

**DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
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M E M O R A N D U M

TO: Governor Janet T. Mills
Members, Legislative Council
Members, Joint Standing Committee on Appropriations and Financial Affairs
Members, Joint Standing Committee on Taxation

FROM: Commissioner Kirsten LC Figueroa
Department of Administrative and Financial Services

DATE: February 27, 2019

SUBJECT: Revenues – January 2019

January General Fund revenues were under budget by \$4.9 million or 1.3 percent. For the first seven months of fiscal year 2019, General Fund revenues are \$8.1 million over budget (+0.4 percent). Compared to the same seven-month period of last fiscal year, fiscal year 2019 General Fund revenues are up by 6.1 percent (+\$130.5 million).

December taxable sales (January revenue) increased 4.3 percent over last year. For the month, sales and use and service provider taxes, combined, were \$1.9 million under budget. While the monthly year-over-year growth shows moderate growth, December holiday shopping sales fell short of expectations. National data released last week showed retail sales in December plunged compared to November, and experienced the worst year-over-year performance of the calendar year. In Maine, taxable sales growth for the combined Nov./Dec. period increased 3.8 percent.

Individual income tax revenues were under budget in January by \$14.7 million. Estimated payments were the primary source of the monthly variance, under budget by \$10.2 million; this is a 2.4% decrease over last January's estimated payment. Other income tax states are reporting a larger reduction in January's final estimated payment. With passage of the federal "Tax Cuts and Jobs Act" the limitation on the state and local tax (SALT) deduction caused many taxpayers last year to accelerate payments into December and early January. With the loss of the incentive to pay the state estimated payment early, the Revenue Forecasting Committee (RFC) budgeted a 10 percent reduction in this year's final estimated payment, but actual payments fell by a much larger 26 percent. Based on discussions with tax practitioners across the state and federal non-withheld payments in January, we believe the \$22 million year-to-date shortfall in

estimated payments will be recovered through final payments in April. Withholding payments were under budget by \$10.5 million in January, essentially reversing the \$11 million surplus in December. Year to date withholding is slightly over budget. The delay in the start of the 2018 tax year filing season resulted in refunds being under budget by \$8.8 million.

Sales and Use Taxes

Revenue was \$2.2 million under budget for the month and on budget for the fiscal year. Revenue was \$55 million or 6.1 percent over prior fiscal year-to-date collections.

Taxable Sales

Total taxable sales for the month of December (January revenue) were 4.3 percent over December 2017. The annual rate of change, excluding utilities, was 5.7 percent. Building supply sales were up 3.3 percent for the month and up 6.6 percent for the calendar year. Sales of taxable items in food stores were up 1.9 percent for the month and up 3.8 percent for the year. General merchandise sales (primarily sales of goods sold in large department and discount stores) were down 5.5 percent for the month and 2.3 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 16.1 percent for the month and up 15.8 percent for the year. Auto/transportation sector sales were up 5.2 percent for the month and 5.4 percent for the year. Sales of meals and other prepared foods were up 8.3 percent for the month and up 4.6 percent for the year. Lodging sales were up 10.7 percent for the month and up 6.9 percent for the year. Business operating sales (primarily use tax paid by businesses) increased 3.7 percent for the month and up 8.9 percent for the year.

Service Provider Tax

Revenue was over budget for the month by \$0.345 million and is now \$0.7 million over budget for the fiscal year. Revenue is \$0.7 million or 1.8 percent over prior fiscal year-to-date collections.

Individual Income Tax

Revenue was \$14.7 million or 6.6 percent under budget for the month and \$18.8 million or 1.8 percent under budget fiscal year-to-date. Fiscal year-to-date withholding payments were 8.8 percent over fiscal year 2018. Estimated payments were down 14 percent and final payments were up 5.1 percent fiscal year-to-date.

Corporate Income Tax

Revenue was over budget for the month by \$1.4 million and for the fiscal year-to-date by \$19.1 million. Estimated payments and final payments were up 40.2 percent and 68.5 percent fiscal year-to-date, respectively. Revenue was \$52.2 million or 64.2 percent over prior fiscal year-to-date collections.

Cigarette and Tobacco Taxes

Cigarette and tobacco products tax revenue was \$0.7 million over budget for the month and \$0.2 million or 0.2 percent under budget fiscal year-to-date. Fiscal year-to-date revenue was \$3.7 million or 4.8 percent over prior fiscal year-to-date collections.

