









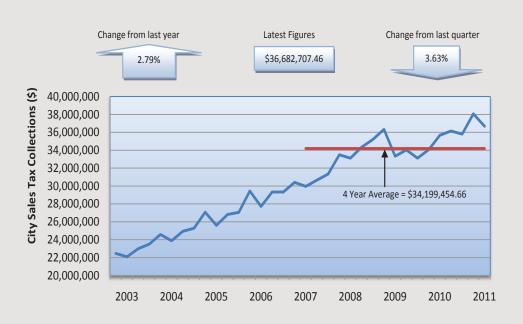
July 2011

# SOIC Regional Economic Indicators: City Sales Tax Collections



Lity sales tax collections rose 2.79% (\$0.996 million) over the past year, with fifteen of the twenty five cities in the SOIC region increasing their yearly city sales tax collections. Of these twenty five cities, Taloga managed the greatest percentage gains with 388.73% (\$0.052 million), followed by Watonga with 48.85% (\$0.145 million), Sayre with 23.09% (\$0.070 million) and Hollis with 22.23% (\$0.012 million). Over the past quarter, regional city sales tax collections decreased 3.63% (\$1.380 million) staying above the four year average of \$34,199,454.66. The four year average is the average of all the city sales tax collections reported from 1st Qtr 2007 to 1st Qtr 2011. It serves as a marker to judge the current market conditions. Over the entire time period from 4th Qtr 2002 to 1st Qtr 2011, regional city sales tax collections stood at a combined total of \$1.024 billion in the SOIC region.

