

The Virginia Economy Status and Outlook

A Presentation to the Virginia Association of School Business Officials



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Topics For Discussion...

- Overview of Virginia's Economic and Revenue Forecasting Process
- Fiscal Year 2009 Year-in-Review
- Interim Forecasting Process and August Revenue Forecast
- Governor Kaine's Budget Reduction Actions
- Fiscal Year 2010 First Quarter Revenue Collections
- Next Steps

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Overview of Virginia's Economic and Revenue Forecasting Process

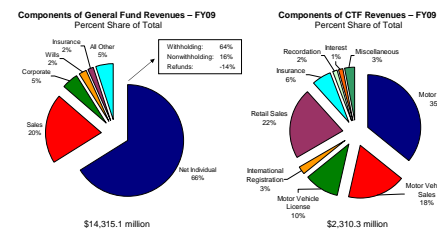
Organization And Responsibilities Of Revenue Forecasting

- 5 economists, 1 management analyst
- Provide revenue estimates for the General Fund and Commonwealth Transportation Fund for use in the state budget process.
 - General Fund -- \$14 billion
 - Major revenue sources include individual income tax, sales tax, corporate income tax, insurance premiums tax, and recordation tax.
 - Commonwealth Transportation Fund -- \$2.2 billion
 - Major revenue sources include motor fuels tax, motor vehicle sales tax, motor vehicle license fees, and international registration fees.
- Other responsibilities include:
 - Department of Motor Vehicles Special Fund -- \$183 million

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Components of General Fund and Commonwealth Transportation Fund Revenues...



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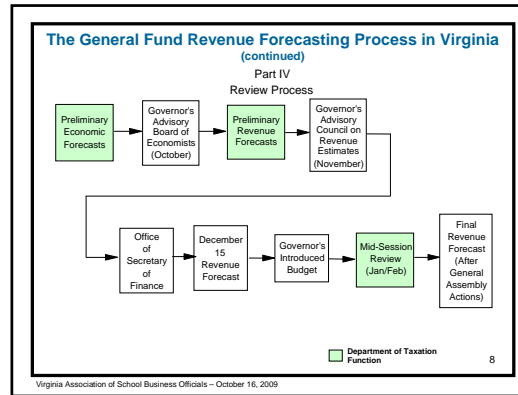
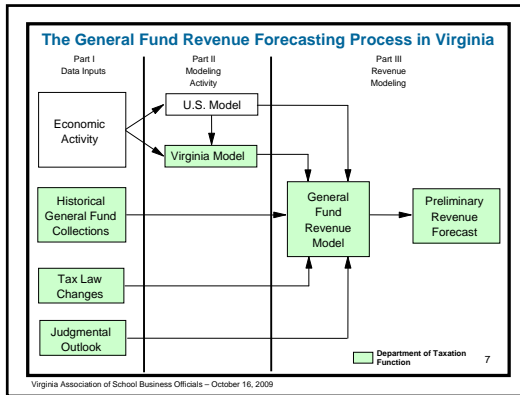
The Virginia Revenue Estimating Process

In brief, Section 2.2-1503 of the Code of Virginia requires:

- The Governor to submit to the General Assembly by December 15 a six-year revenue forecast.
- The revenue forecast shall be based on:
 - Forecasts of economic activity in the Commonwealth;
 - Review by an advisory board of economists with respect to economic assumptions and technical econometric methodology;
 - Review by an advisory council of revenue estimates with respect to economic assumptions and the general economic climate of the Commonwealth;
 - Any such other advisory bodies as the Governor may desire (economic advisory council).

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- ### Functions of the Advisory Boards
- TAX develops and presents the Virginia economic outlook to the Governor's Advisory Board of Economists (GABE).
 - The board includes 12 members:
 - 4 from private industry -- Norfolk Southern, Federal Reserve
 - 8 from state universities -- William & Mary, George Mason, VCU
 - The board recommends a standard and alternative economic forecast.
 - TAX develops and presents a revenue forecast for each economic scenario to the Governor's Advisory Council on Revenue Estimates (GACRE).
 - The board includes 16 members from private industry -- Federal Reserve Bank of Richmond, Dominion Resources, Genworth Financial, Verizon
 - The Governor and General Assembly leaders are also board members.
 - Members evaluate the validity of the forecasts and provide insight into their particular businesses and industries.
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Fiscal Year 2009 Year-in-Review

The U.S. Economy Deteriorated More Than Was Anticipated In Fiscal Year 2009...

