

CITY OF GALLUP

QUARTERLY REPORT 4QT 2012 – KEY ECONOMIC STATISTICS

Office of the City Manager

EMPLOYMENT

McKinley County employment is down 792 jobs (3.2%) since Q4 2009. Statewide employment is up 1.4% during the same period. This loss of county jobs is undoubtedly a major factor in the flat City taxable sales base from FY 2008 through FY 2012.

CITY STAFFING

Total city staffing is down 26 FTE from 401 to 375 in the last three years. Non-utility employee staffing is down 24 FTE (-7%) from 337 to 313 in the last three years. The main revenue sources that funds non-utility staffing is gross receipts tax (GRT).

CITY OF GALLUP TAXABLE GROSS RECEIPTS (GRT)

This report is compiled from online data from the state Taxation & Revenue website. On page 8 of this report the reported taxable gross receipts within the city limits for Q4 2012 was approximately \$166,000,000 under the black typeface "GRAND TOTALS" row. The red typeface rows throughout the report reflect edited totals by the State Taxation & Revenue Department. The City's share of the total tax rate is 3.0625% this is equal to \$5,083,750 for the quarter. Q4 2012 is up 16% from Q4 2011 based on this data.

One of the reasons this report is valuable is it shows which GRT categories are performing well or not so well compared to the Grand Totals. This is important to the city because it can indicate whether fluctuations in GRT revenue have the potential to be recurring or are obviously non-recurring. For example; the tremendous growth in 235000 SPECIAL TRADES CONTRACTORS (page 1) in the last two quarters is non-recurring because once these large projects are completed these revenues will subside. There are several other items in the report that show large increases in the last two quarters that are also tied to this increase in construction activity.

Items like 441100 AUTOMOBILE DEALERS; 441300 AUTOMOTIVE PARTS, ACCESSORIES & TIRE STORES; 453000 MISC. STORE RETAILERS, etc. show more modest growth that could indicate a recurring upswing in the local economy.

GRT provide about 70% of the City's General Fund revenues. Since the City GRT revenue has been flat for the last five years and the City has no additional General Fund GRT taxing authority there is a need for detailed analysis of GRT returns to enhance the accuracy of our revenue budgeting. This data is valuable for the local business community as well.

MCKINLEY COUNTY EMPLOYMENT

New Mexico Department of Labor - Economic Research and Analysis

Table A - Civilian Labor Force

| | Q4 2009 | Q1 2010 | Q2 2010 | Q3 2010 | Q4 2010 | Q1 2011 | Q2 2011 | Q3 2010 | Q4 2011 | Q1 2012 | Q2 2012 | Q3 2012 | *Q4 2012 |
|----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|
| Civilian Labor Force | 26,943 | 26,910 | 27,083 | 26,813 | 26,914 | 26,551 | 26,398 | 26,072 | 26,127 | 26,249 | 25,974 | 25,901 | 25,938 |
| Employment | 24,713 | 24,483 | 24,655 | 24,221 | 24,553 | 24,125 | 23,960 | 23,482 | 23,936 | 23,884 | 23,809 | 23,669 | 23,921 |
| Unemployment | 2,231 | 2,426 | 2,428 | 2,593 | 2,361 | 2,426 | 2,438 | 2,589 | 2,191 | 2,365 | 2,165 | 2,232 | 2,017 |
| Unemployment Rate | 8.3% | 9.0% | 9.0% | 9.7% | 8.8% | 9.1% | 9.2% | 10.0% | 8.4% | 9.0% | 8.3% | 8.6% | 7.8% |

Q4 2009 to Q4 2012 Reduction in Labor Force = 1,006 **-3.73%**

Q4 2009 to Q4 2012 Reduction in Employment = 792 **-3.20%**

Q4 2009 to Q4 2012 Reduction in # of Unemploy = 214 **9.60%**

Analysis

There are 792 fewer jobs in the County than there were three years ago; decline of 3.2%. 214 less people are unemployed. The civilian work force has declined by 1,006 people in the last three years. The unemployment rate has declined from 8.3% to 7.8% in the last three years. I feel that the most important economic indicator on this chart is the 792 jobs that were lost in the last three years. During this period the State gained 11,711 jobs.

*December 2012 data not included.

