

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



DATE: October 6, 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: **September 2014 Sales Tax Distribution (July 2014 Activity)**

Monthly comparisons (September): September sales tax receipts (for July 2014 activity) were \$1.8 million which is \$108k (6.2%) over September 2013 and \$216k (13.2%) over the September adjusted budget.

Year-to-date comparisons (January through September): 2014 is currently \$711k (4.7%) over 2013 and \$823k (5.5%) over the 2014 year-to-date budget. See the year-to-date comparison, by sector, below.

| 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 | 4,491,027 | 4,557,799 | 4,828,840 | 4,865,080 | 4,934,565 | 4,988,169 | 69,485 | 1.4% | -53,603 | -1.1% |
| Construction | 1,688,853 | 1,108,904 | 1,219,145 | 2,033,285 | 1,609,946 | 1,525,521 | -423,339 | -20.8% | 84,425 | 5.5% |
| Services | 2,751,068 | 2,956,460 | 3,069,135 | 3,261,008 | 3,402,227 | 3,297,237 | 141,219 | 4.3% | 104,990 | 3.2% |
| Automotive/Gas | 2,255,951 | 2,398,058 | 2,480,675 | 2,794,641 | 3,018,476 | 2,926,712 | 223,835 | 8.0% | 91,764 | 3.1% |
| Manufacturing | 559,580 | 847,752 | 782,592 | 937,384 | 1,581,958 | 993,817 | 644,574 | 68.8% | 588,141 | 59.2% |
| Wholesale | 693,070 | 864,384 | 868,791 | 861,947 | 853,505 | 890,272 | -8,442 | -1.0% | -36,767 | -4.1% |
| Miscellaneous | 399,655 | 546,149 | 320,223 | 383,779 | 447,898 | 404,218 | 64,120 | 16.7% | 43,681 | 10.8% |
| YTD Total | 12,839,204 | 13,279,505 | 13,569,401 | 15,137,125 | 15,848,576 | 15,025,946 | 711,452 | 4.7% | 822,630 | 5.5% |
| Annual total | 17,198,187 | 17,729,735 | 18,564,671 | 20,416,372 | 21,018,630 | 20,196,000 | 602,258 | 3.0% | 822,630 | 4.1% |

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

Variances from prior years: The 2013 year-to-date amounts include major construction projects completed in 2013, which significantly skew the 2013-2014 comparison in the construction sector. *Excluding these one-time items, 2014 is \$1.5 million (10.1%) over 2013 and the construction sector is \$324k (25.2%) over 2013.*

The manufacturing sector is significantly higher in 2014 because Boeing changed their reporting method utilizing a direct pay permit beginning with the November 2013 return. Using this method Boeing stopped paying sales tax to vendors and now directly reports all use tax based on 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 \$667k (115%) over 2013. *Excluding transportation, this rest of this sector has decreased \$23k (6.4%) from 2013.*

SALES TAX SUMMARY

September 2014

| NAICS | CONSTRUCTION | 2013 Total | 2013 To Date | 2014 To Date | YTD Change % | % of Sector |
|-------------------------------------|------------------------------|---------------------|---------------------|---------------------|---------------|-------------|
| 236 | Construction of Buildings | 1,339,324 | 1,101,852 | 867,519 | -21.3% | 54% |
| 237 | Heavy and Civil Construction | 411,500 | 297,367 | 101,960 | -65.7% | 6% |
| 238 | Special Trade Contractor | 943,887 | 634,066 | 640,467 | 1.0% | 40% |
| TOTAL CONSTRUCTION | | \$ 2,694,710 | \$ 2,033,285 | \$ 1,609,946 | -20.8% | 100% |
| <i>Excluding major 2013 project</i> | | <i>\$ 1,286,379</i> | | | <i>25.2%</i> | |

| | MANUFACTURING | 2013 Total | 2013 To Date | 2014 To Date | YTD Change % | % of Sector |
|---|--------------------------------------|---------------------|-------------------|---------------------|--------------|-------------|
| 311 | Food Products | 27,493 | 25,371 | 3,861 | -84.8% | 0% |
| 312 | Beverage & Tobacco Products | 14,833 | 7,345 | 14,657 | 99.6% | 1% |
| 313 | Textile Mill Products | 293 | 202 | 703 | 247.9% | 0% |
| 314 | Other Textile Product Mills | 2,296 | 1,259 | 2,136 | 69.6% | 0% |
| 315 | Apparel Manufacturing | 565 | 292 | 330 | 13.2% | 0% |
| 316 | Leather & Leather Products | 15 | 13 | 51 | 284.8% | 0% |
| 321 | Lumber & Wood Products | 25,403 | 15,924 | 22,209 | 39.5% | 1% |
| 322 | Paper & Allied Products | 25,885 | 10,489 | 11,024 | 5.1% | 1% |
| 323 | Printing, Publishing | 236,081 | 159,123 | 170,806 | 7.3% | 11% |
| 324 | Petroleum refining & Coal Production | 2,247 | 1,939 | 2,537 | 30.8% | 0% |
| 325 | Chemicals and Allied Products | 46,385 | 7,268 | 8,082 | 11.2% | 1% |
| 326 | Rubber & Plastic Products | 4,840 | 2,676 | 2,319 | -13.3% | 0% |
| 327 | Stone/Clay/Glass/Concrete Prod | 18,549 | 14,170 | 9,879 | -30.3% | 1% |
| 331 | Primary Metal Industries | 1,723 | 1,482 | 1,980 | 33.6% | 0% |
| 332 | Fabricated Metal Products | 23,793 | 15,284 | 13,374 | -12.5% | 1% |
| 333 | Machinery, Except Electric | 17,292 | 12,456 | 8,658 | -30.5% | 1% |
| 334 | Instruments/Related Products | 57,918 | 47,025 | 28,521 | -39.3% | 2% |
| 335 | Electric Machinery | 9,359 | 7,945 | 7,105 | -10.6% | 0% |
| 336 | Transportation Equipment | 770,889 | 580,814 | 1,248,030 | 114.9% | 79% |
| 337 | Furniture and Fixtures | 17,912 | 13,291 | 12,366 | -7.0% | 1% |
| 339 | Misc Manufacturing | 19,592 | 13,018 | 13,330 | 2.4% | 1% |
| TOTAL MANUFACTURING | | \$ 1,323,363 | \$ 937,384 | \$ 1,581,958 | 68.8% | 100% |
| <i>Excluding Transportation Equipment</i> | | | <i>356,571</i> | <i>333,928</i> | <i>-6.4%</i> | |

