

**ADMINISTRATIVE SERVICES  
M E M O R A N D U M**



DATE: July 22, 2014  
 TO: Don Persson, Council President  
 Members of Renton City Council  
 CC: Denis Law, Mayor  
 Jay Covington, Chief Administrative Officer  
 FROM: Jamie Thomas, Fiscal Services Director  
 SUBJECT: **May 2014 Sales Tax Distribution (March 2014 Activity)**

May sales tax receipts (for March 2014 activity) were \$1.7 million which is \$27k (1.6%) over May 2013 and \$3k (.2%) under the May adjusted budget.

The year-over-year comparison shows a \$205k (2.5%) increase from 2013 to 2014. However, the year-over-year change includes major construction projects completed in 2013, which significantly skew the 2013-2014 comparison. **Excluding these one-time items, 2014 is \$683k (8.7%) over 2014.**

Below is the 2010 – 2014 YTD comparison, by sector:

| Sector           | 2010 YTD         | 2011 YTD         | 2012 YTD         | 2013 YTD         | 2014 YTD         | 2014 YTD         | 2014 - 2013 YTD |             | 2014 Actual/Budget |               |
|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-----------------|-------------|--------------------|---------------|
|                  | Actual           | Actual           | Actual           | Actual           | Actual           | Budget           | \$ diff         | % diff      | \$ diff            | % diff        |
| General Retail   | 1,594,135        | 1,603,505        | 1,688,543        | 2,763,209        | 2,734,069        | 2,823,012        | -29,140         | -1.1%       | -88,942            | ◆ -3.2%       |
| Construction     | 457,001          | 360,477          | 398,607          | 1,164,414        | 835,137          | 887,400          | -329,277        | -28.3%      | -52,263            | ◆ -5.9%       |
| Services         | 952,299          | 1,023,389        | 1,046,461        | 1,727,905        | 1,830,131        | 1,869,527        | 102,226         | 5.9%        | -39,397            | ◆ -2.1%       |
| Automotive/Gas   | 719,899          | 788,059          | 800,860          | 1,480,509        | 1,628,574        | 1,586,440        | 148,065         | 10.0%       | 42,134             | ● 2.7%        |
| Manufacturing    | 212,902          | 423,520          | 251,433          | 519,960          | 878,273          | 603,283          | 358,314         | 68.9%       | 274,991            | ● 45.6%       |
| Wholesale        | 243,259          | 295,720          | 283,392          | 484,264          | 408,990          | 499,883          | -75,274         | -15.5%      | -90,893            | ◆ -18.2%      |
| Miscellaneous    | 128,038          | 126,498          | 85,786           | 221,588          | 251,722          | 220,188          | 30,134          | 13.6%       | 31,534             | ● 14.3%       |
| <b>YTD Total</b> | <b>4,307,534</b> | <b>4,621,168</b> | <b>4,555,082</b> | <b>8,361,849</b> | <b>8,566,897</b> | <b>8,489,733</b> | <b>205,048</b>  | <b>2.5%</b> | <b>77,164</b>      | ● <b>0.9%</b> |
| Annual total     | 17,198,187       | 17,729,735       | 18,564,671       | 20,416,372       | 20,273,164       | 20,196,000       | -143,208        | -0.7%       | 77,164             | ● 0.4%        |

\*Highlighted figure in each sector is the highest YTD of the five years shown

**Key Variances:**

- The **Construction** sector changes from 2013 to 2014 is skewed by large major projects concluded in 2013. Excluding these projects, **this sector is \$148k (21.7%) over 2013.**
- The **Manufacturing** sector is over 2013 due to the transportation category. Boeing changed their reporting method utilizing a direct pay permit beginning with the November 2013 return. No amounts were reported during this transition month, with a higher amount being reported this month for December 2013. Using this method Boeing will stop paying sales tax to vendors and directly report all use tax based on the shipping destinations. Going forward this will result in higher use tax being reported from Boeing and less sales tax from other sectors. The transportation category of this sector is \$383k (123%) over 2013. Excluding the transportation sector, manufacturing has decreased \$25k (12.1%) over 2013.

*Please see the attached pages for analysis, historical data and projections for each sector identified above.*

# SALES TAX SUMMARY

## May 2014

| NAICS                               | CONSTRUCTION                 | 2013 Total          | 2013 To Date        | 2014 To Date      | YTD Change %  | % of Sector |
|-------------------------------------|------------------------------|---------------------|---------------------|-------------------|---------------|-------------|
| 236                                 | Construction of Buildings    | 1,339,324           | 603,766             | 453,233           | -24.9%        | 54%         |
| 237                                 | Heavy and Civil Construction | 411,500             | 215,261             | 56,590            | -73.7%        | 7%          |
| 238                                 | Special Trade Contractor     | 943,887             | 345,387             | 325,314           | -5.8%         | 39%         |
| <b>TOTAL CONSTRUCTION</b>           |                              | <b>\$ 2,694,710</b> | <b>\$ 1,164,414</b> | <b>\$ 835,137</b> | <b>-28.3%</b> | <b>100%</b> |
| <i>Excluding major 2013 project</i> |                              |                     | <b>\$ 686,388</b>   |                   | <b>21.7%</b>  |             |

|   | MANUFACTURING                        | 2013 Total          | 2013 To Date      | 2014 To Date      | YTD Change %  | % of Sector |
|---|--------------------------------------|---------------------|-------------------|-------------------|---------------|-------------|
| 311                                       | Food Products                        | 27,493              | 22,695            | 1,964             | -91.3%        | 0%          |
| 312                                       | Beverage & Tobacco Products          | 14,833              | 4,217             | 4,190             | -0.6%         | 0%          |
| 313                                       | Textile Mill Products                | 293                 | 88                | 74                | -15.5%        | 0%          |
| 314                                       | Other Textile Product Mills          | 2,296               | 630               | 1,018             | 61.7%         | 0%          |
| 315                                       | Apparel Manufacturing                | 565                 | 216               | 262               | 21.5%         | 0%          |
| 316                                       | Leather & Leather Products           | 15                  | 5                 | 31                | 550.3%        | 0%          |
| 321                                       | Lumber & Wood Products               | 25,403              | 8,801             | 13,199            | 50.0%         | 2%          |
| 322                                       | Paper & Allied Products              | 25,885              | 5,645             | 5,648             | 0.0%          | 1%          |
| 323                                       | Printing, Publishing                 | 236,081             | 91,389            | 95,322            | 4.3%          | 11%         |
| 324                                       | Petroleum refining & Coal Production | 2,247               | 389               | 1,090             | 180.5%        | 0%          |
| 325                                       | Chemicals and Allied Products        | 46,385              | 3,239             | 3,348             | 3.4%          | 0%          |
| 326                                       | Rubber & Plastic Products            | 4,840               | 1,239             | 1,148             | -7.3%         | 0%          |
| 327                                       | Stone/Clay/Glass/Concrete Prod       | 18,549              | 6,735             | 4,458             | -33.8%        | 1%          |
| 331                                       | Primary Metal Industries             | 1,723               | 965               | 1,155             | 19.6%         | 0%          |
| 332                                       | Fabricated Metal Products            | 23,793              | 11,026            | 8,682             | -21.3%        | 1%          |
| 333                                       | Machinery, Except Electric           | 17,292              | 5,880             | 5,973             | 1.6%          | 1%          |
| 334                                       | Instruments/Related Products         | 57,918              | 25,463            | 18,219            | -28.4%        | 2%          |
| 335                                       | Electric Machinery                   | 9,359               | 4,340             | 4,890             | 12.7%         | 1%          |
| 336                                       | Transportation Equipment             | 770,889             | 311,188           | 694,857           | 123.3%        | 79%         |
| 337                                       | Furniture and Fixtures               | 17,912              | 8,094             | 5,504             | -32.0%        | 1%          |
| 339                                       | Misc Manufacturing                   | 19,592              | 7,715             | 7,241             | -6.1%         | 1%          |
| <b>TOTAL MANUFACTURING</b>                |                                      | <b>\$ 1,323,363</b> | <b>\$ 519,960</b> | <b>\$ 878,273</b> | <b>68.9%</b>  | <b>100%</b> |
| <i>Excluding Transportation Equipment</i> |                                      |                     | <b>208,772</b>    | <b>183,417</b>    | <b>-12.1%</b> |             |