**CITY OF GALLUP ACTUAL STAFFING
ALL PERA MEMBER EMPLOYEES**

Q4 09 Q1 10 Q2 10 Q3 10 Q4 10 Q1 11 Q2 11 Q3 10 Q4 11 Q1 12 Q2 12 Q3 12 Q4 12

| | | | | | | | | | | | | | |
|--------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| City Manager | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 2 |
| City Attorney | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 2 |
| Meters & Billing | 8 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 8 | 7 | 7 | 7 | 7 |
| Finance | 7 | 7 | 7 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 5 | 5 | 6 |
| Risk Management | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 2 |
| Informational Tech. | 5 | 3 | 3 | 4 | 4 | 6 | 6 | 6 | 5 | 4 | 6 | 6 | 6 |
| Human Resources | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Purchasing | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 3 | 3 | 3 | 4 |
| City Clerk | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Warehouse | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Customer Services | 8 | 7 | 7 | 7 | 6 | 7 | 7 | 7 | 6 | 7 | 8 | 8 | 8 |
| Golf Course | 9 | 9 | 8 | 8 | 7 | 7 | 6 | 7 | 9 | 11 | 11 | 10 | 12 |
| Facility Management | 8 | 7 | 8 | 7 | 6 | 7 | 7 | 7 | 6 | 7 | 7 | 7 | 7 |
| Planning | 7 | 5 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 6 | 7 |
| Engineering | 4 | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 |
| Const. & Mtce. | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| Streets | 30 | 30 | 31 | 31 | 31 | 30 | 31 | 30 | 30 | 30 | 29 | 29 | 29 |
| Vehicle Service | 13 | 13 | 13 | 13 | 13 | 12 | 13 | 12 | 12 | 11 | 12 | 12 | 12 |
| Sworn Police | 61 | 62 | 64 | 61 | 59 | 62 | 61 | 59 | 56 | 53 | 53 | 54 | 57 |
| Animal Control | 4 | 4 | 4 | 3 | 2 | 2 | 4 | 4 | 3 | 3 | 4 | 3 | 4 |
| Police Building | 11 | 11 | 11 | 9 | 10 | 10 | 9 | 9 | 9 | 9 | 9 | 9 | 9 |
| Protective Custody | 6 | 8 | 6 | 6 | 6 | 6 | 6 | 6 | 5 | 6 | 6 | 6 | 7 |
| Fire | 51 | 51 | 50 | 54 | 53 | 52 | 52 | 50 | 50 | 54 | 52 | 50 | 49 |
| Parks | 16 | 16 | 14 | 16 | 17 | 16 | 12 | 13 | 13 | 13 | 12 | 12 | 11 |
| Recreation | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 2 | 3 | 3 |
| HR Pool | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 0 | 0 | 0 | 0 |
| Fitness Center | 4 | 4 | 5 | 5 | 5 | 4 | 5 | 3 | 3 | 4 | 3 | 3 | 3 |
| Aquatic Center | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 4 |
| Red Rock Park | 4 | 4 | 3 | 4 | 4 | 4 | 7 | 8 | 7 | 7 | 7 | 6 | 6 |
| Senior Citizens | 17 | 17 | 15 | 16 | 16 | 16 | 15 | 17 | 17 | 17 | 16 | 16 | 16 |
| Gallup Development | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| El Morro | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Municipal Court | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| Library | 16 | 16 | 17 | 16 | 16 | 14 | 18 | 19 | 17 | 18 | 17 | 17 | 16 |
| NON UTILITY SUBT. | 337 | 335 | 332 | 334 | 329 | 326 | 334 | 328 | 317 | 318 | 313 | 308 | 313 |
| GJU Administration | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 8 | 9 | 9 | 9 | 9 |
| Electric | 19 | 20 | 19 | 21 | 20 | 20 | 20 | 20 | 19 | 21 | 21 | 21 | 20 |
| Wastewater | 8 | 7 | 9 | 4 | 3 | 4 | 4 | 5 | 2 | 4 | 4 | 5 | 4 |
| Water | 15 | 14 | 14 | 15 | 14 | 13 | 13 | 13 | 14 | 14 | 12 | 13 | 14 |
| Solid Waste | 14 | 15 | 15 | 15 | 14 | 14 | 14 | 13 | 14 | 13 | 15 | 15 | 15 |
| UTILITY SUBT. | 64 | 64 | 65 | 63 | 59 | 59 | 59 | 59 | 57 | 61 | 61 | 63 | 62 |
| GRAND TOTAL | 401 | 399 | 397 | 397 | 388 | 385 | 393 | 387 | 374 | 379 | 374 | 371 | 375 |

This data is from the last full pay period of each quarter, all employees are assumed to be full time.

