DEFAC

Background Detail for the Preparation of the March 2024 General Fund Revenue Estimates

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Note: In October 2022, the Department of Finance implemented Phase Two of the new Integrated Revenue Administration System for Final and Estimated Personal Income Tax payments. Under the new system, Final and Estimated payments are combined into one category. However, for forecasting purposes, we will continue to treat them separately. As a result, the State's accounting system does not reflect the adjusted year-to-date revenues presented in this document.

PERSONAL INCOME TAX -- Withholding

ESTIMATES

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	<u>Mar-24</u>	CHANGE	Dec-23	<u>Mar-24</u>	CHANGE	
WITHHOLDING	\$1,765.0	\$1,855.0	\$1,890.3	\$35.3	\$1,927.4	\$1,969.7	\$42.3	\$2,002.6	\$2,046.5	\$43.9	
GROWTH RATE	7.5%	5.1%	7.1%	2.0%	3.9%	4.2%	0.3%	3.9%	3.9%	0.0%	

TRACKING

		<u>Trackin</u>	g As Of:		Growth Needed to Hit	Estimate if	revenue fol	lows trend:
	<u>YTD</u>	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$1,250.6	5.1%	7.2%	2.2%	<u>Estimate</u>	\$1,892.6	\$1,896.0	\$1,877.5
FY 2023	\$1,166.2				6.8%			

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025			FY 2026	
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE
DE EMPLOYMENT	3.2%	1.7%	1.5%	-0.1%	0.0%	0.6%	0.7%	0.0%	-0.3%	-0.3%
DE WAGE & SALARIES	6.9%	4.7%	4.9%	0.1%	3.2%	3.83%	0.6%	3.1%	2.9%	-0.2%
REAL GDP	1.6%	2.5%	3.0%	0.6%	1.1%	1.69%	0.6%	1.4%	1.5%	0.1%

PERSONAL INCOME TAX -- Estimated

ESTIMATES

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	
PIT - ESTIMATED	\$360.4	\$320.0	\$320.0	\$0.0	\$325.8	\$325.8	\$0.0	\$336.9	\$336.9	\$0.0	
GROWTH RATE	1.0%	-11.2%	-11.2%	0.0%	1.8%	1.8%	0.0%	3.4%	3.4%	0.0%	

TRACKING

		<u>Trackin</u>	g As Of:		Growth Needed to Hit	Estimate if	revenue fol	lows trend:
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$198.7	-13.3%	-14.6%	-1.2%	<u>Estimate</u>	\$308.0	\$325.1	\$323.2
FY 2023	\$232.5				-5.1%			

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	<u>CHANGE</u>	
S&P 500 U.S. DIVIDENDS,	-8.9%	13.3%	18.8%	5.5%	2.4%	8.0%	5.6%	-0.9%	-0.3%	0.6%	
INTEREST & RENTAL INCOME	7.0%	8.5%	5.1%	-3.4%	8.8%	7.6%	-1.2%	7.2%	7.7%	0.5%	

ESTIMATED TAX PAYMENTS DUE:	9/15	/2023	1/15	/2024	4/30	/2024	6/17	/2024	
TENTATIVE S-CORP TAX PAYMENTS DUE:		9/15/2023	20.0%	12/15/2023	10.0%	4/15/2024	50.0%	6/17/2024	20.0%

Mar-24

PERSONAL INCOME TAX -- Final Payments

ESTIMATES

	FY 2023		FY 2024			FY 2025			FY 2026			
	ACTUAL	Dec-23	<u>Mar-24</u>	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE		
PIT - FINAL	\$270.9	\$225.4	\$225.4	\$0.0	\$234.4	\$234.4	\$0.0	\$239.8	\$239.8	\$0.0		
GROWTH RATE	-28.1%	-16.8%	-16.8%	0.0%	4.0%	4.0%	0.0%	2.3%	2.3%	0.0%		

TRACKING

		<u>Trackin</u>	g As Of:		Growth Needed to	Growth Needed to Hit			Estimate if revenue follows trend:			
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>		FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>			
FY 2024	\$45.5	47.6%	28.3%	-19.3%	<u>Estimate</u>		\$347.6	\$220.5	\$199.8			
FY 2023	\$35.5				-23.6%	less delay:	\$347.6	\$334.0	\$296.5			

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025			FY 2026			
	ACTUAL	Dec-23	<u> Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE		
S&P 500 U.S. DIVIDENDS,	-8.9%	13.3%	18.8%	5.5%	2.4%	8.0%	5.6%	-0.9%	-0.3%	0.6%		
INTEREST & RENTAL INCOME	7.0%	8.5%	5.1%	-3.4%	8.8%	7.6%	-1.2%	7.2%	7.7%	0.5%		

