E-Revenue Generation and Local Government Development in Nigeria: Empirical Evidence from Nasarawa State

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Abstract

Local governments are faced with various challenges to source adequate funds for development drives and as such, E-Revenue generation has been introduced to boost internally Generated Revenue in Karu Local Government Council (LGC). This study investigated the impact of E- Revenue Internally Generated on the actual revenue collected by Local Government in Nasarawa State and to analyze the extent to which E-Revenue generation is linked tothe development of the selected local Government. Two Research questions and Two Hypotheses were formulated for the study. The study period covered six (6) years and three (3) quarters, spanning from the first quarter of 2013 to the fourth quarter of 2019. the period for pre E- Generation covered thirteen (13) quarters, spanning from the first quarter of 2013 to the third of 2016 while the period for post E-Revenue Generated covered thirteen (13) quarters, spanning from the second quarter of 2016 to the second quarter of 2019.The data analysis was carried out using Trend analysis and simple least square regression method (SPSS version 17) were adopted for the study. Karu Local Government Council was purposefully selected for the study. Secondary data from the financial statement of the Council for the stated period were sourced from the office of the Auditor General for Local Government. The t-statistics analysis was employed in testing the hypotheses. Findings of the study that E-Revenue Generation has a positive significant effect on actual revenue collected in the Council and secondly that there is a significant relationship between revenue generated and developmental effort of the Local government. The study concluded that Tax revenue and Non Tax revenue electronically generated are vital ingredients in improving the development drives of councils in Nasarawa State. Some recommendations were therefore offered in this regard.

Keywords: Local Governments, Development, E-revenue Generation, Council.

INTRODUCTION

The Nigerian nation in the Sixties was made up of the central Government and constituent regional Governments. One of these regions as it then was could be compared to the present day ten or more states, put together. The wide geographical spread of the regions greatly impaired the effectiveness and efficiency of governance at the Local Area. There existed a large communication gap between the rural dwellers and the regional Government, existence of thick bureaucratic bottlenecks that militated against the development of the rural communities as well as an ineffective representation of the rural communities at the regional governments to mention but a few (Andrew, 1982). These challenges triggered the creation of states out of the Regions in the late 1960s. The states became the federating units of the federation, with smaller units called the Local Government Councils. The Local Government Councils were created in response to the yearnings of the people (particularly the rural dwellers), and also the need and burning desire by Government to get closer to the governed, with a view to delivering the dividends of good governance. According to Edogbanya et al (2013) the principal aims of creating Local government Councils in Nigeria include; to serve as the third tier of government through which appropriate services and developments are made in response to the wishes of local community through their representatives. The local government is equally to serve as an intermediary between government at the center and local communities.To mobilize and utilize both human and material resources by engaging the people at the local level in the government activities and to facilitate the exercise of democratic self – government closer to the grass root of the society and to exchange initiative and leadership potential

In recent times, with the advent of technologically driven information system and the proliferation of social media, the electorates and indeed the general public have become more politically and socially aware of the workings and responsibilities of the local Government system towards her citizens. To this

end, there has been an increased demand for accountability and stewardship by the electorates. Suppliers and contractors demand performance profiles to ascertain the liquidity and other financial measures, so as to assure themselves, of the capability of Government to meet their contractual and financial obligations. Often times also, the Government will indulge in borrowing from commercial and other financial institutions. These institutions as a practice would retrospectively dig into Government‟s performance with a view to projecting their future financial capacity before granting any facility. Electronic revenue collection in developing countries has gained increased prominence. According to Cobham (2010) the electronic tax system was introduced globally about 30 years ago. It started in 1986 as a little computer test program in which only five tax payers from Cincinnati, Raleigh Durham, and Phoenix agreed to participate. Since then, electronic tax system has become a common channel, serving various tax payers across the global yearly. Wasao, (2014) describes electronic tax system is an online system or channel where taxpayers are able to have access or permit to the platform through the use of internet, in other to have access to all the services provided by the tax authority such as the registration for a tax identification number, electronic tax filing of tax returns, the Electronic taxation system that was introduced in Nigeria in the year 2013 by the Federal Inland Revenue service (FIRS).

