

Quarterly Economic Report Q3 2013

Daniel R. Dible, City Manager
November 13, 2013



CITY OF GALLUP

QUARTERLY REPORT 3QT 2013 – KEY ECONOMIC STATISTICS

Office of the City Manager

EMPLOYMENT

McKinley County employment is down 561 jobs (2.3%) since Q3 2010. Statewide employment is up .27%% 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 2013.

CITY STAFFING

Total city staffing is down 39 FTE from 397 to 358 in the last three years. Non-utility employee staffing is down 35 FTE (-10.5%) from 334 to 299 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 4 of this report the reported taxable gross receipts within the city limits for Q3 2013 was approximately \$157,441,000 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 3.2875% this is equal to \$5,175,873 for the quarter. Q3 2013 is up 3.5% from Q3 2012 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 3QT 12 was non-recurring because that growth was due to a major industrial retrofit project. An encouraging sign in this report is that Retail Trade Totals (page 2) shows 3QT 13 up 8% over 3QT 12. Since this category comprises 43% of our total 3QT 13 revenues it could be very significant if this category continues to grow.

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

| | Q3 2010 | Q4 2010 | Q1 2011 | Q2 2011 | Q3 2010 | Q4 2010 | Q1 2011 | Q2 2011 | Q3 2011 | Q4 2011 | Q1 2012 | Q2 2012 | Q3 2012 | Q4 2012 | Q1 2013 | Q2 2012 | Q3 2012 | Q4 2012 | Q1 2013 | Q2 2012 | Q3 2012 | Q4 2012 | Q1 2013 | Q2 2012 | Q3 2012 |
|----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Civilian Labor Force | 26,813 | 26,914 | 26,551 | 26,398 | 26,072 | 26,127 | 26,249 | 25,974 | 25,901 | 26,059 | 26,644 | 26,644 | 26,059 | 26,644 | 26,644 | 26,391 | 26,274 | 26,059 | 26,644 | 26,644 | 26,391 | 26,644 | 26,644 | 26,391 | 26,274 |
| Employment | 24,221 | 24,553 | 24,125 | 23,960 | 23,482 | 23,936 | 23,884 | 23,809 | 23,669 | 23,893 | 24,277 | 24,277 | 23,893 | 24,277 | 24,277 | 24,037 | 23,660 | 23,893 | 24,277 | 24,277 | 24,037 | 24,277 | 24,277 | 24,037 | 23,660 |
| Unemployment | 2,593 | 2,361 | 2,426 | 2,438 | 2,589 | 2,191 | 2,365 | 2,165 | 2,232 | 2,080 | 2,367 | 2,367 | 2,080 | 2,367 | 2,367 | 2,354 | 2,614 | 2,080 | 2,367 | 2,367 | 2,354 | 2,367 | 2,367 | 2,354 | 2,614 |
| Unemployment Rate | 9.7% | 8.8% | 9.1% | 9.2% | 10.0% | 8.4% | 9.0% | 8.3% | 8.6% | 8.0% | 8.9% | 8.9% | 8.0% | 8.9% | 8.9% | 8.9% | 10.0% | 8.0% | 8.9% | 8.9% | 8.9% | 8.9% | 8.9% | 8.9% | 10.0% |

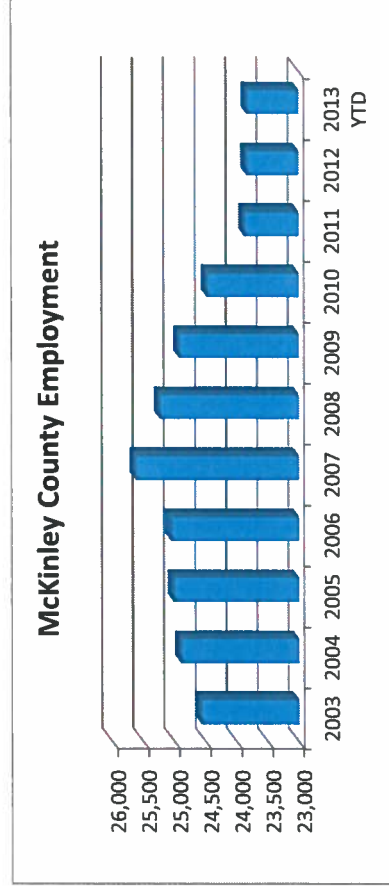
Q3 2010 to Q3 2013 Reduction in Labor Force = 539 -2.01%

Q3 2010 to Q3 2013 Reduction in Employment = 561 -2.31%

Q3 2010 to Q3 2013 Increase in Unemployment = 21 0.82%

Analysis

There are 826 fewer jobs in the County than there were four years ago; decline of 3.3%. 150 less people are unemployed. The civilian work force has declined by 660 people in the last four years. The unemployment rate has increased from 8.3% to 9.4% in the last four years. I feel that the most important economic indicator on this chart is the 826 jobs that were lost in the last 4 years. This is a key factor in our flat gross receipts tax over the last several years. The graph below shows the loss of 1,792 (-7%) county jobs since 2007 that has curtailed economic growth in our community.



