

# City of Boulder

## Sales & Use Tax Revenue Report

### January 2013

Issued March 13, 2013

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This report provides information and analysis related to total 2013 sales and use tax collections. Results are for actual sales activity through the month of January, the tax on which is received by the city in the subsequent month. For clarification of any information in this report, please contact Bob Eiche, Chief Financial Officer, at (303) 441-1819 or [eicheb@bouldercolorado.gov](mailto:eicheb@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 2013.

A more detailed analysis will be included in the March 2013 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 2013 to what occurred in January 2012. Generally an additional table similar to Table 1 is included in this section. The additional table excludes Construction Use Tax revenue generated from the Boulder Junction area. Because there was no Construction Use Tax revenue from the Boulder Junction area in either January 2012 or January 2013 this additional table was not needed for this report. As reflected in Table 1, total sales and use tax has risen from same period in 2012 by 13.96%. The greatest portion of this amount is due to use taxes. Use taxes, construction, auto and business, are volatile and often fluctuate widely. 2012 use tax collections were low when compared to historical collections so the increases for January of 2013 were being compared to low collections in January of 2012.

**TABLE 1  
ACTUAL REVENUE**

<b>TAX CATEGORY</b>	<b>% CHANGE IN REVENUE Increase/(Decrease)</b>	<b>% OF TOTAL</b>
Sales Tax	3.61%	74.88%
Business/Consumer Use Tax	61.04%	11.90%
Construction Use Tax	90.08%	9.87%
Motor Vehicle Use Tax	15.73%	3.35%
<b>Total Sales &amp; Use Tax</b>	<b>13.96%</b>	<b>100.00%</b>

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)		
	2011	2012	2013
Retail Sales Tax	17.88%	(0.57%)	3.61%
Business/Consumer Use Tax (incl. vehicles)	81.40%	(38.79%)	48.28%
Construction Use Tax	5.29%	(38.13%)	90.08%
<b>Total</b>	<b>24.00%</b>	<b>(10.25%)</b>	<b>13.96%</b>

**ANALYSIS OF RESULTS**

- Retail Sales Tax – This category is watched very closely at all times and is the primary source for funding many of the ongoing services and programs of the city. Collections for January 2013 increased by 3.61%. However, as mentioned above, this category is often distorted at the first of the year due to timing differences.
- Business/Consumer Use Tax – This category tends to be volatile from month to month. Combined collections of business/consumer use tax and motor vehicle use tax are up 48.28%. Business/consumer use tax rose by 61.04% while motor vehicle use tax increased by 15.73% over last year. The short term results do not necessarily reflect trends.
- Construction Use Tax – Also a category with greater volatility, construction use tax receipts are up by 90.08% this year, mainly the result of two large construction use tax payments. The two payments related to a construction project at the University of Colorado and a multi-family rental housing development project in the city.

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

**MEDICAL MARIJUANA BUSINESS SALES TAX**

Monthly sales tax revenue, and the percentage change from the same time period in 2012, is presented below. This industry represents less than one half one percent of total sales and use collections.

Jan
\$66,592
24.97%

**ACCOMODATION TAX**

January 2013 Accommodation Tax revenue is down by 10.27% from the same period in 2012.

**ADMISSIONS TAX**

January 2013 Admissions Tax revenue is up by 23.94% from the same period in 2012.

COMPARISON OF YEAR-TO-DATE ACTUAL REVENUE FOR THE YEARS 2013 TO COMPARABLE PERIOD IN 2012

**USE TAX BY CATEGORY**

**SALES TAX BY CATEGORY**

JANUARY YTD Actual			Standard Industrial Code	JANUARY YTD Actual		
2012	2013	% Change		2012	2013	% Change
5,051	4,084	-19.14%	Food Stores	954,017	887,042	-7.02%
8,422	12,991	54.25%	Eating Places	886,092	905,954	2.24%
2,297	1,122	-51.15%	Apparel Stores	208,722	227,681	9.08%
312	752	141.03%	Home Furnishings	161,662	185,117	14.51%
129,677	66,573	-48.66%	General Retail	1,295,432	1,498,734	15.69%
10,545	9,082	-13.87%	Transportation/Utilities	653,897	637,317	-2.54%
223,927	287,449	28.37%	Automotive Trade	276,426	327,851	18.60%
412	521	26.46%	Building Material-Retail	198,723	94,309	-52.54%
366,556	616,333	68.14%	Construction Use Tax	0	0	na
0	0	na	Construction Sales Tax	14,411	15,085	4.68%
2,650	6,040	127.92%	Consumer Electronics	125,675	155,210	23.50%
162,824	607,291	272.97%	Computer Related Business	113,260	136,572	20.58%
236,144	252,316	6.85%	All Other	475,224	486,292	2.33%
<b>1,148,818</b>	<b>1,864,555</b>	<b>62.30%</b>	<b>Total Sales and Use Tax</b>	<b>5,363,541</b>	<b>5,557,163</b>	<b>3.61%</b>

