

MAINE STATE LEGISLATURE

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**DEPARTMENT OF ADMINISTRATIVE & FINANCIAL SERVICES
78 STATE HOUSE STATION
AUGUSTA, ME 04333-0078**

**PHONE: 207-624-7800
FAX: 207-624-7804
TDD: 207-287-4537**

M E M O R A N D U M

TO: Governor Paul R. LePage
Members, Legislative Council
Members, Joint Standing Committee on Appropriations and Financial Affairs
Members, Joint Standing Committee on Taxation

FROM: Richard W. Rosen, Commissioner
Department of Administrative & Financial Services

DATE: September 26, 2016

SUBJ: Revenues – August

August General Fund revenues were over budget by \$18.9 million or 6.8 percent. For the first two months of the fiscal year, General Fund revenues are \$15.8 million over budget (+3.0%). Adjusting for timing issues with BETR payments and one-time Service Provider Tax audit payments, General Fund revenues would still be over budget through August by approximately \$10 million. Compared to the same two-month period of last fiscal year, FY17 General Fund revenues are up by 5.9 percent (+\$29.8 million).

July taxable sales (August revenue) increased by 4 percent over a year ago. Business sectors representing taxable sales primarily to households increased by 5 percent over last July. For the month, sales and use and service provider taxes combined were \$4 million over budget. Auto/transportation sales decreased by 4.1 percent over last July and are down 1.2 percent year-over-year for the three-month period. Tourism-related sales, specifically those tied to restaurants and lodging, increased over last July, growing 7 percent and 10.1 percent, respectively.

Building supply store sales in July increased by 1.8 percent year-over-year. During the first seven months of CY16, industry sales have risen by 9 percent, benefiting, in part, from Maine's mild winter and an early start to the construction season.

Corporate income tax receipts were over budget in August by \$4.3 million. Most of the monthly surplus (\$3.6 million) came from estimated payments. Since September is usually a big month for estimated payments, the August surplus may come at the expense of September receipts.

Estate tax revenue was over budget for the month by \$1.8 million, bringing the year-to-date variance to \$1.1 million over budget. As a reminder, Maine will begin to realize the effect of increasing the estate tax exemption amount starting with estate tax returns due to be filed in October.

Sales & Use Taxes

Revenue was \$3.2 million over budget for the month and \$5.3 million (+2.1%) over budget fiscal year-to-date. Revenue was \$16.4 million (+6.7%) over prior fiscal year-to-date collections. The year-to-date revenue growth is attributable, in part, to tax changes that became effective on January 1, 2016.

Taxable Sales

Total taxable sales for the month of July (August revenue) were 4.0 percent over July 2015. The annual rate of change, excluding utilities, was 6.1 percent. Building supply sales were up 1.8 percent for the month and 7.3 percent for the year ending in July. Sales of taxable items in food stores were up 23.2 percent for the month and 15.5 percent for the year. General merchandise sales (primarily sales of goods sold in large department and discount stores) were up 5.4 percent for the month and 4.4 percent for the year. Sales in other retail stores such as jewelry, drug, sporting goods, book, antique, pet, photo, toy, and craft stores were up 3.7 percent for the month and 6.4 percent for the year.

Auto/transportation sector sales were down 4.1 percent for the month and up 5.9 percent for the year. As noted in last month's revenue report, auto sales have flattened out and most of the robust growth occurred during the first quarter of the calendar year.

Sales of meals and other prepared foods were up 7.0 percent for the month and 6.5 percent for the year. Lodging sales were up 10.1 percent for the month and 7.1 percent for the year. Business operating sales (primarily use tax paid by businesses) were down 0.8 percent for the month and 0.4 percent for the year.

Service Provider Tax

Revenue was \$851,263 over budget for the month and \$311,815 (+2.8%) over budget fiscal year-to-date. Revenue was \$3.5 million (+44.2%) over prior fiscal year-to-date collections.

Individual Income Tax

Revenue was \$1.1 million over budget for the month and \$3.5 million (+1.8%) over budget fiscal year-to-date. Fiscal year-to-date withholding payments were 11.2 percent under fiscal year 2016. Estimated payments were up 3.1 percent and final payments were up 7.6 percent fiscal year-to-date. Revenue was \$17 million (-7.7%) under prior fiscal year-to-date collections. These differences reflect changes made by Maine Revenue Services to tax withholding tables as a result of tax changes that became effective on January 1, 2016.

