

# The Single-Sales Factor: An Economic Development Tool That Isn't



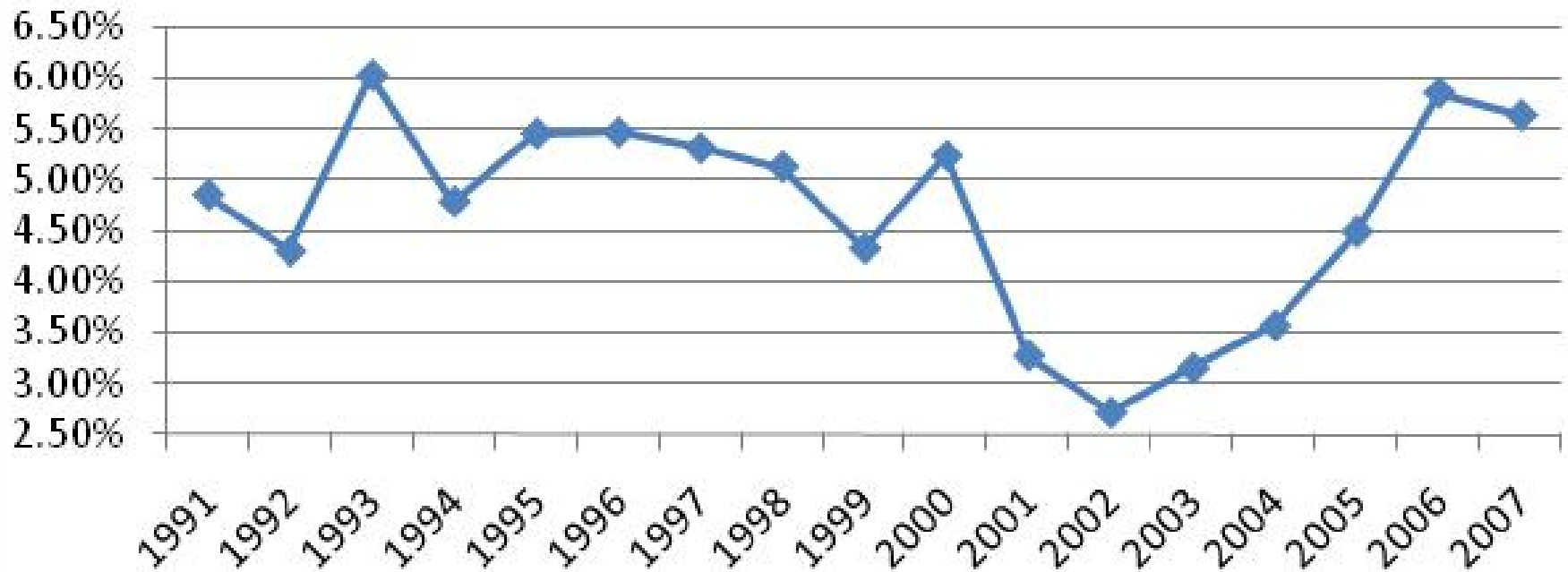
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## A Shifting Share of General Fund Revenue