| | GENERAL RETAIL | 2013 Total | 2013 To Date | 2014 To Date | YTD Change % | % of Sector |
|---------------------|--------------------------------------|---------------------|---------------------|---------------------|--------------|-------------|
| 442 | Furniture & home furnishings | 1,461,950 | 1,044,085 | 1,104,137 | 5.8% | 22% |
| 443 | Electronics & Appliances | 742,150 | 602,784 | 585,159 | -2.9% | 12% |
| 444 | Retail Bldg Materials & Garden Cntrs | 597,712 | 423,830 | 462,394 | 9.1% | 9% |
| 445 | Retail Food & beverage Stores | 367,892 | 282,912 | 278,978 | -1.4% | 6% |
| 446 | Health & Personal Care stores | 338,593 | 227,975 | 200,304 | -12.1% | 4% |
| 448 | Retail Apparel & Accessories | 172,298 | 130,417 | 137,017 | 5.1% | 3% |
| 451 | Sporting goods, hobby, books | 205,407 | 151,118 | 157,290 | 4.1% | 3% |
| 452 | Retail Gen Merchandise | 1,707,695 | 1,302,306 | 1,309,635 | 0.6% | 27% |
| 453 | Misc Retail Trade | 661,905 | 460,970 | 456,508 | -1.0% | 9% |
| 454 | Non Store Retailers | 321,999 | 238,684 | 243,143 | 1.9% | 5% |
| TOTAL RETAIL | | \$ 6,577,601 | \$ 4,865,080 | \$ 4,934,565 | 1.4% | 100% |

| | AUTOMOTIVE | 2013 Total | 2013 To Date | 2014 To Date | YTD Change % | % of Sector |
|-------------------------|-------------------------------|---------------------|---------------------|---------------------|--------------|-------------|
| 441 | Motor Vehicle & Parts dealers | 3,584,216 | 2,680,523 | 2,876,745 | 7.3% | 95% |
| 447 | Gasoline Stations | 147,024 | 114,118 | 141,731 | 24.2% | 5% |
| TOTAL AUTOMOTIVE | | \$ 3,731,241 | \$ 2,794,641 | \$ 3,018,476 | 8.0% | 100% |

| Gp Cd | WHOLESALE | 2013 Total | 2013 To Date | 2014 To Date | YTD Change % | % of Sector |
|------------------------|------------------------------|---------------------|-------------------|-------------------|--------------|-------------|
| 423 | Wholesale Durable Goods | 916,133 | 697,765 | 654,924 | -6.1% | 77% |
| 424 | Wholesale Non-durable | 250,308 | 160,194 | 195,100 | 21.8% | 23% |
| 425 | Wholesale Electronic markets | 7,566 | 3,988 | 3,481 | -12.7% | 0% |
| TOTAL WHOLESALE | | \$ 1,174,007 | \$ 861,947 | \$ 853,505 | -1.0% | 100% |

