

# City of Boulder

## Sales & Use Tax Revenue Report

### February 2012

Issued April 20, 2012 - Revised April 24, 2012

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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 February, taxes on which are received by the city by the end of March. The February report has been delayed by one week in order to continue implementing 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](mailto:nickelle@bouldercolorado.gov).

#### REVENUE COMPARISONS TO COMPARABLE PERIOD IN PRIOR YEAR

The report for February 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 February 2012 YTD to what occurred in February 2011 YTD. As reflected in Table 1, total sales and use tax has risen from same period in 2011 by 5.93%.

**TABLE 1  
FEBRUARY YTD REVENUE, ACTUAL**

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	(0.32%)	74.38%
Business/Consumer Use Tax	(25.99%)	8.01%
Construction Use Tax	130.37%	14.76%
Motor Vehicle Use Tax	8.31%	2.85%
Refunds	(100.00%)	0.00%
<b>Total Sales &amp; Use Tax</b>	<b>5.93%</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 February numbers, particularly in business/consumer use tax and construction use tax.

**TABLE 2  
3 YEAR FEBRUARY YTD COMPARISON**

Category	Percent Increase/(Decrease)		
	2010	2011	2012
Retail Sales Tax	4.00%	5.67%	(0.32%)
Business/Consumer Use Tax (incl. vehicles)	(6.41%)	29.42%	(19.27%)
Construction Use Tax	(21.07%)	8.38%	130.37%
<b>Total</b>	<b>(0.07%)</b>	<b>9.24%</b>	<b>5.93%</b>

## ANALYSIS OF RESULTS

- Retail Sales Tax – Actual retail receipts are nearly flat, reporting down by 0.32%.
- Business/Consumer Use Tax – This category tends to be volatile from month to month. Collections of business/consumer use tax are down 25.99%. 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 130.37% this year, largely the result of a large tax payment by one of the development projects in the Boulder Junction area of the city. Construction use tax payments within this project area are used for new infrastructure needed to serve the project or are allocated to city funds that have been restricted by the voters in past elections.
- Motor Vehicle Use Tax – This category is a second bright spot in the revenue analysis, showing 8.31% higher collections this year.

Though revenue collection during the months of January and February can fluctuate greatly, the overall result for February 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

The emerging medical marijuana industry has a limited history of tax receipt information. In 2012, the city is reporting the first total calendar year over year comparisons for this business segment.

Sales and use tax revenue from medical marijuana business is down by 8.40% for February YTD. This segment represents less than one half one percent of the city’s total sales and use tax collections.

### Change in Revenues Collected, Year to Date

Jan	Feb
(4.82%)	(8.40%)

### 2012 Sales and Use Tax Collections

Jan	Feb
\$53,285	\$60,606

### 2011 Sales and Use Tax Collections

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
\$55,982	\$68,348	\$58,134	\$71,721	\$58,248	\$59,149	\$54,333	\$72,572	\$74,069	\$66,031	\$51,004	\$70,553

