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**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:** January 19, 2017

**SUBJ:** Revenues – December

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December General Fund revenues were over budget by \$10.1 million or 3.8 percent. For the first half of fiscal year 2017, General Fund revenues were \$22.4 million over budget (+1.3 percent). Compared to the same six-month period of last fiscal year, FY17 General Fund revenues were up by 3.3 percent (+\$56 million). Please note that the December Controller's report has been updated for the recently released December 1, 2016 revenue forecast by the Revenue Forecasting Committee (RFC).

November taxable sales (December revenue) increased by 7.5 percent over a year ago. For the month, sales and use and service provider taxes combined were \$0.9 million over budget. Auto/transportation sales increased by 4.6 percent over last November and are down 0.8 percent year-over-year for the three-month period. Most industry experts expect automobile sales to flatten or decrease over the next 12 to 24 months. Tourism-related sales, specifically those tied to restaurants and lodging, increased over last November, growing 5.8 percent and 9.9 percent, respectively. November sales indicate that the holiday shopping season got off to a good start.

Individual income tax revenues were under budget for the month by \$0.843 million. Year-to-date individual income tax receipts are under budget by the same amount (-0.1 percent). Withholding was under budget in December by \$6.8 million. Withholding has been struggling to meet budget since spring. Maine Revenue Services (MRS) recently became aware that many employers and payroll companies have been under-withholding high income employees that are subject to the new phase-out of the standard/itemized deduction during the 2016 calendar year.

This may explain why withholding has been consistently under budget during CY16. MRS has provided additional guidance to employers and payroll companies so that withholding during 2017 will be calculated accurately.

### Sales & Use Taxes

Revenue was \$904,099 over budget for the month and \$904,099 or 0.1 percent over budget fiscal year-to-date. Revenue was \$48 million or 7.0 percent over prior fiscal year-to-date collections.

### Taxable Sales

Total taxable sales for the month of November (December revenue) were 7.5 percent over November 2015. The annual rate of change, excluding utilities, was 6.9 percent. Building supply sales were up 1.8 percent for the month and 6.6 percent for the year ending in November. Sales of taxable items in food stores were up 28.6 percent for the month and 22.7 percent for the year. General merchandise sales (primarily sales of goods sold in large department and discount stores) were up 5.9 percent for the month and 6.6 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 11.2 percent for the month and 7.6 percent for the year. Auto/transportation sector sales were up 4.6 percent for the month and 3.5 percent for the year. Sales of meals and other prepared foods were up 5.8 percent for the month and 6.3 percent for the year. Lodging sales were up 9.9 percent for the month and 9.7 percent for the year. Business operating sales (primarily use tax paid by businesses) were up 7.2 percent for the month and 0.7 percent for the year.

### Service Provider Tax

Revenue was \$14,440 under budget for the month and \$14,439 or 0.0 percent under budget fiscal year-to-date. Revenue was \$7.8 million or 34.0 percent over prior fiscal year-to-date collections.

### Individual Income Tax

Revenue was \$843,434 or 0.6 percent under budget for the month and \$843,434 or 0.1 percent under budget fiscal year-to-date. Fiscal year-to-date withholding payments were 7.4 percent under fiscal year 2016. Estimated payments were up 2.6 percent and final payments were up 10.1 percent fiscal year-to-date. Revenue was \$33.7 million or 4.3 percent under prior fiscal year-to-date collections.

### Corporate Income Tax

Revenue was \$7.5 million or 35.5 percent over budget for the month and \$7.5 million or 10.9 percent over budget fiscal year-to-date. Estimated payments were down 3.6 percent and final payments were up 12.6 percent fiscal year-to-date. Revenue was \$35 million or 81.3 percent over prior fiscal year-to-date collections.

### Cigarette & Tobacco Taxes

Cigarette and tobacco products tax revenue was \$1 million under budget for the month and \$1 million or 1.4 percent under budget fiscal year-to-date. Fiscal year-to-date revenue was \$2.3 million or 3.1 percent under prior fiscal year-to-date collections.

### Insurance Companies Taxes

The Insurance Companies Taxes were \$430,091 over budget for the month and \$2.8 million over budget fiscal year-to-date.