| | SERVICES | 2013 Total | 2013 To Date | 2014 To Date | YTD Change % | % of Sector |
|-----------------------|-------------------------------------|---------------------|---------------------|---------------------|--------------|-------------|
| 511 | Publishing Industries | 176,426 | 138,987 | 170,100 | 22.4% | 5% |
| 512 | Motion Picture, Sound Record | 25,758 | 19,983 | 17,692 | -11.5% | 1% |
| 515 | Broadcasting except Internet | 12,719 | 9,046 | 10,413 | 15.1% | 0% |
| 516 | Internet Publishing & Broadcasting | - | - | - | 0.0% | 0% |
| 517 | Telecommunications | 561,882 | 422,264 | 448,916 | 6.3% | 13% |
| 518 | Internet Service Providers | 29,763 | 16,850 | 14,000 | -16.9% | 0% |
| 519 | Other Information Services | 15,366 | 11,002 | 9,602 | -12.7% | 0% |
| 532 | Rental & Leasing Services | 437,018 | 326,344 | 286,842 | -12.1% | 8% |
| 541 | Professional, SCJentific, Tech. | 371,797 | 283,412 | 300,912 | 6.2% | 9% |
| 561 | Administrative & Support Services | 272,018 | 179,694 | 188,579 | 4.9% | 6% |
| 562 | Waste Mngt Remediator | 15,086 | 10,340 | 11,366 | 9.9% | 0% |
| 611 | Educational Services | 80,757 | 62,676 | 39,473 | -37.0% | 1% |
| 621 | Ambulatory Medical/ Healthcare Svcs | 22,280 | 13,188 | 19,512 | 48.0% | 1% |
| 622 | Hospitals | 133,671 | 92,199 | 123,593 | 34.1% | 4% |
| 623 | Nursing & Residential Care | 2,272 | 1,563 | 1,040 | -33.5% | 0% |
| 624 | Social Assistance | 30,976 | 25,495 | 27,036 | 6.0% | 1% |
| 711 | Performing Arts, Spectator sports | 3,706 | 3,092 | 3,240 | 4.8% | 0% |
| 712 | Parks & Other similar institutions | - | - | 42 | 0.0% | 0% |
| 713 | Amusement/ Gambling & Rec. | 77,451 | 56,565 | 57,360 | 1.4% | 2% |
| 721 | Hotels/Motels | 234,984 | 163,380 | 164,293 | 0.6% | 5% |
| 722 | Food svcs & drinking places | 1,410,274 | 1,087,176 | 1,149,914 | 5.8% | 34% |
| 811 | Repair & Maintenance | 344,391 | 261,850 | 278,774 | 6.5% | 8% |
| 812 | Personal & Laundry Services | 93,198 | 69,744 | 71,410 | 2.4% | 2% |
| 813 | Religious, grant making, Civic | 10,552 | 6,159 | 8,113 | 31.7% | 0% |
| 814 | Private Households | - | - | 5 | 0.0% | 0% |
| TOTAL SERVICES | | \$ 4,362,344 | \$ 3,261,008 | \$ 3,402,227 | 4.3% | 100% |

| | MISCELLANEOUS | 2013 Total | 2013 To Date | 2014 To Date | YTD Change % | % of Sector |
|----------------------------|----------------|-------------------|-------------------|-------------------|--------------|-------------|
| 100's | Agriculture | 6,093 | 5,164 | 6,868 | 33.0% | 2% |
| 221 | Utilities | 37,861 | 25,616 | 26,991 | 5.4% | 6% |
| 400's | Transportation | 35,501 | 27,615 | 32,449 | 17.5% | 7% |
| 500's | Banking | 266,979 | 210,247 | 166,892 | -20.6% | 37% |
| 900's | Government | 206,673 | 115,136 | 214,699 | 86.5% | 48% |
| MISCELLANEOUS TOTAL | | \$ 553,106 | \$ 383,779 | \$ 447,898 | 16.7% | 100% |

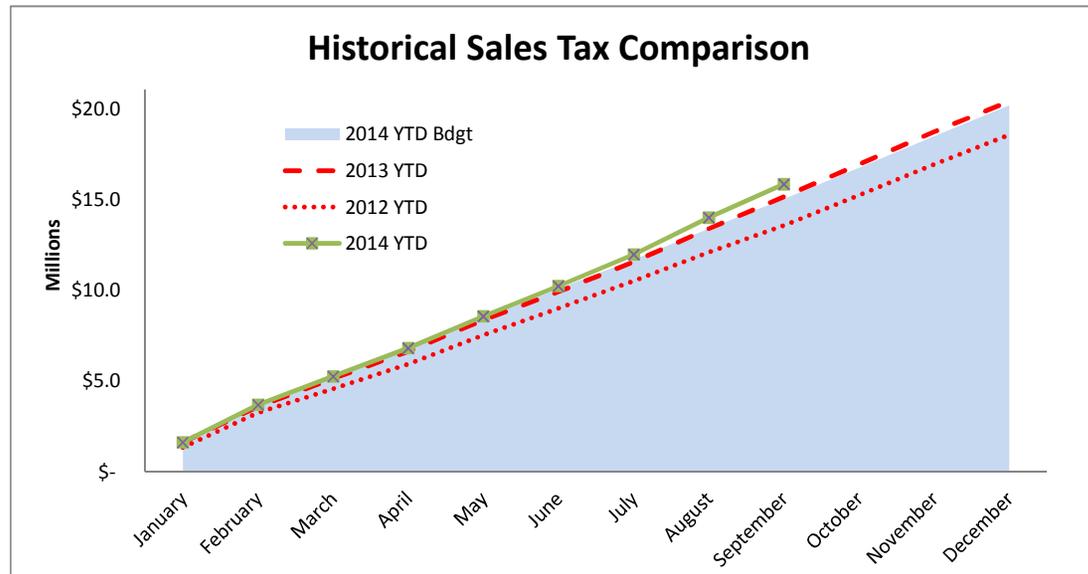
| | 2013 Total | 2013 To Date | 2014 To Date | YTD Change % |
|---|----------------------|----------------------|----------------------|--------------|
| TOTALS BY COLUMN | \$ 20,416,372 | \$ 15,137,125 | \$ 15,848,576 | 4.7% |
| <i>2014 - 2013 YTD Changes w/o major projects</i> | <i>\$ 14,390,219</i> | <i>\$ 15,848,576</i> | <i>10.1%</i> | |

| GROWTH BREAKDOWN - 2014 TO DATE | | | | | Normalized |
|-------------------------------------|----------------------|----------------------|-------------------|--------------|--------------|
| | 2013 YTD | 2014 YTD | YTD Change \$ | YTD Change % | Growth % |
| LANDING BUSINESSES | \$ 752,410 | \$ 780,491 | \$ 28,081 | 3.7% | 3.7% |
| OTHER RENTON BASE BUSINESSES | 14,384,714 | 15,068,085 | 683,371.15 | 4.8% | 9.5% |
| Total Growth 2013 to 2014 | \$ 15,137,125 | \$ 15,848,576 | \$ 711,452 | 4.7% | 10.1% |