Insurance Companies Taxes

The Insurance Companies Taxes were \$0.1 million over budget for the month and \$0.1 million under budget fiscal year-to-date.

Estate Tax

The estate tax was \$0.055 million over budget for the month and \$1.5 million under budget fiscal year-to-date.

Property Tax Relief Programs

Refunds for the Business Equipment Tax Reimbursement (BETR) and Business Equipment Tax Exemption (BETE) programs were under budget in January by \$8.9 million and are now \$2.3 million under budget year-to-date.

Municipal Revenue Sharing

Revenue sharing was over budget in January by \$0.4 million and for the first seven months of the fiscal year.

Lottery

Lottery revenues were under budget for the month by \$0.7 million and are now over budget for the fiscal year by \$2.5 million.

Other Revenues

Other Revenues were over budget for the month by \$0.2 million. For the fiscal year, other revenues are over budget by \$2.1 million or 16.3 percent.

Highway Fund

Motor fuel excise tax receipts were over budget in January by \$0.6 million. The Highway Fund, in total, was over budget for the month by \$2.3 million. For the first seven months of the fiscal year, motor fuel excise tax revenues are under budget by \$0.8 million and total Highway Fund receipts are over budget by \$2.0 million.

National Economy

Economic data since the beginning of the year have provided mixed signals about the direction of the U.S. economy. Weak retail sales during the holiday shopping conflicted with reports that employment growth is still strong, and rising wages and relatively low energy prices are providing households with increasing disposable income. A decline in industrial production was released at the same time other reports showed the manufacturing sector expanding. It's possible that factors such as the federal government shutdown, widespread freezing weather, and the stock market decline at the end of 2018 temporarily slowed economic activity and now that a second shutdown has been averted and the stock market has recovered the economy is on a firmer footing going forward.

Maine Economy

In their December 1, 2018 report, the RFC re-projected FY19 revenue up by \$99.2 million. After two months, General Fund revenues are \$8.1 million over budget. Apart from individual income tax refunds, February and March are slow months for the top General Fund revenue lines, which means the General Fund should remain close to budget over the next two months. April is the next key revenue month, with individual and corporate income tax returns both due.

Sales tax receipts will begin picking up again during the final quarter of FY19. While the 3.8 percent year-over-year taxable sales growth for the Nov./Dec. holiday shopping season appears weak compared to the rest of the calendar year, it is consistent with the December revenue forecast. Additionally, taxable sales growth in November 2017 was artificially high because of the wind storm during the final days of October. Adjusting for the spike in sales in the aftermath of the wind storm, the 2018 holiday shopping season is more consistent with the rest of calendar year 2018 taxable sales growth. The continuation of Maine's strong labor market, wage growth, and relatively stable and low energy prices should support taxable sales growth consistent with the latest revenue forecast.

KF: mja

Attachments

cc: Jeremy Kennedy
Mary Anne Turowski
Grant Pennoyer
Chris Nolan
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Amanda Rector
Jim Breece
Jerome Gerard
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STATE OF MAINE

**Undedicated Revenues - General Fund
For the Seventh Month Ended January 31, 2019
For the Fiscal Year Ending June 30, 2019
Comparison to Budget**

