



| State of Arizona: Gross Sales by Sector |                         |                         |             |                          |                          |             |
|---|-------------------------|-------------------------|-------------|--------------------------|--------------------------|-------------|
| Sector                                  | May 2016                | May 2015                | % Change    | 2016 YTD Sales           | 2015 YTD Sales           | % Change    |
| Lodging                                 | \$ 239,572,446          | \$ 230,193,830          | 4.1%        | \$ 1,475,063,477         | \$ 1,439,686,614         | 2.5%        |
| Restaurant/Bar                          | \$ 1,127,491,830        | \$ 1,109,057,365        | 1.7%        | \$ 5,819,073,861         | \$ 5,409,440,304         | 7.6%        |
| Retail                                  | \$ 5,183,701,182        | \$ 5,180,095,890        | 0.1%        | \$ 25,650,560,414        | \$ 25,194,181,156        | 1.8%        |
| Amusement                               | \$ 131,912,287          | \$ 100,233,938          | 31.6%       | \$ 656,948,492           | \$ 651,207,784           | 0.9%        |
| <b>Total</b>                            | <b>\$ 6,682,677,745</b> | <b>\$ 6,619,581,023</b> | <b>1.0%</b> | <b>\$ 33,601,646,244</b> | <b>\$ 32,694,515,858</b> | <b>2.8%</b> |

Source: Arizona Department of Revenue

| Estimated State Tourism Taxes: Tourism Related Sectors |                      |                      |             |                       |                       |             |
|--|----------------------|----------------------|-------------|-----------------------|-----------------------|-------------|
| Sector   | May 2016             | May 2015             | % Change    | 2016 YTD Sales        | 2015 YTD Sales        | % Change    |
| Lodging  | \$ 12,517,660        | \$ 12,027,628        | 4.1%        | \$ 77,072,067         | \$ 75,223,626         | 2.5%        |
| Restaurant/Bar   | \$ 14,913,560        | \$ 14,669,724        | 1.7%        | \$ 76,970,054         | \$ 71,551,749         | 7.6%        |
| Retail   | \$ 31,670,341        | \$ 31,648,314        | 0.1%        | \$ 156,714,664        | \$ 153,926,369        | 1.8%        |
| Amusement  | \$ 474,990           | \$ 360,922           | 31.6%       | \$ 2,365,540          | \$ 2,344,869          | 0.9%        |
| <b>Total</b>   | <b>\$ 59,576,551</b> | <b>\$ 58,706,587</b> | <b>1.5%</b> | <b>\$ 313,122,324</b> | <b>\$ 303,046,613</b> | <b>3.3%</b> |

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

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

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