Combating COVID-19: Sales Tax Forecasting and Job Vulnerability Tool

The Tennessee Department of Economic and Community Development (ECD), as part of its TN Retail Academy, is sponsoring a free webinar on **April 30th at 11AM/10AM (EDST/CDST)** on the topic of: **Sales Tax Loss Forecasting during COVID-19**. ECD has partnered with Retail Strategies to deliver this webinar. The discussion will focus on what is going on in retail today and how to help combat the decline in retail sales as a result of the mandatory closures.

During the webinar there will be a demonstration of a new tool for Tennessee communities. This financial modeling tool predicts sales tax revenue changes and job vulnerability in your specific market due to COVID-19. JOB VULNERABILITY INDEX

Click Here to download the slides that explain the tool for your review prior to the webinar.

The tool was designed so community leaders can input their local information (tax rates/ % sales by category / dates businesses closed) and to help plan the budget. SALES IMPACT TOOL

Resources to support inputs:
Percentage of Increase or Decrease per Category of Retail: For instance, you can see foot traffic for Dollar General in TN is up by 52% which increases the "General Merchandise" variable to 152% of average sales.
https://www.placer.ai/covid-19/

REGISTER here for the webinar to learn how to utilize new tools to help your community thrive after the pandemic is over.