

# Utah Taxable Sales

## Overview

In 2002, taxable sales will be flat.<sup>1</sup> The zero-growth rate is less than we were predicting last year. It was predicted that a flat first half would be succeeded by two quarters of 3 to 5% growth, but a rebound in business investment has not occurred. The zero-growth rate is the lowest rate since 1986 and 1987 when taxable sales growth fell about 1.5% each year. Following four years of 10% to 12% yearly growth rates, taxable sales slowed down to growth rates between 4% and 7% between 1997 and 2000. The U.S. recession in 2001 contributed to the 2.4% gain in taxable sales. In 2002, first quarter sales rose only 0.6% despite an infusion from the 2002 Olympic Winter Games which appeared to jump start department store, miscellaneous shopping goods, and hotel sales. Second quarter sales fell almost 2%, and third quarter taxable sales should be flat. Declining employment and lower wage gains have combined with falling business investment to dampen taxable sales in 2002. Following a slow start in the first quarter of 2003, we expect taxable sales to increase 4% in the second through fourth quarters. This, of course, assumes no significant impacts from an Iraq War and no new terrorist attacks commence. Taxable sales can be dissected into three major components:

- ▶ Retail Trade at \$18.4 billion, which represents about 57% of taxable sales, will grow 4.1% in 2002, better than the 2.5% gain in 2001, but well below the last ten-year average of 7.1%.
- ▶ Taxable Business Investment and Utility Sales, at \$8.1 billion, represents 25% of taxable sales and will drop 6% in 2002.
- ▶ Taxable Services, at \$4.6 billion, will decline 3% in 2002 and represent 14% of taxable sales. The 3% decline is in contrast to the 8.7% average gains since 1991.

## 2002 Summary

**Retail Trade.** Retail trade sales rose in double digits four out of the five years between 1992 and 1996. An end to the economic boom came in 1997 when retail trade sales slowed down to a 3.3% growth rate. Retail trade sales growth improved to 5.3% in 1998 and 1999, and fell back to 4.8% in 2000. But in 2001 retail trade sales decreased to a 2.5% growth rate, despite the nonfarm wage growth of nearly 4%. The slowdown in job growth, tailing off of construction permit values, the national recession, as well as the events of 9-11 took their toll on Utah consumer confidence, which fell from 107.6 to 95.1 in 2001. Zero-rate car loans and historically low mortgage rates stimulated retail sales in 2002. During the first nine months, retail trade rose almost 5% in Utah. This is a decent showing considering consumer inflation has been rising only 1.6%.

**Retail Nondurable Goods.** Nondurable goods sold by retailers are classified into the following sectors: General Merchandise, Food, Apparel, Eating and Drinking, and Miscellaneous Shopping Goods stores. At \$11.9 billion in 2002, Nondurable Retail sales represent more than one-third of all taxable sales. In 2002, sales in this sector are predicted to grow 4.1%. General Merchandise store sales, where big discount stores are taking market share not only from traditional department stores, but also from Grocery and Miscellaneous Shopping

Goods stores, will see gains of 18% in 2002. Food store sales, which typically grow less than average due to high competition and smaller price gains, but are now meeting stiff competition from big-box discount department stores, will experience a 9% sales decline in 2002. This follows a near 4% drop in 2001. Apparel store sales will be up about 7%, 1% lower than its ten-year average. Miscellaneous Shopping Goods store sales, which grew 2.5% in 2001, will see an improvement to nearly 5% in 2002. Intense competition from big discount department stores, as well as Internet sellers, has cut into Miscellaneous Shopping Goods store sales. For the year 2002, the Nondurable Retail sales will be up 4.4%, two percentage points lower than its ten-year average of 6.3%, but not bad considering wages and salaries will rise less than 1%.