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

Q3 10 Q4 10 Q1 11 Q2 11 Q3 10 Q4 11 Q1 12 Q2 12 Q3 12 Q4 12 Q1 13 Q2 13 Q3 13

| | | | | | | | | | | | | | |
|--------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| City Manager | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 2 |
| City Attorney | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 2 |
| Meters & Billing | 9 | 9 | 9 | 9 | 9 | 8 | 7 | 7 | 7 | 7 | 7 | 6 | 6 |
| Finance | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 5 | 5 | 6 | 6 | 6 | 5 |
| Risk Management | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 2 | 2 | 2 | 2 |
| Informational Tech. | 4 | 4 | 6 | 6 | 6 | 5 | 4 | 6 | 6 | 6 | 7 | 7 | 7 |
| Human Resources | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Purchasing | 5 | 5 | 4 | 5 | 5 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 4 |
| City Clerk | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Warehouse | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Customer Services | 7 | 6 | 7 | 7 | 7 | 6 | 7 | 8 | 8 | 8 | 8 | 8 | 7 |
| Golf Course | 8 | 7 | 7 | 6 | 7 | 9 | 11 | 11 | 10 | 12 | 12 | 10 | 10 |
| Facility Management | 7 | 6 | 7 | 7 | 7 | 6 | 7 | 7 | 7 | 7 | 7 | 7 | 7 |
| Planning | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 7 | 6 | 7 | 7 | 7 | 7 |
| Engineering | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 4 |
| Const. & Mtce. | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| Streets | 31 | 31 | 30 | 31 | 30 | 30 | 30 | 29 | 29 | 29 | 28 | 28 | 28 |
| Vehicle Service | 13 | 13 | 12 | 13 | 12 | 12 | 11 | 12 | 12 | 12 | 12 | 12 | 12 |
| Sworn Police | 61 | 59 | 62 | 61 | 59 | 56 | 53 | 53 | 54 | 57 | 59 | 57 | 57 |
| Animal Control | 3 | 2 | 2 | 4 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 4 |
| Police Building | 9 | 10 | 10 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 9 | 9 |
| Protective Custody | 6 | 6 | 6 | 6 | 6 | 5 | 6 | 6 | 6 | 7 | 9 | 7 | 6 |
| Fire | 54 | 53 | 52 | 52 | 50 | 50 | 54 | 52 | 50 | 49 | 49 | 47 | 45 |
| Parks | 16 | 17 | 16 | 12 | 13 | 13 | 13 | 12 | 12 | 11 | 13 | 11 | 11 |
| Recreation | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 2 | 3 | 3 | 1 | 1 | 1 |
| HR Pool | 3 | 3 | 3 | 3 | 3 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Fitness Center | 5 | 5 | 4 | 5 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 5 |
| Aquatic Center | 3 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 3 |
| Red Rock Park | 4 | 4 | 4 | 7 | 8 | 7 | 7 | 7 | 6 | 6 | 7 | 7 | 7 |
| Senior Citizens | 16 | 16 | 16 | 15 | 17 | 17 | 17 | 16 | 16 | 16 | 15 | 15 | 15 |
| Gallup Development | 3 | 3 | 2 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| El Morro | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 |
| Municipal Court | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 |
| Library | 16 | 16 | 14 | 18 | 19 | 17 | 18 | 17 | 17 | 16 | 16 | 15 | 16 |
| NON UTILITY SUBT. | 334 | 329 | 326 | 334 | 328 | 317 | 318 | 313 | 308 | 313 | 316 | 305 | 299 |
| GJU Administration | 8 | 8 | 8 | 8 | 8 | 8 | 9 | 9 | 9 | 9 | 7 | 8 | 9 |
| Electric | 21 | 20 | 20 | 20 | 20 | 19 | 21 | 21 | 21 | 20 | 20 | 18 | 17 |
| Wastewater | 4 | 3 | 4 | 4 | 5 | 2 | 4 | 4 | 5 | 4 | 5 | 3 | 4 |
| Water | 15 | 14 | 13 | 13 | 13 | 14 | 14 | 12 | 13 | 14 | 14 | 14 | 14 |
| Solid Waste | 15 | 14 | 14 | 14 | 13 | 14 | 13 | 15 | 15 | 15 | 15 | 15 | 15 |
| UTILITY SUBT. | 63 | 59 | 59 | 59 | 59 | 57 | 61 | 61 | 63 | 62 | 61 | 58 | 59 |
| GRAND TOTAL | 397 | 388 | 385 | 393 | 387 | 374 | 379 | 374 | 371 | 375 | 377 | 363 | 358 |

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 \$

% CHG.

