

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: January 20, 2011

SUBJECT: **November Sales Taxes Received In December 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 December, 2011 were up \$110,799 / 8.82% as compared to the same month prior year. These collections represent November, 2011
2. Sales tax collections remitted to the City for the City's share of County tax collections in December, 2011 were up \$54,594 / 6.62% as compared to the same month prior year. These collections represent November, 2011 sales.
3. When compared to budget for the month, sales tax collections were up a total of \$205,201 / 10.05%. The 2011 year to date budget impact for the twelve months is up a total of \$1,648,084 / 6.42%.

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	2,041,500	2,246,701	205,201	10.05%
YTD Budget to Actual	\$ 25,672,400	\$ 27,320,484	\$ 1,648,084	6.42%

Funding Source	Budget	Actual	\$ Difference	% Difference
General Fund: 1% City (60% Split)	\$ 9,223,400	\$ 9,901,966	\$ 678,566	7.36%
1% County	10,300,000	10,817,208	517,208	5.02%
	\$ 19,523,400	\$ 20,719,174	\$ 1,195,774	6.12%
ST Capital: 1% City (40% Split)	\$ 6,149,000	\$ 6,601,311	\$ 452,311	7.36%
Total General/ST Capital Funds:	\$ 25,672,400	\$ 27,320,484	\$ 1,648,084	6.42%

NWA REGION SALES TAX ACTIVITY - NOVEMBER 2011 COLLECTIONS

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

City Sales Tax Collections:		November 2010	November 2011	\$ Difference	% Difference
1% City:	Fayetteville	\$ 1,256,333	\$ 1,367,131	\$ 110,799	8.82%
	Springdale	\$ 723,186	\$ 793,109	\$ 69,923	9.67%
	Bentonville	\$ 693,378	\$ 606,202	\$ (87,176)	(12.57%)
	Rogers	\$ 953,016	\$ 1,039,980	\$ 86,964	9.13%

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

County Sales Tax Collections:		November 2010	November 2011	\$ Difference	% Difference
Washington	Fayetteville	\$ 824,975	\$ 879,569	\$ 54,594	6.62%
Washington	Springdale	\$ 622,309	\$ 761,978	\$ 139,669	22.44%
Benton	Bentonville	\$ 313,626	\$ 394,081	\$ 80,455	25.65%
Benton	Rogers	\$ 629,415	\$ 624,752	\$ (4,663)	(0.74%)

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

County Sales Tax Collections:		November 2010	November 2011	\$ Difference	% Difference
Washington County		\$ 2,241,475	\$ 2,427,422	\$ 185,947	8.30%
Benton County		2,438,553	2,470,910	32,357	1.33%
		<u>\$ 4,680,028</u>	<u>\$ 4,898,332</u>	<u>\$ 218,304</u>	<u>4.66%</u>

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

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

City Sales Tax Collections:		(Twelve Months) YTD 2010	(Twelve Months) YTD 2011	\$ Increase (Decrease)	% Increase (Decrease)
1% City:	Fayetteville	\$ 15,656,662	\$ 16,503,277	\$ 846,614	5.41%
	Springdale	\$ 9,647,607	\$ 10,021,890	\$ 374,283	3.88%
	Bentonville	\$ 8,624,361	\$ 8,335,990	\$ (288,371)	(3.34%)
	Rogers	\$ 11,365,878	\$ 12,189,842	\$ 823,963	7.25%

8. Year-to-Date (twelve months) for the combined Washington and Benton Counties, sales were up \$1,649,809 / 2.77%.

Sales Tax Collections:		(Twelve Months) YTD 2010	(Twelve Months) YTD 2011	\$ Increase (Decrease)	% Increase (Decrease)
Washington County		\$ 28,573,000	\$ 29,853,170	\$ 1,280,170	4.48%
Benton County		30,890,564	31,260,203	369,639	1.20%
		<u>\$ 59,463,564</u>	<u>\$ 61,113,373</u>	<u>\$ 1,649,809</u>	<u>2.77%</u>