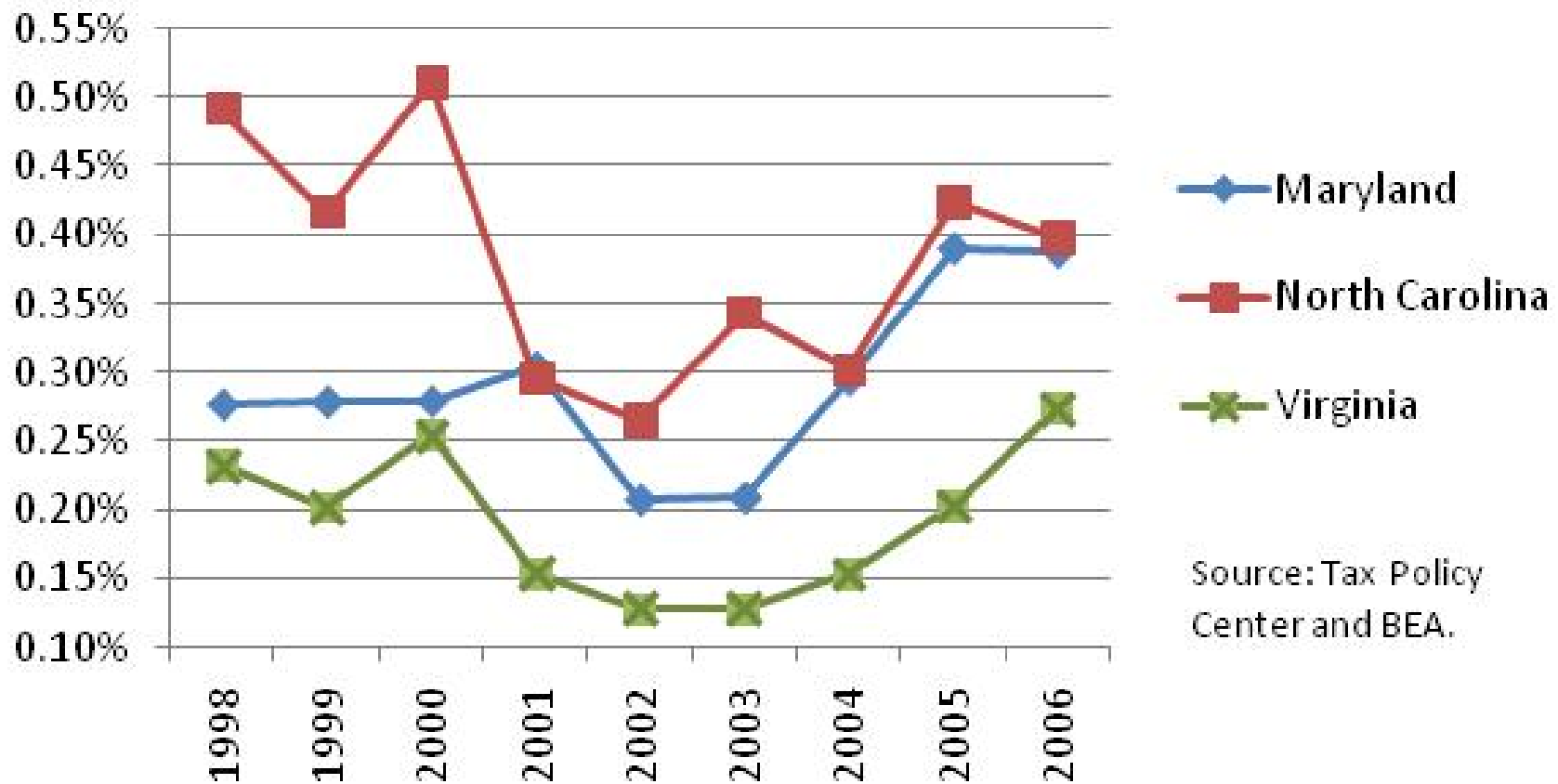
Corporate Income Tax Revenues as a Percentage of General Fund Revenues, 1991-2007