|                     | GENERAL RETAIL                       | 2013 Total          | 2013 To Date        | 2014 To Date        | YTD Change % | % of Sector |
|---------------------|--------------------------------------|---------------------|---------------------|---------------------|--------------|-------------|
| 442                 | Furniture & home furnishings         | 1,461,950           | 577,329             | 611,313             | 5.9%         | 22%         |
| 443                 | Electronics & Appliances             | 742,150             | 357,168             | 336,595             | -5.8%        | 12%         |
| 444                 | Retail Bldg Materials & Garden Cntrs | 597,712             | 201,401             | 217,197             | 7.8%         | 8%          |
| 445                 | Retail Food & beverage Stores        | 367,892             | 152,259             | 150,132             | -1.4%        | 5%          |
| 446                 | Health & Personal Care stores        | 338,593             | 140,503             | 113,025             | -19.6%       | 4%          |
| 448                 | Retail Apparel & Accessories         | 172,298             | 78,276              | 77,955              | -0.4%        | 3%          |
| 451                 | Sporting goods, hobby, books         | 205,407             | 80,869              | 91,847              | 13.6%        | 3%          |
| 452                 | Retail Gen Merchandise               | 1,707,695           | 772,238             | 750,215             | -2.9%        | 27%         |
| 453                 | Misc Retail Trade                    | 661,905             | 259,718             | 248,218             | -4.4%        | 9%          |
| 454                 | Non Store Retailers                  | 321,999             | 143,449             | 137,571             | -4.1%        | 5%          |
| <b>TOTAL RETAIL</b> |                                      | <b>\$ 6,577,601</b> | <b>\$ 2,763,209</b> | <b>\$ 2,734,069</b> | <b>-1.1%</b> | <b>100%</b> |

|                         | AUTOMOTIVE                    | 2013 Total          | 2013 To Date        | 2014 To Date        | YTD Change % | % of Sector |
|-------------------------|-------------------------------|---------------------|---------------------|---------------------|--------------|-------------|
| 441                     | Motor Vehicle & Parts dealers | 3,584,216           | 1,420,383           | 1,551,880           | 9.3%         | 95%         |
| 447                     | Gasoline Stations             | 147,024             | 60,127              | 76,695              | 27.6%        | 5%          |
| <b>TOTAL AUTOMOTIVE</b> |                               | <b>\$ 3,731,241</b> | <b>\$ 1,480,509</b> | <b>\$ 1,628,574</b> | <b>10.0%</b> | <b>100%</b> |

| Gp Cd                  | WHOLESALE                    | 2013 Total          | 2013 To Date      | 2014 To Date      | YTD Change %  | % of Sector |
|------------------------|------------------------------|---------------------|-------------------|-------------------|---------------|-------------|
| 423                    | Wholesale Durable Goods      | 916,133             | 396,846           | 312,823           | -21.2%        | 76%         |
| 424                    | Wholesale Non-durable        | 250,308             | 85,975            | 93,776            | 9.1%          | 23%         |
| 425                    | Wholesale Electronic markets | 7,566               | 1,444             | 2,391             | 65.6%         | 1%          |
| <b>TOTAL WHOLESALE</b> |                              | <b>\$ 1,174,007</b> | <b>\$ 484,264</b> | <b>\$ 408,990</b> | <b>-15.5%</b> | <b>100%</b> |

|                       | SERVICES                            | 2013 Total          | 2013 To Date        | 2014 To Date        | YTD Change % | % of Sector |
|-----------------------|-------------------------------------|---------------------|---------------------|---------------------|--------------|-------------|
| 511                   | Publishing Industries               | 176,426             | 46,284              | 79,664              | 72.1%        | 4%          |
| 512                   | Motion Picture, Sound Record        | 25,758              | 11,027              | 10,032              | -9.0%        | 1%          |
| 515                   | Broadcasting except Internet        | 12,719              | 4,722               | 5,703               | 20.8%        | 0%          |
| 516                   | Internet Publishing & Broadcasting  | -                   | -                   | -                   | 0.0%         | 0%          |
| 517                   | Telecommunications                  | 561,882             | 229,385             | 248,885             | 8.5%         | 14%         |
| 518                   | Internet Service Providers          | 29,763              | 10,009              | 7,794               | -22.1%       | 0%          |
| 519                   | Other Information Services          | 15,366              | 6,502               | 6,007               | -7.6%        | 0%          |
| 532                   | Rental & Leasing Services           | 437,018             | 168,312             | 148,441             | -11.8%       | 8%          |
| 541                   | Professional, SCJentific, Tech.     | 371,797             | 170,058             | 186,465             | 9.6%         | 10%         |
| 561                   | Administrative & Support Services   | 272,018             | 96,284              | 101,477             | 5.4%         | 6%          |
| 562                   | Waste Mngt Remediator               | 15,086              | 4,754               | 6,229               | 31.0%        | 0%          |
| 611                   | Educational Services                | 80,757              | 35,944              | 22,970              | -36.1%       | 1%          |
| 621                   | Ambulatory Medical/ Healthcare Svcs | 22,280              | 7,641               | 13,228              | 73.1%        | 1%          |
| 622                   | Hospitals                           | 133,671             | 51,769              | 58,247              | 12.5%        | 3%          |
| 623                   | Nursing & Residential Care          | 2,272               | 997                 | 563                 | -43.5%       | 0%          |
| 624                   | Social Assistance                   | 30,976              | 13,543              | 14,195              | 4.8%         | 1%          |
| 711                   | Performing Arts, Spectator sports   | 3,706               | 2,337               | 1,322               | -43.4%       | 0%          |
| 712                   | Parks & Other similar institutions  | -                   | -                   | 42                  | 0.0%         | 0%          |
| 713                   | Amusement/ Gambling & Rec.          | 77,451              | 28,376              | 30,911              | 8.9%         | 2%          |
| 721                   | Hotels/Motels                       | 234,984             | 77,359              | 73,290              | -5.3%        | 4%          |
| 722                   | Food svcs & drinking places         | 1,410,274           | 575,858             | 614,669             | 6.7%         | 34%         |
| 811                   | Repair & Maintenance                | 344,391             | 143,447             | 152,972             | 6.6%         | 8%          |
| 812                   | Personal & Laundry Services         | 93,198              | 39,739              | 42,101              | 5.9%         | 2%          |
| 813                   | Religious, grant making, Civic      | 10,552              | 3,560               | 4,918               | 38.1%        | 0%          |
| 814                   | Private Households                  | -                   | -                   | 5                   | 0.0%         | 0%          |
| <b>TOTAL SERVICES</b> |                                     | <b>\$ 4,362,344</b> | <b>\$ 1,727,905</b> | <b>\$ 1,830,131</b> | <b>5.9%</b>  | <b>100%</b> |