Corporate Income Tax

Revenue was \$4.3 million over budget for the month and \$2.5 million (+25.6%) over budget fiscal year-to-date. Estimated payments were up 17 percent and final payments were down (-42.9%) fiscal year-to-date. Revenue was \$19.8 million (+260.8%) over prior fiscal year-to-date collections.

Cigarette & Tobacco Taxes

Cigarette and tobacco products tax revenue was \$573,048 over budget for the month and \$1.5 million (-5.8%) under budget fiscal year-to-date. Fiscal year-to-date revenue was \$3.1 million (-11.2%) under prior fiscal year-to-date collections.

Insurance Companies Taxes

The Insurance Companies Taxes were \$20,824 under budget for the month and \$72,311 under budget fiscal year-to-date.

Estate Tax

The estate tax was \$1.8 million over budget for the month and \$1.1 million over budget fiscal year-to-date.

Transfers for Tax Relief Programs

Refunds for the Business Equipment Tax Reimbursement (BETR) and Business Equipment Tax Exemption (BETE) programs were under budget in August by \$4 million. August is the start of the new BETR reimbursement year. There were no BETR payments issued this August, but it is anticipated that payments will begin in September and quickly catch up to forecasted amounts.

Municipal Revenue Sharing

Revenue sharing was very close to budget in August, and is essentially on budget year-to-date.

Lottery

Lottery revenues were over budget for the month by \$0.5 million and are now over budget for the fiscal year by \$0.3 million.

Other Revenues

Other Revenues were over budget for the month by \$1.3 million. For the fiscal year other revenues are under budget by \$0.9 million or 9.9 percent.

Highway Fund

Motor fuel excise tax receipts were over budget in August by \$0.4 million. The Highway Fund, as a whole, was over budget for the month by \$1.4 million (+4.6%). For the first two months of FY17 motor fuel excise tax revenues are over budget by \$0.4 million and total Highway Fund receipts are over budget by \$1.9 million.

National Economy

Incoming data on manufacturing, retail sales, inflation, and inventories have caused most economic forecasters to revise down their projections of third quarter GDP growth. After economic growth of approximately 1 percent during the first half of 2016, economic forecasters had originally expected third quarter growth to be well in excess of 3 percent. After reviewing recent releases from the federal government, the general tendency for these economic projections is in the range of 2.5 percent growth. If the weaker than expected third quarter growth extends into the final quarter of 2016 overall economic growth in 2016 will fall below 2 percent.

The Federal Reserve is expected to delay any increase in short-term interest rates until after the November election.

Maine Economy

The July-August Beige Book Report of the New England region by the Boston Federal Reserve Bank shows that the regional economy continues to expand, but with some signs of slowing growth. Travel-related sectors reported a moderation in sales activity, but most of that came from business travel; leisure travel was strong over the summer tourism season. All sectors surveyed by the Boston Fed reported tight labor markets, with staffing firms experiencing high demand for their services and a short supply of labor.

Tourism-related sales were extremely strong in July (August revenue) and for the three-month period ending in July. For the latest three-month period, restaurant and lodging sales increased by 5.2 percent and 8.2 percent, respectively. In July alone restaurant sales increased by 7 percent on top of 7.4 percent growth a year ago. Lodging sales increased by 10.1 percent on top of 7.4 percent growth a year ago. Warm dry weather combined with low gas prices boosted tourism activity during a period that included two of the three holiday weekends of the summer season.

RWR: mja

Attachments

cc: John McGough
Aaron Chadbourne
Grant Pennoyer
Chris Nolan
Marc Cyr
Amanda Rector
Jim Breece
Jerome Gerard
Melissa Gott

STATE OF MAINE

Undedicated Revenues - General Fund
 For the Second Month Ended August 31, 2016
 For the Fiscal Year Ending June 30, 2017
 Comparison to Budget

