

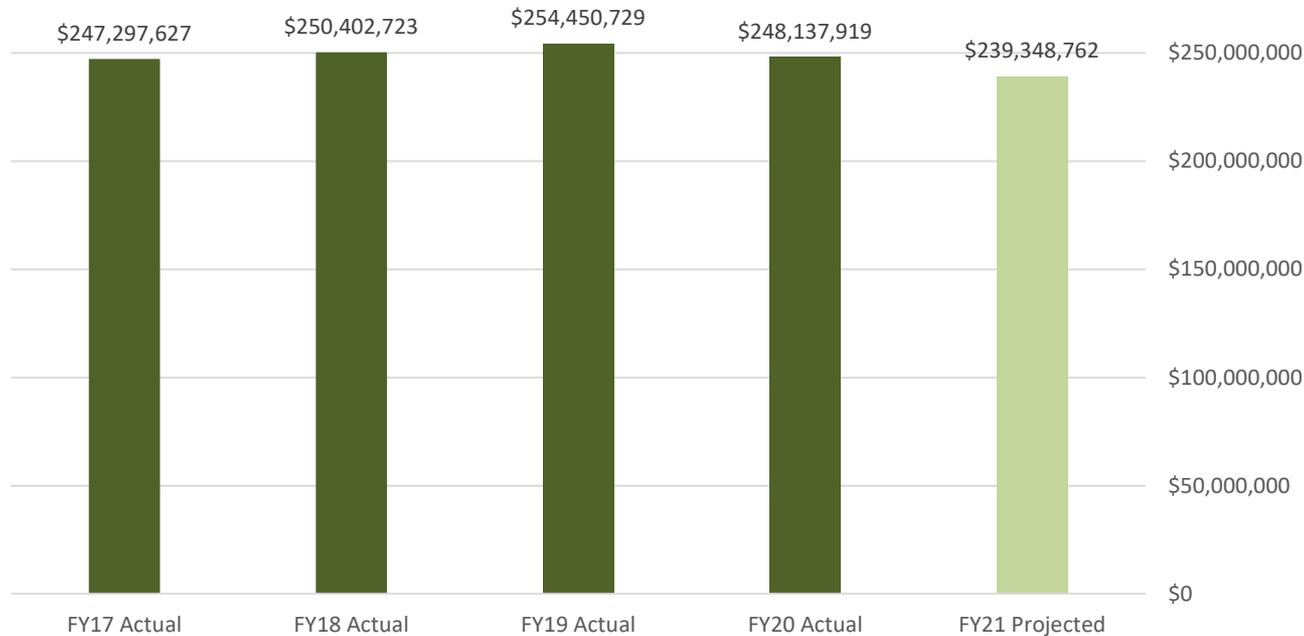


## **FY21 Highway Fund Revenue Projections**

**House Ways and Means - Joint Meeting w/ Senate**

*Monday, November 23, 2020*

# Highway Fund Revenue



## Analysis

- FY20 - Collected \$248.1 million in Highway Fund revenue which was \$10.8M (4.2%) less than plan (\$258.9M).
- FY21 - Projecting to collect \$239.3 million in Highway Fund revenue which is \$16.4M (6.4%) less than plan (\$255.7M).
- Highway Funds have only seen modest gains in FY17-FY19. Overall declines in motor vehicle activity on the roads and the decline in customer capacity in FY20 lead to the decline in Highway Fund revenues.

## Revenue Source

- Highway Fund Revenues are derived from Motor Vehicle related fees including Licenses, Registrations, Violations, and the Road Toll.
- Vehicle specific fees processed through the DMV have not experienced significant declines due to COVID.
- Road Toll fees based on gasoline consumption have been impacted by COVID and will continue to be significantly impacted.

