



### **Collecting taxes in times of crisis – Revenue Administration**

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#### **Outline**

#### COVID-19 impact in Revenue Administration

- In several phases and dimensions
- ✓ And it remains critical to government's response

#### • IMF support to cope and respond to COVID-19

- ✓ Analytical Front
- Capacity Development

#### • Revenue Administrations' Responses

- ✓ Tailoring the responses to the phases of the crisis
- Challenges and Priorities Ahead

#### • Final remarks

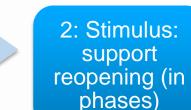
#### **COVID-19 impact on Revenue Administration – Revenue Agencies' operations, taxpayer compliance, and collection**

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- Operations remained 'normal', initial precautionary measures
- Taxpayers continue visits to offices, subject to initial measures
- Tax compliance required in full
- Collection following 'normal' trends

1: Immediate: 'whatever it takes' (lockdown)

- Closure of most offices need for remote work arrangements
- Limited visits of taxpayers need for online tax compliance
- Closure of businesses & tax compliance not required in full (relief measures introduced)
- Collection deteriorated



- Phased reopening of offices
- Phased visits of taxpayers
- Phased tax compliance in full (relief measures phased out)
- Partial recovery of collection

3: Recovery / consolidation

- Fully operational
- Taxpayers come back to tax offices
  - Tax compliance required in full
  - Collection needs to recover in full & beyond

#### **Revenue Administration –** a critical agency to enable government's response to COVID-19 crisis

Safeguard revenue mobilization is always important, more so in a crisis

 Tax finances daily government activities, countries' development agendas, and governments' responses to crisis.

Tax administrations play a critical role

- Strive to be effective, efficient, and continuously improve systems and services so they can collect more revenue in a way which encourages taxpayers to voluntarily comply with their tax obligations.
- Inefficient tax administrations struggle.

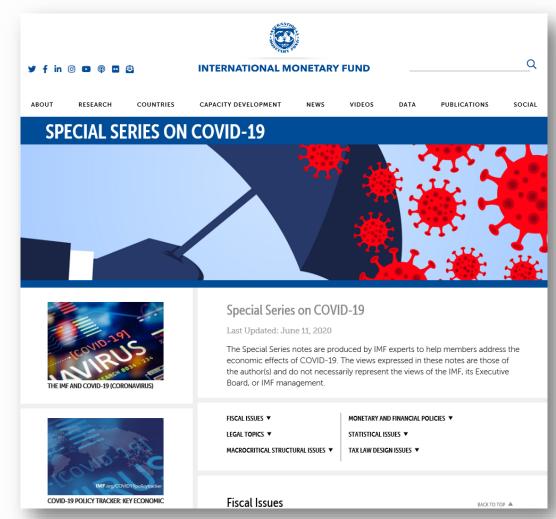
Covid-19 turned revenue administration upside down – administrations needed to ensure business continuity while offices were closed, keep revenue flowing, and support the design and implementation of governments' responses to COVID-19 crisis.