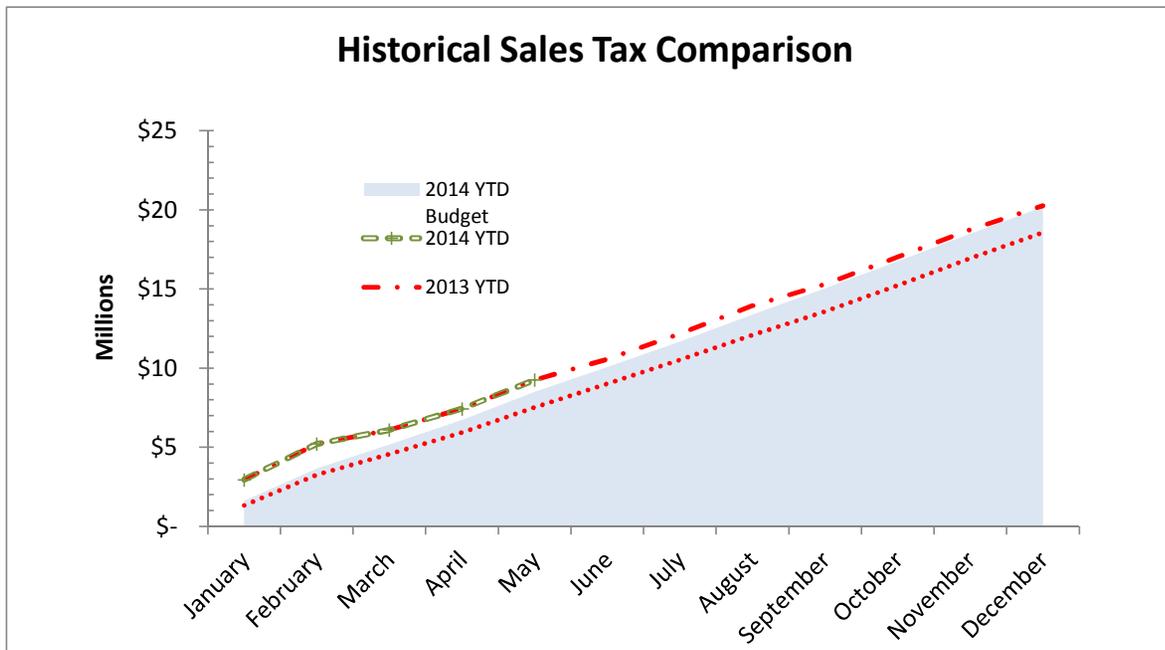
|                            | MISCELLANEOUS  | 2013 Total        | 2013 To Date      | 2014 To Date      | YTD Change % | % of Sector |
|----------------------------|----------------|-------------------|-------------------|-------------------|--------------|-------------|
| 100's                      | Agriculture    | 6,093             | 1,981             | 3,642             | 83.9%        | 1%          |
| 221                        | Utilities      | 37,861            | 10,326            | 9,237             | -10.5%       | 4%          |
| 400's                      | Transportation | 35,501            | 13,368            | 17,996            | 34.6%        | 7%          |
| 500's                      | Banking        | 266,979           | 120,162           | 89,932            | -25.2%       | 36%         |
| 900's                      | Government     | 206,673           | 75,750            | 130,914           | 72.8%        | 52%         |
| <b>MISCELLANEOUS TOTAL</b> |                | <b>\$ 553,106</b> | <b>\$ 221,588</b> | <b>\$ 251,722</b> | <b>13.6%</b> | <b>100%</b> |

|   | 2013 Total           | 2013 To Date        | 2014 To Date        | YTD Change % |
|---|----------------------|---------------------|---------------------|--------------|
| <b>TOTALS BY COLUMN</b>                           | <b>\$ 20,416,372</b> | <b>\$ 8,361,849</b> | <b>\$ 8,566,897</b> | <b>2.5%</b>  |
| <i>2014 - 2013 YTD Changes w/o major projects</i> |                      | <b>\$ 7,883,823</b> | <b>\$ 8,566,897</b> | <b>8.7%</b>  |

| GROWTH BREAKDOWN - 2014 TO DATE     |                        |                     |                   |              | Normalized  |
|-------------------------------------|------------------------|---------------------|-------------------|--------------|-------------|
|                                     | 2013 YTD               | 2014 YTD            | YTD Change \$     | YTD Change % | Growth %    |
| <b>LANDING BUSINESSES</b>           | <b>\$ 416,784</b>      | <b>\$ 440,987</b>   | <b>\$ 24,204</b>  | <b>5.8%</b>  | <b>5.8%</b> |
| <b>OTHER RENTON BASE BUSINESSES</b> | <b>7,945,065</b>       | <b>8,125,909</b>    | <b>180,844.26</b> | <b>2.3%</b>  | <b>7.8%</b> |
| <b>Total Growth 2013 to 2014</b>    | <b>\$ 8,361,848.74</b> | <b>\$ 8,566,897</b> | <b>\$ 205,048</b> | <b>2.5%</b>  | <b>8.7%</b> |

## City of Renton Historical Sales Tax Receipts May 2014

| Month Received | 2010 Actual   | 2011 Actual   | 2012 Actual   | 2013 Actual   | 2014 Budget   | 2014 Actual  | Compare Bdgt |       | Change from Prior Yr |       |
|----------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|-------|----------------------|-------|
|                |               |               |               |               |               |              | \$           | %     | \$                   | %     |
| January        | \$ 1,289,363  | \$ 1,339,659  | \$ 1,327,548  | \$ 1,620,555  | \$ 1,607,453  | \$ 1,607,045 | \$ (408)     | 0.0%  | \$ (13,510)          | -0.8% |
| February       | 1,728,587     | 1,982,273     | 1,923,714     | 1,962,886     | 2,047,494     | 2,079,673    | \$ 32,179    | 1.6%  | \$ 116,787           | 6.0%  |
| March          | 1,289,585     | 1,299,237     | 1,303,820     | 1,536,397     | 1,523,208     | 1,562,210    | \$ 39,002    | 2.6%  | \$ 25,814            | 1.7%  |
| April          | 1,461,108     | 1,254,867     | 1,370,731     | 1,509,953     | 1,548,879     | 1,558,271    | \$ 9,393     | 0.6%  | \$ 48,318            | 3.2%  |
| May            | 1,499,332     | 1,590,781     | 1,599,184     | 1,732,058     | 1,762,699     | 1,759,697    | \$ (3,002)   | -0.2% | \$ 27,639            | 1.6%  |
| June           | 1,382,045     | 1,368,213     | 1,482,794     | 1,552,807     | 1,584,050     | -            |              |       |                      |       |
| July           | 1,309,429     | 1,437,859     | 1,505,142     | 1,647,860     | 1,599,650     | -            |              |       |                      |       |
| August         | 1,470,879     | 1,534,218     | 1,583,903     | 1,833,347     | 1,718,742     | -            |              |       |                      |       |
| September      | 1,408,877     | 1,472,399     | 1,472,566     | 1,741,262     | 1,633,772     | -            |              |       |                      |       |
| October        | 1,447,338     | 1,517,444     | 1,660,941     | 1,790,411     | 1,728,992     | -            |              |       |                      |       |
| November       | 1,508,618     | 1,508,954     | 1,709,049     | 1,802,768     | 1,740,835     | -            |              |       |                      |       |
| December       | 1,403,028     | 1,423,832     | 1,625,280     | 1,686,069     | 1,700,227     | -            |              |       |                      |       |
| YTD Total      | 7,267,974     | 7,466,815     | 7,524,997     | 8,361,849     | 8,489,733     | 8,566,897    | 77,164       | 0.9%  | 205,048              | 2.5%  |
| Annual Total   | \$ 17,198,187 | \$ 17,729,735 | \$ 18,564,671 | \$ 20,416,372 | \$ 20,196,000 | \$ 8,566,897 | \$ 77,164    | 0.9%  | \$ 205,048           | 1.0%  |



