

City of Boulder

Sales & Use Tax Revenue Report

January 2012

Issued April 2, 2012

This report provides information and analysis related to total 2012 sales and use tax collections. Results are for actual sales activity through the month of January, taxes on which are received by the city by the end of February. The January report has been delayed in order to implement a new software system for processing sales and use tax returns. Any questions should be directed to Eric Nickell, Budget Director, at (303) 441-3007 or nickelle@bouldercolorado.gov.

REVENUE COMPARISONS TO COMPARABLE PERIOD IN PRIOR YEAR

The report for January presents summary level sales and use tax collections. Historically, January and February have been erratic months for receipt of these revenues compared to other months of the year. Therefore, comparing January or February revenues with prior year receipts will indicate very little about trends for taxable sales activity later in 2012.

A more detailed analysis will be included in the March 2012 report and will include information related to the first quarter of the year.

Table 1 compares the major sales and use tax categories for January of 2012 to what occurred in January of 2011. As reflected in Table 1, total sales and use tax has fallen from same period in 2011 by 10.25%.

**TABLE 1
ACTUAL REVENUE**

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	(0.57%)	82.36%
Business/Consumer Use Tax	(48.06%)	8.42%
Construction Use Tax	(38.13%)	5.92%
Motor Vehicle Use Tax	12.48%	3.30%
Refunds	(100.00%)	0.00%
Total Sales & Use Tax	(10.25%)	100.00%

Although we returned in 2011 to pre-recession levels of taxable sales, Table 2 also illustrates the volatility evident in January numbers, particularly in business/consumer use tax and construction use tax.

**TABLE 2
3 YEAR JANUARY YTD COMPARISON**

Category	Percent Increase/(Decrease)		
	2010	2011	2012
Retail Sales Tax	(6.98%)	17.88%	(0.57%)
Business/Consumer Use Tax (incl. vehicles)	(24.41%)	81.40%	(38.79%)
Construction Use Tax	(37.39%)	5.29%	(38.13%)
Total	(13.57%)	24.00%	(10.25%)

ANALYSIS OF RESULTS

- Retail Sales Tax – Actual retail receipts are nearly flat, reporting down by 0.57%.
- Business/Consumer Use Tax – This category tends to be volatile in nature and the short term results do not necessarily reflect trends.
- Construction Use Tax – This category is down by 38.13% January YTD and is typical for a volatile revenue source. Month to month changes may not reflect any long term trend.
- Motor Vehicle Use Tax – This category is a bright spot in the revenue analysis, showing 12.48% higher collections this year.

Though revenue collection during the months of January and February can fluctuate greatly, the overall result for January is negative when compared to the prior year. The city will watch the upcoming results closely to determine whether taxable sales activity in January indicates the appearance of a new trend or if the single month is a short term aberration.

Total Net Sales/Use Tax Receipts by Tax Category	JANUARY YTD Actual			
	2011	2012	% Change	% of Total
Sales Tax	5,394,367	5,363,541	-0.57%	82.36%
Business Use Tax	1,056,059	548,495	-48.06%	8.42%
Construction Use Tax	622,872	385,392	-38.13%	5.92%
Motor vehicle	191,076	214,930	12.48%	3.30%
Refunds	-8,569	0	-100.00%	0.00%
Total Sales and Use Tax	7,255,806	6,512,359	-10.25%	100.00%

Total Net Sales/Use Tax Receipts by Industry Type	JANUARY YTD Actual			
	2011	2012	%Change	% of Total
Food Stores	888,596	959,069	7.93%	14.73%
Eating Places	832,645	894,513	7.43%	13.74%
Apparel Stores	161,991	211,019	30.27%	3.24%
Home Furnishings	208,417	161,974	-22.28%	2.49%
General Retail	1,553,192	1,425,109	-8.25%	21.88%
Transportation/Utilities	641,447	664,442	3.58%	10.20%
Automotive Trade	455,345	500,354	9.88%	7.68%
Building Material-Retail	185,499	199,136	7.35%	3.06%
Construction Use Tax	526,005	366,556	-30.31%	5.63%
Construction Sales Tax	16,075	14,411	-10.35%	0.22%
Consumer Electronics	165,303	128,324	-22.37%	1.97%
Computer Related Business Sector	878,102	276,084	-68.56%	4.24%
All Other	751,758	711,368	-5.37%	10.92%
Refunds	-8,569	0	-100.00%	0.00%
Total Sales and Use Tax	7,255,806	6,512,359	-10.25%	100.00%