FIRS for instance is one of the financial and tax authorities in the world that conducts this Electronic tax payment system through the Business Process Improvement (BPI) and increases scope of electronic interface with various taxpayers so as to increase the efficiency and effectiveness of staff and services .According to Crede (2008) governments world-wide, have invested highly in electronic systems for the past two decades. Harold (2011) wrote that revenue collection system is the hub of every public administration system and the cornerstone of sound fiscal management.The researcher argued that there is a need to look into the structural and operational frameworks governing the national revenue authority, increase treasury control system of all revenue sources, increase legislative overview and credibility. Karu Local Government Council (LGC) is one of the thirteen LGCs in Nasarawa State created by law in 1992.Karu LGClike any other LGC in Nasarawa State and Nigeria at large is confronted with paucity funds to carry out its core mandate. Dwindling revenue from Federal Allocations, the Council allocated funds continue to decline on monthly basis where is cannot pay full salaries to staff, talk more of provisions of basic social amenities to the people. This has led to deployment of innovative approaches by the application of Information and Communication Technology (ICT) in the entire process chain of Internally Generated Revenue (IGR) in Karu LGC.

An empirical study carried out by Ehule, O (2015) on the impact of internally generated revenue on the performance of a public sector, reveals that permits and rates have significant positive impact on performance. Edogbonya, D (2013) studied the impact of revenue generation on government developmental efforts. The study found out that internally generated revenue has positive relationship on government capital projects. The relationship between tax revenues and economic growth vis-à-vis performance has been extensively studied at the federal and state levels with empirical study on non tax revenuesOjo L (2014). Again, the few studies carried out on internal revenues and performance at the Local Government levels are centered on the relationship between tax revenues and performance by Musa D.(2016), again a study was out studies on non tax revenues which are equally an important aspect of internal revenue. empirical study on performance have dealt with payment of salaries and allowances of employees, which are considered as implied responsibilities to governments as prescribed by the 1999 constitution, (Ironkwe, U. 2016). There are no much studies on the link between E-Revenue Generation and the development of Local Government. The study therefore intends to harp in on the observed gap with a view to bridging it.

LITERATURE REVIEW

Concept of Taxation

Taxation like most topics or subject matter in management sciences is difficult to give a universal definition acceptable to everyone. Despite this fact however, some literature on taxation have attempted

to define it in such a way that it will at least give insight or a general picture of what it is all about. The international Encyclopedia of social sciences defines taxation as "A general concept or device used by government to extract money or other valuable things from people and organization by the use of law. Attamah (2004) Defined tax as a compulsory levy imposed on individuals and organizations by government. He concluded that tax is a good source of revenue to government, thereby bring about economic growth Udabah (2002) sees tax as a levy necessary to meet the cost of services and infrastructural development desired by the community which should be provided by the government. Primarily, he argued that taxation was initially introduced to raise revenue to meet government expenditure. From the definitions above among several of its kind, it could clearly be seen that taxation is therefore, one among other means of revenue generation of any government to meet the desires of the citizens. The purpose of taxation as stated by the French law is for the provision of the armed forces and administrative expenditures. Miller and Oats (2006) maintain "taxation is required to finance public expenditure. However, there are other sources of revenue generation for government these include but not limited to Fines and Charges, Foreign aides and grants, Loans etc.

E-Taxation

E-taxation is the process of collection and administration of tax procedure through an electronic medium. According to Che-Azmi and Kamarulzaman (2014) E-tax payment system is one of the ways through which governments globally make use of information and communication technologies to enhance the provision of public services and the circulation of public administration information to the society. Wasao (2014) describes electronic tax system as an online system or channel where taxpayers are able to have access or permit to the platform through the use of internet, in other to have access to all the services provided by the tax authority such as the registration for a tax identification number, electronic tax filing of tax returns. E-tax payment system was introduced in 1986 in the U.S.A. In Australia electronic tax payment was introduced in 1987. In 1993, Canada started the usage of electronic tax payment other developed countries of the world such as Malaysia and Netherlands introduced electronic payment of tax to their taxpayers in 2009. In Africa, Uganda introduced electronic tax payment system in 2009, while Egypt started in March 2013, so as to maintain a close proximity with the international trades towards automated payments systems, for e-government.

