



Online sales have been growing...

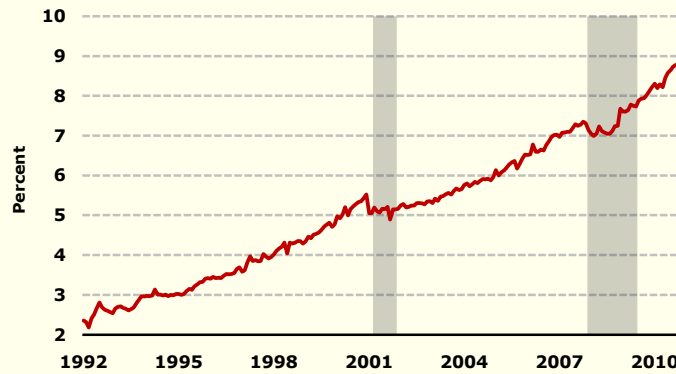
DOR estimates we collect about 50% of the taxes from online sales

This will result in a revenue loss of **\$740 mill** in the 11-13 biennium

Arun Raha
Revenue Review
17 March 2011

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Online sales as a share of retail sales (ex. Food and cars)



Source: U.S. Census; data through January 2011

WASHINGTON STATE ECONOMIC AND REVENUE FORECAST COUNCIL



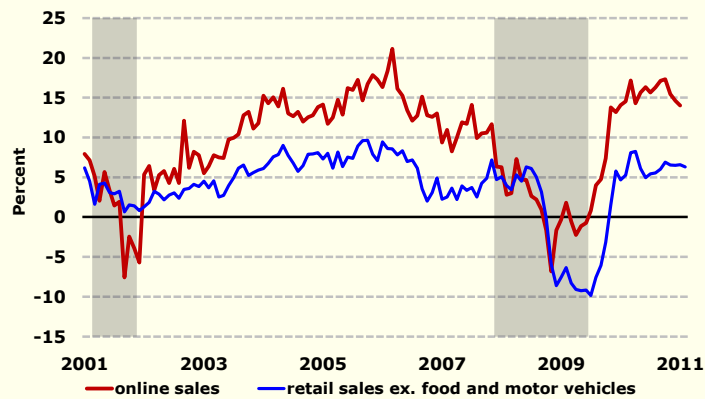
...much faster than overall retail sales

Online sales have accounted for over **20%** of total retail sales growth over the past year

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Y/Y percent growth in retail sales



Source: U.S. Census; data through February 2011

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