



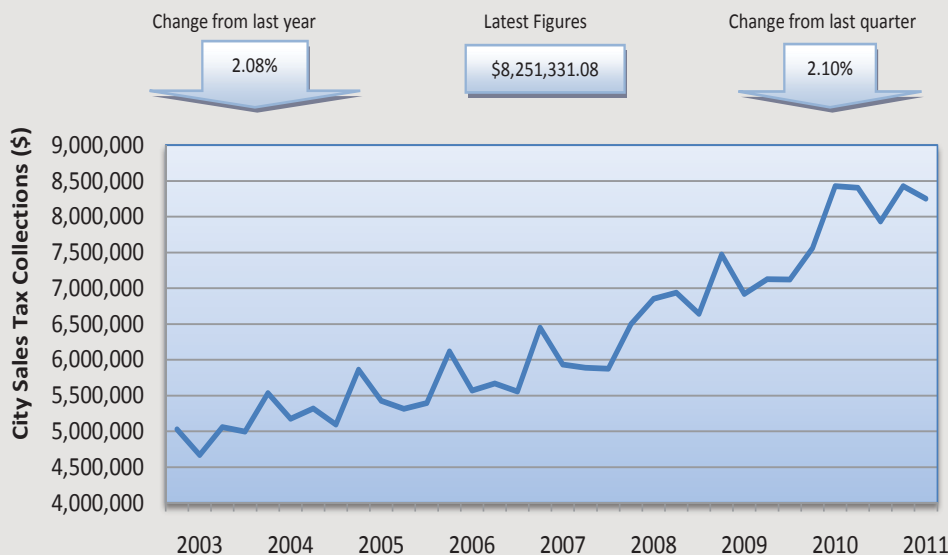
August 2011

SOIC Regional Economic Indicators: Lawton Focus on the Retail Trade Sectors (SIC 52-59)

Lawton city sales tax collections for the Retail Trade sectors (SIC 52-59) fell 2.10% (\$0.177 million) in 1st Qtr 2011 from the previous quarter. Over the course of the past year, three of the eight sectors managed an increase in their sector's city sales tax collections. The Furniture, Home Furnishings and Equipment sector (SIC 57) managed the greatest percentage gain with 9.45% (\$0.046 million), followed by the Food Stores sector (SIC 54) with 4.66% (\$0.027 million) and the Eating and Drinking Places sector (SIC 58) with 3.92% (\$0.057 million). In 1st Qtr 2008, Lawton's city sales tax rate increased from 3.25% to 3.625%.

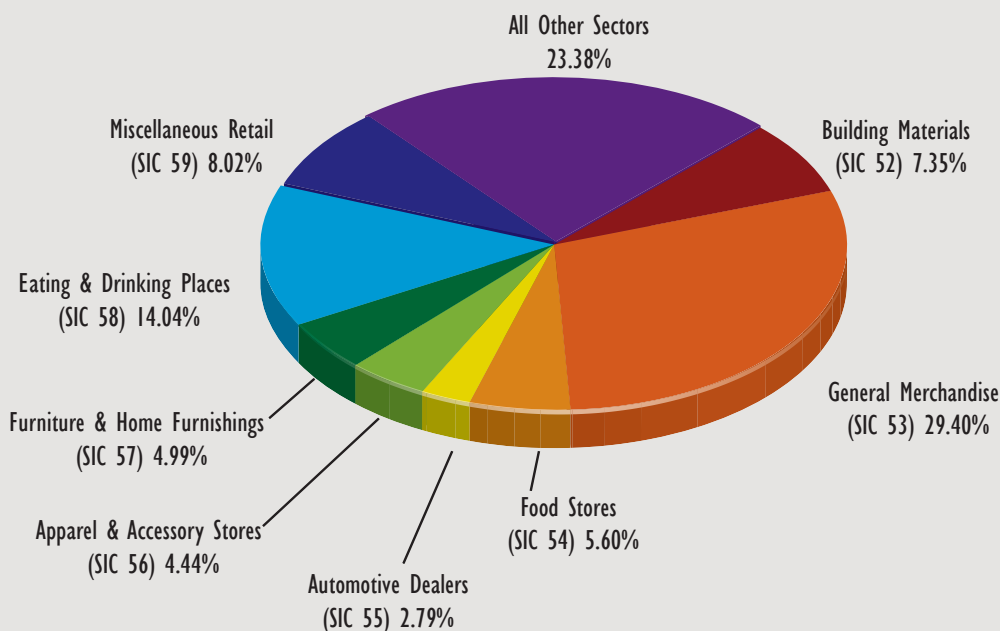
The Retail Trade sectors (SIC 52-59) make up 76.62% of the total sales tax collections in Lawton during 1st Qtr 2011. The General Merchandise sector (SIC 53) accounts for 29.40% of total sales tax collections; while all other sectors (excluding the retail trade sectors) only make up 23.38% of total sales tax collections.

