32	2021	\$ (11,387,534)	\$ (12,652,815)	\$ (13,918,097)	\$ (6,771,006)	\$ (7,523,340)	\$ (8,275,674)	\$ (18,158,540)	\$ (20,176,155)	\$ (22,193,771)
33	2022	\$ (11,655,878)	\$ (12,950,975)	\$ (14,246,073)	\$ (6,930,563)	\$ (7,700,625)	\$ (8,470,688)	\$ (18,586,441)	\$ (20,651,601)	\$ (22,716,761)
34	2023	\$ (13,245,559)	\$ (14,717,287)	\$ (16,189,016)	\$ (7,875,784)	\$ (8,750,871)	\$ (9,625,958)	\$ (21,121,343)	\$ (23,468,159)	\$ (25,814,974)
35	2024	\$ (15,881,356)	\$ (17,645,951)	\$ (19,410,546)	\$ (9,443,024)	\$ (10,492,249)	\$ (11,541,474)	\$ (25,324,380)	\$ (28,138,200)	\$ (30,952,020)
36	2025	\$ (18,458,533)	\$ (20,509,482)	\$ (22,560,430)	\$ (10,975,409)	\$ (12,194,899)	\$ (13,414,389)	\$ (29,433,943)	\$ (32,704,381)	\$ (35,974,819)
37	2026	\$ (21,101,829)	\$ (23,446,477)	\$ (25,791,124)	\$ (12,547,108)	\$ (13,941,231)	\$ (15,335,354)	\$ (33,648,937)	\$ (37,387,707)	\$ (41,126,478)

SB 132 Rental of Homestead Property

	A	B	C	D	E	F	G
1	<b>School Impact</b>						
2		High		Middle		Low	
3	Year	Cash	Recurring	Cash	Recurring	Cash	Recurring
4	2021-22	\$ (8.3 M)	\$ (15.3 M)	\$ (7.5 M)	\$ (13.9 M)	\$ (6.8 M)	\$ (12.5 M)
5	2022-23	\$ (8.5 M)	\$ (15.3 M)	\$ (7.7 M)	\$ (13.9 M)	\$ (6.9 M)	\$ (12.5 M)
6	2023-24	\$ (9.6 M)	\$ (15.3 M)	\$ (8.8 M)	\$ (13.9 M)	\$ (7.9 M)	\$ (12.5 M)
7	2024-25	\$ (11.5 M)	\$ (15.3 M)	\$ (10.5 M)	\$ (13.9 M)	\$ (9.4 M)	\$ (12.5 M)
8	2025-26	\$ (13.4 M)	\$ (15.3 M)	\$ (12.2 M)	\$ (13.9 M)	\$ (11.0 M)	\$ (12.5 M)
9	2026-27	\$ (15.3 M)	\$ (15.3 M)	\$ (13.9 M)	\$ (13.9 M)	\$ (12.5 M)	\$ (12.5 M)
10							
11	<b>Non-School Impact</b>						
12		High		Middle		Low	
13	Year	Cash	Recurring	Cash	Recurring	Cash	Recurring
14	2021-22	\$ (13.9 M)	\$ (25.8 M)	\$ (12.7 M)	\$ (23.4 M)	\$ (11.4 M)	\$ (21.1 M)
15	2022-23	\$ (14.2 M)	\$ (25.8 M)	\$ (13.0 M)	\$ (23.4 M)	\$ (11.7 M)	\$ (21.1 M)
16	2023-24	\$ (16.2 M)	\$ (25.8 M)	\$ (14.7 M)	\$ (23.4 M)	\$ (13.2 M)	\$ (21.1 M)
17	2024-25	\$ (19.4 M)	\$ (25.8 M)	\$ (17.6 M)	\$ (23.4 M)	\$ (15.9 M)	\$ (21.1 M)
18	2025-26	\$ (22.6 M)	\$ (25.8 M)	\$ (20.5 M)	\$ (23.4 M)	\$ (18.5 M)	\$ (21.1 M)
19	2026-27	\$ (25.8 M)	\$ (25.8 M)	\$ (23.4 M)	\$ (23.4 M)	\$ (21.1 M)	\$ (21.1 M)
20							
21	<b>Total Impact</b>						
22		High		Middle		Low	
23	Year	Cash	Recurring	Cash	Recurring	Cash	Recurring
24	2021-22	\$ (22.2 M)	\$ (41.1 M)	\$ (20.2 M)	\$ (37.4 M)	\$ (18.2 M)	\$ (33.6 M)
25	2022-23	\$ (22.7 M)	\$ (41.1 M)	\$ (20.7 M)	\$ (37.4 M)	\$ (18.6 M)	\$ (33.6 M)
26	2023-24	\$ (25.8 M)	\$ (41.1 M)	\$ (23.5 M)	\$ (37.4 M)	\$ (21.1 M)	\$ (33.6 M)
27	2024-25	\$ (31.0 M)	\$ (41.1 M)	\$ (28.1 M)	\$ (37.4 M)	\$ (25.3 M)	\$ (33.6 M)
28	2025-26	\$ (36.0 M)	\$ (41.1 M)	\$ (32.7 M)	\$ (37.4 M)	\$ (29.4 M)	\$ (33.6 M)
29	2026-27	\$ (41.1 M)	\$ (41.1 M)	\$ (37.4 M)	\$ (37.4 M)	\$ (33.6 M)	\$ (33.6 M)