**Retail Durable Goods.** We classify Retail Durable goods vis-à-vis the general definition of items that last three or more years into three broad sectors: Building and Garden stores, Furniture stores, and Motor Vehicle Dealers. These sectors are usually impacted by: 1) changes in the housing starts, 2) movements in interest rates, and 3) job growth. Despite declining employment in Utah during 2002, zero-rate auto loans and historically low mortgage rates have boosted hard-goods sales. Residential construction values are expected to rise 2% in 2002, bolstering hard-goods sales. However, Building and Garden store sales were flat in 2002. In contrast, Furniture store sales were predicted to make a near 5% gain in 2002. While lumber store sales will fall 3%, hardware store sales (including some big-box types) will see a near 20% gain. In 2000, Building and Garden store sales fell 3%, so the 5% rebound in housing values contributed to positive growth here.

After homes are built, they must be furnished. Furniture and Home Furnishing store sales are anticipated to make gains near 5% in 2002, possibly due to a 10% gain in lagged 2001 residential permit values that were to be completed into homes. This is the biggest gain since the boom days of 1996. It also may reflect changes in the way retailers sell their wares. The more than 50% gains in the household appliance sector account for half of the 5% gain. Radio, TV and Electronic store sales will advance 10%, while the large Furniture store subsector will grow only 1.5%. For the past four years the housing market in Utah has been more resilient than expected, mostly due to falling interest rates and good growth in housing-purchasing age cohorts. Weaker sales are expected here in 2003 especially if residential construction values decline 2%.

During the first nine months of 2002, Motor Vehicle Dealer sales growth, at 8.5%, were much stronger than nonfarm wage growth at 1.5%. Zero to near-zero% financing lured in consumers with strong job prospects and increasing financial stability. Historically low financing enticed strong sales at recreation and utility trailer dealers (up 17%) and motorcycle dealers (up 13%), who also market the increasingly popular ATVs. It is anticipated that new car sales will not continue to gain 8% in 2003. However, as wages improve somewhat, a near 5% sales growth is expected.

**Business Investment and Utility Sales.** This category includes taxable business-to-business (B2B) purchases of supplies and equipment and business-to-consumer (B2C) sales of utilities, as well as final sales at wholesale trade stores. In 2002, these sectors will comprise more than 25% of all taxable sales (down from 27% in 2001). Almost 15% are found in the goods-producing sectors of Agriculture, Mining and Manufacturing, and their Wholesaling Trade counterparts, while 10% of

<sup>1</sup> Taxable sales consist of final sales of most tangible personal property in the state. Taxable sales of selected services such as hotel and lodging, automobile leases, amusements and repairs to tangible personal property are also taxable in Utah.

taxable sales are in the service producing sectors: Transportation, Communication, and Public Utilities. In six out of the eight years between 1991 and 1998, taxable sales in this major sector rose more than 10%. However, following the near 10% gain in 1998, taxable sales rose only 1.4% in 1999. Back-to-back 9% gains nationally, in order to meet Y2K expectations for business fixed investment in 1999 and 2000, propelled similar purchases in Utah to a near 7% gain in 2000.

The 3% decline in U.S. fixed investments in 2002 led to steeper declines in Utah where capacity utilization might be higher than average, and where high-tech investment dropped more precipitously due to the Olympic buildup. While expenditures in the very small Agriculture, Forestry and Fishing sector gained 9%, the balance of the goods sectors slashed investment between 10% and 20%. Mining purchases will be off at least 13% in 2002. After several large nonresidential projects were completed in time for the 2002 Olympic Winter Games, Construction sector purchases will be down nearly 13%. Manufacturing purchases will also be down between 15% and 20%.

In contrast, we expect Transportation, Communications and Public Utility sales and purchases to slide only 1%, following the 15% gain in 2001. Through the first nine months of 2002, Electric sales were up 7%, due partially to Utah's warmer summer season increasing air conditioning demand. Natural Gas sales slipped almost 9% following price and rate decreases relative to sharp increases in 2001. While Telephone Communication sales fell 11% during the first three quarters, Mobile Telephone sales growth increased only 3%.