Normalized\* vs. 2013: **8.7%**

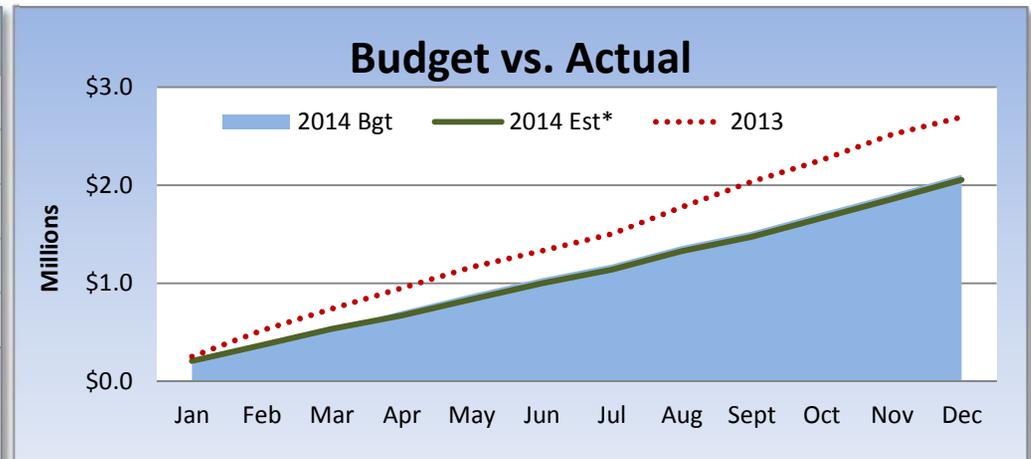
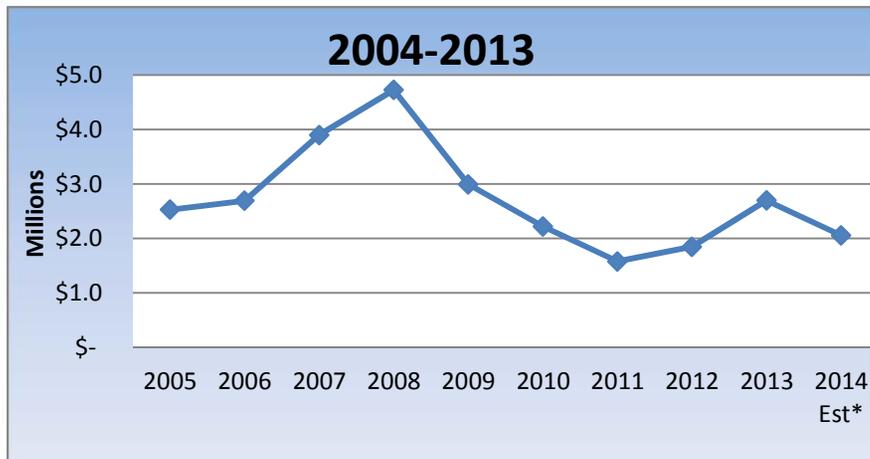
\*Excludes 2013 one-time, major projects

# Construction

## Sales Tax Receipts YTD by Month

YTD Actuals are presented for January - May

| Year      | Jan YTD | Feb YTD | Mar YTD   | Apr YTD   | May YTD   | June YTD  | Jul YTD   | Aug YTD   | Sept YTD  | Oct YTD   | Nov YTD   | Dec YTD   |
|-----------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 2005      | 203,571 | 419,548 | 578,285   | 779,471   | 987,079   | 1,193,656 | 1,382,826 | 1,603,925 | 1,830,320 | 2,061,579 | 2,308,942 | 2,526,395 |
| 2006      | 165,560 | 402,139 | 559,313   | 766,720   | 1,000,806 | 1,195,284 | 1,426,418 | 1,706,447 | 1,938,328 | 2,152,067 | 2,436,817 | 2,688,902 |
| 2007      | 226,028 | 491,185 | 679,025   | 898,127   | 1,174,399 | 1,448,284 | 1,786,179 | 2,226,499 | 2,596,753 | 2,992,029 | 3,471,374 | 3,898,202 |
| 2008      | 418,276 | 896,146 | 1,194,024 | 1,531,696 | 2,015,329 | 2,405,554 | 2,889,552 | 3,285,102 | 3,685,096 | 4,057,400 | 4,404,492 | 4,725,533 |
| 2009      | 325,303 | 657,215 | 923,975   | 1,150,273 | 1,390,639 | 1,597,257 | 1,814,968 | 2,034,593 | 2,234,625 | 2,482,182 | 2,703,620 | 2,991,530 |
| 2010      | 123,561 | 319,258 | 457,001   | 816,024   | 1,005,901 | 1,192,385 | 1,311,091 | 1,538,078 | 1,688,853 | 1,860,961 | 2,064,255 | 2,218,377 |
| 2011      | 125,321 | 273,159 | 360,477   | 447,248   | 582,440   | 700,577   | 820,744   | 980,257   | 1,108,904 | 1,285,755 | 1,454,445 | 1,576,127 |
| 2012      | 142,780 | 298,972 | 398,607   | 514,243   | 657,549   | 810,381   | 933,437   | 1,097,254 | 1,219,145 | 1,412,496 | 1,602,550 | 1,844,545 |
| 2013      | 250,801 | 519,128 | 737,881   | 948,361   | 1,164,414 | 1,329,527 | 1,502,663 | 1,773,752 | 2,033,285 | 2,254,177 | 2,516,097 | 2,694,710 |
| 2014 Est* | 205,115 | 369,900 | 534,836   | 670,423   | 835,137   | 997,186   | 1,138,632 | 1,326,516 | 1,473,258 | 1,666,005 | 1,857,192 | 2,053,804 |
| 2014 Bgt  | 174,957 | 377,896 | 522,226   | 714,450   | 887,400   | 1,049,449 | 1,190,895 | 1,378,779 | 1,525,521 | 1,718,268 | 1,909,454 | 2,106,067 |
| % Budget  | 17%     | -2%     | 2%        | -6%       | -6%       | -5%       | -4%       | -4%       | -3%       | -3%       | -3%       | -2%       |
| % vs 2013 | -18%    | -29%    | -28%      | -29%      | -28%      | -25%      | -24%      | -25%      | -28%      | -26%      | -26%      | -24%      |

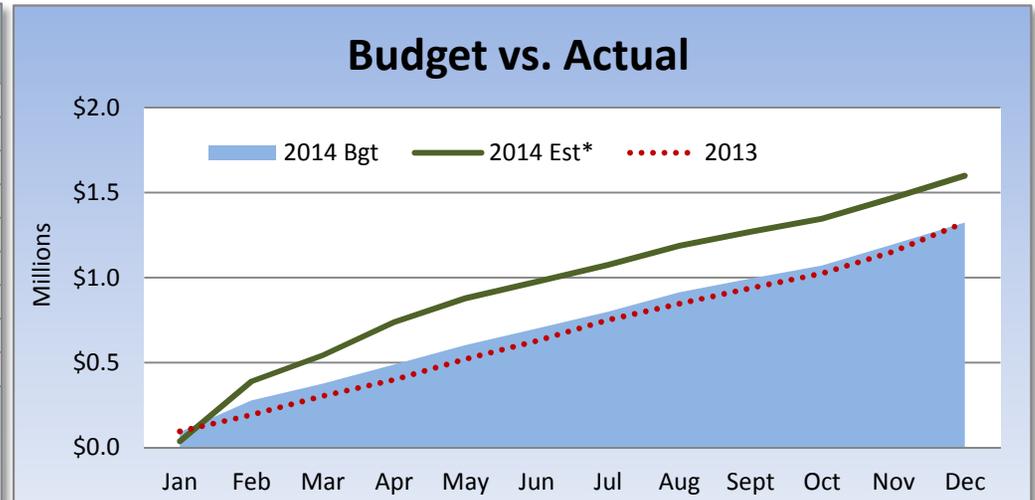
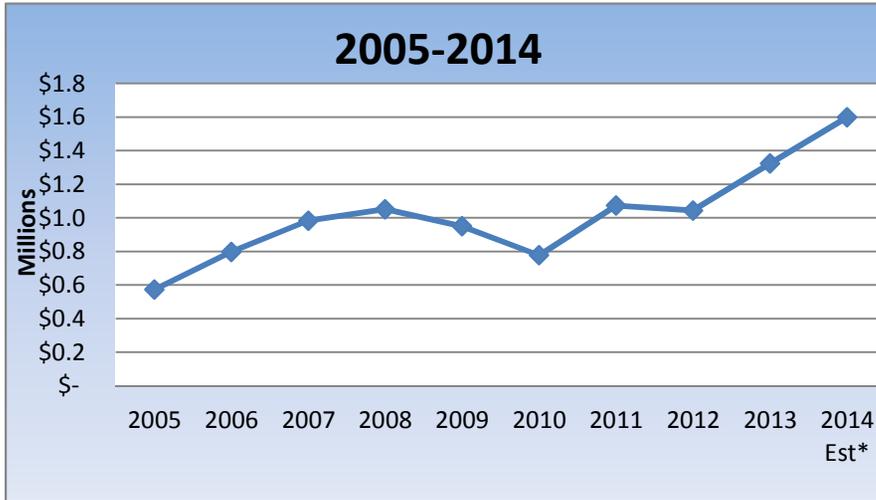


