

Relationship Between Incentives Tax And Growth Of Retail Trade In Goiás

Fernando Silva Lima

Master in Regional Development Faculty ALFA. City of Goiania, State of Goias. Teacher at the Federal Institute of Education, Science and Technology of Maranhao - Bacabal Campus.

Abstract

This study aimed to verify the performance of trade in front retail sector to tax incentives granted by the State of Goiás, with the general objective of studying the growth of retail trade, specifically in terms of gross revenue, sales margin, constitution and low companies within the 2010 and 2014 period, however it was considered that there are still weaknesses where the tax benefit granted by the State has not been sufficient to reduce the high rate of low commercial enterprises. For this study, we used a qualitative research using the socio-economic analysis provided by Mauro Borges Institute (IMB) of Goias.

Keywords: trade, tax incentives, State Goiás.

INTRODUCTION

Historically, the state of Goiás began the tax incentive program in 1984, through the law 9489 in order to enhance the implementation and expansion of activities to promote the industrial development of the State of Goiás. As a result, retailers receive tax benefits through industry incentives.

Over time, the state of Goiás created the tax incentive program called yield (GOIÁS, Law no. 13 591 2000) which is engaged contribute to the expansion, modernization and diversification of the industrial sector of Goiás, thereby stimulating investment, technological renovation of production structures and increasing state competitiveness, with emphasis on the generation of employment and income and reducing social and regional inequalities reaching retail trade through centroprodúzir subprogram in order to achieve some business segments in the area distribution, logistics and trade.

The State of Goiás seeking heat the local and regional economy through the program to foster (GOIÁS, Law no. 9489 1984) and produce (GOIÁS, Law no. 13 591 2000) have stimulated industry sectors, trade and services. However, to deal specifically with the retail trade, the incentive that allows and considers this segment is the subprogram called centroprodúzir (GOIÁS, Law no. 13,844, of 1 June 2001) which was expanded in the produce program in 2001, but this notice is which encourages Goiás strictly economic activities such as computer products, telecommunications and automation; electronics, household appliances, mobile and household appliances in general and equipment and photographic equipment and photographic laboratory, equipment and material for optical laboratory, watch and tape and blank or recorded disc, reaching the supermarket segment and building materials (GOIÁS Law no. 13,844, of 1 June 2001) and to be granted, the law requires that owns commercial properties in more than one unit of the Federation and at least 07 (seven) in the State of Goiás.

Starting with the economic reality in the retail segment, a question surfaced: What is the relationship of tax incentives in the state of Goiás and the situation of the retail trade?

This study is the subject of research retail trade installed in the state of Goiás. Justified this study in the retail sector, as trade is one of the sectors most affected by the tax burden in recent years and in fact, committed on average 35% of gross sales revenue (RFB, 2012, p. 1 and IBGE 2009, p.1), that is, besides the direct tax burden the retail sector suffers from administrative expenses as payroll taxes, social security and even the tax substitution. However, the taxes among themselves undertake more than a third of sales, (RFB, 2012, p. 1 and IBGE, 2009, p.1).

This study aimed to study the growth of retail sales in Goiás. Specifically, the study sought to contextualize on tax incentives in the state of Goiás, checking the evolution of resale revenue specifically goiano retail for the marketing margin between 2010 and 2012, analyzing the number of registration in relation to the number of termination of the retail trade in Goiás between 2012 and 2014.

MATERIALS AND METHODS

The study sought to gather information through data available on the Internet by the Institute Mauro Borges (IMB), which is a body on the State Secretary of Administration and State Planning of Goiás and are responsible for the preparation of studies, surveys, analyzes and socioeconomic statistics providing subsidies in the economic and social sectors for the formulation of state development policies, though the body also provides a collection of statistical data, geographical and cartographical state of Goiás.

For this study was no need to socioeconomic analysis through collection available on the IMB website of Goiás containing 2014 data According to the IMB itself, the data on the assets related to sales revenue and sales margin are from the Brazilian Institute of geography and Statistics (IBGE) and appealed the Annual Survey of Trade between 2012 and 2014.

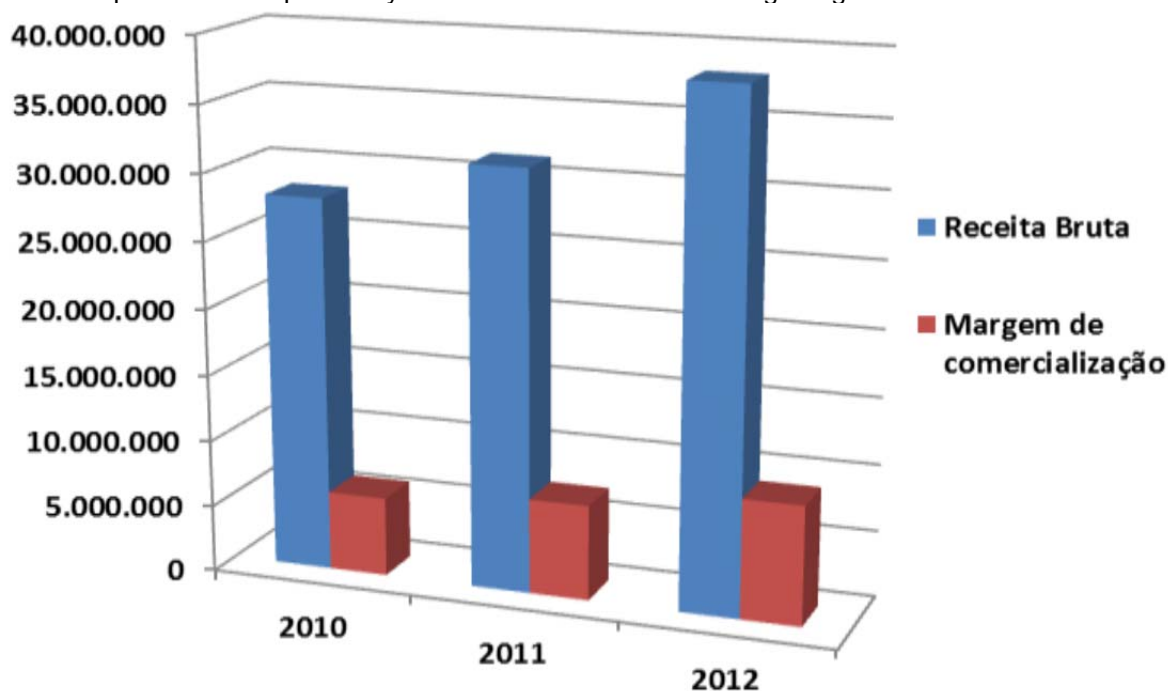
Specifically analyzing the constitution of tables and dissolution of commercial companies in Goiás between the years 2012 and 2014, which is also part of socio-economic analyzes of the same collection, according to IMB are extracted from the Board of Trade of Goiás, but analyzed between 2010 and 2012.