Overall, the mix of Business Investment (down 8%) and Public Utility sales (down 4%) will fall 6% in 2002, but some improvement is expected as U.S. business investment picks up in 2003.

**Taxable Services.** Taxable services, which rose at lightening speed in the economic expansion between 1990 and 1996, slowed down to less than 4% growth in 1997. In 1998, taxable service growth went back on the fast track by growing almost 11%. But in 1999 slower tourist-related sales brought down taxable-services growth to less than 6%. Improving tourism and surging Y2K demand in the Business Services sector increased the growth in overall Services to 9% in 2000. Slower growth was anticipated in 2001, but the 1% decline was not foreseen. Even the Winter Olympics boost could not overcome declines in two major subsectors: 1) Auto Rentals and Repairs, where sales will be down nearly 4% in 2000, and 2) Business Services, where sales will be off 8% in 2002, connected to and remarkably close to the Business Investment decline mentioned above.

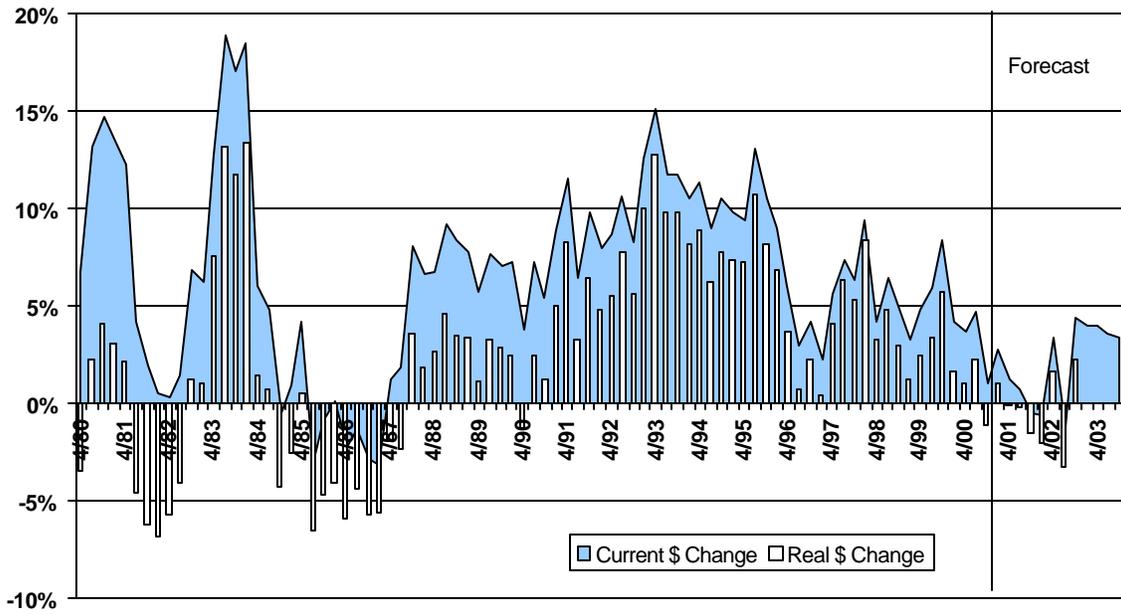
**Sales Forecast and Other Public Policy Issues.** Several issues affect this very important tax base for Utah state and local governments. In some cases the impacts are not independent of each other. The manner in which these issues are resolved may affect how taxable sales are reported, or if they are reported at all.