EXHIBIT I

	Month				Year to Date				Total Budgeted Fiscal Year Ending 6-30-2017
	Actual	Budget	Variance Over/(Under)	Percent Over/(Under)	Actual	Budget	Variance Over/(Under)	Percent Over/(Under)	
Sales and Use Tax	133,919,277	130,739,443	3,179,834	2.4%	262,219,151	256,897,704	5,321,447	2.1%	1,321,250,522
Service Provider Tax	6,533,722	5,682,459	851,263	15.0%	11,347,744	11,035,929	311,815	2.8%	66,149,448
Individual Income Tax	116,134,751	115,050,000	1,084,751	0.9%	203,575,418	200,050,000	3,525,418	1.8%	1,466,148,976
Corporate Income Tax	6,278,846	2,000,000	4,278,846	213.9%	12,180,999	9,700,000	2,480,999	25.6%	149,293,471
Cigarette and Tobacco Tax	12,913,944	12,340,896	573,048	4.6%	24,705,766	26,223,564	(1,517,798)	(5.8%)	135,279,000
Insurance Companies Tax	66,161	86,985	(20,824)	(23.9%)	217,993	290,304	(72,311)	(24.9%)	82,700,000
Estate Tax	3,874,422	2,050,000	1,824,422	89.0%	5,210,837	4,100,000	1,110,837	27.1%	18,378,323
Fines, Forfeits & Penalties	2,156,612	1,879,716	276,896	14.7%	3,466,661	3,821,006	(354,345)	(9.3%)	22,527,275
Income from Investments	241,977	129,616	112,361	86.7%	241,977	129,616	112,361	86.7%	1,744,002
Transfer from Lottery Commission	4,731,578	4,223,073	508,505	12.0%	9,816,650	9,501,928	314,722	3.3%	54,900,000
Transfers for Tax Relief Programs	4,934	(4,000,000)	4,004,934	100.1%	5,907	(4,050,000)	4,055,907	100.1%	(65,948,340)
Transfer to Municipal Revenue Sharing	(4,529,134)	(4,484,234)	(44,900)	(1.0%)	(10,385,856)	(10,398,547)	12,691	0.1%	(64,401,659)
Other Taxes and Fees	11,685,080	10,674,810	1,010,270	9.5%	22,815,184	21,443,375	1,371,809	6.4%	140,091,830
Other Revenues	3,296,690	2,022,408	1,274,282	63.0%	(9,968,079)	(9,068,931)	(899,148)	(9.9%)	27,809,526
Total Collected	<u>297,308,860</u>	<u>278,395,172</u>	<u>18,913,688</u>	<u>6.8%</u>	<u>535,450,352</u>	<u>519,675,948</u>	<u>15,774,404</u>	<u>3.0%</u>	<u>3,355,922,374</u>

NOTES: (1) Included in the above is \$4,529,134 for the month and \$10,385,856 year to date, that was set aside for Revenue Sharing with cities and towns

(2) Figures reflect estimates of the Maine State Revenue Forecasting Committee approved in March 2016 and laws enacted through the 127th Legislature, 2nd Regular Session, excluding PL 2015 c 481 and c 495

(3) This report has been prepared from preliminary month end figures and is subject to change

STATE OF MAINE

Undedicated Revenues - General Fund
 For the Second Month Ended August 31, 2016 and 2015
 For the Fiscal Years Ending June 30, 2017 and 2016
 Comparison to Prior Year

EXHIBIT II

	Month				Year to Date			
	Current Year	Prior Year	Variance Over/(Under)	Percent Over/(Under)	Current Year	Prior Year	Variance Over/(Under)	Percent Over/(Under)
Sales and Use Tax	133,919,277	124,752,102	9,167,175	7.3%	262,219,151	245,844,208	16,374,943	6.7%
Service Provider Tax	6,533,722	4,070,269	2,463,453	60.5%	11,347,744	7,869,056	3,478,688	44.2%
Individual Income Tax	116,134,751	117,952,058	(1,817,308)	(1.5%)	203,575,418	220,528,038	(16,952,619)	(7.7%)
Corporate Income Tax	6,278,846	1,693,241	4,585,605	270.8%	12,180,999	(7,576,838)	19,757,837	260.8%
Cigarette and Tobacco Tax	12,913,944	11,432,286	1,481,658	13.0%	24,705,766	27,829,716	(3,123,950)	(11.2%)
Insurance Companies Tax	66,161	182,610	(116,450)	(63.8%)	217,993	334,437	(116,443)	(34.8%)
Estate Tax	3,874,422	1,506,860	2,367,562	157.1%	5,210,837	3,163,850	2,046,986	64.7%
Fines, Forfeits & Penalties	2,156,612	1,833,013	323,598	17.7%	3,466,661	3,516,204	(49,544)	(1.4%)
Income from Investments	241,977	84,145	157,833	187.6%	241,977	84,145	157,833	187.6%
Transfer from Lottery Commission	4,731,578	4,621,771	109,807	2.4%	9,816,650	8,577,926	1,238,723	14.4%
Transfers for Tax Relief Programs	4,934	(4,225,320)	4,230,254	100.1%	5,907	(3,864,131)	3,870,038	100.2%
Transfer to Municipal Revenue Sharing	(4,529,134)	(4,363,936)	(165,198)	(3.8%)	(10,385,856)	(13,591,404)	3,205,548	23.6%
Other Taxes and Fees	11,685,080	10,281,528	1,403,552	13.7%	22,815,184	20,879,252	1,935,932	9.3%
Other Revenues	3,296,690	(10,522,448)	13,819,137	131.3%	(9,968,079)	(7,988,768)	(1,979,311)	(24.8%)
Total Collected	297,308,860	259,298,181	38,010,679	14.7%	535,450,352	505,605,690	29,844,662	5.9%

