



**FINANCE AND INFORMATION SERVICES  
DEPARTMENT**

**M E M O R A N D U M**

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DATE: February 20, 2007  
TO: Kathy Keolker, Mayor  
Renton City Councilmembers  
CC: Jay Covington, CAO  
Marty Wine, Assistant CAO  
FROM: Mike Bailey, Administrator *MB*  
SUBJECT: **Sales Tax Reports**

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Here are a few comments to help with interpreting the sales tax reports.

**Categories used for summarizations:**

We made a few revisions to the reports that illustrate sales tax activity for the City of Renton. These revisions have to do with the categories used to summarize the type of retail activity that makes up Renton's sales tax. The revisions were carried back into the sales tax history that is illustrated in the reports so that all information is consistently presented. The revisions are noted in the "Notes" section found at the bottom of the first page of the summary report.

**Allocations of sales tax revenues:**

We are beginning to see sales tax revenue that is generated by the construction at The Landing. As discussed in the past, we will allocate two-thirds of the revenue that is directly related to the construction at The Landing into Fund 318 for the purpose of paying for infrastructure improvements. As a result, you will see sales tax revenue in Fund 318 in the first quarter of this year.

Please let me know if you have any questions.

MEB/dlf

## SALES TAX SUMMARY January 2007

Gp Cd	CONSTRUCTION	06 TTL	06 TO DATE	07 TO DATE	% Difference
236	Construction of Buildings	1,292,995	82,789	112,424	35.8%
237	Heavy and Civil Construction	215,758	3,083	14,091	357.1%
238	Special Trade Contractor	1,180,150	79,689	99,513	24.9%
<b>TOTAL CONSTRUCTION</b>		<b>\$ 2,688,902</b>	<b>\$ 165,560</b>	<b>\$ 226,028</b>	
Percent Change from Previous Year					<b>36.5%</b>

	MANUFACTURING	06 TTL	06 TO DATE	07 TO DATE	% Difference
311	Food Products	1,813	210	2,754	1212.3%
312	Beverage & Tobacco Products	4,121	221	210	-5.3%
313	Textile Mill Products	179	3	20	659.0%
314	Other Textile Product Mills	19,193	1,424	1,733	21.7%
315	Apparel Manufacturing	423	26	10	-62.3%
316	Leather & Leather Products	51	4	15	292.5%
321	Lumber & Wood Products	10,040	3,152	145	-95.4%
322	Paper & Allied Products	23,679	1,811	1,668	-7.9%
323	Printing, Publishing	200,088	15,330	16,791	9.5%
324	Petroleum refining & Coal Production	20,200	2,151	1,150	-46.5%
325	Chemicals and Allied Products	18,993	1,390	890	-36.0%
326	Rubber & Plastic Products	2,381	30	8	-72.3%
327	Stone/Clay/Glass/Concrete Prod	5,379	433	427	-1.5%
331	Primary Metal Industries	116	7	3	-53.1%
332	Fabricated Metal Products	7,301	254	480	88.7%
333	Machinery, Except Electric	6,817	147	539	266.1%
334	Instruments/Related Products	57,191	8,347	5,436	-34.9%
335	Electric Machinery	295	17	39	129.8%
336	Transportation Equipment	367,243	21,110	53,765	154.7%
337	Furniture and Fixtures	25,914	1,267	1,127	-11.0%
339	Misc Manufacturing	25,750	1,748	2,860	63.6%
<b>TOTAL MANUFACTURING</b>		<b>\$ 797,166</b>	<b>\$ 59,082</b>	<b>\$ 90,069</b>	
Percent Change from Previous Year					<b>52.4%</b>

