



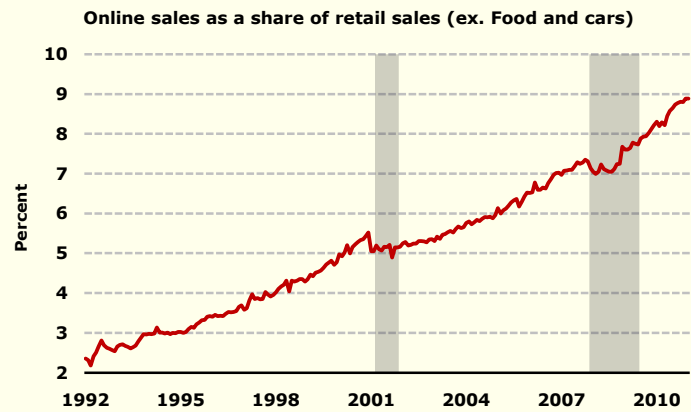
## Online sales have been growing...

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

Slide 11



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

WASHINGTON STATE ECONOMIC AND REVENUE FORECAST COUNCIL

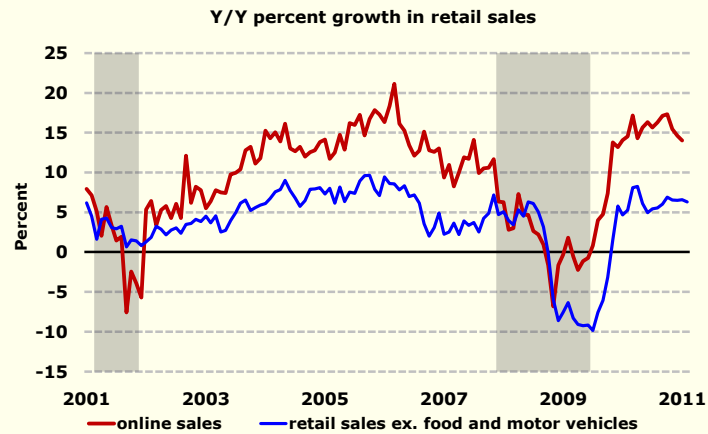


## ...much faster than overall retail sales

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

Arun Raha  
Revenue Review  
17 March 2011

Slide 12



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

WASHINGTON STATE ECONOMIC AND REVENUE FORECAST COUNCIL