

Retail Outlook

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2011 Sales Tax Distribution

● City Of Kennewick	\$13,933,281
● City of Pasco	\$ 8,081,055
● City of Richland	\$ 9,296,304
● City of West Richland	\$ 691,796
● Benton County	\$ 10,787,239
● Franklin County	\$ 3,074,860

*Washington State Department of Revenue

2011 / 2010 Sales Tax Distribution

	2011	2010
● City Of Kennewick	+ 7.9%	+ 4.6%
● City of Pasco	+ 6.4%	+ 4.7%
● City of Richland	+12.0 %	+ 8.9%
● City of West Richland	+ 9.0%	+ 2.0%
● Benton County	+19.0%	+5.3%
● Franklin County	+19.3%	+9.5%

*Washington State Department of Revenue

STATEWIDE 2.5% increase

- Clark County +4%
- King County* +7%
- Kitsap County*+2%
- Pierce County Flat
- Snohomish County
Flat
- Benton County +15%
- Franklin County +10%
- Spokane County *
+3%
- Walla Walla County *
+5%
- Yakima County* +3%

Evolving Retail Market

2011

- Bankruptcies
- Rising prices of consumer goods
- Tight Inventory Controls
- New Growth
- Pop Up Stores

2012

- Bankruptcies
- Closing of underperforming stores
- New Growth
- Pop Up Stores

Trends to Watch

- Cash-Less Society
- DIY Health
- Dealer-Chic
- Idle Sourcing
- Market Fairness Act



Market Fairness Act

- **Federal legislation to address imbalance and give states the power to collect sales tax revenue on e-commerce sales**
- **\$23 Billion in uncollected sales tax nationally from E-Commerce sales**
- **\$281 Million in Washington State in 2012**

2012 Forecast Retail Sales

- Nationally Forecasting a 4-5% sales gain
- Locally Forecasting 4% sales gain