



Department of
Revenue

2020-2021 Annual Report

Tennessee Department of Revenue | Annual Report

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I. Letter from the Commissioner



As we look back on this year, I want to share my deep appreciation for the employees of the Department of Revenue, our colleagues throughout state and local government, and the taxpayers that we serve. We have worked together to support Tennessee and its citizens.

In addition to facilitating the distribution of roughly \$197 million to businesses through the Tennessee Business Relief program in fiscal year 2021, the Department was honored to also help distribute more than \$100 million through the Supplemental Employer Recovery Grant Program (SERG). This second wave of small business funding included specific support for minority-owned, women-owned, and service-disabled veteran-owned businesses.

As the Department continued to fine-tune its operations in response to working remotely, we saw production exceed pre-pandemic levels, processes quicken, and customer compliments increase. We were also able to provide additional online services to our customers. Our Taxpayer Services team began offering free tax webinars to the public each month, and we partnered with our Strategic Technology Solutions team and the Governor’s Office of Customer Focused Government to add a personalized license plate application to the MyTN app. Finally, we revamped our TNTAP tax filing website to be more streamlined and easier to navigate.

The collection of state and local revenue to help fund public services has never been more important, and I look forward to continuing to work along side you in the coming year.

A handwritten signature in cursive script that reads "David Gerregano". The ink is dark and the signature is fluid and legible.

David Gerregano

II. Mission, Vision and Values

For a better understanding of what shapes the Department of Revenue's work, read about our mission, vision, and values.

Our Mission:

The mission of the Department of Revenue is to fund public services through tax compliance and motor vehicle registration by providing education, fair enforcement, and excellent customer service.

Our Vision:

Our vision is to achieve the highest level of employee engagement and efficiency in revenue collection using forward-thinking leadership and innovative systems.

Our Core Values:

- **Integrity:** We are honest and ethical.
- **Respect:** We honor different perspectives and treat people with courtesy.
- **Responsiveness:** We react timely and positively to customers and co-workers.
- **Collaboration:** We work together to creatively solve problems and achieve shared goals.
- **Accountability:** We take responsibility for our actions.
- **Professionalism:** We perform to the highest standards of conduct.

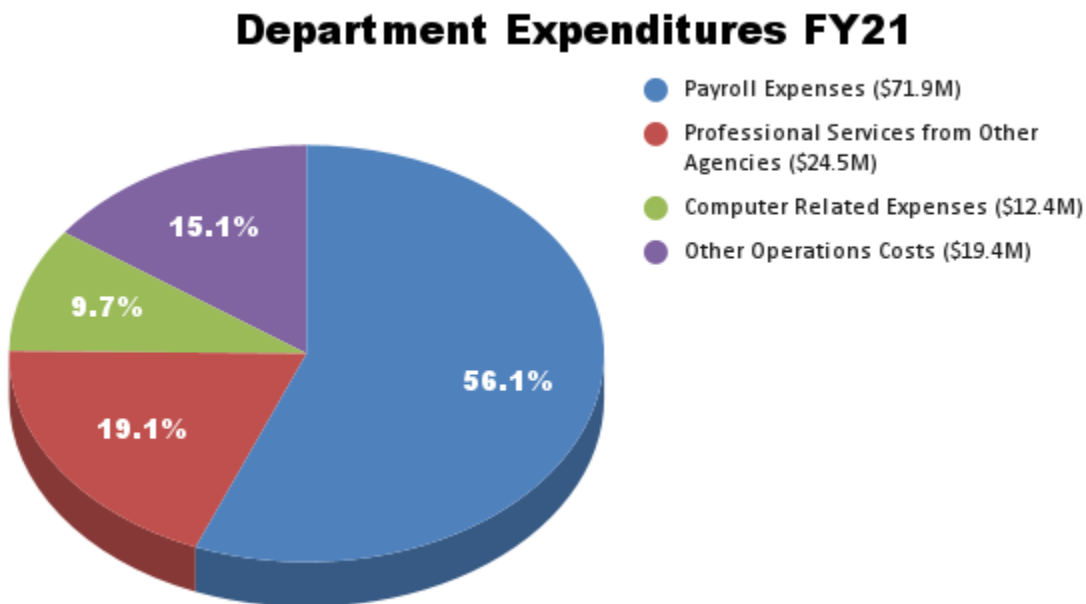
III. About the Department

The Tennessee Department of Revenue serves as the state’s primary tax collection agency, administering more than 25 different taxes and fees. In addition to tax collection and enforcement, the department is responsible for administering Tennessee’s motor vehicle registration and title laws.

During the 2020-2021 fiscal year, the department collected nearly \$18.4 billion in state taxes and fees. The department also collected more than \$3.7 billion in taxes for local, county, and municipal governments.

The Department of Revenue has an annual budget of approximately \$128 million. About 25% of the department’s budget comes from fees for services provided to local governments. 75% derives from state appropriations.

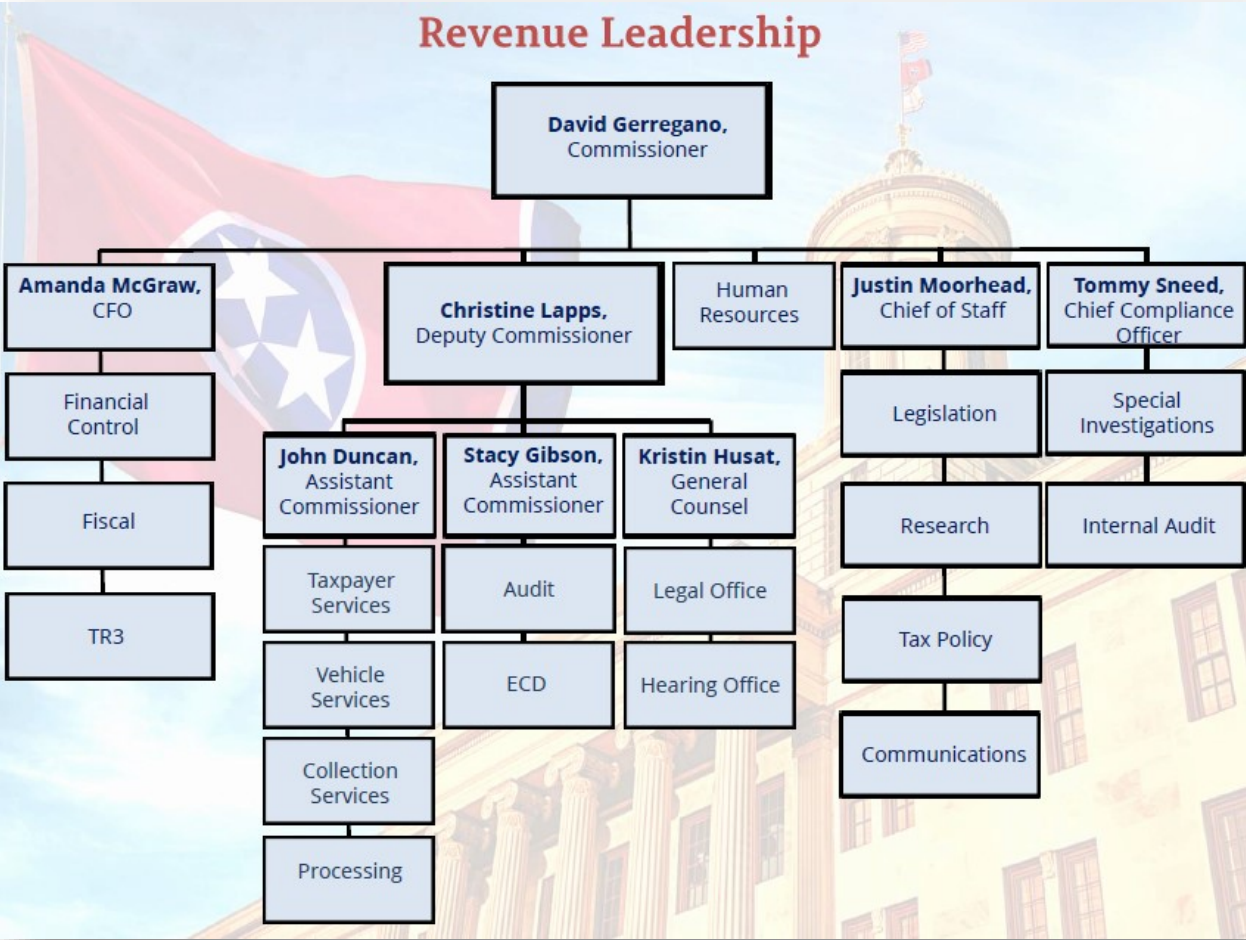
The department’s expenditures breakdown as follows (see chart below):



The department's functions include:

- Collection and apportionment of \$22.1 billion in revenues annually
- Administration of Tennessee's motor vehicle title and registration laws
- Promotion of voluntary compliance with Tennessee tax laws through taxpayer education and customer service
- Fair and practical administration of tax policy
- Compliance-focused audits of taxpayers across all tax types
- Collection of delinquent tax revenues, with a focus on promoting voluntary tax compliance
- Tobacco regulation and diligent enforcement (in conjunction with the Attorney General's Office)
- Investigation of criminal tax fraud cases and assisting district attorneys with criminal tax fraud prosecutions
- Motor vehicle anti-theft inspections and investigations
- Administration of Tennessee's motor vehicle insurance verification law
- Lockbox services for other state agencies

IV. Organization of the Department



To learn more about Revenue’s executive leadership team, [read their biographies here](#).

V. Divisions

More than 800 people work for the Department of Revenue to:

- educate and assist taxpayers,
- administer the state’s motor vehicle title and registration laws,
- conduct tax research and economic analysis,
- enforce tax laws fairly and consistently, and
- process returns and other documentation.

Read more about each one of Revenue’s divisions and what they do:

Administration Division: The Administration Division includes the Communications, Legislation, Policy, Financial Control/Fiscal, Hearing, Human Resources, Internal Audit, Legal, Research, and Special Investigations offices:

Communications: The Communications Office creates and executes the department’s communication’s strategy. This includes press releases, media inquiries, social media, video content, website information, and written information mailed to taxpayers.

Financial Control/Fiscal: This office coordinates the department’s fiscal functions, including allocating tax revenues to local governments. The office develops and administers an annual budget, risk assessments, ensures appropriate segregation of duties, and monitors cash flow.

Hearing: The Hearing Office works with taxpayers through informal conferences to resolve disputes about tax assessments and tax refund claim denials. Hearing Office personnel are required to exercise independent judgment and to render decisions on individual issues based on the facts and the law.

Human Resources: The Human Resources Office serves as a resource to employees and management regarding policy and procedural interpretations. This office serves to assist with Department of Human Resources related transactions, such as compensation, payroll, benefits, and employee relations issues.

Internal Audit: The Internal Audit Office conducts operational and financial audits to ensure compliance with federal, state, and departmental regulations, as well as testing and consulting services regarding the safeguard of state and federal tax information.

Legal: The Legal Office supports the attorney general's office who handles more than 75 tax litigation cases a year. It also drafts tax rulings and legislation, and provide legal counsel on all matters involving the department. The office ensures the state's best interests are protected while providing a high level of customer service.

Legislation: This office coordinates the department's legislative affairs and serves as a liaison between the Governor's Office and the General Assembly. The legislative team reviews and analyzes proposed legislation, communicates the effect of proposed legislation to members of the General Assembly, facilitates the communication of the department's initiatives, and assists in resolving constituent issues.

Tax Policy: The Office of Tax Policy reviews federal tax law updates, state regulations, and rulings to determine any impact changes may have on taxpayers and the department. The policy team is primarily responsible for many website publications, including important notices, tax manuals, and tax articles. The policy team is also responsible for researching complex tax issues and advising taxpayers and the department of potential impacts.