SB 132 Rental of Homestead Property

	A	B	C	D	E	F	G	H
1	<b>Growth Rates</b>							
2		2020	2021	2022	2023	2024	2025	2026
3	Non-Homestead Residential JV (Cell C14)	\$ 748,284,626,382	\$ 774,697,904,539	\$ 800,743,515,445	\$ 827,962,979,218	\$ 855,891,663,460	\$ 885,729,535,222	\$ 917,154,621,451
4	Non-Homestead Residential AV (Cell C14)	\$ 718,389,928,195	\$ 747,661,704,847	\$ 776,017,289,264	\$ 804,653,774,451	\$ 833,520,782,478	\$ 863,733,248,950	\$ 895,285,774,810
5	Non-Homestead Residential TV (Cell C14)	\$ 714,919,724,009	\$ 743,953,027,759	\$ 772,226,885,526	\$ 800,701,016,781	\$ 829,447,258,297	\$ 859,510,683,996	\$ 890,911,286,378
6	Source: Detailed Report from the governor's office: NV_Dec_2020-post conference (Cell C114)							
7								
8	<b>Growth Rates</b>							
9	Non-Homestead Residential JV (Cell C14)		3.53%	3.36%	3.40%	3.37%	3.49%	3.55%
10	Non-Homestead Residential AV (Cell C14)		4.07%	3.79%	3.69%	3.59%	3.62%	3.65%
11	Non-Homestead Residential TV (Cell CQ14)		4.06%	3.80%	3.69%	3.59%	3.62%	3.65%
12								
13								
14	Homestead Assessment Cap	2.30%	1.23%	2.55%	2.49%	2.06%	2.12%	2.21%
15	<a href="#">Source: Dec 2020 AV REC</a>							
16								
17	Part 1 B	AV total Non Homestead						
18	NH growth	7,387,340,971	7,687,345,163	7,979,501,920	8,273,728,124	8,570,766,072	8,881,414,623	9,205,880,362
19	Homestead growth rate		7,478,205,265	7,883,372,465	8,178,191,518	8,444,166,923	8,752,466,312	9,077,693,886
20			(209,139,898)	(96,129,455)	(95,536,606)	(126,599,149)	(128,948,310)	(128,186,476)
21								
22		10.7629	(2,250,952)	(1,034,632)	(1,028,251)	(1,362,574)	(1,387,858)	(1,379,658)
23		6.3996	(1,338,412)	(615,190)	(611,396)	(810,184)	(825,218)	(820,342)
24	Part 1 - A							
25	AV_Non_Hmstd_Resd							
26	If grown at cap under...	2020	2021	2022	2023	2024	2025	2026
27	Current Law	\$ 15,646,182,448	\$ 16,198,468,242	\$ 16,743,066,335	\$ 17,312,208,986	\$ 17,896,181,012	\$ 18,520,073,003	\$ 19,177,152,696
28	Proposed Law	\$ 15,646,182,448	\$ 15,838,630,492	\$ 16,242,515,570	\$ 16,646,954,207	\$ 16,989,881,464	\$ 17,350,066,951	\$ 17,733,503,431
29	Sum A & B							
30	Current Law	\$ 23,033,523,419	\$ 23,885,813,405	\$ 24,722,568,255	\$ 25,585,937,110	\$ 26,466,947,084	\$ 27,401,487,626	\$ 28,383,033,058
31	Proposed Law	\$ 23,033,523,419	\$ 23,316,835,757	\$ 24,125,888,035	\$ 24,825,145,725	\$ 25,434,048,387	\$ 26,102,533,263	\$ 26,811,197,317