PERSONAL INCOME TAX -- Refunds

REFUND ESTIMATES

	FY 2023		FY 2024			FY 2025			FY 2026		
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	
PIT - REFUNDS	(\$283.3)	(\$287.0)	(\$287.0)	\$0.0	(\$272.7)	(\$272.7)	\$0.0	(\$245.7)	(\$245.7)	\$0.0	
GROWTH RATE	3.8%	1.3%	1.3%	0.0%	-5.0%	-5.0%	0.0%	-9.9%	-9.9%	0.0%	

TRACKING

		Ţ	racking as o	<u>•f:</u>	Growth Needed to Hit	Estimate if revenue follows trend:				
	<u>YTD</u>	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	Mar-24	<u>FY 2023</u>	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>		
FY 2024	(\$119.5)	3.9%	20.4%	16.5%	<u>ESTIMATE</u>	(\$341.0)	(\$303.9)	(\$295.8)		
FY 2023	(\$99.3)				-9.0%					

March-24	Fiscal Y	'ear 2023		Fiscal Y	ear 2024	
		Percent			Revenue Sub-	
		Change	DEFAC	Percent	Committee	Percer
Revenue Category	Actual	Over FY 22	Dec-23	Change	Mar-24	Chang
Withholding	\$1,765.0	7.5%	\$1,855.0	5.1%	\$1,890.3	7.1%
Estimated	\$360.4	1.0%	\$320.0	-11.2%	\$320.0	-11.29
Final Returns	\$270.9	-28.1%	\$225.4	-16.8%	\$225.4	-16.8%
Total	\$2,396.2	0.9%	\$2,400.4	0.2%	\$2,435.7	1.6%
Refund Forecast	(\$283.3)	3.8%	(\$287.0)	1.3%	(\$287.0)	1.3%
Net PIT	\$2,112.9	0.5%	\$2,113.4	0.0%	\$2,148.7	1.7%

March-24		Fiscal Y	ear 2025			Fiscal Y	ear 2026			
			Revenue Sub-				Revenue Sub-	evenue Sub-		
	DEFAC	Percent	Committee	Percent	DEFAC	Percent	Committee	Percent		
Revenue Category	Dec-23	Change	Mar-24	Change	Dec-23	Change	Mar-24	Change		
Withholding	\$1,927.4	3.9%	\$1,969.7	4.2%	\$2,002.6	3.9%	\$2,046.5	3.9%		
Estimated	\$325.8	1.8%	\$325.8	1.8%	\$336.9	3.4%	\$336.9	3.4%		
Final Returns	\$234.4	4.0%	\$234.4	4.0%	\$239.8	2.3%	\$239.8	2.3%		
Total	\$2,487.6	3.6%	\$2,529.9	3.9%	\$2,579.3	3.7%	\$2,623.2	3.7%		
Refund Forecast	(\$272.7)	-5.0%	(\$272.7)	-5.0%	(\$245.7)	-9.9%	(\$245.7)	-9.9%		
Net PIT	\$2,214.9	4.8%	\$2,257.2	5.0%	\$2,333.6	5.4%	\$2,377.5	5.3%		

CORPORATE FRANCHISE TAX

ESTIMATES

	FY 2023		FY 2024			FY 2025			FY 2026	
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE
GENERAL FUND AMT	\$1,397.3	\$1,348.9	\$1,348.9	\$0.0	\$1,348.9	\$1,348.9	\$0.0	\$1,348.9	\$1,348.9	\$0.0
GROWTH RATE	7.4%	-3.5%	-3.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
REFUNDS	(\$15.0)	(\$20.0)	(\$20.0)	\$0.0	(\$10.0)	(\$10.0)	\$0.0	(\$10.0)	(\$10.0)	\$0.0
GROWTH RATE	5.1%	33.0%	33.0%	0.0%	-50.0%	-50.0%	0.0%	0.0%	0.0%	0.0%
NET	\$1,382.2	\$1,328.9	\$1,328.9	\$0.0	\$1,318.9	\$1,338.9	\$20.0	\$1,318.9	\$1,338.9	\$20.0
GROWTH RATE	46.1%	-3.9%	-3.9%	0.0%	0.8%	0.8%	0.0%	0.0%	0.0%	0.0%

