



MEMORANDUM

TO: Paula Greco, Chair
Northumberland County TCC

FROM: Jayson J. Lawson

DATE: March 3, 2021

RE: Northumberland County TCC Update

Paula,

Thank you for affording me an opportunity to provide an update for tonight's meeting. I only wish I could be there in person, but hopefully we are not too far away from that. Please see the information detailed below and have a great meeting.

Jayson

Recap of 2020

The pandemic and the state-wide Business Shut-Down Orders brought real losses in jobs, resulting in losses in earned income and additionally, in income tax revenue generated. Early predictions by many across the state, even the country, anticipated significant declines in revenue. However, I am very happy to report that Northumberland County ended calendar year 2020 ahead of calendar year 2019, by **\$189,019.44** or **0.8%**.

<u>Year</u>	<u>Total Collections</u>
2020	\$22,688,252.23
2019	\$22,499,232.79

The only quarter that saw a decrease in collections was quarter 2 (decrease of \$334,163.38), but increases during the rest of the year more than compensated for this lone decrease.

Delinquent Recovery

Although 2020 started off with trends to meet or beat 2019 figures, the State's Shut-Down Orders halted a lot of income tax revenue generation, and the State's extension of the 2019 Tax Day filing

from April 15 to July 15 delayed even more of your revenue. With the pandemic business Shut-Down Orders and business restrictions, Keystone has focused on the gap in EIT revenue with delinquent recovery from prior years, which we are always working on for you. So, in an effort to lessen the impact of payroll reductions as much as we can, we developed significant upgrades to our delinquent recovery and enforcement automation.

2020 saw tremendous effort in delinquent recovery from Keystone, particularly in IT automation of delinquent collections on both the wage garnishment side with employers, and the increased abilities for delinquents to pay online with e-Pay for consumer bank accounts and credit cards, as well as Google Pay and Apple Pay.

If we handle your delinquent Per Capita tax or Occupation tax, the same increases are being seen there, replicating these same IT automation resources.

Moving Forward in 2021

As we enter tax season, we continue to urge all taxpayers, both business and individual, to take advantage of Keystone online filing and payment options. Additionally, we have also recently instituted an online document upload program for delinquent earned income tax, this way taxpayers do not have to risk emailing tax documentation that contains private information.

Within the last week, we upgraded our website and implemented new features and functionality to improve navigation. If you get a chance, please take a few minutes to explore the new site, www.KeystoneCollects.com.

Collection of Other Tax Types

Please do not hesitate to reach out to me directly at 724-978-0324 or at jjlawson@keystonecollects.com to discuss how Keystone can provide tax collection services to your community or school district beyond earned income tax collection. Numerous taxing authorities in Northumberland County have already done so in recent years.

Thank you and stay safe.