## Chart 1: Total City Sales Tax Collections

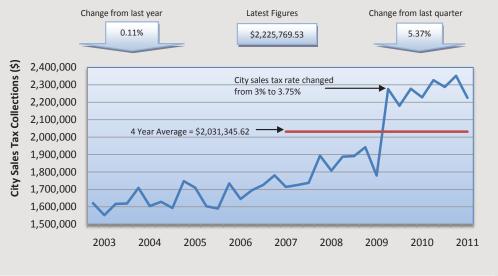


Source: Oklahoma Tax Commission

Chart 2: Comparative City Sales Tax Collections

	Ist Qtr 2011	4th Qtr 2010	% Change*	Ist Qtr 2010	% Change*	Ist Qtr 2009	% Change*	Ist Qtr 2008	% Change*
Altus	\$2,225,769.53	\$2,352,139.36	-5.37%	\$2,228,228.16	-0.11%	\$1,779,603.03	25.07%	\$1,808,183.37	23.09%
Anadarko	\$655,625.67	\$639,076.81	2.59%	\$626,044.07	4.73%	\$5,773,212.17	-88.64%	\$712,030.11	-7.92%
Burns Flat	\$51,688.96	\$51,046.27	1.26%	\$55,210.55	-6.38%	\$48,018.64	7.64%	\$55,883.09	-7.51%
Cheyenne	\$96,480.21	\$102,964.52	-6.30%	\$66,245.26	45.64%	\$66,747.51	44.55%	\$132,635.69	-27.26%
Chickasha	\$2,431,970.32	\$2,445,859.70	-0.57%	\$2,315,276.62	5.04%	\$2,284,865.14	6.44%	\$2,386,735.13	1.90%
Clinton	\$1,283,356.36	\$1,287,570.48	-0.33%	\$1,116,085.92	14.99%	\$1,350,937.90	-5.00%	\$1,314,338.49	-2.36%
Cordell	\$177,448.19	\$187,298.60	-5.26%	\$168,919.47	5.05%	\$176,688.97	0.43%	\$179,150.19	-0.95%
Duncan	\$3,093,561.39	\$3,166,003.66	-2.29%	\$3,462,172.87	-10.65%	\$3,059,641.54	1.11%	\$2,995,830.69	3.26%
El Reno	\$1,940,605.33	\$2,470,273.50	-21.44%	\$1,637,392.18	18.52%	\$1,763,458.25	10.05%	\$1,575,266.18	23.19%
Elk City	\$3,048,575.19	\$3,052,436.59	-0.13%	\$2,381,701.40	28.00%	\$2,505,756.88	21.66%	\$2,881,117.87	5.81%
Frederick	\$195,578.21	\$205,166.77	-4.67%	\$211,832.31	-7.67%	\$196,707.12	-0.57%	\$195,317.43	0.13%
Hobart	\$305,012.23	\$327,155.92	-6.77%	\$345,014.47	-11.59%	\$313,534.98	-2.72%	\$295,709.75	3.15%
Hollis	\$65,990.34	\$59,341.13	11.21%	\$53,990.01	22.23%	\$58,905.43	12.03%	\$62,381.97	5.78%
Kingfisher	\$571,440.48	\$609,270.28	-6.21%	\$551,377.25	3.64%	\$594,828.32	-3.93%	\$592,697.31	-3.59%
Lawton	\$10,769,507.78	\$11,178,133.62	-3.66%	\$11,455,343.82	-5.99%	\$9,288,810.81	15.94%	\$9,261,114.21	16.29%
Mangum	\$140,406.94	\$138,744.18	1.20%	\$140,745.81	-0.24%	\$149,533.75	-6.10%	\$154,986.43	-9.41%
Mustang	\$1,815,025.61	\$1,857,881.96	-2.31%	\$1,817,093.58	-0.11%	\$1,789,137.54	1.45%	\$1,644,152.98	10.39%
Purcell	\$1,012,065.06	\$1,060,794.23	-4.59%	\$938,544.94	7.83%	\$8,709,348.03	-88.38%	\$973,893.65	3.92%
Sayre	\$375,562.60	\$359,378.08	4.50%	\$305,111.99	23.09%	\$347,612.32	8.04%	\$385,510.62	-2.58%
Taloga	\$65,256.31	\$20,794.62	213.81%	\$13,352.23	388.73%	\$11,093.85	488.22%	\$18,165.26	259.24%
Walters	\$103,520.96	\$110,798.99	-6.57%	\$118,938.19	-12.96%	\$113,786.69	-9.02%	\$118,227.50	-12.44%
Watonga	\$440,744.63	\$317,757.61	38.70%	\$296,101.65	48.85%	\$345,582.61	27.54%	\$309,476.72	42.42%
Waurika	\$78,575.09	\$86,889.99	-9.57%	\$90,414.86	-13.09%	\$92,276.10	-14.85%	\$88,019.81	-10.73%
Weatherford	\$1,853,623.48	\$1,807,218.61	2.57%	\$1,592,751.42	16.38%	\$1,588,363.10	16.70%	\$1,549,365.17	19.64%
Yukon	\$3,885,316.59	\$4,168,787.91	-6.80%	\$3,698,786.92	5.04%	\$3,802,624.90	2.17%	\$3,420,313.55	13.60%
Total	\$36,682,707.46	\$38,062,783.39	-3.63%	\$35,686,675.95	2.79%	\$46,211,075.58	-20.62%	\$33,110,503.17	10.79%

# Chart 3: Altus City Sales Tax Collections



 Ist Qtr 2011
 4th Qtr 2010
 % Change\*
 Ist Qtr 2010
 % Change\*
 Ist Qtr 2010
 % Change\*
 Ist Qtr 2009
 % Change\*
 Ist Qtr 2008
 % Change\*

 \$2,225,769.53
 \$2,352,139.36
 -5.37%
 \$2,228,228.16
 -0.11%
 \$1,779,603.03
 25.07%
 \$1,808,183.37
 23.09%

\*Compared to current quarter

Source: Oklahoma Tax Commission

Anadarko city sales tax collections were up 2.59% between 4th Qtr 2010 and 1st Qtr 2011. Over the course of the past year, total city sales tax collections were up 4.73% for a total city sales tax

collection of \$655,625.67. City sales tax collections

for 1st Qtr 2011 were below the four year average

of \$672,106.14.

Altus city sales tax collections were down 5.37%

during 1st Qtr 2011 for a total city sales tax collection of \$2,225,769.53. Over the course of the

past year, city sales tax collections were down 0.11%.

In 2nd Qtr 2009, Altus' city sales tax rate increased

from 3% to 3.75%.





Ist Qtr 2011 4th Qtr 2010 % Change 1st Qtr 2010 % Change<sup>3</sup> 1st Qtr 2009 % Change<sup>\*</sup> 1st Qtr 2008 % Change\* \$655,625.67 \$639,076.81 2.59% \$626,044,07 4.73% \$5,773,212.17 -88.64% \$712,030.11 -7.92%

\*Compared to current quarter



City sales tax collections for Burns Flat rose 1.26% between 4th Qtr 2010 and 1st Qtr 2011 and fell 6.38% between 1st Qtr 2010 and 1st Qtr 2011. City sales tax collections for 1st Qtr 2011 were below the four year average of \$54,957.50.

Cheyenne city sales tax collections were down 6.30% on the quarter and up 45.64% on the year. City sales tax collections for 1st Qtr 2011 were below the four year average of \$98,767.02.