Research: This division conducts tax research and economic analyses to assist decision makers in other areas of state and local government. The Research division estimates potential revenue impacts of proposed legislation, helps develop state tax revenue forecasts, and evaluates comparative tax policies to determine fiscal effects.

Special Investigations: Revenue's Special Investigations (SI) Division's primary mission is to investigate internal and external attempts to corrupt tax administration, vehicle salvage and rebuilt titling schemes, civil and criminal violations relating to key tax commodities, and workplace harassment.

Audit Division: The Audit division is the largest division in the Department of Revenue with more than 300 employees. There are seven field offices across Tennessee and five offices in cities across the United States. Employees perform field and office audits of all tax types and process refund claims and penalty waiver applications. The division reviews taxpayer records to determine compliance with state tax laws and educates taxpayers about tax requirements.

Collection Services Division: This division is charged with recovering taxes that are due but have not been remitted to the state. Employees work directly with delinquent businesses and individuals to collect overdue taxes and protect against efforts to avoid payment. The division may serve levies, seize and sell assets, as well as file a tax lien to protect Tennesseans' best interests. When a taxpayer is unable to pay their tax bill or needs more time to pay in full, this division can offer payment plans and negotiate compromise offers.

Processing: This division processes tax returns and payments, updates taxpayer accounts, and performs lockbox services for three other state agencies.

TR³: The TR³ Division is responsible for ensuring the department's tax system meets business and information technology needs. The new tax system was implemented in four phases, with each phase covering a group of taxes. The first phase launched on March 5, 2017. The implementation was completed when the last phase launched on May 4, 2020. The division was created after the implementation was complete. It is comprised of state Revenue employees, Strategic Technology Solutions developers, and vendor consultants.

Taxpayer Services Division: The Taxpayer Services division is the customer service arm of the department. This division focuses on answering taxpayer questions, educating taxpayers to improve compliance, as well as taxpayer registration, call center operations, and processing exemption applications. There are several taxpayer education opportunities held each year, including seminars and webinars.

Vehicle Services Division: The Vehicle Services division provides motor vehicle title and registration services to passenger and commercial motor vehicles, motorcycles, ATVs, trailers, and mobile homes. Vehicle Services works in coordination with 95 county clerks across the state on vehicle title and registration matters.

VI. 2020-2021 Year in Review

Revenue Helps Administer Two COVID-19 Business Relief Programs



The Department of Revenue was honored to help administer two programs that helped small businesses affected by COVID-19.

Through the Tennessee Business Relief Program, the Department of Revenue distributed more than \$200 million in relief payments to approximately 28,000 small businesses impacted by costs incurred from mandatory business closures. Governor Bill Lee announced the program in June 2020, and the department began issuing payments to businesses in July 2020.

In October 2020, Governor Lee announced the creation of the Supplemental Employer Recovery Grant (SERG) program, a small business relief program designed to reimburse eligible business owners for direct expenses or business interruption costs due to the COVID-19 pandemic. This second wave of small business funding included specific support for minority-owned, women-owned, and service-disabled veteran-owned businesses. The SERG program distributed more than \$100 million in payments to approximately 3,200 businesses. Nearly 800 of these businesses were diverse business enterprises.

Hear directly from Business Relief Program and SERG recipients below.



“This grant from the State of Tennessee definitely took away the panic I was feeling...I’m really grateful that the state took this money and helped small businesses, especially businesses like mine that had to shut down completely.”

Brigitte Edwards, Owner, Orange Theory, Midtown Nashville and Brentwood, Business Relief Program recipient



“When the pandemic occurred, everything that we did was shut down, so there was basically no revenue for a few months... and this grant really helped us through that.”

Dee Johnston, Owner, Tasteful Gatherings, Cleveland, Tenn., SERG recipient

Two Sales Tax Holidays in 2020



For 2020, the Tennessee General Assembly approved two sales tax holiday weekends to help Tennesseans save money and support the economy amid the COVID-19 pandemic.

The first tax-free holiday weekend focused on clothing and other back-to-school items. It began at 12:01 a.m. on Friday, July 31, 2020, and ended Sunday, August 2, 2020, at 11:59 p.m. During that time, consumers could purchase clothing, school supplies, and computers and other qualifying electronic devices without paying sales tax. Certain price restrictions applied. For school supplies and clothing, the threshold for qualifying items is \$200 or less. For computers and other electronics, the price threshold is \$3,000 or less.

Exempt items sold online were eligible. Consumers had to purchase items for personal use, not business or trade.



The second sales tax holiday weekend focused on restaurant sales. It began at 12:01 a.m. on August 7, 2020, and ended Sunday, August 9, 2020, at 11:59 p.m. During that time, the retail sale of food and drink by restaurants and limited-service restaurants, as defined in Tenn. Code Ann. § 57-4-102, was exempt from sales tax.

Out-of-State Dealer and Marketplace Facilitator Changes Take Effect October 1, 2020



Important law changes took effect in Tennessee on October 1, 2020, that affected marketplace facilitators and out-of-state dealers.

Marketplace facilitators are businesses that own or operate a website or other platform where sales are made on behalf of marketplace sellers (i.e. third parties). Effective on October 1, 2020, marketplace facilitators that make or facilitate more than \$100,000 in sales to Tennessee customers in the previous 12-month period are required to collect and remit Tennessee sales tax. The sales tax is collected on sales made by marketplace sellers to Tennessee customers. Marketplace facilitators that do not have at least \$100,000 in total sales in this state do not have a collection responsibility.

Also effective October 1, 2020, out-of-state dealers with no physical presence in Tennessee who make \$100,000 or more in sales to Tennessee customers must register and collect Tennessee sales and use tax. The \$100,000 threshold includes all retail sales made by the out-of-state dealer, including exempt sales, but does not include sales for resale.

The Department of Revenue dedicated a specific page on its website to provide guidance to out-of-state dealers and marketplace facilitators. That website can be found here: <https://www.tn.gov/revenue/taxes/sales-and-use-tax/out-of-state-dealers-marketplace-facilitators.html>.

Taxpayer Services Launches Free Monthly Tax Webinars



Starting October 2020, the Department of Revenue began offering free monthly webinars to the public as a way to make learning about taxes more accessible.

These live virtual events offer business owners, tax practitioners, attorneys, accountants, and others with an opportunity to learn more about presented tax topics and ask questions. The recorded sessions are also available on the department's website. Learn more about the webinars on Revenue's website at <https://www.tn.gov/revenue/webinars>.

Vehicle Registration Renewal Letters Replaced with Postcards



Starting in January 2021, the Department of Revenue began sending postcards to motor vehicle registrants to remind them of upcoming renewal dates. The postcards replaced traditional letters and were estimated to reduce state mailing expenses by \$500,000.

The Department partners with the state's 95 county clerks to administer vehicle title and registration in Tennessee. You can find more information about renewals, as well as a sample postcard, at www.tn.gov/revenue/renewals.

Motorists can also renew registrations online at www.tncountyclerk.com. If you do not have online access or your county does not have online renewals, you can mail in your renewal to your clerk. The TNCounty Clerk website also allows registrants to sign up for e-mail and text message reminders about renewal dates.

Personalized Plate Application Available on MyTN App



In April 2021, the Department of Revenue's personalized plate application became available to use on MyTN, a new mobile app that makes it easier for Tennesseans to access state government.

The Tennessee Department of Finance and Administration's Strategic Technology Solutions (STS) developed MyTN in partnership with state agencies. STS provides planning, resources, execution, and coordination in managing the information systems needs of the state. MyTN includes more than services from 23 departments and agencies across state government. You can visit MyTN.gov to download the app to your device by clicking the Apple or Android store icons.

Revenue's personalized plate application allows residents to apply for a personalized plate online, choosing from more than 100 types of Tennessee license plates that are available to personalize. After selecting their plate design, customers then type in their desired configuration on their plate. They will know immediately if the configuration is available, based on a red or green box that will appear around the plate.

Speakers Bureau Offers Tax Expertise to the Public



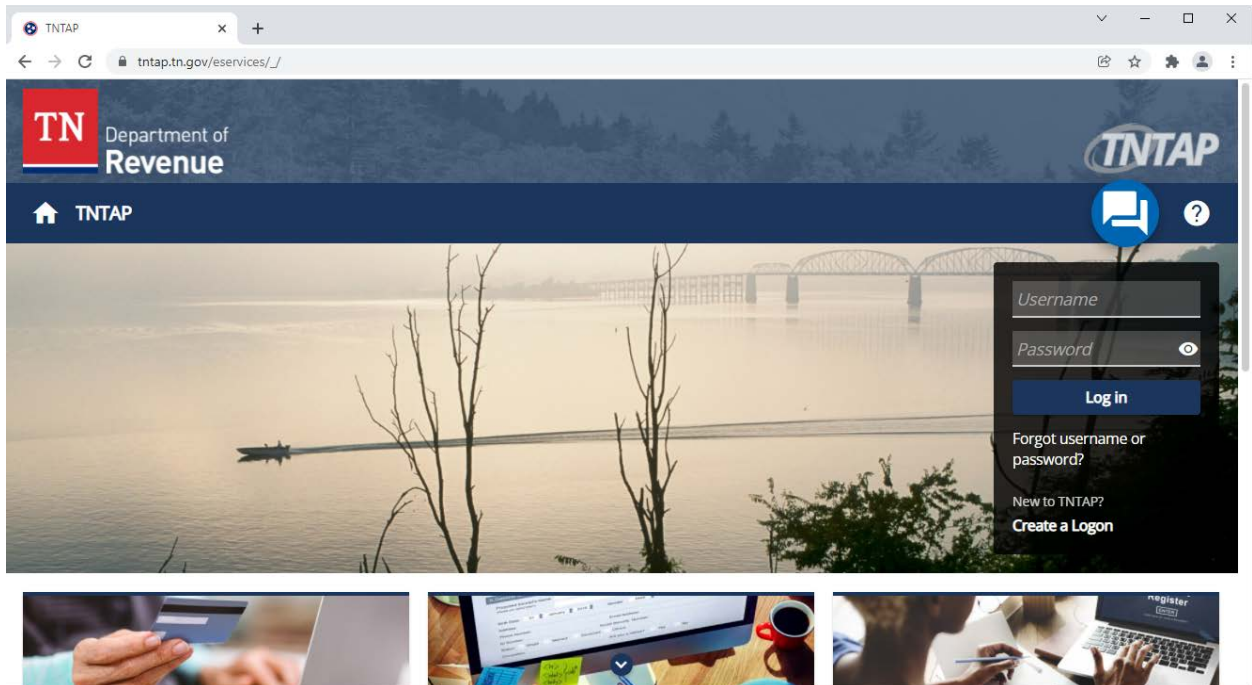
Did you know the Department of Revenue offers a group of knowledgeable, interesting speakers for public speaking engagements? Members of the Revenue Speakers Bureau are available at no charge for your professional group, civic club, special event, or academic organization in Tennessee.

Read biographies detailing our Speakers Bureau team members and their expertise on our website at www.tn.gov/revenue/speakersbureau or email revenue.speakers@tn.gov for more information.

TNTAP Gets a New Look

Our TNTAP tax filing website received a fresh look and feel in late June 2021. The new design is streamlined and easier to navigate. While enhancements have been made to the design, TNTAP's functionality hasn't changed, and taxpayers should use their same username and password information to log in.

Learn more about the changes to TNTAP's look and feel at www.tntapinfo.com. Log in at www.tntap.tn.gov/eservices.



Here's a look at TNTAP'S new design

Processing Employees Work Safely Amid Pandemic



Even when many Revenue employees transitioned to working from home full-time in March 2020, Processing employees continued to come into the office to ensure mail was opened and money was deposited timely.

