

FINANCE AND
INFORMATION TECHNOLOGY
M E M O R A N D U M



DATE: January 18, 2013

TO: Randy Corman, Council President
Members of Renton City Council

CC: Denis Law, Mayor
Jay Covington, Chief Administrative Officer

FROM: Kristi Rowland, Senior Finance Analyst

SUBJECT: **December 2012 Sales Tax Distribution (October 2012 Activity)**

The year 2012 ended well in terms of sales tax receipts at \$701k (4%) over budget and \$835k (5%) over 2011. The month of December (for October sales) was especially strong at \$157k (11%) over budget and \$201k (14%) over 2011.

Excluding one-time activities and adjustments in 2011 and 2012, our year-to-year comparison reveals that we would have been approximately \$1.3 million (7%) over 2011 *year to date*.

2007-12 Actuals, 2012 compared to budget											
Sector	2007 YTD Actual	2008 YTD Actual	2009 YTD Actual	2010 YTD Actual	2011 YTD Actual	2012 YTD Actual	2012 YTD Budget	2012 YTD/2011 YTD		2012 Actual/Budget	
								\$ diff	% diff	\$ diff	% diff
General Retail	11,189,675	12,261,266	11,679,620	11,995,567	6,070,498	\$6,482,942	6,292,222	412,444	6.8%	190,720	● 3.03%
Construction	7,796,404	9,451,066	5,983,060	4,436,754	1,576,127	1,844,545	1,654,934	268,417	17.0%	189,611	● 11.46%
Services	8,206,480	7,878,402	7,232,152	7,388,684	3,960,151	4,221,446	4,078,955	261,295	6.6%	142,491	● 3.49%
Automotive	8,353,494	7,151,855	6,431,281	6,070,501	3,179,418	3,361,196	3,497,360	181,778	5.7%	(136,164)	◆ -3.89%
Manufacturing	1,966,220	2,101,579	1,900,226	1,554,904	1,073,075	1,043,859	724,326	(29,216)	-2.7%	319,533	● 44.11%
Wholesale	2,166,118	2,262,890	1,831,770	1,882,630	1,148,660	1,169,432	1,183,120	20,772	1.8%	(13,688)	◆ -1.16%
Miscellaneous	1,006,000	804,720	933,570	1,067,335	721,805	441,252	433,083	(280,554)	-38.9%	8,168	▲ 1.89%
YTD Total	40,684,391	41,911,778	35,991,679	34,396,375	17,729,735	18,564,671	17,864,000	834,936	4.71%	700,671	● 3.92%

* **HIGHLIGHTED** figure in each sector is the highest YTD of the five years shown

Key Variances:

- The **Manufacturing sector** change from 2011 to 2012 includes several one-time activities such as a one-time spike and audit adjustment (upward) in 2011 (\$196k) and a large 2012 audit adjustment (reduction of \$132k for prior years). If we were to exclude these items, 2012 is \$299 (40%) *above* 2011 year to date. **Non-transportation receipts in this sector are approximately \$99k (22%) above 2011** with the most notable increase in the *Instruments and Related Products* category – which includes document and medical imaging equipment and other such types of businesses.
- The **Construction** sector came in higher than 2011 every month of the year with only one exception (September for July sales). December was an especially strong month - *doubling* the receipts of December 2011. The lion share of this year-over-year spread belongs to only a few companies in the *Construction of Buildings* category. (See the “Top Ten” report on page 22) for details. Total receipts for this sector were \$268k (17%) over 2011 and \$190k (12%) over budget.
- The **Miscellaneous** sector is \$281 (39%) *below* 2011 year to date which is mainly due to the Tax Amnesty Program which was in place in 2011 and is estimated to have brought in \$130k. If we exclude this State account from the analysis the remaining businesses in this sector are *below* 2011 by approximately \$56k (12%). See the attached summaries, analysis and detailed reports to get an understanding of what makes up the Miscellaneous sector.

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SALES TAX SUMMARY December 2012

Gp Cd	CONSTRUCTION	2011 Total	2011 To Date	2012 To DATE	% Difference	% of Sector	Gp Cd	WHOLESALE	2011 Total	2011 To Date	2012 To DATE	% Difference	% of Sector
236	Construction of Buildings	706,815	706,815	822,383	16.4%	45%	423	Wholesale Durable Goods	926,515	926,515	937,838	1.2%	80%
237	Heavy and Civil Construction	127,714	127,714	213,564	67.2%	12%	424	Wholesale Non-durable	217,785	217,785	227,078	4.3%	19%
238	Special Trade Contractor	741,599	741,599	808,598	9.0%	44%	425	Wholesale Electronic markets	4,360	4,360	4,516	3.6%	0%
TOTAL CONSTRUCTION		\$ 1,576,127	\$ 1,576,127	\$ 1,844,545	17.0%	100%	TOTAL WHOLESALE		\$ 1,148,660	\$ 1,148,660	\$ 1,169,432	1.8%	100%
			<i>2012 - 2011 YTD</i>	<i>\$ 268,417</i>	<i>17.0%</i>					<i>2012 - 2011 YTD</i>	<i>\$ 20,772</i>	<i>1.8%</i>	
Gp Cd	MANUFACTURING	2011 Total	2011 To Date	2012 To DATE	% Difference	% of Sector	Gp Cd	SERVICES	2011 Total	2011 To Date	2012 To DATE	% Difference	% of Sector
311	Food Products	4,322	4,322	3,102	-28.2%	0%	511	Publishing Industries	123,816	123,816	124,690	0.7%	3%
312	Beverage & Tobacco Products	11,060	11,060	16,635	50.4%	2%	512	Motion Picture, Sound Record	25,627	25,627	25,574	-0.2%	1%
313	Textile Mill Products	153	153	300	96.2%	0%	515	Broadcasting except Internet	1,793	1,793	6,264	249.4%	0%
314	Other Textile Product Mills	7,674	7,674	4,204	-45.2%	0%	516	Internet Publishing & Broadcasting	-	-	-	0.0%	0%
315	Apparel Manufacturing	298	298	358	20.1%	0%	517	Telecommunications	480,646	480,646	516,606	7.5%	12%
316	Leather & Leather Products	52	52	82	57.1%	0%	518	Internet Service Providers	43,523	43,523	29,759	-31.6%	1%
321	Lumber & Wood Products	16,834	16,834	20,721	23.1%	2%	519	Other Information Services	7,320	7,320	6,233	-14.8%	0%
322	Paper & Allied Products	12,096	12,096	14,739	21.8%	1%	532	Rental & Leasing Services	369,210	369,210	389,835	5.6%	9%
323	Printing, Publishing	230,828	230,828	239,592	3.8%	23%	541	Professional, SCientific, Tech.	444,167	444,167	397,418	-10.5%	9%
324	Petroleum refining & Coal Production	14,241	14,241	3,450	-75.8%	0%	561	Administrative & Support Services	231,675	231,675	256,852	10.9%	6%
325	Chemicals and Allied Products	17,579	17,579	12,438	-29.2%	1%	562	Waste Mngt Remediator	11,271	11,271	15,721	39.5%	0%
326	Rubber & Plastic Products	3,067	3,067	4,061	32.4%	0%	611	Educational Services	86,822	86,822	74,839	-13.8%	2%
327	Stone/Clay/Glass/Concrete Prod	13,489	13,489	19,566	45.0%	2%	621	Ambulatory Medical/ Healthcare Svcs	24,805	24,805	19,923	-19.7%	0%
331	Primary Metal Industries	8,956	8,956	4,291	-52.1%	0%	622	Hospitals	97,981	97,981	168,059	71.5%	4%
332	Fabricated Metal Products	8,261	8,261	11,660	41.2%	1%	623	Nursing & Residential Care	2,185	2,185	20,316	829.7%	0%
333	Machinery, Except Electric	10,929	10,929	12,610	15.4%	1%	624	Social Assistance	32,723	32,723	33,059	1.0%	1%
334	Instruments/Related Products	42,309	42,309	134,406	217.7%	13%	711	Performing Arts, Spectator sports	2,275	2,275	10,179	347.5%	0%
335	Electric Machinery	14,525	14,525	10,939	-24.7%	1%	712	Parks & Other similar institutions	2	2	2	9.7%	0%
336	Transportation Equipment	620,297	620,297	492,237	-20.6%	47%	713	Amusement/ Gambling & Rec.	93,703	93,703	77,598	-17.2%	2%
337	Furniture and Fixtures	20,512	20,512	22,106	7.8%	2%	721	Hotels/Motels	184,507	184,507	216,117	17.1%	5%
339	Misc Manufacturing	15,592	15,592	16,363	4.9%	2%	722	Food svcs & drinking places	1,311,460	1,311,460	1,412,010	7.7%	33%
TOTAL MANUFACTURING		\$ 1,073,075	\$ 1,073,075	\$ 1,043,859	-2.7%	100%	TOTAL SERVICES		\$ 3,960,151	\$ 3,960,151	\$ 4,221,446	6.6%	100%
			<i>2012 - 2011 YTD</i>	<i>\$ (29,216.00)</i>	<i>-2.7%</i>					<i>2012 - 2011 YTD</i>	<i>\$ 261,295.17</i>	<i>6.6%</i>	
Gp Cd	GENERAL RETAIL	2011 Total	2011 To Date	2012 To DATE	% Difference	% of Sector	Gp Cd	MISCELLANEOUS	2011 Total	2011 To Date	2012 To DATE	% Difference	% of Sector
442	Furniture & home furnishings	1,186,244	1,186,244	1,320,786	11.3%	20%	100's	Agriculture	13,801	13,801	10,291	-25.4%	2%
443	Electronics & Appliances	988,355	988,355	962,595	-2.6%	15%	221	Utilities	32,473	32,473	41,432	27.6%	9%
444	Retail Bldg Materials & Garden Cntrs	495,800	495,800	544,436	9.8%	8%	400's	Transportation	53,856	53,856	29,457	-45.3%	7%
445	Retail Food & beverage Stores	362,632	362,632	366,436	1.0%	6%	500's	Banking	250,179	250,179	223,216	-10.8%	51%
446	Health & Personal Care stores	250,771	250,771	330,234	31.7%	5%	900's	Government	371,495	371,495	136,855	-63.2%	31%
448	Retail Apparel & Accessories	126,729	126,729	139,852	10.4%	2%	MISCELLANEOUS TOTAL		\$ 721,805	\$ 721,805	\$ 441,252	-38.9%	100%
451	Sporting goods, hobby, books	155,488	155,488	182,427	17.3%	3%				<i>2012 - 2011 YTD</i>	<i>\$ (280,554)</i>	<i>-38.9%</i>	
452	Retail Gen Merchandise	1,652,442	1,652,442	1,722,213	4.2%	27%							
453	Misc Retail Trade	594,226	594,226	614,814	3.5%	9%							
454	Non Store Retailers	257,810	257,810	299,148	16.0%	5%							
TOTAL RETAIL		\$ 6,070,498	\$ 6,070,498	\$ 6,482,942	6.8%	100%							
			<i>2012 - 2011 YTD</i>	<i>\$ 412,444</i>	<i>6.8%</i>								
Gp Cd	AUTOMOTIVE	2011 Total	2011 To Date	2012 To DATE	% Difference	% of Sector			2011 Total	2011 To Date	2012 To DATE	% Difference	
441	Motor Vehicle & Parts dealers	3,032,365	3,032,365	3,211,592	5.9%	96%			\$ 17,729,735	\$ 17,729,735	\$ 18,564,671	4.71%	
447	Gasoline Stations	147,054	147,054	149,604	1.7%	4%				<i>2012 - 2011 YTD</i>	<i>\$ 834,936</i>	<i>4.7%</i>	
TOTAL AUTOMOTIVE		\$ 3,179,418	\$ 3,179,418	\$ 3,361,196	5.7%	100%							
			<i>2012 - 2011 YTD</i>	<i>\$ 181,778</i>	<i>5.7%</i>								