SAME QT.

PREV. YR.

3Q 13

(black)

2 Q 13

(red)

OFFICE OF THE CITY MANAGER

Red data represents Taxation &

Revenue's audited data that is

1 Quarter behind.

| NAICS Description | 4Q 11 | 1Q 12 | 2Q 12 | 3Q 12 | 4Q 12 | 1Q 13 | 2Q 13 | 3Q 13 | % CHG. |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Totals Agriculture, Forestry, Fishing & Hunting | -242 | 178 | | 138 | 101 | 192 | | 353 | 156% |
| Totals Agriculture, Forestry, Fishing & Hunting | 311 | 282 | 0 | 336 | 299 | 0 | 339 | | |
| Totals Mining and Oil and Gas Extraction | 116 | | | | | 1,156 | 0 | 5 | |
| Totals Mining and Oil and Gas Extraction | 0 | 0 | | | | 0 | 0 | | |
| Totals Utilities | 882 | 2,478 | 2,346 | 244 | 737 | 2,438 | 2,592 | 986 | 304% |
| Totals Utilities | 1,781 | 2,758 | 1,177 | 662 | 1,585 | 6,801 | 5,680 | | 383% |
| 233000 - BUILDING, DEVELOPING AND GENERAL CONTRACTING | 3,960 | 4,900 | 437 | 3,937 | 4,341 | 5,261 | 6,932 | 8,706 | 121% |
| 233200 - RESIDENTIAL BUILDING CONSTRUCTION | 771 | 1,456 | | 87 | 60 | 36 | 53 | 155 | 78% |
| 235000 - SPECIAL TRADE CONTRACTORS | 1,808 | 2,055 | 2,551 | 6,085 | 5,797 | 3,125 | 1,502 | 1,879 | -69% |
| 235110 - PLUMBING, HEATING, & AIR-CONDITIONING CONTRACTORS | 530 | 279 | 345 | 429 | 308 | 329 | 301 | 49 | -88% |
| 235310 - ELECTRICAL CONTRACTORS | 1,278 | 804 | 437 | 913 | 281 | 1,407 | -1,143 | 340 | -63% |
| Totals Construction | 10,338 | 10,655 | 8,439 | 12,458 | 12,570 | 10,724 | 8,288 | 12,902 | 4% |
| Totals Construction | 10,811 | 7,732 | 11,823 | 12,316 | 11,271 | 18,409 | 12,369 | | 5% |
| 323100 - PRINTING & RELATED SUPPORT ACTIVITIES | 777 | 824 | 753 | 959 | 848 | 879 | 1,023 | 1,100 | 15% |
| 324110 - PETROLEUM REFINERIES | | | | 826 | 852 | 793 | 775 | 1,729 | 109% |
| 325900 - OTHER CHEMICAL PRODUCT & PREPARATION MFG. | | | | | 1,240 | | | | |
| 332900 - OTHER FABRICATED METAL PRODUCT MFG. | | 0 | 1,157 | 1,321 | 1,240 | | | | |
| Totals Manufacturing | 4,027 | 4,964 | 5,618 | 5,860 | 5,638 | 4,852 | 4,694 | 4,598 | -22% |
| Totals Manufacturing | 4,986 | 4,798 | 6,915 | 4,276 | 6,308 | 4,495 | 4,577 | | -34% |
| 421100 - MOTOR VEHICLE & MOTOR VEHICLE PART & SUPPLIES WHLESLS | 1,063 | 602 | 641 | 193 | 677 | 448 | 585 | 606 | 214% |
| 421990 - OTHER MISCELLANEOUS DURABLE GOODS WHOLESALERS | 858 | 857 | 927 | 1,712 | 872 | 750 | 2,735 | 1,865 | 9% |
| Totals Wholesale Trade | 2,107 | 2,349 | 2,110 | 2,782 | 2,070 | 1,576 | 3,762 | 3,299 | 19% |
| Totals Wholesale Trade | 2,771 | 2,336 | 1,764 | 2,852 | 1,680 | 3,731 | 2,656 | | 51% |
| 441100 - AUTOMOBILE DEALERS | 2,898 | 3,227 | 3,096 | 3,224 | 3,174 | 3,156 | 3,203 | 2,568 | -20% |
| 441300 - AUTOMOTIVE PARTS, ACCESSORIES & TIRE STORES | 3,536 | 3,428 | 0 | 3,748 | 3,916 | 3,470 | 4,326 | 3,632 | -3% |
| 444100 - BUILDING MATERIAL AND SUPPLY DEALERS | 2,113 | 1,495 | 1,083 | 1,262 | 2,020 | 1,520 | 1,436 | 1,839 | 46% |
| 445100 - GROCERY STORES | 25,468 | 30,381 | 34,184 | 20,035 | 27,422 | 30,446 | 27,278 | 26,242 | 31% |