City of Renton Historical Sales Tax Receipts September 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 | 1,669,870 | \$ 85,821 | 5.4% | \$ 117,064 | 7.5% |
| July | 1,309,429 | 1,437,859 | 1,505,142 | 1,647,860 | 1,599,650 | 1,731,929 | \$ 132,279 | 8.3% | \$ 84,069 | 5.1% |
| August | 1,470,879 | 1,534,218 | 1,583,903 | 1,833,347 | 1,718,742 | 2,030,161 | \$ 311,419 | 18.1% | \$ 196,814 | 10.7% |
| September | 1,408,877 | 1,472,399 | 1,472,566 | 1,741,262 | 1,633,772 | 1,849,720 | \$ 215,947 | 13.2% | \$ 108,457 | 6.2% |
| 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 | 12,839,204 | 13,279,505 | 13,569,401 | 15,137,125 | 15,025,946 | 15,848,576 | 822,630 | 5.5% | 711,452 | 4.7% |
| Annual Total | \$ 17,198,187 | \$ 17,729,735 | \$ 18,564,671 | \$ 20,416,372 | \$ 20,196,000 | \$ 15,848,576 | \$ 822,630 | 5.5% | \$ 711,452 | 3.5% |

Normalized* vs. 2013: 10.1%



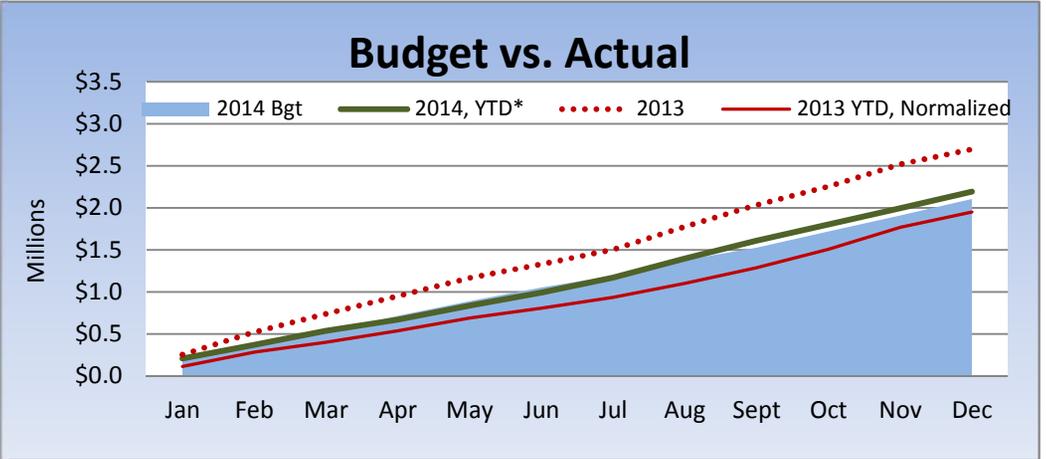
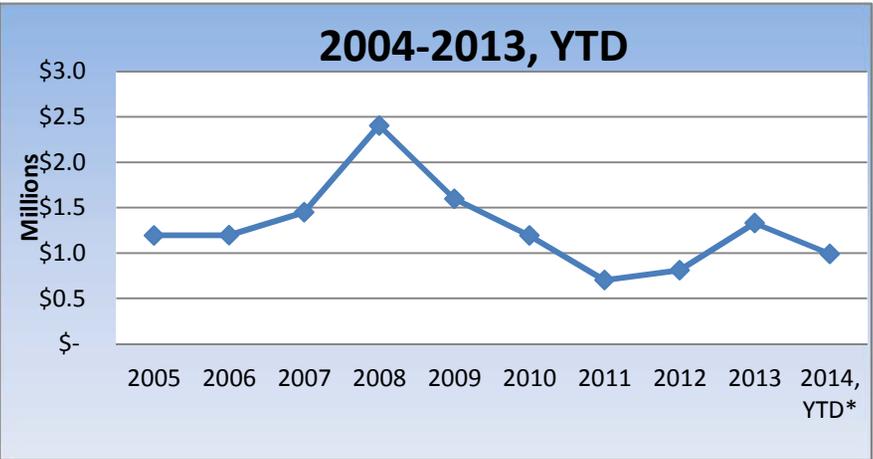
*Excludes 2013 one-time, major projects

Construction

Sales Tax Receipts YTD by Month

YTD as of 9/30/14*

| 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, YTD* | 205,115 | 369,900 | 534,836 | 670,423 | 835,137 | 991,398 | 1,167,354 | 1,396,108 | 1,609,946 | 1,802,693 | 1,993,879 | 2,190,492 |
| 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% | -6% | -2% | 1% | 6% | 5% | 4% | 4% |
| % vs 2013 | -18% | -29% | -28% | -29% | -28% | -25% | -22% | -21% | -21% | -20% | -21% | -19% |