LANDING TOTALS - LIFE TO DATE	
Total sales tax generated from construction March 2006 - March 2010:	\$ 1,412,137
Total sales tax generated from businesses at The Landing since January 2008:	\$ 3,393,680
Total:	\$ 4,805,818

GROWTH BREAKDOWN - 2011 TO DATE				
	2011 YTD	2012 YTD	Growth \$	Growth %
LANDING BUSINESSES	\$ 812,025	\$ 913,543	\$ 101,519	12.5%
OTHER RENTON BASE BUSINESSES	16,917,710	17,651,128	733,417	4.3%
Total Growth 2011 to 2012	\$ 17,729,735	\$ 18,564,671	\$ 834,936	4.7%

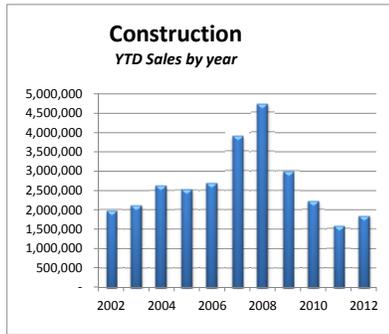
**City of Renton
Sales Tax Forecast Sheet
December 2012**

Month Received	2007 Actual	2008 Actual	2009 Actual	2010 Actual	2011 Actual	2012 Budget	2012 Actual	Compare Bdgt		Change from Prior	
								\$	%	\$	%
January	\$ 1,485,022	\$ 1,710,224	\$ 1,543,068	\$ 1,289,363	\$ 1,339,659	\$ 1,388,527	\$ 1,327,548	\$ (60,979)	-4.39%	\$ (12,111)	-0.87%
February	1,944,948	2,140,557	1,778,429	1,728,587	1,982,273	\$ 1,787,327	1,923,714	\$136,386	7.63%	\$ (58,559)	-3.28%
March	1,370,273	1,488,829	1,461,006	1,289,585	1,299,237	\$ 1,372,298	1,303,820	\$ (68,478)	-4.99%	\$ 4,583	0.33%
April	1,484,254	1,550,055	1,398,021	1,461,108	1,254,867	\$ 1,391,509	1,370,731	\$ (20,778)	-1.49%	\$115,864	8.33%
May	1,756,943	1,909,439	1,490,777	1,499,332	1,590,781	\$ 1,578,875	1,599,184	\$ 20,309	1.3%	\$ 8,403	0.5%
June	1,626,018	1,636,870	1,361,808	1,382,045	1,368,213	\$ 1,422,596	1,482,794	\$ 60,197	4.2%	\$114,580	8.1%
July	1,692,537	1,852,096	1,443,897	1,309,429	1,437,859	\$ 1,411,637	1,505,142	\$ 93,504	6.6%	\$ 67,283	4.8%
August	1,874,904	1,849,789	1,551,416	1,470,879	1,534,218	\$ 1,522,536	1,583,903	\$ 61,368	4.0%	\$ 49,685	3.3%
September	1,725,415	1,658,618	1,454,550	1,408,877	1,472,399	\$ 1,468,712	1,472,566	\$ 3,854	0.3%	\$ 167	0.0%
October	1,749,854	1,907,002	1,560,216	1,447,338	1,517,444	\$ 1,529,207	1,660,941	\$131,734	8.6%	\$143,496	9.4%
November	1,886,514	1,708,097	1,440,145	1,508,618	1,508,954	\$ 1,522,978	1,709,049	\$186,071	12.2%	\$200,095	13.1%
December	1,745,514	1,544,314	1,512,506	1,403,028	1,423,832	\$ 1,467,796	1,625,280	\$157,484	10.7%	\$201,448	13.7%
Total	\$20,342,195	\$ 20,955,889	\$ 17,995,839	\$ 17,198,187	\$ 17,729,735	\$ 17,864,000	\$ 18,564,671	\$700,671	3.92%	\$834,936	4.71%

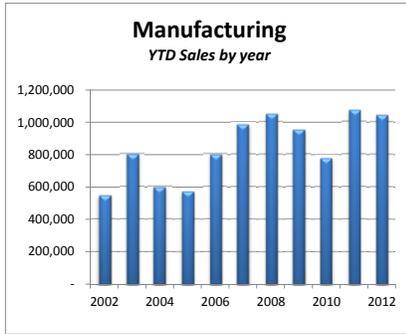
City of Renton Sales Tax Trends
Year to Date Trends By Year & Industry Type
January through December

