

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: December 20, 2011

SUBJECT: **October Sales Taxes Received In November 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 November, 2011 were up \$91,641 / 7.04% as compared to the same month prior year. These collections represent October, 2011
2. Sales tax collections remitted to the City for the City's share of County tax collections in November, 2011 were up \$38,446 / 4.38% as compared to the same month prior year. These collections represent October, 2011 sales.
3. When compared to budget for the month, sales tax collections were up a total of \$171,857 / 8.04%. The 2011 year to date budget impact for the eleven months is up a total of \$1,442,884 / 6.11%.

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	2,137,600	2,309,457	171,857	8.04%
November, 2011				
YTD Budget to Actual	\$ 23,630,900	\$ 25,073,784	\$ 1,442,884	6.11%

Funding Source	Budget	Actual	\$ Difference	% Difference
General Fund: 1% City (60% Split)	\$ 8,483,300	\$ 9,081,687	\$ 598,387	7.05%
1% County	9,492,000	9,937,639	445,639	4.69%
	\$ 17,975,300	\$ 19,019,326	\$ 1,044,026	5.81%
ST Capital: 1% City (40% Split)	\$ 5,655,600	\$ 6,054,458	\$ 398,858	7.05%
Total General/ST Capital Funds:	\$ 23,630,900	\$ 25,073,784	\$ 1,442,884	6.11%

NWA REGION SALES TAX ACTIVITY - OCTOBER 2011 COLLECTIONS

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

City Sales Tax Collections:		October 2010	October 2011	\$ Difference	% Difference
1% City:	Fayetteville	\$ 1,301,163	\$ 1,392,803	\$ 91,641	7.04%
	Springdale	\$ 793,667	\$ 893,672	\$ 100,005	12.60%
	Bentonville	\$ 793,283	\$ 773,151	\$ (20,132)	(2.54%)
	Rogers	\$ 930,458	\$ 1,037,841	\$ 107,383	11.54%

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

County Sales Tax Collections:		October 2010	October 2011	\$ Difference	% Difference
Washington	Fayetteville	\$ 878,208	\$ 916,654	\$ 38,446	4.38%
Washington	Springdale	\$ 662,465	\$ 794,105	\$ 131,641	19.87%
Benton	Bentonville	\$ 340,087	\$ 423,423	\$ 83,337	24.50%
Benton	Rogers	\$ 682,517	\$ 671,269	\$ (11,248)	(1.65%)

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

County Sales Tax Collections:		October 2010	October 2011	\$ Difference	% Difference
Washington County		\$ 2,386,110	\$ 2,529,768	\$ 143,658	6.02%
Benton County		2,644,289	2,654,885	10,596	0.40%
		<u>\$ 5,030,399</u>	<u>\$ 5,184,653</u>	<u>\$ 154,254</u>	<u>3.07%</u>

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

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

City Sales Tax Collections:		(Eleven Months) YTD 2010	(Eleven Months) YTD 2011	\$ Increase (Decrease)	% Increase (Decrease)
1% City:	Fayetteville	\$ 14,400,330	\$ 15,136,145	\$ 735,815	5.11%
	Springdale	\$ 8,924,421	\$ 9,228,781	\$ 304,360	3.41%
	Bentonville	\$ 7,930,984	\$ 7,729,788	\$ (201,195)	(2.54%)
	Rogers	\$ 10,412,862	\$ 11,149,862	\$ 736,999	7.08%

8. Year-to-Date (eleven months) for the combined Washington and Benton Counties, sales were up \$1,431,505 / 2.61%.

Sales Tax Collections:		(Eleven Months) YTD 2010	(Eleven Months) YTD 2011	\$ Increase (Decrease)	% Increase (Decrease)
Washington County		\$ 26,331,525	\$ 27,425,748	\$ 1,094,223	4.16%
Benton County		28,452,011	28,789,293	337,282	1.19%
		<u>\$ 54,783,536</u>	<u>\$ 56,215,041</u>	<u>\$ 1,431,505</u>	<u>2.61%</u>