City of Gallup - Taxable Gross Receipts

Thousands of Dollars \$

% CHG.
 SAME QT.
 PREV. YR.
3Q 13
 (black)
2 Q 13
 (red)

OFFICE OF THE CITY MANAGER

Red data represents Taxation &
 Revenue's audited data that is
 1 Quarter behind.

| NAICS Description | 4Q 11 | 1Q 12 | 2Q 12 | 3Q 12 | 4Q 12 | 1Q 13 | 2Q 13 | 3Q 13 | % CHG. |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|
| 448150 - CLOTHING ACCESSORIES STORES | 1,939 | 2,717 | 2,460 | 2,123 | 2,283 | 2,975 | 2,532 | 2,227 | 5% |
| 452110 - DEPARTMENT STORES | 2,184 | | | | 1,088 | | | | |
| 452900 - OTHER GENERAL MERCHANDISE STORES | 1,029 | 915 | 1,246 | 1,103 | 831 | 1,496 | 1,437 | 1,160 | 5% |
| 453000 - MISCELLANEOUS STORE RETAILERS | 13,377 | 14,894 | 14,835 | 14,205 | 15,922 | 15,913 | 15,905 | 13,941 | -2% |
| 454390 - OTHER DIRECT SELLING EST. (INC. DOOR TO DO RETAILIN | 1,114 | 663 | 695 | 1,315 | 687 | 630 | 651 | 773 | -41% |
| Totals Retail Trade | 66,025 | 74,152 | 76,734 | 61,931 | 70,329 | 75,223 | 70,553 | 66,933 | 8% |
| Totals Retail Trade | 74,410 | 70,598 | 67,452 | 69,984 | 75,463 | 71,712 | 66,315 | | -2% |
| Totals Transportation & Warehousing | 443 | 380 | 567 | 307 | 365 | 405 | 549 | 487 | 59% |
| Totals Transportation & Warehousing | 377 | 537 | 368 | 293 | 426 | 505 | 547 | | 49% |
| 513300 - TELECOMMUNICATIONS | 5,578 | 6,424 | 6,278 | 6,595 | 6,251 | 6,511 | 6,843 | 6,353 | -4% |
| Totals Information and Cultural Industries | 8,212 | 9,029 | 9,385 | 9,635 | 8,728 | 9,273 | 9,445 | 9,037 | -6% |
| Totals Information and Cultural Industries | 8,842 | 9,376 | 9,123 | 9,193 | 9,327 | 9,244 | 9,366 | | 3% |
| Totals Finance and Insurance | -83 | 489 | 503 | 433 | 513 | 627 | 486 | 509 | 18% |
| Totals Finance and Insurance | 532 | 464 | 436 | 497 | 615 | 533 | 463 | | 6% |
| 532400 - COMMERCIAL & IND. MACHINERY & EQUIP. RENTAL & LEAS | 162 | 0 | 1,066 | 486 | 1,377 | 516 | 440 | 753 | 55% |
| Totals Real Estate and Rental and Leasing | 1,318 | 1,760 | 2,394 | 1,780 | 2,727 | 6,156 | 2,034 | 2,072 | 16% |
| Totals Real Estate and Rental and Leasing | 1,965 | 2,031 | 2,192 | 2,355 | 6,503 | 1,977 | 1,911 | | -13% |
| 541000 - PROFESSIONAL, SCIENTIFIC, & TECHNOLOGICAL SERVICES | 906 | 1,204 | 1,192 | 1,198 | 1,129 | 1,123 | 1,309 | 1,090 | -9% |
| 541100 - LEGAL SERVICES | 775 | 827 | 708 | 579 | 706 | 549 | 588 | 636 | 10% |
| 541300 - ARCHITECTURAL, ENGINEERING & RELATED SERVICES | 474 | 283 | 353 | 221 | 986 | 115 | 439 | 125 | -43% |
| Totals Professional, Scientific and Technical Services | 3,320 | 3,385 | 3,561 | 3,258 | 4,875 | 3,492 | 3,876 | 3,293 | 1% |
| Totals Professional, Scientific and Technical Services | 3,223 | 3,672 | 3,435 | 3,748 | 4,494 | 3,766 | 3,307 | | -4% |
| Totals Admin. and Support, Waste Management and Remediation | 308 | 327 | 336 | 310 | 595 | 357 | 380 | 453 | 46% |
| Totals Admin. and Support, Waste Management and Remediation | 331 | 310 | 352 | 508 | 371 | 378 | 426 | | 21% |
| 611000 - EDUCATIONAL SERVICES | 10 | 154 | 67 | 64 | 15 | 29 | 22 | 33 | -48% |
| Totals Educational Services | 10 | 154 | 67 | 64 | 15 | 29 | 22 | 33 | -48% |
| Totals Educational Services | 33 | 137 | 117 | 12 | 39 | 19 | 33 | | -72% |