Processing Assistant Director **Shaun Lane** says the division followed safety and scheduling protocols to help keep employees as safe as possible. When the pandemic began in March 2020, the division split up into three teams: Team A, Team B and Emergency Team.

Teams rotated between using the seventh and eight floors of the Andrew Jackson Building in Nashville, so they were able to space out and get their work done. The division operated this way for a year and a half, without missing a beat.

“We wanted to make sure all the pandemic protocols were being followed, such as masking and staying six feet apart... that everyone felt safe,” Lane said.

Lane added he was proud of how much his team accomplished despite the challenges of the pandemic. “My team, I can’t say enough about them. They are awesome,” Lane said. “They made sure our department looked good, and that our taxpayers were taken care of.”



Vehicle Title & Registration: Most Popular Specialty Plates

Below is information about each of the 10 most popular license plates for fiscal year 2021. Specialty plates require a \$61.50 annual fee. \$35 of that fee is allocated to the Tennessee Arts Commission, the plate's respective beneficiary, and the Highway Fund.

1. Friends of the Smokies



22,194 total plates
\$757,346.70 to beneficiary

2. Friends of Sycamore Shoals Historic Area, Inc.



21,225 total plates
\$356,183 to beneficiary

3. American Eagle Foundation



15,601 total plates
\$267,161.30 to beneficiary

4. Agriculture



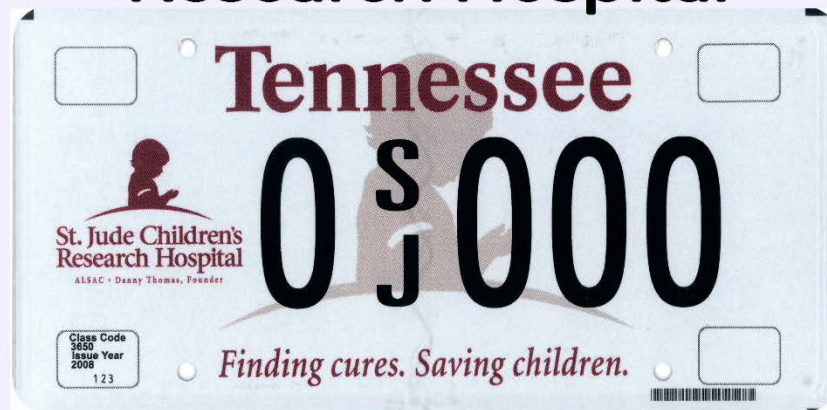
15,385 total plates
\$527,093.30 to beneficiary

5. Fish and Wildlife Species



13,264 total plates
\$227,281.35 to beneficiary

6. St. Jude Children's Research Hospital



10,477 total plates
\$359,774.30 to beneficiary

7. Driving to a Cure (Breast Cancer Awareness)



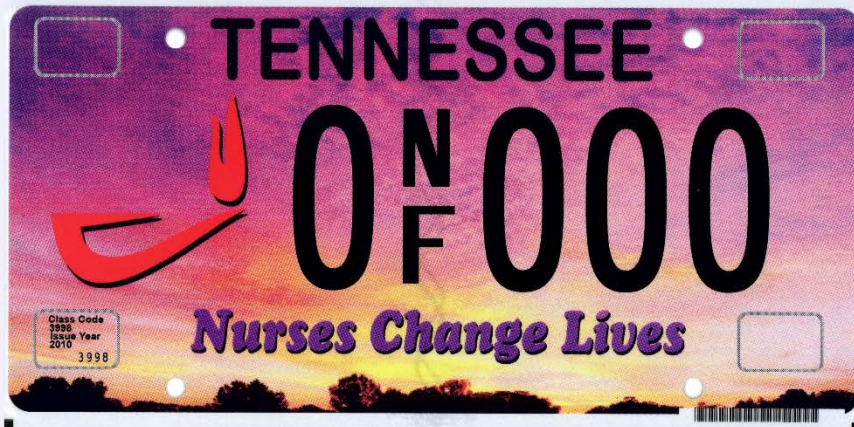
9,570 total plates
\$164,395.85 to beneficiary

8. Animal Friendly



7,825 total plates
\$135,315.65 to beneficiary

9. Tennessee Nurses Foundation



7,182 total plates
\$122,946.90 to beneficiary

10. Tennessee Arts Commission (Cats, Fish, Rainbow)



6,489 total plates
\$220,704.60 to beneficiary

VII. 2021 Legislative Changes of Note

Each year, the General Assembly approves several bills that impact both the Department of Revenue and taxpayers across the state.

Below are just some highlights of legislative changes to Tennessee tax law that occurred in 2021. You may read a full list of legislative summaries from the 2021 General Assembly on the department's website at www.tn.gov/revenue/legislation.



COVID-19 Relief Payment Deduction

Public Chapter 154 creates an excise tax deduction for COVID-19 relief payments issued by the state of Tennessee using federal CARES Act funds or appropriations under Title VI of the Social Security Act. Relief payments received between March 1, 2020 and December 31, 2021, through the following programs are eligible for the deduction:

- Tennessee Business Relief Program
- Tennessee Supplemental Employer Recovery Grant (SERG) Program
- Tennessee Coronavirus Agricultural and Forestry Business Fund
- Tennessee Coronavirus Relief Fund Hospital Staffing Assistance Program
- Tennessee Coronavirus Relief Fund Emergency Medical Services Ambulance Assistance Program
- Tennessee Small and Rural Hospital Readiness Grants Program
- Department of Human Services Agency Loss of Income and Response & Recovery Operations Grants funded through the federal Child Care and Development Block Grant

Effective Date: April 14, 2021



Seven-Month Franchise & Excise Tax Extension

Public Chapter 559 creates a seven-month franchise and excise tax extension for tax years beginning January 1, 2021.

Effective Date: May 26, 2021



Food Sales Tax Holiday

Public Chapter 456 creates a sales tax holiday for food, food ingredients, and prepared food from Friday, July 30, 2021, through Thursday, August 5, 2021. The holiday does not include sales of alcoholic beverages.

Effective Date: July 1, 2021



Increase in Central Business Improvement District (CBID) Fee

Public Chapter 466 increases the Central Business Improvement Development (“CBID”) fee in Downtown Nashville from 0.25% to 0.50%. This public chapter states that one half of the revenue from the fee must go to the metropolitan government for events and marketing and one half must go to “promote safety and cleanliness” in the CBID district.

Effective Date: July 1, 2021



Refund Procedure

Public Chapter 480 creates a new sales and use tax refund procedure that allows consumers to request a refund directly from the Department of Revenue if the refund claim is \$2,500 or greater and the dealer will not refund the sales tax to the consumer after two requests.

Effective Date: October 1, 2021



Gun Safe Sales Tax Holiday

Public Chapter 592 creates a sales tax holiday on the retail sale of gun safes and gun safety devices. This sales tax holiday will last for one year, from July 1, 2021 to June 30, 2022.

Effective Date: May 27, 2021



Smokeless Nicotine Products

Public Chapter 69 exempts smokeless nicotine products from the Tennessee tobacco tax. This public chapter defines “smokeless nicotine products” as nicotine in the form of solids, gels, gums, or pastes intended for human consumption. “Smokeless nicotine product” does not include tobacco or tobacco products, such as snuff or chewing tobacco. These items remain subject to Tennessee tobacco tax.

Effective Date: March 31, 2021



Reduction in Aviation Fuel Tax Rate

Public Chapter 477 lowers the aviation fuel tax rate from 4.5% to 4.25%. This public chapter also lowers the cap for transportation hubs from \$10 million to \$8.5 million for tax year July 1, 2021 through June 30, 2022, and further lowers the cap to \$5 million for tax years occurring after July 1, 2022.

Effective Date: July 1, 2021



Alcohol Samples at Retail Location

Public Chapter 437 allows alcohol manufacturers to obtain alcohol to use as samples at a retail location either by picking up the alcohol from a wholesaler or having the wholesaler deliver the alcohol to the retail location. In both cases, this public chapter requires the wholesaler to issue a \$0 invoice for the alcohol used as samples.

Effective Date: May 13, 2021

VII. Annual Accomplishments

FY 20-21

Collected & Distributed

\$22.1
BILLION IN REVENUE

Processed

2.4
MILLION TAX RETURNS

TN Department of Revenue

The background of the infographic features a collage of US dollar bills, including a \$100 bill and a \$20 bill, with various serial numbers and the Treasury Department seal visible.



FY 20-21

**Tax Audit
Reviewed**

28,203

**TAX
ACCOUNTS**

**Assessed
Approximately**

\$209

MILLION

TN

Department of
Revenue

FY 20-21

**HANDLED
525,440
CALLS**

Taxpayer Services

**SOLVED
163,861
ONLINE HELP
TICKETS**



FY 20-21

Collections Services

**COLLECTED MORE
THAN \$149 MILLION
AND RESOLVED
MORE THAN
300,000 CASES**

**Helped
Taxpayers**

**BY SETTING UP
MORE THAN 3,200
INSTALLMENT
PAYMENT PLANS**



FY 20-21

VEHICLE SERVICES
REGISTERED

7,875,717
VEHICLES

REPRESENTING

\$359 MILLION
IN REVENUE

TN

Department of
Revenue

IX. Tax Data

The Department of Revenue collects more than 25 state taxes and fees. The following table provides a breakdown of those collections. Some totals may differ due to rounding.

State Revenue Sources:

Tax Class	FY20 Collections	FY21 Collections	% Change
Sales and Use	\$9,656,615,553	\$11,021,317,413	14.13%
Franchise & Excise	\$2,323,124,344	\$3,946,143,885	69.86%
Fuel Taxes ¹	\$1,210,140,915	\$1,210,808,474	0.06%
Privilege	\$437,581,179	\$542,056,503	23.88%
TVA	\$367,984,700	\$345,006,256	-6.24%
Motor Vehicle Taxes ²	\$349,472,078	\$382,687,097	9.50%
Alcohol & Tobacco Taxes ³	\$452,301,117	\$455,303,031	0.66%
Hall Income Tax	\$57,641,855	\$179,378,537	211.19%
Business	\$218,220,395	\$263,550,852	20.77%
Other ⁴	\$25,915,963	\$31,721,008	22.40%
Total	\$15,098,998,099	\$18,377,973,056	21.72%

¹Gasoline, Motor Fuel, Petroleum Special

²Motor Vehicle Registration, Motor Vehicle Title

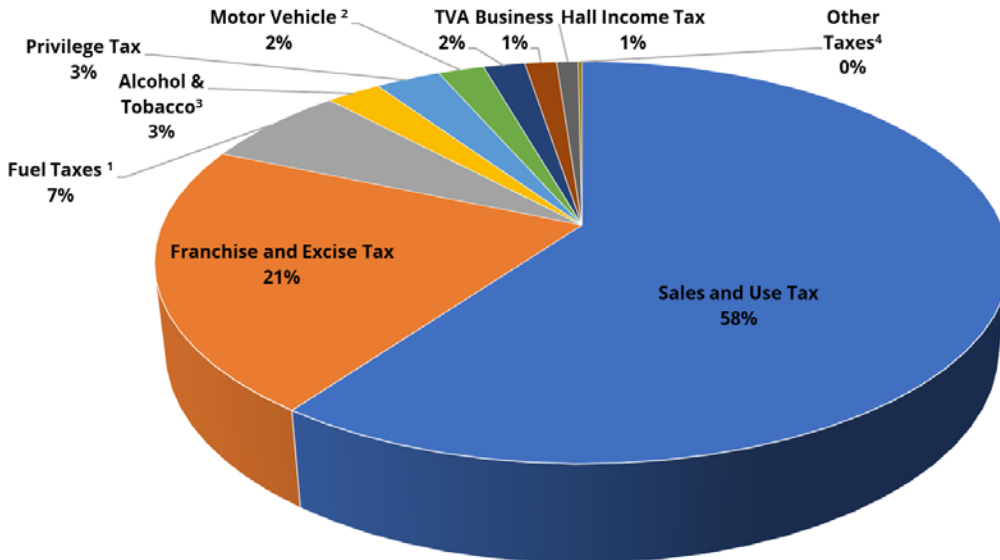
³Tobacco, Mixed Drink, Alcoholic Beverage, Beer