**REVENUE ESTIMATING CONFERENCE**

**Tax:** Documentary Stamp Tax

**Issue:** Exempts Unappropriated Cash Balances in State Housing Trust Fund and Local Government Housing Trust Fund from Transfer to the Budget Stabilization Fund and the General Revenue Fund

**Bill Number(s):** SB 510/HB 13

**Entire Bill**

**Partial Bill:**

**Sponsor(s):** Hooper; Killebrew

**Month/Year Impact Begins:** July 2021

**Date of Analysis:** February 9, 2021

**Section 1: Narrative**

- a. **Current Law:** Section 201.15, Florida Statutes, specifies the distribution of documentary stamp taxes. Under this distribution, 7.24 percent is distributed to the State Housing Trust Fund and 16.93 percent is distributed to the Local Government Housing Trust Fund for expenditures related to affordable housing. Since Fiscal Year 2008-2009, the Legislature has transferred unappropriated cash balances from these trust funds to the General Revenue Fund every year (except for the current fiscal year). Once the General Appropriations Act becomes law each year, these transfers are included in the General Revenue Financial Outlook Statement as nonrecurring entries. In addition, the approved Long Range Financial Outlook for Fiscal Years 2021-22 through 2023-24 contemplated trust fund transfers each year based on a five-year average of previous fiscal years, including \$30.9 million from the State Housing Trust Fund and \$84.8 million from the Local Government Housing Trust Fund.
- b. **Proposed Change:** The bills amend section 215.32, Florida Statutes, to add the State Housing Trust Fund and the Local Government Housing Trust Fund to the exemptions from a provision authorizing the Legislature, in the General Appropriations Act, to transfer unappropriated cash balances from specified trust funds to the Budget Stabilization Fund and the General Revenue Fund.

**Section 2: Description of Data and Sources**

General Appropriations Acts for Fiscal Years 2008-2009 through 2020-2021

Long Range Financial Outlook for Fiscal Years 2021-22 through 2023-24

**Section 3: Methodology (Include Assumptions and Attach Details)**

Because the legislation does not affect collections of or distributions from documentary stamp tax revenue, the proposed fiscal impact is zero.

**Section 4: Proposed Fiscal Impact**

	High		Middle		Low	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22			0.0	0.0		
2022-23			0.0	0.0		
2023-24			0.0	0.0		
2024-25			0.0	0.0		
2025-26			0.0	0.0		

**List of affected Trust Funds:** N/A

**Section 5: Consensus Estimate (Adopted: 02/12/2021): The Conference adopted the proposed estimate.**

	GR		Trust		Local/Other		Total	
	Cash	Recurring	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2022-23	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2023-24	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2024-25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2025-26	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

## REVENUE ESTIMATING CONFERENCE

**Tax:** Sales and Use Tax

**Issue:** Disaster Preparedness Holiday

**Bill Number(s):** SB 734

**Entire Bill**

**Partial Bill:**

**Sponsor(s):** Senator Gruters

**Month/Year Impact Begins:** The impact begins May 28, 2021 and ends on June 13, 2021 and will affect FY 2021-22 because of the one-month collection lag.

**Date of Analysis:** February 12, 2021

### Section 1: Narrative

- a. Current Law:** Under current law in Ch. 212, all of the items listed in the bill are subject to the 6% Sales and Use Tax when purchased.
- b. Proposed Change:** The bill provides an exemption from sales tax for the items listed below that are purchased during the time period from May 28 through June 13, 2021 (17 days, first day on a Friday, three weekends).

Portable self-powered light source	\$ 20 or less
Portable self-powered radio, two-way radio or weather band radio	\$ 50 or less
Tarpaulin or other flexible waterproof sheeting	\$ 50 or less
Ground anchor system or tie-down kit	\$ 50 or less
Gas or diesel fuel tank	\$ 25 or less
Package of AA-cell, AAA-cell, C-cell, D-cell, 6-volt or 9-volt batteries, excluding automobile and boat batteries	\$ 30 or less
Non-electric food storage cooler	\$ 30 or less
Reusable ice	\$ 10 or less
Portable generator	\$ 750 or less
Impact-resistant windows, when sold in units of 20 or fewer	No limit
Impact-resistant doors and garage doors, when sold in units of 10 or fewer	No limit

The last two exemptions apply to purchases made by an owner of residential real property where the impact-resistant windows or impact-resistant doors will be installed. The tax exemption does not apply to sales within a theme park or entertainment complex, within a public lodging establishment, or within an airport.