Total Net Sales/Use Tax Receipts by Geographic Area	JANUARY YTD Actual			
	2011	2012	% Change	% of Total
North Broadway	50,870	103,251	102.97%	1.59%
Downtown	407,627	394,653	-3.18%	6.06%
Downtown Extension	15,278	45,886	200.34%	0.70%
UHGID (the "hill")	101,659	87,938	-13.50%	1.35%
East Downtown	42,479	49,593	16.75%	0.76%
N. 28th St. Commercial	311,564	311,539	-0.01%	4.78%
N. Broadway Annex	54,001	33,669	-37.65%	0.52%
University of Colorado	199,520	194,227	-2.65%	2.98%
Basemar	128,308	137,015	6.79%	2.10%
BVRC-Boulder Valley Regional Center	1,326,572	1,302,942	-1.78%	20.01%
29th Street	471,475	606,535	28.65%	9.31%
Table Mesa	187,610	179,135	-4.52%	2.75%
The Meadows	65,761	60,332	-8.26%	0.93%
All Other Boulder	207,971	450,729	116.73%	6.92%
Boulder County	43,729	49,220	12.56%	0.76%
Metro Denver	387,589	131,836	-65.99%	2.02%
Colorado All Other	9,462	9,854	4.14%	0.15%
Out of State	705,700	564,355	-20.03%	8.67%
Airport	679	363	-46.54%	0.01%
Gunbarrel Industrial	949,300	302,618	-68.12%	4.65%
Gunbarrel Commercial	85,116	85,603	0.57%	1.31%
Pearl Street Mall	145,827	159,578	9.43%	2.45%
Boulder Industrial	609,945	538,982	-11.63%	8.28%
Unlicensed Receipts	110,692	37,474	-66.15%	0.58%
County Clerk	191,076	214,930	12.48%	3.30%
Public Utilities	454,565	460,099	1.22%	7.07%
Refunds	-8,569	0	-100.00%	0.00%
Total Sales and Use Tax	7,255,806	6,512,359	-10.25%	100.00%

Miscellaneous Tax Statistics	JANUARY YTD Actual		
	2011	2012	% Change in Taxable Sales
Total Food Service Tax	38,911	41,265	6.05%
Accommodations Tax	242,315	249,403	-24.52%
Admissions Tax	48,145	45,546	-5.40%
Trash Tax	6,424	5,395	-16.02%