# Manufacturing

## Sales Tax Receipts YTD by Month

YTD Actuals are presented for January - May

| Year      | Jan YTD | Feb YTD | Mar YTD | Apr YTD | May YTD | June YTD | Jul YTD   | Aug YTD   | Sept YTD  | Oct YTD   | Nov YTD   | Dec YTD   |
|-----------|---------|---------|---------|---------|---------|----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 2005      | 55,589  | 153,100 | 80,371  | 88,703  | 136,014 | 202,715  | 247,547   | 321,808   | 379,204   | 443,093   | 526,583   | 572,522   |
| 2006      | 59,082  | 144,804 | 199,538 | 254,266 | 339,532 | 390,659  | 426,854   | 506,025   | 547,324   | 616,226   | 666,077   | 797,166   |
| 2007      | 90,069  | 195,081 | 263,268 | 327,366 | 444,643 | 559,323  | 653,792   | 726,974   | 796,930   | 855,893   | 923,787   | 983,110   |
| 2008      | 70,943  | 160,171 | 234,794 | 311,325 | 438,154 | 529,792  | 605,045   | 702,587   | 805,376   | 883,506   | 963,804   | 1,050,789 |
| 2009      | 70,058  | 194,718 | 281,277 | 400,508 | 496,603 | 562,902  | 632,746   | 725,078   | 753,647   | 789,323   | 864,378   | 950,113   |
| 2010      | 68,593  | 165,250 | 212,902 | 268,050 | 321,266 | 388,649  | 443,404   | 502,285   | 559,580   | 633,348   | 717,767   | 777,452   |
| 2011      | 61,291  | 371,387 | 423,520 | 500,880 | 571,456 | 621,573  | 679,516   | 776,503   | 847,752   | 880,316   | 983,620   | 1,073,075 |
| 2012      | 60,274  | 158,954 | 251,433 | 336,085 | 446,595 | 532,022  | 617,735   | 713,264   | 782,592   | 855,748   | 951,888   | 1,043,859 |
| 2013      | 94,295  | 192,784 | 301,821 | 397,899 | 519,960 | 626,581  | 749,670   | 846,683   | 937,384   | 1,023,272 | 1,152,420 | 1,323,363 |
| 2014 Est* | 36,724  | 389,084 | 543,297 | 736,732 | 878,273 | 974,519  | 1,074,732 | 1,187,596 | 1,268,808 | 1,345,900 | 1,470,882 | 1,598,354 |
| 2014 Bgt  | 90,781  | 277,353 | 376,675 | 487,420 | 603,283 | 699,528  | 799,742   | 912,605   | 993,817   | 1,070,909 | 1,195,891 | 1,323,363 |
| % Budget  | -60%    | 40%     | 44%     | 51%     | 46%     | 39%      | 34%       | 30%       | 28%       | 26%       | 23%       | 21%       |
| % vs 2013 | -61%    | 102%    | 80%     | 85%     | 69%     | 56%      | 43%       | 40%       | 35%       | 32%       | 28%       | 21%       |

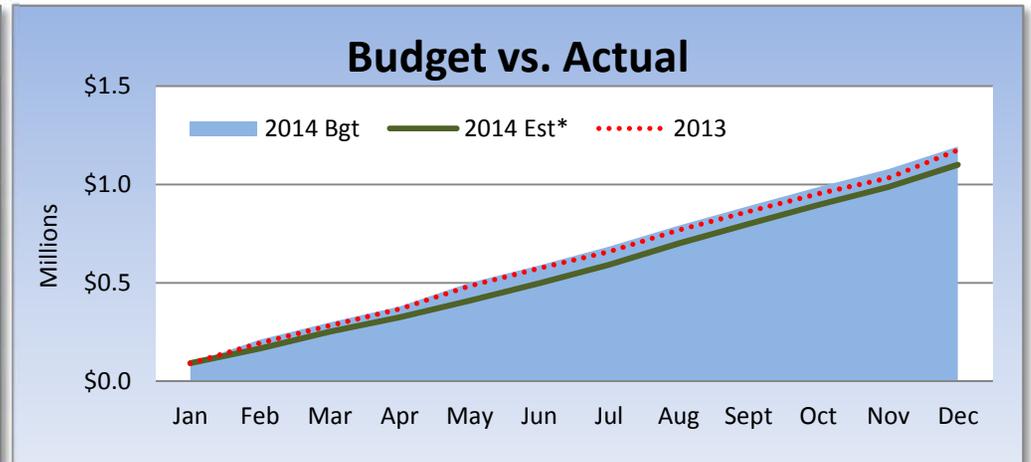
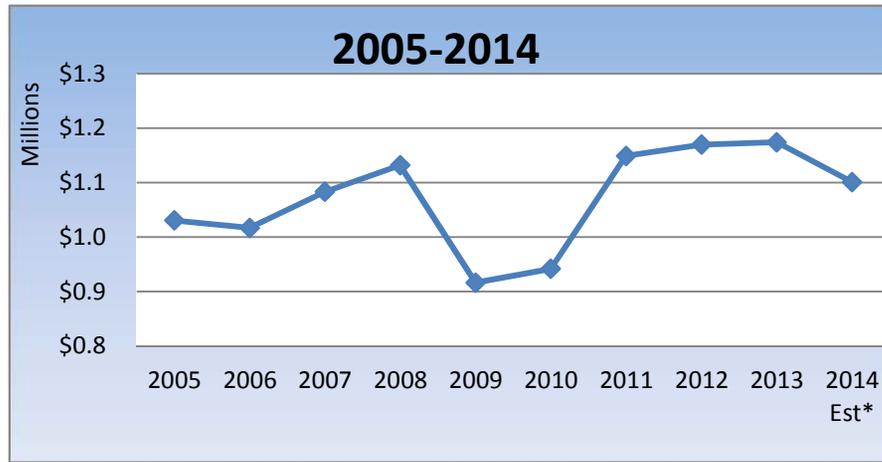