### Section 2: Description of Data and Sources

- REC Impact for CS/HB7123 (Ch. 2019-42, L.O.F.), May 16, 2019.
- REC Impact for CS/SB1412, April 5, 2019.
- REC Impact for SB 524, Revenue Estimating Conference, 11/22/2019, Updated 2/3/2020, [http://edr.state.fl.us/Content/conferences/revenueimpact/archives/2020/\\_pdf/page47-52.pdf](http://edr.state.fl.us/Content/conferences/revenueimpact/archives/2020/_pdf/page47-52.pdf).
- REC Impact for Proposed Language (HB 7097 (2020), Laws of Florida Ch. 2020-10, Revenue Estimating Conference, 2/3/2020 [http://edr.state.fl.us/Content/conferences/revenueimpact/archives/2020/\\_pdf/page362-365.pdf](http://edr.state.fl.us/Content/conferences/revenueimpact/archives/2020/_pdf/page362-365.pdf)
- Final Report on Hurricane Claims from Florida Office of Insurance Regulation (August 2006) for reported claims and total loss claims from 2004 Hurricanes Charley, Frances, Ivan, and Jeanne and 2005 Hurricanes Dennis, Katrina, Rita, and Wilma and October 20, 2008 Tropical Storm Fay Report at <http://www.floir.com/office/hurricane/season/seasoninfo.aspx>.
- Submitted claims as of November 2020 for 2016 Hurricanes Hermine and Matthew; 2017 Hurricane Irma; and 2018 Hurricane Michael at <https://www.floir.com/Sections/PandC/ProductReview/CatastropheReporting.aspx> and <https://www.floir.com/Office/HurricaneSeason/HurricaneMichaelClaimsData.aspx>.
- Various websites for price comparisons: [www.lowes.com](http://www.lowes.com); [www.homedepot.com](http://www.homedepot.com); [www.bestbuy.com](http://www.bestbuy.com); [www.hurricanewindowsofmiami.com/](http://www.hurricanewindowsofmiami.com/); <https://windowpriceguide.com/prices/hurricane>.
- U.S. Bureau of Labor Statistics, Consumer Expenditure Survey, 2019.
- U.S. Census Bureau, American Community Survey, 2019.
- Florida Demographic Estimating Conference, November 2020.
- Florida Economic Estimating Conference, November 2020.

### Section 3: Methodology (See attached.)

## REVENUE ESTIMATING CONFERENCE

**Tax:** Sales and Use Tax

**Issue:** Disaster Preparedness Holiday

**Bill Number(s):** SB 734

Household Purchases: A 17-day holiday impact is calculated using the forecast for Florida households for 2021q2, along with the percentage of households reporting losses in the major storms occurring in 2004, 2005, 2008, 2016, and 2017 = 4.4%. The percentage of households reporting losses in 2018 (1.0%) was excluded from the calculation because the storm was concentrated in an area of the state with fewer residents. The low estimate assumes 4.4% of all Florida households would participate in the holiday. The high estimate assumes 8.5% of households would participate based on the highest reported losses in 2005. The middle estimate assumes 6.5% of households would participate.

An amount of tax-free expenditures is assumed for each household: High = \$161; Middle = \$113; Low = \$75. Based on the 2019 Consumer Expenditure Survey and median Florida household income, it is estimated that Florida households spend approximately \$1,965 annually (average of approximately \$5.38 per day) for maintenance, repairs, & other expenses, and miscellaneous household equipment. This impact analysis refines the previous analysis by using a more detailed expenditures table that excludes insurance, ground rent and parking from the category "maintenance, repairs, insurance, other expenses." This reduces the percentage assumed for maintenance and repairs from 2.6% to 1.77% of annual expenditures. The high estimate assumes that an amount equivalent to 30 days of expenditures would be spent during the holiday period. The middle and low estimates assume expenditures equivalent to 21 days and 14 days, respectively. The Day-by-Day Matrix is used to adjust the 10-day holiday to a 17-day holiday (113.9% adjustment).