In Karu LGC E-Revenue payment system was introduced in 2015 in conjunction with an ICT firm (Byteworks Technology Solution Ltd) and Interswitch respectively.According to Okunowo, (2015). Electronic tax payment was introduced so as to increase revenue Generation and for easy accessibility as tax payers are able to pay taxes from different locations and at various time. Karu LGC has built a data base and platform where taxpayers data are housed, Harmonized Demand Notice are generated, payment are received and monitored as well generation of receipts. The main aim is to increase revenue generation as leakages are blocked and all revenue payment aremade strictly via the platform from any bank of choice by taxpayers. In the authority of Abdulrazaq (2015) Elements of Electronic Tax Payment systems in Nigeria are:

i. Taxpayers in Karu LGC can pay the following taxes online, e.g. Harmonized Demand Notice (HDN) for Sanitation Levy, Business Permit, Advert Display Permit, Liquor License, RSTV are computed, generated and pay online via the platform call Karu Local government Internal Central Revenue System (KICKS).

ii. More so, tax payers can pay their taxes directly from their various banks account and this is achieved by Karu LGC in conjunction with Interswitch.

iii. Tax receipts and certificates can now be easily applied for and processed online without having to visit the office of the tax authority

iv. All business both formal and informal as well as properties are enumerated and issued with Karu Local government Number (KLIN) and Property Identification (PID) thereby making the process of documentation, retrieval and classification easy

v. Electronic exchange of information between tax payers and Karu LGC Revenue Official.

vi. Charging of fines and fees for lateness:
The online system automatically calculates and updates the default list for enforcement of defaulters of revenue payment.

Empirical Literature

Lai (2008) examined the effect of e-filling on revenue generation in Malaysia; it revealed the extent to which tax revenue generation has contributed towards the economy's revenue and Gross Domestic Product and also the effect of tax evasion and tax avoidance on revenue generation in Malaysia. The study employed both primary and secondary sources of data. Using a survey research design, both descriptive and regression analysis were carried out on the data. Findings from the study revealed that taxation has a significant contribution on revenue generation, taxation has a significant contribution on Gross Domestic Product (GDP) and tax evasion and tax avoidance have a significant effect on revenue generation in Malaysia. Amabali (2009) studied the antecedents of paperless income tax filing by young professionals in India using Regression analysis. The antecedents of young Indian professionals depended on the perceived ease of the tax system, personal innovativeness in information technology, relative advantage, performance of filing service, and compatibility. Pippin and Tosun (2014) examined electronic tax filing in the United State of America. The study summarizes and analyses the demographic, socio-economic, and geographic factors affecting electronic tax filing (e-filing) in the United States for the years 1999, and 2004–2007 and the growth in e-filing between 1999 and 2007. Secondary data sourced from the IRS Statistics of Income ("SOI") Division and additional demographic and geographic information from the Bureau of Economic Analysis (BEA), the Bureau of Labor Statistics (BLS) and the census bureau were used; Analyses was carried out using regression, the rates of e-filling are noticed to be lower in rural communities with low population and with a lower share of females, Surprisingly, educational attainment is negatively correlated with e-filing rate and growth in e-filing.

Nasir (2015) examined implementing electronic tax fillings and payments in Malaysia; the main objective was to point out the benefits of maintaining a good e-tax system as opposed to a manual system. The study made use of secondary data from Malaysian Inland Revenue report from 2004 to 2011 using trend analysis to highlight the increase in tax returns since the adoption of an e-tax system in 2004. For the first two years, the number of taxpayers using the e –filling system remained far below expectation at about 5% and the tax authorities were still tackling the challenges posed by the new system such as timely and costly adaptation of the system, uncertainty and security problems, lack of technological exposure in the country etc. all of which had little or no impact on tax returns. 2006 to 2011 brought an increase in the users of the system from the disappointing 4% to an Encouraging 34% and37% in 2012,over the same period tax returns increased from 14.5% of 52GDP to 15.3%. It also showed how compliance was increased and fewer hours used in collecting taxes. The conclusion of the study was that Electronic systems for filling and paying taxes, if implemented well and used by most taxpayers, benefit both tax payer and tax authorities and guarantees a better standard of living for all citizens.

