

**CITY OF RIO RANCHO  
DEPARTMENT OF FINANCIAL SERVICES**

MEMORANDUM

DATE: January 30, 2025

TO: Mayor Gregory Hull, Council Members Deb Dapson, Jeremy Lenentine, Bob Tyler,  
Paul Wymer, Karissa Culbreath, Nicole List  
Matt Geisel, City Manager

FROM: Carole Jaramillo, Director of Financial Services

SUBJECT: **January Gross Receipts Tax (GRT) and Recent Labor Market Indicators**

**Gross Receipts Tax**

Attached please find the monthly dashboard for the January GRT distribution. The gross receipts tax distribution in January (November business activity) decreased from the prior month and exceeded the month's original projection by \$295,448 or 5.6 percent and was less than the revised projection by \$208,852 or 3.6 percent for the General Fund. In total, year to date, the GRT has exceeded the original budget by \$6.8 million or 18.6 percent and the revised budget by \$3.3 million or 8.2 percent. GRT has fluctuated more than is typical this entire fiscal year. Chart 1 of the dashboard reflects actual revenue levels as compared to the City's very conservative budget estimates. Chart 1 also shows the anticipated monthly fluctuations in GRT which follow roughly the same pattern year after year. Adjustments made to GRT distributions continue to skew the City's year-over-year comparisons. These fluctuations from the TRD adjustments for each year are clearly seen in Chart 2 and described below.

GRT revenue for January was \$5,572,754 for the General Fund. This is below the \$5,781,607 revised estimate for the month of January. Compared to FY24 actuals, there is a positive variance year-over-year of \$3.0 million or 7.5 percent for the General Fund. It is important to note that in FY23 the City began budgeting and recording the total unrestricted gross receipts tax revenue (including that pledged for debt service) directly to the general fund with a corresponding transfer out to the debt service funds. For January (November business activity), the City's compensating tax distribution was \$28,134 for the General Fund. Year-over-year, compensating tax revenue continues to be lower than in the same period in FY24 coming in at \$280,298 compared to \$415,784 in FY24. This source of revenue has proven difficult to project and, since its inception, has not followed a predictable pattern of collections as do GRT and property taxes.

Chart 2 reflects month by month changes in each fiscal year 2023, 2024 and 2025. Chart 2 also illustrates the impacts of adjustments made by TRD that make true year-over-year comparisons challenging. In January 2024, a very large adjustment was made to the City's food hold harmless distribution. This adjustment was due to amended returns filed for the period 7/1/21 to 10/31/23. TRD adjustments also impact the year-over-year growth rates reported below and shown in Chart 4.

GRT trends for each major industry are shown in Chart 4 of the Dashboard on the last page of this report. Through November, positive growth was shown in most industry sectors compared to the same period in FY 2024. Growth was seen in manufacturing at 38.1 percent (likely the result of a TRD adjustment), "other" industries at 15.1 percent, accommodation and food services at 7.1 percent, information and cultural industries at 7.0 percent, healthcare and social assistance at 3.8 percent, and professional, education and other services at 2.6 percent. Negative growth was seen in utilities, transportation and warehousing at -1.8 percent, and finance, insurance and real estate at -3.2 percent. Retail shows slowing growth in business activity and experienced year-over-year growth of 2.1 percent for the period. The medical hold harmless distribution shows an increase year-over-year of 21.5

percent, while the food hold harmless distribution shows an decrease of 48.8 percent due to the inflated amount received last January. The key sector of construction shows growth of 43.7 percent compared to the same period in FY24 when construction had begun to slow.

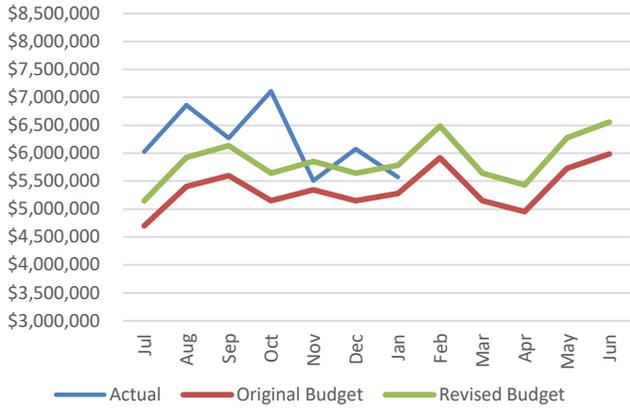
### **Labor Market Indicators**

New Mexico's seasonally adjusted unemployment rate was 4.4 percent in December 2024, unchanged from November and up from 4.0 for December 2023. The national unemployment rate in December was 4.1 percent, down from 4.2 percent in November and up from 3.8 percent in December 2023. Information about employment for the Albuquerque MSA is not yet available. The full reports, when published, can be found at the link below.