1. **9/11 Impact on Taxable Sales.** Our modeling suggests that 9-11 and its secondary economic affects on tourism, transportation and investment is depressing taxable sales 2.3% per year, or by \$37 million in state sales taxes.
2. **2002 Winter Olympics Impact.** The Olympics brought thousands of people, from sports aficionados, contractors, and media people into the state. They spent money on Utah goods and services, particularly in the hotel (up 130% in February), department store (up 33% in February), eating and drinking (up 23% in February), and apparel store (up 23% in February), sectors during calendar year 2002. However, some tradeoffs occurred, as amusement and recreation were flat and business investment purchases fell 11%. Our modeling confirmed earlier estimates by the Governor's Office of Planning and Budget -- that the Olympics would add about \$280 million (0.9%) to taxable sales in 2002.
3. **Internet Sales.** Given the fact that surveys put Utahns in the top ten Internet users and PC purchasers, the inability to tax remote sales is a big issue with respect to the sales tax base. Dr. William Fox et al from the University of Tennessee recently estimated that Internet sales would cost Utah about \$55 million in state and local sales taxes by 2002, and about \$192 million in 2006.<sup>2</sup> Based on quarterly surveys at the U.S. Department of Commerce we calculate the loss to be about 1.4% of state and local sales taxes, or about \$22 million in fiscal year 2004.<sup>3</sup>
4. **North American Industry Classification System (NAICS).** The President's Office of Management and Budget, as well as all federal government agencies, have adopted a new, updated classification system, which parallels systems in Mexico and Canada, two of our largest trading partners. If new funding were available, the reporting of taxable sales under the NAICS system would be possible by late 2003. With over 150 new industry classifications, some of which are new technology-driven sectors, the distribution of taxable sales under NAICS would give our reports more definition.

<sup>2</sup> Donald Bruce and William Fox, "State and Local Sales Tax Revenue Losses from E-Commerce: Updated Estimates," University of Tennessee, September 2001.

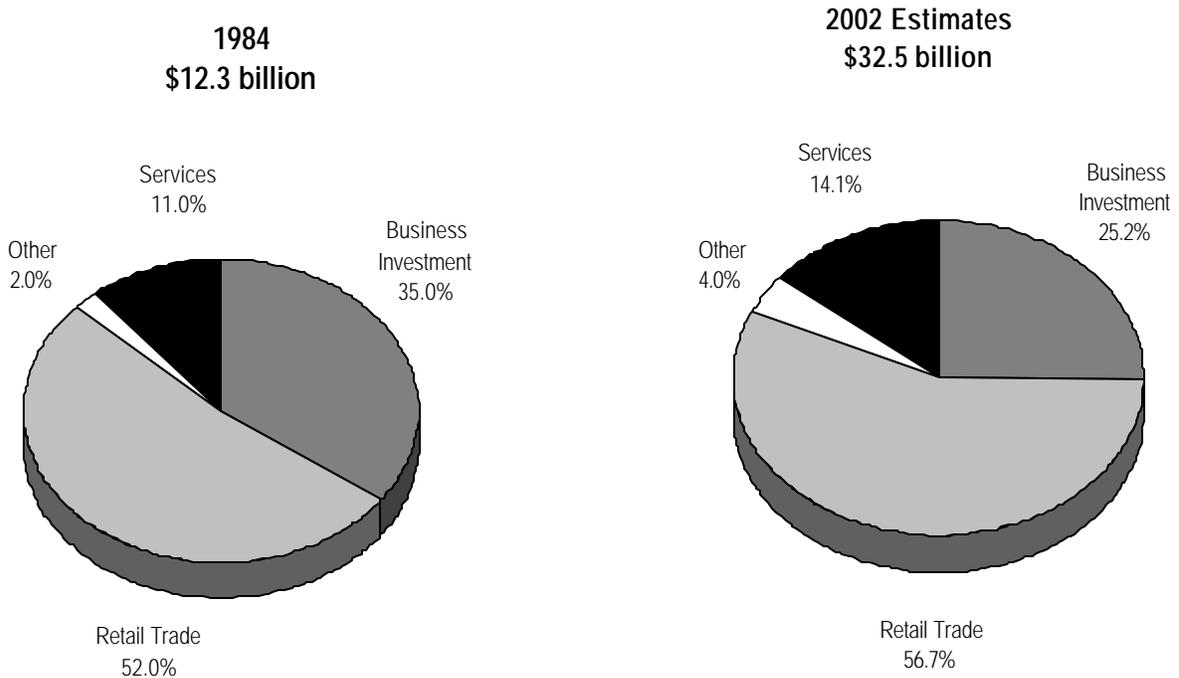
<sup>3</sup> Commerce reported Internet B2C retail sales amounted to between 1.2 and 1.3% of total retail sales during the first three quarters of 2002. E-commerce sales were 0.8% of total sales in the second quarter of 2000. See [www.census.gov/mrts/www/current.html](http://www.census.gov/mrts/www/current.html).

