County Sales as Indicated by Sales Tax
Quitman County, MS
March 2023 - February 2024
extension.msstate.edu/economic-profiles

MISSISSIPPI STATE UNIVERSITY EXTENSION

These profiles are designed to provide a sense of the changes in sales subject to sales and use tax experienced by Mississippi counties and municipalities during the COVID 19 pandemic. 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 changes in sales subject to sales and use tax for two selected sectors.

Data to estimate these changes in 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 March 2023 through February 2024 (the most current data available).

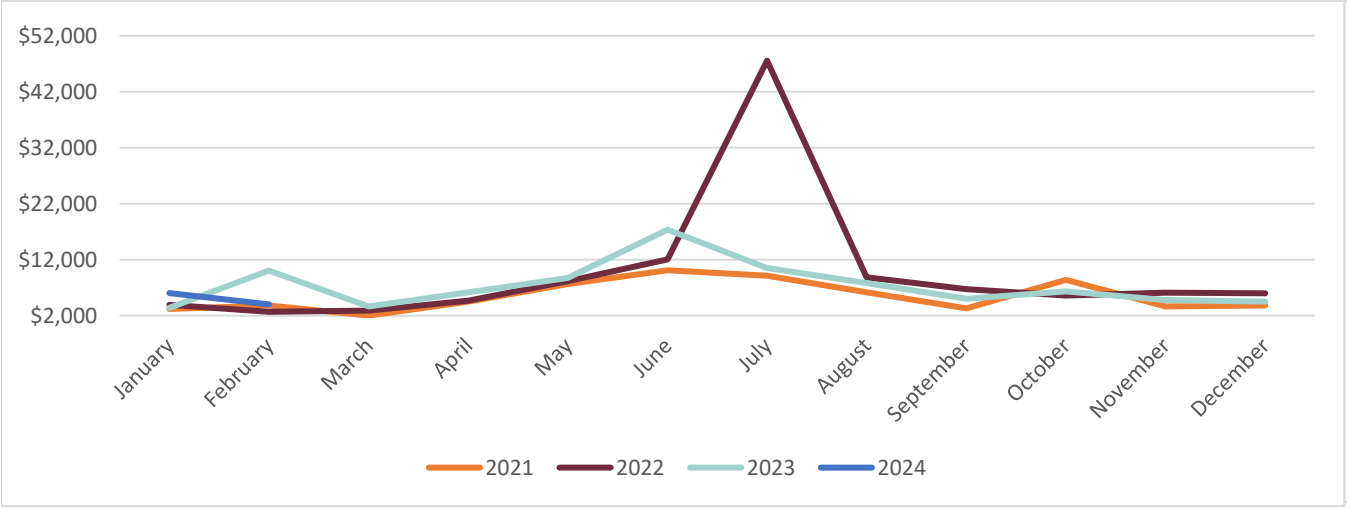
These profiles are organized in the following manner:

- 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 change in sales is estimated by subtracting the average sales of a particular month(s) for the past three years from the current month(s). For example, the estimate for the change in the level of sales in February 2024 is the sales for these sectors in February 2024 minus the average of sales for these sectors in February 2021, February 2022, and February 2023.
    - The change in 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 change in the level of diversions provided to Mississippi municipalities will also be presented as a part of the municipalities' profiles. These estimated diversions are calculated by multiplying the change in sales tax by 18.5 percent (the level of sales tax diversion provided to municipalities).