Total Net Sales/Use Tax Receipts by Tax Category	FEBRUARY YTD Actual			
	2011	2012	% Change	% of Total
Sales Tax	10,526,804	10,492,637	-0.32%	74.38%
Business Use Tax	1,525,985	1,129,358	-25.99%	8.01%
Construction Use Tax	904,082	2,082,704	130.37%	14.76%
Motor vehicle	371,746	402,647	8.31%	2.85%
Refunds	-11,048	0	-100.00%	0.00%
<b>Total Sales and Use Tax</b>	<b>13,317,569</b>	<b>14,107,346</b>	<b>5.93%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Industry Type	322085			
	2011	2012	% Change	% of Total
Food Stores	1,963,093	1,912,546	-2.57%	13.56%
Eating Places	1,672,379	1,819,787	8.81%	12.90%
Apparel Stores	322,085	445,456	38.30%	3.16%
Home Furnishings	381,060	346,403	-9.09%	2.46%
General Retail	2,815,059	2,765,352	-1.77%	19.60%
Transportation/Utilities	1,304,293	1,271,379	-2.52%	9.01%
Automotive Trade	866,751	958,171	10.55%	6.79%
Building Material-Retail	349,955	360,246	2.94%	2.55%
Construction Use Tax	766,508	1,955,798	155.16%	13.86%
Construction Sales Tax	34,219	25,944	-24.18%	0.18%
Consumer Electronics	280,545	234,179	-16.53%	1.66%
Computer Related Business Sector	1,178,295	620,560	-47.33%	4.40%
All Other	1,394,375	1,391,525	-0.20%	9.86%
Refunds	-11,048	0	-100.00%	0.00%
<b>Total Sales and Use Tax</b>	<b>13,317,569</b>	<b>14,107,346</b>	<b>5.93%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Geographic Area	FEBRUARY YTD Actual			
	2011	2012	% Change	% of Total
North Broadway	156,194	198,618	27.16%	1.41%
Downtown	803,778	821,407	2.19%	5.82%
Downtown Extension	29,214	89,191	205.30%	0.63%
UHGID (the "hill")	175,032	174,241	-0.45%	1.24%
East Downtown	89,793	81,675	-9.04%	0.58%
N. 28th St. Commercial	738,547	630,705	-14.60%	4.47%
N. Broadway Annex	78,555	63,628	-19.00%	0.45%
University of Colorado	246,298	247,214	0.37%	1.75%
Basemar	264,287	279,288	5.68%	1.98%
BVRC-Boulder Valley Regional Center	2,567,226	3,480,534	35.58%	24.67%
29th Street	916,171	1,103,467	20.44%	7.82%
Table Mesa	377,093	362,342	-3.91%	2.57%
The Meadows	177,067	122,574	-30.78%	0.87%
All Other Boulder	489,145	744,354	52.17%	5.28%
Boulder County	102,668	91,011	-11.35%	0.65%
Metro Denver	594,850	277,589	-53.33%	1.97%
Colorado All Other	15,597	22,780	46.05%	0.16%
Out of State	1,294,329	1,664,539	28.60%	11.80%
Airport	1,226	739	-39.72%	0.01%
Gunbarrel Industrial	1,196,032	661,118	-44.72%	4.69%
Gunbarrel Commercial	166,922	173,598	4.00%	1.23%
Pearl Street Mall	296,124	317,937	7.37%	2.25%
Boulder Industrial	1,125,078	1,066,705	-5.19%	7.56%
Unlicensed Receipts	163,166	159,975	-1.96%	1.13%
County Clerk	371,746	402,647	8.31%	2.85%
Public Utilities	892,476	869,470	-2.58%	6.16%
Refunds	-11,048	0	-100.00%	0.00%
<b>Total Sales and Use Tax</b>	<b>13,317,569</b>	<b>14,107,346</b>	<b>5.93%</b>	<b>100.00%</b>

Miscellaneous Tax Statistics	FEBRUARY YTD Actual		
	2011	2012	% Change in Taxable Sales
Total Food Service Tax	79,305	83,393	5.15%
Accommodations Tax	480,569	519,177	8.03%
Admissions Tax	87,126	83,942	-3.65%
Trash Tax	6,424	5,395	-16.02%

USE >> SALES

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

USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
FEBRUARY YTD Actual			Standard Industrial Code	FEBRUARY YTD Actual		
2011	2012	% Change		2011	2012	% Change
48,030	8,127	-83.08%	Food Stores	1,915,063	1,904,419	-0.56%
13,126	29,437	124.27%	Eating Places	1,659,253	1,790,350	7.90%
909	4,602	406.41%	Apparel Stores	321,176	440,854	37.26%
2,669	455	-82.95%	Home Furnishings	378,391	345,948	-8.57%
298,346	307,174	2.96%	General Retail	2,516,714	2,458,178	-2.33%
39,729	18,275	-54.00%	Transportation/Utilities	1,264,564	1,253,105	-0.91%
382,877	419,887	9.67%	Automotive Trade	483,874	538,284	11.24%
970	695	-28.35%	Building Material-Retail	348,984	359,551	3.03%
766,508	1,955,798	155.16%	Construction Use Tax	0	0	na
0	0	na	Construction Sales Tax	34,219	25,944	-24.18%
10,524	3,650	-65.32%	Consumer Electronics	270,021	230,529	-14.63%
771,772	394,085	-48.94%	Computer Related Business	406,523	226,475	-44.29%
466,354	472,524	1.32%	All Other	928,022	919,002	-0.97%
<b>2,801,812</b>	<b>3,614,709</b>	<b>29.01%</b>	<b>Total Sales and Use Tax</b>	<b>10,526,804</b>	<b>10,492,637</b>	<b>-0.32%</b>

  

USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
FEBRUARY YTD Actual			Geographic Code	FEBRUARY YTD Actual		
2011	2012	% Change		2011	2012	% Change
9,851	3,355	-65.94%	North Broadway	146,344	195,263	33.43%
24,793	28,513	15.01%	Downtown	778,985	792,893	1.79%
542	179	-66.94%	Downtown Extension	28,673	89,011	210.44%
4,759	4,909	3.16%	UHGD (the "hill")	170,273	169,332	-0.55%
3,844	14,540	278.25%	East Downtown	85,950	67,134	-21.89%
14,125	7,289	-48.40%	N. 28th St. Commercial	724,422	623,417	-13.94%
26,339	6,808	-74.15%	N. Broadway Annex	52,215	56,819	8.82%
2,037	4,734	132.40%	University of Colorado	244,262	242,480	-0.73%
1,950	870	-55.38%	Basemar	262,337	278,417	6.13%
69,594	981,421	1310.21%	BVRC	2,497,632	2,499,113	0.06%
4,261	79,354	1762.33%	29th Street	911,910	1,024,113	12.30%
11,138	2,467	-77.85%	Table Mesa	365,955	359,875	-1.66%
807	2,961	266.91%	The Meadows	176,261	119,613	-32.14%
170,917	398,705	133.27%	All Other Boulder	318,228	345,649	8.62%
25,760	8,380	-67.47%	Boulder County	76,908	82,631	7.44%
302,478	25,520	-91.56%	Metro Denver	292,372	252,069	-13.78%
658	5,279	702.28%	Colorado All Other	14,939	17,501	17.15%
52,452	601,775	1047.29%	Out of State	1,241,877	1,062,764	-14.42%
79	-215	-372.15%	Airport	1,147	954	-16.83%
1,082,335	542,813	-49.85%	Gunbarrel Industrial	113,698	118,305	4.05%
4,451	726	-83.69%	Gunbarrel Commercial	162,471	172,872	6.40%
1,325	3,343	152.30%	Pearl Street Mall	294,799	314,594	6.71%
458,389	351,569	-23.30%	Boulder Industrial	666,689	715,136	7.27%
139,681	127,505	-8.72%	Unlicensed Receipts	23,485	32,471	38.26%
371,746	402,647	8.31%	County Clerk	0	0	na
17,503	9,262	-47.08%	Public Utilities	874,973	860,208	-1.69%
<b>2,801,812</b>	<b>3,614,709</b>	<b>29.01%</b>	<b>Total Sales and Use Tax</b>	<b>10,526,804</b>	<b>10,492,637</b>	<b>-0.32%</b>

TOTAL CITY SALES AND USE TAX COLLECTIONS															% Change in Taxable Sales
REVENUE CATEGORY	YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
<b>RETAIL SALES TAX</b>	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	5,129,096											10,492,637	-86.00%
Change from prior year (Month)		-0.57%	-0.07%	-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%	-0.32%	-39.07%	-54.08%	-63.26%	-70.51%	-74.51%	-78.00%	-80.91%	-82.73%	-84.24%	-86.00%		
<b>CONSUMER USE TAX</b> (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	768,580											1,532,005	-86.64%
Change from prior year (Month)		-38.79%	18.13%	-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%	-19.27%	-47.76%	-58.14%	-66.03%	-73.01%	-76.91%	-79.32%	-81.87%	-83.26%	-84.77%	-86.64%		
<b>CONSTRUCTION USE TAX</b>	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	7,449,176	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	1,697,312											2,082,704	-66.26%
Change from prior year (Month)		-38.13%	503.57%	-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%	130.37%	76.69%	46.70%	-41.66%	-46.90%	-51.28%	-55.97%	-60.02%	-62.30%	-5.28%	-5.78%		
<b>TOTAL FOR MONTH &amp; CHANGE FROM PREVIOUS YEAR (MONTH &amp; YTD)</b>															
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	7,594,988	0	0	0	0	0	0	0	0	0	0	14,107,346	-84.77%
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	
<b>Adjusted total</b>	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	7,594,988	0	0	0	0	0	0	0	0	0	0	14,107,346	-84.74%
% Change (month)		-10.25%	25.29%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
% Change (YTD)		-10.25%	5.93%	-33.83%	-49.46%	-61.48%	-68.76%	-72.89%	-76.41%	-79.44%	-81.29%	-82.86%	-84.74%		