# Wholesale

## Sales Tax Receipts YTD by Month

YTD Actuals are presented for January - May

| Year      | Jan YTD | Feb YTD | Mar YTD | Apr YTD | May YTD | June YTD | Jul YTD | Aug YTD | Sept YTD | Oct YTD | Nov YTD   | Dec YTD   |
|-----------|---------|---------|---------|---------|---------|----------|---------|---------|----------|---------|-----------|-----------|
| 2005      | 72,758  | 158,279 | 279,507 | 352,779 | 431,671 | 511,372  | 592,939 | 681,807 | 765,590  | 866,916 | 956,860   | 1,030,450 |
| 2006      | 81,032  | 186,495 | 268,972 | 344,456 | 439,668 | 501,760  | 590,916 | 679,106 | 760,206  | 845,517 | 935,820   | 1,016,468 |
| 2007      | 74,888  | 173,810 | 261,383 | 338,817 | 436,189 | 532,499  | 613,038 | 708,611 | 798,011  | 878,916 | 978,770   | 1,083,059 |
| 2008      | 78,603  | 210,600 | 292,725 | 376,720 | 469,585 | 589,414  | 676,792 | 782,577 | 874,539  | 955,650 | 1,053,443 | 1,131,445 |
| 2009      | 77,473  | 169,486 | 234,708 | 296,309 | 376,788 | 453,909  | 526,793 | 618,604 | 713,753  | 789,529 | 840,427   | 915,885   |
| 2010      | 68,483  | 170,439 | 243,259 | 285,251 | 395,210 | 469,985  | 541,625 | 621,036 | 693,070  | 771,391 | 846,689   | 941,315   |
| 2011      | 112,293 | 196,185 | 295,720 | 379,102 | 466,989 | 553,352  | 668,247 | 760,800 | 864,384  | 962,333 | 1,054,404 | 1,148,660 |
| 2012      | 81,319  | 210,413 | 283,392 | 370,201 | 492,645 | 580,980  | 675,829 | 776,233 | 868,791  | 961,142 | 1,062,529 | 1,169,432 |
| 2013      | 90,636  | 194,877 | 284,188 | 367,102 | 484,264 | 574,256  | 658,794 | 768,295 | 861,947  | 953,034 | 1,032,149 | 1,174,007 |
| 2014 Est* | 93,260  | 166,550 | 252,914 | 324,990 | 408,990 | 498,597  | 592,944 | 700,139 | 799,379  | 895,960 | 986,637   | 1,100,724 |
| 2014 Bgt  | 91,121  | 212,808 | 300,244 | 379,912 | 499,883 | 589,490  | 683,837 | 791,031 | 890,272  | 986,853 | 1,077,530 | 1,191,617 |
| % Budget  | 2%      | -22%    | -16%    | -14%    | -18%    | -15%     | -13%    | -11%    | -10%     | -9%     | -8%       | -8%       |
| % vs 2013 | 3%      | -15%    | -11%    | -11%    | -16%    | -13%     | -10%    | -9%     | -7%      | -6%     | -4%       | -6%       |

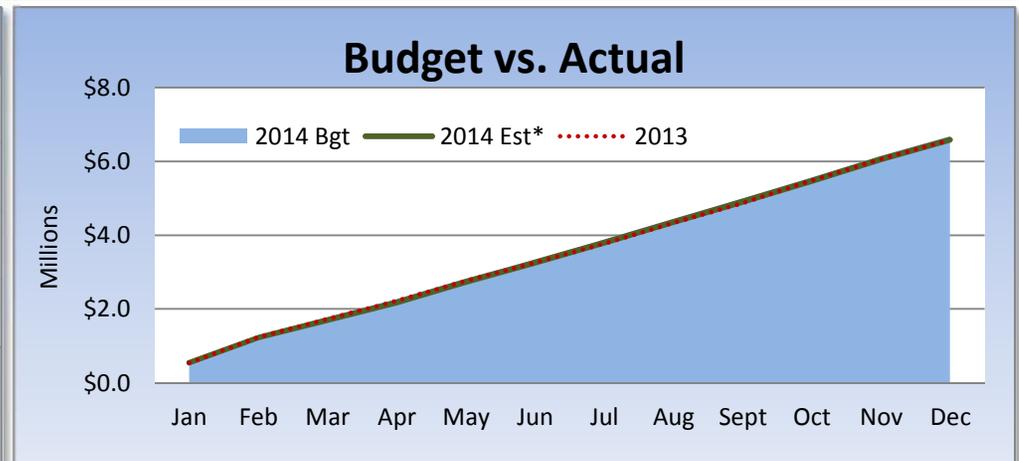
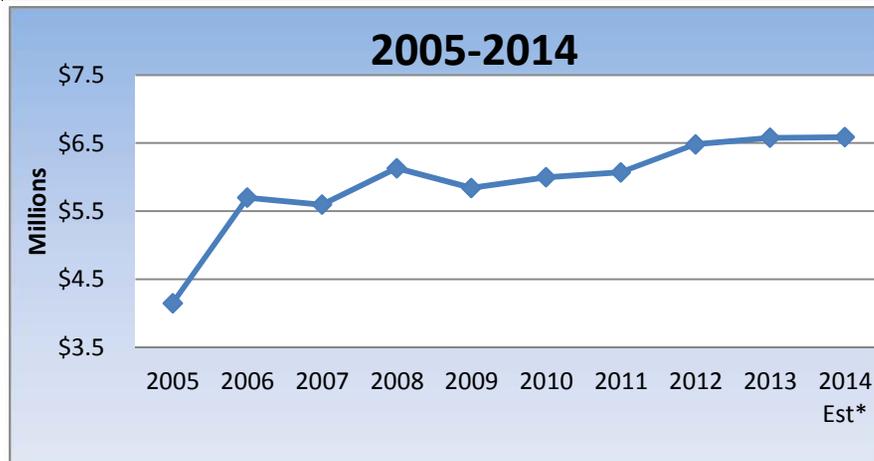


# General Retail

## Sales Tax Receipts YTD by Month

YTD Actuals are presented for January - May

| Year      | Jan YTD | Feb YTD   | Mar YTD   | Apr YTD   | May YTD   | June YTD  | Jul YTD   | Aug YTD   | Sept YTD  | Oct YTD   | Nov YTD   | Dec YTD   |
|-----------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 2005      | 355,534 | 805,308   | 1,119,248 | 1,423,806 | 1,759,096 | 2,075,732 | 2,408,748 | 2,753,789 | 3,095,302 | 3,437,712 | 3,804,606 | 4,147,368 |
| 2006      | 467,074 | 1,075,962 | 1,498,147 | 1,909,550 | 2,377,382 | 2,846,485 | 3,333,385 | 3,806,295 | 4,281,953 | 4,786,597 | 5,268,911 | 5,697,280 |
| 2007      | 437,413 | 1,038,616 | 1,446,256 | 1,843,761 | 2,300,812 | 2,714,989 | 3,188,321 | 3,665,683 | 4,132,055 | 4,621,615 | 5,113,469 | 5,594,837 |
| 2008      | 518,245 | 1,160,919 | 1,589,708 | 2,030,596 | 2,525,578 | 2,990,834 | 3,498,337 | 4,014,787 | 4,537,157 | 5,134,376 | 5,653,351 | 6,130,633 |
| 2009      | 514,191 | 1,135,757 | 1,589,641 | 2,039,403 | 2,504,397 | 2,963,042 | 3,437,672 | 3,928,271 | 4,395,455 | 4,879,322 | 5,376,239 | 5,839,810 |
| 2010      | 486,982 | 1,145,209 | 1,594,135 | 2,027,487 | 2,529,216 | 2,985,784 | 3,480,662 | 3,995,899 | 4,491,027 | 5,002,075 | 5,519,826 | 5,997,784 |
| 2011      | 485,811 | 1,154,748 | 1,603,505 | 2,048,966 | 2,574,826 | 3,063,981 | 3,559,227 | 4,060,049 | 4,557,799 | 5,075,322 | 5,584,959 | 6,070,498 |
| 2012      | 532,447 | 1,244,660 | 1,688,543 | 2,188,496 | 2,723,220 | 3,230,726 | 3,777,248 | 4,315,794 | 4,828,840 | 5,376,059 | 5,957,206 | 6,482,942 |
| 2013      | 538,390 | 1,235,762 | 1,728,270 | 2,218,143 | 2,763,209 | 3,255,213 | 3,771,296 | 4,335,495 | 4,865,080 | 5,476,369 | 6,058,388 | 6,577,601 |
| 2014 Est* | 547,714 | 1,230,056 | 1,705,235 | 2,180,827 | 2,734,069 | 3,252,301 | 3,797,153 | 4,359,692 | 4,899,226 | 5,475,033 | 6,054,402 | 6,587,323 |
| 2014 Bgt  | 551,419 | 1,275,409 | 1,768,651 | 2,268,455 | 2,823,012 | 3,341,243 | 3,886,095 | 4,448,634 | 4,988,169 | 5,563,975 | 6,143,344 | 6,676,265 |
| % Budget  | -1%     | -4%       | -4%       | -4%       | -3%       | -3%       | -2%       | -2%       | -2%       | -2%       | -1%       | -1%       |
| % vs 2013 | 2%      | 0%        | -1%       | -2%       | -1%       | 0%        | 1%        | 1%        | 1%        | 0%        | 0%        | 0%        |