USE >> SALES

COMPARISON OF YEAR-TO-DATE ACTUAL REVENUE FOR THE YEAR 2012 TO COMPARABLE PERIOD

USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
JANUARY YTD Actual			Standard Industrial Code	JANUARY YTD Actual		
2011	2012	% Change		2011	2012	% Change
39,809	5,051	-87.31%	Food Stores	848,786	954,017	12.40%
5,626	8,422	49.71%	Eating Places	827,019	886,092	7.14%
236	2,297	873.31%	Apparel Stores	161,755	208,722	29.04%
2,105	312	-85.18%	Home Furnishings	206,312	161,662	-21.64%
184,539	129,677	-29.73%	General Retail	1,368,653	1,295,432	-5.35%
16,559	10,545	-36.32%	Transportation/Utilities	624,888	653,897	4.64%
193,608	223,927	15.66%	Automotive Trade	261,737	276,426	5.61%
234	412	76.07%	Building Material-Retail	185,266	198,723	7.26%
526,005	366,556	-30.31%	Construction Use Tax	0	0	na
0	0	na	Construction Sales Tax	16,075	14,411	-10.35%
3,673	2,650	-27.85%	Consumer Electronics	161,630	125,675	-22.25%
629,015	162,824	-74.11%	Computer Related Business	249,087	113,260	-54.53%
268,598	236,144	-12.08%	All Other	483,159	475,224	-1.64%
1,870,007	1,148,818	-38.57%	Total Sales and Use Tax	5,394,367	5,363,541	-0.57%
USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
JANUARY YTD Actual			Geographic Code	JANUARY YTD Actual		
2011	2012	% Change		2011	2012	% Change
1,934	1,935	0.03%	North Broadway	48,936	101,316	107.04%
13,536	23,732	75.32%	Downtown	394,092	370,921	-5.88%
141	284	101.42%	Downtown Extension	15,137	45,602	201.26%
933	2,839	204.29%	UHGD (the "hill")	100,726	85,100	-15.51%
1,648	17,951	989.26%	East Downtown	40,830	31,642	-22.50%
2,715	1,860	-31.49%	N. 28th St. Commercial	308,849	309,680	0.27%
26,527	6,008	-77.35%	N. Broadway Annex	27,474	27,662	0.68%
882	4,569	418.03%	University of Colorado	198,638	189,658	-4.52%
207	225	8.70%	Basemar	128,102	136,790	6.78%
48,710	44,914	-7.79%	BVRC	1,277,861	1,258,028	-1.55%
1,936	78,133	3935.80%	29th Street	469,539	528,403	12.54%
7,650	1,596	-79.14%	Table Mesa	179,959	177,539	-1.34%
360	537	49.17%	The Meadows	65,401	59,795	-8.57%
56,085	270,836	382.90%	All Other Boulder	151,886	179,893	18.44%
6,064	7,673	26.53%	Boulder County	37,665	41,547	10.31%
237,986	6,576	-97.24%	Metro Denver	149,603	125,260	-16.27%
72	1,493	1973.61%	Colorado All Other	9,391	8,361	-10.97%
26,170	27,010	3.21%	Out of State	679,530	537,346	-20.92%
2	-216	-10900.00%	Airport	677	579	-14.48%
898,084	236,391	-73.68%	Gunbarrel Industrial	51,216	66,227	29.31%
4,115	179	-95.65%	Gunbarrel Commercial	81,001	85,424	5.46%
483	2,973	515.53%	Pearl Street Mall	145,344	156,605	7.75%
236,678	177,331	-25.07%	Boulder Industrial	373,267	361,651	-3.11%
97,594	14,315	-85.33%	Unlicensed Receipts	13,098	23,160	76.82%
191,076	214,930	12.48%	County Clerk	0	0	na
8,419	4,745	-43.64%	Public Utilities	446,145	455,354	2.06%
1,870,007	1,148,818	-38.57%	Total Sales and Use Tax	5,394,367	5,363,541	-0.57%