Source: Annual financial reports, VA Department of Taxation

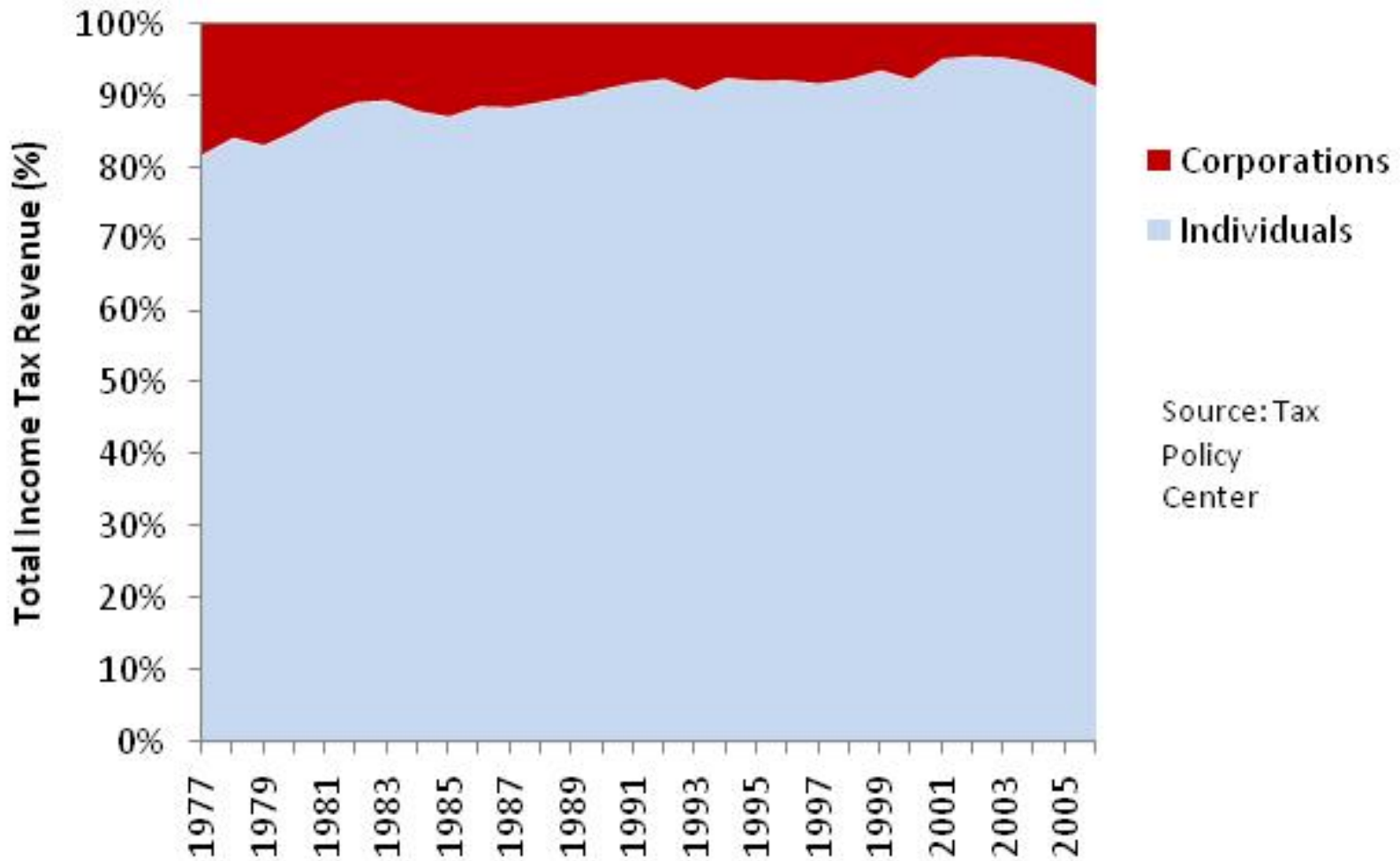
## Virginia Collects Less Than Neighbors

### Corporate Revenues as a Share of State GDP, 1998-2006



# Individuals Pay a Larger Share of the Income Tax

## Share of Virginia's Income Tax Paid by Corporations and Individuals, 1977-2006



# Single-Sales Factor States Do No Better Than Other States:

Percentage Change in Manufacturing Employment: Dec. 2001 - Dec. 2007

Utah*	11.26%	Tennessee	-11.37%
<i>North Dakota</i>	8.86%	<b>[Missouri]</b>	-11.79%
Alaska	6.67%	California	-12.23%
<i>Montana</i>	0.96%	<b>[Connecticut]</b>	-12.95%
<b>[Iowa]</b>	-0.13%	Virginia	-13.47%
Oregon	-1.03%	<b>[Illinois]</b>	-13.49%
<i>Kansas</i>	-1.83%	Arkansas	-14.44%
Arizona	-2.55%	Ohio	-15.16%
Idaho	-3.50%	Colorado	-15.95%
<b>[Texas]</b>	-5.68%	New Hampshire	-15.96%
Alabama	-5.82%	Pennsylvania	-16.53%
<b>[Nebraska]</b>	-6.18%	Maine	-16.76%
Indiana	-6.30%	West Virginia	-16.76%
Louisiana	-6.35%	<i>Delaware</i>	-16.93%
<i>Hawaii</i>	-6.88%	New Jersey	-17.25%
New Mexico	-7.67%	<b>[Maryland]</b>	-17.97%
Minnesota	-8.01%	<i>Vermont</i>	-18.45%
Wisconsin	-8.09%	North Carolina	-19.05%
<i>Oklahoma</i>	-8.33%	New York	-20.00%
Florida	-8.53%	<b>[Massachusetts]</b>	-20.04%
Kentucky	-10.04%	South Carolina	-20.05%
Mississippi	-10.38%	Rhode Island	-22.21%
Georgia (median)	-10.60%		