## Chart 5: Burns Flat City Sales Tax Collections



\*Compared to current quarter

Source: Oklahoma Tax Commission

# Chart 6: Cheyenne City Sales Tax Collections



\*Compared to current quarter

# Chart 7: Chickasha City Sales Tax Collections



\*Compared to current quarter

Source: Oklahoma Tax Commission

\$2,337,329.00.

Chickasha city sales tax collections fell 0.57%

between 4th Qtr 2010 and 1st Qtr 2011. Over the course of the past year, total sales tax collections

were up 5.04% for a total city sales tax collection

of \$2,431,970.32. City sales tax collections for

1st Qtr 2011 were above the four year average of

# Chart 8: Clinton City Sales Tax Collections



\$1,283,356.36 \$1,287,570.48 -0.33% \$1,116,085.92 \$1,350,937.90 \$1,314,338.49 -2.36% 14.99% -5.00%

\*Compared to current quarter

Source: Oklahoma Tax Commission

City sales tax collections for Clinton fell 0.33% between 4th Qtr 2010 and 1st Qtr 2011 and rose 14.99% between 1st Qtr 2010 and 1st Qtr 2011. City sales tax collections for 1st Qtr 2011 were above the four year average of \$1,255,372.26.



City sales tax collections for Cordell fell 5.26% between 4th Qtr 2010 and 1st Qtr 2011 for a total city sales tax collection of \$177,448.19. City sales tax collections for 1st Qtr 2011 were below the four year average of \$187,253.94.

Duncan city sales tax collections were down 2.29% from the previous quarter for a total city sales tax collection of \$3,093,561.39. City sales tax collections for 1st Qtr 2011 were above the four year average of \$3,054,753.48.

### Chart 9: Cordell City Sales Tax Collections

Latest Figures

Change from last quarter



lst Qtr 2011	4th Qtr 2010	% Change*	lst Qtr 2010	% Change*	lst Qtr 2009	% Change*	lst Qtr 2008	% Change*
\$177,448.19	\$187,298.60	-5.26%	\$168,919.47	5.05%	\$176,688.97	0.43%	\$179,150.19	-0.95%

<sup>\*</sup>Compared to current quarter

Source: Oklahoma Tax Commission

Change from last year

5.05%

# Chart 10: Duncan City Sales Tax Collections



lst Qtr 2011	4th Qtr 2010	% Change*	lst Qtr 2010	% Change*	lst Qtr 2009	% Change*	lst Qtr 2008	% Change*
\$3,093,561.39	\$3,166,003.66	-2.29%	\$3,462,172.87	-10.65%	\$3,059,641.54	1.11%	\$2,995,830.69	3.26%

\*Compared to current quarter

# Chart 11: El Reno City Sales Tax Collections



1st Qtr 2011 \$1,940,605.33 \$2,470,273.50 -21.44% \$1,637,392.18 23.19% 18.52% \$1,763,458.25

\*Compared to current quarter

Source: Oklahoma Tax Commission

Chart 12: Elk City City Sales Tax Collections



\$2,881,117.87 \$3,048,575,19 \$3,052,436.59 -0.13% \$2,381,701,40 28.00% \$2,505,756.88 21.66% 5.81%

\*Compared to current quarter

Source: Oklahoma Tax Commission

El Reno city sales tax collections were down 21.44% from the previous quarter for a total city sales tax collection of \$1,940,605.33. Analysis of the city sales tax collections broken down by two digit standard industry code revealed that the Industrial and Commercial Machinery and Computer Equipment sector (SIC 35) experienced the largest decrease with a loss of \$0.482 million (75.73%) between 4th Qtr 2010 and 1st Qtr 2011. In 3rd Qtr 2008, El Reno's city sales tax rate increased from 3.75% to 4%.

Elk City city sales tax collections were down 0.13% on the quarter for a total city sales tax collection of \$3,048,575.19. City sales tax collections for 1st Qtr 2011 were above the four year average of \$2,732,495.02. During 4th Qtr 2003, the city sales tax rate increased from 3% to 4%.



City sales tax collections for Frederick fell 4.67% between 4th Qtr 2010 and 1st Qtr 2011 and 7.67% between 1st Qtr 2010 and 1st Qtr 2011 for a total city sales tax collection of \$195,578.21. This figure was below the four year average of \$210,227.39. In 2nd Qtr 2004, Frederick's city sales tax rate increased from 3% to 3.5%.