Allahverd, Alagoz and Ortakapoz (2017) examined the effect of e-taxation system on tax revenue and cost in Turkey, the study used secondary data gotten from the Turkish revenue authority, the data were examined in two groups which are pre-electronic tax period of 1993-2004 and post-electronic tax period of 2005-2016. Mann-Whitney U Test was used to analyze the data. The research also provided information on the electronic transformation of the tax system and the Turkish Tax System. According to the empirical result of the research, the transition to the electronic tax system positively affected the tax revenues and reduced the cost per tax. Barati and Bakhshayesh (2015) examined electronic tax system and the challenges facing kermansah province tax payers in Iran. The researcher made used of primary data gotten from questionnaires administered to resident of kermansah province, analyses were carried out using Spearman correlation coefficient, variance analysis, superiority indexes, the agent exploring analysis, structural equations model, in which high sensitivity is used to check their compliance and review. Results show that: technical and infrastructural variables(95/0), social influence(90/0), the expected effort (51/0), legal issues(40/0), expected performance(32/0), information access (18/0) and

perceived risk(11/0) are factors of importance and more influence on the affecting factors for the adoption of electronic tax, respectively.

Theoretical Discussion

Technology Acceptance Model (TAM)

This theory was propounded by Fred Davis in 1989, the theory was later modified by Venkatesh and Bala, (2008). Its states that an individual intention towards using a new system is determined by perceived usefulness, and perceived ease of use (PEOU), the degree to which the user expects the target system to be free of effort and more so help to increase the degree of efficiency and effectiveness of performance. Accordingly the perceived ease of use also has a direct effect on predicting usage. TAM models are very useful within and across organizations setup for accessing the applications or technologies, or to make comparisons between user groups or applications. However, the limitation of TAM is when it is used outside of the work place Perceived usefulness (PU) – This refers to the extent to which an individual believes that using a specific system would enhance and improve job performance Perceived ease of use (PEOU) –This refers to the extent to which an individual believes that by using a specific system would be easy to use and free from using a lot of pressure or effort (Davis, 1989).

Theory of Innovation Translation

Theory of Innovation Translation was developed by Arthur Tatnall in 1990. It is an alternative view of theory of innovation diffusion, it is a theory of innovation in which instead of using an innovation in the form it is agreed upon or proposed, potential adopters translate into a form that suits their needs that is the potential users of the innovation decides to modify the innovation in a way that best fit its current system and not adopting the innovation the exact way it was proposed. In the case of this study the innovation at hand is E-Revenue Generation, while the actor is the Karu LGC, it is expected that Karu LGC adopt E-Revenue generation in Nasarawa State not in the way it was adopted in other nations of the world rather it should be adopted in a way that suit the level of economic and technological development in the Council.

METHODOLOGY

The study examined the links and connection between Electronic Revenue Generation and the actual revenue generation in the development of Local Government in Nasarawa State, Nigeria.The study adopted the ex-post facto design or causal comparative design. The population for the study consists of all the thirteen Local Government Councils in Nasarawa State as contained in part 1 of the first schedule of the constitution of the Federal Republic of Nigeria 1999 as amended. Secondary data were utilized for this work and sourced from the financial statement of the Council for the stated period were sourced from the office of the Nasarawa State Auditor General for Local Government. The data sourced were revenue paid to Karu LGC in form of Levies, Permits, License and Fine. The study period covered six (6) years and three (3) quarters, spanning from the first quarter of 2013 to the fourth quarter of 2019. The period for pre E- Generation covered thirteen (13) quarters, spanning from the first quarter of 2013 to the third of 2016 while the period for post E-Revenue Generated covered thirteen (13) quarters, spanning from the second quarter of 2016 to the second quarter of 2019.

The data analysis was carried out using Trend analysis and simple least square regression method (spss version17) were adopted for the study. Karu Local Government Council was purposefully selected for the study. Secondary data from the financial statement of the Council for the stated period were sourced from the office of the Auditor General for Local Government. The t-statistics analysis was employed in testing the hypotheses .In view of the research design, paired sample t-test otherwise known as Pre-Post Test was used as the data analysis technique. The appropriateness of this method can be justified from the fact that each variable was grouped into two observations (before E-Revenue Generation adoption and after E-Revenue Generation adoption). The predictor variable for this study is E-Revenue Generation and measured by the actual amounts of tax revenues and non-tax revenues generated by the council. The

criterion variable for the study is development of Local Government Council and measured by the movements in actual expenditure on road maintenance, staff salaries/wages, construction/renovation of Primary Health Care Centers/Primary Schools, drilling of Boreholes, etc by Karu LGC within the perions under investigation.