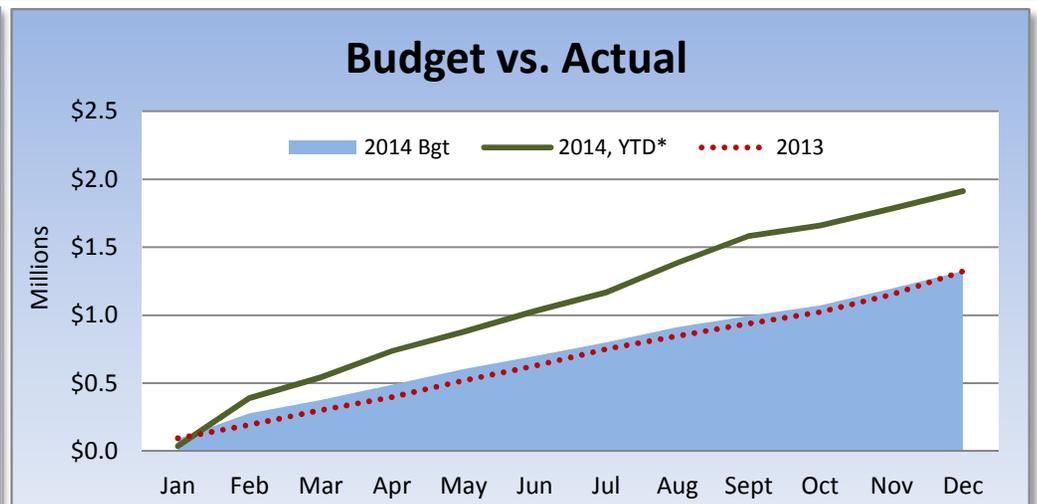
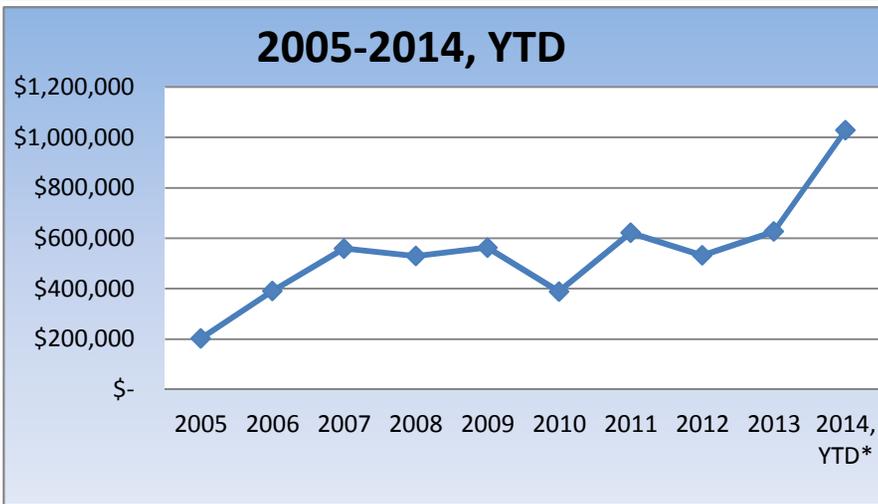
*Amounts listed for October - December are estimates

Manufacturing

Sales Tax Receipts YTD by Month

YTD as of 9/30/14*

| 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, YTD* | 36,724 | 389,084 | 543,297 | 736,732 | 878,273 | 1,028,454 | 1,167,145 | 1,385,728 | 1,581,958 | 1,659,050 | 1,784,032 | 1,911,504 |
| 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% | 47% | 46% | 52% | 59% | 55% | 49% | 44% |
| % vs 2013 | -61% | 102% | 80% | 85% | 69% | 64% | 56% | 64% | 69% | 62% | 55% | 44% |



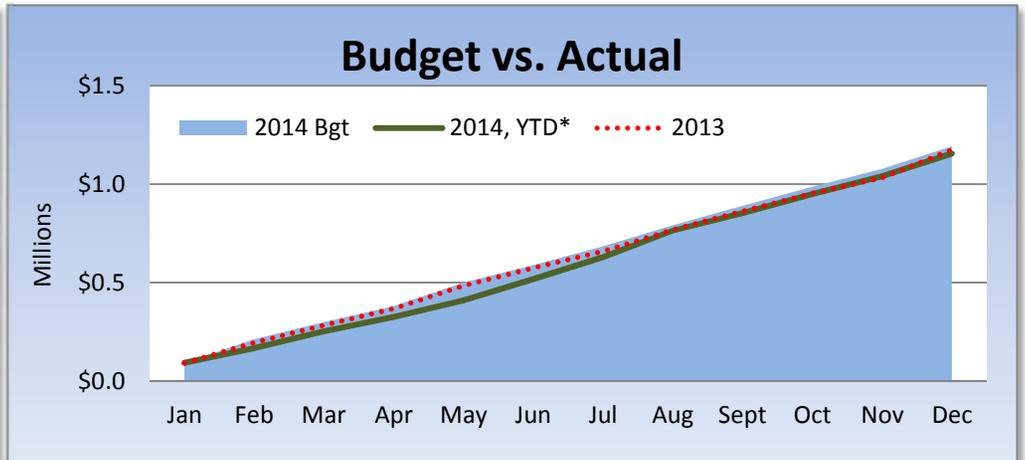
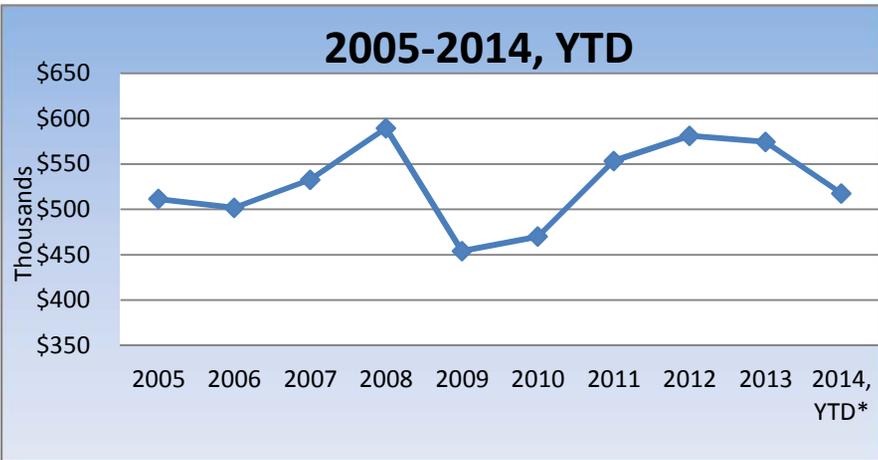
*Amounts listed for October - December are estimates