⁴Unauthorized Substance, Gross Receipts, Coin Amusement, Inheritance Gift & Estate, Gas & Oil Severance

Local Revenue Sources:

Tax Class	FY20 Collections	FY21 Collections	% Change
Local Sales Tax	\$2,957,468,149	\$3,447,466,540	16.57%
Local Business Tax	\$229,280,686	\$253,746,883	10.67%
Local Business Tax Fees	\$23,893,459	\$26,701,653	11.75%
Mineral Tax	\$6,253,115	\$6,680,795	6.84%
Coal Severance	\$379,071	\$10,051	-97.47%
Total	\$3,217,292,480	\$3,734,615,922	16.08%

Breakdown of State Revenue Sources: Revenue by Source- FY2021



¹Gasoline, \$835,731,759
Motor Fuel, \$307,250,951
Petroleum Special, \$67,825,764

²Motor Vehicle Registration, \$359,099,619,
Motor Vehicle Title, \$23,587,478

³Tobacco, \$242,926,483
Mixed Drink, \$108,455,840
Alcoholic Beverage, \$85,334,443
Beer, \$18,586,265

Privilege, \$542,056,503

Business, \$263,550,852

TVA, \$345,006,256

⁴Inheritance Gift & Estate, -\$1,434,153, <0.0%
Coin Amusement, \$379,820, <0.0%
Gas & Oil Severance, \$371,254, 0.0%
Unauthorized Substance, \$76,961, <0.0%

Sales and Use, \$11,021,317,413

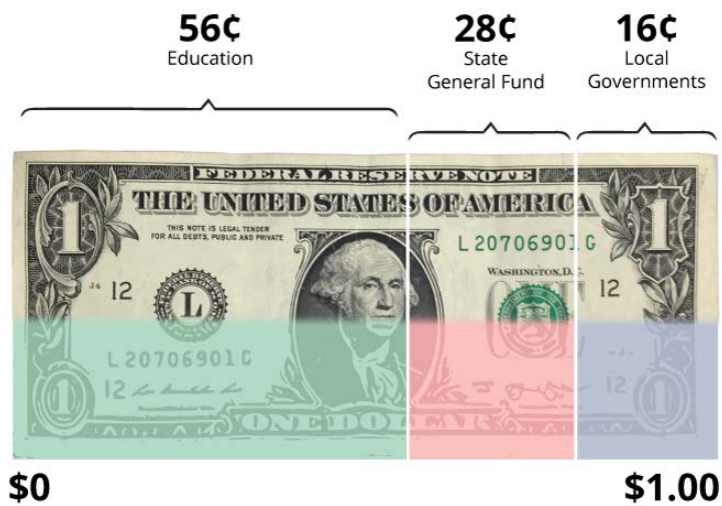
Franchise and Excise Tax, \$3,946,143,885

Hall Income Tax, \$179,378,537

**Totals do not add up to 100% due to rounding*

Where the Money Goes

How Each Sales Tax dollar is spent:



*Education portion includes state sales tax and local sales tax collections combined

Here's a Breakdown of How Money Is Allocated for Each Tax

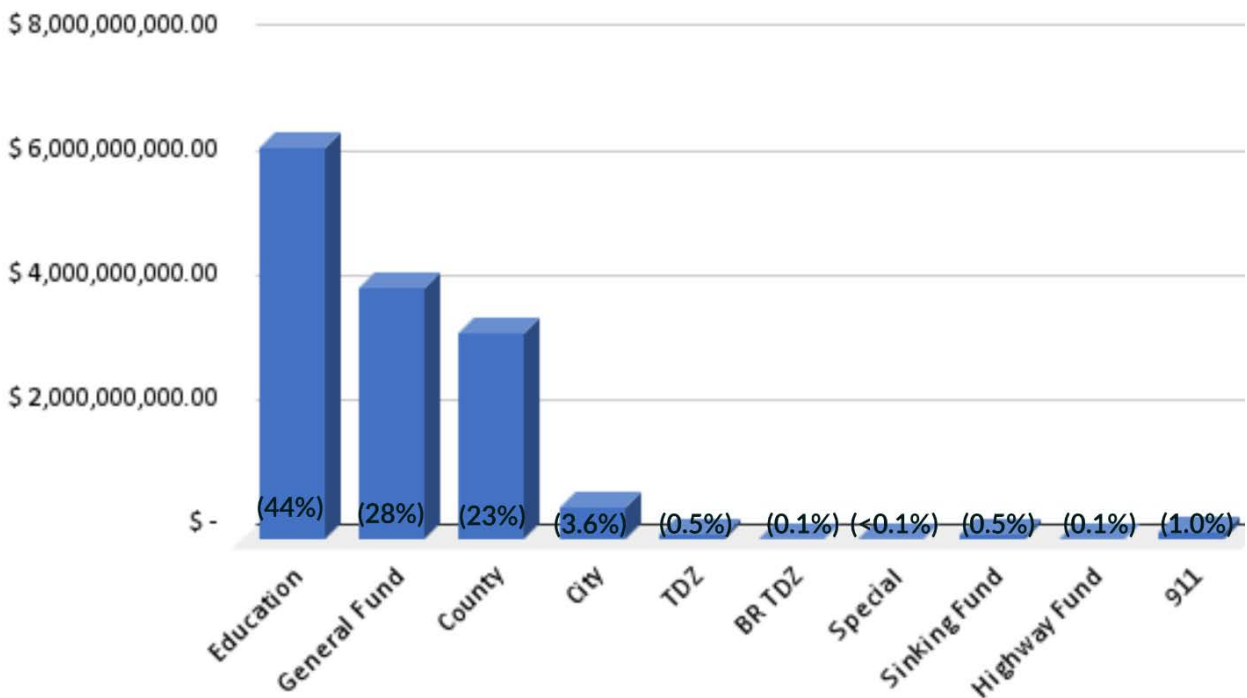
*Totals may differ due to rounding

Sales and Use Tax:

FY 2021 State and Local Allocations

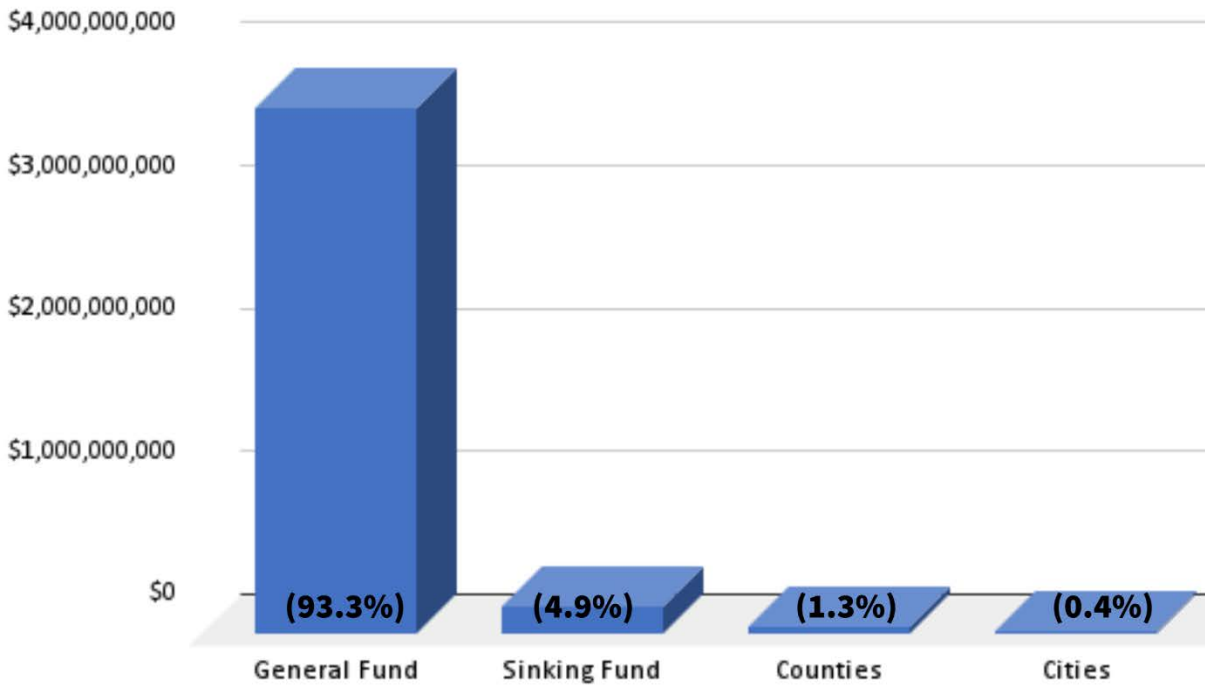
Fund	Allocation
Education	\$6,295,970,925
General	\$4,027,127,274
Local:	
County	\$3,324,597,603
City	\$518,008,049
Tourist Development Zone	\$71,528,302
Border Region TDZ	\$11,344,832
Special	\$39,916
Sinking Fund	\$77,560,902
Highway Fund	\$18,555,535
911	\$124,060,614
Total:	\$14,468,793,952

FY 2021 Allocations



Franchise and Excise Tax

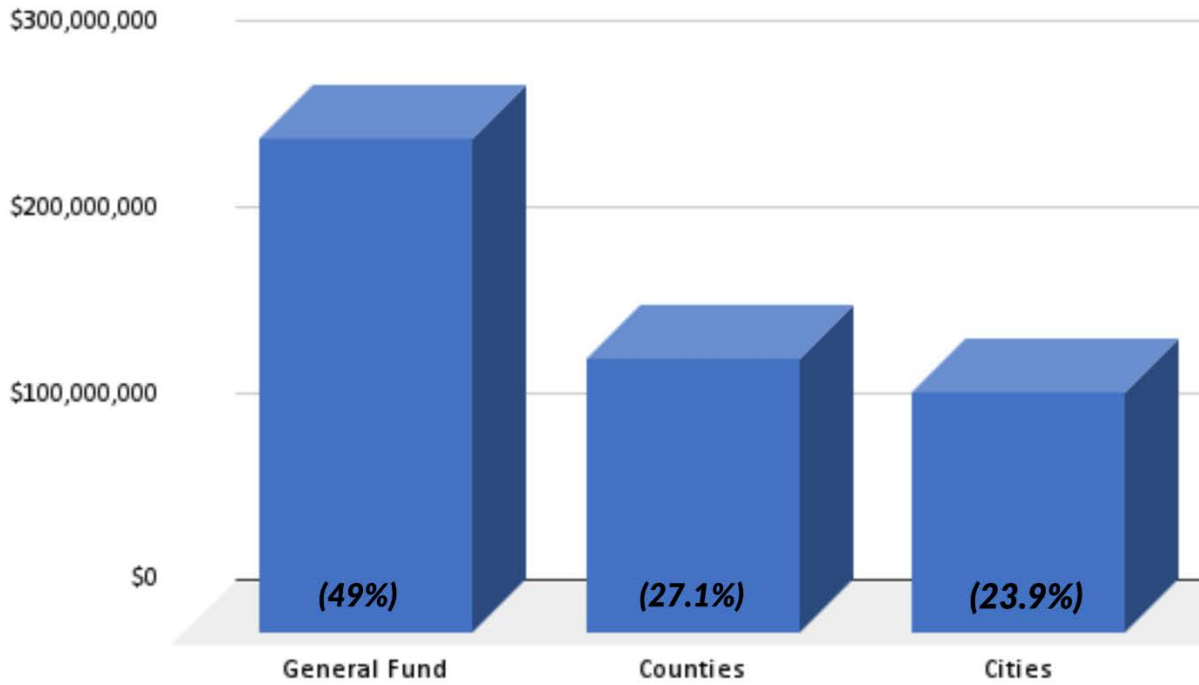
FY 2021 Allocations



Fund	Allocation
General Fund	\$3,683,665,732
Sinking Fund	\$194,286,210
Counties	\$50,660,346
Cities	\$17,531,597
Total:	\$3,946,143,885