	GENERAL RETAIL	06 TTL	06 TO DATE	07 TO DATE	% Difference
442	Furniture & home furnishings	1,276,644	98,287	95,890	-2.4%
443	Electronics & Appliances	1,130,621	101,013	98,109	-2.9%
444	Retail Bldg Materials & Garden Cntrs	322,906	22,883	23,552	2.9%
445	Retail Food & beverage Stores	315,857	28,982	30,903	6.6%
446	Health & Personal Care stores	277,010	21,702	22,842	5.3%
448	Retail Apparel & Accessories	110,605	8,275	8,049	-2.7%
451	Sporting goods, hobby, books	71,397	4,312	4,873	13.0%
452	Retail Gen Merchandise	1,100,217	92,879	92,158	-0.8%
453	Misc Retail Trade	928,083	74,547	46,291	-37.9%
454	Non Store Retailers	163,940	14,194	14,745	3.9%
<b>TOTAL RETAIL</b>		<b>\$ 5,697,280</b>	<b>\$ 467,074</b>	<b>\$ 437,413</b>	
Percent Change from Previous Year					<b>-6.4%</b>

	AUTOMOTIVE	06 TTL	06 TO DATE	07 TO DATE	% Difference
441	Motor Vehicle & Parts dealers	4,176,364	278,537	307,965	10.6%
447	Gasoline Stations	126,857	5,544	9,365	40.8%
<b>TOTAL AUTOMOTIVE</b>		<b>\$ 4,303,221</b>	<b>\$ 284,081</b>	<b>\$ 317,330</b>	
Percent Change from Previous Year					<b>10.5%</b>

Gp Cd	WHOLESALE	06 TTL	06 TO DATE	07 TO DATE	% Difference
423	Wholesale Durable Goods	740,513	63,239	55,848	-11.7%
424	Wholesale Non-durable	274,433	17,680	18,994	7.4%
425	Wholesale Electronic markets	1,521	114	46	-59.1%
<b>TOTAL WHOLESALE</b>		<b>\$ 1,016,468</b>	<b>\$ 81,032</b>	<b>\$ 74,888</b>	
Percent Change from Previous Year					<b>-7.6%</b>

	SERVICES	06 TTL	06 TO DATE	07 TO DATE	% Difference
511	Publishing Industries	28,393	174	171	-1.4%
512	Motion Picture, Sound Record	24,795	2,223	1,766	-20.6%
515	Broadcasting except Internet	1,812	1,642	786	-52.1%
516	Internet Publishing & Broadcasting	14	1	0	-100.0%
517	Telecommunications	490,041	39,608	38,224	-3.5%
518	Internet Service Providers	57,706	4,247	1,511	-64.4%
519	Other Information Services	4,740	45	21	-52.0%
532	Rental & Leasing Services	471,035	31,605	34,870	10.3%
541	Professional, Scientific, Tech.	285,058	18,144	24,339	34.1%
561	Administrative & Support Services	280,495	17,775	17,122	-3.7%
562	Waste Mngt Remediator	15,772	869	1,218	40.3%
611	Educational Services	93,918	3,201	3,596	12.3%
621	Ambulatory Medical/ Healthcare Svcs	19,311	3,871	1,113	-71.2%
622	Hospitals	56,405	3,204	3,777	17.9%
623	Nursing & residential Care	956	59	79	32.9%
624	Social Assistance	20,644	1,292	1,694	31.1%
711	Performing Arts, Spectator sports	12,572	947	512	-46.0%
712	Parks & Other similar institutions	0	0	0	
713	Amusement/ Gambling & Rec.	82,687	7,614	5,937	-22.0%
721	Hotels/Motels	175,607	12,001	15,174	26.4%
722	Food svcs & drinking places	1,203,181	89,284	98,272	10.1%
811	Repair & Maintenance	296,322	20,907	21,794	4.2%
812	Personal & Laundry Services	102,627	6,892	6,372	-7.5%
813	Religious, grant making, civic	8,221	637	647	1.6%
814	Private Households	0	0	0	
<b>TOTAL SERVICES</b>		<b>\$ 3,732,312</b>	<b>\$ 266,240</b>	<b>\$ 278,996</b>	
Percent Change from Previous Year					<b>4.6%</b>