Exhibit I

	Month				Fiscal Year to Date				Total Budgeted Fiscal Year Ending 6/30/2019
	Actual	Budget	Variance Over(Under)	Percent Over(Under)	Actual	Budget	Variance Over(Under)	Percent Over(Under)	
Sales and Use Tax	\$ 136,684,965	\$ 138,906,878	\$ (2,221,913)	(1.6)%	\$ 957,323,817	\$ 957,172,629	\$ 151,188	- %	\$ 1,502,180,767
Service Provider Tax	4,915,549	4,570,669	344,880	7.5 %	35,868,459	35,161,961	706,498	2.0 %	59,222,124
Individual Income Tax	208,531,981	223,250,000	(14,718,019)	(6.6)%	1,035,978,671	1,054,769,204	(18,790,533)	(1.8)%	1,680,158,151
Corporate Income Tax	7,822,292	6,411,500	1,410,792	22.0 %	133,445,801	114,388,265	19,057,536	16.7 %	209,750,000
Cigarette and Tobacco Tax	11,625,976	10,960,044	665,932	6.1 %	79,293,582	79,480,151	(186,569)	(0.2)%	137,088,615
Insurance Companies Tax	147,776	52,261	95,515	182.8 %	13,317,706	13,375,467	(57,761)	(0.4)%	74,450,000
Estate Tax	654,633	600,000	54,633	9.1 %	3,117,202	4,640,401	(1,523,199)	(32.8)%	9,140,409
Fines, Forfeits & Penalties	1,321,709	1,173,644	148,065	12.6 %	8,848,944	8,732,550	116,394	1.3 %	17,583,176
Income from Investments	1,032,431	799,463	232,968	29.1 %	5,235,425	4,761,030	474,395	10.0 %	8,721,242
Transfer from Lottery Commission	3,594,659	4,258,745	(664,086)	(15.6)%	37,537,543	35,017,598	2,519,945	7.2 %	57,000,000
Transfers for Tax Relief Programs	(6,593,359)	(15,500,000)	8,906,641	57.5 %	(57,983,274)	(60,309,357)	2,326,083	3.9 %	(68,368,623)
Transfer to Municipal Revenue Sharing	(6,037,194)	(5,625,291)	(411,903)	(7.3)%	(42,609,081)	(42,197,177)	(411,904)	(1.0)%	(72,683,306)
Other Taxes and Fees	12,296,919	11,256,856	1,040,063	9.2 %	84,564,336	83,005,703	1,558,633	1.9 %	143,259,126
Other Revenues	2,802,207	2,601,361	200,846	7.7 %	(10,947,421)	(13,087,116)	2,139,695	16.3 %	9,874,430
Total Collected	\$ 378,800,543	\$ 383,716,130	\$ (4,915,587)	(1.3)%	\$ 2,282,991,710	\$ 2,274,911,309	\$ 8,080,401	0.4 %	\$ 3,767,376,111

NOTES:

- (1) Included in the above is \$6,037,194 for the month and \$42,609,081 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 2018, laws enacted through the end of the 128th Legislature, 2nd Regular Session for all laws and any 2nd Special Session emergency laws.
- (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 Seventh Month Ended January 31, 2019 and 2018

For the Fiscal Year Ending June 30, 2019 and 2018

Comparison to To Prior Year

Exhibit II

	Month				Fiscal Year to Date			
	Current Year	Prior Year	Variance Over(Under)	Percent Over(Under)	Current Year	Prior Year	Variance Over(Under)	Percent Over(Under)
Sales and Use Tax	\$ 136,684,965	\$ 129,247,450	\$ 7,437,515	5.8 %	\$ 957,323,817	\$ 902,539,532	\$ 54,784,285	6.1 %
Service Provider Tax	4,915,549	4,917,656	(2,108)	- %	35,868,459	35,219,089	649,370	1.8 %
Individual Income Tax	208,531,981	207,536,279	995,702	0.5 %	1,035,978,671	1,006,793,634	29,185,037	2.9 %
Corporate Income Tax	7,822,292	7,399,135	423,157	5.7 %	133,445,801	81,272,132	52,173,669	64.2 %
Cigarette and Tobacco Tax	11,625,976	12,967,711	(1,341,735)	(10.3)%	79,293,582	75,635,922	3,657,660	4.8 %
Insurance Companies Tax	147,776	136,198	11,578	8.5 %	13,317,706	12,591,639	726,067	5.8 %
Estate Tax	654,633	666,327	(11,694)	(1.8)%	3,117,202	9,069,719	(5,952,517)	(65.6)%
Fines, Forfeits & Penalties	1,321,709	1,268,453	53,255	4.2 %	8,848,944	9,903,416	(1,054,473)	(10.6)%
Income from Investments	1,032,431	538,021	494,410	91.9 %	5,235,425	2,860,771	2,374,655	83.0 %
Transfer from Lottery Commission	3,594,659	4,448,287	(853,628)	(19.2)%	37,537,543	37,462,830	74,712	0.2 %
Transfers for Tax Relief Programs	(6,593,359)	(9,754,834)	3,161,474	32.4 %	(57,983,274)	(50,582,234)	(7,401,040)	(14.6)%
Transfer to Municipal Revenue Sharing	(6,037,194)	(5,813,521)	(223,673)	(3.8)%	(42,609,081)	(40,107,211)	(2,501,871)	(6.2)%
Other Taxes and Fees	12,296,919	12,132,071	164,848	1.4 %	84,564,336	79,787,115	4,777,221	6.0 %
Other Revenues	2,802,207	1,942,625	859,582	44.2 %	(10,947,421)	(9,915,677)	(1,031,744)	(10.4)%
Total Collected	\$ 378,800,543	\$ 367,631,858	\$ 11,168,685	3.0 %	\$ 2,282,991,710	\$ 2,152,530,678	\$ 130,461,032	6.1 %