Year to Date Sales for the year...	Construction	Manufacturing	Wholesale	General Retail	Automotive/ Gas	Services	Miscellaneous	Total	Change from prior year
2001	\$ 2,175,880	\$ 568,164	\$ 2,160,861	\$ 3,422,141	\$ 3,362,927	\$ 3,187,501	\$ 406,322	\$ 15,283,796	n/a
2002	1,980,842	547,609	1,684,606	3,518,938	3,541,626	3,197,276	439,778	14,910,675	-2.44%
2003	2,124,245	798,424	1,277,767	3,076,556	3,682,664	3,433,619	522,055	14,915,330	0.03%
2004	2,632,959	596,061	935,872	3,924,814	3,630,767	3,263,672	442,219	15,426,363	3.43%
2005	2,526,395	572,522	1,030,450	4,147,368	3,947,078	3,315,749	369,585	15,909,147	3.13%
2006	2,688,902	797,166	1,016,468	5,697,280	4,303,221	3,732,312	455,594	18,690,943	17.49%
2007	3,898,202	983,110	1,083,059	5,594,837	4,176,747	4,103,240	503,000	20,342,195	8.83%
2008	4,725,533	1,050,789	1,131,445	6,130,633	3,575,928	3,939,201	402,360	20,955,889	3.02%
2009	2,991,530	950,113	915,885	5,839,810	3,215,641	3,616,076	466,785	17,995,840	-14.13%
2010	2,218,377	777,452	941,315	5,997,784	3,035,251	3,694,342	533,667	17,198,187	-4.43%
2011	1,576,127	1,073,075	1,148,660	6,070,498	3,179,418	3,960,151	721,805	17,729,735	3.09%
2012	1,844,545	1,043,859	1,169,432	6,482,942	3,361,196	4,221,446	441,252	18,564,671	4.71%
OVER/UNDER 2011	▲	▼	▲	▲	▲	▲	▼	▲	
\$ Change	\$ 268,417	\$ (29,216)	\$ 20,772	\$ 412,444	\$ 181,778	\$ 261,295	\$ (280,554)	\$ 834,936	
% Change	17.03%	-2.72%	1.81%	6.79%	5.72%	6.60%	-38.87%	4.71%	

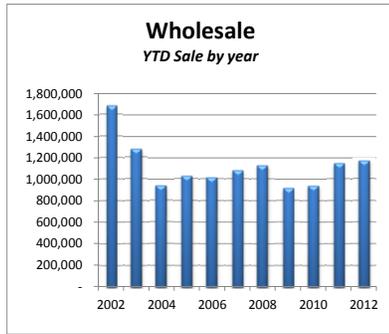
Within each Sector:
Highest in Range
Lowest in Range



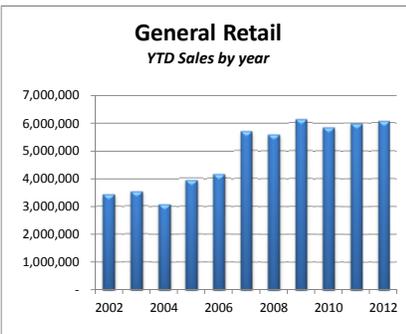
YEAR	Construction
2002	1,980,842
2003	2,124,245
2004	2,632,959
2005	2,526,395
2006	2,688,902
2007	3,898,202
2008	4,725,533
2009	2,991,530
2010	2,218,377
2011	1,576,127
2012	1,844,545



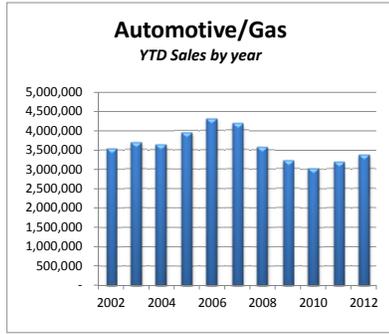
YEAR	Manufacturing
2002	547,609
2003	798,424
2004	596,061
2005	572,522
2006	797,166
2007	983,110
2008	1,050,789
2009	950,113
2010	777,452
2011	1,073,075
2012	1,043,859



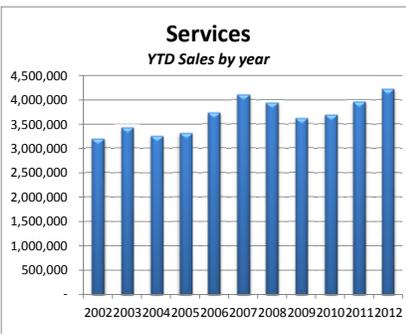
YEAR	Wholesale
2002	1,684,606
2003	1,277,767
2004	935,872
2005	1,030,450
2006	1,016,468
2007	1,083,059
2008	1,131,445
2009	915,885
2010	941,315
2011	1,148,660
2012	1,169,432



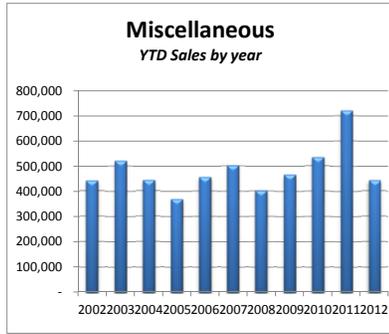
YEAR	General Retail
2002	3,422,141
2003	3,518,938
2004	3,076,556
2005	3,924,814
2006	4,147,368
2007	5,697,280
2008	5,594,837
2009	6,130,633
2010	5,839,810
2011	5,997,784
2012	6,070,498



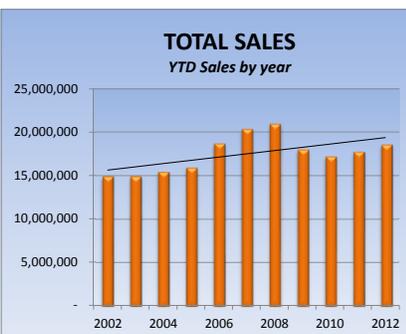
YEAR	Automotive/ Gas
2002	3,541,626
2003	3,682,664
2004	3,630,767
2005	3,947,078
2006	4,303,221
2007	4,176,747
2008	3,575,928
2009	3,215,641
2010	3,035,251
2011	3,179,418
2012	3,361,196



YEAR	Services
2002	3,197,276
2003	3,433,619
2004	3,263,672
2005	3,315,749
2006	3,732,312
2007	4,103,240
2008	3,939,201
2009	3,616,076
2010	3,694,342
2011	3,960,151
2012	4,221,446



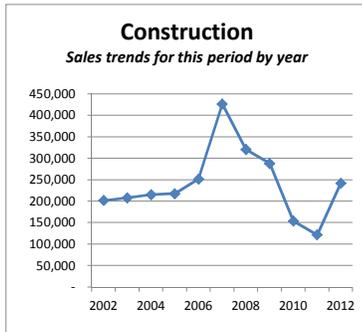
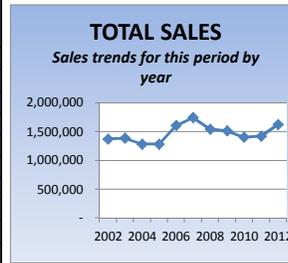
YEAR	Miscellaneous
2002	439,778
2003	522,055
2004	442,219
2005	369,585
2006	455,594
2007	503,000
2008	402,360
2009	466,785
2010	533,667
2011	721,805
2012	441,252



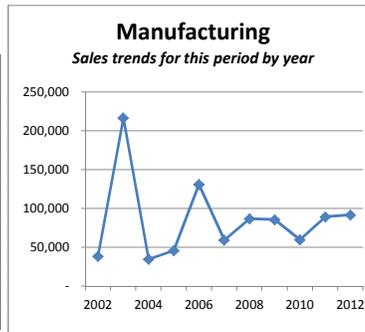
YEAR	Total
2002	14,910,675
2003	14,915,330
2004	15,426,363
2005	15,909,147
2006	18,690,943
2007	20,342,195
2008	20,955,889
2009	17,995,840
2010	17,198,187
2011	17,729,735
2012	18,564,671

**City of Renton Sales Tax Trends
Period Data By Year & Industry Type
For the Month of December**

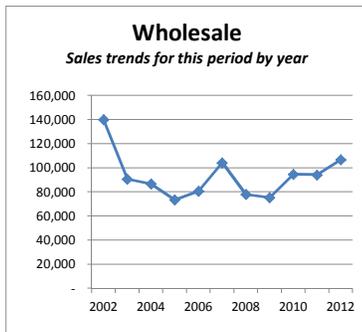
October Sales Tax for the year...	Construction	Manufacturing	Wholesale	General Retail	Automotive/ Gas	Services	Miscellaneous	Total
2001	182,277	38,908	161,736	276,879	318,859	246,488	32,576	1,257,722
2002	201,743	38,561	140,015	310,778	283,949	363,299	33,418	1,371,764
2003	208,354	216,904	90,751	304,881	268,014	257,291	40,599	1,386,793
2004	215,777	34,914	86,734	336,830	313,568	264,018	31,973	1,283,813
2005	217,453	45,939	73,590	342,762	298,090	271,824	33,978	1,283,635
2006	252,086	131,089	80,648	428,368	366,568	314,352	35,124	1,608,235
2007	426,828	59,322	104,289	481,368	305,999	327,677	40,030	1,745,514
2008	321,041	86,985	78,002	477,282	240,042	302,346	38,616	1,544,314
2009	287,910	85,735	75,458	463,571	246,061	317,550	36,221	1,512,506
2010	154,122	59,685	94,626	477,957	254,083	307,351	55,204	1,403,028
2011	121,683	89,456	94,255	485,539	267,129	315,644	50,127	1,423,832
2012	241,995	91,971	106,903	525,736	262,204	351,925	44,545	1,625,280
OVER/UNDER BUDGET 2012	▲	▲	▲	▼	▼	▼	▲	▲
Period budget	\$ 162,237	\$ 60,054	\$ 92,866	\$ 535,583	\$ 283,543	\$ 356,877	\$ 31,819	\$ 1,522,978
% OVER/UNDER BUDGET	49.16%	53.15%	15.12%	-1.84%	-7.53%	-1.39%	40.00%	6.72%