Wholesale

Sales Tax Receipts YTD by Month

YTD as of 9/30/14*

| 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, YTD* | 93,260 | 166,550 | 252,914 | 324,990 | 408,990 | 517,530 | 630,450 | 763,291 | 853,505 | 950,086 | 1,040,763 | 1,154,850 |
| 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% | -12% | -8% | -4% | -4% | -4% | -3% | -3% |
| % vs 2013 | 3% | -15% | -11% | -11% | -16% | -10% | -4% | -1% | -1% | 0% | 1% | -2% |



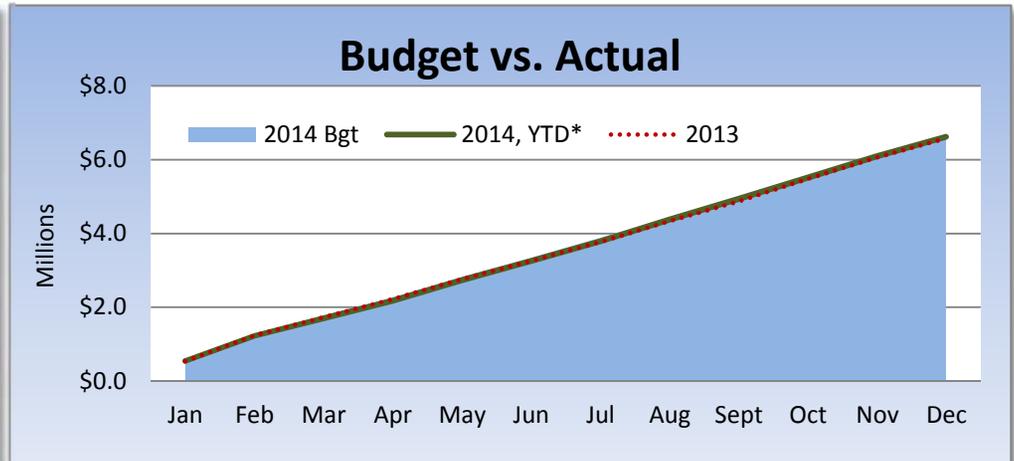
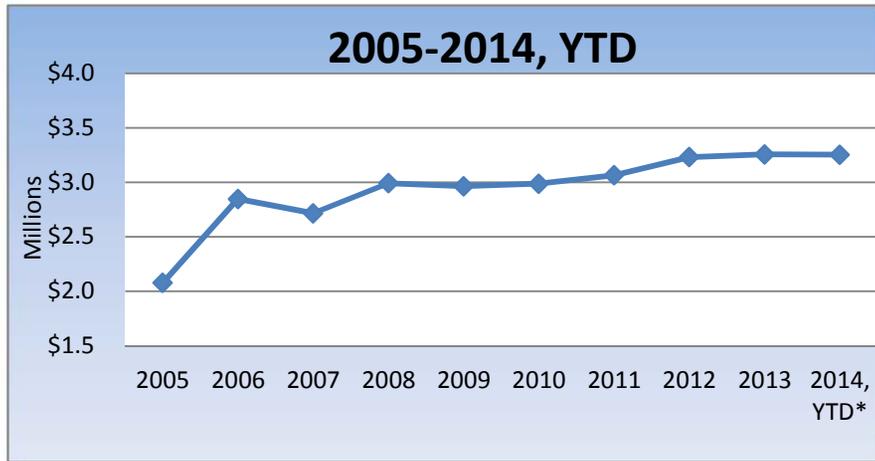
*Amounts listed for October - December are estimates

General Retail

Sales Tax Receipts YTD by Month

YTD as of 9/30/14*

| 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, YTD* | 547,714 | 1,230,056 | 1,705,235 | 2,180,827 | 2,734,069 | 3,252,454 | 3,792,234 | 4,376,153 | 4,934,565 | 5,510,372 | 6,089,741 | 6,622,662 |
| 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% | -1% | -1% | -1% | -1% |
| % vs 2013 | 2% | 0% | -1% | -2% | -1% | 0% | 1% | 1% | 1% | 1% | 1% | 1% |



