

TO: Mayor Lioneld Jordan and Members of the City Council
 Don Marr, Chief of Staff

FROM: Paul A. Becker, Finance Director



DATE: October 21, 2011

SUBJECT: **August Sales Taxes Received In September 2011 by the State**

The following key points need to be communicated regarding sales tax collections:

FAYETTEVILLE SALES TAX ACTIVITY

1. Sales tax collections remitted for sales tax subject to the 1 cent City tax in September, 2011 were up \$7,285 / 0.50% as compared to the same month prior year. These collections represent August, 2011 sales.
2. Sales tax collections remitted to the City for the City's share of County tax collections in September, 2011 were down \$23,146 / -2.37% as compared to the same month prior year. These collections represent August, 2011 sales.
3. When compared to budget for the month, sales tax collections were up a total of \$30,387 / 1.28%. The 2011 year to date budget impact for the nine months is up a total of \$1,175,970 / 6.09%.

1% City / 1% County (Combined)	Budget	Actual	\$ Difference	% Difference
December, 2010	\$ 2,427,300	\$ 2,633,749	\$ 206,449	8.51%
January, 2011	1,955,600	1,985,816	30,216	1.55%
February, 2011	1,986,100	1,936,126	(49,974)	(2.52%)
March, 2011	2,202,200	2,317,272	115,072	5.23%
April, 2011	2,082,400	2,190,915	108,515	5.21%
May, 2011	2,111,800	2,239,572	127,772	6.05%
June, 2011	2,161,500	2,448,557	287,057	13.28%
July, 2011	2,006,800	2,327,276	320,476	15.97%
August, 2011	2,373,400	2,403,787	30,387	1.28%
September, 2011				
October, 2011				
November, 2011				
YTD Budget to Actual	\$ 19,307,100	\$ 20,483,070	\$ 1,175,970	6.09%

Funding Source	Budget	Actual	\$ Difference	% Difference
General Fund: 1% City (60% Split)	\$ 6,931,200	\$ 7,415,167	\$ 483,967	6.98%
1% County	7,755,000	8,124,459	369,459	4.76%
	\$ 14,686,200	\$ 15,539,626	\$ 853,426	5.81%
ST Capital: 1% City (40% Split)	\$ 4,620,900	\$ 4,943,445	\$ 322,545	6.98%
Total General/ST Capital Funds:	\$ 19,307,100	\$ 20,483,070	\$ 1,175,970	6.09%

NWA REGION SALES TAX ACTIVITY - AUGUST 2011 COLLECTIONS

4. August, 2011 1% City Sales Tax collections as compared to the surrounding areas were as follows:

City Sales Tax Collections:		August 2010	August 2011	\$ Difference	% Difference
1% City:	Fayetteville	\$ 1,443,981	\$ 1,451,267	\$ 7,285	0.50%
	Springdale	\$ 865,220	\$ 880,652	\$ 15,432	1.78%
	Bentonville	\$ 549,414	\$ 643,602	\$ 94,189	17.14%
	Rogers	\$ 976,631	\$ 995,534	\$ 18,903	1.94%

5. August, 2011 1% County Sales Tax collections as compared to the surrounding areas were as follows:

County Sales Tax Collections:		August 2010	August 2011	\$ Difference	% Difference
Washington	Fayetteville	\$ 975,666	\$ 952,521	\$ (23,146)	(2.37%)
Washington	Springdale	\$ 735,981	\$ 825,177	\$ 89,196	12.12%
Benton	Bentonville	\$ 320,906	\$ 415,280	\$ 94,375	29.41%
Benton	Rogers	\$ 644,023	\$ 658,359	\$ 14,336	2.23%

6. August, 2011 countywide collections for the combined Washington and Benton Counties were as follows:

County Sales Tax Collections:		August 2010	August 2011	\$ Difference	% Difference
Washington County		\$ 2,650,907	\$ 2,628,752	\$ (22,155)	(0.84%)
Benton County		2,495,151	2,603,827	108,676	4.36%
		<u>\$ 5,146,058</u>	<u>\$ 5,232,579</u>	<u>\$ 86,521</u>	<u>1.68%</u>

NWA REGION SALES TAX ACTIVITY - YEAR-TO-DATE (NINE MONTHS) COLLECTIONS

7. Year-to-Date (nine months) collections as compared to the surrounding areas were as follows:

City Sales Tax Collections:		(Nine Months) YTD 2010	(Nine Months) YTD 2011	\$ Increase (Decrease)	% Increase (Decrease)
1% City:	Fayetteville	\$ 11,765,634	\$ 12,358,611	\$ 592,977	5.04%
	Springdale	\$ 7,340,709	\$ 7,545,078	\$ 204,369	2.78%
	Bentonville	\$ 6,197,539	\$ 6,279,047	\$ 81,508	1.32%
	Rogers	\$ 8,538,662	\$ 9,085,236	\$ 546,574	6.40%

8. Year-to-Date (nine months) for the combined Washington and Benton Counties, sales were up \$1,456,916 / 3.27%.

Sales Tax Collections:		(Nine Months) YTD 2010	(Nine Months) YTD 2011	\$ Increase (Decrease)	% Increase (Decrease)
Washington County		\$ 21,512,844	\$ 22,421,760	\$ 908,916	4.22%
Benton County		22,977,386	23,525,386	548,000	2.38%
		<u>\$ 44,490,230</u>	<u>\$ 45,947,146</u>	<u>\$ 1,456,916</u>	<u>3.27%</u>