### Estate Tax

The estate tax was \$561,960 under budget for the month and \$561,951 under 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 December by \$3.3 million and are now \$10.4 million under budget year-to-date. December is the month when reimbursements for the BETE program go out to municipalities that have timely filed their reimbursement request. MRS reimbursed \$8.3 million less than projected in December. Based on the current inventory of late filers and returns under review, MRS expects to reimburse at least \$8.3 million of BETE in January.

### Municipal Revenue Sharing

Revenue sharing was on budget in December and is slightly over budget for the first half of FY17.

### Lottery

Lottery revenues were under budget for the month by \$0.2 million and are now over budget for the fiscal year by \$1.2 million.

### Other Revenues

Other Revenues were over budget for the month by \$0.5 million. For the fiscal year other revenues are over budget by \$2.5 million or 21.2 percent.

### Highway Fund

Motor fuel excise tax receipts were over budget in December by \$1.1 million. The Highway Fund, as a whole, was over budget for the month by \$0.5 million (+2.2 percent). For the first six months of FY17 motor fuel excise tax revenues are over budget by \$0.3 million and total Highway Fund receipts are over budget by \$2.7 million.

### National Economy

Economic forecasters expect the U.S. economy to avoid a recession in the near term. There's currently no evidence of any areas of the economy overheating or of bubbles in key sectors like housing. The unknown at this point early in the calendar year is what type and level of stimulus the Trump Administration and Congress will enact. How the Federal Reserve reacts to a stimulative fiscal policy and the timing of that reaction will influence the overall impact on economic growth.

The potential for stronger than estimated growth over the next 12-18 months is high, assuming policy mistakes are avoided.

### Maine Economy

January economic data is being watched carefully to get a final read on the holiday shopping season. National reports indicate shopping got off to a good start in November and then weakened in December. January sales tax receipts will provide state data on taxable December sales and, when combined with November sales, provide information on the fiscal health of Maine households at the end of 2016. In addition to data on spending, the final estimated payment for CY16 is due January 15. **Passage of the 3 percent income tax surtax on high-income taxpayers and the potential for significant federal income tax relief provided taxpayers with conflicting incentives at the end of the calendar year.** An analysis of accelerated estimated payments in December and early January compared to payments made around the actual due date of January 15 will provide important information on end-of-year tax planning by high-income Maine households.

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 Sixth Month Ended December 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)	
<b>Sales and Use Tax</b>	96,522,029	95,617,930	904,099	0.9%	733,180,085	732,275,986	904,099	0.1%	1,337,592,122
<b>Service Provider Tax</b>	4,785,560	4,800,000	(14,440)	(0.3%)	30,614,765	30,629,204	(14,439)	(0.0%)	59,149,448
<b>Individual Income Tax</b>	149,247,583	150,091,017	(843,434)	(0.6%)	757,159,427	758,002,861	(843,434)	(0.1%)	1,485,648,976
<b>Corporate Income Tax</b>	28,453,433	21,000,000	7,453,433	35.5%	78,006,979	70,553,192	7,453,787	10.6%	161,093,471
<b>Cigarette and Tobacco Tax</b>	9,866,922	10,871,779	(1,004,857)	(9.2%)	71,383,572	72,388,429	(1,004,857)	(1.4%)	139,179,000
<b>Insurance Companies Tax</b>	458,751	28,660	430,091	1500.7%	15,648,525	12,894,095	2,754,430	21.4%	76,700,000
<b>Estate Tax</b>	382,050	944,000	(561,950)	(59.5%)	10,153,311	10,715,262	(561,951)	(5.2%)	16,378,323
<b>Fines, Forfeits &amp; Penalties</b>	1,097,004	1,500,611	(403,607)	(26.9%)	8,823,458	10,209,300	(1,385,842)	(13.6%)	22,237,275
<b>Income from Investments</b>	275,503	131,587	143,916	109.4%	1,275,743	845,251	430,492	50.9%	1,707,976
<b>Transfer from Lottery Commission</b>	5,103,638	5,278,855	(175,217)	(3.3%)	29,690,154	28,505,784	1,184,370	4.2%	54,900,000
<b>Transfers for Tax Relief Programs</b>	(27,171,473)	(30,500,000)	3,328,527	10.9%	(36,121,245)	(46,549,651)	10,428,406	22.4%	(64,448,340)
<b>Transfer to Municipal Revenue Sharing</b>	(4,581,748)	(4,581,740)	(8)	(0.0%)	(32,255,774)	(32,313,355)	57,581	0.2%	(64,755,842)
<b>Other Taxes and Fees</b>	8,938,968	8,617,024	321,944	3.7%	71,022,317	70,502,186	520,131	0.7%	142,973,133
<b>Other Revenues</b>	632,887	93,621	539,266	576.0%	(9,339,973)	(11,854,895)	2,514,922	21.2%	21,603,304
<b>Total Collected</b>	<u>274,011,107</u>	<u>263,893,344</u>	<u>10,117,763</u>	<u>3.8%</u>	<u>1,729,241,342</u>	<u>1,706,803,649</u>	<u>22,437,693</u>	<u>1.3%</u>	<u>3,389,958,846</u>