Chart 1: Lawton Retail Trade Sectors (SIC 52-59) City Sales Tax Collections



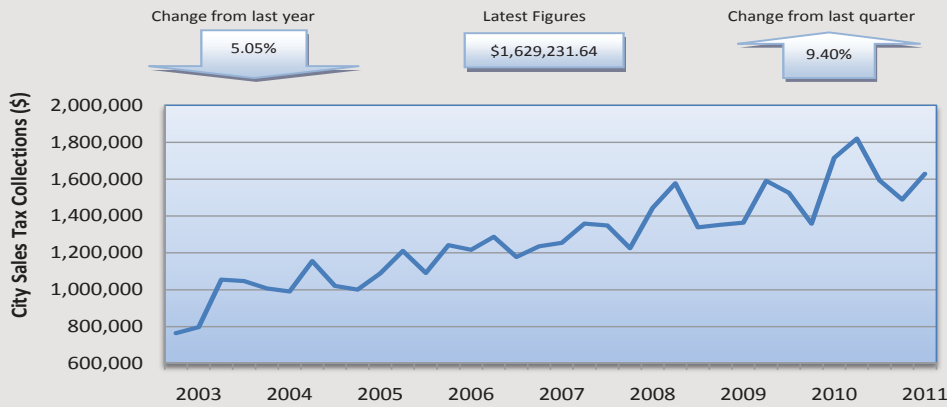
Source: Oklahoma Tax Commission

Chart 2: Proportion of 1st Qtr 2011 Retail Trade Sectors (SIC 52-59) Sales Tax Collections to Total Sales Tax Collections in Lawton



Source: Oklahoma Tax Commission

Chart 3: Lawton Durable Goods City Sales Tax Collections

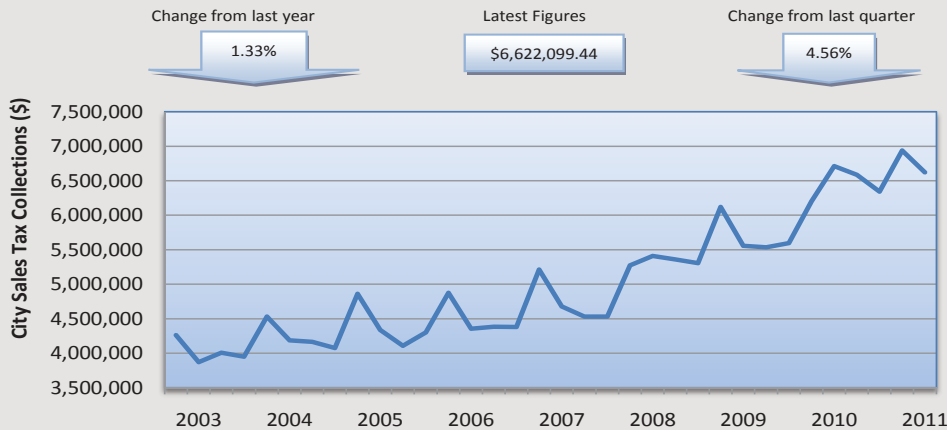


Durable Goods Retail Trade Sectors	1st Qtr 2011
Building Materials, Hardware, Garden Supply & Mobile Home Dealer	\$791,601.14
Automotive Dealers & Gasoline Service Stations	\$300,211.37
Furniture, Home Furnishings & Equipment Stores	\$537,419.13
Durable Goods	\$1,629,231.64

Source: Oklahoma Tax Commission

Durable goods for the retail trade sectors (SIC 52-59) accounted for \$1,629,231.64 during 1st Qtr 2011. This is an increase of 9.40% from the previous quarters total of \$1,489,207.42.