TRACKING

		Trackin	ig as of:		Growth Needed to Hit	Estimate i	Estimate if revenue follows trend:				
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	<u>FY 2023</u>	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>			
FY 2024	\$806.8	2.7%	0.6%	-2.2%	<u>Estimate</u>	\$1,405.1	\$1,488.8	\$1,470.5			
FY 2023	\$802.3				-8.9%						

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	
REAL GDP	1.6%	2.5%	3.0%	0.6%	1.1%	1.7%	0.6%	1.4%	1.5%	0.1%	
S&P 500	-8.9%	13.3%	18.8%	5.5%	2.4%	8.0%	5.6%	-0.9%	-0.3%	0.6%	

OTHER KEY CONSIDERATIONS

QUARTERLY TAX PAYMENTS DUE:	9/1/2023	20.0%	12/1/2023	20.0%	3/1/2024	Prior CY balance	6/3/2024	40.0%
NON-QUARTERLY TAX PAYMENTS(< \$5,000) DUE:		3/1/2024	100% (includes	all new corpo	rations)			

BUSINESS ENTITY FEES

ESTIMATES

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	
GENERAL FUND AMT	\$158.1	\$150.0	\$150.0	\$0.0	\$150.0	\$150.0	\$0.0	\$150.0	\$150.0	\$0.0	
GROWTH RATE	-3.7%	-5.1%	-5.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	

TRACKING

		<u>Trackin</u>	g as of:		Growth Needed to Hit	Estimate if revenue follows trend:				
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>		
FY 2024	\$103.4	-4.1%	-0.4%	3.6%	<u>Estimate</u>	\$157.4	\$160.4	\$159.4		
FY 2023	\$103.9				-14.1%					

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023	-	FY 2024	-		FY 2025			FY 2026	
	ACTUAL	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE
REAL GDP	1.6%	2.5%	3.0%	0.6%	1.1%	1.7%	0.6%	1.4%	1.5%	0.1%
S&P 500	-8.9%	13.3%	18.8%	5.5%	2.4%	8.0%	5.6%	-0.9%	-0.3%	0.6%

LLC's / LP's & UNIFORM COMMERCIAL CODE

LLC's / LP's

LLC S / LP S										
	FY 2023		FY 2024			FY 2025			FY 2026	
	ACTUAL	<u>Dec-23</u>	Mar-24	<u>CHANGE</u>	<u>Dec-23</u>	Mar-24	CHANGE	<u>Dec-23</u>	<u>Mar-24</u>	CHANGE
LLC's / LP's	\$474.9	\$460.8	\$460.8	\$0.0	\$460.8	\$460.8	\$0.0	\$460.8	\$460.8	\$0.0
GROWTH RATE	12.4%	-3.0%	-3.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
TRACKING										
		<u>Tr</u>	acking as of	<u>:</u>	Growt	h Needed to	o Hit	Estimate if r	evenue foll	ows trend:
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	CHANGE		<u>Mar-24</u>		<u>FY 2023</u>	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$95.0	2.8%	5.0%	2.2%		<u>Estimate</u>		\$498.6	\$510.9	\$512.0
FY 2023	\$90.5					-4.8%				
OTHER KEY CONSIDE	RATIONS									
UNIFORM COMMER	CIAL CODE									
	FY 2023		FY 2024			FY 2025			FY 2026	
	<u>ACTUAL</u>	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Dec-23</u>	<u>Mar-24</u>	CHANGE	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>
UCC	\$28.2	\$26.5	\$26.5	\$0.0	\$26.5	\$26.5	\$0.0	\$26.5	\$26.5	\$0.0
GROWTH RATE	-9.0%	-6.2%	-6.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Tracking

		<u>T</u>	racking as o	of:	Growth Needed to Hit	Estimate if revenue follows trend:				
	<u>YTD</u>	<u>Dec-23</u>	Dec-23 Mar-24 CHANGE		Mar-24	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>		
FY 2024	\$19.4	3.2%	2.9%	-0.2%	<u>ESTIMATE</u>	\$29.1	\$29.4	\$29.1		
FY 2023	\$18.9				-24.5%					