NOTES: (1) Included in the above is \$4,581,748 for the month and \$32,255,774 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 December 2016, excluding PL 2015 c. 481.

(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 Sixth Month Ended December 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)
<b>Sales and Use Tax</b>	96,522,029	92,254,668	4,267,361	4.6%	733,180,085	685,182,625	47,997,460	7.0%
<b>Service Provider Tax</b>	4,785,560	3,577,905	1,207,656	33.8%	30,614,765	22,842,146	7,772,618	34.0%
<b>Individual Income Tax</b>	149,247,583	161,259,112	(12,011,529)	(7.4%)	757,159,427	790,858,258	(33,698,831)	(4.3%)
<b>Corporate Income Tax</b>	28,453,433	21,723,278	6,730,155	31.0%	78,006,979	43,022,897	34,984,082	81.3%
<b>Cigarette and Tobacco Tax</b>	9,866,922	10,469,217	(602,296)	(5.8%)	71,383,572	73,692,123	(2,308,551)	(3.1%)
<b>Insurance Companies Tax</b>	458,751	11,891	446,861	3758.1%	15,648,525	12,704,421	2,944,103	23.2%
<b>Estate Tax</b>	382,050	4,931,632	(4,549,582)	(92.3%)	10,153,311	12,579,985	(2,426,674)	(19.3%)
<b>Fines, Forfeits &amp; Penalties</b>	1,097,004	1,681,786	(584,782)	(34.8%)	8,823,458	10,110,060	(1,286,602)	(12.7%)
<b>Income from Investments</b>	275,503	89,354	186,148	208.3%	1,275,743	465,642	810,100	174.0%
<b>Transfer from Lottery Commission</b>	5,103,638	5,664,501	(560,863)	(9.9%)	29,690,154	28,234,841	1,455,313	5.2%
<b>Transfers for Tax Relief Programs</b>	(27,171,473)	(22,693,203)	(4,478,270)	(19.7%)	(36,121,245)	(33,412,718)	(2,708,527)	(8.1%)
<b>Transfer to Municipal Revenue Sharing</b>	(4,581,748)	(4,474,336)	(107,412)	(2.4%)	(32,255,774)	(34,489,288)	2,233,513	6.5%
<b>Other Taxes and Fees</b>	8,938,968	9,019,259	(80,290)	(0.9%)	71,022,317	67,217,552	3,804,766	5.7%
<b>Other Revenues</b>	632,887	1,330,056	(697,169)	(52.4%)	(9,339,973)	(5,669,490)	(3,670,482)	(64.7%)
<b>Total Collected</b>	<b>274,011,107</b>	<b>284,845,120</b>	<b>(10,834,013)</b>	<b>(3.8%)</b>	<b>1,729,241,342</b>	<b>1,673,339,055</b>	<b>55,902,287</b>	<b>3.3%</b>

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 Sixth Month Ended December 31, 2016  
 For the Fiscal Year Ending June 30, 2017  
 Comparison to Budget