City of Gallup - Taxable Gross Receipts

Thousands of Dollars \$

% CHG.
 SAME QT.
 PREV. YR.
3Q 13
(black)
2 Q 13
(red)

OFFICE OF THE CITY MANAGER

Red data represents Taxation &
 Revenue's audited data that is
 1 Quarter behind.

| NAICS Description | 4Q11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | 3Q13 | % CHG. |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|
| 621000 - AMBULATORY HEALTH CARE SERVICES | 898 | 803 | 879 | 871 | 896 | 698 | 696 | 604 | -31% |
| 621111 - OFFICES OF PHYSICIAN(EXCEPT MENTAL HEALTH SPECIALI | 710 | 652 | 762 | 682 | 622 | 623 | 748 | 677 | -1% |
| 621210 - OFFICES OF DENTISTS | 410 | 554 | 589 | 660 | 760 | 1,161 | 1,558 | 1,248 | 89% |
| 621610 - HOME HEALTH CARE SERVICES | 712 | 618 | 731 | 758 | 4,457 | 635 | 1,404 | 1,021 | 35% |
| 622000 - HOSPITALS | 812 | 622 | 810 | 1,297 | 926 | 847 | 672 | 1,005 | -23% |
| 623000 - NURSING & RESIDENTIAL CARE FACILITIES | 2,503 | 2,498 | 2,997 | 2,043 | 3,052 | 1,759 | 2,371 | 3,226 | 58% |
| Totals Health Care and Social Assistance | 8,804 | 8,403 | 9,632 | 9,885 | 13,123 | 8,518 | 10,475 | 10,273 | 4% |
| Totals Health Care and Social Assistance | 8,448 | 9,102 | 9,524 | 12,585 | 9,979 | 9,644 | 9,748 | | 2% |
| Totals Arts, Entertainment and Recreation | 511 | 1,172 | 669 | 731 | 839 | 649 | 533 | 788 | 8% |
| Totals Arts, Entertainment and Recreation | 816 | 878 | 831 | 701 | 850 | 395 | 790 | | -5% |
| 721000 - ACCOMMODATIONS | 3,255 | 2,341 | 2,480 | 3,612 | 3,603 | 2,672 | 2,884 | 3,633 | 1% |
| 721100 - TRAVEL ACCOMMODATION(INC.HOTELS,MOTELS,B&B INNS) | 1,085 | 523 | 258 | 1,136 | 893 | 581 | 602 | 458 | -60% |
| 721110 - HOTELS(EXCEPT CASINO HOTELS)& MOTELS | 2,231 | 1,862 | 1,986 | 2,856 | 3,276 | 2,067 | 2,457 | 3,336 | 17% |
| 722110 - FULL-SERVICE RESTAURANTS | 13,912 | 14,848 | 16,018 | 15,975 | 15,667 | 15,782 | 17,002 | 16,781 | 5% |
| 722210 - LIMITED SERVICE EATING PLACES | 3,073 | 3,888 | 3,955 | 4,137 | 3,550 | 2,934 | 3,120 | 3,078 | -26% |
| 722410 - DRINKING PLACES (ALCOHOLIC BEVERAGES) | 1,025 | 1,013 | 1,014 | 899 | 1,212 | 942 | 984 | 957 | 6% |
| Totals Accomodation and Food Services | 24,743 | 24,808 | 26,389 | 28,694 | 28,603 | 25,272 | 27,267 | 29,003 | 1% |
| Totals Accomodation and Food Services | 24,796 | 25,462 | 28,055 | 29,095 | 25,839 | 27,182 | 27,674 | | -1% |
| 810000 - OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION) | 2,779 | 1,688 | 1,748 | 2,464 | 3,897 | 3,325 | 2,607 | 2,363 | -4% |
| 811100 - AUTOMOTIVE REPAIR & MAINTENANCE | 2,079 | 2,175 | 2,388 | 2,072 | 2,143 | 1,958 | 2,263 | 2,140 | 3% |
| 812000 - PERSONAL & LAUNDRY SERVICES | 1,316 | 2,140 | 1,601 | 1,320 | 1,246 | 1,771 | 1,676 | 1,419 | 8% |
| Totals Other Services (except Public Admin.) | 8,090 | 8,484 | 7,912 | 8,758 | 9,905 | 9,373 | 8,782 | 8,276 | -5% |
| Totals Other Services (except Public Admin.) | 8,045 | 8,105 | 8,759 | 8,609 | 9,984 | 9,372 | 8,809 | | 1% |
| Totals Public Administration | | 1,396 | | | | | 1,457 | | |
| Totals Public Administration | 3,836 | 0 | 0 | 3,992 | 3,778 | 4,342 | 0 | | |
| Totals Unclassified Establishments | 103 | 149 | 367 | 79 | 82 | 110 | 135 | 160 | 103% |
| Totals Unclassified Establishments | 157 | 358 | 142 | 107 | 80 | 154 | 182 | | 28% |