OTHER KEY CONSIDERATIONS

Mar-24

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UNCLAIMED PROPERTY

ESTIMATES

	FY 2023		FY 2024			FY 2025			FY 2026	
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE
GENERAL FUND AMT	\$554.0	\$554.0	\$554.0	\$0.0	\$525.0	\$525.0	\$0.0	\$500.0	\$500.0	\$0.0
GROWTH RATE	0.0%	0.0%	0.0%	0.0%	-5.2%	-5.2%	0.0%	-4.8%	-4.8%	0.0%
REFUNDS	(\$138.3)	(\$160.0)	(\$145.0)	\$15.0	(\$160.0)	(\$150.0)	\$10.0	(\$160.0)	(\$150.0)	\$10.0
GROWTH RATE	-32.4%	15.7%	4.8%	-10.8%	0.0%	3.4%	3.4%	0.0%	0.0%	0.0%
NET	\$415.7	\$394.0	\$409.0	\$15.0	\$365.0	\$375.0	\$10.0	\$340.0	\$350.0	\$10.0
GROWTH RATE	19.0%	-5.2%	-1.6%	3.6%	-7.4%	-8.3%	-1.0%	-6.8%	-6.7%	0.2%

TRACKING

		<u>Trackin</u>	ig as of:		Growth Needed to Hit	Estimate if revenue follows trend:			
	<u>YTD</u>	<u>Dec-23</u>	<u>Mar-24</u>	CHANGE	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	5 YR AVG.	
FY 2024	\$439.2	11.4%	23.5%	12.1%	<u>Estimate</u>	\$456.9	\$549.3	\$811.7	
FY 2023	\$355.8				-42.1%				

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025			FY 2026	
	ACTUAL	<u>Dec-23</u>	<u> Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE
S & P 500 U.S. DIVIDENDS,	-8.9%	13.3%	18.8%	5.5%	2.4%	8.0%	5.6%	-0.9%	-0.3%	0.6%
INTEREST & RENTAL INCOME	7.0%	8.5%	5.1%	-3.4%	8.8%	7.6%	-1.2%	7.2%	7.7%	0.5%

OTHER KEY CONSIDERATIONS	

GROSS RECEIPTS TAX

ESTIMATES

	FY 2023	FY 2023 FY 2024				FY 2025		FY 2026		
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE
GENERAL FUND AMT	\$353.2	\$358.7	\$367.4	\$8.7	\$368.0	\$381.4	\$13.4	\$378.3	\$392.1	\$13.8
GROWTH RATE	6.7%	1.6%	4.0%	2.5%	2.6%	3.8%	1.2%	2.8%	2.8%	0.0%

TRACKING

		T	racking as o	<u>f:</u>	Growth Needed to Hit	Estimate if revenue follows trend:				
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>		
FY 2024	\$252.1	-10.3%	2.6%	12.8%	<u>Estimate</u>	\$362.4	\$374.5	\$369.7		
FY 2023	\$245.7				7.3%					

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025			FY 2026	
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	<u>CHANGE</u>
NOMINAL CONSUMER EXP	1.7%	5.1%	5.2%	0.1%	3.7%	4.4%	0.7%	3.8%	4.3%	0.5%
PRICE OF CRUDE OIL RECEIVED IN REFINERIES	-6.5%	0.0%	-1.3%	-1.3%	-4.6%	-4.8%	-0.3%	-2.0%	-4.4%	-2.5%
DE PERSONAL INCOME	9.5%	2.4%	2.4%	0.0%	5.2%	3.8%	-1.3%	4.6%	2.9%	-1.7%
DE EMPLOYMENT	3.2%	1.7%	1.5%	-0.1%	0.0%	0.6%	0.7%	0.0%	-0.3%	-0.3%

LOTTERY	/
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ESTIMATES

	FY 2023		FY 2024			FY 2025			FY 2026	
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE
LOTTERY - TOTAL	\$239.6	\$243.0	\$240.0	(\$3.0)	\$247.8	\$247.2	(\$0.6)	\$250.8	\$251.0	\$0.2
GROWTH RATE	1.5%	1.4%	0.2%	-1.3%	2.0%	3.0%	1.0%	1.2%	1.5%	0.3%
VIDEO/SPORTS/TABLE	\$170.6	\$170.0	\$170.4	\$0.4	\$173.1	\$174.1	\$1.0	\$174.3	\$177.9	\$3.6
GROWTH RATE	-4.6%	-0.3%	-0.1%	0.2%	1.8%	2.2%	0.4%	0.7%	2.2%	1.5%
TRADITIONAL	\$69.0	\$73.0	\$69.6	(\$3.4)	\$74.7	\$73.1	(\$1.6)	\$76.5	\$73.1	(\$3.4)
GROWTH RATE	9.1%	5.7%	0.8%	-4.9%	2.3%	5.0%	2.7%	2.4%	0.0%	-2.4%