**EXHIBIT III**

	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)	
<b><u>Detail of Other Taxes &amp; Fees</u></b>									
0100s All Others	1,418,051	1,430,867	(12,816)	(0.9%)	21,971,783	23,153,713	(1,181,930)	(5.1%)	35,342,780
0300s Aeronautical Gas Tax	23,002	21,229	1,773	8.4%	146,410	144,167	2,243	1.6%	270,355
0400s Alcohol Excise Tax	1,352,321	1,347,302	5,019	0.4%	10,329,233	9,819,620	509,613	5.2%	18,061,850
0700s Corporation Taxes	156,577	188,639	(32,063)	(17.0%)	1,592,828	1,350,976	241,852	17.9%	9,088,649
0800s Public Utilities	20,924	-	20,924	-	43,081	-	43,081	-	6,500,000
1000s Banking Taxes	2,598,200	2,195,991	402,209	18.3%	13,791,250	13,175,946	615,304	4.7%	26,851,990
1100s Alcoholic Beverages	544,109	420,485	123,624	29.4%	3,278,565	2,635,795	642,770	24.4%	5,053,838
1200s Amusements Tax	-	-	-	-	-	-	-	-	-
1300s Harness Racing Pari-mutuel	672,214	590,347	81,867	13.9%	4,405,621	4,363,764	41,857	1.0%	8,578,779
1400s Business Taxes	1,151,886	1,022,264	129,622	12.7%	5,427,641	5,582,988	(155,347)	(2.8%)	12,647,814
1500s Motor Vehicle Licenses	296,798	253,371	43,427	17.1%	1,987,514	2,362,402	(374,888)	(15.9%)	4,281,202
1700s Inland Fisheries & Wildlife	665,795	1,109,087	(443,292)	(40.0%)	7,808,288	7,697,821	110,467	1.4%	15,878,217
1900s Other Licenses	39,091	37,442	1,649	4.4%	240,104	214,994	25,110	11.7%	417,659
<b>Total Other Taxes &amp; Fees</b>	<b>8,938,968</b>	<b>8,617,024</b>	<b>321,944</b>	<b>3.7%</b>	<b>71,022,317</b>	<b>70,502,186</b>	<b>520,131</b>	<b>0.7%</b>	<b>142,973,133</b>
<b><u>Detail of Other Revenues</u></b>									
2200s Federal Revenues	44,622	32,917	11,705	35.6%	125,802	197,500	(71,698)	(36.3%)	395,000
2300s County Revenues	-	-	-	-	-	-	-	-	-
2400s Revenues from Cities and Towns	-	20,847	(20,847)	(100.0%)	62,073	86,985	(24,912)	(28.6%)	277,996
2500s Revenues from Private Sources	4,837	162,373	(157,536)	(97.0%)	617,393	860,882	(243,489)	(28.3%)	1,620,000
2600s Current Service Charges	1,732,231	2,035,655	(303,424)	(14.9%)	14,036,426	13,581,779	454,647	3.3%	25,564,726
2700s Transfers from Other Funds	(1,254,203)	(2,166,690)	912,487	42.1%	(24,415,469)	(26,632,094)	2,216,625	8.3%	(6,388,018)
2800s Sales of Property & Equipment	105,399	8,519	96,880	1137.2%	233,801	50,053	183,748	367.1%	133,600
<b>Total Other Revenues</b>	<b>632,887</b>	<b>93,621</b>	<b>539,266</b>	<b>576.0%</b>	<b>(9,339,973)</b>	<b>(11,854,895)</b>	<b>2,514,922</b>	<b>21.2%</b>	<b>21,603,304</b>

