



General Fund

Sales and Use Tax for September 2012

Privilege (Sales) & Use Tax by Category

Fiscal Year to Date as of September 2012

Category	2011 Actual	2012 Actual	2013 Actual	2013 Budget	\$ Variance	% Variance
Big Box / Automobiles	\$1,437,725	\$1,639,155	\$1,833,727	\$1,807,391	\$26,336	1%
All Other Retail	\$899,057	\$939,062	\$957,163	\$1,080,984	(\$123,821)	-11%
Subtotal - Retail	\$2,336,782	\$2,578,216	\$2,790,890	\$2,888,375	(\$97,485)	-3%
Communications/Utilities	\$1,453,467	\$1,509,963	\$1,537,033	\$1,477,395	\$59,638	4%
Construction	\$542,560	\$706,116	\$999,121	\$697,674	\$301,446	43%
Restaurant/Bar	\$804,948	\$869,808	\$1,080,703	\$899,492	\$181,211	20%
Real Estate/Rental & Leasing	\$663,469	\$719,474	\$820,894	\$682,922	\$137,972	20%
Service Related	\$248,732	\$295,037	\$372,910	\$340,793	\$32,117	9%
Arts/Entertainment	\$69,553	\$66,410	\$122,357	\$72,895	\$49,462	68%
Hotel/Motel	\$55,495	\$62,745	\$72,357	\$65,521	\$6,836	10%
Transient Lodging	\$14,294	\$15,890	\$15,912	\$14,677	\$1,235	8%
Auditing	\$9,250	\$49,749	\$177,404	\$51,091	\$126,313	247%
Use Tax	\$76,375	\$139,528	\$123,258	\$124,514	(\$1,257)	-1%
Subtotal-All Other	\$224,967	\$334,322	\$511,288	\$328,699	\$182,589	56%
Total	\$6,274,924	\$7,012,937	\$8,112,839	\$7,315,350	\$797,490	11%
Change from 2011		12%				
Change from 2012			16%	4%		
Change from 2011 (excluding construction)		10%				
Change from 2012 (excluding construction)			13%	5%		

Fiscal Year Ending 2013

Category	2011 Actual	2012 Actual	2013 Adopted Budget	2013 Budget Adjustments	2013 Revised Budget
Retail - Big Box/Auto	\$7,129,895	\$8,071,565	\$10,707,391	-	\$10,707,391
All Other Retail	\$4,128,735	\$4,517,294	\$6,280,984	-	\$6,280,984
Subtotal - Retail	\$11,258,630	\$12,588,859	\$16,988,375	-	\$16,988,375
Communications/Utilities	\$4,558,281	\$4,813,826	\$6,187,395	-	\$6,187,395
Construction	\$2,300,837	\$2,935,090	\$3,597,674	-	\$3,597,674
Restaurant/Bar	\$3,910,930	\$4,254,797	\$5,299,492	-	\$5,299,492
Real Estate/Rental & Leasing	\$2,824,605	\$3,160,567	\$3,682,922	-	\$3,682,922
Service Related	\$1,086,990	\$1,060,529	\$1,565,793	-	\$1,565,793
Arts/Entertainment	\$485,960	\$546,618	\$672,895	-	\$672,895
Hotel/Motel	\$391,041	\$421,358	\$505,521	-	\$505,521
Transient Lodging	\$100,398	\$110,429	\$116,677	-	\$116,677
Auditing	\$164,315	\$389,497	\$451,091	-	\$451,091
Use Tax	\$477,661	\$582,699	\$644,514	-	\$644,514
Subtotal - All Other	\$1,619,375	\$2,050,601	\$2,390,699	-	\$2,390,699
Total	\$27,559,648	\$30,864,269	\$39,712,350	-	\$39,712,350
Change from 2011		12%			
Change from 2012			29%		29%
Change from 2011 (excluding construction)		11%			
Change from 2012 (excluding construction)			6%		6%

Retail – Big Box/Auto

Includes large department stores, warehouse clubs, supercenters, dealerships, automotive repairs and discount department stores.

Actual to Revised Budget Variance of \$26,336 or 1%: Collections were slightly over budget and reflect increased consumer spending.

All Other Retail

This category includes smaller retail stores, such as small clothing stores, home furnishing stores, jewelry stores, drug stores, and sporting goods store.

Actual to Revised Budget Variance of (\$123,821) or (11%) : Sales Tax collections were under budget due to a decrease in spending at grocery stores, overall retail collections were under budget by (3%)

Communication/Utilities

This category includes businesses that provide telecommunications (landlines and cellular), electricity, gas, or water services.

Actual to Revised Budget Variance of \$59,638 or 4%: Collections were over budget amount and reflect water rate increase, and more aggressive collection practices by new water provider.