**USE TAX BY CATEGORY**

**SALES TAX BY CATEGORY**

JANUARY YTD Actual			Geographic Code	JANUARY YTD Actual		
2012	2013	% Change		2012	2013	% Change
1,935	6,733	248.02%	North Broadway	101,316	97,535	-3.73%
23,732	61,721	160.08%	Downtown	370,921	380,910	2.69%
284	79	-72.18%	Downtown Extension	45,602	47,853	4.94%
2,839	1,871	-34.10%	UHGID (the "hill")	85,100	83,445	-1.94%
17,951	2,890	-83.90%	East Downtown	31,642	38,360	21.23%
1,860	50,370	2608.06%	N. 28th St. Commercial	309,680	211,344	-31.75%
6,008	218	-96.37%	N. Broadway Annex	27,662	27,189	-1.71%
4,569	4	-99.91%	University of Colorado	189,658	182,537	-3.75%
225	2,422	976.44%	Basemar	136,790	133,763	-2.21%
44,914	26,952	-39.99%	BVRC	1,258,028	1,303,214	3.59%
78,133	9,114	-88.34%	29th Street	528,403	477,837	-9.57%
1,596	4,012	151.38%	Table Mesa	177,539	205,698	15.86%
537	531	-1.12%	The Meadows	59,795	22,846	-61.79%
270,836	271,870	0.38%	All Other Boulder	179,893	185,706	3.23%
7,673	2,263	-70.51%	Boulder County	41,547	53,612	29.04%
6,576	7,964	21.11%	Metro Denver	125,260	134,351	7.26%
1,493	912	-38.91%	Colorado All Other	8,361	9,684	15.82%
27,010	258,316	856.37%	Out of State	537,346	659,579	22.75%
-216	234	-208.33%	Airport	579	663	14.51%
236,391	536,657	127.02%	Gunbarrel Industrial	66,227	158,955	140.02%
179	1,229	586.59%	Gunbarrel Commercial	85,424	105,693	23.73%
2,973	4,714	58.56%	Pearl Street Mall	156,605	177,609	13.41%
177,331	251,136	41.62%	Boulder Industrial	361,651	425,395	17.63%
14,315	108,100	655.15%	Unlicensed Receipts	23,160	22,150	-4.36%
214,930	248,740	15.73%	County Clerk	0	0	na
4,745	5,504	16.00%	Public Utilities	455,354	411,233	-9.69%
<b>1,148,818</b>	<b>1,864,555</b>	<b>62.30%</b>	<b>Total Sales and Use Tax</b>	<b>5,363,541</b>	<b>5,557,163</b>	<b>3.61%</b>

Total Net Sales/Use Tax Receipts by Tax Category	JANUARY YTD Actual			
	2012	2013	% Change	% of Total
Sales Tax	5,363,541	5,557,163	3.61%	74.88%
Business Use Tax	548,495	883,275	61.04%	11.90%
Construction Sales/Use Tax	385,392	732,539	90.08%	9.87%
Motor Vehicle Use Tax	214,930	248,740	15.73%	3.35%
<b>Total Sales and Use Tax</b>	<b>6,512,359</b>	<b>7,421,718</b>	<b>13.96%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Industry Type	JANUARY YTD Actual			
	2012	2013	% Change	% of Total
Food Stores	959,069	891,126	-7.08%	12.01%
Eating Places	894,513	918,945	2.73%	12.38%
Apparel Stores	211,019	228,804	8.43%	3.08%
Home Furnishings	161,974	185,869	14.75%	2.50%
General Retail	1,425,109	1,565,307	9.84%	21.09%
Transportation/Utilities	664,442	646,399	-2.72%	8.71%
Automotive Trade	500,354	615,300	22.97%	8.29%
Building Material-Retail	199,136	94,830	-52.38%	1.28%
Construction Firms Sales/Use Tax	380,967	631,418	65.74%	8.51%
Consumer Electronics	128,324	161,250	25.66%	2.17%
Computer Related Business Sector	276,084	743,863	169.43%	10.02%
All Other	711,368	738,608	3.83%	9.95%
<b>Total Sales and Use Tax</b>	<b>6,512,359</b>	<b>7,421,718</b>	<b>13.96%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Geographic Area	JANUARY YTD Actual			
	2012	2013	% Change	% of Total
North Broadway	103,251	104,268	0.98%	1.40%
Downtown	394,653	442,631	12.16%	5.96%
Downtown Extension	45,886	47,932	4.46%	0.65%
UHGD (the "hill")	87,938	85,315	-2.98%	1.15%
East Downtown	49,593	41,250	-16.82%	0.56%
N. 28th St. Commercial	311,539	261,714	-15.99%	3.53%
N. Broadway Annex	33,669	27,407	-18.60%	0.37%
University of Colorado	194,227	182,541	-6.02%	2.46%
Basemar	137,015	136,185	-0.61%	1.83%
BVRC-Boulder Valley Regional Center	1,302,942	1,330,166	2.09%	17.92%
29th Street	606,535	486,951	-19.72%	6.56%
Table Mesa	179,135	209,710	17.07%	2.83%
The Meadows	60,332	23,377	-61.25%	0.31%
All Other Boulder	450,729	457,576	1.52%	6.17%
Boulder County	49,220	55,875	13.52%	0.75%
Metro Denver	131,836	142,315	7.95%	1.92%
Colorado All Other	9,854	10,596	7.53%	0.14%
Out of State	564,355	917,895	62.64%	12.37%
Airport	363	898	147.38%	0.01%
Gunbarrel Industrial	302,618	695,612	129.86%	9.37%
Gunbarrel Commercial	85,603	106,922	24.90%	1.44%
Pearl Street Mall	159,578	182,323	14.25%	2.46%
Boulder Industrial	538,982	676,531	25.52%	9.12%
Unlicensed Receipts	37,474	130,250	247.57%	1.75%
County Clerk	214,930	248,740	15.73%	3.35%
Public Utilities	460,099	416,738	-9.42%	5.62%
<b>Total Sales and Use Tax</b>	<b>6,512,359</b>	<b>7,421,718</b>	<b>13.96%</b>	<b>100.00%</b>