# Motor Vehicle Registration Revenue



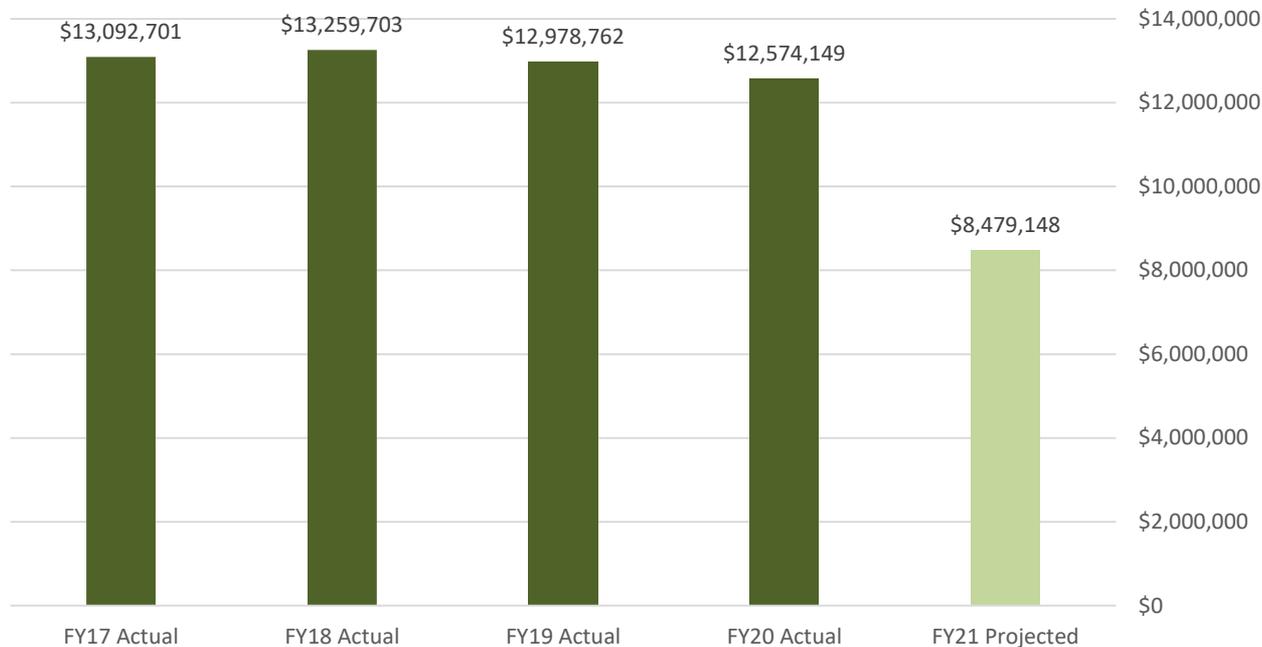
## Analysis

- FY20 - Collected \$87.7 million in revenue, which was \$2.6M (3%) more than plan (\$85M).
- FY21 - Projecting to collect \$84.9 million in revenue which is \$121K (0.1%) less than plan (\$85M).
- Projection assumes 5% decrease from pre-COVID level through the remainder of FY21.
- Registration revenues increase when volume of new vehicle sales increase and when larger vehicles are purchased.

## Registration Fees

0-3000 lbs	\$31.20
3001-1500 lbs	\$43.20
5001-8000 lbs	\$55.20
8001-73,280 lbs	\$.96 per hundred lbs
73,281-99,000lbs	1) \$.96 per hundred lbs PLUS 2) \$1.44 per hundred in excess of 73,280 lbs

# Motor Vehicle Operators Revenue



## Analysis

- FY20 - Collected \$12.6 million in revenue which was \$726K (5.5%) less than plan (\$13.3M).
- FY21 - Projecting to collect \$8.48 million in revenue which is \$42K (< 1%) less than plan (\$8.5M).
- Projection assumes 40% decrease through the remainder of FY21. This reduction accounts for the planned “dip year”.
- The “dip year” occurs every 5 years due to the change from a 4 year license to a 5 year license.