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 Sixth Month Ended December 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 &amp; Fees</u>								
0100s All Others	1,418,051	1,164,342	253,709	21.8%	21,971,783	20,894,238	1,077,545	5.2%
0300s Aeronautical Gas Tax	23,002	20,263	2,739	13.5%	146,410	141,597	4,812	3.4%
0400s Alcohol Excise Tax	1,352,321	1,398,526	(46,206)	(3.3%)	10,329,233	10,153,426	175,806	1.7%
0700s Corporation Taxes	156,577	216,636	(60,059)	(27.7%)	1,592,828	1,558,949	33,879	2.2%
0800s Public Utilities	20,924	-	20,924	-	43,081	(34,249)	77,331	225.8%
1000s Banking Taxes	2,598,200	3,083,500	(485,300)	(15.7%)	13,791,250	14,050,050	(258,800)	(1.8%)
1100s Alcoholic Beverages	544,109	417,643	126,466	30.3%	3,278,565	2,482,822	795,743	32.0%
1200s Amusements Tax	-	-	-	-	-	-	-	-
1300s Harness Racing Pari-mutuel	672,214	724,955	(52,741)	(7.3%)	4,405,621	4,557,813	(152,192)	(3.3%)
1400s Business Taxes	1,151,886	773,389	378,497	48.9%	5,427,641	3,543,944	1,883,697	53.2%
1500s Motor Vehicle Licenses	296,798	240,002	56,796	23.7%	1,987,514	1,996,576	(9,062)	(0.5%)
1700s Inland Fisheries & Wildlife	665,795	899,337	(233,541)	(26.0%)	7,808,288	7,646,782	161,506	2.1%
1900s Other Licenses	39,091	80,667	(41,576)	(51.5%)	240,104	225,604	14,500	6.4%
<b>Total Other Taxes &amp; Fees</b>	<b>8,938,968</b>	<b>9,019,259</b>	<b>(80,290)</b>	<b>(0.9%)</b>	<b>71,022,317</b>	<b>67,217,552</b>	<b>3,804,766</b>	<b>5.7%</b>
<u>Detail of Other Revenues</u>								
2200s Federal Revenues	44,622	18,543	26,078	140.6%	125,802	150,541	(24,738)	(16.4%)
2300s County Revenues	-	-	-	-	-	-	-	-
2400s Revenues from Cities and Towns	-	17,078	(17,078)	(100.0%)	62,073	70,762	(8,689)	(12.3%)
2500s Revenues from Private Sources	4,837	156,429	(151,592)	(96.9%)	617,393	878,838	(261,445)	(29.7%)
2600s Current Service Charges	1,732,231	2,051,380	(319,149)	(15.6%)	14,036,426	13,086,077	950,349	7.3%
2700s Transfers from Other Funds	(1,254,203)	(939,015)	(315,188)	(33.6%)	(24,415,469)	(19,949,213)	(4,466,255)	(22.4%)
2800s Sales of Property & Equipment	105,399	25,640	79,759	311.1%	233,801	93,505	140,296	150.0%
<b>Total Other Revenues</b>	<b>632,887</b>	<b>1,330,056</b>	<b>(697,169)</b>	<b>(52.4%)</b>	<b>(9,339,973)</b>	<b>(5,669,490)</b>	<b>(3,670,482)</b>	<b>(64.7%)</b>

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 Sixth Month Ended December 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	19,407,146	18,286,464	1,120,682	6.1%	119,870,542	119,597,683	272,859	0.2%	224,110,357
Motor Vehicle Registration & Fees	3,894,677	4,909,307	(1,014,630)	(20.7%)	42,238,664	39,340,409	2,898,255	7.4%	85,984,415
Motor Vehicle Inspection Fees	685,384	328,543	356,841	108.6%	1,867,374	1,876,250	(8,877)	(0.5%)	2,982,500
Miscellaneous Taxes & Fees	162,961	111,792	51,169	45.8%	728,491	654,277	74,214	11.3%	1,280,229
Fines, Forfeits & Penalties	63,271	60,445	2,826	4.7%	411,283	377,532	33,751	8.9%	739,039
Earnings on Investments	29,593	52,310	(22,717)	(43.4%)	164,524	300,727	(136,203)	(45.3%)	585,484
All Other	496,662	459,012	37,650	8.2%	5,956,088	6,406,252	(450,164)	(7.0%)	9,959,100
<b>Total Collected</b>	<b>24,739,693</b>	<b>24,207,873</b>	<b>531,820</b>	<b>2.2%</b>	<b>171,236,966</b>	<b>168,553,130</b>	<b>2,683,836</b>	<b>1.6%</b>	<b>325,641,124</b>