RESULT AND DISCUSSION

Table was used to present the data while the analysis was carried out using line and symbol graph, descriptive statistics of mean and standard deviation, paired sampled t-test. All these were achieved through E-view 9 and SPSS version 20.

Trend Analysis of the Variables

Trend Analysis of Actual Internal Revenue Generated Before the Advent of E-Revenue in Karu LGC

Table 1: Revenue generated from the Formal Sector, Tenement and Informal Sector in Karu LGC befor adoption of E-Revenue Generation

Periods	**Formal Sector**	**Tenement**	**Informal Sector**
Pre-E-Revenue	**₦**	**₦**	**₦**
Q1-2013	116, 507.4	175.8575	0.5878
Q2-2013	289, 081. 3	178.9823	2.7694
Q3-2013	2544492	170.6901	4.1601
Q4-2013	156.4812	185.0252	1.3993
Q1-2014	154.2939	192.1964	0.1667
Q2-2014	400.6694	180.6144	16.7834
Q3-2014	240.7724	207.0707	0.1395
Q4-2014	167.8149	222.802	2.5663
Q1-2015	174.1639	212.3853	0.7838
Q2-2015	556.2703	197.2551	0.2904
Q3-2015	273.129	211.3232	1.5191
Q4-2015	176.8439	201.2417	0.0565
Q1-2016	160.9244	193.3893	0.2486

Periods	**Informal Sector**	**Tenement**	**Informal Sector**
Post-E-Revenue	**₦**	**₦**	**₦**
Q2-2016	501.6561	64.9922	10.2796
Q3-2016	65.2876	56.399	0.2634
Q4-2016	265.3192	183.4499	0.2995
Q1-2017	166.0176	198.7343	0.228
Q2-2017	305.3955	197.7765	72.5931
Q3-2017	297.3369	207.214	24.1888
Q4-2017	164.7873	224.474	2.3935
Q1-2018	152.4191	221.3805	0.1106
Q2-2018	364.2424	246.3033	0.8258
Q3-2018	384.9345	250.5607	1.8449
Q4-2018	313.4608	254.1039	0.399
Q1-2019	203.6832	269.7938	0.318
Q2-2019	471.5832	266.7317	6.1663

Source: *Office of the Auditor General for Local Government, Nasarawa State Quarterly Report from 2013 to 2019.*

From the table above, the trend analysis of Informal Sector revenue before the advent of E-Revenue from 2013 to 2016 is presented. Overview of the trend showed that Informal Sector revenue trended up from the first quarter of 2013 to the third quarter before it declined from the last quarter of 2013 to the first quarter of 2014. It rose sharply in the second quarter of 2014, declined greatly in the third quarter before it rose again in the fourth quarter of 2014. In the same vein, from the first quarter of 2015 to the first quarter of 2016, Informal Sector revenue trended downward. The analysis further revealed a zigzag trend of Tenement revenue from the first quarter of 2013 to the second quarter of 2014, before a sudden sharp upward trend from the third quarter of 2014 to the fourth quarter of the same years. The outcome also showed a zigzag trend of Tenement revenue from the first quarter of 2014 to the first quarter of 2016. The table also revealed that there was an upward trend of company Informal Sector revenue from the base period, the first quarter of 2013, a downward trend from the second quarter to the first quarter 2014 before it rose sharply in the second quarter of 2014 and trended downward to the last quarter of 2014. It rose gently from the first quarter of 2015, before it trended up sharply from the second quarter of 2015 and decline greatly from the third quarter of the same year to the first quarter of 2016.

A cursory look at the trend analysis reveals that there was a sharp increase in the second and third quarters of 2016 in formal sector revenue after the introduction of E-Revenue generation, a sharp decrease in the fourth quarter before it maintained a parallel trend from the last quarter of 2016 to the first quarter of 2018. Averagely, it rose from the second quarter of 2018 to the third quarter before it trended downward to the first quarter of 2019 and finally rose in the second of the same year. The trend analysis revealed that Tenement revenue from the second quarter to the third quarter of 2016 trended downwards slightly, before it rose sharply from the fourth quarter of the same year to the second quarter of 2019. This reveals the efficiency of e-taxation in the generation of tenement revenue. This drastic increase could also be attributed to adoption of E-Revenue generation system. Lastly, the table reveals the trend analysis of informal sector revenue after the introduction of E-Revenue generation. Obviously, it could be clearly seen that informal sector revenue has maintained an unstable trend on the rise in karu LGC from the second quarter of 2016 to the second quarter of 2019.