NOTE: This report has been prepared from preliminary month end figures and is subject to change

STATE OF MAINE

Undedicated Revenues - General Fund
 For the Second Month Ended August 31, 2016
 For the Fiscal Year Ending June 30, 2017
 Comparison to Budget

EXHIBIT III

	<u>Month</u>				<u>Year to Date</u>				<u>Total Budgeted Fiscal Year Ending 6-30-2017</u>
	<u>Actual</u>	<u>Budget</u>	<u>Variance Over/(Under)</u>	<u>Percent Over/(Under)</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance Over/(Under)</u>	<u>Percent Over/(Under)</u>	
<u>Detail of Other Taxes & Fees</u>									
0100s All Others	1,552,185	1,703,603	(151,418)	(8.9%)	3,183,965	3,173,632	10,333	0.3%	32,592,780
0300s Aeronautical Gas Tax	25,772	26,306	(534)	(2.0%)	49,605	49,557	48	0.1%	270,355
0400s Alcohol Excise Tax	1,836,010	1,926,741	(90,731)	(4.7%)	3,931,471	3,962,076	(30,605)	(0.8%)	18,061,850
0700s Corporation Taxes	280,996	252,959	28,037	11.1%	841,932	655,516	186,416	28.4%	9,088,649
0800s Public Utilities	-	-	-	-	-	-	-	-	7,500,000
1000s Banking Taxes	2,723,400	2,195,991	527,409	24.0%	4,478,350	4,391,982	86,368	2.0%	26,851,990
1100s Alcoholic Beverages	729,384	436,318	293,066	67.2%	1,418,432	752,827	665,605	88.4%	4,722,838
1200s Amusements Tax	-	-	-	-	-	-	-	-	-
1300s Harness Racing Pari-mutuel	756,230	837,666	(81,436)	(9.7%)	1,515,712	1,675,332	(159,620)	(9.5%)	8,850,013
1400s Business Taxes	1,137,699	794,763	342,936	43.1%	2,449,756	1,766,293	683,463	38.7%	11,591,277
1500s Motor Vehicle Licenses	345,683	537,577	(191,894)	(35.7%)	809,794	1,113,244	(303,450)	(27.3%)	4,281,202
1700s Inland Fisheries & Wildlife	2,265,499	1,930,105	335,394	17.4%	4,078,307	3,841,603	236,704	6.2%	15,878,217
1900s Other Licenses	32,223	32,781	(558)	(1.7%)	57,861	61,313	(3,452)	(5.6%)	402,659
Total Other Taxes & Fees	11,685,080	10,674,810	1,010,270	9.5%	22,815,184	21,443,375	1,371,809	6.4%	140,091,830
<u>Detail of Other Revenues</u>									
2200s Federal Revenues	26,052	32,916	(6,864)	(20.9%)	42,820	65,833	(23,013)	(35.0%)	395,000
2300s County Revenues	-	-	-	-	-	-	-	-	-
2400s Revenues from Cities and Towns	4,824	(444)	5,268	1186.5%	60,030	38,300	21,730	56.7%	277,996
2500s Revenues from Private Sources	95,593	138,924	(43,331)	(31.2%)	246,732	277,848	(31,116)	(11.2%)	1,645,000
2600s Current Service Charges	3,103,487	2,720,264	383,223	14.1%	5,598,802	5,395,390	203,412	3.8%	25,318,692
2700s Transfers from Other Funds	41,721	(881,720)	923,441	104.7%	(15,941,740)	(14,866,970)	(1,074,770)	(7.2%)	39,238
2800s Sales of Property & Equipment	25,014	12,468	12,546	100.6%	25,278	20,668	4,610	22.3%	133,600
Total Other Revenues	3,296,690	2,022,408	1,274,282	63.0%	(9,968,079)	(9,068,931)	(899,148)	(9.9%)	27,809,526