Business Tax

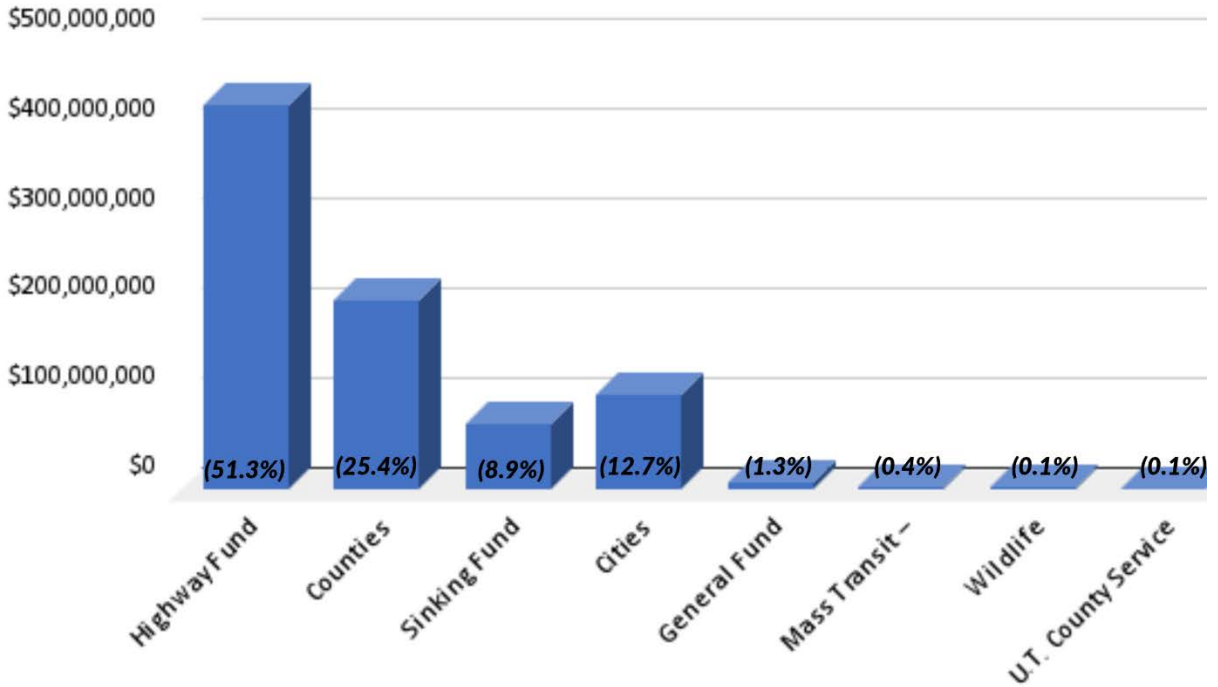
FY 2021 Allocations



Fund	Allocation
General Fund	\$266,405,505
Counties	\$147,364,485
Cities	\$130,229,398
Total:	\$543,999,388

Gasoline Tax

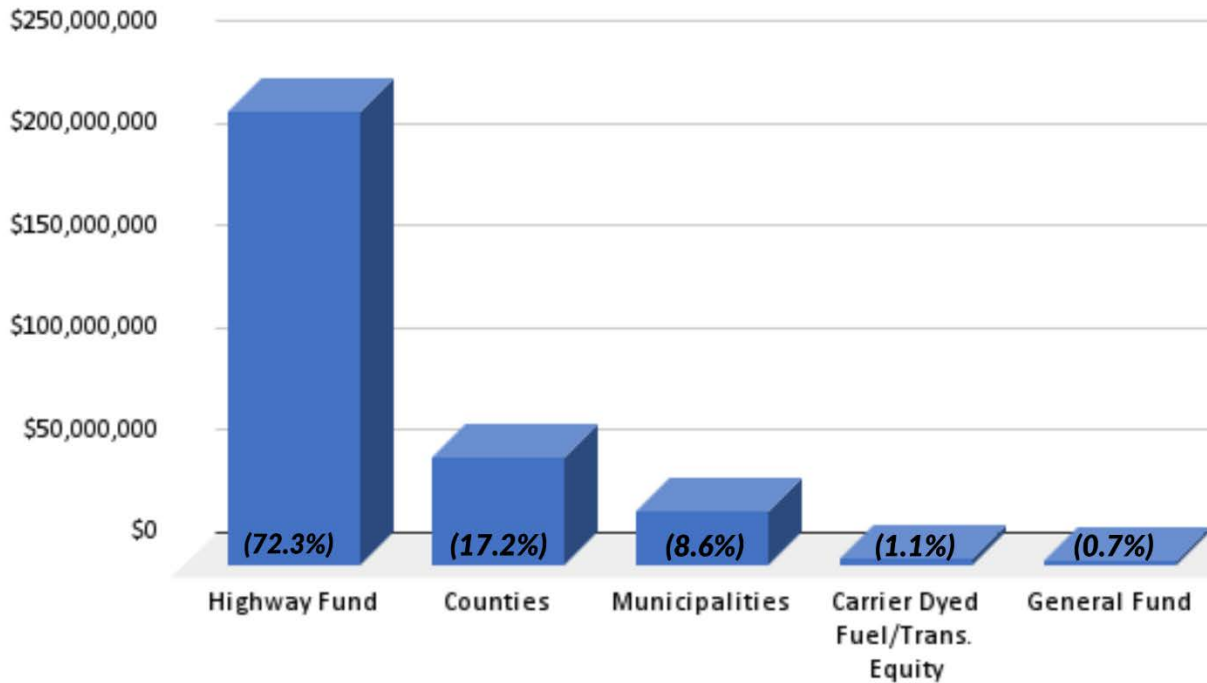
FY 2021 Allocations



Fund	Allocation
Highway	\$428,666,667
Counties	\$211,924,123
Sinking	\$74,000,000
Cities	\$106,266,074
General	\$8,847,495
Mass Transit	\$2,940,000
Wildlife Resources	\$2,748,399
U.T. County Service	\$339,000
Total:	\$835,731,759

Motor Fuel Taxes

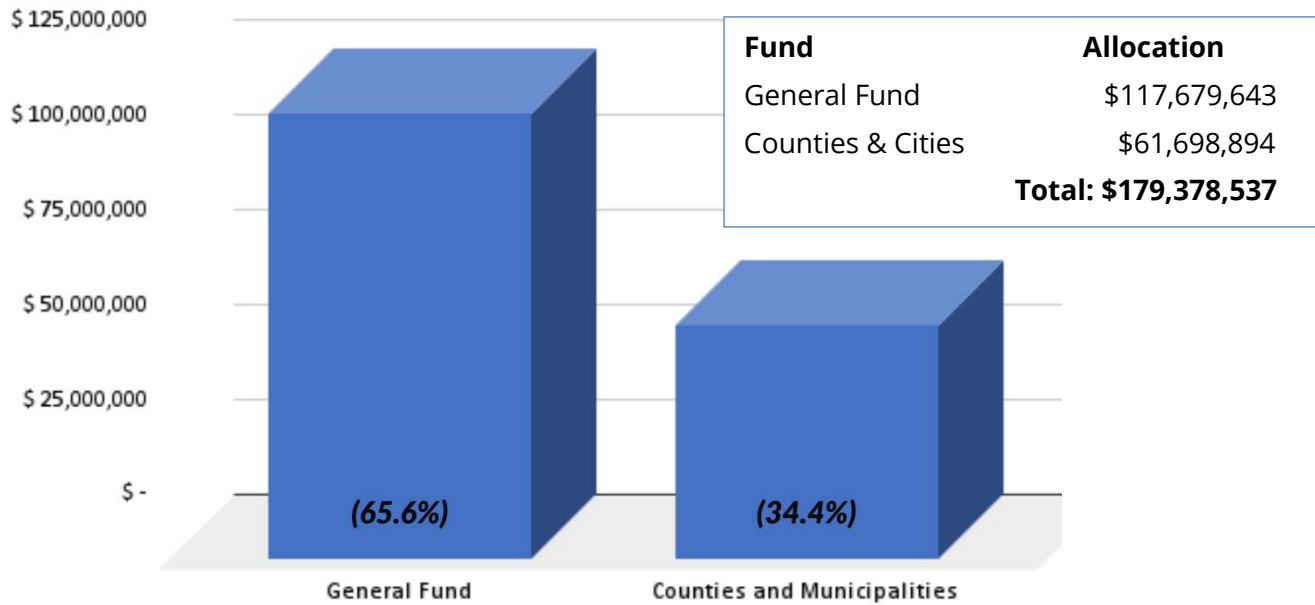
FY 2021 Allocations



Fund	Allocation
Highway Fund	\$222,266,206
Counties	\$52,970,478
Cities	\$26,547,818
General Fund	\$2,187,957
Trans. Equity	\$3,278,492
Total: \$307,250,951	

Hall Income Tax

FY 2021 Allocations



Privilege Tax

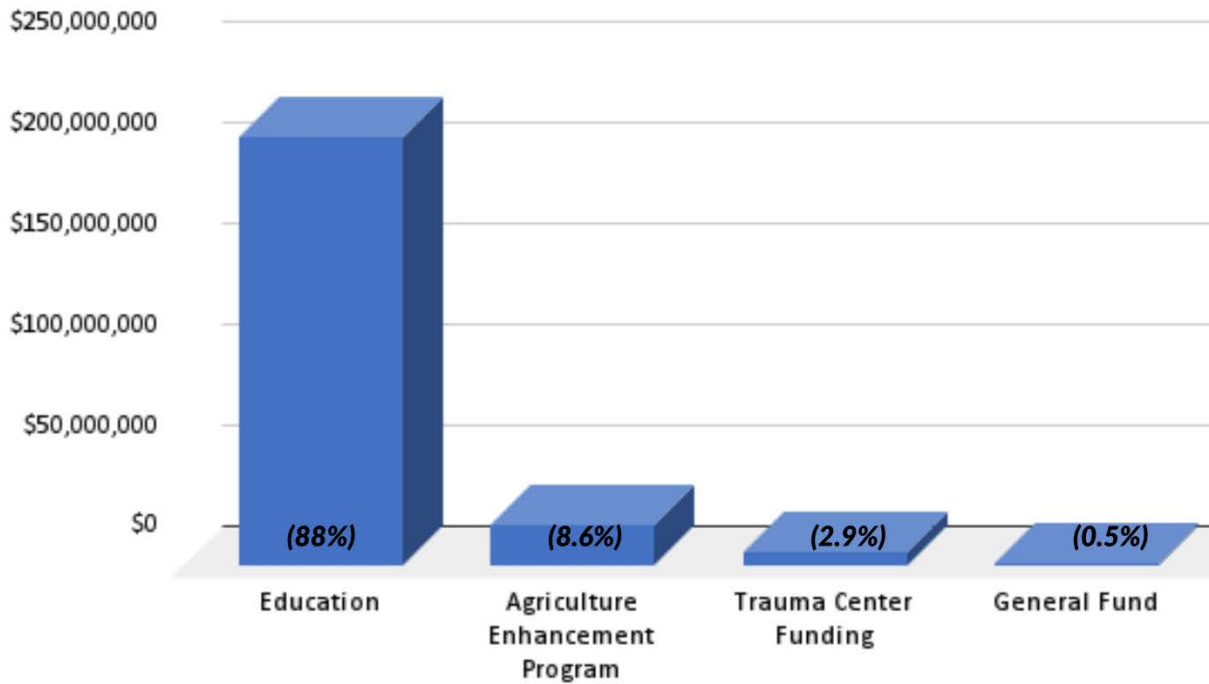
Litigation Fees and Tax	\$12,749,398
TBI Drug Chemistry Unit Drug Testing Fund	\$3,350,683
TBI Toxicology Unit Intoxicant Testing Fund	\$2,627,847
General Fund	\$1,539,632
General Fund for TBI	\$904,048
Dept. of Health Alcohol and Drug Treatment Fund	\$1,388,049
Dept. of Health Drug Treatment Program	\$1,068,400
Critical Injury Compensation	\$722,840
Victim Notification Fund	\$493,647
Municipal Training Education	\$250,902
Judicial Commissioners Association of TN for Education	\$199,771
Drug Court Resources Fund	\$88,078
Sexual Assault Program	\$59,118
Family Violence Shelters	\$27,221
Traumatic Brain Injury Program	\$3,202
Veteran Drug Court	\$25,617
Domestic Violence Fund	\$342