RESULTS AND DISCURSÕES

The retail companies located in Goiás between 2010 and 2012 show the performance of sales revenue and sales margin, a positive development. Table 1 shows the development of sales revenue and sales margin from 2010, according to data provided by the IMB in the last three years, it is observed that between 2010 and 2012 the sales revenue grew more than 82% during this period and the trading margin grew by over 79% during these years.

Table 1 -

Resale revenue performance specifically in Goiás retail for the marketing margin between 2010 and 2012.



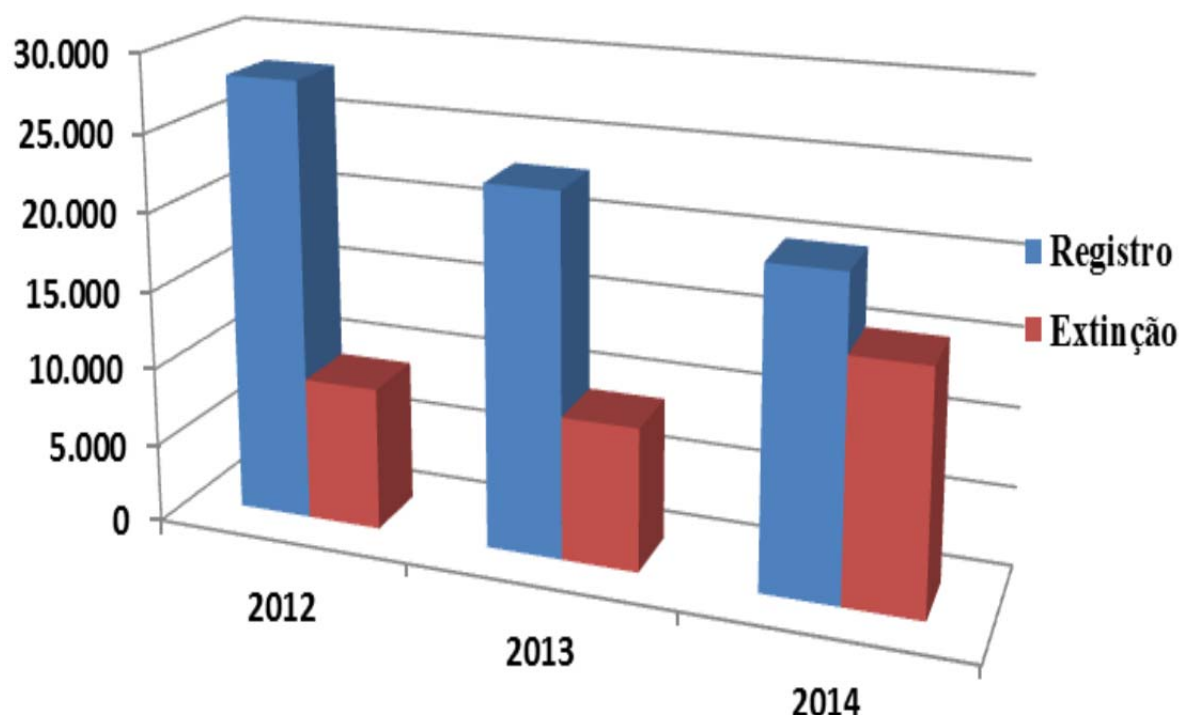
Source: IBM (2012). Prepared by the author

Another important research was to conduct a comparative study of companies that were registered in Goiás in relation to commercial companies ceased their activities between 2012 and 2014. According to Table 2, between 2012 and 2013 the number of commercial enterprises records fell by 18.48% and in 2013 and 2014 low of companies reached a record, approximately 84% over the previous year.

In a study conducted by IMB (2012, p. 13) says that the state with the help of tax incentives increased participation of goiana economy on the national scene.

Another study by Oliveira at al (2010), said that along with the growth of Goiás economy was increased state trade flows with the other units of the federation, however, which shows in this study is that the last three years, there was a gradual rise in companies extinguishing number in more than 50% between 2012 and 2014, however a reduction in the registration number at around 35%.

Table 2 - Comparative registration and termination of trade in Goiás.



Source: IBM (2015). Prepared by the author.

FINAL CONSIDERATIONS

This study considers that commercial companies located in Goiás in the retail sector, had a favorable performance from the perspective of the local economy, however, tax incentives even being present in the growth of the retail sector, there are still weaknesses in the tax benefit granted by the state has not been sufficient to reduce the high-low index of companies in this segment.

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