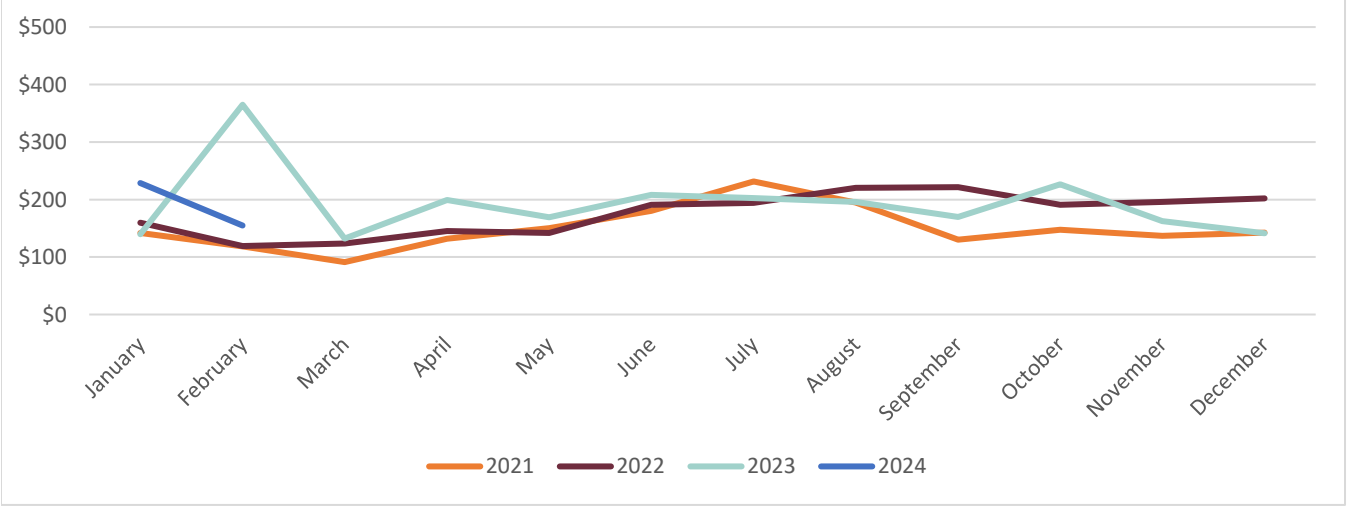
Total Sales as Indicated by Sales Tax ($000s)				
Month	**2021**	**2022**	**2023**	**2024**
January	$3,172	$3,955	$3,403	$6,036
February	$3,851	$2,694	$10,079	$4,020
March	$2,014	$2,896	$3,673	
April	$4,495	$4,699	$6,146	
May	$7,670	$8,192	$8,714	
June	$10,114	$12,066	$17,365	
July	$9,132	$47,555	$10,530	
August	$6,154	$8,862	$7,851	
September	$3,331	$6,715	$5,009	
October	$8,420	$5,608	$6,367	
November	$3,631	$6,103	$4,814	
December	$3,851	$6,004	$4,487	

Total Sales Tax Collected ($000s)				
Month	**2021**	**2022**	**2023**	**2024**
January	$142	$160	$139	$229
February	$118	$119	$365	$155
March	$91	$123	$132	
April	$132	$145	$199	
May	$150	$142	$169	
June	$180	$191	$208	
July	$231	$194	$202	
August	$195	$220	$196	
September	$130	$222	$170	
October	$148	$191	$227	
November	$137	$196	$163	
December	$143	$202	$141	

Quitman County Total Sales ($000s)