Privilege Tax:

Professional Privilege Tax	\$95,046,963.38
General Fund	\$95,046,963.38
Marriage License Fee	\$3,230,083.19
General Fund	\$821,284
Tennessee Disability Coalition	\$823,006
Child Abuse Prevention	\$602,200
Domestic Violence Services	\$301,100
Parenting Fund	\$281,027
Tennessee Alliance of Boys & Girls Clubs	\$160,587
TN Chapter of the National Association of Social Workers	\$120,440
Tennessee Court Appointed Special Advocates Assoc. (CASA)	\$120,440
Bail Bond Tax	\$1,425,411.62
Civil Legal Representation Fund	\$1,368,395
Bail Bonds Continuing Education Class	\$57,016
Realty Taxes	\$392,897,526.71
General Fund	\$279,304,315
Housing	\$57,889,709
Wetlands	\$22,629,548
Local Park Land	\$12,185,141
State Land Acquisition	\$10,444,407
Agriculture Resources Conservation	\$10,444,407
Tire and Used Oil Taxes	\$18,626,813.04
General Fund	\$9,326,761
County Tire Payments	\$5,691,337
Solid Waste Management ECD Tire	\$1,540,158
Tire Environmental Fund	\$1,272,787
Used Oil Collection Fund	\$795,769
Fantasy Sports Tax	\$336,425.39
General Fund	\$235,498
Counties	\$67,285
Fantasy Sports Fund	\$33,643

Tobacco Tax

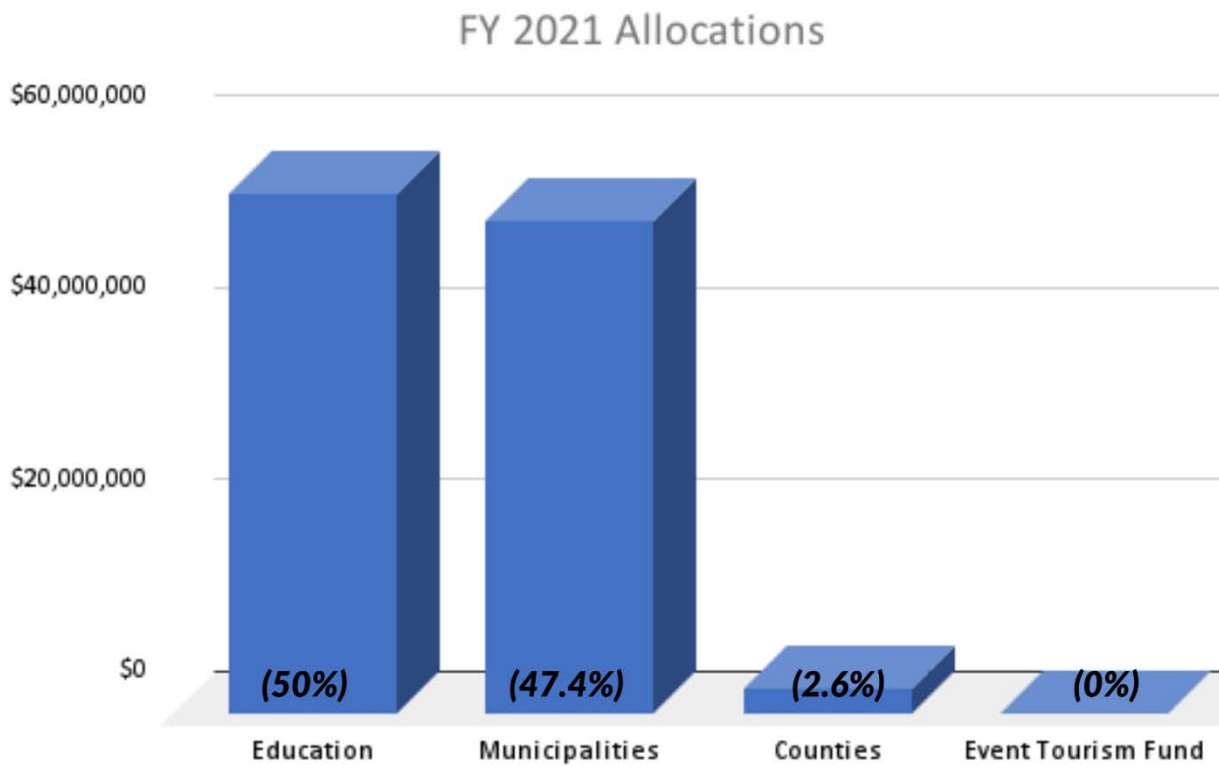
FY 2021 Allocations



Fund	Allocation
Education Fund	\$213,714,453
Ag. Enhancement Prog.	\$21,000,000
Trauma Center Funding	\$7,064,560
General Fund	\$1,147,470
Total:	\$242,926,483

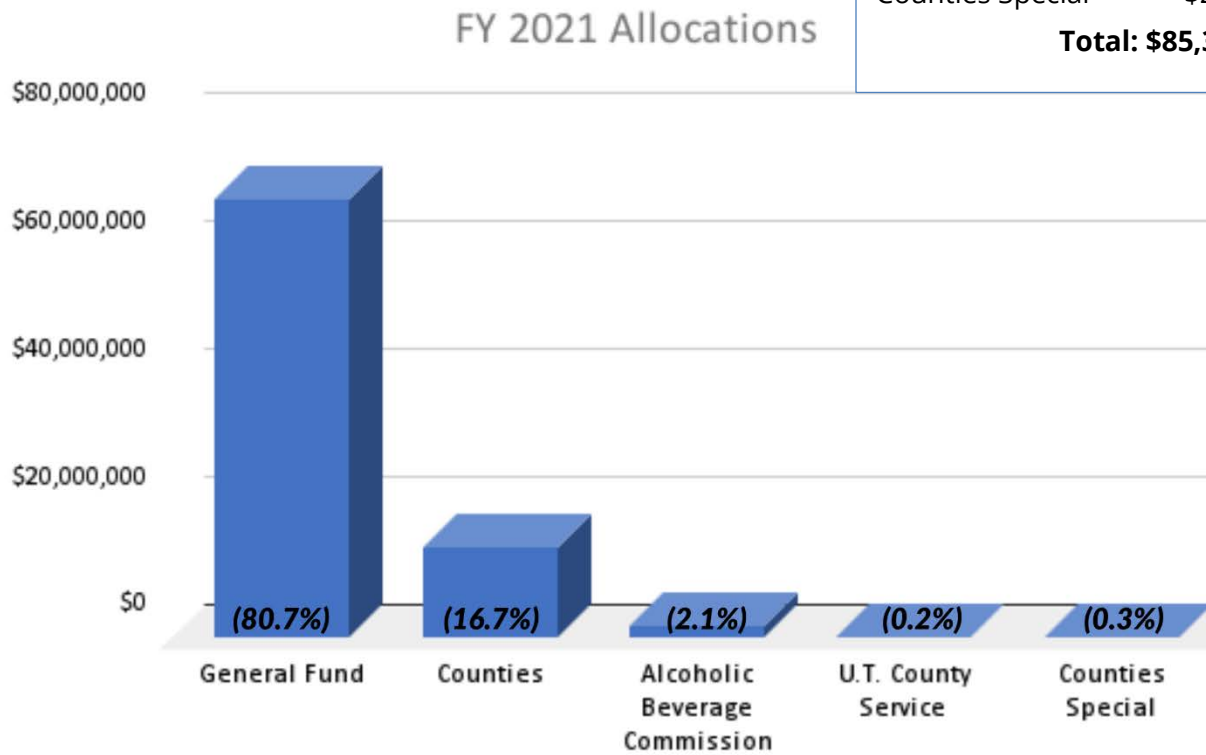
Mix Drink (Liquor-by-the-drink) Tax

Fund	Allocation
Education	\$54,227,893
Cities	\$51,457,928
Counties	\$2,770,013
Event/Tourism	\$6
Total: \$108,455,834	