### **IMF support in Revenue Administration – Analytical Front**

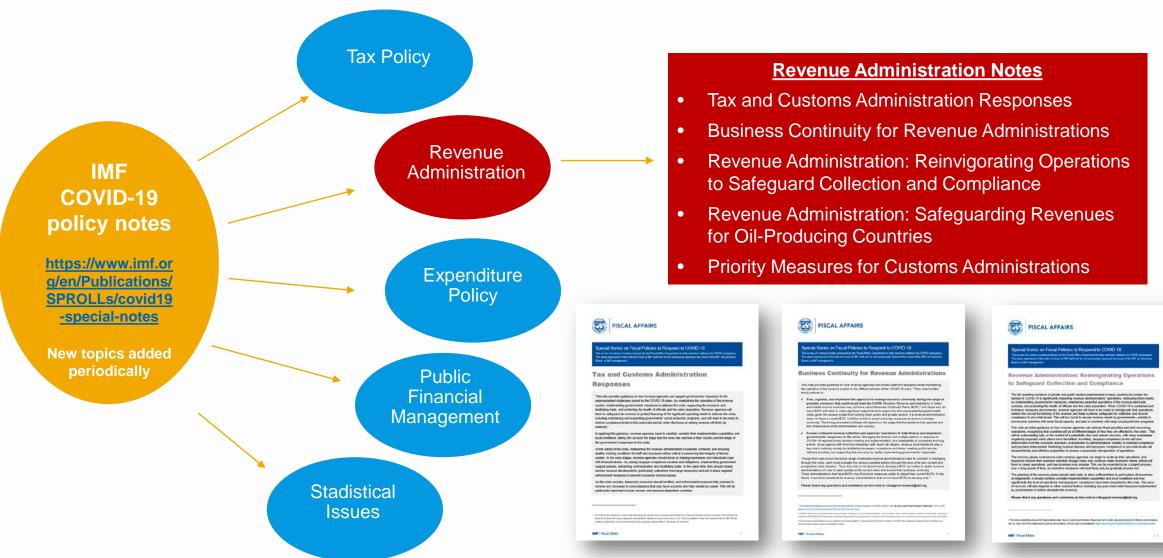
#### IMF Analytical Work adapted quickly: notably in the Fiscal Area –

https://www.imf.org/en/Publications/SPROLLs/covid19-special-notes

 Practical guidance to member countries on crisis-related issues in several IMF CD support areas.



# **Special Series on COVID-19 – Revenue Administration notes**



#### **IMF support in Revenue Administration – Capacity Development**

#### IMF CD also adapted quickly in the Fiscal Area, notably revenue administration

CD plan for FY21 (May20-Apr21) adjusted in modalities and scope—help countries on business continuity, safeguard revenues, and start recovery

- ✓ Quick gathering of country experiences and preparation of technical notes.
- ✓ Shift to remote CD delivery with a diversified set of modalities.
- ✓ Targeted webinars to facilitate networking/dissemination of experiences.
- ✓ Focused on crisis impacts, emergency topics, and Programs conditionality.

## Country focus will be primarily determined by

- ✓ Priority given to countries in urgent needs—notably fragile states.
- Countries' absorptive capacity and commitment to revenue reform.
- ✓ Program requirements, including on governance issues.
- Existence of ongoing m-term projects—with refocusing where necessary.

Regional offices and long-term experts will be leveraged

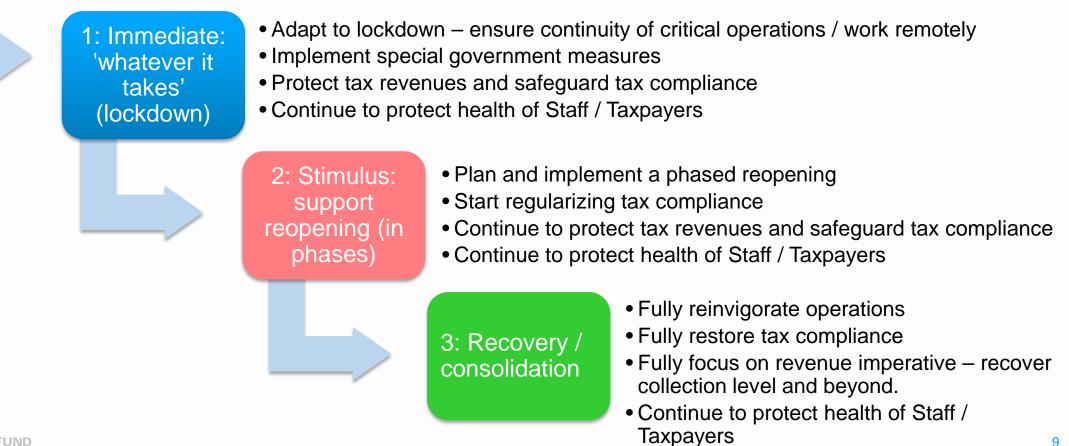
- Regional offices and resident advisors can quickly build on existing relationships and medium-term projects.
- ✓ Workplans can adjust rapidly to changing country demand.