<https://www.dws.state.nm.us/en-us/Researchers/Publications/Economic-News>

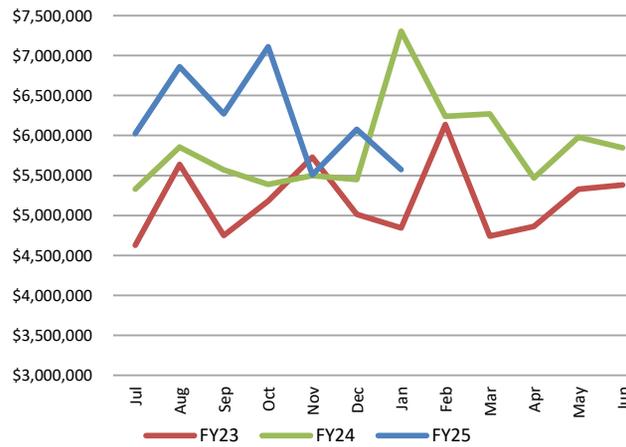
# Rio Rancho Gross Receipts Tax Dashboard

**Chart 1: Gross Receipts Tax Monthly Revenue  
General Fund FY25 Original Budget vs. Revised Budget  
vs. Actual**

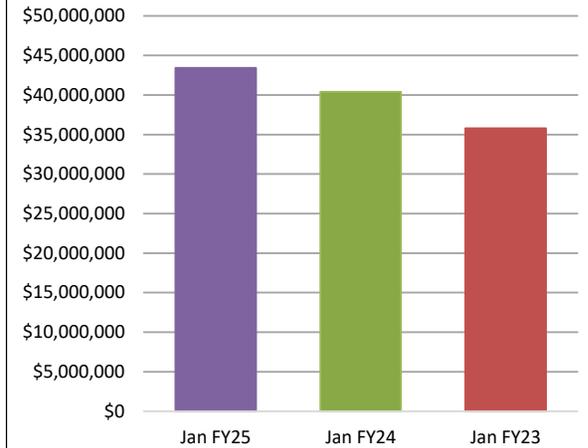


**YTD January is \$6.8 million or 18.6% above the FY25 original estimate, and \$3.3 million or 8.2% above the revised estimate.**

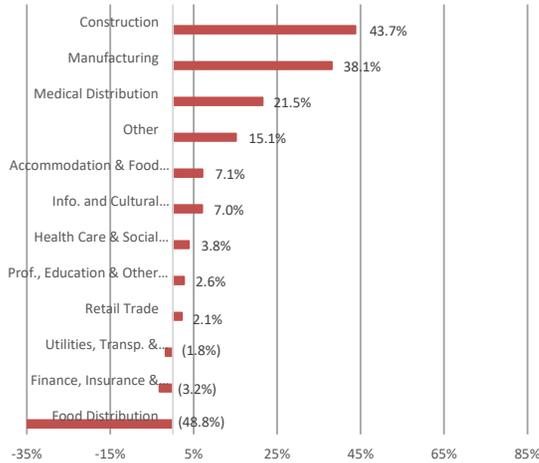
**Chart 2: Gross Receipts Tax Monthly Revenue  
General Fund Current Year vs. Prior Years**



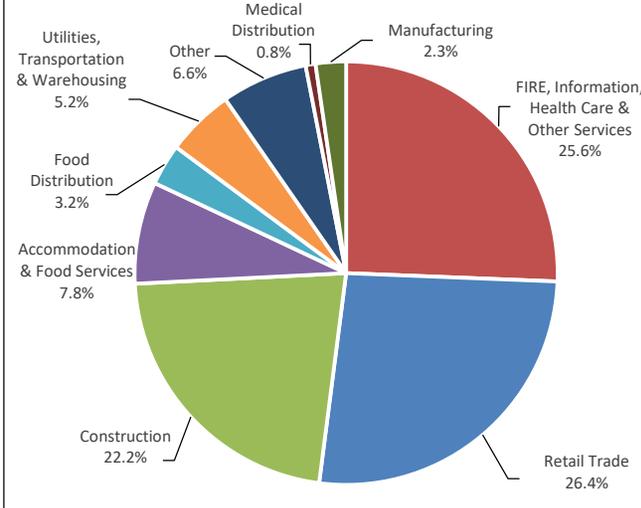
**Chart 3: Gross Receipts Tax Year-to-Date Revenue  
General Fund Current vs. Prior Years**



**Chart 4: GRT Distribution by Industry  
% Change FY25 YTD compared to FY24 YTD**



**Chart 5: GRT Distribution by Industry FY25 YTD**



**Chart 6: Changing Composition of GRT**