City of Gallup - Taxable Gross Receipts Thousands of Dollars \$

OFFICE OF THE CITY MANAGER

| NAICS Description | 4Q 11 | 1Q 12 | 2Q 12 | 3Q 12 | 4Q 12 | % CHG. SAME QT. PREV. YR. |
|--|---------------|---------------|---------------|---------------|---------------|---------------------------------|
| 111000 - CROP PRODUCTION | | | | | | |
| 115000 - SUPPORT ACTIVITIES FOR AGRICULTURE & FORESTRY | -245 | | | | | |
| 115210 - SUPPORT ACTIVITIES FOR ANIMAL PRO.(INC.FARRIERS) | | | | | | |
| Totals Agriculture, Forestry, Fishing & Hunting | -242 | 178 | 178 | 138 | 101 | -142% |
| Totals Agriculture, Forestry, Fishing & Hunting | 311 | 282 | 0 | 336 | | |
| 212320 - SAND, GRAVEL, CLAY, CERAMIC & REFRACTORY MINERALS MIN | | | | | | |
| 213110 - SUPPORT ACTIVITIES FOR MINING | | | | | | |
| Totals Mining and Oil and Gas Extraction | 116 | | | | | |
| Totals Mining and Oil and Gas Extraction | 0 | 0 | | | | |
| 221000 - UTILITIES | | | | | | |
| 221210 - NATURAL GAS DISTRIBUTION | | | | | | |
| Totals Utilities | 882 | 2,478 | 2,346 | 244 | 737 | -16% |
| Totals Utilities | 1,781 | 2,758 | 1,177 | 662 | | |
| 233000 - BUILDING, DEVELOPING AND GENERAL CONTRACTING | 3,960 | 4,900 | 437 | 3,937 | 4,341 | 10% |
| 233200 - RESIDENTIAL BUILDING CONSTRUCTION | 771 | 1,456 | | 87 | 60 | -92% |
| 233300 - NONRESIDENTIAL BUILDING CONSTRUCTION | | 77 | | | | |
| 234100 - HIGHWAY, STREET, BRIDGE AND TUNNEL CONSTRUCTION | | | | | 752 | |
| 234900 - OTHER HEAVY CONSTRUCTION | | | | | | |
| 235000 - SPECIAL TRADE CONTRACTORS | 1,808 | 2,055 | 2,551 | 6,085 | 5,797 | 221% |
| 235110 - PLUMBING, HEATING, & AIR-CONDITIONING CONTRACTORS | 530 | 279 | 345 | 429 | 308 | -42% |
| 235210 - PAINTING & WALL COVERING CONTRACTORS | | | | | | |
| 235500 - CARPENTRY & FLOOR CONTRACTORS | | | 32 | 58 | 846 | |
| 235610 - ROOFING, SIDING & SHEET METAL CONTRACTORS | | | 72 | 47 | | |
| 235310 - ELECTRICAL CONTRACTORS | 1,278 | 804 | 437 | 913 | 281 | -78% |
| 235900 - OTHER SPECIAL TRADE CONTRACTORS | 101 | | | 60 | 67 | -34% |
| Totals Construction | 10,338 | 10,655 | 8,439 | 12,458 | 12,570 | 22% |
| Totals Construction | 10,811 | 7,732 | 11,823 | 12,316 | | |
| 311500 - DAIRY PRODUCT MFG | | | | | | |
| 311900 - OTHER FOOD MFG.(INC.COFFEE TEA,FLAVORING & SEASONI | | | | | | |
| 315000 - APPAREL MFG. | | | | | | |
| 321000 - WOOD PRODUCT MANUFACTURING | | | | | | |
| 322100 - PULP, PAPER, & PAPERBOARD MILLS | | | | | | |
| 323100 - PRINTING & RELATED SUPPORT ACTIVITIES | 777 | 824 | 753 | 959 | 848 | 9% |