Miscellaneous Tax Statistics	JANUARY YTD Actual		
	2012	2013	% Change in Taxable Sales
Total Food Service Tax	41,265	42,079	1.97%
Accommodations Tax	249,403	223,781	-10.27%
Admissions Tax	45,546	56,451	23.94%
Trash Tax	5,395	20,632	282.43%

**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
<b>RETAIL SALES TAX</b>	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 Chg 3.56%>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%
Rate 3.41%	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	5,129,096	6,754,740	5,599,150	5,988,770	7,304,270	5,551,489	7,062,958	7,502,227	6,188,194	5,693,025	9,604,529	77,741,989	3.71%
	2013	5,557,163	-	0	0	0	0	0	0	0	0	0	0	5,557,163	-92.85%
Change from prior year (Month)		3.61%	-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)		3.61%	-47.04%	-67.78%	-75.68%	-80.73%	-84.62%	-86.67%	-88.60%	-90.12%	-91.84%	-92.85%			
<b>CONSUMER USE TAX</b>	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%
(includes Motor Vehicle)	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%
Rate Chg 3.56%>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%
Rate 3.41%	2009	909,558	667,250	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	768,580	859,971	976,451	1,212,071	1,033,899	729,829	940,127	957,894	1,417,818	737,310	1,469,940	11,867,314	3.48%
	2013	1,132,015	0	0	0	0	0	0	0	0	0	0	0	1,132,015	-90.46%
Change from prior year (Month)		48.28%	-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)		48.28%	-26.11%	-52.67%	-66.39%	-75.29%	-79.84%	-82.16%	-84.46%	-86.27%	-88.28%	-89.11%	-90.46%		
<b>CONSTRUCTION USE TAX</b>	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%
Rate Chg 3.56%>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%
Rate 3.41%	2009	944,905	111,907	425,028	776,511	279,761	995,132	721,209	676,301	235,485	223,169	591,970	7,449,798	4,449,176	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	1,697,323	315,856	503,719	342,448	375,499	595,334	214,896	422,866	473,523	799,552	371,254	6,497,662	5.27%
	2013	732,539	0	0	0	0	0	0	0	0	0	0	0	732,539	-88.73%
Change from prior year (Month)		90.08%	-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)		90.08%	-64.83%	-69.46%	-74.76%	-77.42%	-79.77%	-82.62%	-83.47%	-84.91%	-86.25%	-88.04%	-88.73%		
<b>TOTAL FOR MONTH &amp; CHANGE FROM PREVIOUS YEAR (MONTH &amp; YTD)</b>															
Rate 3.41%	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%
Rate Chg 3.56%>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%
Rate 3.41%	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	8,709,205	8,535,347	6,892,523	7,758,275	8,809,664	6,783,855	6,911,348	10,272,096	92,601,421	5.69%
	2012	6,512,359	7,594,999	7,930,567	7,079,320	7,543,289	8,713,668	6,876,652	8,217,981	8,882,987	8,079,535	7,229,887	11,445,723	96,106,966	3.79%
	2013	7,421,718	0	0	0	0	0	0	0	0	0	0	0	7,421,718	-92.28%
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	-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	
<b>Adjusted total</b>	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 Chg 3.41%>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%
Rate 3.41%	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	8,709,205	8,535,347	6,885,348	7,758,275	8,809,664	6,783,693	6,911,348	10,131,897	92,438,731	5.73%
	2012	6,512,359	7,594,999	7,930,567	7,079,320	7,543,289	8,713,668	6,876,652	8,217,981	8,882,987	8,079,535	7,229,887	11,445,723	96,106,966	3.97%
	2013	7,421,718	0	0	0	0	0	0	0	0	0	0	0	7,421,718	-92.28%
% Change (month)		13.96%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
% Change (YTD)		13.96%	-47.39%	-66.32%	-74.51%	-79.76%	-83.64%	-85.80%	-87.73%	-89.30%	-90.42%	-91.23%	-92.28%		