Tax by Mo & Category

TOTAL CITY SALES AND USE TAX COLLECTIONS

REVENUE CATEGORY	YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	% Change in Taxable Sales
RETAIL SALES TAX	2005	4,255,041	4,453,370	5,232,389	4,353,026	4,576,864	5,535,196	4,494,079	5,013,379	5,550,916	4,541,790	4,769,700	6,932,929	59,708,680	2.54%
Rate 3.41%	2006	4,734,249	4,645,436	5,537,253	4,659,458	4,882,331	6,129,363	4,737,773	5,237,757	6,156,056	4,950,305	4,387,847	7,891,618	63,949,446	7.10%
Rate Chg 3.41%>3.56%	2007	5,118,353	5,014,615	6,918,421	4,965,981	5,500,701	6,712,841	5,565,371	6,393,028	6,954,377	5,747,963	5,695,703	8,411,484	72,998,838	9.34%
Rate Chg3.56%>3.41%	2008	5,197,400	5,105,109	6,005,946	5,331,447	5,488,450	6,572,335	5,508,796	6,258,640	6,620,535	5,382,779	5,255,155	7,443,455	70,170,045	0.35%
Rate3.41%	2009	4,919,570	4,659,632	5,850,038	5,077,648	5,131,444	6,428,343	5,206,770	5,790,533	6,093,314	5,170,325	4,735,769	7,814,230	66,877,613	-4.69%
	2010	4,576,034	5,386,190	6,196,697	5,320,225	5,470,595	6,895,283	5,522,076	5,943,315	6,855,385	5,652,938	5,240,211	8,414,157	71,473,106	6.87%
	2011	5,394,367	5,132,437	6,692,597	5,630,200	5,708,608	7,016,826	5,580,953	6,531,707	7,286,644	5,765,805	5,830,545	8,390,145	74,960,833	4.88%
	2012	5,363,541												5,363,541	-92.84%
Change from prior year (Month)		-0.57%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
Change from prior year (YTD)		-0.57%	-49.05%	-68.85%	-76.53%	-81.22%	-84.92%	-86.97%	-88.75%	-90.24%	-91.17%	-91.94%	-92.84%		
CONSUMER USE TAX (includes Motor Vehicle)	2005	827,887	507,036	951,085	1,016,614	1,103,592	1,001,048	864,720	788,465	1,094,030	758,937	968,467	1,248,300	11,130,180	8.95%
Rate 3.41%	2006	686,686	517,101	1,277,146	577,144	964,529	781,362	895,403	776,258	1,054,696	727,776	1,092,224	1,287,157	10,637,482	-4.43%
Rate Chg 3.41%>3.56%	2007	763,650	574,006	975,178	888,726	733,196	858,072	975,456	652,501	923,667	732,463	716,317	1,575,908	10,369,140	-6.63%
RateChg3.56%>3.41%	2008	818,034	991,472	1,109,160	669,214	736,901	1,067,769	732,334	596,399	899,934	989,683	599,876	1,253,267	10,464,043	5.35%
Rate3.41%	2009	909,558	657,250	1,062,587	997,891	531,724	790,819	858,325	1,299,767	989,089	741,578	698,452	1,600,457	11,137,497	6.44%
	2010	687,502	778,796	913,223	701,931	662,382	945,800	620,328	633,593	909,315	752,143	618,493	1,366,131	9,589,636	-13.90%
	2011	1,247,135	650,595	1,034,670	727,395	850,561	1,166,185	958,724	771,357	1,044,032	703,092	903,665	1,410,793	11,468,205	19.59%
	2012	763,425												763,425	-93.34%
Change from prior year (Month)		-38.79%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
Change from prior year (YTD)		-38.79%	-59.77%	-73.97%	-79.14%	-83.07%	-86.55%	-88.49%	-89.69%	-90.97%	-91.66%	-92.41%	-93.34%		
CONSTRUCTION USE TAX	2005	912,585	782,540	287,865	461,878	456,073	913,197	186,408	235,308	282,503	276,247	288,104	514,975	5,597,684	83.59%
Rate 3.41%	2006	197,263	331,341	420,749	294,094	337,237	774,420	352,533	261,409	343,749	559,975	410,958	1,018,272	5,302,000	-5.28%
Rate Chg 3.41%>3.56%	2007	293,078	347,860	112,016	293,061	621,413	430,207	1,119,425	259,226	421,376	286,524	376,978	253,590	4,814,755	-13.02%
RateChg3.56%>3.41%	2008	330,080	347,219	748,549	454,797	327,855	241,649	100,759	442,652	347,954	217,885	107,831	381,753	4,048,982	-12.21%
Rate3.41%	2009	944,905	111,907	425,028	776,511	279,761	995,132	721,209	676,301	235,485	223,169	591,970	1,467,798	7,444,176	83.98%
	2010	591,599	242,591	245,829	362,619	226,230	1,921,675	1,075,078	467,423	245,361	234,021	406,868	531,670	6,550,964	-12.06%