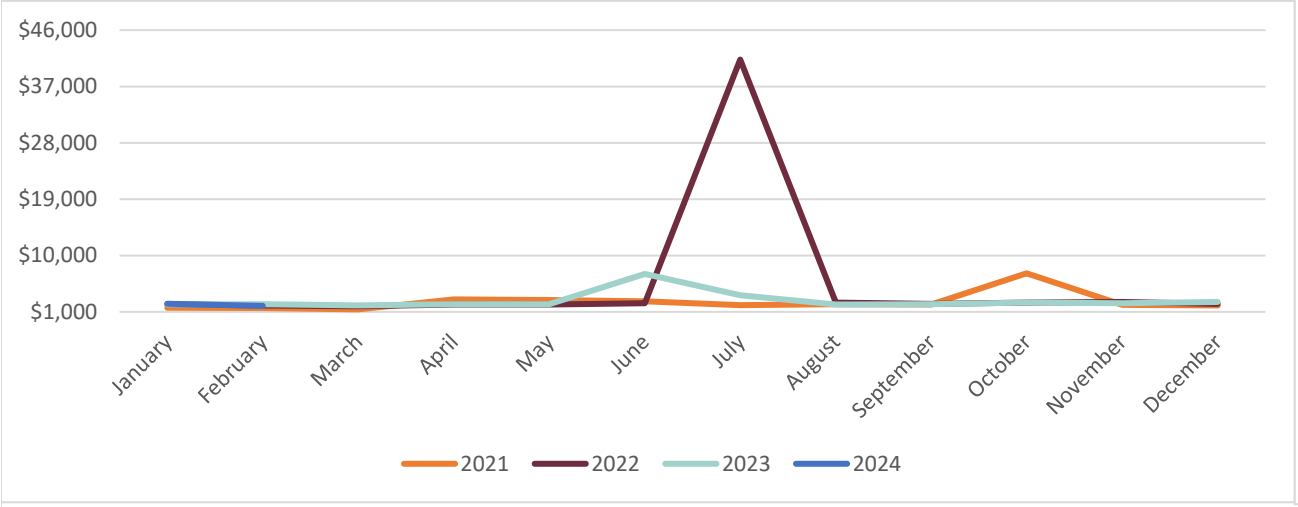
Quitman County Total Sales Tax ($000s)



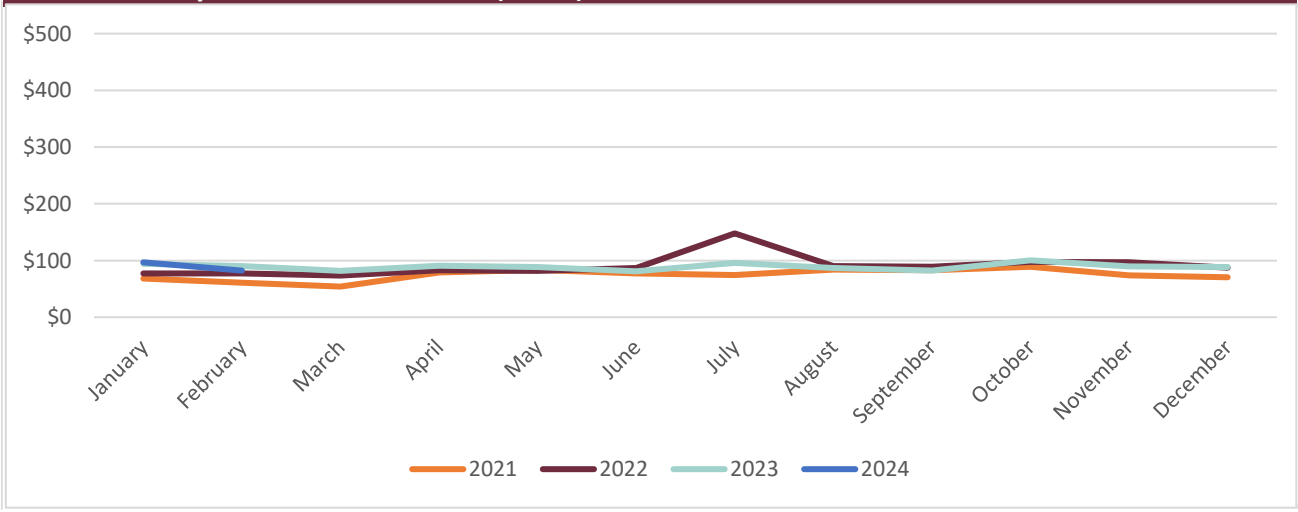
Retail Sector Sales as Indicated by Sales Tax ($000s)				
Month	**2021**	**2022**	**2023**	**2024**
January	$1,662	$2,208	$2,169	$2,297
February	$1,617	$2,001	$2,205	$1,949
March	$1,396	$1,892	$2,033	
April	$2,965	$2,162	$2,234	
May	$2,874	$2,159	$2,232	
June	$2,663	$2,397	$7,055	
July	$2,067	$41,304	$3,656	
August	$2,233	$2,496	$2,155	
September	$2,170	$2,280	$2,227	
October	$7,158	$2,495	$2,499	
November	$2,121	$2,590	$2,393	
December	$2,001	$2,295	$2,567	