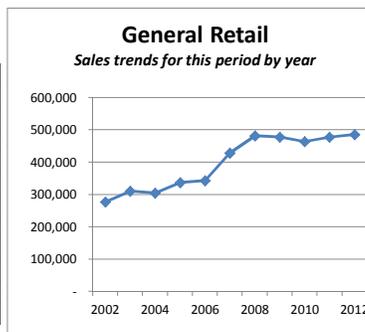
YEAR	Construction
2002	201,743
2003	208,354
2004	215,777
2005	217,453
2006	252,086
2007	426,828
2008	321,041
2009	287,910
2010	154,122
2011	121,683
2012	241,995



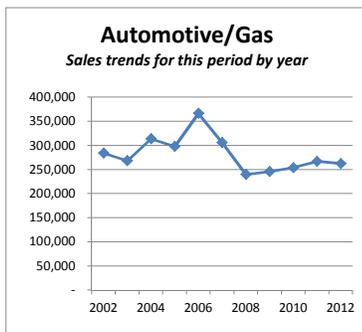
YEAR	Manufacturing
2002	38,561
2003	216,904
2004	34,914
2005	45,939
2006	131,089
2007	59,322
2008	86,985
2009	85,735
2010	59,685
2011	89,456
2012	91,971



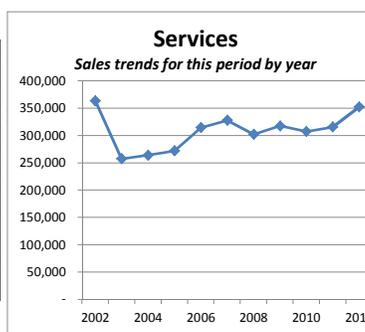
YEAR	Wholesale
2002	140,015
2003	90,751
2004	86,734
2005	73,590
2006	80,648
2007	104,289
2008	78,002
2009	75,458
2010	94,626
2011	94,255
2012	106,903



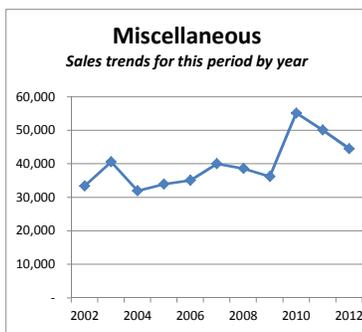
YEAR	General Retail
2002	276,879
2003	310,778
2004	304,881
2005	336,830
2006	342,762
2007	428,368
2008	481,368
2009	477,282
2010	463,571
2011	477,957
2012	485,539



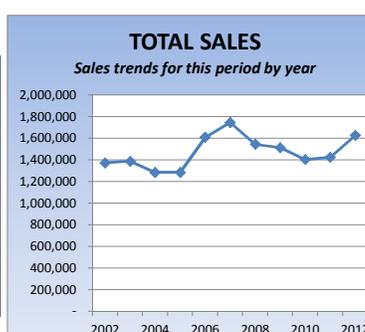
YEAR	Automotive/ Gas
2002	283,949
2003	268,014
2004	313,568
2005	298,090
2006	366,568
2007	305,999
2008	240,042
2009	246,061
2010	254,083
2011	267,129
2012	262,204



YEAR	Services
2002	363,299
2003	257,291
2004	264,018
2005	271,824
2006	314,352
2007	327,677
2008	302,346
2009	317,550
2010	307,351
2011	315,644
2012	351,925



YEAR	Miscellaneous
2002	33,418
2003	40,599
2004	31,973
2005	33,978
2006	35,124
2007	40,030
2008	38,616
2009	36,221
2010	55,204
2011	50,127
2012	44,545



YEAR	Total
2002	1,371,764
2003	1,386,793
2004	1,283,813
2005	1,283,635
2006	1,608,235
2007	1,745,514
2008	1,544,314
2009	1,512,506
2010	1,403,028
2011	1,423,832
2012	1,625,280

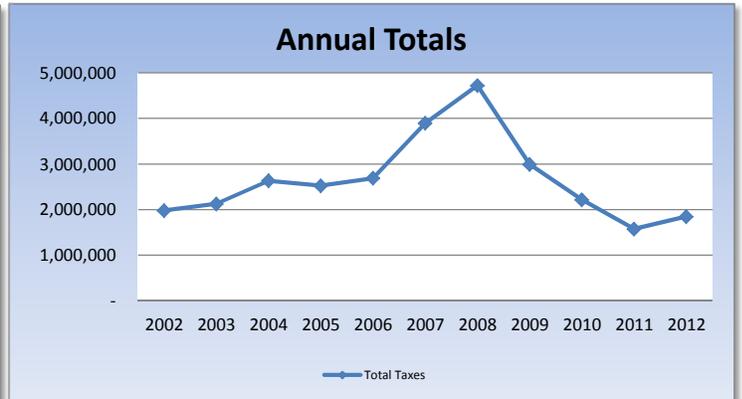
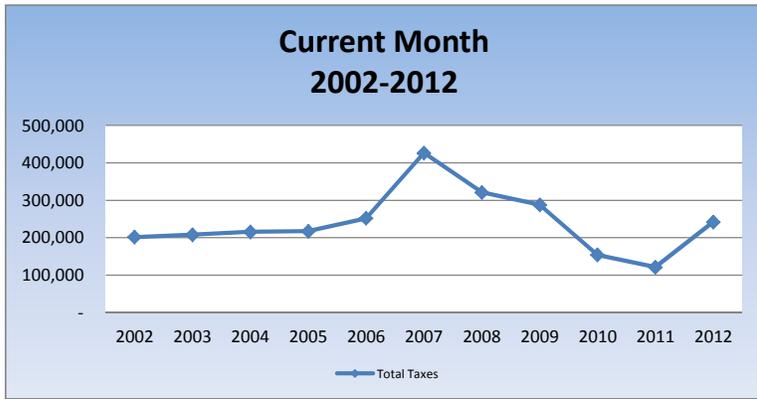
Construction

For the tax period of: Oct-12

Sales Tax Receipts (Actual, Jan-Dec)

Taxes received: Dec-12

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
2002	178,965	189,299	154,209	135,301	157,488	157,177	145,734	161,842	142,599	169,599	186,886	201,743	1,980,842
2003	163,797	182,451	161,439	105,457	155,845	146,878	168,066	202,961	186,882	189,180	252,934	208,354	2,124,245
2004	179,881	225,959	193,667	190,814	229,815	229,949	245,495	225,582	205,829	245,591	244,602	215,777	2,632,959
2005	203,571	215,977	158,737	201,186	207,608	206,577	189,170	221,099	226,395	231,259	247,363	217,453	2,526,395
2006	165,560	236,579	157,174	207,407	234,086	194,477	231,135	280,029	231,881	213,739	284,749	252,086	2,688,902
2007	226,028	265,157	187,840	219,102	276,272	273,886	337,894	440,320	370,254	395,277	479,344	426,828	3,898,202
2008	418,276	477,871	297,878	337,671	483,633	390,225	483,998	395,549	399,994	372,304	347,091	321,041	4,725,533
2009	325,303	331,913	266,760	226,297	240,366	206,618	217,711	219,625	200,032	247,557	221,439	287,910	2,991,530
2010	123,561	195,697	137,743	359,023	189,877	186,484	118,707	226,987	150,775	172,108	203,294	154,122	2,218,377
2011	125,321	147,838	87,318	86,771	135,192	118,137	120,167	159,513	128,647	176,851	168,690	121,683	1,576,127
2012	142,780	156,192	99,634	115,637	143,306	152,831	123,056	163,817	121,891	193,350	190,054	241,995	1,844,545
OVER/UNDER BUDGET 2012	▲	▲	▲	▼	▲	▲	▲	▼	▲	▲	▲	▲	▲
2012 Budget	108,548	149,829	98,158	194,428	141,776	132,857	104,182	168,568	121,867	152,195	162,237	120,289	1,654,934
% OVER/UNDER BUDGET	31.54%	4.25%	1.50%	-40.52%	1.08%	15.03%	18.12%	-2.82%	0.02%	27.04%	17.15%	101.18%	11.46%