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 Seventh Month Ended January 31, 2019
For the Fiscal Year Ending June 30, 2019
All Other Comparison to Budget**

Exhibit III

	Month				Fiscal Year to Date				Total Budgeted Fiscal Year Ending 6/30/2019
	Actual	Budget	Variance Over(Under)	Percent Over(Under)	Actual	Budget	Variance Over(Under)	Percent Over(Under)	
<u>Detail of Other Taxes & Fees</u>									
0100s All Others	\$ 1,754,840	\$ 1,280,238	\$ 474,602	37.1 %	\$ 26,007,122	\$ 25,141,665	\$ 865,457	3.4 %	\$ 35,412,264
0300s Aeronautical Gas Tax	22,795	22,674	121	0.5 %	170,494	171,146	(652)	(0.4)%	278,422
0400s Alcohol Excise Tax	1,333,361	1,718,483	(385,122)	(22.4)%	12,027,055	11,811,199	215,856	1.8 %	18,539,822
0700s Corporation Taxes	473,248	349,211	124,037	35.5 %	2,426,552	2,021,695	404,857	20.0 %	9,838,649
0800s Public Utilities	-	-	-	%	-	9,559	(9,559)	(100.0)%	6,000,000
1000s Banking Taxes	3,156,900	2,819,324	337,576	12.0 %	16,645,350	16,495,268	150,082	0.9 %	27,891,990
1100s Alcoholic Beverages	603,535	513,323	90,212	17.6 %	3,368,390	3,646,753	(278,363)	(7.6)%	5,881,038
1200s Amusements Tax	-	5,000	(5,000)	(100.0)%	-	105,000	(105,000)	(100.0)%	110,000
1300s Harness Racing Pari-mutuel	613,628	672,388	(58,760)	(8.7)%	4,883,036	4,944,294	(61,258)	(1.2)%	8,167,875
1400s Business Taxes	1,478,387	961,506	516,881	53.8 %	5,610,505	5,531,967	78,538	1.4 %	10,485,222
1500s Motor Vehicle Licenses	488,732	641,548	(152,816)	(23.8)%	2,480,474	2,732,154	(251,680)	(9.2)%	4,140,577
1700s Inland Fisheries & Wildlife	2,239,609	2,248,227	(8,618)	(0.4)%	10,460,383	10,007,548	452,835	4.5 %	15,995,073
1900s Other Licenses	131,886	24,934	106,952	428.9 %	484,975	387,455	97,520	25.2 %	518,194
Total Other Taxes & Fees	\$ 12,296,919	\$ 11,256,856	\$ 1,040,063	9.2 %	\$ 84,564,336	\$ 83,005,703	\$ 1,558,633	1.9 %	\$ 143,259,126
<u>Detail of Other Revenues</u>									
2200s Federal Revenues	\$ 37,760	\$ 13,869	\$ 23,891	172.3 %	\$ 74,199	\$ 65,659	\$ 8,540	13.0 %	\$ 135,000
2300s County Revenues	-	-	-	%	-	-	-	%	-
2400s Revenues from Cities and Towns	-	23,166	(23,166)	(100.0)%	95,505	162,162	(66,657)	(41.1)%	277,996
2500s Revenues from Private Sources	142,781	127,633	15,148	11.9 %	889,949	1,074,173	(184,224)	(17.2)%	1,527,000
2600s Current Service Charges	2,171,388	1,618,291	553,097	34.2 %	15,494,462	13,801,526	1,692,936	12.3 %	24,673,506
2700s Transfers from (to) Other Funds	450,141	818,402	(368,261)	(45.0)%	(27,596,523)	(28,257,353)	660,830	2.3 %	(16,872,672)
2800s Sales of Property & Equipment	138	-	138	%	94,987	66,717	28,270	42.4 %	133,600
Total Other Revenues	\$ 2,802,207	\$ 2,601,361	\$ 200,846	7.7 %	\$ (10,947,421)	\$ (13,087,116)	\$ 2,139,695	16.3 %	\$ 9,874,430

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 Seventh Month Ended January 31, 2019 and 2018
For the Fiscal Year Ending June 30, 2019 and 2018
All Other Comparison to To Prior Year**