Figure 33  
Percent Change in Utah Taxable Sales



Source: Utah State Tax Commission

Figure 34  
Shares of Utah's Sales Tax Base -- Four Major Sectors



Source: Utah State Tax Commission

Table 38  
Utah Taxable Sales by Component

Calendar Year	Retail Sales	Business Investment Purchases	Taxable Services	All Other	Total Gross Taxable Sales
1981	\$4,901	\$3,821	\$919	\$217	\$9,857
1982	5,200	3,513	1,062	244	10,020
1983	5,638	3,648	1,138	262	10,686
1984	6,401	4,254	1,385	284	12,324
1985	6,708	4,122	1,379	304	12,513
1986	7,010	3,689	1,414	265	12,378
1987	6,951	3,398	1,587	252	12,188
1988	7,346	3,684	1,718	269	13,017
1989	8,048	3,675	1,849	320	13,892
1990	8,407	3,874	1,829	664	14,774
1991	8,918	4,355	2,040	685	15,998
1992	9,860	4,342	2,223	888	17,313
1993	10,994	4,956	2,499	892	19,341
1994	12,097	5,609	2,802	1,019	21,527
1995	13,080	6,231	3,205	1,093	23,609
1996	14,404	6,878	3,594	968	25,844
1997	14,873	7,044	3,724	1,188	26,829
1998	15,657	7,729	4,122	1,137	28,646
1999	16,493	7,839	4,351	1,316	29,999
2000	17,278	8,372	4,746	1,250	31,645
2001	17,709	8,611	4,702	1,380	32,402
2002 (e)	18,427	8,076	4,604	1,393	32,500
2003 (f)	19,130	8,345	4,607	1,494	33,576

Calendar Year	Retail Sales	Business Investment Purchases	Taxable Services	All Other	Total Gross Taxable Sales
1982	6.1%	-8.0%	15.6%	12.6%	1.7%
1983	8.4%	3.8%	7.2%	7.4%	6.6%
1984	13.5%	16.6%	21.7%	8.5%	15.3%
1985	4.8%	-3.1%	-0.4%	7.0%	1.5%
1986	4.5%	-10.5%	2.5%	-12.7%	-1.1%
1987	-0.8%	-7.9%	12.3%	-5.0%	-1.5%
1988	5.7%	8.4%	8.2%	6.7%	6.8%
1989	9.6%	-0.2%	7.6%	18.8%	6.7%
1990	4.5%	5.4%	-1.1%	107.8%	6.3%
1991	6.1%	12.4%	11.6%	3.2%	8.3%
1992	10.6%	-0.3%	9.0%	29.6%	8.2%
1993	11.5%	14.1%	12.4%	0.5%	11.7%
1994	10.0%	13.2%	12.1%	14.2%	11.3%
1995	8.1%	11.1%	14.4%	7.2%	9.7%
1996	10.1%	10.4%	12.1%	-11.4%	9.5%
1997	3.3%	2.4%	3.6%	22.7%	3.8%
1998	5.3%	9.7%	10.7%	-4.2%	6.8%
1999	5.3%	1.4%	5.5%	15.7%	4.7%
2000	4.8%	6.8%	9.1%	-5.0%	5.5%
2001	2.5%	2.9%	-0.9%	10.4%	2.4%
2002 (e)	4.1%	-6.2%	-2.1%	0.9%	0.3%
2003 (f)	3.8%	3.3%	0.1%	7.3%	3.3%