% CHG.

SAME QT.

PREV. YR.

3Q 13

(black)

2 Q 13

(red)

OFFICE OF THE CITY MANAGER

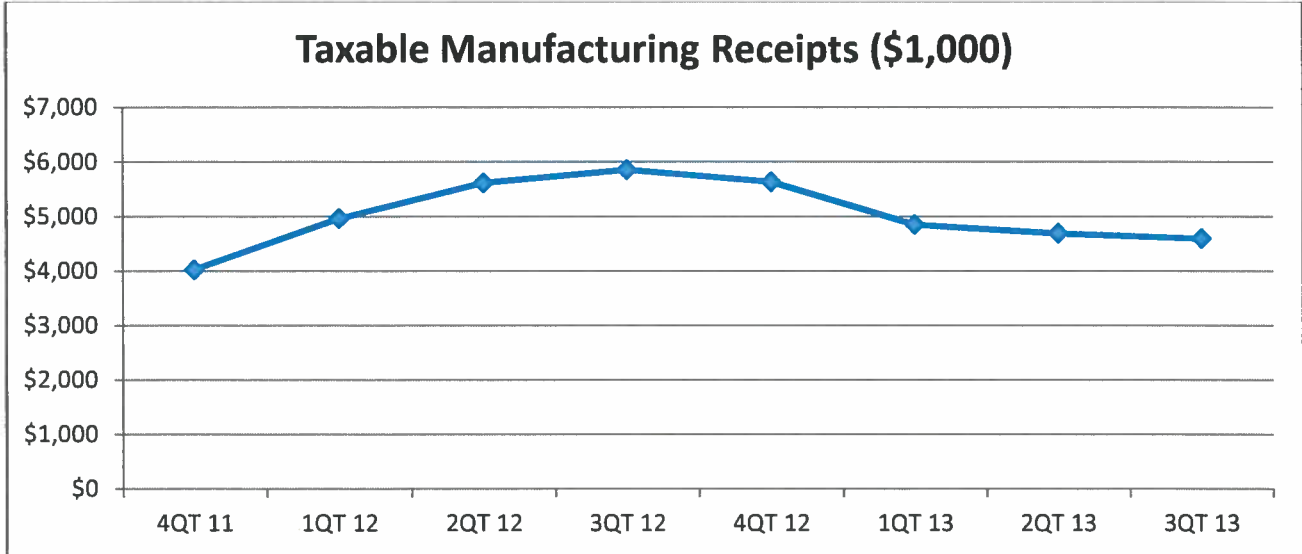