- As measured on a fiscal year basis (July through June), estimated real GDP declined 1.6 percent, the first annual decline since 1975.

	FY09 Forecast	FY09 Actual
Real GDP	-0.4	-1.6
Consumer Spending	-0.7	-1.3
Employment	-1.0	-2.3
Personal Income	3.1	1.6
Wages & Salaries	2.4	0.7

- The U.S. economy shed 5.7 million jobs in fiscal year 2009, erasing nearly all the gains accrued over the previous four years.

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Similar To The Nation, The Virginia Economy Shed More Jobs Than Was Expected In Fiscal Year 2009...

- In Virginia, job losses accelerated in the second half of the year, led by a pullback in professional and business services and construction.

	FY09 Forecast	FY09 Actual
Employment	-0.6	-1.4
Professional/Business	2.2	-0.8
Construction/Mining	-3.5	-10.1
Personal Income	2.1	2.3*
Wages & Salaries	2.6	2.2*

* Estimate based on three quarters of actual data and one quarter of forecast.

- The Virginia economy shed 53,800 jobs in fiscal year 2009, of which 28,700 or 53 percent were related to housing (construction and financial activities).

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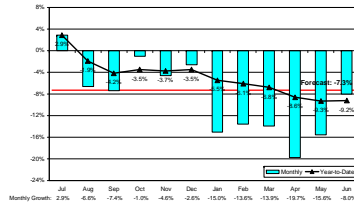
The Depression In Housing Continued To Adversely Affect Virginia's Economic Performance In Fiscal Year 2009...

- Since peaking in the third quarter of 2005, home sales and average sale prices in Virginia have fallen to levels not seen since early 2002.
- Statewide volumes are suggesting a bottom; however, this is a phenomenon driven primarily by Northern Virginia, and more specifically Prince William County, where drastic price declines have fueled a surge in sales activity.
 - Sales volume in Hampton Roads and Richmond continues to deteriorate.
- On a statewide basis, quarterly sales volume is 20,000 units, similar to a year ago but still 44 percent below peak levels.
- For the state as a whole, the average sale price has declined for six consecutive quarters, with all three major regions declining at nearly a double digit rate during the second quarter of 2009.
 - Northern Virginia -11%
 - Hampton Roads -9%
 - Richmond -14%

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Total General Fund Revenue Collections Collapsed In The Second Half Of The Year...

**Growth in Total General Fund Revenue Collections
FY09 Monthly and Year-to-Date**



- Collections declined an unprecedented eleven consecutive months in fiscal year 2009.

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Fiscal Year 2009 Revenue Collections Finished \$298.8 Million (2.0 Percent) Below Forecast...

**Summary of Fiscal Year 2009 Revenue Collections
(millions of dollars)**

Major Source	Forecast	Actual	Variance		Annual Growth
			Dollars	Percent	
Withholding	\$ 3,154.0	\$ 3,138.1	\$ (15.9)	(0.5) %	2.2 %
Nonwithholding	2,348.3	2,310.4	(37.9)	(1.6)	(19.2)
Refunds	(1,850.0)	(1,967.4)	(167.4)	9.0	17.1
Net Individual	3,692.3	3,481.1	(211.2)	(5.7)	(6.3)
Sales	2,960.9	2,903.4	(57.5)	(1.9)	(5.6)
Corporate	685.0	648.0	(37.0)	(5.4)	(19.8)
Wills (Recordation)	298.1	314.3	16.2	5.4	(31.1)
Insurance	227.5	255.0	27.5	(1.0)	(35.7)
All Other Revenue	715.1	713.2	(1.9)	(0.3)	(22.1)
Total Revenues	\$ 14,613.9	\$ 14,315.1	\$ (298.8)	(2.0) %	(9.2) %
ABC Profits	36.6	44.1	7.5	20.5	22.2
Sales Tax (0.25%)	222.1	213.4	(8.7)	(3.9)	(5.8)
Transfers	149.2	149.0	(0.2)	0.5	62.7
Total Transfers	\$ 406.9	\$ 406.5	\$ (0.4)	(0.1) %	(50.8) %
Total General Fund	\$ 15,020.8	\$ 14,721.6	\$ (299.2)	(2.0) %	(11.2) %

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Fiscal Year 2009 Revenue Collections Finished \$298.8 Million (2.0 Percent) Below Forecast (continued)...