Portable Generators: It is assumed a certain number of portable generators will be purchased during the tax-free holiday: High = 87,226; Middle = 61,086; and Low = 38,397. These numbers represent approximately 1%, 0.7%, and 0.44% of Florida households. Additionally, a price per generator is assumed as follows: High = \$750; Middle = \$750; and Low = \$600. The Day-by-Day Matrix is used to adjust the 10-day holiday to an 17-day holiday (113.9% adjustment).

Impact-Resistant Windows: It is assumed a certain number of households will purchase impact-resistant windows during a 10-day holiday period: High = 15,272 (25% of the middle estimate of the number of households that are assumed to purchase a generator); Middle = 9,163 (15% of the middle estimate of the number of households that are assumed to purchase a generator); and Low = 6,109 (10% of the middle estimate of the number of households that are assumed to purchase a generator). A unit is assumed to be the materials necessary to cover one window opening. Assumptions are also made about the price per window and the number of windows purchased per household: High = 20 windows at \$750 per window (total cost of \$15,000); Middle = 15 windows at \$525 per window (total cost of \$7,875); and Low = 10 windows at \$300 per window (total cost of \$3,000). An assumption is also made for construction advantage buying = 25% of private single family housing starts for 2021Q2 = 6,532. For the high-middle-low estimates, the same assumptions are used for price and number of units as above. The Day-by-Day Matrix is used to adjust the 10-day holiday to an 17-day holiday (113.9% adjustment).

Impact-Resistant Doors: It is assumed a certain number of households will purchase impact-resistant doors during a 10-day holiday period: High = 15,272 (25% of the middle estimate of the number of households that are assumed to purchase a generator); Middle = 9,163 (15% of the middle estimate of the number of households that are assumed to purchase a generator); and Low = 6,109 (10% of the middle estimate of the number of households that are assumed to purchase a generator). A unit is assumed to be the materials necessary to cover one door opening. Assumptions are also made about the price per door and the number of doors purchased per household: High = 6 doors at \$2,000 per door (total cost of \$20,000); Middle = 2 doors at \$1,750 per door (total cost of \$8,750); and Low = 1 door at \$1,500 per door (total cost of \$1,500). An assumption is also made for construction advantage buying = 25% of private single family housing starts for 2021Q2 = 6,532. For the high-middle-low estimates, the same assumptions are used for price and number of units as above. The Day-by-Day Matrix is used to adjust the 10-day holiday to an 17-day holiday (113.9% adjustment).

Impact-Resistant Garage Doors: It is assumed a certain number of households will purchase impact-resistant garage doors during a 10-day holiday period: High = 15,272 (25% of the middle estimate of the number of households that are assumed to purchase a generator); Middle = 9,163 (15% of the middle estimate of the number of households that are assumed to purchase a generator); and Low = 6,109 (10% of the middle estimate of the number of households that are assumed to purchase a generator). A unit is assumed to be the materials necessary to cover one garage door opening. Assumptions are also made about the price per garage door and the number of garage doors purchased per household: High = 1 door at \$2,000 per door; Middle = 1 door at \$1,400 per door; and Low = 1 door at \$800 per door. An assumption is also made for construction advantage buying = 25% of private single

**REVENUE ESTIMATING CONFERENCE**

**Tax:** Sales and Use Tax

**Issue:** Disaster Preparedness Holiday

**Bill Number(s):** SB 734

family housing starts for 2021Q2 = 6,532. For the high-middle-low estimates, the same assumptions are used for price and number of units as above. The Day-by-Day Matrix is used to adjust the 10-day holiday to an 17-day holiday (113.9% adjustment).

**Section 4: Proposed Fiscal Impact:** The proposed impact is nonrecurring for FY 2021-22.

	High		Middle		Low	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	\$42.9		\$15.4		\$5.7	
2022-23						
2023-24						
2024-25						
2025-26						

**List of affected Trust Funds:** Sales and Use Tax Grouping

**Section 5: Consensus Estimate (Adopted 02/12/2021):** The conference adopted the middle proposed impacts for household purchases and generators. The Conference made an adjustment to the high impact-resistant windows and doors estimate, reducing the number and the average price of windows and doors and adjusted advantage buying to 25% of 2021 Q2 private housing starts. The Conference adopted an adjusted price for garage doors and used the above advantage buy calculation. The impact is only for Fiscal Year 2021-22.

