

| State of Arizona: Gross Sales by Sector | | | | | | |
|--|------------------------|------------------------|-------------|-------------------------|-------------------------|-------------|
| Sector | November 2012 | November 2011 | % Change | 2012 YTD Sales | 2011 YTD Sales | % Change |
| Lodging | \$161,548,041 | \$173,502,595 | -6.9% | \$2,027,202,902 | \$1,958,891,447 | 3.5% |
| Restaurant/Bar | \$817,069,206 | \$784,468,794 | 4.2% | \$9,433,309,559 | \$8,828,531,675 | 6.9% |
| Retail | \$4,295,797,929 | \$4,023,224,770 | 6.8% | \$44,303,142,508 | \$42,464,072,409 | 4.3% |
| Amusement | \$76,227,292 | \$82,288,390 | -7.4% | \$949,798,733 | \$945,402,226 | 0.5% |
| Total | \$5,350,642,468 | \$5,063,484,549 | 5.7% | \$56,713,453,702 | \$54,196,897,757 | 4.6% |

Source: Arizona Department of Revenue

| *Estimated State Tourism Taxes: Tourism Related Sectors | | | | | | |
|--|---------------------|---------------------|-------------|----------------------|----------------------|-------------|
| Sector | November 2012 | November 2011 | % Change | 2012 YTD Taxes | 2011 YTD Taxes | % Change |
| Lodging | \$8,440,885 | \$9,065,511 | -6.9% | \$105,921,352 | \$102,352,078 | 3.5% |
| Restaurant/Bar | \$10,807,538 | \$10,376,326 | 4.2% | \$124,776,272 | \$116,776,754 | 6.9% |
| Retail | \$26,245,607 | \$24,580,294 | 6.8% | \$270,674,479 | \$259,438,497 | 4.3% |
| Amusement | \$274,479 | \$296,304 | -7.4% | \$3,420,035 | \$3,404,204 | 0.5% |
| Total | \$45,768,509 | \$44,318,434 | 3.3% | \$504,792,139 | \$481,971,533 | 4.7% |

Source: Gross Sales reported by Arizona Dept. of Revenue. Estimated state tax collections by AHRRC/NAU.

*Note: The above tax estimates DO NOT include the 1% temporary tax increase which took effect June 1, 2010.

Tax rates reflected above are Lodging (5.5%) and Restaurant/Bar, Retail, Amusement (5.6%)

For additional information contact: Melissa Elkins, Research Manager, Arizona Office of Tourism at 602-364-3716 or melkins@azot.gov