- The major driver of the fiscal year 2009 revenue shortfall was unexpected growth in individual refunds.
 - Compared to fiscal year 2008, TAX issued 28.8 percent more refunds between April and June, with June's total 110.2 percent above the prior year.
- Withholding and sales tax collections (83 percent of total revenues) finished a combined 0.6 percent below forecast.
- The three most volatile sources, individual nonwithholding, corporate income tax, and wills, finished 1.8 percent below the official forecast for the three sources.

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Summary of FY09 Commonwealth Transportation Fund Revenue Collections

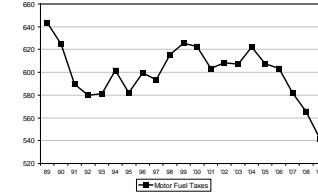
	Fiscal Year 2009			
	Forecast	Actual	\$ Variance	% Growth
Motor Fuels Tax	\$ 830.9	\$ 827.9	\$ (3.0)	(2.7) %
Motor Vehicle Sales Tax	430.1	413.2	(16.9)	(23.7) %
Motor Vehicle License Fee	239.2	241.6	2.4	(0.2)
International Registration Fee	61.4	59.0	2.6	(20.4)
Retail Sales Tax	514.5	499.4	(15.1)	(4.9)
Insurance Premiums Tax	132.3	132.3	-	n/a
Recordation Tax	35.4	35.7	0.3	n/a
Interest Earnings	30.7	27.7	(3.0)	(55.4)
Miscellaneous	74.8	73.5	(1.3)	(0.1)
Total	\$ 2,339.3	\$ 2,310.3	\$ (29.0)	(2.7) %

- Adjusted for transfers to the Commonwealth Transportation Fund for the General Fund per HB3202 (2007), annual collections declined 9.8 percent.
 - Fiscal year 2009's adjusted collections were equivalent to the fiscal year 2004 level of revenue collections.

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The Recession Continued To Devastate Transportation Revenues In Fiscal Year 2009...

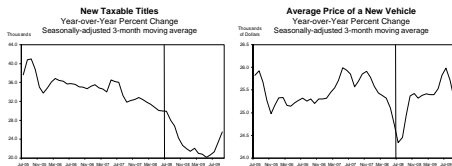
**Motor Fuels Tax Collections, FY89-09
Adjusted for Inflation – FY90=1.0
Millions of Dollars**



- Adjusted for inflation, motor fuels tax collections have declined for five consecutive years.

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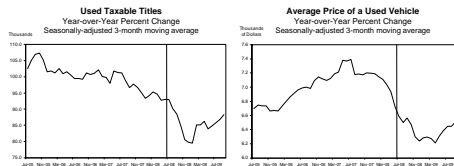
The Recession Continued To Devastate Transportation Revenues In Fiscal Year 2009... (continued)



- The seasonally-adjusted 3-month moving average of new vehicle sales fell to near 20,000 units in May, its lowest level since March 1991. Since that time it has rebounded, in part due to "cash-for-clunkers".
- New vehicle prices have rebounded from the 5-year low reached last July.

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The Recession Continued To Devastate Transportation Revenues In Fiscal Year 2009... (continued)



- Both used taxable titles and prices have improved from bottoms reached earlier this calendar year.

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Interim Forecasting Process and August Revenue Forecast

The Governor Ordered The Secretary Of Finance In Mid-June To Conduct A Reforecast Of Revenues...