#### Revenue Administration Response to COVID-19 Crisis Challenges and Priorities Ahead

#### **Revenue Administration – Revenue Agencies' response** - a snapshot

#### 0: Initial contagion spread

- Precautionary measures in offices
- Start preparing for increasing contagion
- Help government identify/design possible support measures
- Protect health of Staff / Taxpayers



#### **Revenue Administration response – Initial phase**

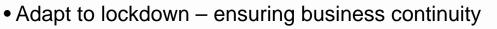
0: Initial contagion spread



- Protect health of Staff / Taxpayers
  - ✓ Establish first social distance measures
  - ✓ Introduce hygiene measures, especially hands
- Plan for scenario of increasing contagion to ensure continuity of operations
- Help government identify/design measures
  - ✓ Easing taxpayer obligations
  - ✓ Disaster relief to citizen and businesses

#### **Revenue Administration response – Lockdown phase**

1: Immediate: 'whatever it takes' (lockdown)



- ✓ Establish a senior crisis management team (CMT).
- ✓ Implement business continuity operations (activate BC Plan, when available).
- Implement remote work policies, procedures, technologies e.g. redeploy staff to call centers, substitute field audits by "desk" audits, extend hours of IT support.
- ✓ Where face-to-face contact is necessary, implement personal safety measures limit non-essential services, introduce appointments, arrange shifts, adapt offices.
- Enhance communication and taxpayer assistance expand/promote online tax services, special covid-19 website and hotline, mass emails and SMSs.
- Implement special government measures
  - ✓ Publicize the new tax measures to taxpayers and timely implement them.
  - Quickly disseminate the new tax measures within the agency and promptly train tax officers in how to apply them.
- Safeguard tax compliance and collection
  - ✓ Redirect enforcement to emerging risks and industries with boom in business.
  - ✓ Intensify monitoring of the largest taxpayers.
  - ✓ Gather and analyze data to assess the impacts on tax types, taxpayers, revenue.

#### **Revenue Administration response – Reopening phase**

2: Stimulus: support reopening (in phases)

- Adopt a phased reopening start reinvigorating operations
  - ✓ Set up a Recovery Coordination Team RCT could be an extension of CMT.
  - Complete development/start implementation of a Recovery Plan specific plans for each organizational units.
  - Maintain enhanced communication and taxpayer assistance notably during phased reopening.
- Continue to implement special government measures
  - ✓ New measures and monitoring of previous measures.
- Protect tax revenues and safeguard tax compliance
  - Continue to support taxpayers meet their obligations.
  - ✓ Maintain tight monitoring/control of compliance in key sectors.
  - ✓ Develop a post-crisis revenue collection action plan (RCAP).

#### **Revenue Administration response – Recovering phase – Challenges and Priorities ahead**

3: Recovery / consolidation

- Several Challenges: (to be addressed)
  - ✓ Restrictions on availability of staff at least initially.
  - ✓ Taxpayers still recovering from the economic downturn.
  - ✓ New compliance risks to be identified and considered.
  - Phasing out temporary government relief measures' impact.
  - ✓ Addressing backlogs.
- And the big challenge: Revenue Imperative looking ahead.

#### **Revenue Administration response – Recovering phase – Resuming Operations**

Communicate filing obligations in a timely fashion, after these obligations were suspended or not

Table 1. Recovery Measures for Revenue Administration Core Business Processes

Reinforce standard customs declaration requirements.

Core Business Process Measures

enforced.

