FTA Revenue Estimating Conference

Retail Outlook

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What will be driving the consumer?
Consumer indicators show improvement.

Households & Nonprofit Organizations: Net Worth

Source: Bureau of Economic Analysis /Haver Analytics
Consumer indicators show improvement:

Real Disposable Personal Income: Per Capita

SAAR, Chn.2009$
Consumer indicators show
There are significant variations across the states
So what will happen with retail?
Deloitte Forecast for the US
What are the possibilities (and the probabilities)?

Scenarios

55% Baseline: Strengthening recovery
5% Recession
20% Coordinated global boom
20% Continued slow growth

Graphic: Deloitte University Press | DUPress.com
We are forecasting a 75% chance of an acceleration in growth
Overall consumer spending should accelerate in 2015 and 2016
For the upcoming holiday season, we are forecasting retail sales to Increase 4 to 4.5 Percent
Policy considerations
The fate of the Internet tax bills may be joined

Internet Tax Freedom Act

Marketplace Fairness Act
Retail E-commerce continues to grow

Source: US Census Bureau
Questions?
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