City of Gallup - Taxable Gross Receipts

Thousands of Dollars \$

OFFICE OF THE CITY MANAGER

| NAICS Description | 4Q 11 | 1Q 12 | 2Q 12 | 3Q 12 | 4Q 12 | % CHG. SAME QT. PREV. YR. |
|--|--------------|--------------|--------------|--------------|--------------|---------------------------------|
| 324110 - PETROLEUM REFINERIES | | | | 826 | 852 | |
| 325900 - OTHER CHEMICAL PRODUCT & PREPARATION MFG. | | | | | 1,240 | |
| 326000 - PLASTICS & RUBBER PRODUCTS MFG. | | | | | | |
| 327210 - GLASS & GLASS PRODUCT MFG. | | | | | | |
| 331000 - PRIMARY METAL MANUFACTURING | | | | | | |
| 332900 - OTHER FABRICATED METAL PRODUCT MFG. | 0 | | 1,157 | 1,321 | 1,240 | |
| 333310 - COMMERCIAL & SERVICE INDUSTRY MACHINERY MFG. | | | | | | |
| 334200 - COMMUNICATIONS, EQUIPMENT MFG. | | | | | | |
| 334500 - NAVIGATIONAL, MEASURING, MEDICAL & CONTROL INSTRUMENTS MANUFACT | 1 | | | | | |
| 335000 - ELECTRICAL EQUIPMENT, APPLIANCE & COMPONENT MFG | | | | | | |
| 335900 - OTHER ELECTRICAL EQUIPMENT & COMPONENT MFG. | 89 | | | | | |
| 336000 - TRANSPORTATION EQUIPMENT MANUFACTURING | | | | | | |
| 339110 - MEDICAL EQUIPMENT & SUPPLIES MFG. | | | | | 5 | |
| 339900 - OTHER MISCELLANEOUS MANUFACTURING | 295 | 166 | 536 | 545 | 520 | 76% |
| Totals Manufacturing | 4,027 | 4,964 | 5,618 | 5,860 | 5,638 | 40% |
| Totals Manufacturing | 4,986 | 4,798 | 6,915 | 4,276 | | |
| 421100 - MOTOR VEHICLE & MOTOR VEHICLE PART & SUPPLIES WHLESLSRS | 1,063 | 602 | 641 | 193 | 677 | -36% |
| 421600 - ELECTRIC GOODS WHOLESALERS | 66 | 145 | 84 | 43 | 133 | 103% |
| 421700 - HARDWARE & PLUMBING & HEATING EQUIPMENT & SUPPLIES WH | 7 | | | | 8 | 24% |
| 421800 - MACHINERY, EQUIPMENT & SUPPLIES WHOLESALERS | 25 | 35 | 32 | 30 | 12 | -53% |
| 421920 - TOY & HOBBY GOODS & SUPPLIES WHOLESALERS | | | | | | |
| 421930 - RECYCLABLE MATERIAL WHOLESALERS | | | | | | |
| 421940 - JEWELRY, WATCH, PRECIOUS, STONE, & PRECIOUS METAL WHL | 35 | 43 | 43 | 38 | 30 | |
| 421990 - OTHER MISCELLANEOUS DURABLE GOODS WHOLESALERS | 858 | 857 | 927 | 1,712 | 872 | 2% |
| 422300 - APPAREL, PIECE GOODS & NOTIONS WHOLESALERS | | | | | | |
| 422400 - GROCERY & RELATED PRODUCT WHOLESALERS | 128 | 90 | 143 | 143 | 95 | -25% |
| 422600 - CHEMICAL & ALLIED PRODUCTS WHOLESALERS | 19 | 19 | 7 | 7 | 25 | |
| 422700 - PETROLEUM & PETROLEUM PRODUCT WHOLESALERS | 388 | | | | | |
| 422920 - BOOK, PERIODICAL, & NEWSPAPER WHOLESALERS | 0 | | | | | |
| 422940 - TOBACCO & TOBACCO PRODUCT WHOLESALERS | 0 | | | 24 | 90 | |
| 422990 - OTHER MISC. NONDURABLE GOODS WHOLESALERS | 0 | | 141 | 80 | 25 | |
| Totals Wholesale Trade | 2,107 | 2,349 | 2,110 | 2,782 | 2,070 | -2% |
| Totals Wholesale Trade | 2,771 | 2,336 | 1,764 | 2,852 | | |

City of Gallup - Taxable Gross Receipts

Thousands of Dollars \$

OFFICE OF THE CITY MANAGER

| NAICS Description | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | % CHG. SAME QT. PREV. YR. |
|---|--------|--------|--------|--------|--------|---------------------------------|
| 441100 - AUTOMOBILE DEALERS | 2,898 | 3,227 | 3,096 | 3,224 | 3,174 | 10% |
| 441110 - NEW CAR DEALERS | | | | | | |
| 441210 - RECREATIONAL VEHICLE DEALERS | | | | | | |
| 441300 - AUTOMOTIVE PARTS, ACCESSORIES & TIRE STORES | 3,536 | 3,428 | 0 | 3,748 | 3,916 | 11% |
| 442000 - FURNITURE & HOME FURNISHINGS STORES | 517 | 453 | 415 | 370 | 415 | -20% |
| 442110 - FURNITURE STORE | 141 | | | | | |
| 442299 - ALL OTHER HOME FURNISHINGS STORES | | | | | | |
| 443112 - RADIO, TELEVISION, & OTHER ELECTRONIC STORES | | | | | 3 | |
| 443120 - COMPUTER & SOFTWARE STORES | | 19 | 148 | 77 | 107 | |
| 444100 - BUILDING MATERIAL AND SUPPLY DEALERS | 2,113 | 1,495 | 1,083 | 1,262 | 2,020 | -4% |
| 444110 - HOME CENTERS | | | | | | |
| 444130 - HARDWARE STORES | | | | | | |
| 444200 - LAWN & GARDEN EQUIPMENT & SUPPLIES STORE | 116 | | | | | |
| 445100 - GROCERY STORES | 25,468 | 30,381 | 34,184 | 20,035 | 27,422 | 8% |
| 445290 - OTHER SPECIALTY FOOD STORES | | | | | | |
| 445310 - BEER, WINE, & LIQUOR STORES | | | | | | |
| 446110 - PHARMACIES & DRUG STORES | | | | | | |
| 446120 - COSMETICS, BEAUTY SUPPLIES, & PERFUME STORES | 40 | | | 47 | | |
| 446130 - OPTICAL GOODS STORES | 18 | | | | 93 | 426% |
| 446190 - OTHER HEALTH & PERSONAL CARE STORES | 5 | 24 | | | | |
| 447100 - GASOLINE STATIONS | 595 | 475 | 468 | 674 | 608 | 2% |
| 448120 - WOMEN'S CLOTHING STORES | 54 | 89 | 148 | 224 | | |
| 448140 - FAMILY CLOTHING STORES | 152 | 503 | 190 | 187 | 164 | 8% |
| 448150 - CLOTHING ACCESSORIES STORES | 1,939 | 2,717 | 2,460 | 2,123 | 2,283 | 18% |
| 448190 - OTHER CLOTHING STORES | | 72 | | | | |
| 448210 - SHOE STORES | | 275 | | | 90 | |
| 448310 - JEWELRY STORES | | | | | | |
| 451110 - SPORTING GOODS STORES | | | | | | |
| 451140 - MUSICAL INSTRUMENT & SUPPLIES STORES | | | | 36 | 46 | |
| 451211 - BOOK STORES | | | | | 8 | |
| 452110 - DEPARTMENT STORES | 2,184 | | | | 1,088 | -50% |
| 452900 - OTHER GENERAL MERCHANDISE STORES | 1,029 | 915 | 1,246 | 1,103 | 831 | -19% |
| 453000 - MISCELLANEOUS STORE RETAILERS | 13,377 | 14,894 | 14,835 | 14,205 | 15,922 | 19% |