Hobart city sales tax collections fell 6.77% between 4th Qtr 2010 and 1st Qtr 2011 and 11.59% between 1st Qtr 2010 and 1st Qtr 2011 for a total city sales tax collection of \$305,012.23. This figure was below the four year average of \$305,860.16.

### Chart 13: Frederick City Sales Tax Collections



\*Compared to current quarter

Source: Oklahoma Tax Commission

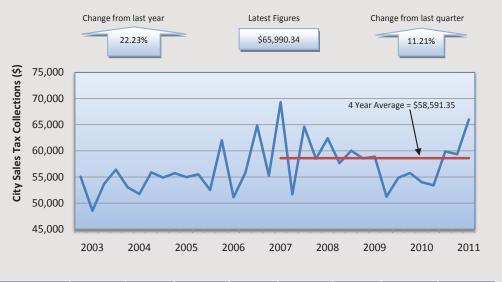
# Chart 14: Hobart City Sales Tax Collections



\$305,012.23 \$327,155.92 -6.77% \$345,014.47 \$313,534.98 \$295,709.75 3.15% -11.59%

\*Compared to current quarter

# Chart 15: Hollis City Sales Tax Collections



 1st Qtr 2011
 4th Qtr 2010
 % Change\*
 1st Qtr 2010
 % Change\*
 1st Qtr 2009
 % Change\*
 1st Qtr 2008
 % Change\*

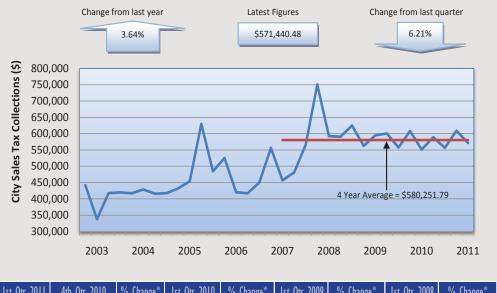
 \$65,990.34
 \$59,341.13
 11.21%
 \$53,990.01
 22.23%
 \$58,905.43
 12.03%
 \$62,381.97
 5.78%

\*Compared to current quarter

Source: Oklahoma Tax Commission

Hollis city sales tax collections were up 11.21% on the quarter for a total city sales tax collection of \$65,990.34. City sales tax collections were up 22.23% over the course of the past year. Analysis of the city sales tax collections broken down by two digit standard industry code revealed that the Industrial and Miscellaneous Retail sector (SIC 59) experienced the largest increase with a gain of \$0.010 million (505.24%) between 4th Qtr 2010 and 1st Qtr 2011. City sales tax collections for 1st Qtr 2011 were above the four year average of \$58,591.35.

# Chart 16: Kingfisher City Sales Tax Collections



4th Qtr 2010 Ist Qtr 2011 Change lst Qtr 2010 % Change lst Qtr 2009 % Change % Change \$571,440.48 \$609,270.28 -6.21% \$551,377.25 3.64% \$594,828.32 -3.93% \$592,697.31 -3.59%

\*Compared to current quarter

Source: Oklahoma Tax Commission

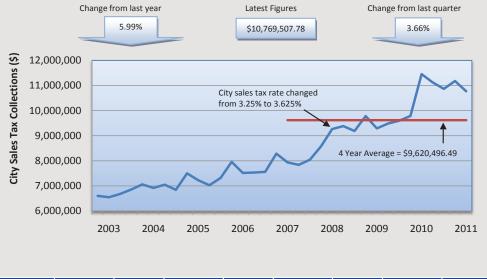
Kingfisher city sales tax collections fell 6.21% between 4th Qtr 2010 and 1st Qtr 2011. Over the course of the past year, city sales tax collections were up 3.64% for a total city sales tax collection of \$571,440.48. City sales tax collections for 1st Qtr 2011 were above the four year average of \$580,251.79.



Lawton city sales tax collections were down 3.66% from the previous quarter with total city sales tax collections of \$10,769,507.78. In 1st Qtr 2008, Lawton's city sales tax rate increased from 3.25% to 3.625%.

City sales tax collections for Mangum rose 1.20% between 4th Qtr 2010 and 1st Qtr 2011. Over the course of the past year, city sales tax collections were down 0.24% for a total city sales tax collection of \$140,406.94. City sales tax collections for 1st Qtr 2011 were below the four year average of \$143,563.99.