	MISCELLANEOUS	06 TTL	06 TO DATE	07 TO DATE	% Difference
100's	Agriculture	22,659	\$ 1,049	500	-52%
221	Utilities	45,313	1,777	1,295	-27.1%
400's	Transportation	32,048	3,299	1,852	-44%
500's	Banking	292,372	24,427	24,760	1%
900's	Government	63,202	3,287	31,890	870%
<b>MISCELLANEOUS TOTAL</b>		<b>\$ 455,594</b>	<b>\$ 33,840</b>	<b>\$ 60,298</b>	
Percent Change from Previous Year					<b>43.9%</b>

	06 TTL	06 TO DATE	07 TO DATE	% Difference
<b>TOTALS BY COLUMN</b>	<b>\$18,690,943</b>	<b>\$1,356,909</b>	<b>\$1,485,022</b>	<b>9.44%</b>

Note : 1. Transportation category has been merged with Miscellaneous.

2. Certain group codes have been shifted around to better reflect the category they truly represent. (The shift will not affect the total sales tax collected.)

a. Food Svcs & drinking Places has been shifted from General Retail to Services category.

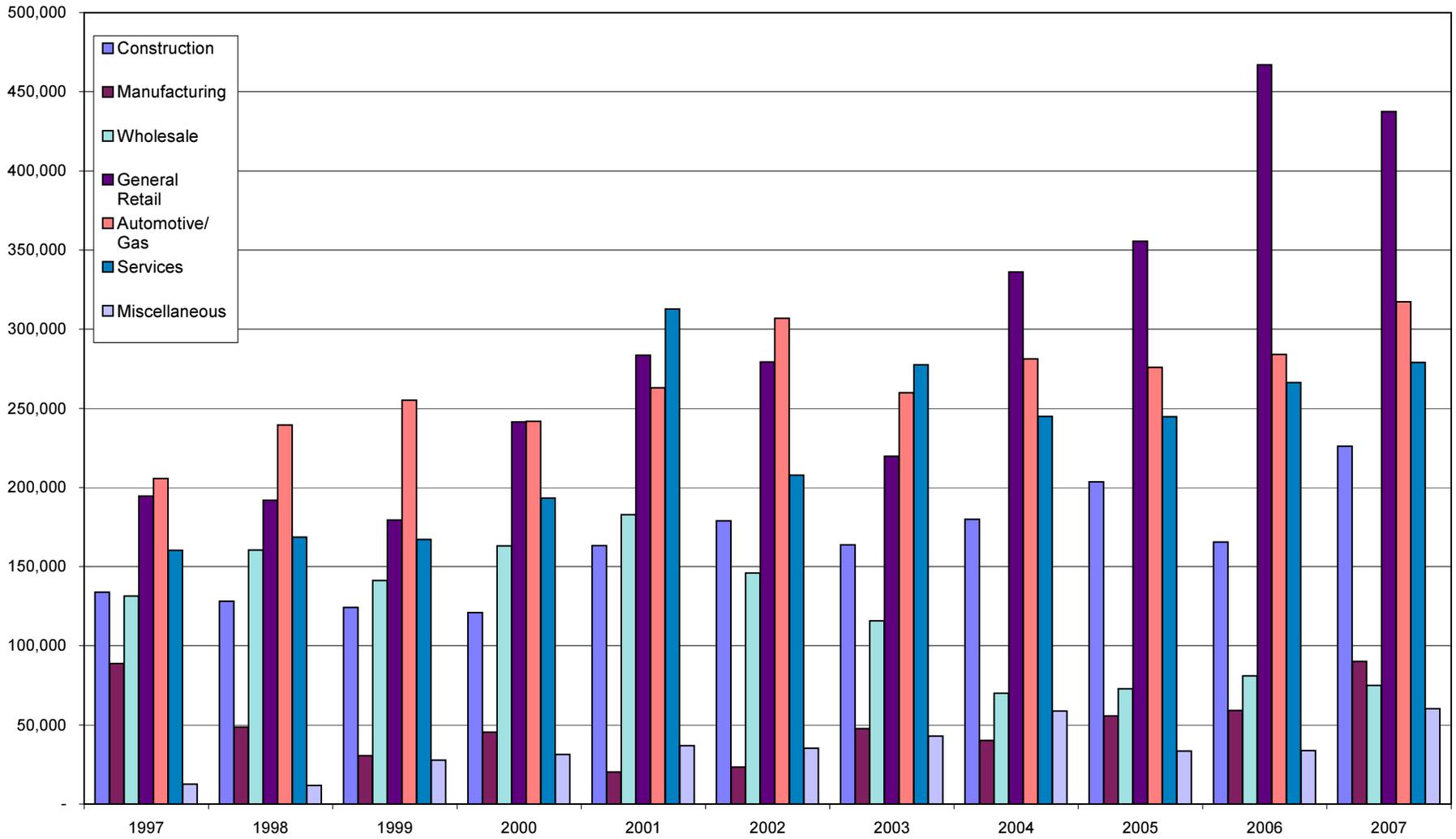
b. Utilities has been shifted from Transportation to Miscellaneous category.