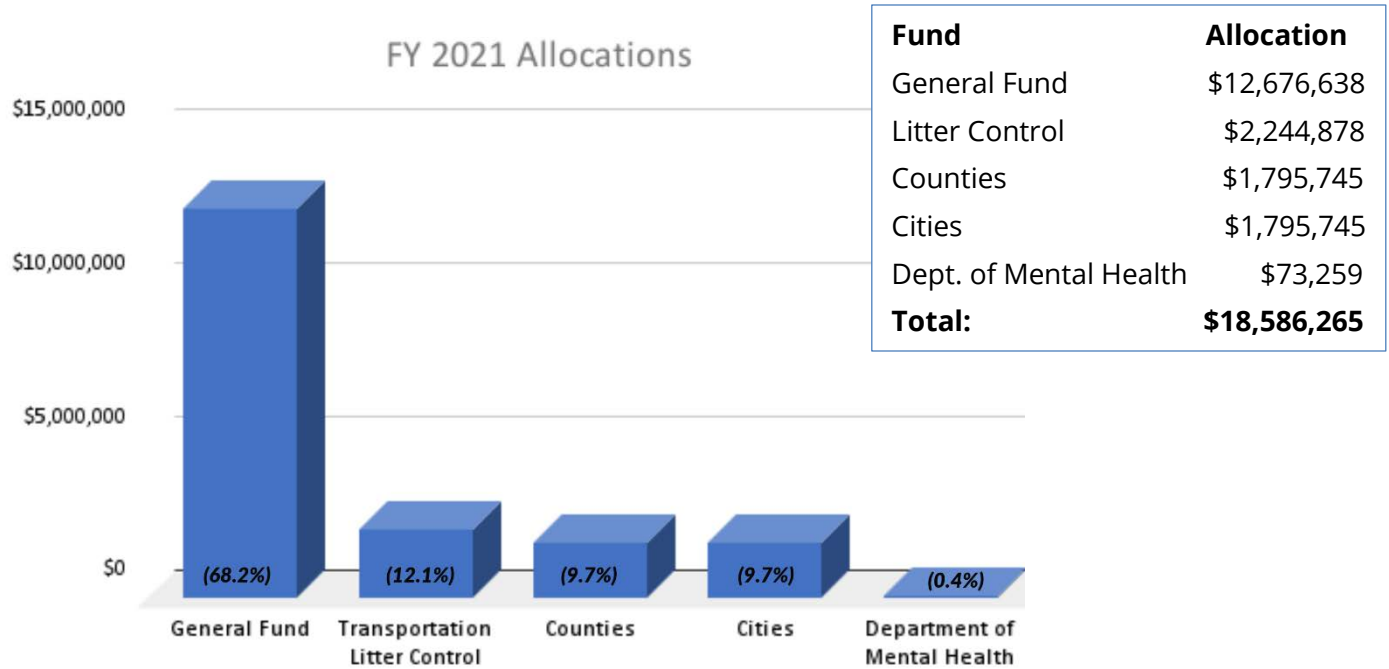


Alcoholic Beverage Tax

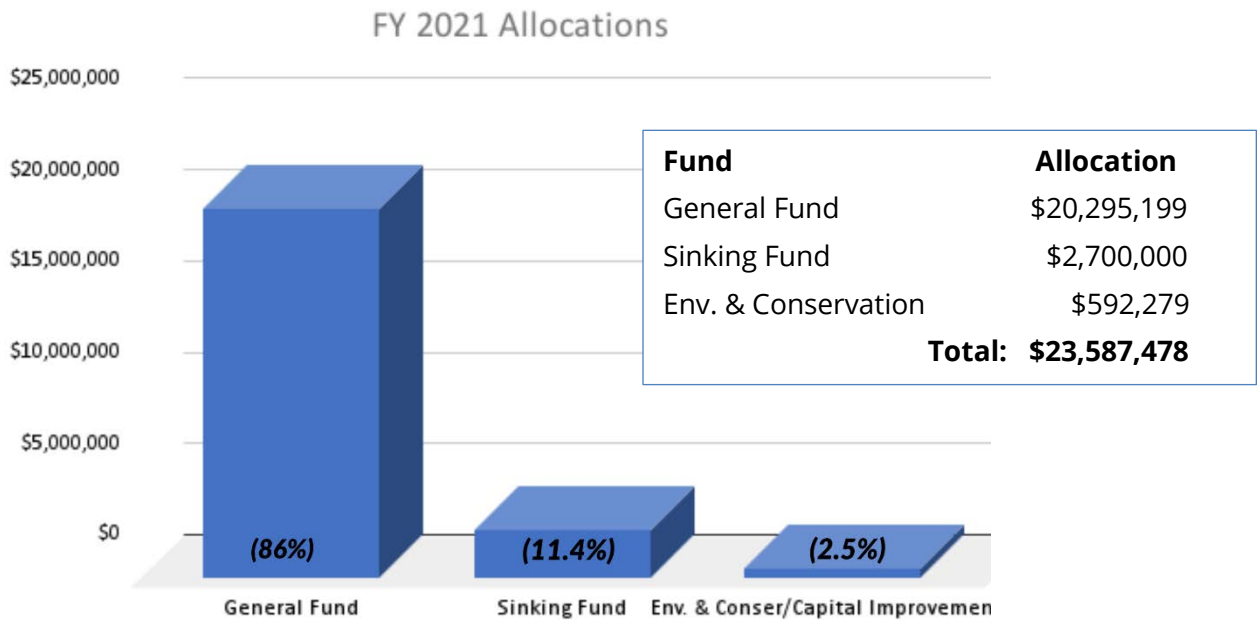
Fund	Allocation
General Fund	\$68,890,579
Counties	\$14,219,477
ABC	\$1,817,564
U.T. County Service	\$192,000
Counties Special	\$214,824
Total: \$85,334,443	



Beer Taxes

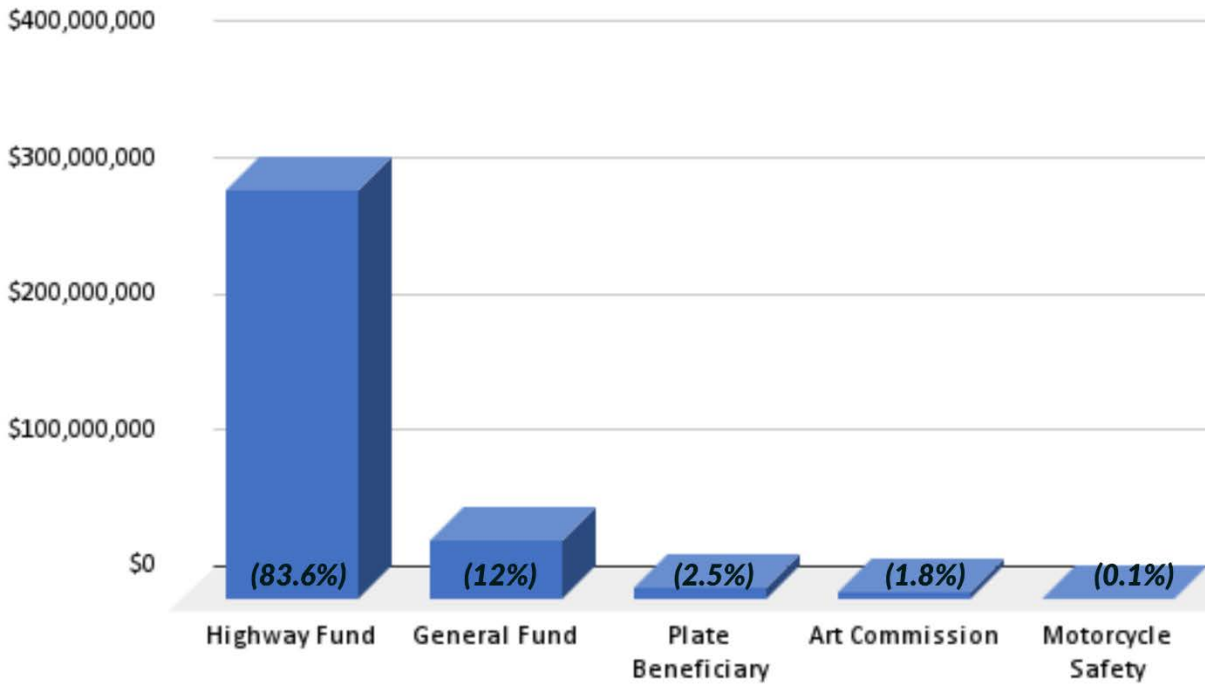


Motor Vehicle Title Fee



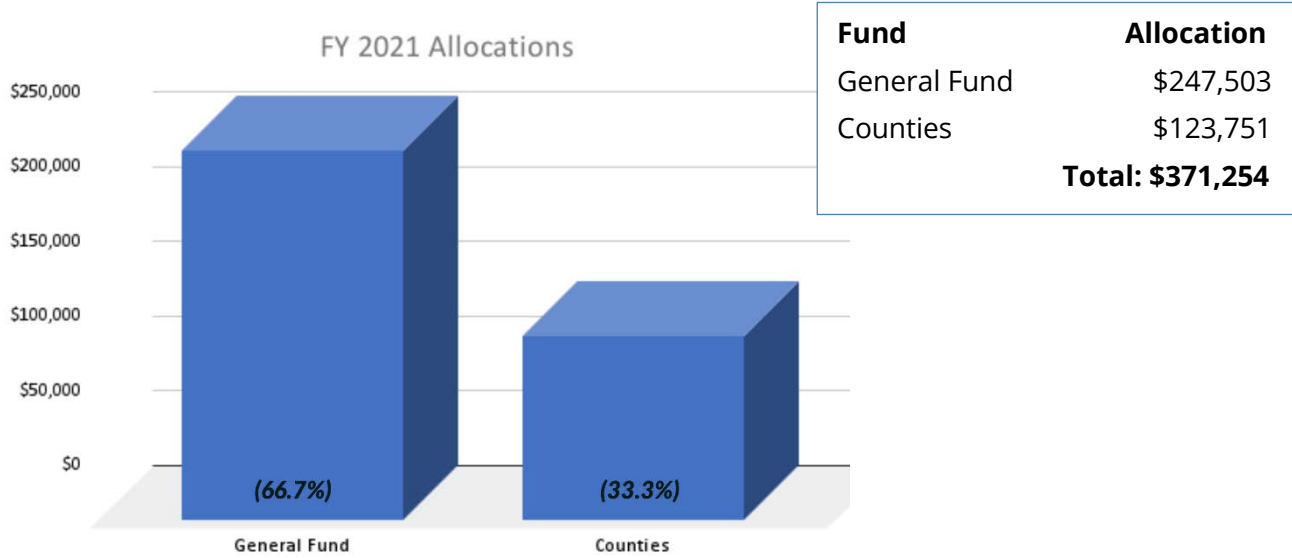
Motor Vehicle Registration

FY 2021 Allocations

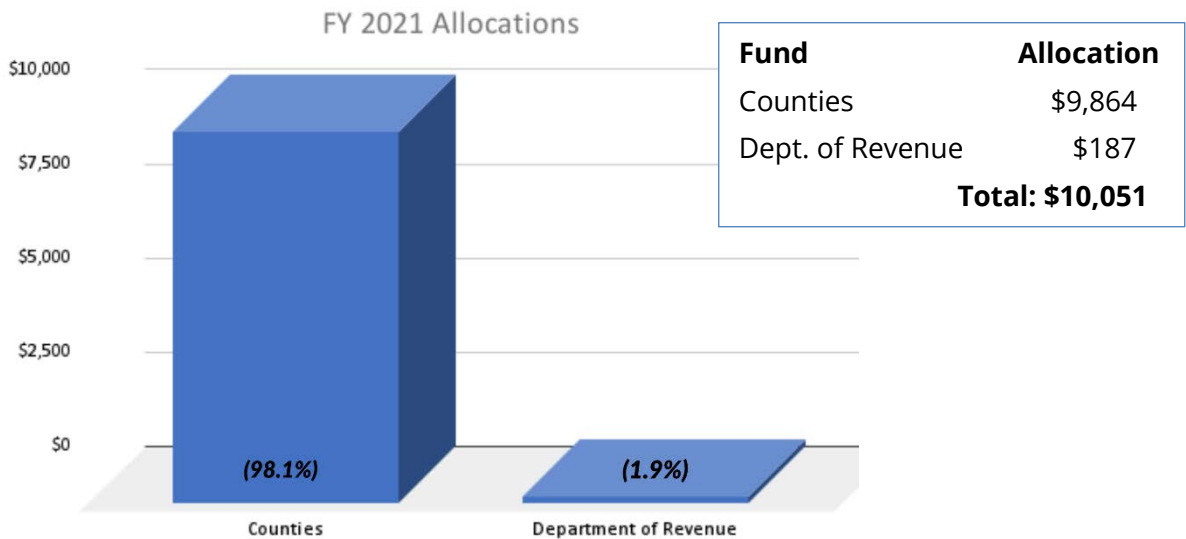


Fund	Allocation
Highway Fund	\$300,241,055
General Fund	\$43,184,894
Plate Beneficiary	\$8,847,701
Art Commission	\$6,458,444
Motorcycle Safety	\$367,524
Total:	\$359,099,619