	GR		Trust		Revenue Sharing		Local Half Cent	
	Cash	Recurring	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	(20.0)	0.0	(Insignificant)	0.0	(0.7)	0.0	(1.9)	0.0
2022-23	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2023-24	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2024-25	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
2025-26	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

	Local Option		Total Local		Total	
	Cash	Recurring	Cash	Recurring	Cash	Recurring
2021-22	(3.4)	0.0	(6.0)	0.0	(26.0)	0.0
2022-23	0.0	0.0	0.0	0.0	0.0	0.0
2023-24	0.0	0.0	0.0	0.0	0.0	0.0
2024-25	0.0	0.0	0.0	0.0	0.0	0.0
2025-26	0.0	0.0	0.0	0.0	0.0	0.0

**Proposed Language**  
**2020 Sales Tax Holiday - Disaster Preparedness**

**17 Days**  
**Friday, May 28 - Sunday, June 13**

<b>1. # HOUSEHOLD PURCHASING ASSUMPTIONS:</b>	
2004 Indices based on FINAL REPORT (4 hurricanes)	
Reported Loss % HHs	3.2%
Total Loss % HHs	2.3%
2005 Indices based on FINAL REPORT (4 hurricanes)	
Reported Loss % HHs	8.5%
Total Loss % HHs	5.8%
2008 Index based on Oct 20 2008 Report for Fay (1 storm)	
Reported Loss % HHs	2.7%
2016 Index based on Claims Data as of Jan 2018 (2 hurricanes)	
Reported Loss % HHs	2.9%
2017 Index based on Claims Data as of Nov 2018 (1 hurricane)	
Reported Loss % HHs	4.8%
2018 Index based on Claims Data as of Nov 2020 (1 hurricane)	
Reported Loss % HHs	1.1%
<b>Average Reported Loss (2004-2017) %</b>	<b>4.4%</b>

<b>2. AVAILABLE CASH FOR PURCHASES ASSUMPTIONS:</b>				Methodology for HH Income
<b>Using Florida After-Tax Income per Household (2019 American Community Survey: Florida)</b>		<b>2019</b>	<b>2020</b>	<b>2021</b>
		<b>FY 2018-19</b>	<b>FY 2019-20</b>	<b>FY 2020-21</b>
Median Florida Household After-Tax Income		\$54,283	\$56,929	\$58,260
Using average annual expenditures from the 2019 Consumer Expenditure Survey, all consumer units:		Fla \$ per HH	Fla \$ per HH	Fla \$ per HH
<i>Shares of expenditures:</i>				
Food & alcoholic beverage	13.9%	\$7,533	\$7,900	\$8,085
<b>Housing (includes * below)</b>	32.81%	\$17,808	\$18,676	\$19,112
Apparel & services	3.0%	\$1,622	\$1,701	\$1,740
Transportation	17.04%	\$9,250	\$9,701	\$9,928
Health care	8.24%	\$4,472	\$4,690	\$4,800
Entertainment	4.90%	\$2,661	\$2,791	\$2,856
All others	20.15%	\$10,937	\$11,471	\$11,739
	100.00%	\$54,283	\$56,929	\$58,260
<b>*Maintenance &amp; repairs</b>	<b>1.77%</b>	<b>\$963</b>	<b>\$1,010</b>	<b>\$1,033</b>
<b>*Miscellaneous household equipment</b>	<b>1.60%</b>	<b>\$869</b>	<b>\$911</b>	<b>\$932</b>

Florida Median HH income is based on the 2019 American Community Survey reported Florida median family income in the last 12 months (\$80,994). This value is grown by the Nov 2020 Florida Economic Estimating Conference growth in Personal Income. The growth rates are:

2019	5.3%
2020	4.9%
2021	2.3%

Ratio of Avg Annual Expenditures to Income Before Taxes, 2019 CES (76.08%) is used to produce after-tax income.

HIGH = Assume 8.5% of households purchase exempt items equivalent to approximately 30 days of spending.  
MIDDLE = Assume 6.5% of households purchase exempt items equivalent to approximately 21 days of spending.  
LOW = Assume 4.4% of households purchase exempt items equivalent to approximately 14 days of spending.

**3. PORTABLE GENERATOR ASSUMPTIONS:**

Assume 1% of Florida households purchase a tax-exempt generator at \$750 per generator.  
Assume 0.7% of Florida households purchase a tax-exempt generator at \$750 per generator.  
Assume .44% of Florida households purchase a tax-exempt generator at \$600 per generator.