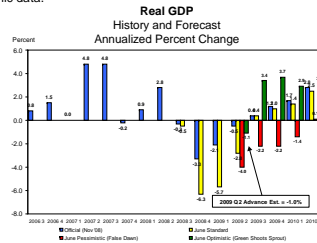
- The August 2009 interim revenue forecast is based on the updated economic outlook for Virginia as approved by GABE and the GACRE.
 - Global Insight's June 2009 standard forecast for the U.S. and the associated outlook for Virginia were presented to the GABE.
- The majority of the Board considered the standard forecast for Virginia too high, with two members recommending a lower growth alternative and six supporting the standard forecast with downward revisions.
- Based on GABE members' comments, the June standard forecast for Virginia employment and wages & salaries was reduced halfway to the "False Dawn" pessimistic alternative forecast.
- The June GABE and pessimistic alternative forecasts were presented to the Governor's Advisory Council on Revenue Estimates (GACRE) on August 5, 2009.

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Global Insight's June U.S. Standard Forecast Is an Update to the November Forecast...

- The June standard forecast update includes two additional quarters of economic data.



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Global Insight's June U.S. Standard Forecast – "The Bottom Is Near – For Output, Not Employment"...

- Global Insight expects real GDP to begin slowly growing in the second half of the year.
- The labor market is expected to gradually improve, with job growth turning positive in the fourth quarter of 2010. The unemployment rate is expected to peak at 10.3 percent.
- Global Insight expects total personal income growth to slow further in fiscal year 2010.
- Global Insight does not expect a robust consumer recovery.
- The housing market remains a drag on growth; however, home sales, housing starts, and building permits are showing signs of stabilization and are expected to hit bottom in the second quarter of 2009.
- The turmoil in the financial sector and stock markets has subsided; however, some instability remains.

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In the June Standard Forecast, the U-Shaped Growth Path for Virginia Has Become Deeper...

- Employment and income growth are not expected to reach a low point until fiscal year 2010, compared with fiscal year 2009 in the official forecast.

Key Virginia Economic Indicators
Official and June GABE Forecast
Annual Percent Change

	Fiscal Year				
	08	09	10	11	12
Employment					
Official (Nov '08)	0.9	(0.6)	(0.2)	0.8	1.5
June GABE	0.6	(1.4)	(1.8)	0.5	1.5
Personal Income					
Official (Nov '08)	4.4	2.1	2.3	3.4	4.2
June GABE	4.5	2.3	1.2	2.8	3.9
Wages & Salaries					
Official (Nov '08)	4.3	2.6	3.2	3.2	4.0
June GABE	4.4	2.2	1.3	2.8	4.1
Average Wage					
Official (Nov '08)	3.4	3.2	3.4	2.3	2.5
June GABE	3.8	3.7	3.1	2.3	2.6

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The August Interim Revenue Forecast Incorporates Pessimism From The GACRE Meeting...

- Based on GACRE comments:
 - The pessimistic alternative scenario for sales tax revenue was adopted.
 - Corporate income tax receipts were lowered to reflect weak taxable profits.
 - Recordation receipts now anticipate that the bottom of the housing market has occurred in Virginia.
- The August Interim revenue forecast is a blend of the standard outlook and the pessimistic outlook.
 - Payroll withholding and retail sales tax – 80% of general fund revenues – are forecast to track to the pessimistic alternative scenario.

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In the August Interim Revenue Forecast, Total General Fund Revenues Have Been Reduced by \$1.2 Billion...

August Interim Revenue Forecast
(millions of dollars)

Major Source	As a % of Total Revenues	FY09 Variance	Fiscal Year 2010		Annual Growth	
			Official Forecast	June Forecast		
Withholding	62.6 %	\$ (15.9)	\$ 9,474.4	\$ 9,331.8	\$ (142.6)	-2.1 %
Nonwithholding	15.4	(37.9)	2,326.9	1,904.4	(422.5)	(17.6)
Refunds	(11.8)	(162.4)	(1,786.2)	(1,844.4)	(58.2)	(1.2)
Net Individual	66.2	(216.2)	10,015.1	9,291.8	(723.3)	(2.0)
Sales	20.2	(57.5)	3,050.1	2,784.7	(265.4)	(4.1)
Corporate	4.8	(37.0)	724.0	662.2	(61.8)	-2.2
Wills (Recordation)	2.0	16.2	286.1	284.0	(2.1)	(0.6)
Insurance	1.9	(2.5)	283.1	255.5	(27.6)	-0.2
All Other Revenue	5.0	(1.9)	755.8	665.4	(90.4)	(8.7)
Total (Base)	100.0 %	\$ (298.6)	\$ 15,128.2	\$ 13,943.6	\$ (1,182.6)	(2.6) %
Tax Policy Actions						
Tax Amnesty			38.0	38.0	0.0	0.0
Sales Tax Remittance			97.8	97.8	0.0	0.0
Total Revenues			\$ 15,262.0	\$ 14,079.4	\$ (1,182.6)	(1.6) %