Chart 4: Lawton Nondurable Goods City Sales Tax Collections



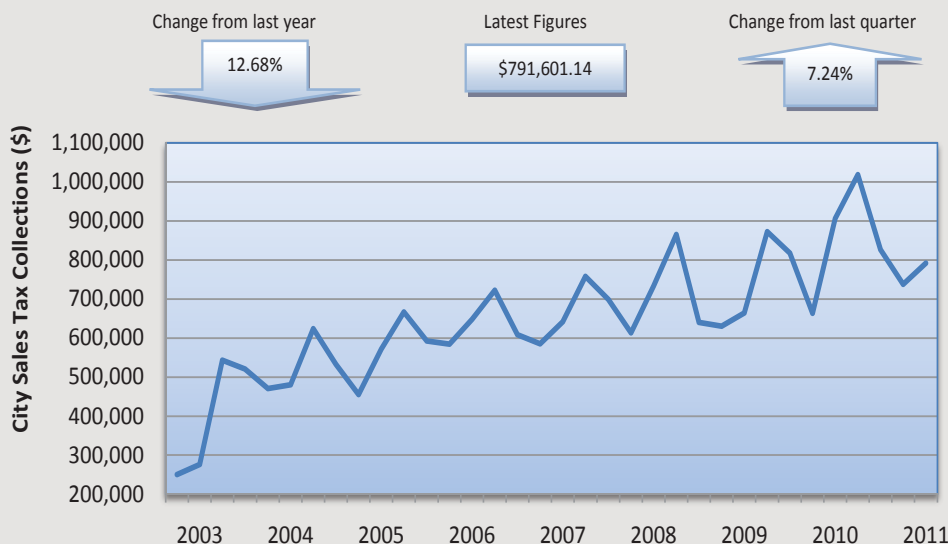
Nondurable Goods Retail Trade Sectors	1st Qtr 2011
General Merchandise Stores	\$3,165,743.64
Food Stores	\$603,183.10
Apparel & Accessory Stores	\$477,769.93
Eating & Drinking Places	\$1,511,971.52
Miscellaneous Retail	\$863,431.25
Nondurable Goods	\$6,622,099.44

Source: Oklahoma Tax Commission

Nondurable goods totaled \$6,622,099.44 during 1st Qtr 2011. This represents a decrease of 4.56% from the previous quarter.

Lawton building materials, hardware, garden supply and mobile home dealer city sales tax collections were up 7.24% on the quarter for a total city sales tax collection of \$791,601.14 in the sector. Over the course of the past year, city sales tax collections were down 12.68%. It is important to note that this SIC category includes lumber and other building materials dealers; paint, glass and wallpaper stores; hardware stores; retail nurseries, lawn and garden supply stores; and mobile home dealers.

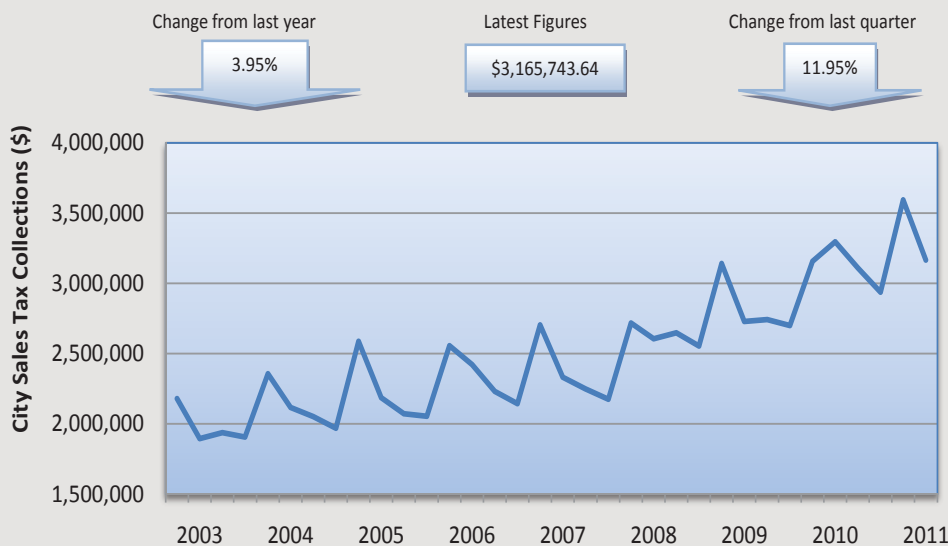
Chart 5: Lawton Building Materials, Hardware, Garden Supply and Mobile Home Dealer (SIC 52) City Sales Tax Collections



Source: Oklahoma Tax Commission

Lawton general merchandise stores city sales tax collections were down 11.95% between 4th Qtr 2010 and 1st Qtr 2011. When compared to the previous year, the sector's city sales tax collections were down 3.95%. The General Merchandise Stores sector consists of department stores; variety stores; and miscellaneous general merchandise stores.