NOTE: This report has been prepared from preliminary month end figures and is subject to change

STATE OF MAINE

Undedicated Revenues - General Fund
 For the Second Month Ended August 31, 2016 and 2015
 For the Fiscal Years Ending June 30, 2017 and 2016
 Comparison to Prior Year

EXHIBIT IV

	Month				Year to Date			
	Current Year	Prior Year	Variance Over/(Under)	Percent Over/(Under)	Current Year	Prior Year	Variance Over/(Under)	Percent Over/(Under)
<u>Detail of Other Taxes & Fees</u>								
0100s All Others	1,552,185	1,566,428	(14,243)	(0.9%)	3,183,965	3,082,547	101,417	3.3%
0300s Aeronautical Gas Tax	25,772	25,659	113	0.4%	49,605	48,390	1,215	2.5%
0400s Alcohol Excise Tax	1,836,010	1,996,620	(160,610)	(8.0%)	3,931,471	4,090,668	(159,198)	(3.9%)
0700s Corporation Taxes	280,996	292,059	(11,063)	(3.8%)	841,932	758,311	83,621	11.0%
0800s Public Utilities	-	-	-	-	-	-	-	-
1000s Banking Taxes	2,723,400	2,023,600	699,800	34.6%	4,478,350	4,248,950	229,400	5.4%
1100s Alcoholic Beverages	729,384	512,011	217,373	42.5%	1,418,432	918,461	499,971	54.4%
1200s Amusements Tax	-	-	-	-	-	-	-	-
1300s Harness Racing Pari-mutuel	756,230	757,449	(1,219)	(0.2%)	1,515,712	1,668,034	(152,323)	(9.1%)
1400s Business Taxes	1,137,699	596,490	541,209	90.7%	2,449,756	1,360,636	1,089,120	80.0%
1500s Motor Vehicle Licenses	345,683	367,406	(21,723)	(5.9%)	809,794	842,865	(33,072)	(3.9%)
1700s Inland Fisheries & Wildlife	2,265,499	2,111,698	153,801	7.3%	4,078,307	3,800,944	277,364	7.3%
1900s Other Licenses	32,223	32,111	112	0.3%	57,861	59,446	(1,584)	(2.7%)
Total Other Taxes & Fees	11,685,080	10,281,528	1,403,552	13.7%	22,815,184	20,879,252	1,935,932	9.3%
<u>Detail of Other Revenues</u>								
2200s Federal Revenues	26,052	58,318	(32,266)	(55.3%)	42,820	70,346	(27,526)	(39.1%)
2300s County Revenues	-	-	-	-	-	-	-	-
2400s Revenues from Cities and Towns	4,824	(354)	5,178	1463.1%	60,030	30,840	29,190	94.6%
2500s Revenues from Private Sources	95,593	168,137	(72,544)	(43.1%)	246,732	312,031	(65,299)	(20.9%)
2600s Current Service Charges	3,103,487	2,208,292	895,194	40.5%	5,598,802	4,607,455	991,347	21.5%
2700s Transfers from Other Funds	41,721	(12,989,772)	13,031,493	100.3%	(15,941,740)	(13,052,422)	(2,889,319)	(22.1%)
2800s Sales of Property & Equipment	25,014	32,931	(7,917)	(24.0%)	25,278	42,981	(17,703)	(41.2%)
Total Other Revenues	3,296,690	(10,522,448)	13,819,137	131.3%	(9,968,079)	(7,988,768)	(1,979,311)	(24.8%)

NOTE: This report has been prepared from preliminary month end figures and is subject to change

STATE OF MAINE

Undedicated Revenues - Highway Fund
 For the Second Month Ended August 31, 2016
 For the Fiscal Year Ending June 30, 2017
 Comparison to Budget