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The Revised Economic Outlook and Revenue Collection Data for Fiscal Year 2009 Serve As the Basis for the Revised General Fund Revenue Forecast...

- Withholding: -\$142.6 million – reduced employment and wages and salaries
- Nonwithholding: -\$422.5 million – weaker non-wage income and financial markets
- Individual refunds: +\$158.2 million – revised income tax and overpayment ratios
- Sales: -\$265.4 million ("False Dawn") – lower personal income
- Corporate income: -\$61.8 million – weaker corporate profits and financial markets
- Recordation: -\$14.1 million – lower mortgage originations and home prices
- Insurance: -\$27.6 million – reduced personal income and higher refund activity
- All Other Revenue:
 - Interest: -\$65.9 million – declining investable balances and lower yields
 - Fines: -\$24.5 million – underperformance in fiscal year 2009

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Reductions To The General Fund Sales Tax Forecast Directly Affect Education Funding...

- Of the total 5 percent general sales tax paid by the consumer, 2 and 1/4 percent is distributed to localities:
 - 1 percent local option;
 - 1 and 1/8 percent for education based on school-age population; and
 - 1/8 percent based on the composite index.
- Based on the revised forecast, the 1 and 1/8 percent for education based on school-age population (a component of the 3 and 1/4 percent sales tax remaining in the General Fund each month following transfers*) has been reduced \$85.3 million in FY10.

* Of the 5.0 percent general sales tax collected each month, 1 percent is transferred to localities in the following month, 1/2 percent is transferred to the Transportation Trust Fund, and 1/4 percent is transferred to the SOI/Local Property Tax Relief Fund. The remaining 3 and 1/4 percent is booked to the General Fund, from which 1 and 1/8 percent will be distributed to localities based on school-age population.

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The August CTF Revenue Forecast Is Based On The June Alternative Economic Outlook...

- In the Virginia alternative low-growth forecast, the severe recession is likely to end in FY10. However, the principal revenue drivers, employment and income, are expected to be sluggish.
- Over the next six years, CTF collections are being reduced by a total of \$883.2 million as compared to the official forecast.
- Close to 86 percent of the revenue reduction can be attributed to the retail sales tax and the motor vehicle sales tax.
- Total state taxes and fees are expected to decline again in FY10, falling by 2.8 percent.
- CTF revenues are projected to increase by 1.9 percent in FY11 and 3.1 percent in FY12.

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**Summary Of The October CTF Revenue Forecast
Revenue Reductions from the Official Forecast
(Millions of Dollars)**

	FY10	FY11	FY12	FY13	FY14	FY15
Motor Fuels Tax	\$ (23.6)	\$ (12.7)	\$ (2.8)	\$ (6.4)	\$ (8.6)	\$ (16.4)
Priority Transportation Fund *	(9.9)	(9.5)	(11.3)	(13.9)	(10.3)	(16.7)
Motor Vehicle Sales Tax	(83.7)	(86.0)	(72.9)	(59.9)	(42.6)	(35.0)
Retail Sales Tax	(50.6)	(66.4)	(69.3)	(67.7)	(62.5)	(62.6)
Motor Vehicle License Fee	-	-	-	-	-	-
International Registration Fee	7.6	7.6	7.6	7.6	7.6	7.6
Registration Tax (3 cars)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)
All Other	(2.9)	(4.1)	(4.5)	(4.6)	(4.5)	(5.7)
Highway Maintenance Fund \$	(64.7)	(59.6)	(41.6)	(35.6)	(26.1)	(28.4)
Transportation Trust Fund	(89.2)	(113.4)	(113.5)	(108.1)	(96.7)	(194.3)
Total CTF	\$ (155.9)	\$ (173.0)	\$ (155.1)	\$ (143.7)	\$ (122.8)	\$ (132.7)

* The Priority Transportation Fund is primarily composed of General Fund transfers of insurance premiums tax.