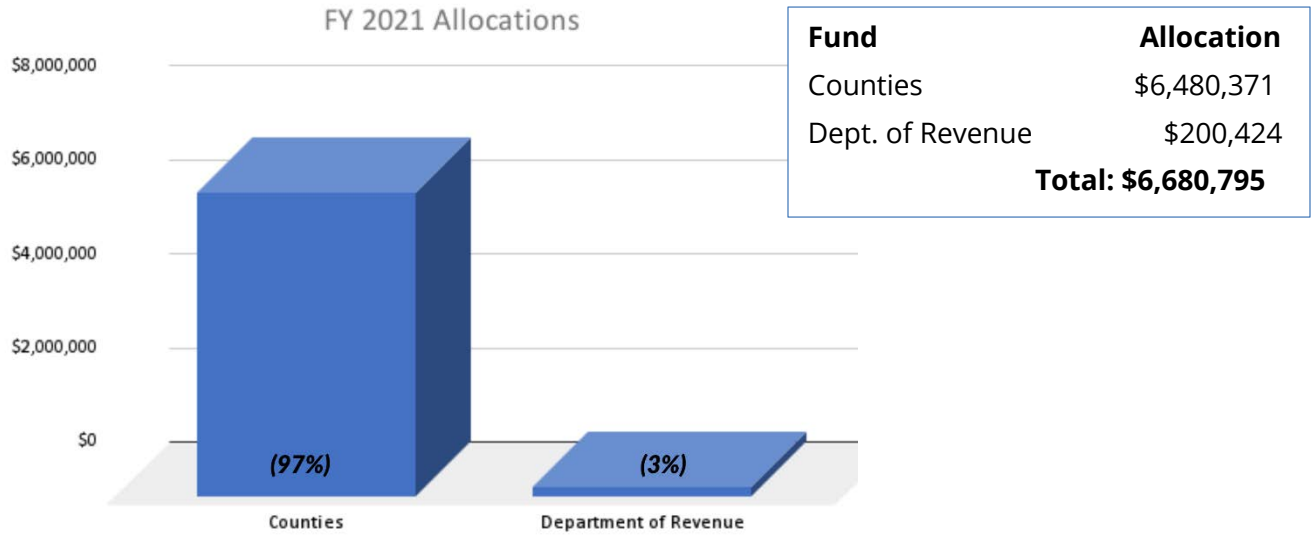
Gas & Oil Severance Tax



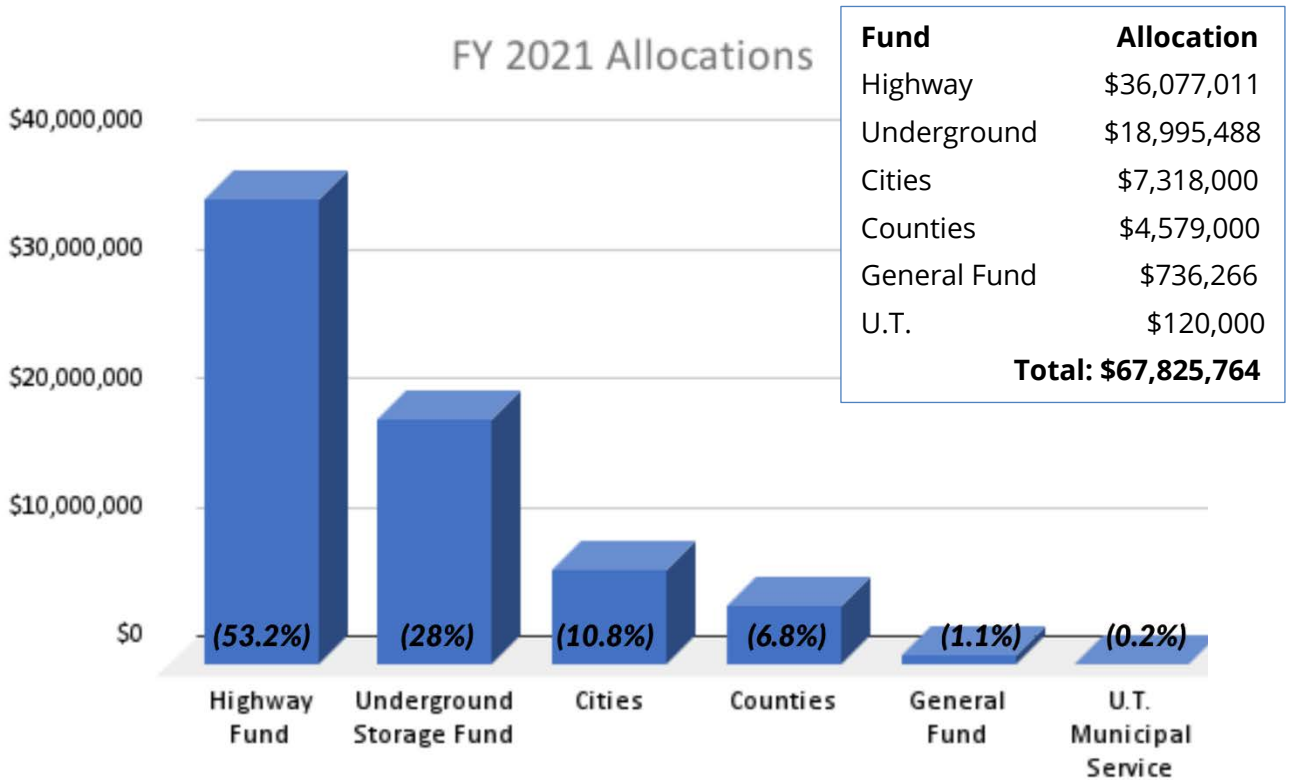
Coal Severance Tax



Mineral Severance Tax

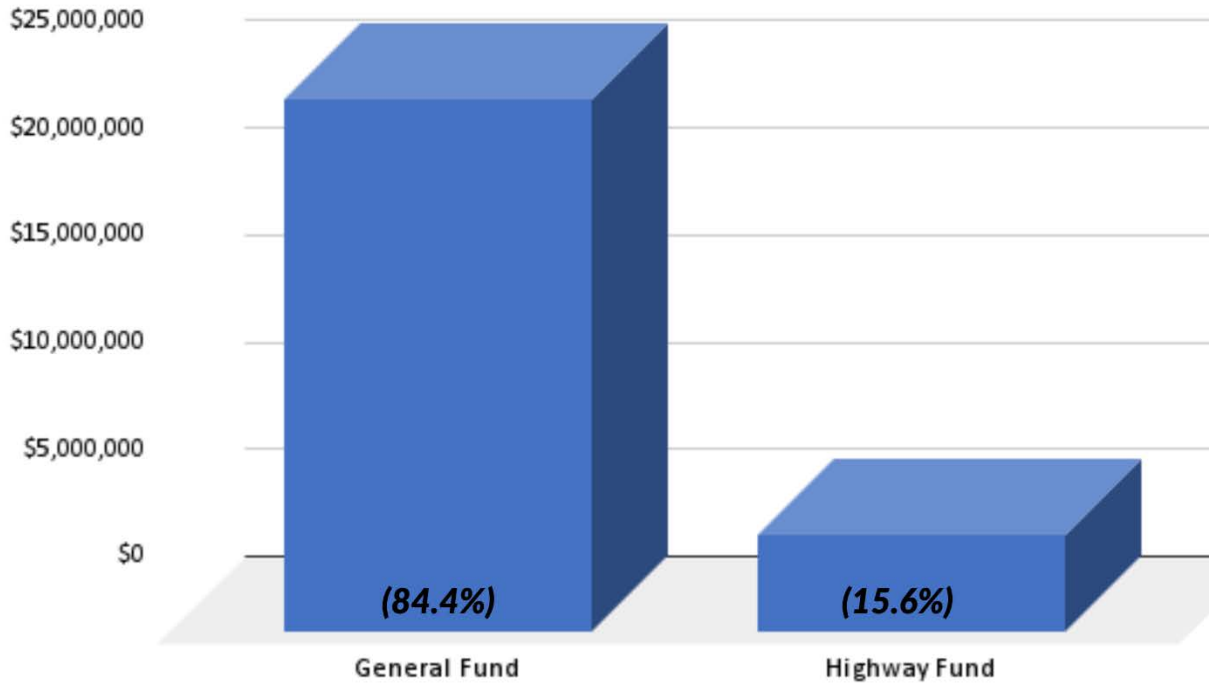


Petroleum Special Tax



Gross Receipts Tax

FY 2021 Allocations



Fund	Allocation
General Fund	\$24,859,294
Highway Fund	\$4,599,526
Total:	\$29,458,820

X. Employee Talent Management and Development

Revenue Leadership Academy

Revenue continued its talent management initiative with a focus on employee engagement and retention, succession planning, and leadership development. The department held its seventh Revenue Leadership Academy (RLA) that ran from July to December of 2020 as part of the talent management initiative. The class was held virtually, which allowed for 48 participants! Their names are listed below.



Revenue Leadership Academy, December 2020 Class

- Gerlisa Allen (Audit, Nashville)
- Jeremy Baker (Audit, Nashville)
- Samantha Beasley (Audit, Nashville)
- Adam Blackwell (Audit, Nashville)
- Heather Bobo (Taxpayer Services, Nashville)
- Tara Burton (Taxpayer Services, Nashville)
- Susan Campbell (Taxpayer Services, Nashville)
- Kelly Cole (Audit, Nashville)
- LaShunda Coleman (Vehicle Services, Nashville)
- Jamie Dickinson (Audit, Bartlett)
- Justin England (Audit, Cookeville)

- **LaWanda Frank (Audit, Nashville)**
- **Teresa Frank (Taxpayer Services, Nashville)**
- **Catrina Fuller-Mayberry (Vehicle Services, Nashville)**
- **Mia Green (Taxpayer Services, Nashville)**
- **Angela Han (Audit, Nashville)**
- **Lissette Harron (Taxpayer Services, Nashville)**
- **Jake Hunter (Taxpayer Services, Nashville)**
- **Shelbie Hurt (Administration- Legal, Nashville)**
- **Kelly Kim (Audit, Glen Ellyn, IL)**
- **Pamela LeBlanc (Taxpayer Services, Nashville)**
- **Theresa McCullough-Lee (Vehicle Services, Nashville)**
- **Andrew McWright (Audit, Nashville)**
- **Aidee Mendoza (Special Investigations, Nashville)**
- **Matt Mower (Audit, Houston, TX)**
- **Dionna Nixon (Vehicle Services, Nashville)**
- **Gregory Novak (Audit, Nashville)**
- **Andria Owens (Taxpayer Services, Nashville)**
- **Lynna Paradiso (Administration- Legal, Nashville)**
- **Porsha Patterson (Vehicle Services, Nashville)**
- **Kristopher Plattsmier (Vehicle Services, Nashville)**
- **Ciya Pratt (Audit, Nashville)**
- **Tanya Ratliff (Audit, Shelbyville)**
- **Matthew H. Reed (Vehicle Services, Nashville)**
- **John Ricketts (Audit, Nashville)**
- **Lesa (Collections Services, Nashville)**
- **Barry Rutstein (Audit, Newport Beach, CA)**
- **Karl Sauter (Taxpayer Services, Nashville)**
- **Laura Seamen (Audit, Nashville)**
- **Tracey Shadix (Administration- Financial Control, Nashville)**
- **Kamila Smith (Taxpayer Services, Nashville)**
- **Kim L. Smith (Audit, Bartlett)**
- **Rebecca Tull (Audit, Jackson)**
- **Raymond Tuschl (Audit, Nashville)**
- **Amy R. Walker (Audit, Bartlett)**
- **Kenya Watson (Human Resources, Nashville)**
- **Angela Williams (Taxpayer Services, Nashville)**
- **Rachel Williams (Audit, Nashville)**

Revenue Participants in Statewide Leadership Programs

In conjunction with the Department of Human Resources, the Department of Revenue offers its employees several opportunities to help cultivate and enhance their leadership skills. These programs also offer candidates the opportunity to network with peers across the department, as well as around state government. Below is a quick overview of some of the available programs, as well as the participants in those programs for fiscal year 2020-2021.

LEAD Tennessee



LEAD Tennessee is a statewide, 12-month development initiative for current managers and supervisors from all branches of government. The program consists of six one-day “summits” of intense, high-impact learning focused on eight leadership core competencies: self-management, mission driven, customer-focused, courage, talent-focused, integrity, innovation, and high-performing. Revenue’s LEAD Tennessee participants for the 2020-2021 fiscal year were:

Elizabeth Garcia (Taxpayer Services, Nashville)



Keith Jeffers (Administration- Special Investigations, Johnson City)



XI. Contact the Department

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