

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

FROM: Paul A. Becker, Finance Director *Paul A. Becker*

DATE: November 21, 2011

SUBJECT: **September Sales Taxes Received In October 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 October, 2011 were up \$51,198 / 3.84% as compared to the same month prior year. These collections represent September, 2011 sales.
2. Sales tax collections remitted to the City for the City's share of County tax collections in October, 2011 were up \$1,218 / 0.14% as compared to the same month prior year. These collections represent September, 2011 sales.
3. When compared to budget for the month, sales tax collections were up a total of \$95,057 / 4.35%. The 2011 year to date budget impact for the ten months is up a total of \$1,271,027 / 5.91%.

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	2,186,200	2,281,257	95,057	4.35%
October, 2011				
November, 2011				
YTD Budget to Actual	\$ 21,493,300	\$ 22,764,327	\$ 1,271,027	5.91%

Funding Source	Budget	Actual	\$ Difference	% Difference
General Fund: 1% City (60% Split)	\$ 7,716,800	\$ 8,246,005	\$ 529,205	6.86%
1% County	8,631,900	9,020,985	389,085	4.51%
	\$ 16,348,700	\$ 17,266,990	\$ 918,290	5.62%
ST Capital: 1% City (40% Split)	\$ 5,144,600	\$ 5,497,337	\$ 352,737	6.86%
Total General/ST Capital Funds:	\$ 21,493,300	\$ 22,764,327	\$ 1,271,027	5.91%

NWA REGION SALES TAX ACTIVITY - SEPTEMBER 2011 COLLECTIONS

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

City Sales Tax Collections:		September 2010	September 2011	\$ Difference	% Difference
1% City:	Fayetteville	\$ 1,333,533	\$ 1,384,730	\$ 51,198	3.84%
	Springdale	\$ 790,045	\$ 790,031	\$ (14)	(0.00%)
	Bentonville	\$ 940,162	\$ 677,590	\$ (262,572)	(27.93%)
	Rogers	\$ 943,743	\$ 1,026,785	\$ 83,043	8.80%

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

County Sales Tax Collections:		September 2010	September 2011	\$ Difference	% Difference
Washington	Fayetteville	\$ 895,308	\$ 896,526	\$ 1,218	0.14%
Washington	Springdale	\$ 675,364	\$ 776,669	\$ 101,305	15.00%
Benton	Bentonville	\$ 364,014	\$ 416,109	\$ 52,094	14.31%
Benton	Rogers	\$ 730,538	\$ 659,673	\$ (70,865)	(9.70%)

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

County Sales Tax Collections:		September 2010	September 2011	\$ Difference	% Difference
Washington County		\$ 2,432,571	\$ 2,474,220	\$ 41,649	1.71%
Benton County		2,830,336	2,609,022	(221,314)	(7.82%)
		<u>\$ 5,262,907</u>	<u>\$ 5,083,242</u>	<u>\$ (179,665)</u>	<u>(3.41%)</u>

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

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

City Sales Tax Collections:		(Ten Months) YTD 2010	(Ten Months) YTD 2011	\$ Increase (Decrease)	% Increase (Decrease)
1% City:	Fayetteville	\$ 13,099,167	\$ 13,743,342	\$ 644,175	4.92%
	Springdale	\$ 8,130,754	\$ 8,335,109	\$ 204,355	2.51%
	Bentonville	\$ 7,137,701	\$ 6,956,637	\$ (181,063)	(2.54%)
	Rogers	\$ 9,482,404	\$ 10,112,021	\$ 629,617	6.64%

8. Year-to-Date (ten months) for the combined Washington and Benton Counties, sales were up \$1,277,251 / 2.57%.

Sales Tax Collections:		(Ten Months) YTD 2010	(Ten Months) YTD 2011	\$ Increase (Decrease)	% Increase (Decrease)
Washington County		\$ 23,945,415	\$ 24,895,980	\$ 950,565	3.97%
Benton County		25,807,722	26,134,408	326,686	1.27%
		<u>\$ 49,753,137</u>	<u>\$ 51,030,388</u>	<u>\$ 1,277,251</u>	<u>2.57%</u>