Table 2. Summary of Projects executed before E-Revenue Generation period

S/N	Projects	Before E-revenue		After E-Revenue	
		No.	Period	No	Period
1	Street/Road Construction	-	1st Qtr. 2013-1stQtr. 2016	5	2nd Qtr. 2016-1st. 2019
Q	PHCN	-	,,	12	,,
3	Blocks of Class room newly constructed and renovated.	-	,,	15	,,
4	School Desks	-	,,	700	,,
5	Drilled Motorized Boreholes	-	,,	17	,,
6	Public Toilet newly built	-	,,	32	,,
7	Reconstruction and expansion of office accommodation	-	,,	4	,,
8	Purchase Transformer	-	,,	7	,,
9	Constructions of concrete culvert	-	,,	21	,,
10	Staff Salary payment	20-50% payment	,,	Full payment	,,
	Total				

Source: Field Survey, 2020

Regression Result from all the Parameters
Dependent variable: Y

Variable	Coefficient	Std Err	T-Statistics	Prob
FSR	**0.91905**	**0.013800**	**6.659685**	**0.0949**
TTR	**1.201855**	**0.058925**	**20.39650**	**0.0312**
ISR	**71.97584**	**3.547486**	**20.28925**	**0.0315**

R-SQUARED (R2) 0.998927
Durbin Watson Statistics 2.443913
Recall that:
Y= Development in Karu LGC
FSR = Statutory Revenue Allocation
TTR= Excess Crude Revenue
ISR = Internally Generated Revenue

Discussion of Findings

From the regression result, the Durbin Watson (DW) of 2.443913 shows that there are no positive autocorrelation among all the variables. The coefficientof determination (R2) at 99% indicates a positiverelationship between the dependent variables (thedevelopment effort of government) and the explanatoryvariables. This suggests that 99% of the changes in visible development in Karu Local government are explained by the changes in the FSR, TTR and ISR. The remaining 1% is explained by thevariables not included in the model. With regards to Statutory FSR, aunit change induces 0.09 unit increase in visible development in Karu LGC. A unit change in TTR, induces 1.2 unit increases the visible development on ground while a unit change in ISR, induces 71.9 unit increasein the visible development going on in all around Karu LGC.

CONCLUSION AND RECOMMENDATIONS

Literature affirmed that over the years tax compliance levels remain low and tax collections are below the targets set by most revenue collection authorities. The introduction of electronic tax systems in most countries across the global divide, developing countries like Nigeria, still face the challenges of low tax compliance and tax administration. It was argued that E-Revenue generation systems are rapidly replacing paper-based tax reporting systems. Promising many advantages over the traditional method of hard copy tax filing, these systems promise faster processing, lower cost and increased efficiency. This was the basis on which this research work was conducted to examine the link or connect between E-Revenue generation adoption and actual revenue generation in Karu LGC on one hand, and to examine the effect of E-Revenue generation on the development of Karu LGC. Based on the outcome of the analysis carried out, it was concluded that; There is a very strong link or connect that exist between E-Revenue generation and the actual revenue generated in Karu LGC; and there is generally significant positive relationship between all the independent variables and the developmentefforts in all the sampled local governments asindicated by t-statistics deductively, most of thedevelopment efforts in the local governments are purelya function of all this important variables. Hence all thenull hypotheses are thus rejected while the alternativestands accepted.

The following recommendations were made in line with the findings of the study:

i. All other Local Government Chairmen in Nasarawa State should immediately adopt E-Revenue generation sytem so as to further maximize the expected positive impact of the initiative.
ii. To ease accessibility by taxpayers, mobile version of electronic tax portal should be created. This will no doubt increase the adoption rate by tax payers as mobile phones are being increasingly used.

iii. The Legislative Arm of Karu LGC should as a matter of urgency legislate on E-Revenue generation system making is mandatory to every administration to continue to implement it and improve it.

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