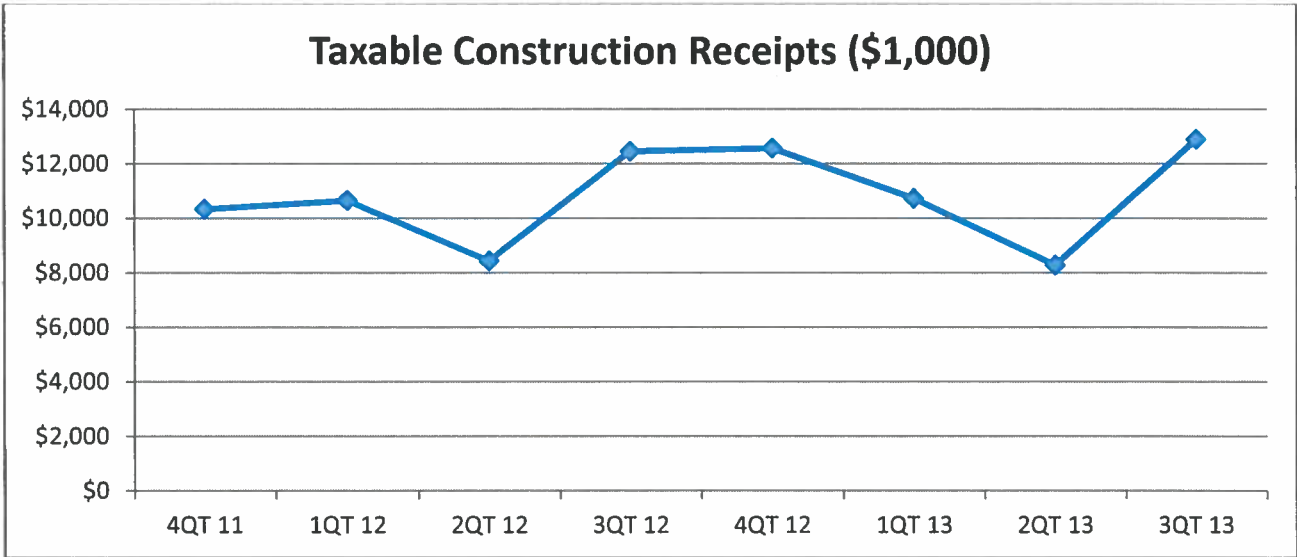
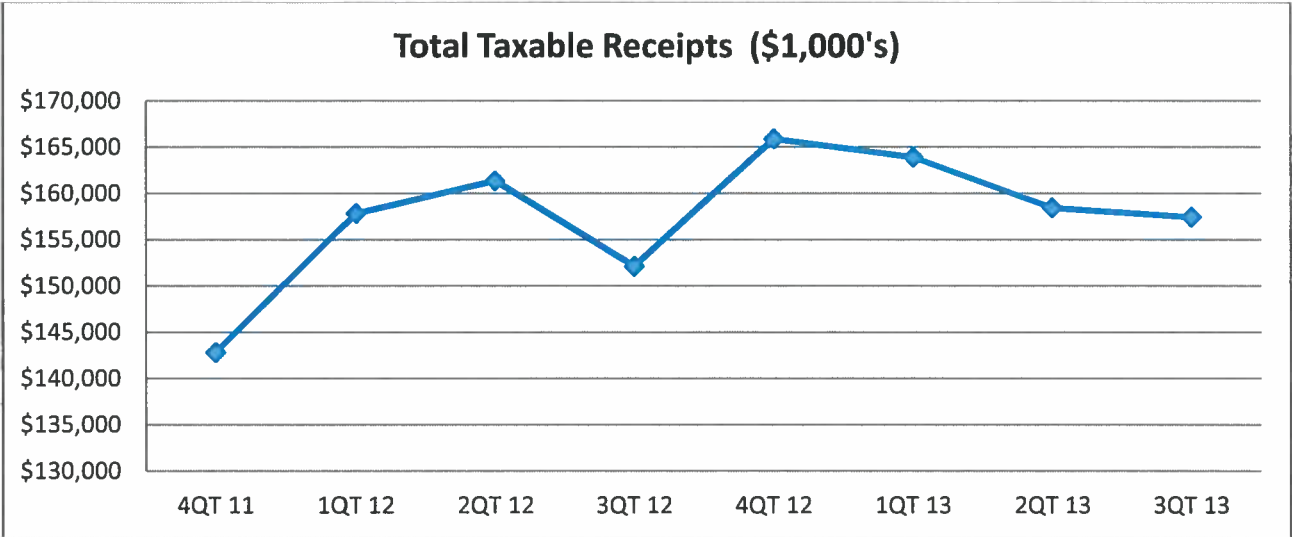
Red data represents Taxation &

