we’ve worked for 81 years on objective research, data, & analysis at the federal, state, & local levels...
TOPICS OF DISCUSSION

• Academic Literature on Taxes and Growth
• Overview of Texas Tax Policy
  • Tax Rates and Tax Collections
  • State-Local Tax Burden
  • *State Business Tax Climate Index*
• Suggestions for Reform
In 2012, we reviewed 26 major studies that examine the relationship.

- Higher taxes are associated with slower growth.
- All studies but three agree.
- All studies in the last fifteen years agree.
- Authors included:
  - Christina Romer
  - Jens Arnold of the OECD
Some taxes burden economic growth more than others, in particular, gross receipts taxes, corporate income taxes, and individual income taxes.
We think of state tax policy in four large categories:
- Tax Rates
- Tax Collections
- Tax Burdens
- Tax Structure
How High Are Tax Collections Where You Live?

State & Local Tax Collections per Capita, FY 2014

Note: “Revenue” refers to the Census Bureau’s General Revenue classification. This measure includes revenue such as taxes, fees, licenses, and intergovernmental revenue but excludes revenue from government enterprises such as utilities and liquor stores, as well as insurance trust revenue. D.C.’s rank does not affect states’ ranks, but the figure in parentheses indicates where it would rank if included.

Source: Census Bureau; Tax Foundation calculations.
How High Are Income Tax Rates in Your State?

Top State Marginal Individual Income Tax Rates, 2018

Note: (*) State has a flat income tax. (**) State only taxes interest and dividends income. Map shows top marginal rates; the maximum statutory rate in each state. This map does not show effective marginal tax rates, which would include the effects of phase-outs of various tax preferences. Local income taxes are not included.

Source: Tax Foundation; state tax statutes, forms, and instructions; Bloomberg BNA.
How High Are Sales Taxes in Your State?

Combined State & Average Local Sales Tax Rates, Jan. 1 2018

Note: City, county, and municipal rates vary. These rates are weighted by population to compute an average local tax rate. Three states levy mandatory, statewide, local add-on sales taxes at the state level: California (1.25%), Utah (1.25%), and Virginia (1%); we include these in their state sales tax. The sales taxes in Hawaii, New Mexico, North Dakota, and South Dakota have broad bases that include many services. This map does not include sales taxes in local resort areas in Montana. Salem County is not subject to the statewide sales tax rate and collects a local rate of 3.3125%. New Jersey's average local score is represented as a negative. Source: Sales Tax Clearinghouse, Tax Foundation calculations, State Revenue Department websites

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STATE-LOCAL TAX BURDENS

State-Local Tax Burdens by State
State-Local Tax Burdens as a Percentage of State Income, FY 2012

Note: As a unique state-local entity, Washington, DC is not included in rankings, but the figure in parentheses shows where it would rank.
Source: Tax Foundation calculations, U.S. Census Bureau, Rockefeller Institute, Bureau of Economic Analysis, Council on State Taxation, and Travel Industry Association.

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STATE BUSINESS TAX CLIMATE INDEX

- Comprehensive look at state tax structures
- The how rather than the how much
- Five areas of tax:
  - Individual income taxes
  - Corporate income taxes
  - Sales and excise taxes
  - Property taxes
  - Unemployment insurance taxes
STATE BUSINESS TAX CLIMATE INDEX

**Overall**: 13th

Corporate: 49th

Individual: 6th

Sales: 37th

Unemployment Insurance: 26th

Property: 37th
STATE BUSINESS TAX CLIMATE INDEX

2018 State Business Tax Climate Index

Note: A rank of 1 is best, 50 is worst. Rankings do not average to the total. States without a tax rank equally as 1. D.C.’s score and rank do not affect other states. The report shows tax systems as of July 1, 2017 (the beginning of Fiscal Year 2018).
Source: Tax Foundation.
• The franchise tax hurts TX’s score considerably. Gross receipts taxes are a fundamentally flawed type of tax.

• Texas is one of only five states--Delaware, Ohio, Nevada, Texas, and Washington-- that uses a gross receipts tax as its business tax.
Texas is quite competitive on its individual income tax, but does lose points for including pass-through businesses under the Margin tax.
Texas includes a number of business inputs in the sales tax base, such as office equipment and business leases.

At the same time, the state exempts a number of consumer goods, such as groceries. State also has a sales tax holiday.

The state taxes services more than other states, but many are still exempt, including medical, real estate, fitness, barber, and veterinary.
The property tax in Texas is higher than many other states, but most states have much more diverse tax bases. The state’s property tax also includes non-residential property, such as intangibles and inventory.
SUGGESTED REFORMS
MARGIN TAX

- Repealing the franchise tax would improve Texas’s competitiveness, reduce costs for consumers and improve job opportunities.

- Gross receipts taxes, such as the margin tax, lead to tax pyramiding.
SUGGESTED REFORMS
MARGIN TAX

Gross Receipts Tax

Price

Taxes
Price of Product

Stages of Production

FARM → PACKAGER → DISTRIBUTOR → GROCERY → CONSUMER

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SUGGESTED REFORMS
MARGIN TAX

- Repealing the franchise tax would improve Texas’s competitiveness, reduce costs for consumers and improve job opportunities.

- Texas has made progress on this front, including lowering the rates and expanding the EZ filing option.

<table>
<thead>
<tr>
<th>Texas Margin Tax Repeal in the State Business Tax Climate Index</th>
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<td>Overall</td>
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<td>Corporate</td>
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<td>Individual</td>
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<td>Sales</td>
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<td>Unemployment Insurance</td>
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<td>Property</td>
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Texas could also look at expanding its sales tax base to include more services, but the state already has a broader sales tax base than most states.

Texas has the 12th most broad sales tax breadth.

<table>
<thead>
<tr>
<th>Number of Taxable Services</th>
<th>Arkansas</th>
<th>Florida</th>
<th>Louisiana</th>
<th>New Mexico</th>
<th>Mississippi</th>
<th>Tennessee</th>
<th>Texas</th>
<th>Washington</th>
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<td>158</td>
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</table>
However, there are still a number of services that are not taxed in Texas, but are taxed in a comparable state. These include:

- Barber shops and beauty parlors
- Dating services
- Debt counseling services
- Fishing and hunting guide services
- Gift wrapping services
- Coin-operated laundry
- Personal instruction (dance, golf, tennis, etc.)
- Tax return preparation

Key with any base expansion is to ensure business inputs are not taxed.
• Similarly, the state could eliminate some of the goods that are currently exempt, such as groceries.
  • These exemptions are large. In fiscal year 2019, the grocery exemption costs $3.2 billion and the over-the-counter drugs costs $284 million.

• Blanket exemptions provide sales tax relief to all individuals not just low-income households.

• The state could expand its sales tax base to include these items and then provide more targeted relief elsewhere in the code.
  • Expanding to services is likely more progressive than goods as well, helping to mitigate regressivity.
• The Texan tax code is quite competitive, with no individual or corporate income taxes, and a broad sales tax base.
• However, the state’s margin tax hampers the state’s ability to compete. While focus is on property tax reforms, repealing the margin tax is the best way to improve TX’s tax climate.
• If the state would like to reduce its reliance on the property tax, expanding the sales tax base can provide additional revenue.
QUESTIONS

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