Estimate for 17-Day Holiday				
	Household Purchases			
	Prev. Adopted	High	Middle	Low
TOTAL Amount Purchased/HH	\$113.00	\$161.00	\$113.00	\$75.00
TOTAL Fla Households	8,726,600	8,726,600	8,726,600	8,726,600
TOTAL HHs Purchasing	567,229	741,761	567,229	383,970
TOTAL Expenditures (\$M)	\$ 64.1	\$ 119.4	\$ 64.1	\$ 28.8
<b>Sales Tax for 10-Day Holiday</b>	<b>\$ (3.8)</b>	<b>\$ (7.2)</b>	<b>\$ (3.8)</b>	<b>\$ (1.7)</b>
<b>Sales Tax for 17-Day Holiday, 113.9% Adjustment</b>	<b>\$ (4.30)</b>	<b>\$ (8.20)</b>	<b>\$ (4.30)</b>	<b>\$ (1.90)</b>
	Portable Generators			
	Prev. Adopted	High	Middle	Low
TOTAL Amount Purchased/HH	\$ 750	\$ 750	\$ 750	\$ 600
TOTAL Generators Purchased	61,086	87,266	61,086	38,397
TOTAL Expenditures (\$M)	\$ 45.8	\$ 65.4	\$ 45.8	\$ 23.0
<b>Sales Tax for 10-Day Holiday</b>	<b>\$ (2.7)</b>	<b>\$ (3.9)</b>	<b>\$ (2.7)</b>	<b>\$ (1.4)</b>
<b>Sales Tax for 17-Day Holiday, 113.9% Adjustment</b>	<b>\$ (3.10)</b>	<b>\$ (4.40)</b>	<b>\$ (3.10)</b>	<b>\$ (1.60)</b>

**Proposed Language**  
**2020 Sales Tax Holiday - Disaster Preparedness**

**17 Days**  
**Friday, May 28 - Sunday, June 13**

	<b>Impact-Resistant Windows</b>			
	<u>Prev. Adopted</u>	<u>High</u>	<u>Middle</u>	<u>Low</u>
Price per Window	\$ 525	\$ 750	\$ 525	\$ 300
# Windows Purchased	10	20	15	10
# Households Purchasing ( from middle - generators)	15,272	15,272	9,163	6,109
TOTAL Household Expenditures (\$M)	\$ 80.2	\$ 229.1	\$ 72.2	\$ 18.3
TOTAL Advantage Buying for Construction (\$M)	\$ 34.3	\$ -	\$ -	\$ -
<b>Sales Tax for 10-Day Holiday</b>	<b>\$ (6.87)</b>	<b>\$ (13.74)</b>	<b>\$ (4.33)</b>	<b>\$ (1.10)</b>
<b>Sales Tax for 17-Day Holiday, 113.9% Adjustment</b>	<b>\$ (7.80)</b>	<b>\$ (15.70)</b>	<b>\$ (4.90)</b>	<b>\$ (1.30)</b>

	<b>Impact-Resistant Doors</b>			
	<u>Prev. Adopted</u>	<u>High</u>	<u>Middle</u>	<u>Low</u>
Price per Door	\$ 1,750	\$ 2,000	\$ 1,750	\$ 1,500
# Doors Purchased	2	6	2	1
# Households Purchasing ( from middle - generators)	15,272	15,272	9,163	6,109
TOTAL Expenditures (\$M)	\$ 53.5	\$ 183.3	\$ 32.1	\$ 9.2
TOTAL Advantage Buying for Construction (\$M)	\$ 22.9	\$ -	\$ -	\$ -
<b>Sales Tax for 10-Day Holiday</b>	<b>\$ (4.58)</b>	<b>\$ (11.00)</b>	<b>\$ (1.92)</b>	<b>\$ (0.55)</b>
<b>Sales Tax for 17-Day Holiday, 113.9% Adjustment</b>	<b>\$ (5.20)</b>	<b>\$ (12.50)</b>	<b>\$ (2.20)</b>	<b>\$ (0.60)</b>