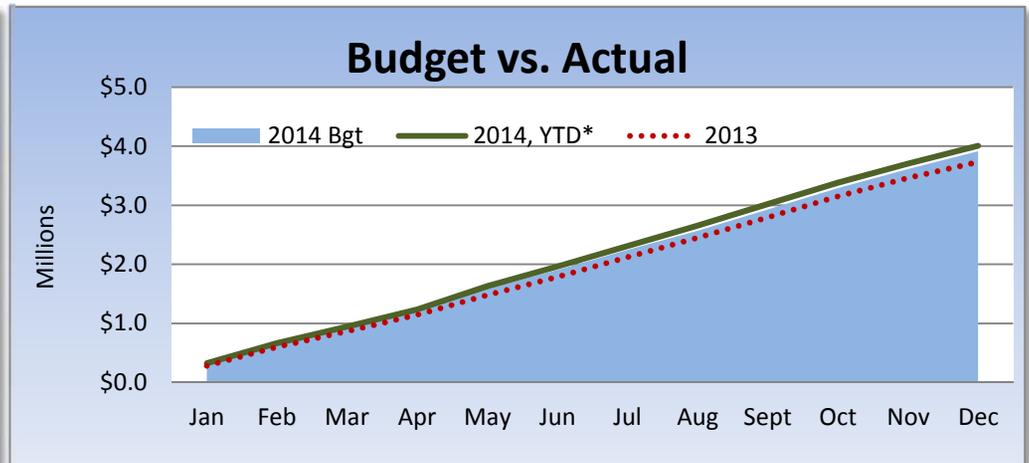
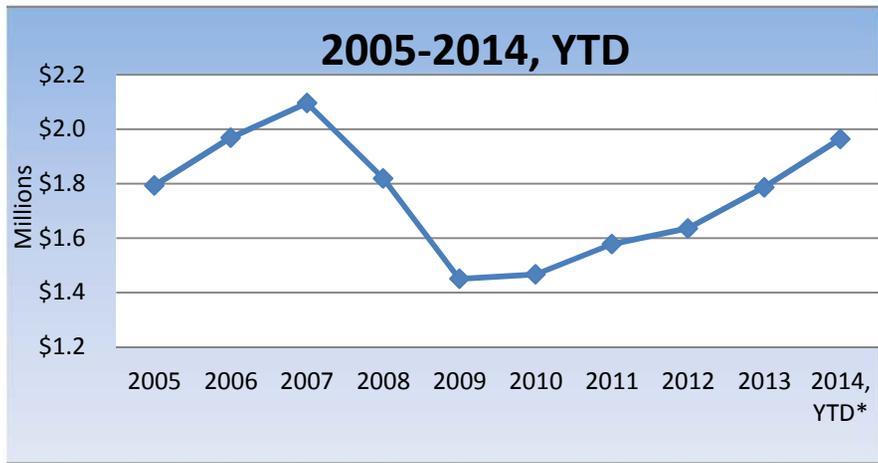
*Amounts listed for October - December are estimates

Auto & Gas

Sales Tax Receipts YTD by Month

YTD as of 9/30/14*

| 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, YTD* | 324,113 | 667,024 | 946,498 | 1,235,524 | 1,628,574 | 1,964,025 | 2,307,070 | 2,655,909 | 3,018,476 | 3,380,483 | 3,704,527 | 4,009,566 |
| 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% | 3% | 3% | 4% | 3% | 3% | 3% | 2% |
| % vs 2013 | 14% | 11% | 9% | 8% | 10% | 10% | 9% | 8% | 8% | 7% | 7% | 7% |



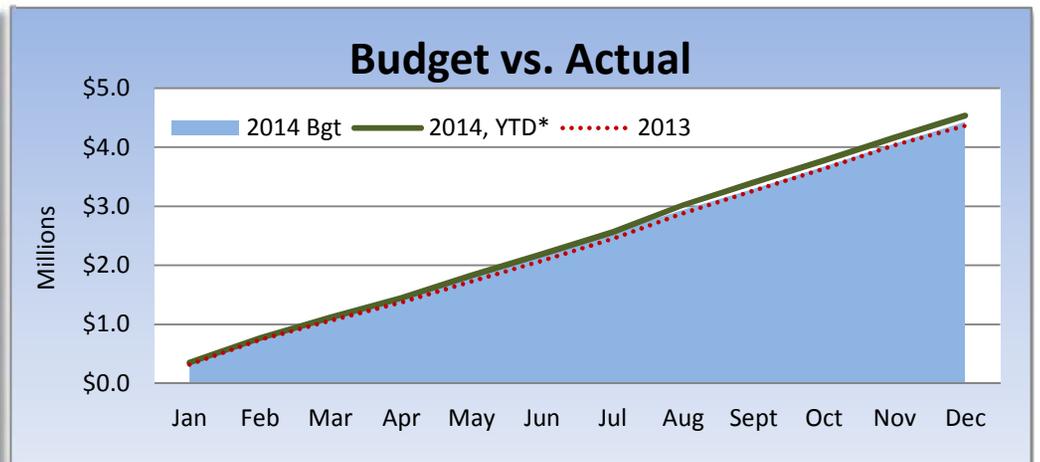
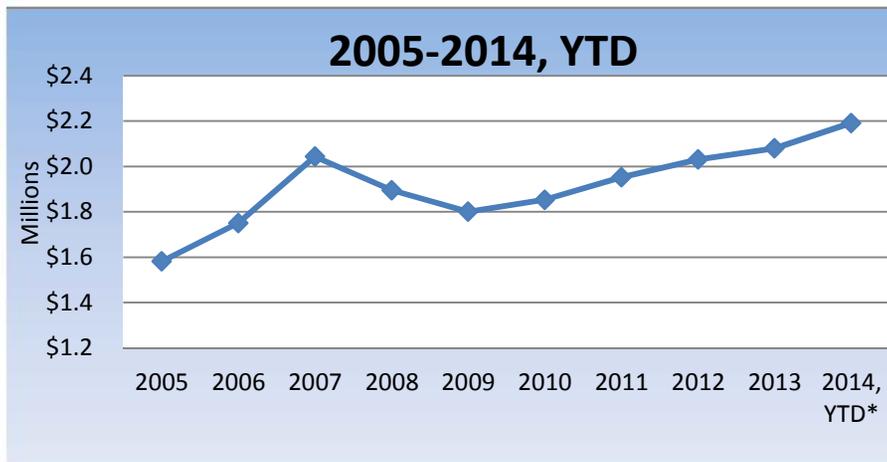
*Amounts listed for October - December are estimates