Retail Sector Sales Tax Collected ($000s)				
Month	**2021**	**2022**	**2023**	**2024**
January	$68	$77	$94	$97
February	$61	$77	$90	$82
March	$54	$74	$82	
April	$79	$83	$91	
May	$83	$82	$89	
June	$77	$87	$81	
July	$74	$148	$96	
August	$84	$90	$87	
September	$83	$89	$82	
October	$89	$97	$100	
November	$74	$97	$90	
December	$70	$87	$88	

Quitman County Retail Sector Sales ($000s)



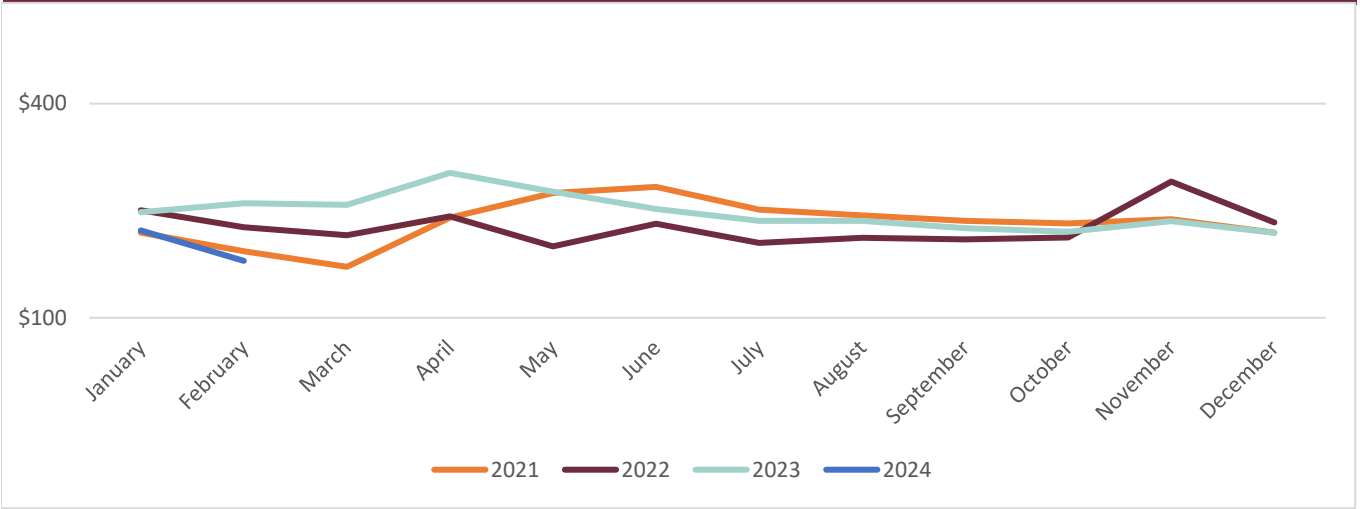
Quitman County Retail Sector Sales Tax ($000s)