	<b>Impact-Resistant Garage Doors</b>			
	<u>Prev. Adopted</u>	<u>High</u>	<u>Middle</u>	<u>Low</u>
Price per Garage Door	\$ 1,500	\$ 2,000	\$ 1,400	\$ 800
# Garage Doors Purchased	1	1	1	1
# Households Purchasing ( from middle - generators)	15,272	15,272	9,163	6,109
TOTAL Expenditures (\$M)	\$ 22.9	\$ 30.5	\$ 12.8	\$ 4.9
TOTAL Advantage Buying for Construction (\$M)	\$ 9.8	\$ -	\$ -	\$ -
<b>Sales Tax for 10-Day Holiday</b>	<b>\$ (1.96)</b>	<b>\$ (1.83)</b>	<b>\$ (0.77)</b>	<b>\$ (0.29)</b>
<b>Sales Tax for 17-Day Holiday, 113.9% Adjustment</b>	<b>\$ (2.20)</b>	<b>\$ (2.10)</b>	<b>\$ (0.90)</b>	<b>\$ (0.30)</b>

<b>Total Estimated Impact (17-day)</b>	<b>\$ (22.6)</b>	<b>\$ (42.9)</b>	<b>\$ (15.4)</b>	<b>\$ (5.7)</b>
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TOTAL IMPACT FY 2020-21	0	\$0.0	\$0.0	\$0.0
TOTAL IMPACT FY 2021-22	-\$22.6	-\$42.9	-\$15.4	-\$5.7

## Daily Factors - Hurricane Preparedness Sales Tax Holiday Analysis

**Assume:**

Depending upon what SET OF DAYS are included, the most impact will come from the weekend.  
 As long as an ENTIRE WEEKEND is included, the most impact will occur on Friday, Saturday, and Sunday.  
 Weekdays add less to the impact.

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	Calibrate to	Calibrate to
Example:	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	12-day holiday	10-day holiday
18-Day Holiday	X	X	X	5.0%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	1.0%	1.0%	1.0%	1.0%	2.5%	5.0%	2.5%	1.0%	111.5%	114.9%
17-Day Holiday	X	X	X	5.0%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	1.0%	1.0%	1.0%	1.0%	1.5%	7.5%	1.0%		110.5%	113.9%
16-Day Holiday	X	X	X	5.5%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	1.0%	1.0%	1.0%	1.0%	1.5%	5.0%			107.5%	110.8%
15-Day Holiday	2.0%	2.0%	2.0%	5.5%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	1.0%	1.0%	X	X	X	X			103.8%	107.0%
14-Day Holiday	X	2.0%	2.0%	5.5%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	1.0%	1.0%	X	X	X	X			102.0%	105.2%
13-Day Holiday	X	X	2.0%	5.5%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	1.0%	1.0%	X	X	X	X			101.0%	104.1%
12-Day Holiday	X	X	2.0%	5.5%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	1.0%	X	X	X	X	X			100.0%	103.1%
11-Day Holiday	X	X	2.0%	5.5%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	X	X	X	X	X	X			99.0%	102.1%
10-Day Holiday	X	X	X	5.5%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	X	X	X	X	X	X			97.0%	100.0%
9-Day Holiday	X	X	X	X	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	10.0%	X	X	X	X	X	X			91.5%	94.3%
8-Day Holiday	X	X	X	X	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	2.5%	20.0%	X	X	X	X	X	X	X			81.5%	84.0%
7-Day Holiday	X	X	X	5.5%	35.0%	20.0%	1.0%	1.0%	1.0%	1.0%	X	X	X	X	X	X	X	X	X			64.5%	66.5%
6-Day Holiday	X	X	2.0%	5.5%	35.0%	20.0%	1.0%	1.0%	X	X	X	X	X	X	X	X	X	X	X			64.5%	66.5%
5-Day Holiday	X	X	2.0%	5.5%	35.0%	20.0%	1.0%	X	X	X	X	X	X	X	X	X	X	X	X			63.5%	65.5%
4-Day Holiday	X	X	2.0%	5.5%	35.0%	20.0%	X	X	X	X	X	X	X	X	X	X	X	X	X			62.5%	64.4%
3-Day Holiday	X	X	X	5.5%	35.0%	20.0%	X	X	X	X	X	X	X	X	X	X	X	X	X			60.5%	62.4%
2-Day Holiday	X	X	X	X	35.0%	20.0%	X	X	X	X	X	X	X	X	X	X	X	X	X			55.0%	56.7%
1-Day Holiday	X	X	X	X	35.0%	X	X	X	X	X	X	X	X	X	X	X	X	X	X			35.0%	36.1%