Services

Sales Tax Receipts YTD by Month

YTD as of 9/30/14*

| 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, YTD* | 353,673 | 766,783 | 1,118,284 | 1,447,772 | 1,830,131 | 2,191,194 | 2,560,726 | 3,023,280 | 3,402,227 | 3,777,004 | 4,164,400 | 4,532,769 |
| 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% | -1% | 0% | 3% | 3% | 3% | 3% | 2% |
| % vs 2013 | 10% | 4% | 5% | 6% | 6% | 5% | 5% | 5% | 4% | 4% | 3% | 4% |



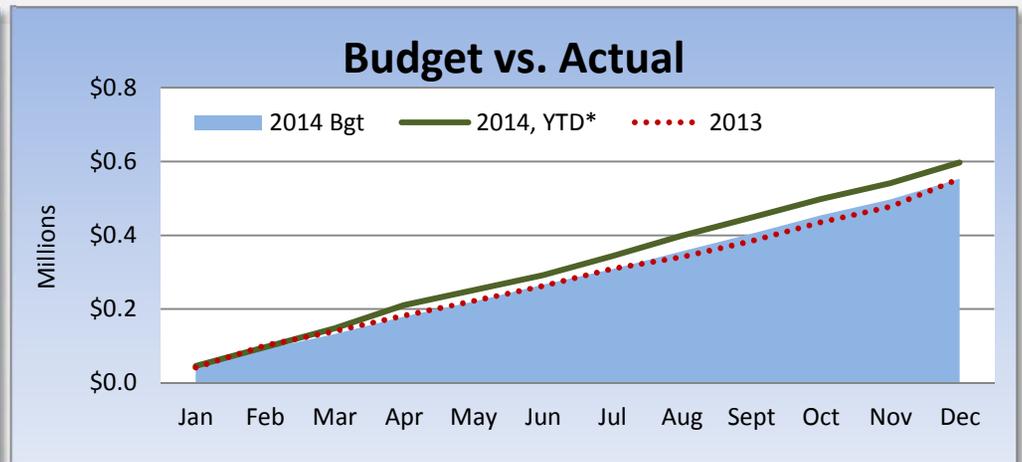
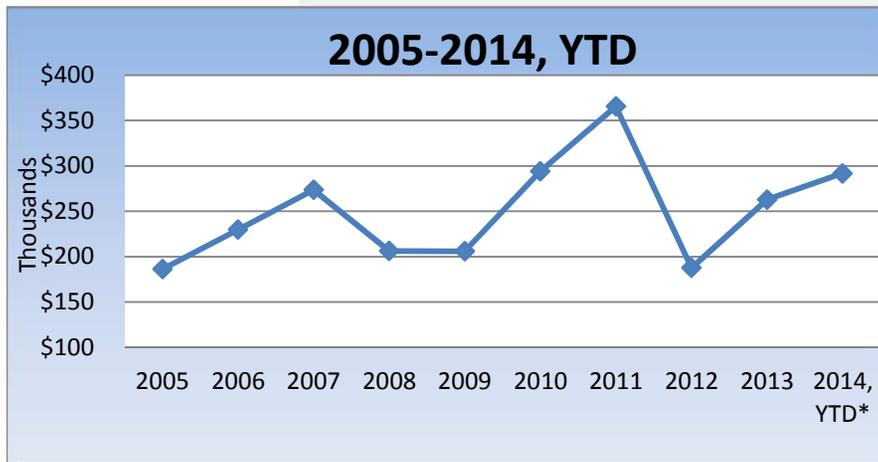
*Amounts listed for October - December are estimates

Miscellaneous

Sales Tax Receipts YTD by Month

YTD as of 9/30/14*

| 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, YTD* | 46,445 | 97,320 | 147,864 | 210,931 | 251,722 | 291,711 | 343,718 | 398,389 | 447,898 | 497,880 | 541,060 | 596,787 |
| 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% | 10% | 12% | 12% | 11% | 10% | 9% | 8% |
| % vs 2013 | 11% | -4% | 6% | 15% | 14% | 11% | 11% | 17% | 17% | 14% | 13% | 8% |



*Amounts listed for October - December are estimates