Chart 6: Lawton General Merchandise Stores (SIC 53) City Sales Tax Collections



Source: Oklahoma Tax Commission

Chart 7: Lawton Food Stores (SIC 54) City Sales Tax Collections



Source: Oklahoma Tax Commission

Chart 8: Lawton Automotive Dealers and Gasoline Service Stations (SIC 55) City Sales Tax Collections



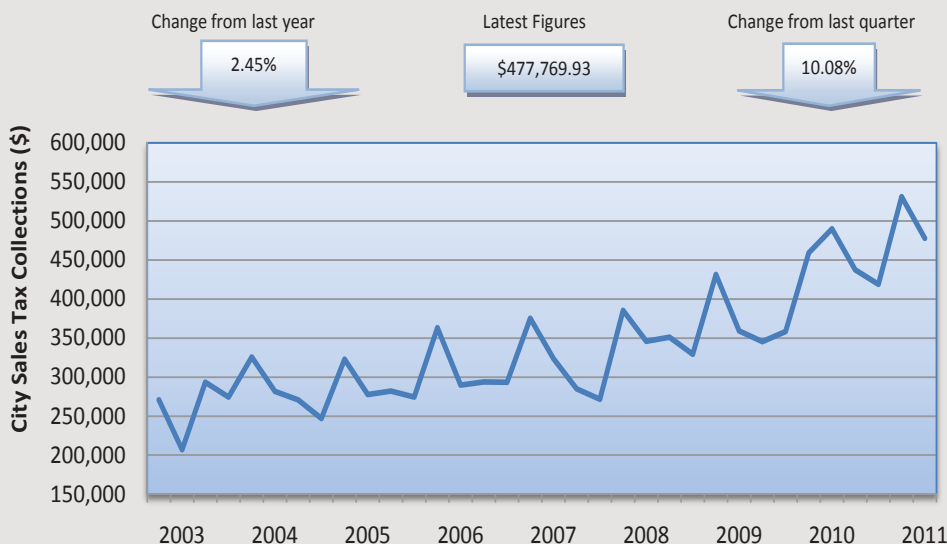
Source: Oklahoma Tax Commission

Lawton food stores city sales tax collections rose 8.34% between 4th Qtr 2010 and 1st Qtr 2011 and 4.66% between 1st Qtr 2010 and 1st Qtr 2011. This SIC sector includes grocery stores; meat and fish markets, including freezer provisioners; fruit and vegetable markets; candy, nut and confectionery stores; dairy products stores; retail bakeries; and miscellaneous food stores.

Lawton automotive dealers and gasoline service stations city sales tax collections were up 5.76% on the quarter for a total city sales tax collection of \$300,211.37 in the sector. Between 1st Qtr 2010 and 1st Qtr 2011, the sector's city sales tax collections were down 5.71%. It is important to note that this SIC category includes motor vehicle dealers (new and used); motor vehicle dealers (used only); auto and home supply stores; gasoline service stations; boat dealers; recreational vehicle dealers; motorcycle dealers; and automotive dealers, not elsewhere classified.

Lawton apparel and accessory stores city sales tax collections fell 10.08% between 4th Qtr 2010 and 1st Qtr 2011. When compared to the previous year, the sector's city sales tax collections were down 2.45%. The Apparel and Accessory Stores sector includes men's and boy's clothing and accessory stores; women's clothing stores; women's accessory and specialty stores; children's and infants' wear stores; family clothing stores; shoe stores; and miscellaneous apparel and accessory stores.