2012 totals compared to prior years, same period and YTD with projection

2012....	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
vs. 2001	-13%	-21%	-37%	-21%	-26%	6%	-29%	-21%	-44%	3%	-7%	33%	-15%
vs. 2002	-20%	-17%	-35%	-15%	-9%	-3%	-16%	1%	-15%	14%	2%	20%	-7%
vs. 2003	-13%	-14%	-38%	10%	-8%	4%	-27%	-19%	-35%	2%	-25%	16%	-13%
vs. 2004	-21%	-31%	-49%	-39%	-38%	-34%	-50%	-27%	-41%	-21%	-22%	12%	-30%
vs. 2005	-30%	-28%	-37%	-43%	-31%	-26%	-35%	-26%	-46%	-16%	-23%	11%	-27%
vs. 2006	-14%	-34%	-37%	-44%	-39%	-21%	-47%	-42%	-47%	-10%	-33%	-4%	-31%
vs. 2007	-37%	-41%	-47%	-47%	-48%	-44%	-64%	-63%	-67%	-51%	-60%	-43%	-53%
vs. 2008	-66%	-67%	-67%	-66%	-70%	-61%	-75%	-59%	-70%	-48%	-45%	-25%	-61%
vs. 2009	-56%	-53%	-63%	-49%	-40%	-26%	-43%	-25%	-39%	-22%	-14%	-16%	-38%
vs. 2010	16%	-20%	-28%	-68%	-25%	-18%	4%	-28%	-19%	12%	-7%	57%	-17%
vs. 2011	14%	6%	14%	33%	6%	29%	2%	3%	-5%	9%	13%	99%	17%

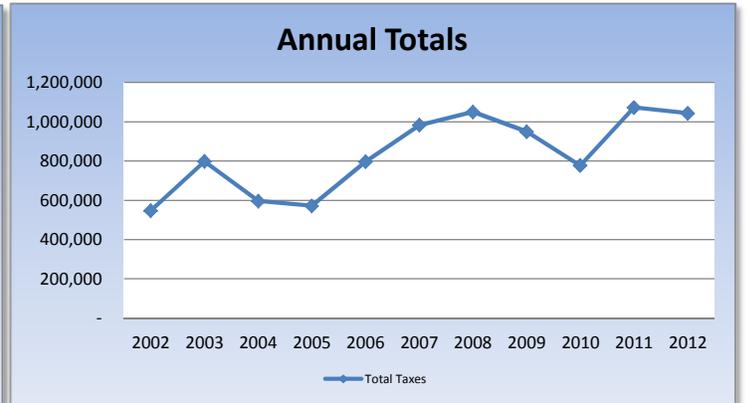
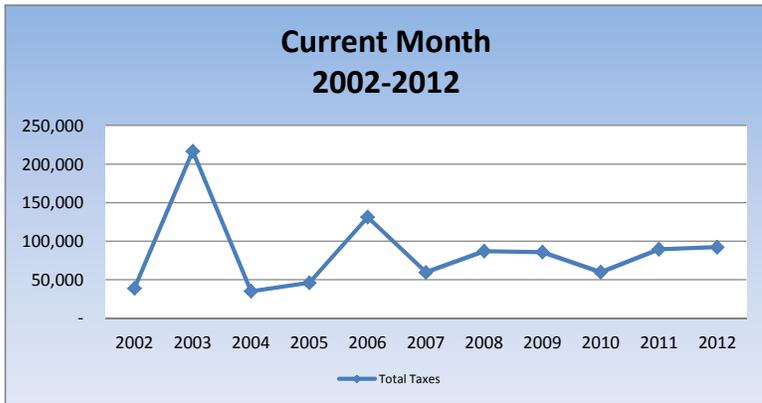
Manufacturing

For the tax period of: Oct-12

Sales Tax Receipts (Actual, Jan-Dec)

Taxes received: Dec-12

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
2002	23,388	51,849	32,081	35,221	109,912	32,802	39,137	50,063	41,097	51,840	41,657	38,561	547,609
2003	47,640	58,469	39,117	60,993	43,603	77,317	56,233	52,672	51,355	50,095	44,026	216,904	798,424
2004	40,133	56,150	30,940	53,231	54,552	61,729	43,321	42,520	70,952	49,373	58,246	34,914	596,061
2005	55,589	97,511	(72,728)	8,332	47,311	66,701	44,832	74,261	57,395	63,889	83,490	45,939	572,522
2006	59,082	85,722	54,734	28,120	82,050	80,759	36,195	79,171	41,299	68,902	49,851	131,089	796,974
2007	90,069	105,012	68,187	64,097	117,277	114,680	94,469	73,182	69,956	58,963	67,895	59,322	983,110
2008	70,943	89,228	74,624	76,531	126,828	91,638	75,254	97,542	102,789	78,130	80,298	86,985	1,050,789
2009	70,058	124,660	86,559	119,232	96,095	66,299	69,843	92,332	28,569	35,676	75,055	85,735	950,113
2010	68,593	96,658	47,652	55,148	53,215	67,383	54,755	58,882	57,295	73,767	84,419	59,685	777,452
2011	61,291	310,096	52,133	77,360	70,576	50,117	57,943	96,987	71,249	32,564	103,304	89,456	1,073,075
2012	(59,726)	218,679	92,479	84,652	110,510	85,427	85,714	95,528	69,328	73,156	96,140	91,971	1,043,859
OVER/UNDER BUDGET 2012	▼	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲
2012 Budget	56,728	88,087	54,207	65,729	67,298	53,020	46,130	66,096	36,482	51,166	60,054	79,328	724,326
% OVER/UNDER BUDGET	-205.28%	148.25%	70.60%	28.79%	64.21%	61.12%	85.81%	44.53%	90.03%	42.98%	60.09%	15.94%	44.11%



2012 totals compared to prior years, same period and YTD with projection

2012....	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
vs. 2001	-395%	104%	170%	125%	161%	82%	133%	111%	62%	59%	39%	136%	84%
vs. 2002	-355%	322%	188%	140%	1%	160%	119%	91%	69%	41%	131%	139%	91%
vs. 2003	-225%	274%	136%	39%	153%	10%	52%	81%	35%	46%	118%	-58%	31%
vs. 2004	-249%	289%	199%	59%	103%	38%	98%	125%	-2%	48%	65%	163%	75%
vs. 2005	-207%	124%	-227%	916%	134%	28%	91%	29%	21%	15%	15%	100%	82%
vs. 2006	-201%	155%	69%	201%	35%	6%	137%	21%	68%	6%	93%	-30%	31%
vs. 2007	-166%	108%	36%	32%	-6%	-26%	-9%	31%	-1%	24%	42%	55%	6%
vs. 2008	-184%	145%	24%	11%	-13%	-7%	14%	-2%	-33%	-6%	20%	6%	-1%
vs. 2009	-185%	75%	7%	-29%	15%	29%	23%	3%	143%	105%	28%	7%	10%
vs. 2010	-187%	126%	94%	53%	108%	27%	57%	62%	21%	-1%	14%	54%	34%
vs. 2011	-197%	-29%	77%	9%	57%	70%	48%	-2%	-3%	125%	-7%	3%	-3%

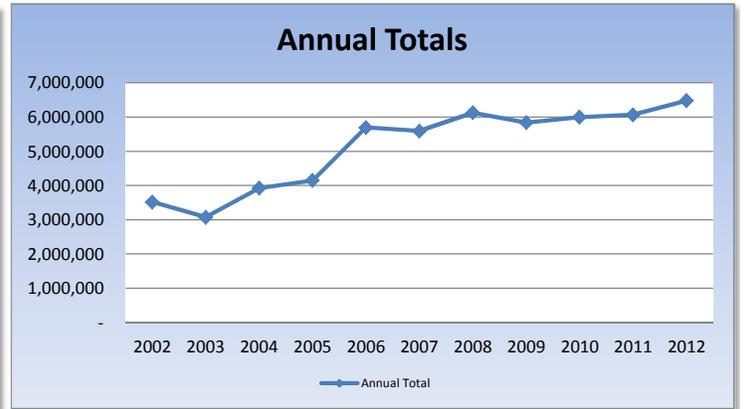
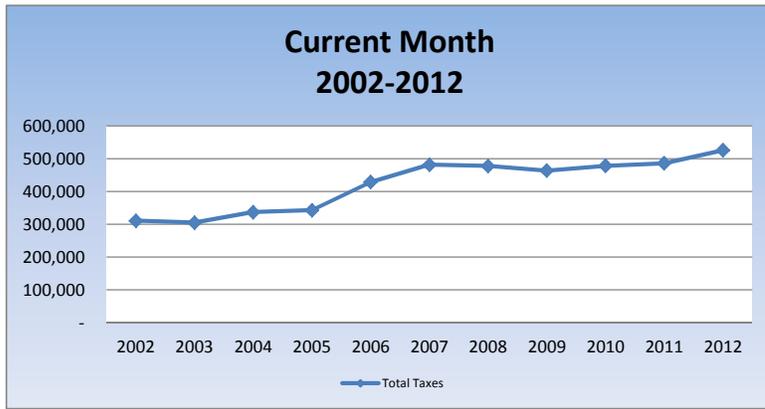
General Retail