TRACKING

TOTAL (Accounting)		Trackin	g as of:		Growth Needed to Hit	Estimate if	f revenue fol	lows trend:
	YTD	Dec-23	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$152.3	1.5%	-1.2%	-2.7%	<u>Estimate</u>	\$236.8	\$240.9	\$229.8
FY 2023	\$154.1				2.6%			
VIDEO/SPORTS/TABL	E (Lottery Office)	Trackin	g as of:		Growth Needed to Hit			
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	<u>FY 2023</u>	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$106.3	0.1%	-1.3%	-1.4%	<u>Estimate</u>	\$168.3	\$168.8	\$157.3
FY 2023	\$107.7				2.0%			
TRADITIONAL (Lottery O	Office)	Trackin	g as of:		Growth Needed to Hit			
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	<u>FY 2023</u>	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$46.0	4.9%	-0.9%	-5.8%	<u>Estimate</u>	\$68.4	\$71.0	\$70.9
FY 2023	\$46.4				4.3%			

OTHER KEY CONSIDERATIONS

CORPORATE INCOME TAX

ESTIMATES

	FY 2023		FY 2024			FY 2025			FY 2026	
	ACTUAL	<u>Dec-23</u>	<u>Mar-24</u>	CHANGE	Dec-23	<u>Mar-24</u>	CHANGE	Dec-23	<u> Mar-24</u>	<u>CHANGE</u>
GROSS GENERAL FUND	\$457.4	\$400.0	\$434.0	\$34.0	\$362.0	\$362.0	\$0.0	\$354.0	\$354.0	\$0.0
GROWTH RATE	20.5%	-12.5%	-5.1%	7.4%	-9.5%	-16.6%	-7.1%	-2.2%	-2.2%	0.0%
REFUNDS	(\$73.5)	(\$80.0)	(\$80.0)	\$0.0	(\$75.0)	(\$109.3)	(\$34.3)	(\$75.0)	(\$79.8)	(\$4.8)
GROWTH RATE	12.6%	8.8%	8.8%	0.0%	-6.3%	36.6%	42.9%	0.0%	-27.0%	-27.0%
NET	\$383.9	\$320.0	\$354.0	\$34.0	\$287.0	\$252.7	(\$34.3)	\$279.0	\$274.2	(\$4.8)
GROWTH RATE	22.2%	-16.6%	-7.8%	8.9%	-10.3%	-28.6%	-18.3%	-2.8%	8.5%	11.3%

TRACKING

		<u>Trackin</u>	ig as of:		Growth Needed to Hit	Estimate if	^f revenue fol	lows trend:
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$209.6	-10.0%	-5.1%	4.9%	<u>Estimate</u>	\$434.0	\$442.2	\$423.4
FY 2023	\$220.9				-5.1%			

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	
REAL GDP	1.6%	2.5%	3.0%	0.6%	1.1%	1.7%	0.6%	1.4%	1.5%	0.1%	
U.S. PRE-TAX CORPORATE PROFITS	0.9%	5.2%	7.8%	2.6%	1.0%	5.0%	4.0%	1.6%	2.1%	0.6%	
DE Employment	3.2%	1.7%	1.5%	-0.1%	0.0%	0.6%	0.7%	0.0%	-0.3%	-0.3%	

TENTATIVE TAX PAYMENTS DUE:	9/15/2023	20.0%	12/15/2023	10.0%	4/15/2024	50.0%	6/17/2024	20.0%

Mar-24

REALTY TRANSFER TAX

ESTIMATES

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	
GENERAL FUND AMT	\$246.7	\$205.0	\$194.0	(\$11.0)	\$223.2	\$211.3	(\$11.9)	\$233.9	\$221.4	(\$12.5)	
GROWTH RATE	-18.9%	-16.9%	-21.4%	-4.5%	8.9%	8.9%	0.0%	4.8%	4.8%	0.0%	

TRACKING

		<u>GF Track</u>	ing as of:		Growth Needed to Hit	Estimate if revenue follows trend:				
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>		
FY 2024	\$129.2	-39.2%	-25.8%	13.4%	<u>Estimate</u>	\$184.9	\$192.4	\$192.3		
FY 2023	\$174.3				-10.6%					

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

		0									
	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	
COMMITMENT RATE	6.20/	7 40/	6.00/	0.00/	6.00/	F 00/	0.4%	5.00/	F 20/	0.00/	
ON MORTGAGE	6.3%	7.1%	6.9%	-0.2%	6.0%	5.9%	-0.1%	5.3%	5.2%	0.0%	
DE EMPLOYMENT	3.2%	1.7%	1.5%	-0.1%	0.0%	0.6%	0.7%	0.0%	-0.3%	-0.3%	