City of Gallup - Taxable Gross Receipts

Thousands of Dollars \$

OFFICE OF THE CITY MANAGER

| NAICS Description | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | % CHG. SAME QT. PREV. YR. |
|---|---------------|---------------|---------------|---------------|---------------|---------------------------------|
| 453210 - OFFICE SUPPLIES & STATIONERY STORES | | | | | 4 | |
| 453220 - GIFT, NOVELTY, & SOUVENIR STORES | | 48 | | | | |
| 453310 - USED MERCHANDISE STORES | | | | | 4 | |
| 453920 - ART DEALERS | | 92 | | | | |
| 453930 - MANUFACTURED (MOBILE) HOME DEALERS | 138 | | | | | |
| 453990 - ALL OTHER MISCELLANEOUS STORES RETAILERS INC(TOBAC | 63 | 31 | 25 | 43 | 38 | -40% |
| 454110 - ELECTRONIC SHOPPING & MAIL ORDER HOUSES | 22 | 40 | 38 | 36 | 22 | 1% |
| 454210 - VENDING MACHINE OPERATORS | 116 | 134 | 109 | 103 | 125 | 8% |
| 454390 - OTHER DIRECT SELLING EST.(INC. DOOR TO DO RETAILIN | 1,114 | 663 | 695 | 1,315 | 687 | -38% |
| Totals Retail Trade | 66,025 | 74,152 | 76,734 | 61,931 | 70,329 | 7% |
| Totals Retail Trade | 74,410 | 70,598 | 67,452 | 69,984 | | |
| 481000 - AIR TRANSPORTATION | | | | | 144 | |
| 484000 - TRUCK TRANSPORTATION | 154 | 150 | 201 | 127 | | |
| 485000 - TRANSIT & GROUND PASSENGER TRANSPORTATION | | | | | | |
| 485990 - OTHER TRANSIT & GROUND PASSENGER TRANSPORTATION | | | | | | |
| 488410 - MOTOR VEHICLE TOWING | | 4 | 6 | 74 | | |
| 488100 - SUPPORT ACTIVITIES FOR AIR TRANSPORTATION | | | | | | |
| 488990 - OTHER SUPPORT ACTIVITIES FOR TRANSPORTATION | 145 | 11 | | 8 | 6 | -96% |
| 492110 - COURIERS | | | | | | |
| Totals Transportation & Warehousing | 443 | 380 | 567 | 307 | 365 | -18% |
| Totals Transportation & Warehousing | 377 | 537 | 368 | 293 | | |
| 511110 - NEWSPAPER PUBLISHERS | | 0 | 408 | | | |
| 511130 - BOOK PUBLISHERS | | | | | | |
| 511190 - OTHER PUBLISHERS | | | | | | |
| 511210 - SOFTWARE PUBLISHERS | | | | | | |
| 512130 - MOTION PICTURE AND VIDEO EXHIBITION | | | | | | |
| 513000 - BROADCASTING & TELECOMMUNICATIONS | 912 | 178 | | | | |
| 513100 - RADIO & TELEVISION BROADCASTING | 328 | 344 | 334 | 358 | 207 | -37% |
| 513200 - CABLE NETWORKS & PROGRAM DISTRIBUTION | | | | | | |
| 513300 - TELECOMMUNICATIONS | 5,578 | 6,424 | 6,278 | 6,595 | 6,251 | 12% |
| 514100 - INFORMATION SERVICES(INC.NEWS SYNDICATES,LIBRARIES | | | | | | |
| 514210 - DATA PROCESSING SERVICES | | | | | | |
| Totals Information and Cultural Industries | 8,212 | 9,029 | 9,385 | 9,635 | 8,728 | 6% |