	2011	622,872	281,210	274,661	240,970	2,150,036	352,336	352,846	455,211	478,988	314,958	177,137	471,157	6,172,383	-5.78%
	2012	385,392												385,392	-93.76%
Change from prior year (Month)		-38.13%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-56.46%	-11.38%		
Change from prior year (YTD)		-38.13%	-57.37%	-67.30%	-72.85%	-89.20%	-90.17%	-90.98%	-91.85%	-92.60%	-93.02%	-5.28%	-5.78%		
TOTAL FOR MONTH & CHANGE FROM PREVIOUS YEAR (MONTH & YTD)															
Rate 3.41%	2005	5,995,513	5,742,946	6,471,340	5,831,518	6,136,529	7,449,441	5,545,207	6,037,152	6,927,449	5,576,974	6,026,271	8,696,204	76,436,545	6.91%
	2006	5,618,198	5,493,878	7,235,148	5,530,696	6,184,096	7,685,145	5,985,709	6,275,424	7,554,500	6,238,056	5,891,030	10,197,046	79,888,928	4.52%
Rate Chg 3.41%>3.56%	2007	6,175,081	5,936,481	8,005,615	6,147,768	6,855,311	8,001,120	7,660,252	7,304,754	8,299,420	6,766,951	6,788,999	10,240,982	88,182,732	5.73%
RateChg3.56%>3.41%	2008	6,345,513	6,443,800	7,863,654	6,455,459	6,553,206	7,881,753	6,341,889	7,297,691	7,868,423	6,590,347	5,962,862	9,078,475	84,683,070	0.26%
Rzte3.41%	2009	6,774,033	5,428,789	7,337,653	6,852,049	5,942,929	8,214,294	6,786,304	7,766,601	7,317,887	6,135,072	6,026,191	10,882,485	85,464,286	0.92%
	2010	5,855,134	6,407,577	7,355,749	6,384,774	6,359,207	9,762,758	7,217,482	7,044,332	8,010,061	6,639,102	6,265,572	10,311,957	87,613,706	2.51%
	2011	7,264,374	6,064,242	8,001,928	6,598,565	8,709,206	8,535,348	6,892,523	7,758,275	8,809,664	6,783,855	6,911,347	10,272,095	92,601,421	5.69%
	2012	6,512,359	0	0	0	0	0	0	0	0	0	0	0	6,512,359	-92.97%
Less Refunds	2005	-246	-66,044	-909	-2,666	-1,647	-10,080	-3,062	-4,207	-846	-1,586	0	-4,757	-96,051	
	2006	-40,302	-5,272	-22,761	-363	-5,099	0	0	-7,568	-806	-5,947	-406	-16,773	-105,296	
	2007	0	-38,291	-2,013	-729	-9,326	-14,547	-14,440	-677	0	-5,963	0	-5,015	-91,001	
	2008	-978	0	-46,974	-1,409	0	-2,375	-445	-9,493	-1,429	0	-48,521	-500	-112,123	
Less Refunds	2009	-3,335	0	0	-1,111	-602	-692	-967	-3,520	-2,747	-179,087	-65,331	-26,376	-283,770	
	2010	-3,469	-68,130	-35,924	-1,444	-43,920	-3,832	-1,648	-4,204	-7,969	0	-12,480	-214	-183,234	
	2011	-8,569	-2,479	-1,188	-2,918	0	0	-7,175	0	0	-162	0	-140,199	-162,690	
	2012	0												0	
Adjusted total	2005	5,995,266	5,676,902	6,470,431	5,828,852	6,134,882	7,439,361	5,542,145	6,032,946	6,926,603	5,575,388	6,026,271	8,691,446	76,340,493	6.87%
Rate 3.41%	2006	5,577,896	5,488,606	7,212,388	5,530,333	6,178,998	7,685,145	5,985,709	6,267,856	7,553,694	6,232,110	5,890,624	10,180,273	79,783,631	4.51%
Rate Chg3.41%>3.56%	2007	6,175,081	5,898,190	8,003,602	6,147,039	6,845,984	7,986,572	7,645,812	7,304,077	8,299,420	6,760,988	6,788,999	10,235,967	88,091,731	5.76%
	2008	6,344,536	6,443,800	7,816,680	6,454,050	6,553,206	7,879,378	6,341,444	7,288,198	7,866,995	6,590,347	5,914,341	9,077,975	84,570,947	0.23%
Rate3.41%	2009	6,770,698	5,428,789	7,337,653	6,850,938	5,942,327	8,213,602	6,785,337	7,763,080	7,315,140	5,955,985	5,960,860	10,856,109	85,180,517	0.72%
	2010	5,851,665	6,339,447	7,319,826	6,383,330	6,315,288	9,758,926	7,215,834	7,040,127	8,002,092	6,639,102	6,253,092	10,311,744	87,430,472	2.64%
	2011	7,255,806	6,061,763	8,000,739	6,595,647	8,709,206	8,535,348	6,885,348	7,758,275	8,809,664	6,783,693	6,911,347	10,131,896	92,438,731	5.73%
	2012	6,512,359	0	0	0	0	0	0	0	0	0	0	0	6,512,359	-92.95%
% Change (month)		-10.25%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
% Change (YTD)		-10.25%	-51.10%	-69.45%	-76.67%	-82.22%	-85.58%	-87.49%	-89.11%	-90.51%	-91.36%	-92.09%	-92.95%		