## License Fees

Operator	\$50
REAL ID	\$60
Commercial	\$60
Motorcycle	\$30
Non-Driver ID	\$10

# Motor Vehicle Title Revenue



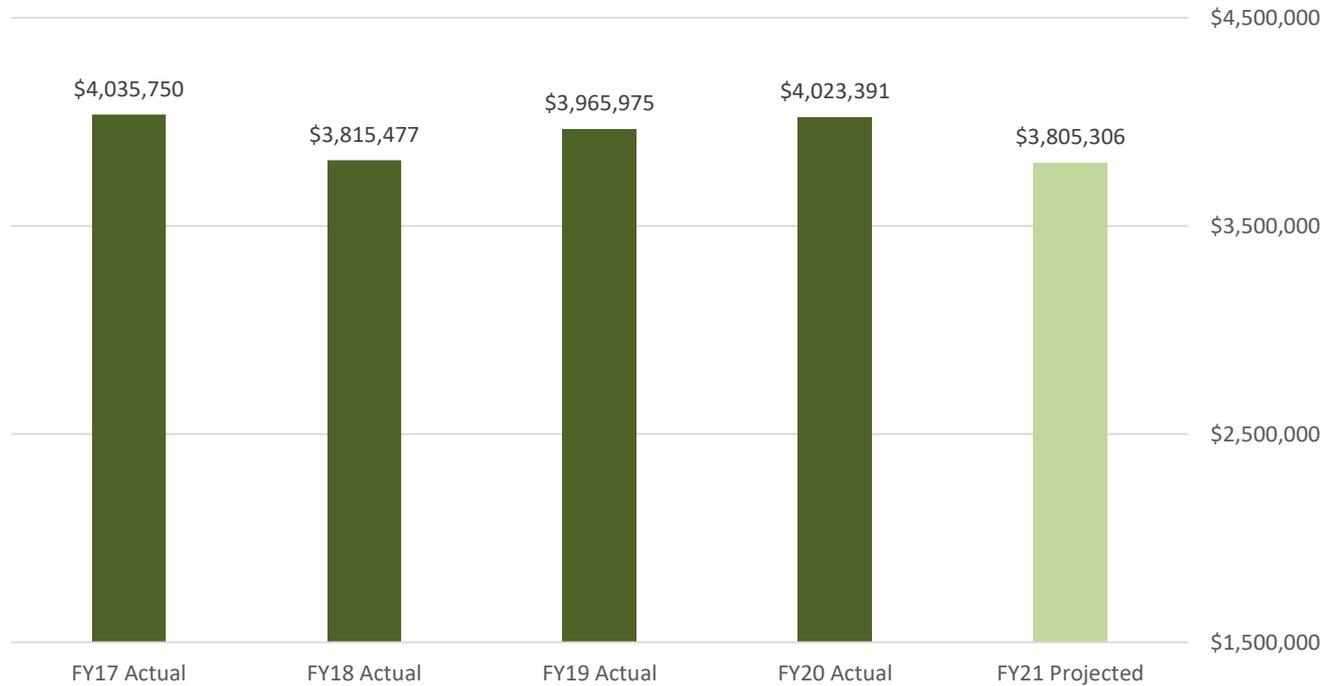
## Analysis

- FY20 - Collected \$9.5 million in revenue which was \$169K (1.7%) less than plan (\$9.7M).
- FY21 - Projecting to collect \$9.5 million in revenue which is \$265K (2.7%) less than plan (\$9.8M).
- Projection assumes 10% decrease through April and 5% decrease in May and June.