City of Gallup - Taxable Gross Receipts **Thousands of Dollars \$**

OFFICE OF THE CITY MANAGER

| NAICS Description | 4Q 11 | 1Q 12 | 2Q 12 | 3Q 12 | 4Q 12 | % CHG. SAME QT. PREV. YR. |
|--|--------------|--------------|--------------|--------------|--------------|---------------------------------|
| Totals Information and Cultural Industries | 8,842 | 9,376 | 9,123 | 9,193 | | |
| 522110 - COMMERCIAL BANKING | -172 | 250 | 362 | 353 | 421 | -345% |
| 522120 - SAVINGS INSTITUTIONS | | | | | | |
| 522130 - CREDIT UNIONS | | | | | | |
| 522291 - CONSUMER LENDING | | | | | 1 | |
| 524000 - INSURANCE CARRIERS & RELATED ACTIVITIES | 53 | 34 | 94 | | 22 | -58% |
| 525990 - OTHER FINANCIAL VEHICLES | | | | | | |
| Totals Finance and Insurance | -83 | 489 | 503 | 433 | 513 | -718% |
| Totals Finance and Insurance | 532 | 464 | 436 | 497 | | |
| 531000 - REAL ESTATE | 254 | 232 | 288 | 254 | 286 | 13% |
| 531100 - LESSORS OF REAL ESTATE(INCLUDING MINIWAREHOUSES & | | | | | | |
| 531110 - LESSOR OF RESIDENTIAL BLDGS. & DWELLINGS | 16 | 10 | 7 | 11 | 45 | 184% |
| 531130 - LESSOR OF MINIWAREHOUSES & SELF STORAGE UNITS | | | | | 11 | |
| 531310 - REAL ESTATE PROPERTY MANAGERS | | | | | | |
| 531320 - OFFICES OF REAL ESTATE APPRAISERS | | | | | | |
| 531390 - OTHER ACTIVITIES RELATED TO REAL ESTATE | 71 | 0 | 0 | 85 | 180 | |
| 532100 - AUTOMOTIVE EQUIPMENT RENTAL & LEASING | 88 | 76 | 159 | 89 | | |
| 532210 - CONSUMER ELECTRONICS & APPLIANCES RENTAL | 88 | 58 | 85 | 86 | 1 | -99% |
| 532290 - OTHER CONSUMER GOODS RENTAL | 94 | 42 | 100 | 144 | 212 | 126% |
| 532310 - GENERAL RENTAL CENTERS | 48 | 140 | 305 | | 77 | 59% |
| 532400 - COMMERCIAL & IND. MACHINERY & EQUIP. RENTAL & LEASING | 162 | 0 | 1,066 | 486 | 1,377 | 748% |
| Totals Real Estate and Rental and Leasing | 1,318 | 1,760 | 2,394 | 1,780 | 2,727 | 107% |
| Totals Real Estate and Rental and Leasing | 1,965 | 2,031 | 2,192 | 2,355 | | |
| 541000 - PROFESSIONAL, SCIENTIFIC, & TECHNOLOGICAL SERVICES | 906 | 1,204 | 1,192 | 1,198 | 1,129 | 25% |
| 541100 - LEGAL SERVICES | 775 | 827 | 708 | 579 | 706 | -9% |
| 541110 - OFFICES OF LAWYER | -85 | 162 | 312 | 252 | 286 | -434% |
| 541190 - OTHER LEGAL SERVICES | | | | | | |
| 541211 - OFFICES OF CERTIFIED PUBLIC ACCOUNTANTS | | | | | | |
| 541214 - PAYROLL SERVICES | | | | | | |
| 541219 - OTHER ACCOUNTING SERVICES | 12 | | | | | |
| 541300 - ARCHITECTURAL, ENGINEERING & RELATED SERVICES | 474 | 283 | 353 | 221 | 986 | 108% |
| 541320 - LANDSCAPE ARCHITECTURE SERVICES | | | | | | |
| 541510 - COMPUTER SYSTEMS DESIGN & RELATED SERVICES | | | | | | |