e= estimate  
f= forecast

Source: Utah State Tax Commission

**Table 39**

**Utah Taxable Retail Sales and Annual Percent Change by Sector**

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002 (e)	Avg. Annual % Change 90-01
<b>Retail Trade</b>	8,407	9,318	9,960	10,394	12,037	13,080	14,404	14,974	15,657	16,434	17,278	17,709	18,427	7.1%
<b>Non-durables</b>	5,757	6,144	6,657	7,140	7,656	8,235	9,047	9,492	10,006	10,432	11,091	11,367	11,967	4.1%
General Merchandise	1,062	1,484	1,613	1,717	1,816	2,033	2,256	2,328	2,463	2,613	2,737	3,100	3,652	6.2%
Apparel	415	452	508	561	591	614	665	693	757	760	769	802	857	7.8%
Food Stores	2,161	2,226	2,374	2,436	2,677	2,784	3,050	3,091	3,430	3,641	3,513	3,197	3,197	5.9%
Eating and Drinking	861	935	1,025	1,140	1,234	1,343	1,473	1,554	1,677	1,815	1,906	1,946	2,063	4.7%
Miscellaneous Shopping Goods	958	1,047	1,133	1,208	1,308	1,515	1,603	1,849	1,729	1,805	1,959	2,006	2,099	7.6%
<b>Durables</b>	2,650	2,774	3,203	3,854	4,441	4,785	5,357	5,332	5,651	6,002	6,187	6,342	6,580	6.7%
Motor Vehicles	1,577	1,591	1,763	2,140	2,301	2,431	2,710	2,775	2,965	3,175	3,390	3,570	3,731	8.6%
Building & Garden	575	630	764	941	1,160	1,241	1,337	1,310	1,351	1,476	1,428	1,460	1,457	8.4%
Furniture & Home Furnishings	498	553	656	773	950	1,112	1,310	1,307	1,335	1,351	1,371	1,312	1,372	8.8%
<b>Business Investment</b>	3,874	4,355	4,342	4,358	5,693	6,231	6,878	7,044	7,700	7,833	8,372	8,512	8,078	9.0%
<b>Agriculture, Forestry &amp; Fishing</b>	10	10	13	23	19	13	17	26	22	27	32	36	39	7.1%
<b>Mining</b>	150	186	153	142	143	176	174	245	253	180	202	210	182	13.4%
<b>Construction</b>	203	207	228	247	290	343	371	389	400	422	408	368	322	1.2%
<b>Manufacturing</b>	889	936	1,000	1,083	1,155	1,368	1,513	1,464	1,601	1,540	1,543	1,563	1,339	5.9%
<b>Transportation, Comm. &amp; Public Utilities</b>	1,351	1,644	1,407	1,552	1,657	1,776	1,935	2,062	2,291	2,332	2,742	3,164	3,106	5.4%
<b>Wholesale Trade</b>	1,271	1,372	1,541	1,909	2,339	2,555	2,869	2,858	3,157	3,278	3,445	3,251	3,058	6.8%
<b>Services</b>	1,929	2,040	2,223	2,439	2,902	3,208	3,594	3,724	4,122	4,350	4,745	4,701	4,604	9.0%
<b>Hotels &amp; Lodging</b>	307	351	373	400	423	473	528	557	551	556	583	597	665	8.7%
<b>Amusement &amp; Recreation</b>	194	228	256	303	378	451	435	544	572	650	714	723	715	5.5%
<b>Personal</b>	91	99	110	130	146	167	178	177	185	190	200	208	206	5.5%
<b>Health</b>	76	68	77	85	94	91	90	92	96	86	93	95	100	7.7%
<b>Education, Legal &amp; Social</b>	111	126	137	144	160	175	194	167	195	207	224	225	218	7.4%
<b>Auto Rental &amp; Repairs</b>	525	572	601	677	763	901	1,012	1,073	1,160	1,163	1,233	1,268	1,222	6.0%
<b>Business</b>	446	502	564	625	645	711	760	775	949	1,042	1,223	1,158	1,070	9.2%
<b>Finance Insurance &amp; Real Estate</b>	79	94	105	135	203	238	318	339	423	450	469	427	408	8.7%
<b>All Other</b>	664	695	888	892	1,019	1,032	968	1,186	1,137	1,316	1,250	1,360	1,394	16.2%
<b>Grand Total Taxable Sales</b>	14,774	15,998	17,313	19,341	21,527	23,609	25,844	26,923	28,646	29,999	31,845	32,402	32,500	7.2%
	8.2%	8.2%	8.2%	11.7%	11.3%	9.7%	9.5%	3.8%	6.8%	4.7%	5.5%	2.4%	0.3%	7.2%