## Title Fees

Title Application Fee	\$25
Title Search	\$20
Salvage Title Application Fee	\$10

# Motor Vehicle Inspection Revenue



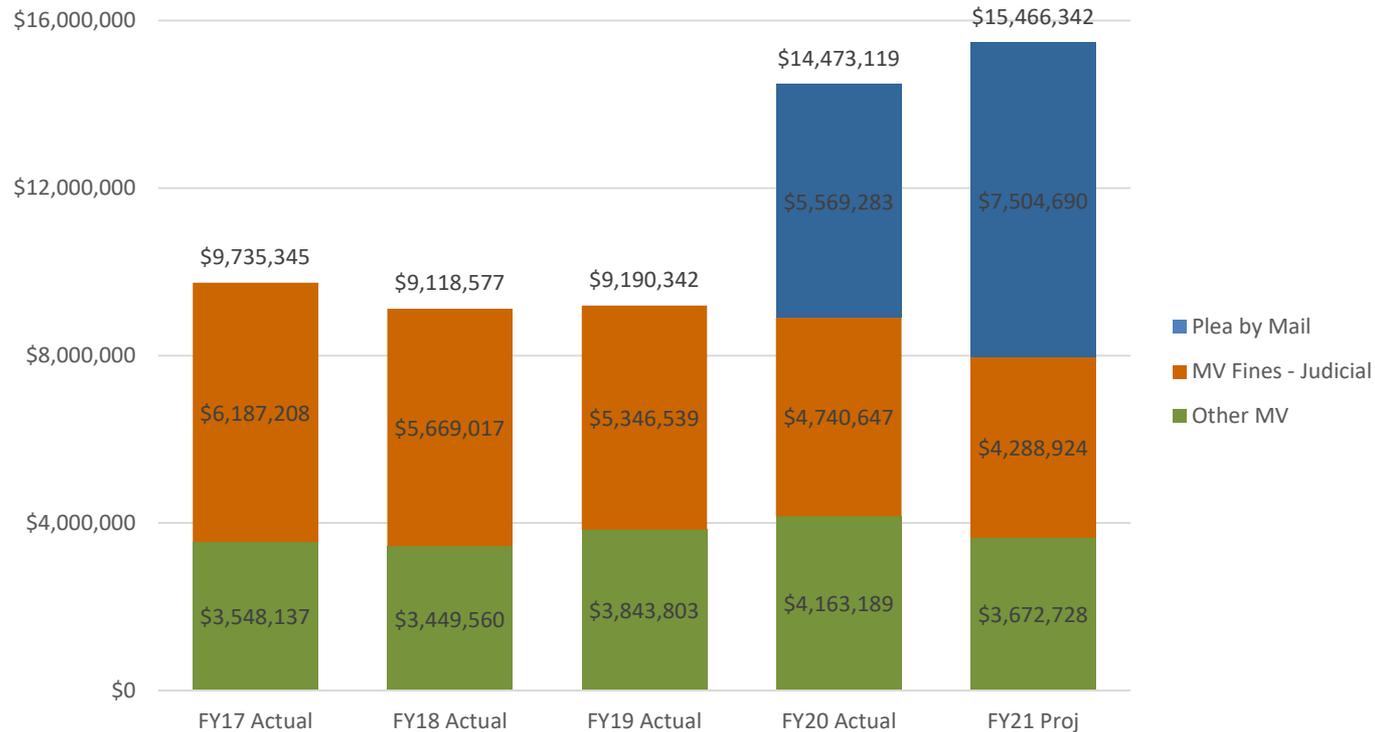
## Analysis

- FY 20 - Collected \$4.0 million in revenue which was \$288K (7.7%) more than plan (\$3.74M).
- FY21 - Projecting to collect \$3.8 million in revenue which is \$202K (5.6%) more than plan (\$3.6M).
- COVID-19 has had little impact on Inspection related revenues. Projection assumes increase in revenues similar to prior year.