## Chart 17: Lawton City Sales Tax Collections

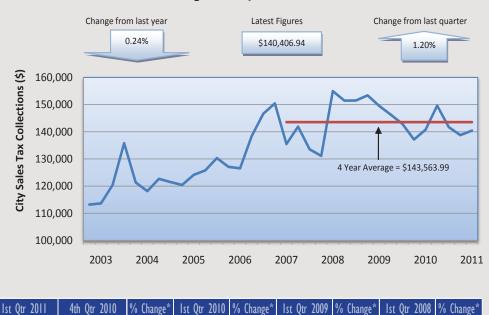


lst Qtr 2011	4th Qtr 2010	% Change*	lst Qtr 2010	% Change*	Ist Qtr 2009	% Change*	lst Qtr 2008	% Change*
\$ 510,769,507.78	\$11,178,133.62	-3.66%	\$11,455,343.82	-5.99%	\$9,288,810.81	15.94%	\$9,261,114.21	16.29%

<sup>\*</sup>Compared to current quarter

Source: Oklahoma Tax Commission

# Chart 18: Mangum City Sales Tax Collections



-0.24%

\$149,533.75

\*Compared to current quarter

\$140,406.94

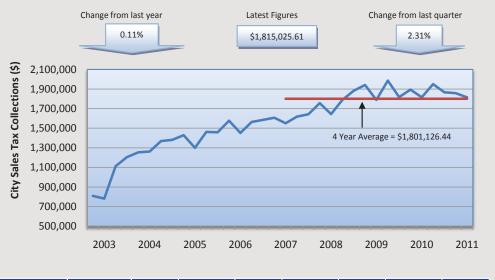
Source: Oklahoma Tax Commission

\$138,744.18

1.20%

\$140,745.81

# Chart 19: Mustang City Sales Tax Collections



 1st Qtr 2011
 4th Qtr 2010
 % Change\*
 1st Qtr 2010
 % Change\*
 1st Qtr 2010
 % Change\*
 1st Qtr 2009
 % Change\*
 1st Qtr 2008
 % Change\*

 \$1,815,025.61
 \$1,857,881.96
 -2.31%
 \$1,817,093.58
 -0.11%
 \$1,789,137.54
 1.45%
 \$1,644,152.98
 10.39%

\*Compared to current quarter

Source: Oklahoma Tax Commission

Mustang city sales tax collections were down 2.31%

between 4th Qtr 2010 and 1st Qtr 2011 and 0.11% between 1st Qtr 2010 and 1st Qtr 2011. Total city sales

tax collections stood at \$1,815,025.61. This figure

was above the four year average of \$1,801,126.44.

# Chart 20: Purcell City Sales Tax Collections



 Ist Qtr 2011
 4th Qtr 2010
 % Change\*
 Ist Qtr 2010
 % Change\*

 \$1,012,065.06
 \$1,060,794.23
 -4.59%
 \$938,544.94
 7.83%
 \$8,709,348.03
 -88.38%
 \$973,893.65
 3.92%

\*Compared to current quarter

Source: Oklahoma Tax Commission

Purcell city sales tax collections were down 4.59% from the previous quarter with total city sales tax collections of \$1,012,065.06. This figure was above the four year average of \$967,426.74. In 2nd Qtr 2005, Purcell's city sales tax rate rose from 3.5% to 4%.



City sales tax collections for Sayre rose 4.50% between 4th Qtr 2010 and 1st Qtr 2011 and 23.09% between 1st Qtr 2010 and 1st Qtr 2011.

Taloga city sales tax collections were up 213.81% on the quarter for total city sales tax collections of \$65,256.31. Analysis of the city sales tax collections broken down by two digit standard industry code revealed that the Industrial and Commercial Machinery and Computer Equipment sector (SIC 35) experienced the largest increase with a gain of \$0.032 million (239.37%) between 4th Qtr 2010 and 1st Qtr 2011.

### Chart 21: Sayre City Sales Tax Collections



	lst Qtr 2011	4th Qtr 2010	% Change*	1st Qtr 2010	% Change*	Ist Qtr 2009	% Change*	lst Qtr 2008	% Change*
١	\$260,265.46	\$353,278.86	-26.33%	\$322,406.18	-19.27%	\$338,484.55	-23.11%	\$369,861.30	-29.63%

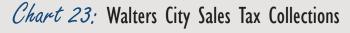
<sup>\*</sup>Compared to current quarter