CIGARETTE TAX

ESTIMATES

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	<u>Mar-24</u>	CHANGE	Dec-23	Mar-24	CHANGE	
GENERAL FUND AMT	\$104.9	\$98.6	\$98.6	\$0.0	\$93.7	\$93.7	\$0.0	\$89.0	\$89.0	\$0.0	
GROWTH RATE	-9.1%	-5.9%	-5.9%	0.0%	-5.0%	-5.0%	0.0%	-5.0%	-5.0%	0.0%	

TRACKING

		Trackin	ig as of:		Growth Needed to Hit	Estimate if revenue follows trend:				
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>		
FY 2024	\$56.6	20.5%	-10.2%	-30.7%	<u>Estimate</u>	\$94.2	\$94.0	\$90.4		
FY 2023	\$63.0				0.5%					

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025			FY 2026			
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE		
DE EXCISE RATE	\$2.10	\$2.10	\$2.10	\$0.00	\$2.10	\$2.10	\$0.00	\$2.10	\$2.10	\$0.00		
AVERAGE EXCISE - MD,	\$2.43	\$2.43	\$2.43	\$0.00	\$2.43	\$2.43	\$0.00	\$2.43	\$2.43	\$0.00		
NJ, PA	ŞZ.45	ŞZ.45	ŞZ.45	ŞU.UU	ŞZ.45	ŞZ.45	ŞU.UU	ŞZ.45	ŞZ.45	ŞU.UU		
DE. POPULATION	0.8%	1.2%	1.2%	0.0%	0.8%	0.8%	0.0%	0.8%	0.8%	0.0%		

BANK FRANCHISE TAX

ESTIMATES

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	<u>Mar-24</u>	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	<u>Mar-24</u>	CHANGE	
GENERAL FUND AMT	\$105.8	\$101.0	\$97.2	(\$3.8)	\$109.9	\$105.6	(\$4.3)	\$112.1	\$107.0	(\$5.1)	
GROWTH RATE	-6.6%	-4.5%	-8.1%	-3.6%	8.8%	8.6%	-0.2%	2.0%	1.3%	-0.7%	

TRACKING

		<u>Trackin</u>	g as of:		Growth Needed to Hit	Estimate if	revenue fol	lows trend:
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$54.1	-1.3%	9.4%	10.7%	<u>Estimate</u>	\$115.8	\$108.7	\$106.7
FY 2023	\$49.4				-23.5%			

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024				FY 2025		FY 2026			
	ACTUAL	Dec-23	<u>Mar-23</u>	CHANGE	Dec-2	<u>23</u>	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	
SIX MONTH T-BILL	4.3%	5.2%	7.1%	2.0%	4.1	%	4.0%	-0.1%	3.1%	3.0%	-0.1%	
CONSUMER	8.1%	7.1%	7.1%	0.0%	6.0	0/	6.0%	0.0%	5.3%	5.3%	0.0%	
INSTALLMENT CREDIT	0.170	7.170	7.170	0.0%	0.0	70	0.0%	0.0%	5.5%	5.5%	0.0%	
DE FIR EMPLOYMENT	4.5%	0.1%	0.7%	0.6%	1.4	%	0.9%	-0.6%	1.3%	1.1%	-0.2%	

ESTIMATED TAX PAYMENTS DUE:	9/1/2023	20.0%	12/1/2023	20.0%	3/1/2024	Balance	6/3/2024	40.0%

INSURANCE TAXES AND FEES

ESTIMATES

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	
GENERAL FUND AMT	\$107.5	\$106.7	\$106.7	\$0.0	\$113.0	\$113.0	\$0.0	\$111.1	\$111.1	\$0.0	
GROWTH RATE	9.0%	-0.8%	-0.8%	0.0%	5.9%	5.9%	0.0%	-1.7%	-1.7%	0.0%	

TRACKING

		<u>Trackin</u>	ng as of:		Growth Needed to Hit	Estimate if	f revenue fol	lows trend:
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$53.8	4.5%	-12.7%	-17.2%	<u>Estimate</u>	\$93.8	\$104.2	\$107.1
FY 2023	\$61.7				15.3%			

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	<u>CHANGE</u>	
S&P 500	-8.9%	13.3%	18.8%	5.5%	2.4%	8.0%	5.6%	-0.9%	-0.3%	0.6%	
10 YEAR U.S. BOND	3.5%	4.2%	4.2%	-0.1%	3.6%	3.7%	0.0%	3.2%	3.3%	0.1%	
DE EMPLOYMENT	3.2%	1.7%	1.5%	-0.1%	0.0%	0.6%	0.7%	0.0%	-0.3%	-0.3%	