EXHIBIT V

	Month				Year to Date				Total Budgeted Fiscal Year Ending 6-30-2017
	Actual	Budget	Variance Over/(Under)	Percent Over/(Under)	Actual	Budget	Variance Over/(Under)	Percent Over/(Under)	
Fuel Taxes	21,037,308	20,616,687	420,621	2.0%	40,622,305	40,205,296	417,009	1.0%	224,110,357
Motor Vehicle Registration & Fees	8,826,110	7,866,675	959,435	12.2%	18,467,695	16,741,713	1,725,982	10.3%	85,984,415
Motor Vehicle Inspection Fees	381,724	296,875	84,849	28.6%	522,163	593,750	(71,587)	(12.1%)	2,982,500
Miscellaneous Taxes & Fees	116,725	96,290	20,435	21.2%	250,323	234,639	15,684	6.7%	1,280,229
Fines, Forfeits & Penalties	74,508	55,847	18,661	33.4%	133,303	114,715	18,588	16.2%	739,039
Earnings on Investments	45,628	39,028	6,600	16.9%	45,628	78,056	(32,428)	(41.5%)	468,341
All Other	505,668	646,041	(140,373)	(21.7%)	873,908	1,035,769	(161,861)	(15.6%)	9,962,600
Total Collected	30,987,672	29,617,443	1,370,229	4.6%	60,915,324	59,003,938	1,911,386	3.2%	325,527,481

NOTE: This report has been prepared from preliminary month end figures and is subject to change

STATE OF MAINE

Undedicated Revenues - Highway Fund
 For the Second Month Ended August 31, 2016 and 2015
 For the Fiscal Years Ending June 30, 2017 and 2016
 Comparison to Prior Year

EXHIBIT VI

	Month				Year to Date			
	Current Year	Prior Year	Variance Over/(Under)	Percent Over/(Under)	Current Year	Prior Year	Variance Over/(Under)	Percent Over/(Under)
Fuel Taxes	21,037,308	20,745,500	291,808	1.4%	40,622,305	39,668,429	953,876	2.4%
Motor Vehicle Registration & Fees	8,826,110	8,207,364	618,746	7.5%	18,467,695	17,584,193	883,503	5.0%
Motor Vehicle Inspection Fees	381,724	397,862	(16,138)	(4.1%)	522,163	552,802	(30,639)	(5.5%)
Miscellaneous Taxes & Fees	116,725	103,494	13,231	12.8%	250,323	248,227	2,096	0.8%
Fines, Forfeits & Penalties	74,508	58,868	15,640	26.6%	133,303	124,023	9,280	7.5%
Earnings on Investments	45,628	15,527	30,101	193.9%	45,628	15,527	30,101	193.9%
All Other	505,668	576,623	(70,954)	(12.3%)	873,908	1,006,210	(132,302)	(13.1%)
Total Collected	30,987,672	30,105,238	882,434	2.9%	60,915,324	59,199,409	1,715,915	2.9%

NOTE: This report has been prepared from preliminary month end figures and is subject to change

**Maine Revenue Services
Taxable Sales by Sector
In Thousands of Dollars**

	July '16	% Ch.	July '15	% Ch.	July '14	Average Last 3 Mos. Vs. Last Yr. % Change	Moving Total Last 12 Mos. Vs. Prior % Change	YTD Growth CY'16 vs. '15 Thru. July % Change
Building Supply	\$235,435.3	1.8%	\$231,381.2	3.5%	\$223,479.6	3.8%	7.3%	9.0%
Food Store	\$220,125.2	23.2%	\$178,630.0	4.6%	\$170,737.2	25.2%	15.5%	25.2%
General Merchandise	\$296,160.9	5.4%	\$281,040.3	2.8%	\$273,393.2	5.4%	4.4%	7.8%
Other Retail	\$215,320.5	3.7%	\$207,548.7	3.6%	\$200,266.1	5.2%	6.4%	8.1%
Auto/Transportation	\$406,605.9	-4.1%	\$423,912.2	9.6%	\$386,649.1	-1.2%	5.9%	4.2%
Restaurant	\$318,879.3	7.0%	\$298,083.3	7.4%	\$277,589.5	5.2%	6.5%	7.1%
Lodging	\$193,980.9	10.1%	\$176,265.1	7.4%	\$164,191.8	8.2%	7.1%	8.8%
Consumer Sales	\$1,886,508.0	5.0%	\$1,796,860.8	5.9%	\$1,696,306.5	5.6%	7.0%	8.8%
Business Operating	\$175,388.1	-0.8%	\$176,839.1	5.7%	\$167,259.7	-1.1%	-0.4%	-2.0%
Total	\$2,061,896.1	4.5%	\$1,973,699.9	5.9%	\$1,863,566.2	4.9%	6.1%	7.5%
Utilities	\$114,113.6	-4.4%	\$119,369.2	6.8%	\$111,728.7			
Total plus Utilities	\$2,176,009.7	4.0%	\$2,093,069.1	6.0%	\$1,975,294.9			