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Key Risks for the Fiscal Year 2010 Forecast...

- Risks remained tilted towards the downside, with prospects of a self-sustaining economic recovery uncertain.
 - While economic activity as measured by real GDP is expected to improve, persistent unemployment and other weak consumer fundamentals will constrain growth.
- Key factors will influence economic and revenue growth:
 - Energy costs
 - Housing market
 - Stock market volatility
 - Defense and federal procurement spending
 - International events

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Governor Kaine's Budget Reduction Actions

**Overview of Budget Reduction Plan
FY 2010 Budget Shortfall and Reduction Strategies**

Net Budget Shortfall for 2008-2010 Biennium	
	\$ in Millions
Balance in Appropriations Act (Chapter 781)	\$ 157
FY 2009 Revenue Shortfall	(299)
FY 2010 Revenue Shortfall	(1,209)
Net Budget Shortfall for Biennium	\$ (1,351)

- Because almost three months of fiscal year 2010 have elapsed, the Governor's proposals were directed at:
 - Managing the shortfall while minimizing impact on K-12 education, safety net services, and local governments.
 - Making agency and targeted budget reductions that could be continued through 2010-12 biennium and beyond.
- The Governor's plan includes a variety of actions including: agency and program reductions, revision of prior year unspent general fund and nongeneral fund balances, use of alternative funding sources as a substitute for general fund spending, and a proposed Revenue Stabilization Fund transfer.

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Characteristics of Governor's Proposed Budget Plan

- No tax increase is proposed.
- No issuance of new state debt is assumed.
- No program or policy reductions are made to K-12 education.
 - General fund reductions are offset by other funding sources and federal stimulus funds.
- Safety net programs and services are maintained to extent possible.
- Reductions in aid to local governments are minimized:
 - Funding to localities represents about 50 percent of general fund spending.
 - Policy reductions in aid to localities make up only about 3 percent of all proposed actions.
- Federal fiscal stimulus funds are used to mitigate almost half of the impact of reductions to higher education.

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K-12 Education Savings Strategies

- Majority of savings attributable to strategies that supplant general funds with other sources of funding.
 - Literary Fund balances to support school employee retirement contributions (\$55.0 million).
 - Federal stimulus (State Fiscal Stabilization Funds) to supplant general fund supported programs (\$68.9 million).
 - Lottery Fund balances to supplant general fund programs (\$9.9 million).
- Sales tax distribution lowered due to August revenue revision (\$37.6 million savings).

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Summary of Governor's Proposed Budget Actions

	FY 2010
General Fund Revenue Shortfall (incl. transfers)	\$ (1,350.5)
Agency-based Actions:	
Agency Budget Balances	22.8
Agency GF/NGF Balances	143.4
Net GF Higher Education Reductions	105.3
Class/Constructional Facilities	36.6
Constitutional Officers	30.4
One Day Employee Funding	16.3
Indigent Care Funding	7.0
MM Treatment/Disability Training Centers	6.3
Economic Development/Tourism	3.1
Remaining Agency Reductions	119.4
Subtotal	\$ 561.6
Revenue Sharing Adjustments:	
K-12 Sales Tax	37.6
HB 559 Payments	13.7
Subtotal	\$ 51.3
Other Actions:	
Revenue Stabilization Fund Withdrawal	283.0
Federal Stimulus (K-12 & Higher Education)	160.4
VRS Employer Retirement Rate Suspension	104.1
VRS Employer Non-Retirement Programs Rate Suspension	30.9
Federal Stimulus (Medicaid Match Rate)	97.0
Liquor Fund	55.0
Lottery Profits (from FY2009)	29.9
Subtotal	\$ 743.7
Total of All Actions	\$ 1,353.3
Amount in Excess of Shortfall	\$ 2.7

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Fiscal Year 2010 First Quarter Revenue Collections

First Quarter General Fund Revenue Collections for Fiscal Year 2010...