### 3: Recovery / consolidation

Tax Return Filing. Customs Deolaration, and Payment	<ul> <li>Develop and expand online processes for filing and payment, as needed, to reduce face-to-face contact and improve efficiency.</li> </ul>
	<ul> <li>Deploy strategies in line with the RCAP priorities, oriented to the different types of behavior of non- filing or non-payment. For example:</li> </ul>
	<ul> <li>Use mass emails, continue to engage with taxpayers, reminding them of their filing and payment obligations; make phone calls to important cases; and use visits in more complex cases.</li> <li>When considering continuing deferral of payments, target relief measures to specific industries and businesses most affected by the crisis, while continuing a more case-based approach to other businesses, to balance workload and administrative burden on the taxpayer with the potential impact that such measures have on the revenue collection.</li> </ul>
	<ul> <li>Set out a policy for installment plan requests, adopting a generic approach for smaller debts, focusing attention on the larger debts.</li> </ul>
	Ensure early detection of new arrears and prompt follow-up.
	Leverage the call center to place outgoing debt collection calls.
	<ul> <li>Assign high priority to recover arrears involving large and new debt cases, with a specific focus on withholding taxes (where taxpayers have collected revenue and are holding it "in trust").</li> </ul>
	Temporarily assign staff from other organizational units where necessary and appropriate.     Only follow-up on debt cases with a prospect of recovery, prioritizing the largest debts and write-off arrears deemed irrecoverable.
Compliance Enforcement	
	<ul> <li>Re-run the taxpayer segmentation models (or for administrations that have not used them, develop and apply them), as risk profiles may have significantly changed.</li> </ul>
<ul> <li>Risk analysis and assessment</li> </ul>	<ul> <li>Identify new risks (particularly any that relate to the relief measures) and adjust risk models and treatment strategies, also addressing risks of potential fraudulent use of relief measures.</li> </ul>
	<ul> <li>Include entitlement of importers and exporters to additional trade facilitation measures, using the HS code, in the risk assessment process, to help target verification and audit activities.</li> </ul>
	<ul> <li>Identify new sources of information that may be needed for cross-checking processes (e.g. bankruptcy cases, relief subsidies). For Customs, this could include information of land and sea carriers, or port authorities.</li> </ul>
<ul> <li>Management of large taxpayers (including large traders)</li> </ul>	Shift the focus of the large taxpayer audit program toward industries most affected by the crisis (losers' and 'winners').
	<ul> <li>Where a Large Taxpayer Office (LTO) is not in place, consider setting up a central team to deal with largest taxpayers,</li> </ul>
	Strengthen cooperative engagement with large taxpayers to monitor progress in restoring business operations and revenue flows.
	Continue or expand assignment of additional staff to LTO so that priority initiatives can be actioned.
	<ul> <li>Consider streamlining desk-based queries and audits and field audit visits to focus on single compliance issues, to maintain visibility in enforcement activities</li> </ul>
<ul> <li>Audit program</li> </ul>	Ensure withholding tax mechanisms are restored as soon as possible.     Preserve pre-refund audits only for high-risk claims.
	Set up a post-clearance compliance audit plan for Customs to focus on the risks of abuse of benefits     provided during emergency.
	<ul> <li>Actively communicate the administration's commitment to helping taxpayers meet their tax obligations as they restore their businesses (e.g. via letters, newspapers, social media).</li> </ul>
	Consider messages on discouraging fraudulent relief claims where appropriate.
Taxpayer Communication and Services	<ul> <li>Inform taxpayers on the phasing out of any relief measures.</li> </ul>
	<ul> <li>Give specific attention to registration and deregistration of businesses, as the crisis may lead to a high number of businesses closures and new startups.</li> </ul>
	<ul> <li>Ensure capacity is in place to respond to questions from taxpayers (call center, social media), extend service hours as needed.</li> </ul>
	<ul> <li>Encourage use of online services, as face-to-face services may remain restricted for a longer period. Consider adopting an appointment-only approach.</li> </ul>
Engaging taxpayers, traders and their agents	<ul> <li>Have frequent meetings with representative bodies of taxpayers, traders and (tax) agents to inform them of response strategies and seek feedback.</li> </ul>

#### Focus on restoring fully core operations:

- ✓ Tax return filing and payment
- Compliance enforcement (risk analysis, management of large taxpayers, and audit)
- Taxpayer communication and services
- ✓ Engaging taxpayers