## Inspection Fees

Inspection Sticker Fee	\$3.25
2-Year Station Fee	\$50-\$200

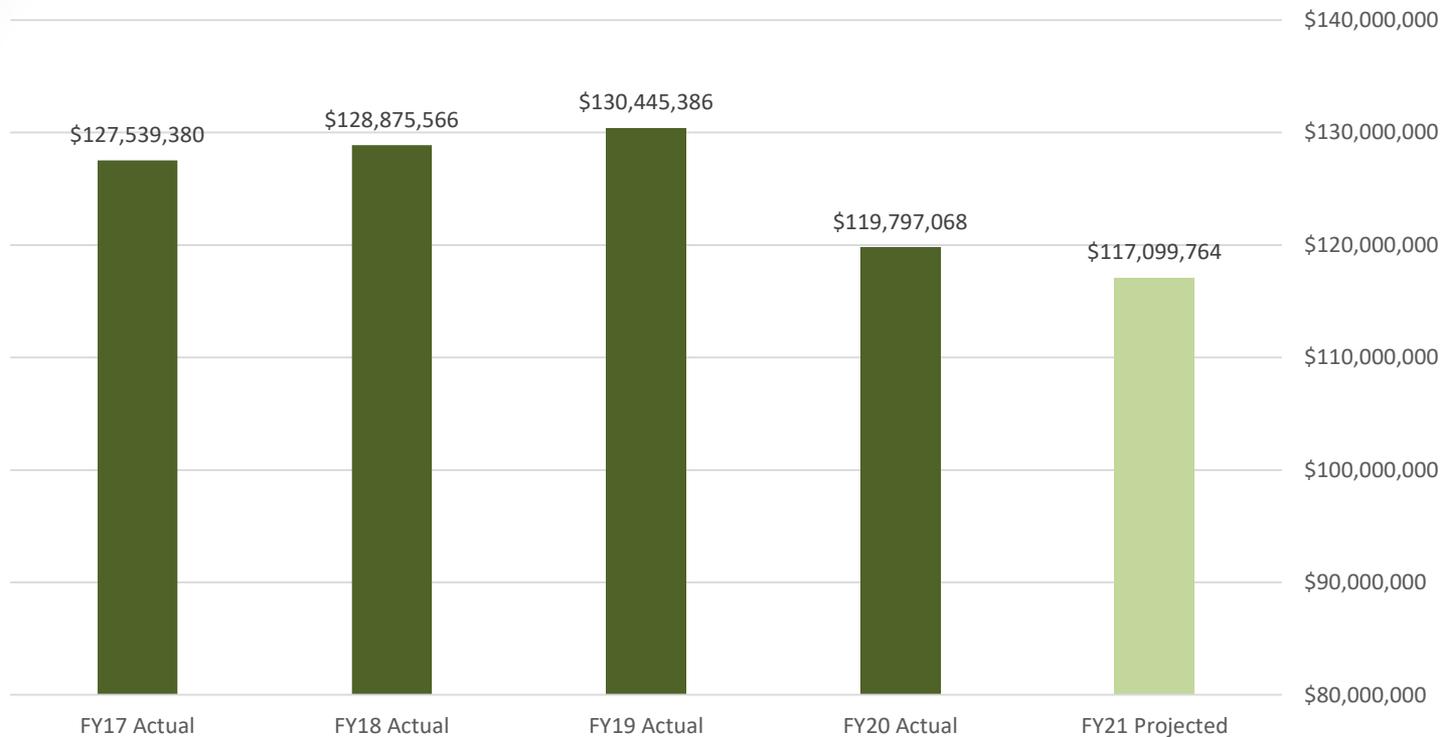
# Motor Vehicle Miscellaneous Fees



## Analysis

- Plea by Mail (PBM) - In FY20 collected \$5.6M which was \$2.8M (33.3%) less than plan (\$8.4M). In FY21 projecting \$7.5M which is \$895K (10.7%) less than plan (\$8.4M). PBM added to Highway Fund through HB4 in FY20/21 budget.
- MV Fines Judicial (Courts) – In FY20 collected \$4.7M which was \$606K (11.4%) less than plan (\$5.3M). In FY21 projecting \$4.3M which is \$640K (13.1%) less than plan (\$4.9M).
- MV violations are down due to decreases in traffic which have lead to declines in payments through PBM and through the Courts. Projections assume continued 20% monthly decreases improving to 3% for PBM and 15% for the Courts by year end.
- Other MV Fees – In FY20 collected \$4.2M which is \$950K (29.6%) more than plan (\$3.2M). In FY21 projecting \$3.7M which is \$505K (15.8%) more than plan (\$3.2M).

# Unrestricted Road Toll Revenue



## Analysis

- FY20 - Collected \$119.8 million in revenues which was \$10.4M (8.0%) less than plan (\$130.1M).
- FY21 - Projecting to collect \$117.1 million in revenues which is \$15.2M (11.5%) less than plan (\$132.3M).
- Typical factors of Price, Weather, and Economy have been overwhelmed by COVID-19.
- Original estimates assumed monthly revenues would plateau at 5% of pre-COVID collections. Declines in recovery rates over the last several months have lead us to revise our expected plateau rate down to 7% in February 2021.