Construction

The construction tax is collected on all construction activity; commercial and residential; new and re-models. It also includes landscaping, painting, flooring installation, siding, roofing, concrete, plumbing, heating, framing, drywall, infrastructure, masonry, finish carpentry, etc.

Actual to Revised Budget Variance of \$301,446 or 43%: Collections were over budget due to an increase of collections from homebuilders of 200% compared to the same period in FY 2012. Commercial project collections are at 24% of tax assumptions.

Restaurant & Bar

The restaurant category includes restaurants, bars and caterers.

Actual to Revised Budget Variance of \$181,211 or 20%: Collections are over budget due to an increase in consumer activity in this category, reflecting an improved economy; two new restaurants opened this month, totaling \$3,530.20.

Real Estate, Rental & Leasing

The rental category includes rentals of commercial and residential real property and personal property rentals (such as rentals of formal wear, DVD's, home health equipment, recreational goods, electronics, appliances etc).

Actual to Revised Budget Variance of \$137,972 or 20%: Collections are over budget due to the increase in compliance from both commercial and residential rental taxpayers; this month \$5,105.12 was collected for multiple periods and to date \$19,450.02 has been paid in FY13 from prior fiscal years.

Service Related

This category includes tax reported for wholesalers, services, transportation, finance etc.

Actual to Revised Budget Variance of (\$139,473) or (12%): This is a catch all category, taxpayers generally do not pay sales tax on a regular basis due to the majority of the business activity (e.g. services) not being taxable.

Arts & Entertainment

This tax includes businesses that operate or charge admission for exhibition, amusement, entertainment, golf courses or instruction, gym memberships and movie theatres.

Actual to Revised Budget Variance of \$49,462 or 68%: Collections are over budget due to the increase in consumer activity in this category.

Hotel/Motel

Includes the tax for the activity of renting lodging space on a short-term basis and other activities provided at the hotel/motel.

Actual to Revised Budget Variance of \$6,836 or 10% : Collections are over the projected amount and are steadily increasing as compared to the last few years

Transient Lodging

This includes business activity of any hotel engaging in the business of charging for lodging and/or lodging space furnished to any transient for less than thirty consecutive days.

Actual to Revised Budget of \$1,235 or 8%: Collections are over the projected amount and are steadily increasing as compared to the last few years.

Auditing

This includes auditing conducted by in house and contract auditors.

Actual to Revised Budget Variance of \$126,313 or 247%: Payments are being received for previously issued audit assessments.

Use Tax

This includes tax on products that are used or stored in the City that sales tax was not paid when purchased.

Actual to Revised Budget Variance of (\$1,257) or (1%): Collections are above budget due to higher payments and include those received from Arizona Department of Revenue for use tax on vehicles registered in City of Surprise, but purchased out of state, where either a lower tax rate or no tax was paid.



Dedicated 1.5 % Transportation Sales Tax for September 2012

Fiscal Year to Date as of September 2012

Category	2011 Actual	2012 Actual	2013 Actual	2013 Budget	\$ Variance	% Variance
Dedicated Transportation Sales Tax	\$414,079	\$481,442	\$681,219	\$443,865	\$237,354	53%
Change from 2011		16%				
Change from 2012			41%	-8%		

Fiscal Year Ending 2013

Category	2011 Actual	2012 Actual	2013 Adopted Budget	2013 Budget Adjustments	2013 Revised Budget
Dedicated Transportation Sales Tax	\$1,569,724	\$2,001,197	\$2,288,865		\$2,288,865
Change from 2011		27%			
Change from 2012			14%		14%

1.5% Dedicated Transportation Sales Tax

This tax is dedicated for the improvement of existing roadways corridors and costs related to the construction of new roadways.

Actual to Revised Budget of \$237,354 or 53%: Collections were over budget due to an increase of collections from homebuilders of 200% compared to the same period in FY 2012. Commercial project collections are at 24% of tax assumptions.



1.52% Bed Tax in Tourism Fund for September 2012

Fiscal Year to Date as of September 2012

Category	2011 Actual	2012 Actual	2013 Actual	2013 Budget	\$ Variance	% Variance
Bed Tax	\$21,727	\$24,153	\$24,186	\$22,016	\$2,170	10%
Change from 2011		11%				
Change from 2012			0%	-9%		

Fiscal Year Ending 2012

Category	2011 Actual	2012 Actual	2013 Adopted Budget	2013 Budget Adjustments	2013 Revised Budget
Bed Tax	\$152,605	\$167,852	\$175,016	-	\$175,016
Change from 2011		10%			
Change from 2012			4%		4%

1.52% Transient Lodging

This includes business activity of any hotel engaging in the business of charging for lodging and/or lodging space furnished to any transient for less than thirty consecutive days.

Actual to Revised Budget of \$2,170 or 10%: Collections are over the projected amount and are steadily increasing as compared to the last few years.