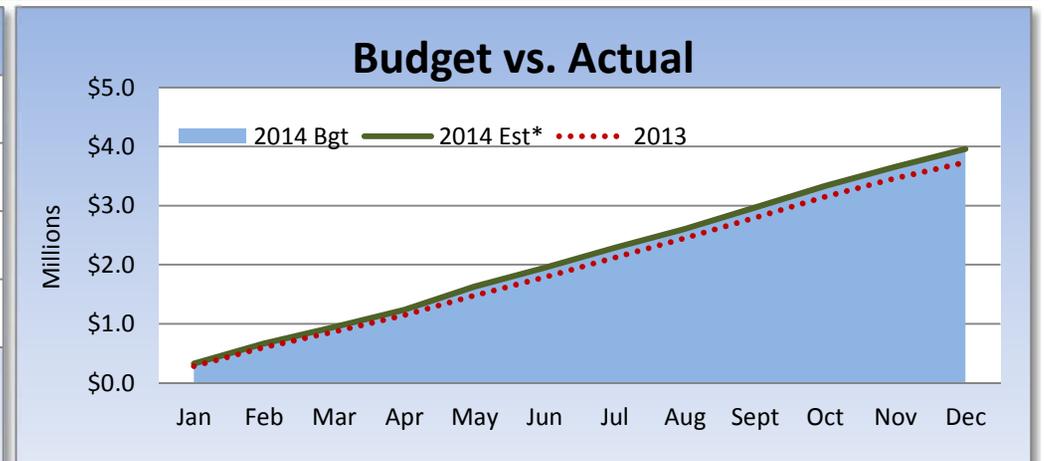
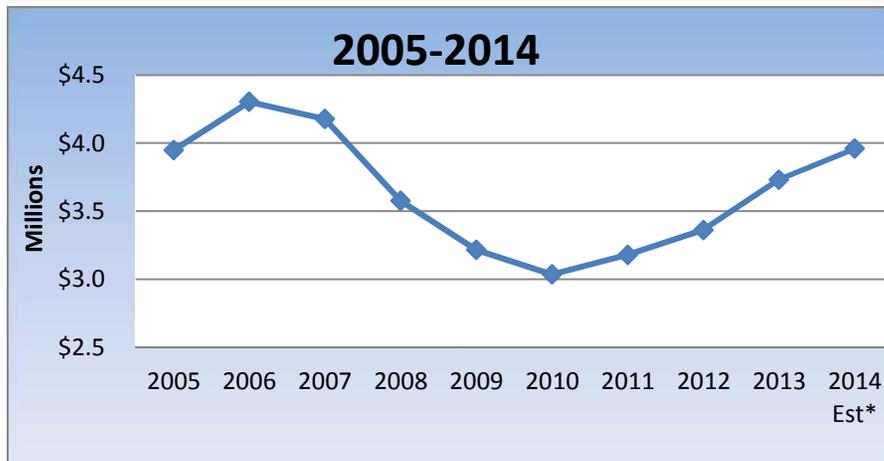


# Auto & Gas

## Sales Tax Receipts YTD by Month

YTD Actuals are presented for January - May

| Year      | Jan YTD | Feb YTD | Mar YTD | Apr YTD   | May YTD   | June YTD  | Jul YTD   | Aug YTD   | Sept YTD  | Oct YTD   | Nov YTD   | Dec YTD   |
|-----------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 2005      | 275,809 | 584,021 | 862,678 | 1,129,201 | 1,450,015 | 1,792,966 | 2,143,416 | 2,496,330 | 2,909,101 | 3,297,137 | 3,648,988 | 3,947,078 |
| 2006      | 284,081 | 608,392 | 898,673 | 1,217,197 | 1,585,397 | 1,968,093 | 2,359,855 | 2,749,904 | 3,174,434 | 3,562,701 | 3,936,653 | 4,303,221 |
| 2007      | 317,330 | 681,371 | 993,324 | 1,334,103 | 1,722,990 | 2,095,585 | 2,473,828 | 2,829,615 | 3,198,084 | 3,544,069 | 3,870,748 | 4,176,747 |
| 2008      | 296,655 | 640,726 | 916,333 | 1,203,508 | 1,535,933 | 1,818,983 | 2,169,261 | 2,474,382 | 2,771,549 | 3,087,929 | 3,335,886 | 3,575,928 |
| 2009      | 235,477 | 471,617 | 723,719 | 940,114   | 1,193,527 | 1,449,943 | 1,752,082 | 2,031,250 | 2,350,239 | 2,736,842 | 2,969,580 | 3,215,641 |
| 2010      | 211,836 | 495,355 | 719,899 | 934,047   | 1,209,729 | 1,466,378 | 1,735,400 | 1,965,753 | 2,255,951 | 2,513,520 | 2,781,167 | 3,035,251 |
| 2011      | 251,874 | 537,537 | 788,059 | 1,026,985 | 1,315,561 | 1,577,774 | 1,859,697 | 2,091,091 | 2,398,058 | 2,676,092 | 2,912,290 | 3,179,418 |
| 2012      | 282,084 | 571,189 | 800,860 | 1,054,395 | 1,363,324 | 1,635,512 | 1,908,694 | 2,185,254 | 2,480,675 | 2,796,261 | 3,098,992 | 3,361,196 |
| 2013      | 283,093 | 599,127 | 866,045 | 1,144,982 | 1,480,509 | 1,786,638 | 2,122,045 | 2,449,802 | 2,794,641 | 3,150,146 | 3,460,810 | 3,731,241 |
| 2014 Est* | 324,113 | 667,024 | 946,498 | 1,235,524 | 1,628,574 | 1,949,162 | 2,288,814 | 2,607,563 | 2,968,846 | 3,330,854 | 3,654,898 | 3,959,937 |
| 2014 Bgt  | 311,632 | 651,394 | 936,351 | 1,230,571 | 1,586,440 | 1,907,028 | 2,246,680 | 2,565,429 | 2,926,712 | 3,288,720 | 3,612,764 | 3,917,803 |
| % Budget  | 4%      | 2%      | 1%      | 0%        | 3%        | 2%        | 2%        | 2%        | 1%        | 1%        | 1%        | 1%        |
| % vs 2013 | 14%     | 11%     | 9%      | 8%        | 10%       | 9%        | 8%        | 6%        | 6%        | 6%        | 6%        | 6%        |