e = estimate  
Source: Utah State Tax Commission



**Table 40**  
**Utah Taxable Retail Sales by County and Region**

County	1994	1995	1996	1997	1998	1999	2000	2001	2002 e	Avg. Growth 1994-2001
Box Elder	\$270,086,482	\$255,311,338	\$313,399,510	\$341,801,574	\$378,656,784	\$392,554,576	\$388,463,051	\$385,714,523	\$403,260,000	5.2%
Cache	592,265,882	643,424,439	700,827,186	738,982,198	815,747,488	877,516,245	881,748,839	936,747,843	995,542,000	8.8%
Rich	11,515,077	10,252,664	10,848,221	12,425,163	14,599,275	15,593,403	16,731,346	16,201,275	18,087,000	5.0%
Bear River Region	873,887,251	908,988,441	1,025,074,897	1,093,188,935	1,209,003,547	1,285,664,224	1,286,943,036	1,338,863,641	1,416,889,000	6.3%
Davis	1,628,953,240	1,792,686,798	1,948,114,497	2,082,405,096	2,333,000,552	2,501,488,171	2,581,945,556	2,689,665,418	2,775,043,000	7.4%
Morgan	28,204,835	32,975,103	36,673,879	34,597,815	43,190,274	52,752,568	55,091,635	55,337,047	52,672,000	10.1%
Salt Lake	10,526,443,225	11,466,330,532	12,485,049,840	13,279,907,345	14,480,792,082	15,032,355,344	15,941,513,323	15,849,186,277	15,750,528,000	6.0%
Summit	424,263,835	481,055,880	532,065,605	585,960,819	631,299,089	685,939,692	742,862,484	828,954,759	868,977,000	10.0%
Tooele	189,412,717	204,822,816	229,458,354	247,605,386	282,754,708	306,930,181	330,279,699	363,790,726	383,795,000	9.8%
Utah	2,485,729,203	2,729,006,721	3,018,664,563	3,263,562,889	3,670,050,662	3,938,892,468	4,170,665,617	4,327,743,546	4,437,536,000	8.2%
Wasatch	77,853,975	91,141,976	104,349,093	118,482,941	136,583,244	155,799,341	171,726,889	173,995,773	179,749,000	12.2%
Wasatch	1,716,143,480	1,871,898,257	2,039,485,130	2,151,273,281	2,264,121,035	2,375,445,131	2,466,562,991	2,507,881,470	2,544,215,000	5.6%
Wasatch Front Region	17,077,004,510	18,659,918,083	20,403,870,961	21,763,795,572	23,841,791,646	25,049,602,886	26,430,648,194	26,796,555,015	26,982,515,000	6.6%
Juab	41,049,378	44,488,957	52,093,322	58,330,085	61,049,366	67,800,309	73,826,705	69,536,762	70,166,000	7.8%
Millard	80,606,243	84,805,492	86,426,974	102,966,430	102,324,784	108,565,176	107,366,842	120,365,006	125,884,000	5.9%
Plute	4,153,237	5,737,337	5,549,494	4,647,900	5,197,828	5,556,641	5,742,323	5,662,930	6,233,000	4.5%
Sanpete	84,773,473	93,422,662	101,273,513	109,374,363	117,880,224	125,822,688	143,234,506	158,161,365	159,613,000	9.3%
Sevier	155,308,506	167,792,163	171,174,291	179,499,588	247,516,691	212,472,805	219,208,375	219,773,375	229,668,000	5.1%