	Month				Fiscal 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 & Fees</u>								
0100s All Others	\$ 1,754,840	\$ 1,487,884	\$ 266,956	17.9 %	\$ 26,007,122	\$ 22,476,253	\$ 3,530,869	15.7 %
0300s Aeronautical Gas Tax	22,795	22,884	(89)	(0.4)%	170,494	170,939	(445)	(0.3)%
0400s Alcohol Excise Tax	1,333,361	1,350,641	(17,281)	(1.3)%	12,027,055	11,931,369	95,687	0.8 %
0700s Corporation Taxes	473,248	373,224	100,024	26.8 %	2,426,552	2,181,246	245,306	11.2 %
0800s Public Utilities	-	-	-	- %	-	3,256	(3,256)	(100.0)%
1000s Banking Taxes	3,156,900	3,235,515	(78,615)	(2.4)%	16,645,350	16,586,265	59,085	0.4 %
1100s Alcoholic Beverages	603,535	804,862	(201,328)	(25.0)%	3,368,390	3,479,925	(111,535)	(3.2)%
1200s Amusements Tax	-	-	-	- %	-	-	-	- %
1300s Harness Racing Pari-mutuel	613,628	555,379	58,249	10.5 %	4,883,036	4,826,376	56,660	1.2 %
1400s Business Taxes	1,478,387	913,026	565,360	61.9 %	5,610,505	4,637,685	972,820	21.0 %
1500s Motor Vehicle Licenses	488,732	541,815	(53,083)	(9.8)%	2,480,474	2,463,355	17,120	0.7 %
1700s Inland Fisheries & Wildlife	2,239,609	2,811,097	(571,488)	(20.3)%	10,460,383	10,750,118	(289,735)	(2.7)%
1900s Other Licenses	131,886	35,743	96,143	269.0 %	484,975	280,330	204,645	73.0 %
Total Other Taxes & Fees	\$ 12,296,919	\$ 12,132,071	\$ 164,848	1.4 %	\$ 84,564,336	\$ 79,787,115	\$ 4,777,221	6.0 %
<u>Detail of Other Revenues</u>								
2200s Federal Revenues	\$ 37,760	\$ 19,755	\$ 18,004	91.1 %	\$ 74,199	\$ 163,563	\$ (89,363)	(54.6)%
2300s County Revenues	-	-	-	- %	-	-	-	- %
2400s Revenues from Cities and Towns	-	-	-	- %	95,505	82,048	13,457	16.4 %
2500s Revenues from Private Sources	142,781	150,857	(8,076)	(5.4)%	889,949	834,562	55,387	6.6 %
2600s Current Service Charges	2,171,388	1,374,525	796,863	58.0 %	15,494,462	14,698,075	796,387	5.4 %
2700s Transfers from (to) Other Funds	450,141	376,682	73,459	19.5 %	(27,596,523)	(25,833,696)	(1,762,827)	(6.8)%
2800s Sales of Property & Equipment	138	20,807	(20,669)	(99.3)%	94,987	139,771	(44,785)	(32.0)%
Total Other Revenues	\$ 2,802,207	\$ 1,942,625	\$ 859,582	44.2 %	\$ (10,947,421)	\$ (9,915,677)	\$ (1,031,744)	(10.4)%

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 Seventh Month Ended January 31, 2019
For the Fiscal Year Ending June 30, 2019
Comparison to Budget**

Exhibit V

	Month				Fiscal Year to Date				Total Budgeted Fiscal Year Ending 6/30/2019
	Actual	Budget	Variance Over(Under)	Percent Over(Under)	Actual	Budget	Variance Over(Under)	Percent Over(Under)	
Fuel Taxes	\$ 19,123,020	\$ 18,525,713	\$ 597,307	3.2 %	\$ 141,303,945	\$ 142,123,175	\$ (819,230)	(0.6)%	\$ 232,702,699
Motor Vehicle Registration & Fees	9,530,904	7,637,554	1,893,350	24.8 %	53,533,428	50,617,728	2,915,700	5.8 %	89,212,689
Motor Vehicle Inspection Fees	259,729	216,876	42,853	19.8 %	2,080,040	2,168,126	(88,086)	(4.1)%	3,202,500
Miscellaneous Taxes & Fees	103,683	86,828	16,855	19.4 %	848,434	756,810	91,624	12.1 %	1,280,229
Fines, Forfeits & Penalties	26,735	49,071	(22,336)	(45.5)%	375,665	461,505	(85,840)	(18.6)%	739,039
Earnings on Investments	46,177	15,403	30,774	199.8 %	350,895	263,975	86,920	32.9 %	242,191
All Other	260,361	549,984	(289,623)	(52.7)%	8,356,508	8,502,341	(145,833)	(1.7)%	11,252,423
Total Collected	\$ 29,350,609	\$ 27,081,429	\$ 2,269,180	8.4 %	\$ 206,848,915	\$ 204,893,660	\$ 1,955,255	1.0 %	\$ 338,631,770