For the tax period of: Oct-12

Sales Tax Receipts (Actual, Jan-Dec)

Taxes received: Dec-12

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
2002	279,324	388,533	245,874	241,084	281,978	272,961	272,452	306,334	292,046	313,513	314,064	310,778	3,518,938
2003	219,769	329,621	199,565	196,924	218,710	214,999	329,112	215,981	248,569	273,595	324,832	304,881	3,076,556
2004	336,125	406,523	273,580	287,200	333,032	305,742	318,781	330,656	322,365	331,717	342,263	336,830	3,924,814
2005	355,534	449,775	313,939	304,558	335,290	316,636	333,016	345,041	341,513	342,410	366,895	342,762	4,147,368
2006	467,074	608,888	422,185	411,403	467,832	469,103	486,900	472,910	475,658	504,644	482,315	428,368	5,697,280
2007	437,413	601,203	407,640	397,506	457,050	414,177	473,333	477,362	466,372	489,560	491,855	481,368	5,594,837
2008	518,245	642,674	428,789	440,888	494,982	465,256	507,504	516,450	522,369	597,219	518,975	477,282	6,130,633
2009	514,191	621,566	453,884	449,762	464,994	458,645	474,630	490,599	467,184	483,867	496,917	463,571	5,839,810
2010	486,982	658,227	448,926	433,352	501,729	456,567	494,878	515,237	495,128	511,048	517,751	477,957	5,997,784
2011	485,811	668,937	448,757	445,461	525,860	489,156	495,246	500,822	497,750	517,522	509,638	485,539	6,070,498
2012	532,447	712,213	443,883	499,952	534,724	507,506	546,522	538,546	513,046	547,218	581,147	525,736	6,482,942
OVER/UNDER BUDGET 2012	▲	▲	▼	▲	▲	▲	▲	▲	▲	▲	▲	▲	▲
2012 Budget	522,470	684,710	474,889	466,811	524,437	493,442	514,659	529,383	513,010	531,413	535,583	501,417	6,292,222
% OVER/UNDER BUDGET	1.91%	4.02%	-6.53%	7.10%	1.96%	2.85%	6.19%	1.73%	0.01%	2.97%	8.51%	4.85%	3.03%



2012 totals compared to prior years, same period and YTD with projection

2012....	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
vs. 2001	88%	95%	90%	75%	76%	97%	97%	87%	86%	86%	107%	90%	89%
vs. 2002	91%	83%	81%	107%	90%	86%	101%	76%	76%	75%	85%	69%	84%
vs. 2003	142%	116%	122%	154%	144%	136%	66%	149%	106%	100%	79%	72%	111%
vs. 2004	58%	75%	62%	74%	61%	66%	71%	63%	59%	65%	70%	56%	65%
vs. 2005	50%	58%	41%	64%	59%	60%	64%	56%	50%	60%	58%	53%	56%
vs. 2006	14%	17%	5%	22%	14%	8%	12%	14%	8%	8%	20%	23%	14%
vs. 2007	22%	18%	9%	26%	17%	23%	15%	13%	10%	12%	18%	9%	16%
vs. 2008	3%	11%	4%	13%	8%	9%	8%	4%	-2%	-8%	12%	10%	6%
vs. 2009	4%	15%	-2%	11%	15%	11%	15%	10%	10%	13%	17%	13%	11%
vs. 2010	9%	8%	-1%	15%	7%	11%	10%	5%	4%	7%	12%	10%	8%
vs. 2011	10%	6%	-1%	12%	2%	4%	10%	8%	3%	6%	14%	8%	7%

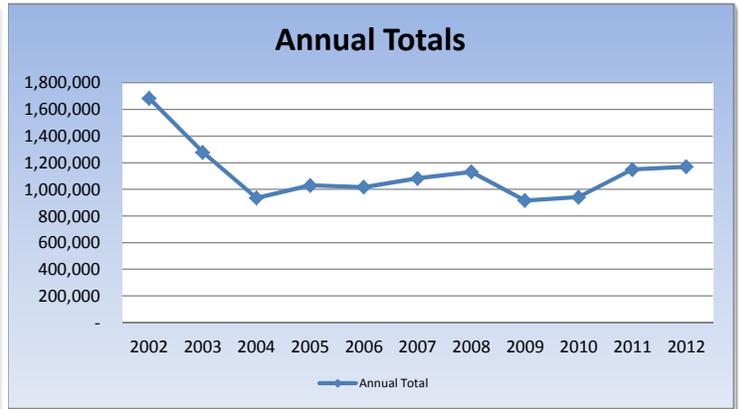
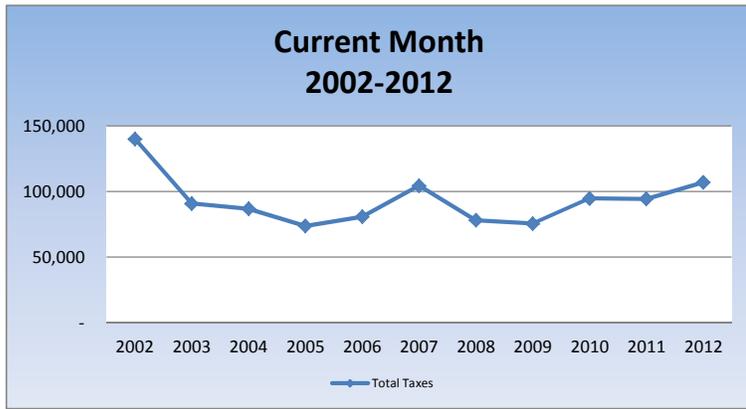
Wholesale

For the tax period of: Oct-12

Sales Tax Receipts (Actual, Jan-Dec)

Taxes received: Dec-12

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
2002	145,932	166,808	139,255	135,148	147,164	133,932	134,426	149,909	114,373	129,607	148,037	140,015	1,684,606
2003	115,722	136,835	128,856	93,308	94,118	93,237	112,689	120,940	110,725	97,808	82,777	90,751	1,277,767
2004	70,088	86,511	86,131	56,324	86,673	75,513	77,504	83,622	81,981	73,529	71,261	86,734	935,872
2005	72,758	85,521	121,228	73,272	78,892	79,701	81,566	88,868	83,783	101,325	89,944	73,590	1,030,450
2006	81,032	105,463	82,477	75,484	95,213	62,092	89,156	88,190	81,099	85,311	90,303	80,648	1,016,468
2007	74,888	98,922	87,573	77,434	97,373	96,310	80,539	95,573	89,400	80,904	99,855	104,289	1,083,059
2008	78,603	131,997	82,125	83,995	92,865	119,829	87,378	105,786	91,962	81,111	97,794	78,002	1,131,445
2009	77,473	92,013	65,222	61,601	80,478	77,121	72,883	91,811	95,149	75,776	50,898	75,458	915,885
2010	68,483	101,956	72,820	41,992	109,959	74,775	71,641	79,410	72,034	78,321	75,299	94,626	941,315
2011	112,293	83,892	99,536	83,382	87,887	86,363	114,895	92,553	103,584	97,949	92,071	94,255	1,148,660
2012	81,319	129,094	72,978	86,809	122,444	88,335	94,849	100,404	92,558	92,352	101,386	106,903	1,169,432
OVER/UNDER BUDGET 2012	▼	▲	▼	▲	▲	▼	▼	▼	▼	▼	▲	▲	▼
2012 Budget	90,836	116,658	103,565	76,473	110,472	89,001	95,534	105,544	100,631	103,257	92,866	98,284	1,183,120
% OVER/UNDER BUDGET	-10.48%	10.66%	-29.53%	13.52%	10.84%	-0.75%	-0.72%	-4.87%	-8.02%	-10.56%	9.17%	8.77%	-1.16%