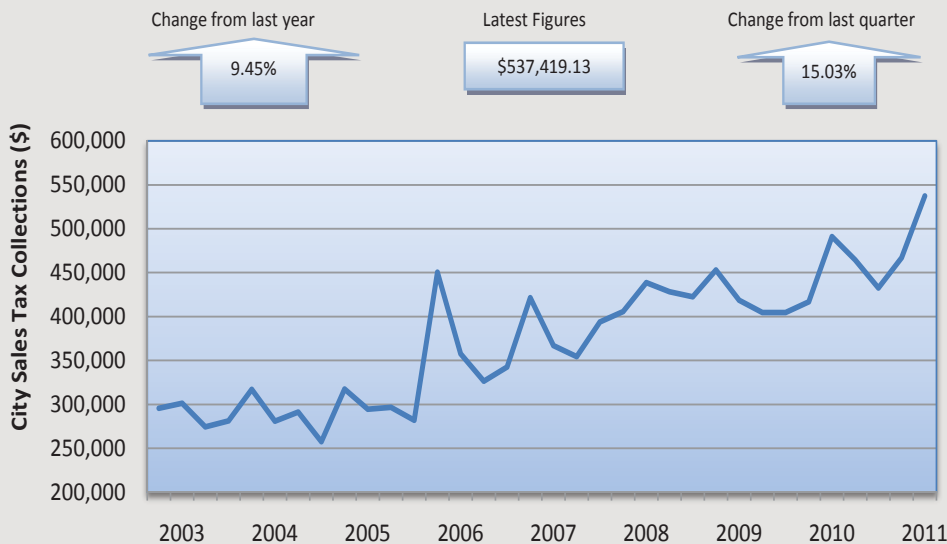
Chart 9: Lawton Apparel and Accessory Stores (SIC 56) City Sales Tax Collections



Source: Oklahoma Tax Commission

Lawton furniture, home furnishings and equipment stores city sales tax collections were up 15.03% from the previous quarter. Over the course of the past year, the city sales tax collections for the sector rose 9.45%. The Furniture, Home Furnishings and Equipment Stores sector consists of home furniture and furnishings stores; household appliance stores; and radio, television, consumer electronics and music stores.

Chart 10: Lawton Furniture, Home Furnishings and Equipment Stores (SIC 57) City Sales Tax Collections



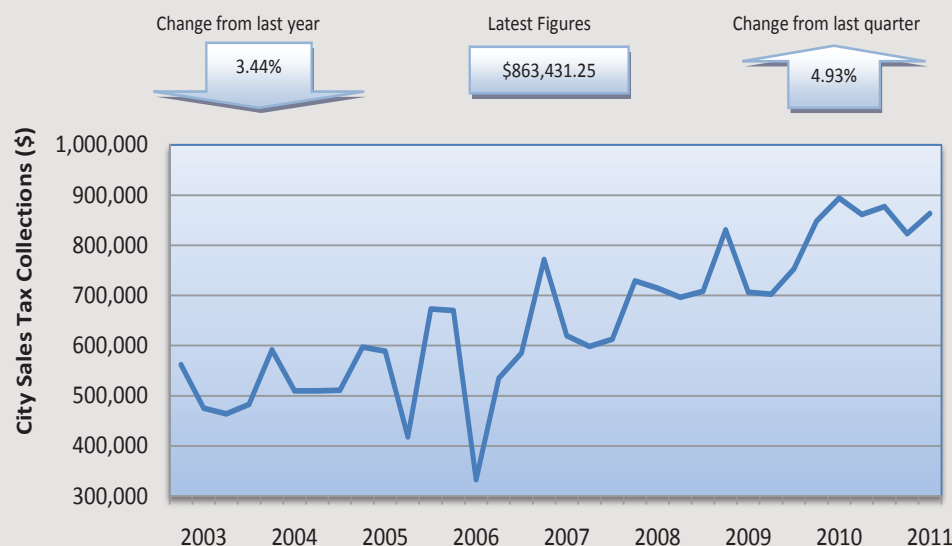
Source: Oklahoma Tax Commission

Chart 11: Lawton Eating and Drinking Places (SIC 58) City Sales Tax Collections



Source: Oklahoma Tax Commission

Chart 12: Lawton Miscellaneous Retail (SIC 59) City Sales Tax Collections



Source: Oklahoma Tax Commission

Lawton eating and drinking places city sales tax collections rose 5.57% between 4th Qtr 2010 and 1st Qtr 2011 and 3.92% between 1st Qtr 2010 and 1st Qtr 2011. This SIC sector includes eating and drinking places.

Lawton miscellaneous retail city sales tax collections were up 4.93% from the previous quarter for a total city sales tax collection of \$863,431.25 in the sector. The sector's city sales tax collections were down 3.44% for the year. The Miscellaneous Retail sector consists of drug stores and proprietary stores; liquor stores; used merchandise stores; miscellaneous shopping goods stores; nonstore retailers; fuel dealers; and retail stores, not elsewhere classified.