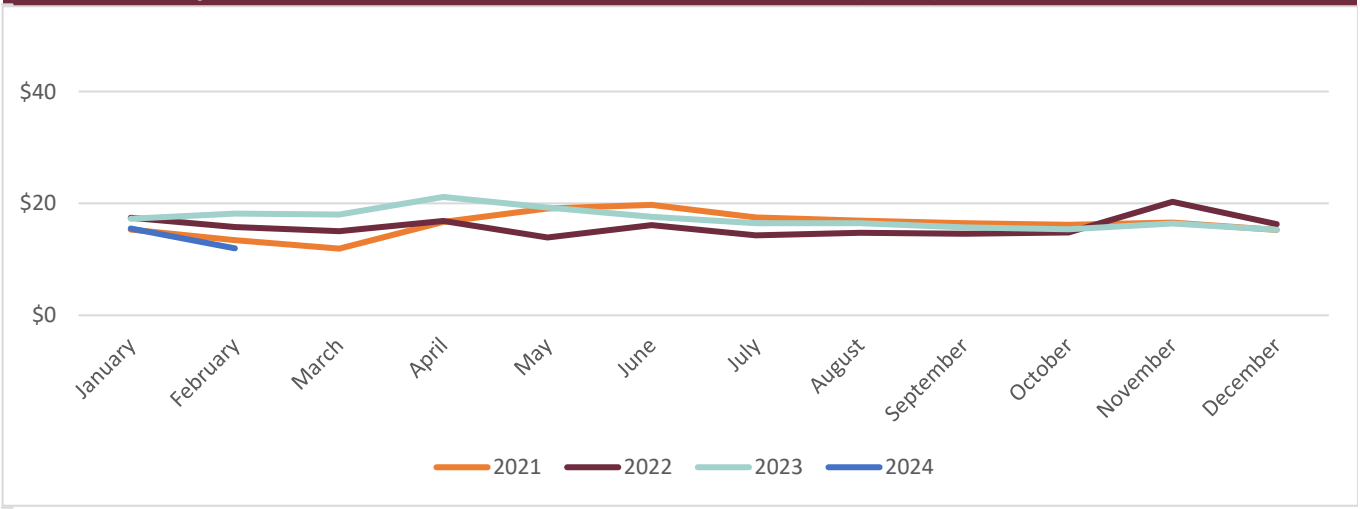
Food Service and Accommodations Sector Sales as Indicated by Sales Tax ($000s)				
Month	**2021**	**2022**	**2023**	**2024**
January	$219	$251	$248	$222
February	$193	$227	$260	$180
March	$171	$216	$258	
April	$240	$242	$303	
May	$275	$200	$276	
June	$283	$232	$253	
July	$252	$205	$236	
August	$243	$212	$236	
September	$236	$210	$226	
October	$232	$213	$221	
November	$238	$291	$235	
December	$219	$234	$219	

Food Service and Accommodations Sector Sales Tax Collected ($000s)				
Month	**2021**	**2022**	**2023**	**2024**
January	$15	$17	$17	$16
February	$13	$16	$18	$12
March	$12	$15	$18	
April	$17	$17	$21	
May	$19	$14	$19	
June	$20	$16	$18	
July	$18	$14	$16	
August	$17	$15	$16	
September	$16	$15	$16	
October	$16	$15	$15	
November	$17	$20	$16	
December	$15	$16	$15	

Quitman County Food Service and Accommodations Sector Sales ($000s)



Quitman County Food Service and Accommodations Sector Sales Tax ($000s)



Estimated Change in Sales

	Sales MAR23 - FEB24	Average Sales* MAR - FEB	Change in Sales
Agriculture, Forestry, Fishing and Hunting	$0	$0	$0
Mining, Quarrying, and Oil and Gas Extraction	$0	$0	$0
Utilities	$221,195	$349,048	($127,853)
Construction	$14,700,000	$8,243,322	$6,409,018
Manufacturing	$0	$0	$0
Wholesale Trade	$20,700,000	$10,300,000	$10,369,367
Retail Trade	$33,300,000	$44,400,000	($11,101,244)
Transportation and Warehousing	$0	$0	$0
Information	$2,375,923	$2,174,077	$201,846
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	$166,358	($166,358)
Educational Services	$0	$0	$0
Health Care and Social Assistance	$0	$0	$0
Arts, Entertainment, and Recreation	$0	$0	$0
Accomodation and Food Services	$2,864,654	$2,688,448	$176,206
Other Services (except Public Administration)	$553,004	$279,904	$273,100
Public Administration	$0	$0	$0
Change in Total of Sector Sales	**$74,714,776**	**$68,601,158**	**$6,034,082**

*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	14.3	($1,338,652)	($2,243,754)	$6,034,082
Indirect Effect	4.8	$143,195	$365,866	$920,546
Induced Effect	(0.9)	($38,629)	($87,529)	($149,046)
Total Effect	**18.2**	**($1,234,086)**	**($1,965,416)**	**$6,805,581**

Estimated Change in Property Taxes Collected **($478,009)**

Property taxes are collected by local governments; the majority collected by county governments.