2012 totals compared to prior years, same period and YTD with projection

2012....	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
vs. 2001	-56%	-30%	-57%	-50%	-42%	-58%	-52%	-49%	-40%	-45%	-31%	-34%	8%
vs. 2002	-44%	-23%	-48%	-36%	-17%	-34%	-29%	-33%	-19%	-29%	-32%	-24%	-31%
vs. 2003	-30%	-6%	-43%	-7%	30%	-5%	-16%	-17%	-16%	-6%	22%	18%	-8%
vs. 2004	16%	49%	-15%	54%	41%	17%	22%	20%	13%	26%	42%	23%	25%
vs. 2005	12%	51%	-40%	18%	55%	11%	16%	13%	10%	-9%	13%	45%	13%
vs. 2006	0%	22%	-12%	15%	29%	42%	6%	14%	14%	8%	12%	33%	15%
vs. 2007	9%	31%	-17%	12%	26%	-8%	18%	5%	4%	14%	2%	3%	8%
vs. 2008	3%	-2%	-11%	3%	32%	-26%	9%	-5%	1%	14%	4%	37%	3%
vs. 2009	5%	40%	12%	41%	52%	15%	30%	9%	-3%	22%	99%	42%	28%
vs. 2010	19%	27%	0%	107%	11%	18%	32%	26%	28%	18%	35%	13%	24%
vs. 2011	-28%	54%	-27%	4%	39%	2%	-17%	8%	-11%	-6%	10%	13%	2%

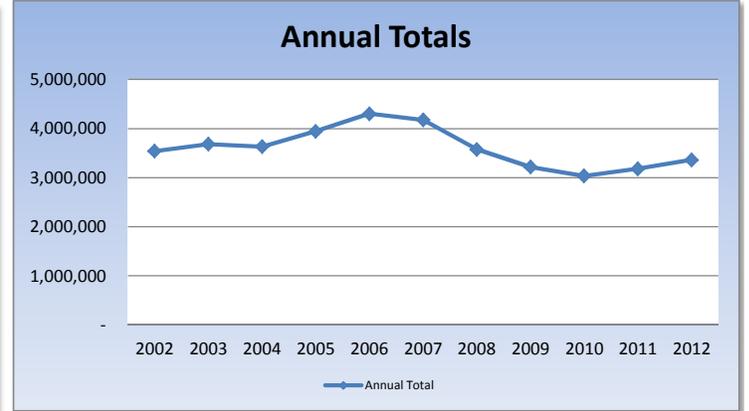
Auto & Gas

For the tax period of: Oct-12

Sales Tax Receipts (Actual, Jan-Dec)

Taxes received: Dec-12

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
2002	306,837	268,346	276,944	266,618	311,232	292,690	292,898	292,228	331,596	333,567	284,718	283,949	3,541,626
2003	259,836	286,068	265,278	259,286	332,305	304,572	340,022	355,982	350,803	376,299	284,199	268,014	3,682,664
2004	281,217	266,075	252,439	269,859	312,079	311,557	332,250	302,981	335,557	339,589	313,597	313,568	3,630,767
2005	275,809	308,212	278,657	266,523	320,814	342,951	350,450	352,913	412,772	388,036	351,851	298,090	3,947,078
2006	284,081	324,311	290,281	318,524	368,200	382,696	391,762	390,049	424,530	388,267	373,952	366,568	4,303,221
2007	317,330	364,042	311,952	340,780	388,887	372,595	378,243	355,787	368,470	345,985	326,679	305,999	4,176,747
2008	296,655	344,070	275,607	287,175	332,425	283,051	350,277	305,122	297,166	316,380	247,957	240,042	3,575,928
2009	235,477	236,140	252,102	216,395	253,412	256,417	302,139	279,168	318,989	386,602	232,738	246,061	3,215,641
2010	211,836	283,519	224,544	214,148	275,682	256,649	269,022	230,353	290,198	257,569	267,648	254,083	3,035,251
2011	251,874	285,663	250,522	238,925	288,576	262,213	281,923	231,394	306,967	278,035	236,197	267,129	3,179,418
2012	282,084	289,104	229,672	253,535	308,929	272,188	273,183	276,559	295,421	315,587	302,730	262,204	3,361,196
OVER/UNDER BUDGET 2012	▲	▼	▼	▼	▼	▼	▼	▲	▼	▲	▲	▼	▼
2012 Budget	260,957	320,313	267,348	254,971	317,541	291,994	310,049	259,852	336,060	301,416	283,543	293,317	3,497,360
% OVER/UNDER BUDGET	8.10%	-9.74%	-14.09%	-0.56%	-2.71%	-6.78%	-11.89%	6.43%	-12.09%	4.70%	6.77%	-10.61%	-3.89%



2012 totals compared to prior years, same period and YTD with projection

2012....	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
vs. 2001	7%	8%	-4%	-8%	-1%	3%	-3%	-5%	3%	6%	13%	-18%	0%
vs. 2002	-8%	8%	-17%	-5%	-1%	-7%	-7%	-5%	-11%	-5%	6%	-8%	-5%
vs. 2003	9%	1%	-13%	-2%	-7%	-11%	-20%	-22%	-16%	-16%	7%	-2%	-9%
vs. 2004	0%	9%	-9%	-6%	-1%	-13%	-18%	-9%	-12%	-7%	-3%	-16%	-7%
vs. 2005	2%	-6%	-18%	-5%	-4%	-21%	-22%	-22%	-28%	-19%	-14%	-12%	-15%
vs. 2006	-1%	-11%	-21%	-20%	-16%	-29%	-30%	-29%	-30%	-19%	-19%	-28%	-22%
vs. 2007	-11%	-21%	-26%	-26%	-21%	-27%	-28%	-22%	-20%	-9%	-7%	-14%	-20%
vs. 2008	-5%	-16%	-17%	-12%	-7%	-4%	-22%	-9%	-1%	0%	22%	9%	-6%
vs. 2009	20%	22%	-9%	17%	22%	6%	-10%	-1%	-7%	-18%	30%	7%	5%
vs. 2010	33%	2%	2%	18%	12%	6%	2%	20%	2%	23%	13%	3%	11%
vs. 2011	12%	1%	-8%	6%	7%	4%	-3%	20%	-4%	14%	28%	-2%	6%

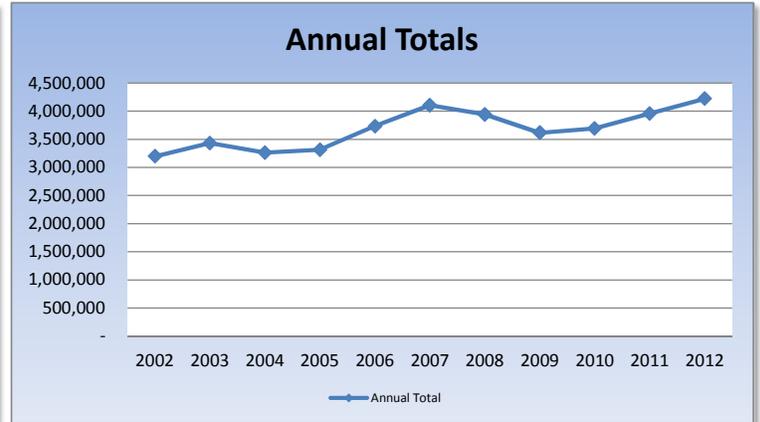
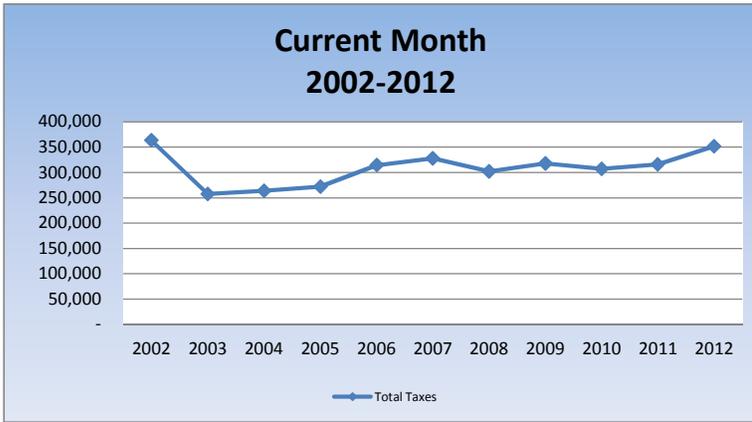
Services

For the tax period of: Oct-12

Sales Tax Receipts (Actual, Jan-Dec)