c. Telecommunications has been shifted from Transportation to Services category.

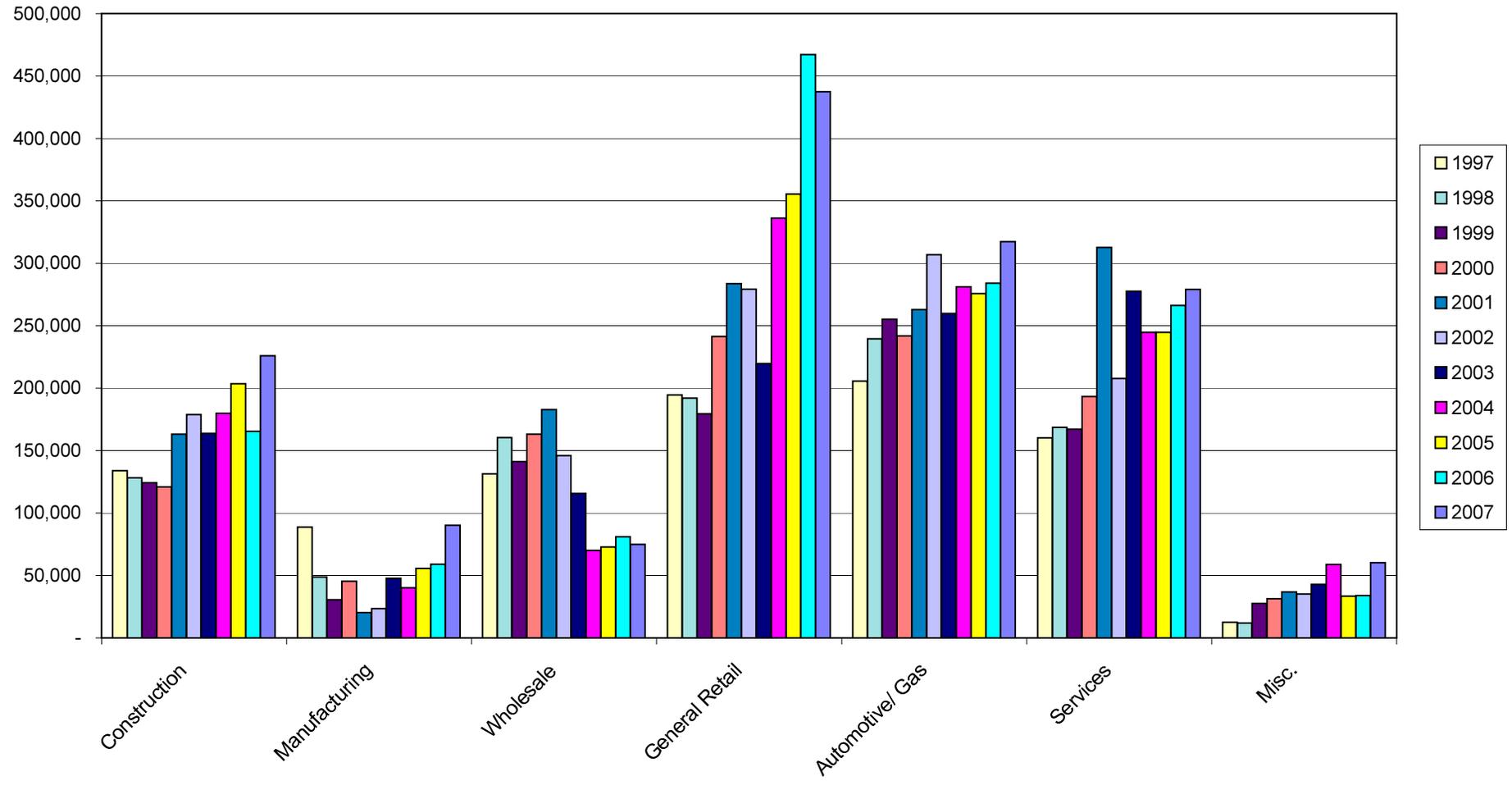
**City of Renton Sales Tax Trends  
By Year & Industry Type  
For the Month of January**