Source: Oklahoma Tax Commission

# Chart 22: Taloga City Sales Tax Collections



\*Compared to current quarter





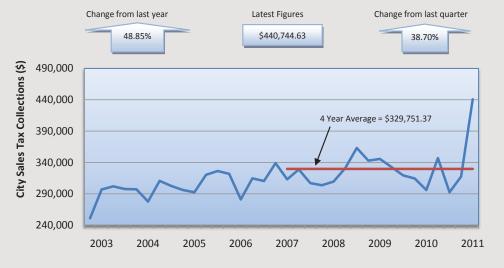
 1st Qtr 2011
 4th Qtr 2010
 % Change\*
 1st Qtr 2010
 % Change\*
 1st Qtr 2010
 % Change\*
 1st Qtr 2009
 % Change\*
 1st Qtr 2008
 % Change\*

 \$103,520.96
 \$110,798.99
 -6.57%
 \$118,938.19
 -12.96%
 \$113,786.69
 -9.02%
 \$118,227.50
 -12.44%

\*Compared to current quarter

Source: Oklahoma Tax Commission

Chart 24: Watonga City Sales Tax Collections



 Ist Qtr 2011
 4th Qtr 2010
 % Change\*
 Ist Qtr 2010
 % Change\*
 Ist Qtr 2010
 % Change\*
 Ist Qtr 2009
 % Change\*
 Ist Qtr 2008
 % Change\*

 \$440,744.63
 \$317,757.61
 38.70%
 \$296,101.65
 48.85%
 \$345,582.61
 27.54%
 \$309,476.72
 42.42%

\*Compared to current quarter

Source: Oklahoma Tax Commission

City sales tax collections for Walters fell 6.57% between 4th Qtr 2010 and 1st Qtr 2011. Over the course of the past year, city sales tax collections were down 12.96% for a total city sales tax collection of \$103,520.96. City sales tax collections for 1st Qtr 2011 were below the four year average of \$114,760.13.

Watonga city sales tax collections were up 38.70% from the previous quarter for total city sales tax collections of \$440,744.63. Over the course of the past year, city sales tax collections were up 48.85%. Analysis of the city sales tax collections broken down by two digit standard industry code revealed that the Food Stores sector (SIC 54) experienced the largest increase with a gain of \$0.028 million (32.43%) between 4th Qtr 2010 and 1st Qtr 2011.



Waurika city sales tax collections fell 9.57% between 4th Qtr 2010 and 1st Qtr 2011 and 13.09% between 1st Qtr 2010 and 1st Qtr 2011. City sales tax collections for 1st Qtr 2011 were below the four year average of \$90,456.54.

City sales tax collections for Weatherford rose 2.57% on the quarter for total city sales tax collections of \$1,853,623.48. Over the course of the past year, total sales tax collections were up 16.38%. This marked the second time that city sales tax collections have been above \$1,800,000. In 1st Qtr 2005, Weatherford's city sales tax rate rose from 3% to 4%.

### Chart 25: Waurika City Sales Tax Collections



Ist Qt	tr 2011	4th Qtr 2010	% Change*	lst Qtr 2010	% Change*	Ist Qtr 2009	% Change*	lst Qtr 2008	% Change*
\$78,!	575.09	\$165,465.08	-52.51%	\$445,258.29	-82.35%	\$92,276.10	-14.85%	\$88,019.81	-10.73%

<sup>\*</sup>Compared to current quarter

Source: Oklahoma Tax Commission

## Chart 26: Weatherford City Sales Tax Collections



lst Qtr 2011	4th Qtr 2010	% Change*	lst Qtr 2010	% Change*	Ist Qtr 2009	% Change*	lst Qtr 2008	% Change*
\$1,853,623.48	\$1,807,218.61	2.57%	\$1,592,751.42	16.38%	\$1,588,363.10	16.70%	\$1,549,365.17	19.64%

<sup>\*</sup>Compared to current quarter

# Chart 27: Yukon City Sales Tax Collections



lst Qtr 2011	4th Qtr 2010	% Change*	lst Qtr 2010	% Change*	lst Qtr 2009	% Change*	lst Qtr 2008	% Change*
\$3,885,316.59	\$4,168,787.91	-6.80%	\$3,698,786.92	5.04%	\$3,802,624.90	2.17%	\$3,420,313.55	13.60%

\*Compared to current quarter

Source: Oklahoma Tax Commission

Yukon city sales tax collections were down 6.80% between 4th Qtr 2010 and 1st Qtr 2011 and up 5.04% between 1st Qtr 2010 and 1st Qtr 2011. In 3rd Qtr 2004, Yukon's city sales tax rate rose from 2.75% to 3.75%. In 2nd Qtr 2007, Yukon's city sales tax rate rose from 3.75% to 4%.