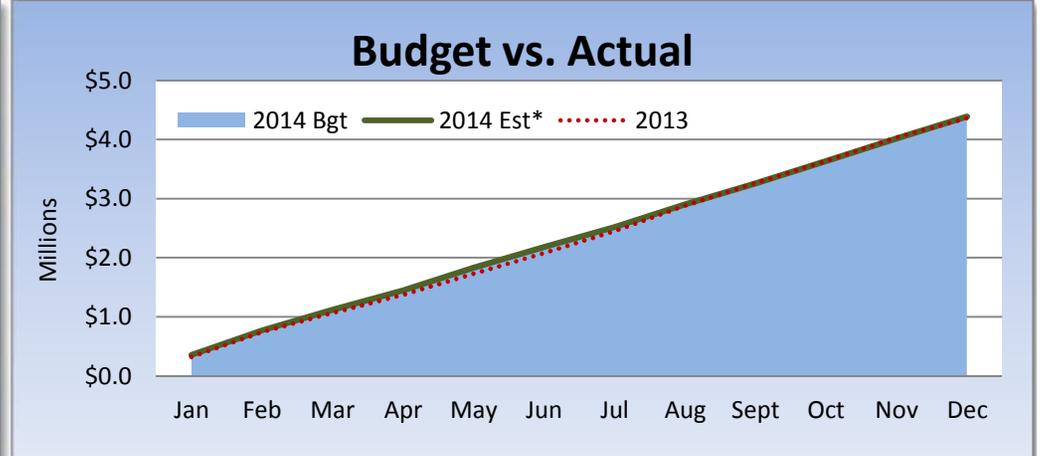
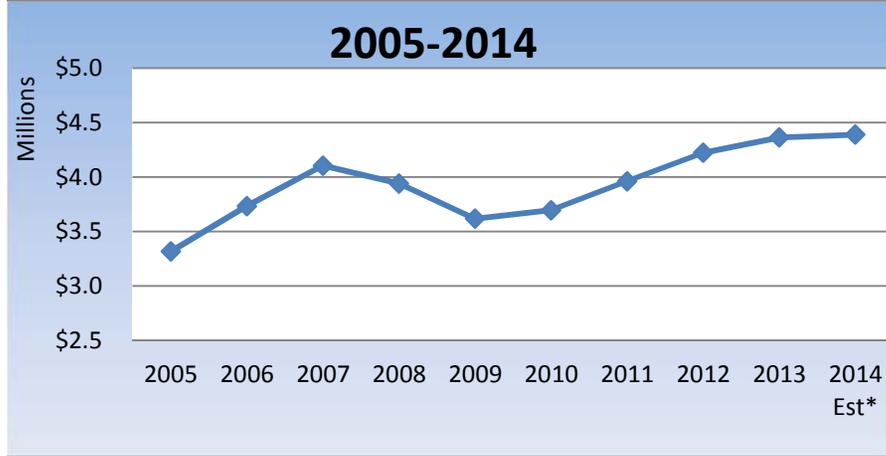


# Services

## Sales Tax Receipts YTD by Month

YTD Actuals are presented for January - May

| Year      | Jan YTD | Feb YTD | Mar YTD   | Apr YTD   | May YTD   | June YTD  | Jul YTD   | Aug YTD   | Sept YTD  | Oct YTD   | Nov YTD   | Dec YTD   |
|-----------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 2005      | 244,734 | 552,945 | 787,786   | 1,017,442 | 1,315,968 | 1,581,337 | 1,842,258 | 2,155,330 | 2,425,388 | 2,699,131 | 3,043,925 | 3,315,749 |
| 2006      | 266,240 | 624,400 | 883,352   | 1,142,715 | 1,479,245 | 1,750,786 | 2,055,548 | 2,410,875 | 2,730,255 | 3,028,449 | 3,417,960 | 3,732,312 |
| 2007      | 278,996 | 740,006 | 1,015,696 | 1,359,148 | 1,736,959 | 2,043,085 | 2,339,970 | 2,725,377 | 3,048,076 | 3,393,450 | 3,775,563 | 4,103,240 |
| 2008      | 298,054 | 710,762 | 1,004,130 | 1,295,621 | 1,636,528 | 1,895,109 | 2,208,819 | 2,604,420 | 2,930,800 | 3,248,465 | 3,636,855 | 3,939,201 |
| 2009      | 288,037 | 639,629 | 932,882   | 1,230,584 | 1,547,266 | 1,800,232 | 2,065,986 | 2,393,219 | 2,691,626 | 2,979,442 | 3,298,526 | 3,616,076 |
| 2010      | 289,984 | 640,763 | 952,299   | 1,223,431 | 1,559,850 | 1,852,873 | 2,134,238 | 2,452,539 | 2,751,068 | 3,063,765 | 3,386,991 | 3,694,342 |
| 2011      | 273,275 | 699,570 | 1,023,389 | 1,316,276 | 1,664,591 | 1,952,272 | 2,260,514 | 2,626,385 | 2,956,460 | 3,283,040 | 3,644,507 | 3,960,151 |
| 2012      | 319,720 | 705,670 | 1,046,461 | 1,352,548 | 1,696,188 | 2,030,491 | 2,367,495 | 2,729,726 | 3,069,135 | 3,471,139 | 3,869,521 | 4,221,446 |
| 2013      | 321,401 | 740,522 | 1,061,981 | 1,370,580 | 1,727,905 | 2,079,716 | 2,449,354 | 2,880,696 | 3,261,008 | 3,635,442 | 4,033,126 | 4,362,344 |
| 2014 Est* | 353,673 | 766,783 | 1,118,284 | 1,447,772 | 1,830,131 | 2,181,327 | 2,518,551 | 2,900,045 | 3,257,841 | 3,632,618 | 4,020,014 | 4,388,383 |
| 2014 Bgt  | 347,555 | 767,974 | 1,141,359 | 1,466,318 | 1,869,527 | 2,220,723 | 2,557,948 | 2,939,442 | 3,297,237 | 3,672,014 | 4,059,410 | 4,427,779 |
| % Budget  | 2%      | 0%      | -2%       | -1%       | -2%       | -2%       | -2%       | -1%       | -1%       | -1%       | -1%       | -1%       |
| % vs 2013 | 10%     | 4%      | 5%        | 6%        | 6%        | 5%        | 3%        | 1%        | 0%        | 0%        | 0%        | 1%        |



# Miscellaneous

## Sales Tax Receipts YTD by Month

YTD Actuals are presented for January - May

| Year      | Jan YTD | Feb YTD | Mar YTD | Apr YTD | May YTD | June YTD | Jul YTD | Aug YTD | Sept YTD | Oct YTD | Nov YTD | Dec YTD |
|-----------|---------|---------|---------|---------|---------|----------|---------|---------|----------|---------|---------|---------|
| 2005      | 33,407  | 72,548  | 96,010  | 122,147 | 153,843 | 186,207  | 210,820 | 235,287 | 254,886  | 295,902 | 335,608 | 369,585 |
| 2006      | 33,840  | 110,681 | 137,893 | 166,785 | 199,542 | 229,678  | 264,593 | 305,703 | 343,503  | 391,596 | 420,470 | 455,594 |
| 2007      | 60,298  | 109,901 | 141,291 | 183,175 | 225,449 | 273,692  | 304,867 | 352,139 | 390,404  | 424,196 | 462,970 | 503,000 |
| 2008      | 29,450  | 71,457  | 107,895 | 140,199 | 177,998 | 206,288  | 240,263 | 274,001 | 308,960  | 336,151 | 363,743 | 402,360 |
| 2009      | 32,529  | 53,074  | 96,301  | 123,333 | 162,082 | 205,824  | 246,761 | 297,408 | 343,628  | 386,550 | 430,564 | 466,785 |
| 2010      | 39,924  | 81,675  | 128,038 | 214,352 | 246,802 | 293,966  | 313,028 | 354,736 | 399,655  | 441,482 | 478,464 | 533,667 |
| 2011      | 29,794  | 89,346  | 126,498 | 156,578 | 290,953 | 365,500  | 424,943 | 512,022 | 546,149  | 634,092 | 671,679 | 721,805 |
| 2012      | 28,923  | 61,404  | 85,786  | 109,845 | 145,475 | 187,680  | 232,492 | 279,311 | 320,223  | 357,497 | 396,706 | 441,252 |
| 2013      | 41,939  | 101,242 | 139,652 | 182,723 | 221,588 | 262,724  | 308,693 | 341,138 | 383,779  | 435,095 | 477,313 | 553,106 |
| 2014 Est* | 46,445  | 97,320  | 147,864 | 210,931 | 251,722 | 297,855  | 339,770 | 387,788 | 435,752  | 485,733 | 528,913 | 584,640 |
| 2014 Bgt  | 39,987  | 92,111  | 132,649 | 179,908 | 220,188 | 266,321  | 308,236 | 356,254 | 404,218  | 454,199 | 497,379 | 553,106 |
| % Budget  | 16%     | 6%      | 11%     | 17%     | 14%     | 12%      | 10%     | 9%      | 8%       | 7%      | 6%      | 6%      |
| % vs 2013 | 11%     | -4%     | 6%      | 15%     | 14%     | 13%      | 10%     | 14%     | 14%      | 12%     | 11%     | 6%      |