Summary of FY10 GF Revenue Collections July through September

Major Source	As a % of Total Revenues	Percent Growth over Prior Year		
		YTD Actual	Revised Estimate	Variance
Withholding	66.3 %	(2.3) %	2.1 %	(4.4) %
Nonwithholding	13.7	(23.4)	(16.8)	(6.6)
Refunds	(13.8)	18.6	(1.2)	19.8
Net Individual	66.1	(6.9)	(1.8)	(5.1)
Sales	20.5	(5.9)	(0.4)	(5.5)
Corporate	4.7	(7.9)	2.2	(10.1)
Wills (Recordation)	2.0	(10.9)	(9.6)	(1.3)
Insurance	1.8	0.0	0.2	(0.2)
All Other Revenue	4.8	(19.1)	(5.4)	(13.7)
Total	100.0 %	(7.4) %	(1.6) %	(5.8) %

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First Quarter CTF Revenue Collections for Fiscal Year 2010...

Summary of FY10 CTF Revenue Collections July through September

	Collections	Fiscal Year 2010		
		% Growth	% Forecast	Variance
Motor Fuels Tax (1)	\$ 146.4	(6.1) %	(1.3) %	(4.8) %
Motor Vehicle Sales Tax (2)	129.9	(2.9)	(9.3)	6.4
Motor Vehicle License Fee	59.7	(6.9)	0.1	(7.0)
Retail Sales Tax	124.1	(6.3)	(4.2)	(2.1)
Priority Transportation Fund (3)	105.7	(1.9)	(2.1)	0.2
All Other	24.4	1.7	15.2	(13.5)
Highway Maintenance Fund	\$ 275.0	(6.0) %	(2.8) %	(3.2) %
Transportation Trust Fund	\$ 315.2	(3.1) %	(2.8) %	(0.3) %
Total CTF	\$ 590.2	(4.5) %	(2.8) %	(1.7) %

Notes:

- (1) Includes aviation and road tax
- (2) Includes rental tax
- (3) Includes motor fuels floor stock tax and insurance premiums tax

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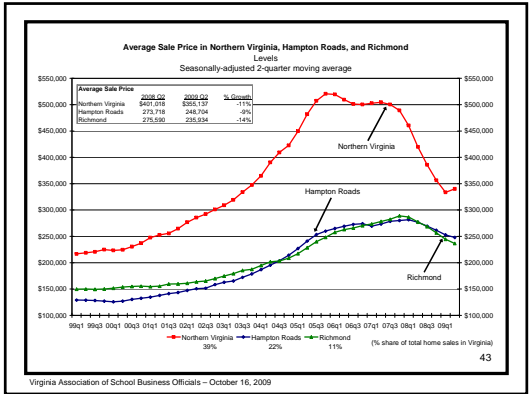
Next Steps

Next Steps

- The Governor will conduct a forecast update prior to his budget submission that will incorporate critical information.
 - Updated economic outlook
 - First quarter revenue collections
 - Individual and corporate income tax extension filing
 - Updated comments from advisory boards

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U.S. and Virginia Employment
Fiscal Year 1991 - Fiscal Year 2009
(Thousands of Jobs - Seasonally-Adjusted)

FY	U.S.	Gain/Loss	FY	Virginia	Gain/Loss
90	109,817		90	2,305	
91	108,283	-1,534	91	2,828	-77
92	108,640	357	92	2,840	12
93	110,953	2,313	93	2,914	74
94	114,136	3,183	94	3,005	91
95	117,186	3,050	95	3,075	70
96	119,547	2,361	96	3,129	55
97	122,644	2,997	97	3,225	96
98	125,851	3,207	98	3,317	92
99	128,851	3,000	99	3,403	86
00	131,830	2,980	00	3,518	115
01	132,047	208	01	3,527	9
02	130,373	-1,674	02	3,497	-30
03	129,839	-534	03	3,487	-10
04	131,442	1,603	04	3,579	92
05	133,824	2,382	05	3,658	79
06	136,958	2,332	06	3,733	75
07	137,845	1,887	07	3,783	50
08	137,356	-489	08	3,761	-2
09	131,735	-5,621	09	3,655	-106

Note: Values reflect June monthly level, with gain/loss the net change from the prior year.
Source: Bureau of Labor Statistics (BLS)

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Questions??

Thanks!!!

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