	<b>Construction</b>	<b>Manufacturing</b>	<b>Wholesale</b>	<b>General Retail</b>	<b>Automotive/ Gas</b>	<b>Services</b>	<b>Miscellaneous</b>
<b>1997</b>	133,927	88,732	131,443	194,556	205,746	160,297	\$12,521
<b>1998</b>	128,196	48,676	160,510	192,026	239,479	168,617	\$11,824
<b>1999</b>	124,303	30,581	141,252	179,465	255,214	167,175	\$27,709
<b>2000</b>	120,944	45,440	163,122	241,430	241,837	193,326	\$31,319
<b>2001</b>	163,239	20,235	182,805	283,610	263,008	312,706	\$36,922
<b>2002</b>	178,965	23,388	145,932	279,324	306,837	207,745	\$35,185
<b>2003</b>	163,797	47,640	115,722	219,769	259,836	277,532	\$42,867
<b>2004</b>	179,881	40,133	70,088	336,125	281,217	244,801	\$58,823
<b>2005</b>	203,571	55,589	72,758	355,534	275,809	244,734	\$33,407
<b>2006</b>	165,560	59,082	81,032	467,074	284,081	266,240	\$33,840
<b>2007</b>	226,028	90,069	74,888	437,413	317,330	278,996	\$60,298

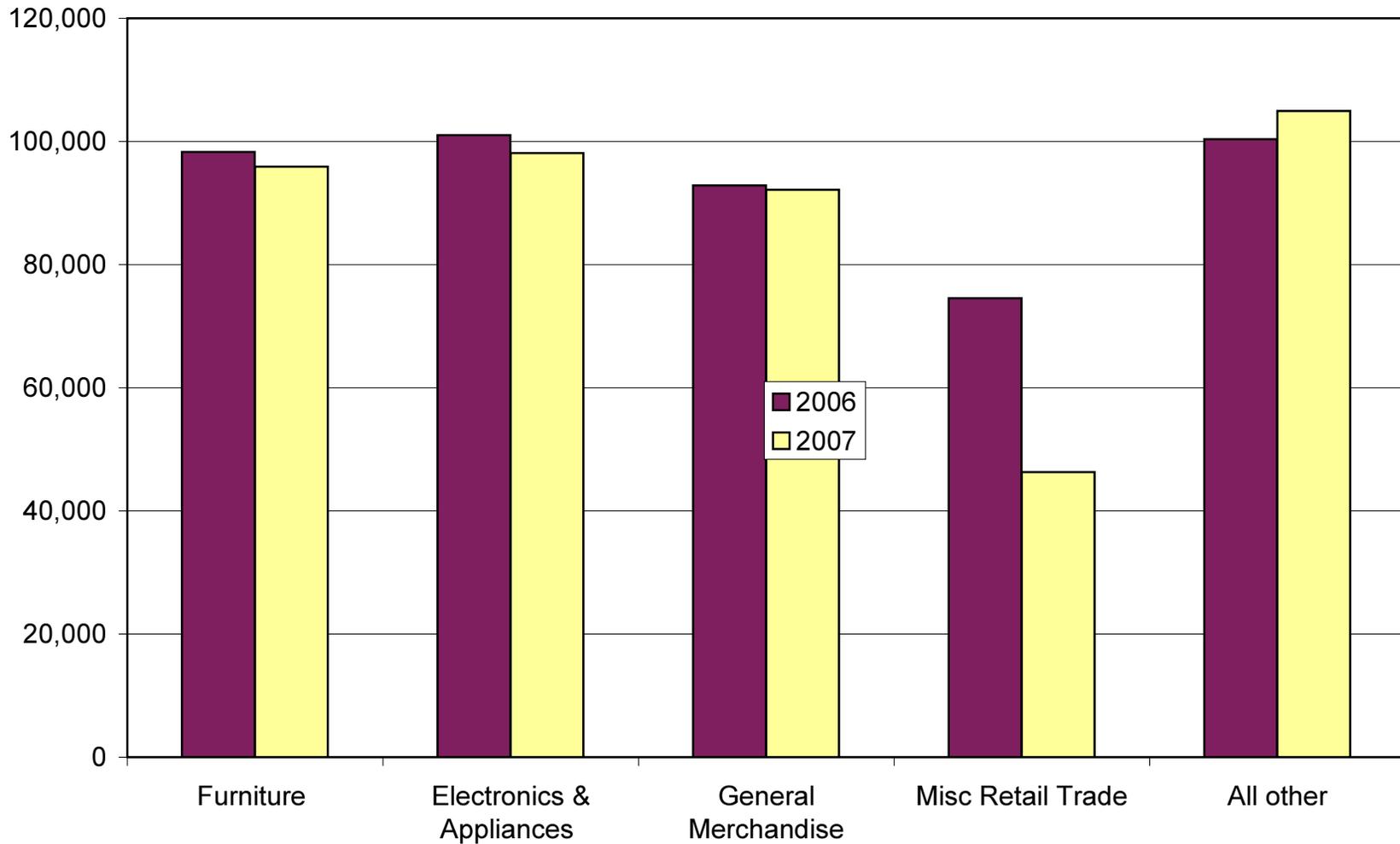
### Sales Tax Trends by Year For the Month of January