OTHER KEY CONSIDERATIONS

ESTIMATED TAX PAYMENTS DUE:	9/15/2023	20%	12/15/2023	10%	4/15/2024	50%	6/17/2024	20%	

HOSPITAL BOARD & TREATMENT

ESTIMATES

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	
GENERAL FUND AMT	\$20.9	\$22.1	\$22.0	(\$0.1)	\$21.9	\$21.3	(\$0.6)	\$21.3	\$20.7	(\$0.6)	
GROWTH RATE	-0.6%	6.0%	5.5%	-0.5%	-0.9%	-3.2%	-2.3%	-2.7%	-2.8%	-0.1%	

TRACKING

		<u>Trackin</u>	g as of:		Growth Needed to Hit	Estimate if	revenue fol	lows trend:
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>
FY 2024	\$9.7	-26.4%	-30.7%	-4.2%	<u>Estimate</u>	\$14.5	\$17.1	\$17.1
FY 2023	\$13.9				78.1%			

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023		FY 2024			FY 2025			FY 2026			
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE		
US POPULATION 65+	2.9%	3.1%	3.0%	-0.1%	2.9%	2.9%	0.0%	2.8%	2.8%	0.0%		

OTHER KEY CONSIDERATIONS

PUBLIC UTILITY TAX

ESTIMATES

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	FY 2023					FY 2025		FY 2026			
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	
GENERAL FUND AMT	\$35.7	\$33.9	\$33.9	\$0.0	\$32.8	\$32.8	\$0.0	\$32.1	\$32.1	\$0.0	
GROWTH RATE	20.4%	-4.9%	-4.9%	0.0%	-3.4%	-3.4%	0.0%	-2.0%	-2.0%	0.0%	

TRACKING

		<u>Trackir</u>	ig as of:		Growth Needed to Hit	Estimate if revenue follows trend:				
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>		
FY 2024	\$21.3	-7.7%	-4.8%	2.9%	<u>Estimate</u>	\$33.9	\$34.3	\$32.6		
FY 2023	\$22.4				-5.0%					

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023	-	FY 2024			FY 2025		FY 2026			
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	<u>CHANGE</u>	
REAL GDP	1.6%	2.5%	3.0%	0.6%	1.1%	1.7%	0.6%	1.4%	1.5%	0.1%	
DE EMPLOYMENT	3.2%	1.7%	1.5%	-0.1%	0.0%	0.6%	0.7%	0.0%	-0.3%	-0.3%	

OTHER KEY CONSIDERATIONS

ALCOHOLIC BEVERAGE TAX

ESTIMATES

	FY 2023		FY 2024			FY 2025		FY 2026			
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	
GENERAL FUND AMT	\$32.2	\$31.9	\$31.9	\$0.0	\$32.2	\$32.2	\$0.0	\$32.5	\$32.5	\$0.0	
GROWTH RATE	4.3%	-1.0%	-1.0%	0.0%	0.9%	0.9%	0.0%	0.9%	0.9%	0.0%	

TRACKING

		<u>Trackin</u>	g as of:		Growth Needed to Hit	Estimate if revenue follows trend:				
	YTD	<u>Dec-23</u>	<u>Mar-24</u>	<u>CHANGE</u>	<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>		
FY 2024	\$21.7	-1.2%	-1.4%	-0.2%	<u>Estimate</u>	\$31.8	\$32.0	\$32.1		
FY 2023	\$22.0				-0.2%					

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

		0		<u> </u>						
	FY 2023	FY 2024				FY 2025		FY 2026		
	ACTUAL	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	CHANGE	<u>Dec-23</u>	<u>Mar-23</u>	<u>CHANGE</u>
DE PERSONAL INCOME	9.5%	2.4%	2.4%	0.0%	5.2%	3.8%	-1.3%	4.6%	2.9%	-1.7%
DE POPULATION	0.8%	1.2%	1.2%	0.0%	0.8%	0.8%	0.0%	0.8%	0.8%	0.0%

DIVIDENDS & INTEREST

ESTIMATES

	FY 2023		FY 2024		FY 2025					
	ACTUAL	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE	Dec-23	Mar-24	CHANGE
GENERAL FUND AMT	\$37.3	\$127.1	\$123.0	(\$4.1)	\$150.6	\$151.4	\$0.8	\$143.0	\$143.7	\$0.7
GROWTH RATE	195.7%	240.9%	230.0%	-10.9%	18.5%	23.1%	4.6%	-5.1%	-5.1%	0.0%