#### Focus on:

- ✓ Industries that were not significantly impacted
- Identify key revenue streams and work with taxpayers to ensure they remain up to date
- Prioritize risk approach Industry-based or taxpayer size (i.e. large taxpayers)
- Focus on taxes where frequent remittances are required (VAT/GST, PAYE)
- ✓ Make it easier for taxpayers to comply
- Use a tailored approach to managing arrears (and returns)

Detailed discussion on IMF Special Series on CoVID-19 Note: Revenue Administration – Reinvigorating Operation to Safeguard Collection and Compliance.

#### **Revenue Administration response – Recovering phase – Pay attention to key areas**

## 3: Recovery / consolidation

Table 2. Reco	Measures
Support Process	Measures
Human Resource Management	<ul> <li>Continue to assess health, safety, and welfare risks of employees and taxpayers, seek expert medical advice and implement response measures, as needed.</li> </ul>
	<ul> <li>Monitor staff availability, identify gaps in workforce and facilitate temporary re-assignment (or hiring) of employees to priority tasks in the post-crisis period.</li> </ul>
	<ul> <li>Continue to support increased working from home (WFH) arrangements, e.g. for acquiring necessary equipment and flexible working hours arrangements.</li> </ul>
	<ul> <li>Arrange for overtime or shift arrangements (or extend WFH) as needed, but also create some relief for staff that has had extra workloads during the crisis.</li> </ul>
	<ul> <li>Ensure funding for additional costs related to specific arrangements.</li> </ul>
	<ul> <li>Reassess staffing needs based on new taxpayer risks and begin recruitment or reassignment of staff.</li> </ul>
Information and Communication Technology	Ensure that relevant ICT systems changes are made when relief and stimulus measures are introduced or expire.
	<ul> <li>Improve internal service delivery for employees to support increased level of remote working arrangements.</li> </ul>
	<ul> <li>Estimate if ICT system capacity needs to be increased to accommodate increased demand after the crisis period.</li> </ul>
	<ul> <li>Stress test ICT security arrangements (including firewalls) to ensure protection of data from vulnerability, particularly if temporary IT changes were made to facilitate remote access for staff and/or taxpayers.</li> </ul>

Manage well: :

- HR to ensure staff preparedness to respond to crisis and provide for flexibility of workforce.
- ICT to support increased demands for policy changes, remote working and improved e-services for taxpayers.

Detailed discussion on IMF Special Series on COVID-19 Note: Revenue Administration – Reinvigorating Operation to Safeguard Collection and Compliance.

# **Revenue Administration response – Reinvigorate medium-term reforms**

3: Recovery / consolidation

#### The Revenue Imperative will require building more effective tax systems

- Government Revenue will be much needed to support the recovery and development agendas, notably in Low/Middle income countries.
  - $\checkmark$  A revenue level change  $\rightarrow$  several points in tax-to-GDP ratios
- Sound tax system reforms with a holistic approach will be a key anchor of Governments' Revenue Strategies.
  - ✓ Well designed tax policy framework that promotes economic development.
  - Effective revenue administrations with sufficient autonomy to apply modern management practices.
  - A transparent and robust legal framework with appropriate and balanced powers to the revenue administrations vis-à-vis taxpayers rights
- Inclusive and broad national consensus in countries around these strategies will be a key success factor.
- The MTRS approach tax system reforms can be a key enabler to guide this Revenue Imperative effort.

### **Final remarks**

In uncertain times... revenue administration change is certain



- Use the lessons to help
  - ✓ maintain business continuity
  - ✓ design new processes and services
  - ✓ prepare for a second wave
  - ✓ address new revenue and organizational risks
  - position the tax administration and government for future revenue reforms
- While tax administrations are restoring compliance and recovering revenues, important to identify new risks (corporate and compliance)
- And support a government's coherent revenue strategy and consider the MTRS approach to help reinvigorate revenues

## **Thanks for your Attention**