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 Sixth Month Ended December 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	19,407,146	17,254,704	2,152,442	12.5%	119,870,542	118,037,466	1,833,076	1.6%
Motor Vehicle Registration & Fees	3,894,677	5,597,094	(1,702,417)	(30.4%)	42,238,664	41,676,191	562,473	1.3%
Motor Vehicle Inspection Fees	685,384	632,540	52,844	8.4%	1,867,374	1,866,687	687	0.0%
Miscellaneous Taxes & Fees	162,961	125,857	37,104	29.5%	728,491	695,789	32,702	4.7%
Fines, Forfeits & Penalties	63,271	67,812	(4,541)	(6.7%)	411,283	382,242	29,042	7.6%
Earnings on Investments	29,593	18,161	11,431	62.9%	164,524	98,208	66,315	67.5%
All Other	496,662	466,889	29,773	6.4%	5,956,088	6,251,599	(295,510)	(4.7%)
<b>Total Collected</b>	<b>24,739,693</b>	<b>24,163,057</b>	<b>576,637</b>	<b>2.4%</b>	<b>171,236,966</b>	<b>169,008,181</b>	<b>2,228,785</b>	<b>1.3%</b>

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**

	<b>Nov. '16</b>	<b>% Ch.</b>	<b>Nov. '15</b>	<b>% Ch.</b>	<b>Nov. '14</b>	<b>Average Last 3 Mos. Vs. Last Yr. % Change</b>	<b>Moving Total Last 12 Mos. Vs. Prior % Change</b>	<b>YTD Growth CY'16 vs. '15 Thru. Nov. % Change</b>
<b>Building Supply</b>	<b>\$210,976.6</b>	<b>1.8%</b>	<b>\$207,315.7</b>	<b>11.3%</b>	<b>\$186,327.9</b>	<b>0.5%</b>	<b>6.6%</b>	<b>6.3%</b>
<b>Food Store</b>	<b>\$171,023.3</b>	<b>28.6%</b>	<b>\$132,942.5</b>	<b>3.2%</b>	<b>\$128,860.1</b>	<b>25.5%</b>	<b>22.7%</b>	<b>25.4%</b>
<b>General Merchandise</b>	<b>\$307,063.9</b>	<b>5.9%</b>	<b>\$290,030.8</b>	<b>-1.5%</b>	<b>\$294,484.0</b>	<b>6.6%</b>	<b>6.6%</b>	<b>7.2%</b>
<b>Other Retail</b>	<b>\$199,315.1</b>	<b>11.2%</b>	<b>\$179,188.6</b>	<b>4.7%</b>	<b>\$171,226.5</b>	<b>8.3%</b>	<b>7.6%</b>	<b>7.9%</b>
<b>Auto/Transportation</b>	<b>\$356,521.5</b>	<b>4.6%</b>	<b>\$340,842.4</b>	<b>11.8%</b>	<b>\$304,839.4</b>	<b>-0.8%</b>	<b>3.5%</b>	<b>3.5%</b>
<b>Restaurant</b>	<b>\$171,378.0</b>	<b>5.8%</b>	<b>\$162,037.3</b>	<b>4.9%</b>	<b>\$154,512.2</b>	<b>5.6%</b>	<b>6.3%</b>	<b>6.4%</b>
<b>Lodging</b>	<b>\$26,769.0</b>	<b>9.9%</b>	<b>\$24,367.4</b>	<b>-0.3%</b>	<b>\$24,445.0</b>	<b>12.9%</b>	<b>9.7%</b>	<b>9.9%</b>
<b>Consumer Sales</b>	<b>\$1,443,047.4</b>	<b>8.0%</b>	<b>\$1,336,724.7</b>	<b>5.7%</b>	<b>\$1,264,695.1</b>	<b>6.0%</b>	<b>7.7%</b>	<b>8.1%</b>
<b>Business Operating</b>	<b>\$172,002.2</b>	<b>7.2%</b>	<b>\$160,383.2</b>	<b>6.4%</b>	<b>\$150,760.5</b>	<b>3.2%</b>	<b>0.7%</b>	<b>0.4%</b>
<b>Total</b>	<b>\$1,615,049.6</b>	<b>7.9%</b>	<b>\$1,497,107.9</b>	<b>5.8%</b>	<b>\$1,415,455.6</b>	<b>5.7%</b>	<b>6.9%</b>	<b>7.2%</b>
<b>Utilities</b>	<b>\$107,229.2</b>	<b>2.7%</b>	<b>\$104,439.9</b>	<b>6.3%</b>	<b>\$98,294.8</b>			
<b>Total plus Utilities</b>	<b>\$1,722,278.8</b>	<b>7.5%</b>	<b>\$1,601,547.8</b>	<b>5.8%</b>	<b>\$1,513,750.4</b>			