City of Gallup - Taxable Gross Receipts

Thousands of Dollars \$

OFFICE OF THE CITY MANAGER

| NAICS Description | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | % CHG. SAME QT. PREV. YR. |
|--|--------------|--------------|--------------|--------------|--------------|---------------------------------|
| 541512 - COMPUTER SYSTEMS DESIGN SERVICES | | | | | | |
| 541513 - COMPUTER FACILITIES MANAGEMENT SERVICES | | | | | | |
| 541519 - OTHER COMPUTER RELATED SERVICES | 12 | 103 | 9 | | | |
| 541600 - MANAGEMENT,SCIENTIFIC,TECHNICAL CONSULTING SERVICE | 258 | 231 | 217 | 325 | 886 | 243% |
| 541800 - ADVERTISING & RELATED SERVICES | | 35 | | | | |
| 541920 - PHOTOGRAPHIC SERVICES | | | | | | |
| 541990 - ALL OTHER PROFESSIONAL,SCIENTIFIC,TECHNICAL SERVIC | 317 | 285 | 226 | 211 | 630 | 99% |
| Totals Professional, Scientific and Technical Services | 3,320 | 3,385 | 3,561 | 3,258 | 4,875 | 47% |
| Totals Professional, Scientific and Technical Services | 3,223 | 3,672 | 3,435 | 3,748 | | |
| 561110 - OFFICE ADMINISTRATIVE SERVICES | | | | 3 | | |
| 561210 - FACILITIES SUPPORT SERVICE | | | | | | |
| 561600 - INVESTIGATION & SECURITY SERVICES | 95 | 54 | 207 | 137 | 364 | 282% |
| 561720 - JANITORIAL SERVICES | 34 | 14 | 22 | 22 | 36 | 6% |
| 561730 - LANDSCAPING SERVICES | | | | 18 | | |
| 561790 - OTHER SERVICES TO BLDGS. & DWELLINGS | | 52 | | | 60 | |
| 562000 - WASTE MGMT. & REMEDIATION SERVICES | | | | | 4 | |
| Totals Admin. and Support, Waste Management and Remediation | 308 | 327 | 336 | 310 | 595 | 93% |
| Totals Admin. and Support, Waste Management and Remediation | 331 | 310 | 352 | 508 | | |
| 611000 - EDUCATIONAL SERVICES | 10 | 154 | 67 | 64 | 15 | 47% |
| Totals Educational Services | 10 | 154 | 67 | 64 | 15 | 47% |
| Totals Educational Services | 33 | 137 | 117 | 12 | | |
| 621000 - AMBULATORY HEALTH CARE SERVICES | 898 | 803 | 879 | 871 | 896 | 0% |
| 621111 - OFFICES OF PHYSICIAN(EXCEPT MENTAL HEALTH SPECIALI | 710 | 652 | 762 | 682 | 622 | -12% |
| 621210 - OFFICES OF DENTISTS | 410 | 554 | 589 | 660 | 760 | 85% |
| 621310 - OFFICES OF CHIROPRACTORS | | | | | | |
| 621320 - OFFICES OF OPTOMETRISTS | | | 94 | | | |
| 621330 - OFFICES OF MENTAL HEALTH PRACTITIONERS(EXCEPT PHYS | | | | | | |
| 621340 - OFFICES OF PHYSICAL OCCUPATIONAL & SPEECH THERAPIS | | 34 | | 48 | 59 | |
| 621390 - OFFICES OF ALL OTHER MISC. HEALTH PRACTITIONERS | 46 | 61 | 50 | 36 | 23 | -50% |
| 621399 - OFFICES OF ALL OTHER HEALTH PRACTITIONERS | 14 | | | | 60 | 345% |
| 621492 - KIDNEY DIALYSIS CENTER | | | | | | |
| 621498 - ALL OTHER OUTPATIENT CARE CENTERS | | | | | 74 | |
| 621610 - HOME HEALTH CARE SERVICES | 712 | 618 | 731 | 758 | 4,457 | 526% |