TRACKING

		<u>Trackin</u>	g as of:		Growth Needed to Hit	Estimate if revenue follows trend:			
	YTD	<u>Dec-23</u>	2 <u>3 Mar-24 CHANGE</u>		<u>Mar-24</u>	FY 2023	<u>3 YR AVG.</u>	<u>5 YR AVG.</u>	
FY 2024	\$80.9	401.9%	623.8%	221.9%	<u>Estimate</u>	\$269.8	\$68.4	\$85.6	
FY 2023	\$11.2				61.5%				

ECONOMICS / DEMOGRAPHICS (percent change from previous year):

	FY 2023	FY 2024				FY 2025		FY 2026		
	ACTUAL	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	CHANGE	Dec-23	<u>Mar-23</u>	<u>CHANGE</u>
SIX MONTH T-BILL	4.3%	5.2%	7.1%	2.0%	4.1%	4.0%	-0.1%	3.1%	3.0%	-0.1%
10 YEAR U.S. BOND U.S. DIVIDENDS,	3.5%	4.4%	4.4%	0.0%	3.8%	3.8%	0.0%	3.4%	3.4%	0.0%
INTEREST & RENTAL INCOME	7.0%	8.5%	5.1%	-3.4%	8.8%	7.6%	-1.2%	7.2%	7.7%	0.5%

OTHER KEY CONSIDERATIONS

OTHER REVENUES

17 - A Mar-24

		FY 2024						
	Α	В	С	D	E	F		
Revenue Category	FY 2023	Dec-23	B over A	Mar-24	D over A	D minus B		
Public Accommodations Tax	17.9	19.5	9.2%	19.5	9.2%	0.0		
Business & Occupational Fees	7.2	7.0	-2.6%	7.0	-2.6%	0.0		
Legal Fees	6.2	6.5	5.4%	6.5	5.4%	0.0		
Regulation of Securities	20.3	21.7	6.8%	21.7	6.8%	0.0		
Adj. Prior Year	(1.7)	0.0	-100.0%	0.0	-100.0%	0.0		
Subtotal	49.8	54.7	9.9%	54.7	9.9%	0.0		
Other	31.5	16.7	-47.0%	16.7	-47.0%	0.0		
TOTAL ESTIMATE	81.3	71.4	-12.1%	71.4	-12.1%	0.0		

OTHER REVENUES

			FY 2025		FY 2026					
	G	Н	I	1	К	L	М	Ν	0	Р
Revenue Category	Dec-23	G over B	Mar-24	l over D	I minus G	Dec-23	L over G	Mar-24	N over I	N minus L
Public Accommodations Tax	20.3	4.3%	20.3	4.3%	0.0	20.3	0.0%	20.3	0.0%	0.0
Business & Occupational Fees	6.4	-8.6%	6.4	-8.6%	0.0	6.4	0.0%	6.4	0.0%	0.0
Legal Fees	5.5	-15.4%	5.5	-15.4%	0.0	5.5	0.0%	5.5	0.0%	0.0
Regulation of Securities	22.9	5.4%	22.9	5.4%	0.0	22.9	0.1%	22.9	0.1%	0.0
Adj. Prior Year	0.0	0.0%	0.0	0.0%	0.0	0.0	0.0%	0.0	0.0%	0.0
Subtotal	55.1	0.7%	55.1	0.7%	0.0	55.1	0.0%	55.1	0.0%	0.0
Other	16.7	0.0%	16.7	0.0%	0.0	16.7	0.0%	16.7	0.0%	0.0
TOTAL ESTIMATE	71.8	0.6%	71.8	0.6%	0.0	71.8	0.0%	71.8	0.0%	0.0

17 - B Mar-24

OTHER REFUNDS

	FY 2023		FY 2024			FY 2025	FY 2026			
Refund Category	Actual	Dec-23	Mar-24	Change	Dec-23	Mar-24	Change	Dec-23	Mar-24	Change
License	0.7	1.0	0.5	(0.5)	1.0	1.0	0.0	1.0	1.0	0.0
Bank Franchise	15.1	5.0	5.0	0.0	5.0	5.0	0.0	5.0	5.0	0.0
Insurance	9.0	8.0	8.0	0.0	8.0	8.0	0.0	8.0	8.0	0.0
Cigarette	0.2	0.2	0.2	0.0	0.2	0.2	0.0	0.2	0.2	0.0
Others	0.9	1.5	1.5	0.0	1.5	1.5	0.0	1.5	1.5	0.0
TOTAL ESTIMATE	25.8	15.7	15.2	(0.5)	15.7	15.7	0.0	15.7	15.7	0.0