Taxes received: Dec-12

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
2002	207,745	268,346	232,717	289,567	242,517	230,940	233,614	317,684	264,277	255,282	291,289	363,299	3,197,276
2003	277,532	286,068	251,444	287,415	290,479	267,494	272,696	307,684	271,186	337,746	326,585	257,291	3,433,619
2004	244,801	266,075	250,481	256,476	321,038	257,670	243,524	315,409	248,706	255,660	339,815	264,018	3,263,672
2005	244,734	308,212	234,841	229,656	298,526	265,368	260,922	313,072	270,058	273,743	344,794	271,824	3,315,749
2006	266,240	358,160	258,952	259,363	336,530	271,542	304,762	355,327	319,380	298,194	389,511	314,352	3,732,312
2007	278,996	461,010	275,690	343,452	377,811	306,127	296,884	385,408	322,699	345,374	382,112	327,677	4,103,240
2008	298,054	412,708	293,368	291,491	340,906	258,581	313,710	395,601	326,380	317,665	388,390	302,346	3,939,201
2009	288,037	351,592	293,253	297,702	316,682	252,966	265,753	327,234	298,407	287,816	319,084	317,550	3,616,076
2010	289,984	350,779	311,536	271,131	336,420	293,023	281,365	318,302	298,529	312,697	323,226	307,351	3,694,342
2011	273,275	426,295	323,819	292,887	348,314	287,681	308,242	365,871	330,075	326,579	361,467	315,644	3,960,151
2012	319,720	385,950	340,791	306,087	343,641	334,303	337,004	362,230	339,410	402,004	398,381	351,925	4,221,446
OVER/UNDER BUDGET 2012	▼	▼	▼	▲	▼	▲	▲	▲	▲	▲	▲	▲	▲
2012 Budget	320,174	387,298	343,969	299,358	371,444	323,529	310,657	351,440	329,608	345,252	356,877	339,348	4,078,955
% OVER/UNDER BUDGET	-0.14%	-0.35%	-0.92%	2.25%	-7.49%	3.33%	8.48%	3.07%	2.97%	16.44%	11.63%	3.71%	3.49%



2012 totals compared to prior years, same period and YTD with projection

2012....	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
vs. 2001	2%	44%	18%	25%	22%	38%	45%	18%	48%	54%	47%	43%	32%
vs. 2002	54%	44%	46%	6%	42%	45%	44%	14%	28%	57%	37%	-3%	32%
vs. 2003	15%	35%	36%	6%	18%	25%	24%	18%	25%	19%	22%	37%	23%
vs. 2004	31%	45%	36%	19%	7%	30%	38%	15%	36%	57%	17%	33%	29%
vs. 2005	31%	25%	45%	33%	15%	26%	29%	16%	26%	47%	16%	29%	27%
vs. 2006	20%	8%	32%	18%	2%	23%	11%	2%	6%	35%	2%	12%	13%
vs. 2007	15%	-16%	24%	-11%	-9%	9%	14%	-6%	5%	16%	4%	7%	3%
vs. 2008	7%	-6%	16%	5%	1%	29%	7%	-8%	4%	27%	3%	16%	7%
vs. 2009	11%	10%	16%	3%	9%	32%	27%	11%	14%	40%	25%	11%	17%
vs. 2010	10%	10%	9%	13%	2%	14%	20%	14%	14%	29%	23%	15%	14%
vs. 2011	17%	-9%	5%	5%	-1%	16%	9%	-1%	3%	23%	10%	11%	7%

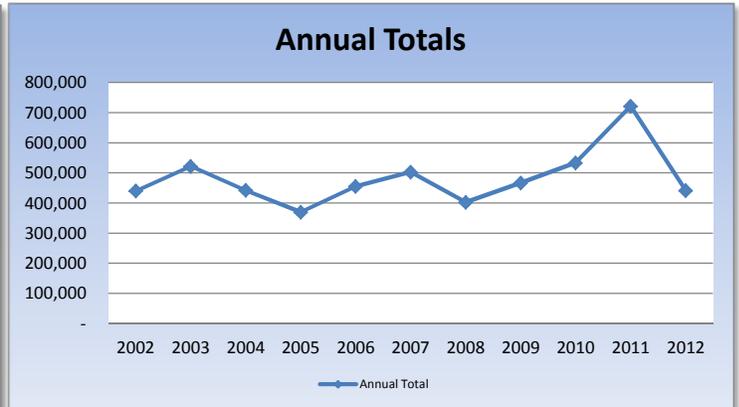
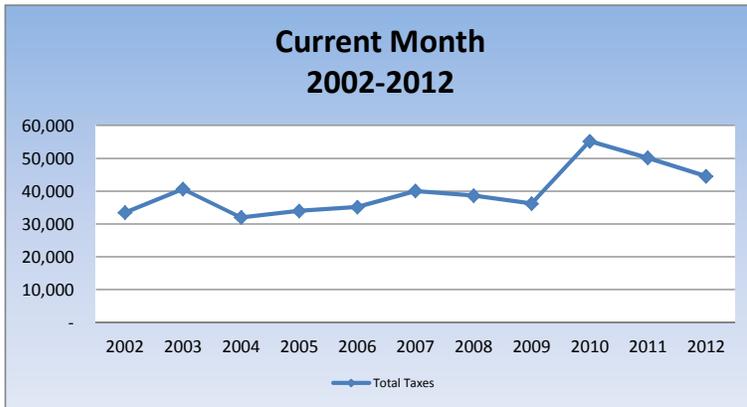
Miscellaneous

For the tax period of: Oct-12

Sales Tax Receipts (Actual, Jan-Dec)

Taxes received: Dec-12

Year	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
2002	35,185	46,360	36,177	27,797	56,343	32,723	35,980	33,784	36,416	30,951	34,643	33,418	439,778
2003	42,867	97,347	32,576	31,566	40,874	34,242	37,134	37,259	46,783	40,079	40,729	40,599	522,055
2004	58,823	45,842	29,502	21,431	43,792	36,752	40,939	38,669	31,302	32,263	30,931	31,973	442,219
2005	33,407	39,141	23,462	26,136	31,696	32,365	24,613	24,467	19,599	41,015	39,706	33,978	369,585
2006	33,840	76,841	27,212	28,892	32,757	30,136	34,915	41,109	37,801	48,092	28,874	35,124	455,594
2007	60,298	49,603	31,391	41,884	42,274	48,243	31,175	47,272	38,265	33,792	38,774	40,030	503,000
2008	29,450	42,008	36,438	32,304	37,799	28,291	33,974	33,739	34,958	27,192	27,592	38,616	402,360
2009	32,529	20,545	43,227	27,032	38,749	43,741	40,937	50,647	46,221	42,922	44,014	36,221	466,785
2010	39,924	41,752	46,363	86,313	32,450	47,164	19,062	41,708	44,919	41,827	36,982	55,204	533,667
2011	29,794	59,552	37,153	30,080	134,375	74,546	59,443	87,079	34,127	87,943	37,587	50,127	721,805
2012	28,923	32,481	24,382	24,059	35,631	42,204	44,813	46,819	40,912	37,274	39,209	44,545	441,252
OVER/UNDER BUDGET 2012	▲	▼	▼	▼	▼	▲	▲	▲	▲	▼	▲	▲	▲
2012 Budget	28,815	40,433	30,162	33,739	45,907	38,754	30,426	41,654	31,055	44,508	31,819	35,813	433,083
% OVER/UNDER BUDGET	0.37%	-19.67%	-19.16%	-28.69%	-22.38%	8.90%	47.28%	12.40%	31.74%	-16.25%	23.23%	24.38%	1.89%



2012 totals compared to prior years, same period and YTD with projection

2012....	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total
vs. 2001	-22%	-22%	-29%	108%	1%	21%	14%	30%	27%	5%	9%	37%	9%
vs. 2002	-18%	-30%	-33%	-13%	-37%	29%	25%	39%	12%	20%	13%	33%	0%
vs. 2003	-33%	-67%	-25%	-24%	-13%	23%	21%	26%	-13%	-7%	-4%	10%	-15%
vs. 2004	-51%	-29%	-17%	12%	-19%	15%	9%	21%	31%	16%	27%	39%	0%
vs. 2005	-13%	-17%	4%	-8%	12%	30%	82%	91%	109%	-9%	-1%	31%	19%
vs. 2006	-15%	-58%	-10%	-17%	9%	40%	28%	14%	8%	-22%	36%	27%	-3%
vs. 2007	-52%	-35%	-22%	-43%	-16%	-13%	44%	-1%	7%	10%	1%	11%	-12%
vs. 2008	-2%	-23%	-33%	-26%	-6%	49%	32%	39%	17%	37%	42%	15%	10%
vs. 2009	-11%	58%	-44%	-11%	-8%	-4%	9%	-8%	-11%	-13%	-11%	23%	-5%
vs. 2010	-28%	-22%	-47%	-72%	10%	-11%	135%	12%	-9%	-11%	6%	-19%	-17%
vs. 2011	-3%	-45%	-34%	-20%	-73%	-43%	-25%	-46%	20%	-58%	4%	-11%	-39%

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