City of Gallup - Taxable Gross Receipts

Thousands of Dollars \$

OFFICE OF THE CITY MANAGER

| NAICS Description | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | % CHG. SAME QT. PREV. YR. |
|---|---------------|---------------|---------------|---------------|---------------|---------------------------------|
| 622000 - HOSPITALS | 812 | 622 | 810 | 1,297 | 926 | 14% |
| 623000 - NURSING & RESIDENTIAL CARE FACILITIES | 2,503 | 2,498 | 2,997 | 2,043 | 3,052 | 22% |
| 624410 - CHILD DAY CARE SERVICES | 43 | | 24 | | | |
| Totals Health Care and Social Assistance | 8,804 | 8,403 | 9,632 | 9,885 | 13,123 | 49% |
| Totals Health Care and Social Assistance | 8,448 | 9,102 | 9,524 | 12,585 | | |
| 711510 - INDEPENDENT ARTISTS, WRITERS, & PERFORMERS | | 290 | | 242 | | |
| 713000 - AMUSEMENT, GAMBLING & RECREATION INDUSTRIES | | 0 | | 227 | | |
| 713100 - AMUSEMENT PARKS & ARCADES | | 0 | | | | |
| 713900 - OTHER AMUSEMENT & RECREATION SERVICES | | 90 | | 9 | 6 | |
| Totals Arts, Entertainment and Recreation | 511 | 1,172 | 669 | 731 | 839 | 64% |
| Totals Arts, Entertainment and Recreation | 816 | 878 | 831 | 701 | | |
| 721000 - ACCOMMODATIONS | 3,255 | 2,341 | 2,480 | 3,612 | 3,603 | 11% |
| 721100 - TRAVEL ACCOMMODATION(INC.HOTELS,MOTELS,B&B INNS) | 1,085 | 523 | 258 | 1,136 | 893 | -18% |
| 721110 - HOTELS(EXCEPT CASINO HOTELS)& MOTELS | 2,231 | 1,862 | 1,986 | 2,856 | 3,276 | 47% |
| 722110 - FULL-SERVICE RESTAURANTS | 13,912 | 14,848 | 16,018 | 15,975 | 15,667 | 13% |
| 722210 - LIMITED SERVICE EATING PLACES | 3,073 | 3,888 | 3,955 | 4,137 | 3,550 | 16% |
| 722300 - SPECIAL FOOD SERVICES(INC.FOOD SERV.CONTR.& CATERE | | 26 | | 78 | 50 | |
| 722410 - DRINKING PLACES (ALCOHOLIC BEVERAGES) | 1,025 | 1,013 | 1,014 | 899 | 1,212 | 18% |
| Totals Accommodation and Food Services | 24,743 | 24,808 | 26,389 | 28,694 | 28,603 | 16% |
| Totals Accommodation and Food Services | 24,796 | 25,462 | 28,055 | 29,095 | | |
| 810000 - OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION) | 2,779 | 1,688 | 1,748 | 2,464 | 3,897 | 40% |
| 811100 - AUTOMOTIVE REPAIR & MAINTENANCE | 2,079 | 2,175 | 2,388 | 2,072 | 2,143 | 3% |
| 811120 - AUTOMOTIVE BODY,PAINT,INTERIOR,& GLASS REPAIR | | | | | | |
| 811190 - OTHER AUTOMOTIVE REPAIR & MAINTENANCE(INC. OIL CHA | 284 | 307 | 298 | 553 | 439 | 54% |
| 811210 - ELECTRONIC & PRECISION EQUIPMENT REPAIR & MAINTENA | 2 | 5 | 7 | | 6 | 131% |
| 811310 - COMMERCIAL & INDUSTRIAL MACHINERY & EQUIPMENT (EXC | | 29 | 56 | 115 | 71 | |
| 811400 - PERSONAL & HOUSEHOLD GOODS REPAIR & MAINTENANCE | 187 | 161 | 189 | 685 | 173 | -8% |
| 811490 - OTHER PERSONAL & HOUSEHOLD GOODS REPAIR & MAINTENA | | | | | | |
| 812000 - PERSONAL & LAUNDRY SERVICES | 1,316 | 2,140 | 1,601 | 1,320 | 1,246 | -5% |
| 812111 - BARBER SHOPS | | | | | 4 | |
| 812112 - BEAUTY SALONS | 124 | 87 | 113 | 178 | 93 | -25% |
| 812113 - NAIL SALONS | 136 | | 244 | 164 | 187 | 37% |
| 812190 - OTHER PERSONAL CARE SERVICES(INCLUDING DIET,WEIGHT | 279 | 261 | 398 | 411 | 511 | 83% |

City of Gallup - Taxable Gross Receipts Thousands of Dollars \$

| OFFICE OF THE CITY MANAGER | | | | | | % CHG. SAME QT. PREV. YR. |
|--|----------------|----------------|----------------|----------------|----------------|---------------------------------|
| NAICS Description | 4Q 11 | 1Q 12 | 2Q 12 | 3Q 12 | 4Q 12 | |
| 812210 - FUNERAL HOMES & FUNERAL SERVICES | | | | | | |
| 812220 - CEMETERIES & CREMATORIES | | | | | | |
| 812310 - COIN-OPERATED LAUNDRIES & DRYCLEANERS | | | | | | |
| 812320 - DRY-CLEANING & LAUNDRY SERVICES(EXCEPT COIN OPERAT | | | | | | |
| 812990 - ALL OTHER PERSONAL SERVICES | 136 | 615 | 167 | 136 | 153 | 13% |
| 813000 - RELIGIOUS,GRANTMAKING,CIVIC,PROFESSIONAL,SIMILAR OR | | | | | 10 | |
| 813400 - CIVIL AND SOCIAL ORGANIZATIONS | | | | | | |
| Totals Other Services (except Public Admin.) | 8,090 | 8,484 | 7,912 | 8,758 | 9,905 | 22% |
| Totals Other Services (except Public Admin.) | 8,045 | 8,105 | 8,759 | 8,609 | | |
| 921150 - AMERICAN INDIAN & ALASKA NATIVE TRIBAL GOVERNMENTS | | | | | | |
| 921194 - LOCAL GOVERNMENT-MUNICIPALITIES | | | | | | |
| Totals Public Administration | | 1,396 | | | | |
| Totals Public Administration | 3,836 | 0 | 0 | 3,992 | | |
| 999999 - UNCLASSIFIED ESTABLISHMENTS(UNABLE TO CLASSIFY) | 103 | 149 | 367 | 79 | 82 | -20% |
| Totals Unclassified Establishments | 103 | 149 | 367 | 79 | 82 | -20% |
| Totals Unclassified Establishments | 157 | 358 | 142 | 107 | | |
| GRAND TOTALS | 142,834 | 157,834 | 161,372 | 152,140 | 165,892 | 16% |
| GRAND TOTALS | 156,483 | 153,199 | 156,618 | 162,237 | | |