Wayne	14,979,670	17,293,540	17,770,582	18,586,025	22,689,627	23,000,106	23,480,239	23,594,673	24,118,000	6.7%
Central Region	380,870,507	413,550,151	434,288,176	473,374,391	566,638,520	543,217,725	572,838,990	597,094,131	615,682,000	6.6%
Beaver	34,626,306	36,412,579	41,936,668	46,761,964	54,028,444	56,796,599	59,533,738	57,175,694	56,543,000	7.4%
Garfield	46,588,854	53,989,631	59,483,916	64,208,586	67,984,766	71,530,129	73,145,377	66,456,789	68,125,000	5.2%
Iron	269,104,272	296,098,117	328,599,441	334,517,242	358,593,443	403,900,858	417,168,360	420,915,573	425,557,000	6.6%
Kane	68,713,093	79,603,840	85,348,929	91,571,511	92,767,501	99,972,386	107,426,955	101,547,886	98,964,000	5.7%
Washington	790,641,230	876,072,647	954,639,002	994,050,920	1,056,865,802	1,159,452,168	1,237,822,795	1,375,237,567	1,503,247,000	8.2%
Southwest Region	1,209,673,755	1,342,176,814	1,469,987,956	1,530,110,223	1,640,210,056	1,791,742,140	1,895,097,225	2,021,333,509	2,152,436,000	7.6%
Daggett	16,367,912	8,026,924	9,453,030	8,931,045	10,152,206	11,083,920	13,701,974	14,634,974	15,508,000	-1.6%
Duchesne	91,128,287	92,152,625	103,539,767	138,833,857	148,993,949	113,995,306	152,667,814	163,767,205	137,933,000	8.7%
Uintah	225,274,014	238,265,849	249,885,277	300,310,299	335,704,139	331,526,601	439,786,724	497,521,181	474,446,000	12.0%
Utah Basin Region	332,770,213	338,445,398	362,858,074	448,075,201	494,850,294	456,605,827	606,156,512	675,923,360	627,887,000	10.7%
Carbon	243,379,366	246,727,509	270,180,228	302,766,134	350,262,447	344,787,306	346,715,900	361,591,203	356,953,000	5.8%
Emery	68,117,764	59,567,320	63,933,988	85,273,673	108,296,650	86,178,899	78,516,158	102,670,903	107,095,000	6.0%
Grand	98,898,658	123,463,929	125,597,997	136,682,724	143,307,479	167,663,347	182,911,808	165,549,440	176,413,000	7.6%
San Juan	66,840,801	73,747,605	83,951,301	79,420,183	102,358,862	96,128,945	89,321,720	87,304,705	91,568,000	4.1%
Southeast Region	476,236,589	503,506,363	543,663,514	604,142,714	704,225,438	694,758,497	677,465,586	717,116,251	732,029,000	6.0%
SUBTOTAL	20,350,422,825	22,166,585,250	24,239,743,578	25,912,687,036	28,446,719,501	29,821,591,299	31,489,149,543	32,146,685,907	32,527,438,000	6.7%
OUT-OF-STATE USE TAX	1,176,245,745	1,442,191,794	1,604,193,876	916,015,985	200,035,296	176,949,414	175,863,321	\$ 255,447,596	-27,438,000	-19.6%
GRAND TOTAL	\$21,526,668,570	\$23,608,777,044	\$25,843,937,454	\$26,828,703,021	\$28,646,754,797	\$29,998,540,713	\$31,645,012,864	\$32,402,133,503	\$32,500,000,000	6.0%

Source: Utah State Tax Commission