## Road Toll Fees

Per Gallon Fee \$0.222

# Highway Fund Revenue Detail

	FY 2020 Plan	FY 2020 Actual	FY 2020 Change	FY 2021 Plan	FY 2021 Projected	FY 2021 Change
GASOLINE ROAD TOLL	129,900,000	119,500,071	(10,399,929)	132,000,000	116,834,764	(15,165,236)
ROAD TOLL FINES	150,000	178,586	28,586	150,000	150,000	-
OTHER ROAD TOLL REVENUES	115,000	118,411	3,411	115,000	115,000	-
<b>ROAD TOLL</b>	<b>130,165,000</b>	<b>119,797,068</b>	<b>(10,367,932)</b>	<b>132,265,000</b>	<b>117,099,764</b>	<b>(15,165,236)</b>
MOTOR VEHICLE REGISTRATION	77,000,000	79,833,651	2,833,651	77,000,000	77,109,294	109,294
UCR NH BASED	950,000	2,096,356	1,146,356	950,000	931,569	(18,431)
UCR OTHER STATES COLLECTIONS (Depository)	1,300,000	(54,343)	(1,354,343)	1,300,000	1,300,000	-
IRP OTHER STATE COLLECTIONS	2,900,000	2,856,297	(43,703)	2,900,000	2,956,470	56,470
IRP NH BASED COLLECTIONS	2,900,000	2,981,731	81,731	2,900,000	2,631,324	(268,676)
<b>MV REGISTRATION</b>	<b>85,050,000</b>	<b>87,713,691</b>	<b>2,663,691</b>	<b>85,050,000</b>	<b>84,928,657</b>	<b>(121,343)</b>
MOTOR VEHICLE OPERATORS	13,300,434	12,574,149	(726,285)	8,521,000	8,479,148	(41,852)
<b>MV OPERATORS</b>	<b>13,300,434</b>	<b>12,574,149</b>	<b>(726,285)</b>	<b>8,521,000</b>	<b>8,479,148</b>	<b>(41,852)</b>
INSPECTION STICKERS	3,600,000	3,906,648	306,648	3,600,000	3,795,063	195,063
INSPECTION STATION FEES *	135,000	116,743	(18,257)	3,000	10,243	7,243
<b>INSPECTION STATION FEES</b>	<b>3,735,000</b>	<b>4,023,391</b>	<b>288,391</b>	<b>3,603,000</b>	<b>3,805,306</b>	<b>202,306</b>
CERTIFICATE OF TITLE **	9,700,000	9,530,630	(169,370)	9,800,000	9,535,111	(264,889)
<b>CERTIFICATE OF TITLE</b>	<b>9,700,000</b>	<b>9,530,630</b>	<b>(169,370)</b>	<b>9,800,000</b>	<b>9,535,111</b>	<b>(264,889)</b>
PLEA BY MAIL	8,400,000	5,569,283	(2,830,717)	8,400,000	7,504,690	(895,310)
VALIDATION STAMP DEPOSIT	-	257	257	-	250	250
MISC MV FEES	300,000	369,465	69,465	300,000	282,776	(17,224)
PARK PLATE ADMIN FEE	35,000	62,424	27,424	40,000	63,454	23,454
OVERWEIGHT APPLICATION FEE	950,000	960,867	10,867	950,000	987,113	37,113
LICENSE RESTORATION	1,570,000	2,158,608	588,608	1,520,000	1,801,408	281,408
NON DRIVER ID	118,000	97,772	(20,228)	118,000	94,862	(23,138)
OVERWEIGHT VEHICLES FINES	-	233,902	233,902	-	185,802	185,802
OTHER MV FINES ***	-	-	-	-	-	-
REGISTRATION RESTORATION FEES	240,000	279,894	39,894	240,000	257,063	17,063
MOTOR VEHICLE FINES - JUDICIAL BRANCH	5,347,046	4,740,647	(606,399)	4,928,650	4,288,924	(639,726)
<b>MV MISC FEES</b>	<b>16,960,046</b>	<b>14,473,119</b>	<b>(2,486,927)</b>	<b>16,496,650</b>	<b>15,466,342</b>	<b>(1,030,308)</b>
SALE OF VEHICLES	-	25,871	25,871	-	34,434	34,434
<b>SALE OF VEHICLES</b>	<b>-</b>	<b>25,871</b>	<b>25,871</b>	<b>-</b>	<b>34,434</b>	<b>34,434</b>
<b>TOTAL DOS GROSS HIGHWAY REVENUE</b>	<b>258,910,480</b>	<b>248,137,919</b>	<b>(10,772,561)</b>	<b>255,735,650</b>	<b>239,348,762</b>	<b>(16,386,888)</b>