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 Seventh Month Ended January 31, 2019 and 2018****For the Fiscal Year Ending June 30, 2019 and 2018****Comparison to To Prior Year****Exhibit VI**

	Month				Fiscal 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	\$ 19,123,020	\$ 18,964,696	\$ 158,325	0.8 %	\$ 141,303,945	\$ 137,278,370	\$ 4,025,576	2.9 %
Motor Vehicle Registration & Fees	9,530,904	8,289,926	1,240,978	15.0 %	53,533,428	50,475,925	3,057,502	6.1 %
Motor Vehicle Inspection Fees	259,729	218,336	41,394	19.0 %	2,080,040	2,165,561	(85,521)	(3.9)%
Miscellaneous Taxes & Fees	103,683	90,493	13,190	14.6 %	848,434	836,076	12,359	1.5 %
Fines, Forfeits & Penalties	26,735	49,072	(22,337)	(45.5)%	375,665	461,504	(85,839)	(18.6)%
Earnings on Investments	46,177	8,800	37,377	424.8 %	350,895	159,596	191,299	119.9 %
All Other	260,361	550,056	(289,695)	(52.7)%	8,356,508	7,881,810	474,698	6.0 %
Total Collected	\$ 29,350,609	\$ 28,171,378	\$ 1,179,231	4.2 %	\$ 206,848,915	\$ 199,258,842	\$ 7,590,074	3.8 %

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**

	December'18	% Ch.	December'17	% Ch.	December'16	Average Last 3 Mos. Vs. Last Yr. % Change	Moving Total Last 12 Mos. Vs. Prior % Change	YTD Growth CY'18 vs. '17 Thru December % Change
Building Supply	\$234,954.8	3.3%	\$227,360.1	9.3%	\$208,080.3	4.1%	6.6%	6.6%
Food Store	\$210,936.2	1.9%	\$206,910.5	4.0%	\$198,970.2	2.5%	3.8%	3.8%
General Merchandise	\$421,696.1	-5.5%	\$446,179.8	8.8%	\$409,967.9	-3.0%	-2.3%	-2.3%
Other Retail	\$368,394.8	16.1%	\$317,250.1	-5.2%	\$334,616.0	19.2%	15.8%	15.8%
Auto/Transportation	\$411,572.2	5.2%	\$391,343.3	-1.4%	\$396,826.6	6.5%	5.4%	5.4%
Restaurant	\$223,348.4	8.3%	\$206,290.9	4.0%	\$198,362.9	3.1%	4.6%	4.6%
Lodging	\$38,491.4	10.7%	\$34,778.4	-6.5%	\$37,193.4	9.7%	6.9%	6.9%
Consumer Sales	\$1,909,393.8	4.3%	\$1,830,113.1	2.6%	\$1,784,017.3	5.2%	5.3%	5.3%
Business Operating	\$276,051.0	3.7%	\$266,232.0	0.4%	\$265,201.7	8.1%	8.9%	8.9%
Total	\$2,185,444.8	4.3%	\$2,096,345.0	2.3%	\$2,049,219.0	5.5%	5.7%	5.7%
Utilities	\$133,235.2	5.6%	\$126,148.9	-8.3%	\$137,542.8			
Total plus Utilities	\$2,318,680.0	4.3%	\$2,222,493.9	1.6%	\$2,186,761.8			

	Nov-Dec 2018	% Ch.	Nov-Dec 2017
Building Supply	\$465,986	0.2%	\$465,262
Food Store	\$392,473	2.1%	\$384,344
General Merchandise	\$762,140	-4.4%	\$797,144
Other Retail	\$626,276	18.7%	\$527,573
Auto/Transportation	\$804,607	3.7%	\$775,557
Restaurant	\$406,903	3.9%	\$391,809
Lodging	\$72,885	7.4%	\$67,831
Consumer Sales	\$3,531,271	3.6%	\$3,409,520
Business Operating	\$477,357	5.7%	\$451,810
Total	\$4,008,628	3.8%	\$3,861,330
Utilities	\$245,211	3.5%	\$236,827
Total plus Utilities	\$4,253,839	3.8%	\$4,098,157