**Sales Tax Trends by Industry Type  
For the Month of January**



**Analysis of General  
Retail Sector - '06 vs '07  
As of January 31st**



**City of Renton  
Sales Tax Forecast Sheet  
As of January 31, 2007**

Month Received	2002	2003	2004	2005	2006	2007 Budget	2007 Actual	Ahead/ Behind \$	Ahead/ Behind %	Compare to last year %
January	1,177,375	1,216,993	1,298,596	1,329,901	1,356,909	1,511,074	1,485,022	-26,053	-1.72%	9.44%
February	1,506,400	1,527,546	1,497,065	1,593,779	1,795,965	1,876,061				
March	1,130,487	1,164,186	1,204,855	1,155,170	1,293,014	1,408,739				
April	1,130,755	1,111,238	1,231,330	1,202,075	1,355,801	1,428,513				
May	1,306,633	1,257,339	1,478,585	1,406,640	1,619,884	1,674,339				
June	1,153,231	1,205,080	1,353,373	1,402,176	1,461,172	1,557,322				
July	1,154,241	1,398,972	1,430,496	1,395,590	1,574,825	1,647,111				
August	1,311,844	1,389,599	1,425,734	1,515,121	1,706,785	1,740,659				
September	1,222,403	1,351,195	1,392,837	1,520,645	1,611,649	1,681,361				
October	1,284,358	1,473,170	1,447,857	1,561,267	1,607,149	1,746,513				
November	1,301,294	1,439,611	1,500,101	1,638,391	1,699,555	1,795,104				
December	1,371,764	1,472,474	1,392,990	1,387,702	1,608,235	1,713,203				
<b>Total</b>	<b>15,050,785</b>	<b>16,007,404</b>	<b>16,653,819</b>	<b>17,108,456</b>	<b>18,690,943</b>	<b>19,780,000</b>	<b>1,485,022</b>	<b>-26,053</b>	<b>-92.49%</b>	<b>-92.05%</b>

Collected to date	\$ 1,485,022
Expected to date	\$ 1,511,074
Over/Under Expectation	-1.72%
Over/Under Last Year	\$ 128,113
% Change from Last Year	9.44%