Estimated Change in Local Tax from Change in Total of Sector Sales (IMPLAN)

Description	Employment Compensation	Taxes on Production and Imports	Households	Corporations
Social Insurance	$0	$0	$0	$0
TOPI: Sales Tax	$0	($6,262)	$0	$0
TOPI: Property Tax	$0	($477,911)	$0	$0
TOPI: Other Tax	$0	($12,373)	$0	$0
Corporate Profits Tax	$0	$0	$0	$0
Personal Taxes	$0	$0	($1,611)	$0
Total Local Taxes	**$0**	**($496,546)**	**($1,611)**	**$0**

Estimated Change in State Tax from Change in Total of Sector Sales (IMPLAN)

Description	Employment Compensation	Taxes on Production and Imports	Households	Corporations
Social Insurance	($53)	$0	$0	$0
TOPI: Sales Tax	$0	($151,759)	$0	$0
TOPI: Property Tax	$0	($2,123)	$0	$0
TOPI: Other Tax	$0	($34,369)	$0	$0
Corporate Profits Tax	$0	$0	$0	($566)
Personal Taxes	$0	$0	($25,264)	$0
Total State Taxes	**($53)**	**($188,251)**	**($26,091)**	**($566)**

Special Levies

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				

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 Change in Sales

To determine the economic impact of changes in specific sector sales, the average monthly sales by sector (using sales from the thirty-six months prior to the study time frame) was subtracted from the sales for that sector in the study time frame. For this publication, each month's sector sales from March 2023 through February 2024 were averaged and subtracted from sector sales occurring in the March 2020 through February 2023 time period to obtain the Change in Sales estimate. The estimated changes in sales for all sectors were summed to obtain the estimate for the change in Total of Sector Sales.

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).

If the change in sales is negative, this indicates that the sales for the specific geographic area fall below expected values when using the previous three years as a benchmark. If the change in sales is positive, then the sales for the specific geographic area is greater than what would have been expected when using the three previous years as a benchmark.

Estimated Change in 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 change in the municipal sales tax diversion is calculated as 18.5 percent of the change in Taxes on Production and Imports: Sales Tax estimated in the Estimated Change in State and Local Tax from Change in Total of Sector Sales table.

Economic Impact Summary from Change in Total of Sector Sales

The estimated changes in specific sectors (Retail Sector, Food Services Sector, and Accommodation Services Sector) 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.

It should be noted that if the total estimated change in sector sales is negative, then the economic impacts of this shock to the local economy will be negative as well.

Estimated Change in State and Local Tax from Change in Total of Sector Sales

Estimated Change in Federal Tax from Change in Total of Sector Sales

IMPLAN® provides estimates of the fiscal (tax) effects for state and local taxes as well as federal taxes that result from a shock to the local economy. Summaries of these fiscal effects are presented by tax type (*Dividends, 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)* .

Publication 3480- 60 (01-24)

By **Alan Barefield**, Extension Professor, Dept of Agricultural Economics, **Devon Mills**, Assistant Professor, Dept of Agricultural Economics, and **Abigail G. Lucas**, Student Assistant, Dept of Agricultural Economics

Copyright 2023 by Mississippi State University. All rights reserved. This publication may be copied and distributed without alteration for nonprofit educational purposes provided that credit is given to the Mississippi State University Extension Service.

Mississippi State University is an equal opportunity institution. Discrimination in university employment programs, or activities based on race, color, ethnicity, sex, pregnancy, religion, national origin, disability, age, sexual orientation, gender identity, genetic information, status as a U.S. veteran, or any other status protected by applicable law is prohibited.

Extension Service of Mississippi State University, cooperating with U.S. Department of Agriculture. Published in furtherance of Acts of Congress, May 8 and June 30, 1914. ANGUS CATCHOT, Director.