Revenue's audited data that is

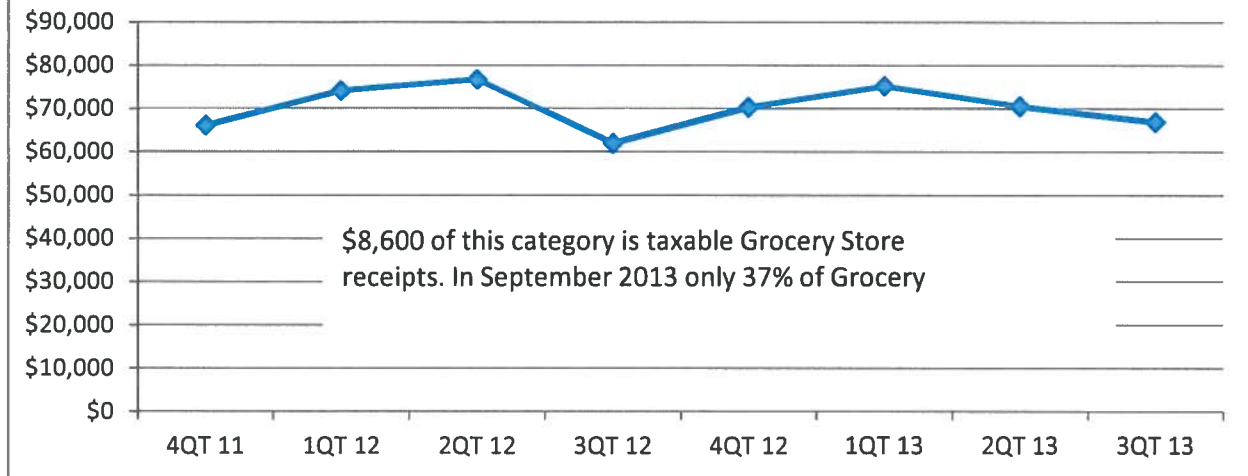
1 Quarter behind.

| NAICS Description | 4Q 11 | 1Q 12 | 2Q 12 | 3Q 12 | 4Q 12 | 1Q 13 | 2Q 13 | 3Q 13 | % CHG. |
|---------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|---------|------------|
| | 142,834 | 157,834 | 161,372 | 152,140 | 165,892 | 163,911 | 158,453 | 157,441 | 3% |
| GRAND TOTALS | 156,483 | 153,199 | 156,618 | 162,237 | 169,340 | 159,685 | 154,825 | | -1% |

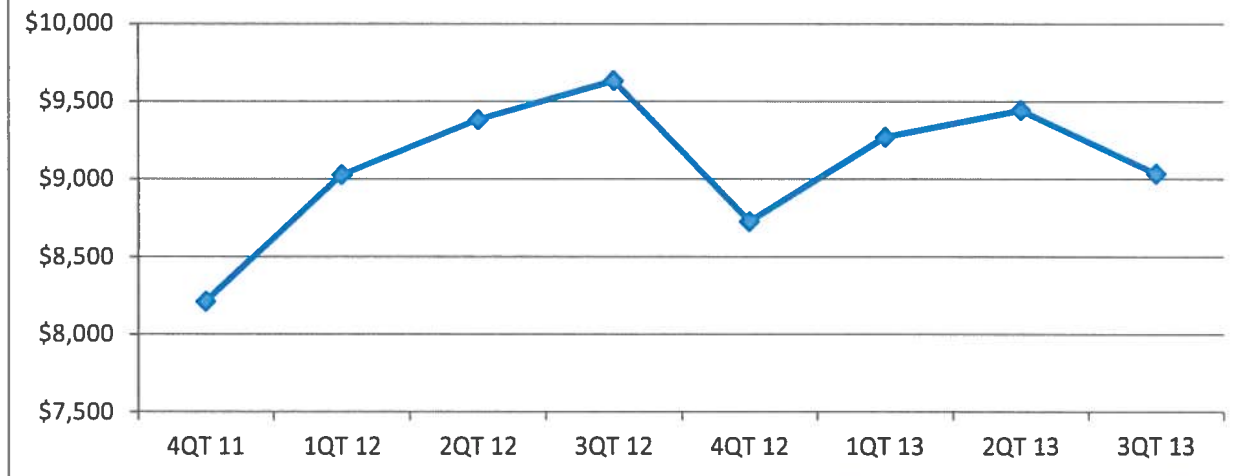
The graphs shown below summarize the data found in the attached table(s).



Taxable Retail Trade Receipts (\$1,000's)



Taxable Information Cultural Receipts (\$1,000)



Taxable Prof. Sci. Tech. Receipts (\$1,000)

