

# City of Boulder

## Sales & Use Tax Revenue Report

### February 2013

Issued April 11, 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 February, the tax on which is received by the city in the subsequent month. For clarification of any information in this report, please contact Bob Eichem, Chief Financial Officer, at (303) 441-1819 or [eichemb@bouldercolorado.gov](mailto:eichemb@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 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 February 2013 YTD to what occurred in February 2012 YTD. As reflected in Table 1, total sales and use tax has risen from same period in 2012 by 5.98%.

**TABLE 1  
FEBRUARY YTD ACTUAL REVENUE**

<b>TAX CATEGORY</b>	<b>% CHANGE IN REVENUE Increase/(Decrease)</b>	<b>% OF TOTAL</b>
Sales Tax	8.48%	76.13%
Business/Consumer Use Tax	28.00%	9.67%
Construction Use Tax	(19.63%)	11.20%
Motor Vehicle Use Tax	11.46%	3.00%
<b>Total Sales &amp; Use Tax</b>	<b>5.98%</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)		
	2011	2012	2013
Retail Sales Tax	5.67%	(0.32%)	8.48%
Business/Consumer Use Tax (incl. vehicles)	29.42%	(19.27%)	23.65%
Construction Use Tax	8.38%	130.37%	(19.63%)
<b>Total</b>	<b>9.24%</b>	<b>5.93%</b>	<b>5.98%</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 February 2013 YTD increased by 8.48%.
- 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 23.65%. Business/consumer use tax rose by 28.00% while motor vehicle use tax increased by 11.46% 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 down by 19.63% this year, mainly the result of a large construction use tax payment for the Boulder Junction Area in 2012.

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**

Monthly sales tax revenue, and the percentage change from the same time period in 2012, is presented below. Year-to-date collections through February are up 20.00%, or \$22,784, from last year. This industry represents less than one half one percent of total sales and use collections.

Jan	Feb
\$66,592	\$70,084
24.97%	15.64%

**ACCOMODATION TAX**

February 2013 YTD Accommodation Tax revenue is down by 3.15% from the same period in 2012.

**ADMISSIONS TAX**

February 2013 YTD Admissions Tax revenue is up by 17.85% from the same period in 2012.

Total Net Sales/Use Tax Receipts by Tax Category	FEBRUARY YTD Actual			
	2012	2013	% Change	% of Total
Sales Tax	10,492,637	11,381,972	8.48%	76.13%
Business Use Tax	1,129,358	1,445,587	28.00%	9.67%
Construction Sales/Use Tax	2,082,704	1,673,920	-19.63%	11.20%
Motor Vehicle Use Tax	402,647	448,798	11.46%	3.00%
<b>Total Sales and Use Tax</b>	<b>14,107,346</b>	<b>14,950,276</b>	<b>5.98%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Industry Type	FEBRUARY YTD Actual			
	2012	2013	% Change	% of Total
Food Stores	1,912,546	2,034,031	6.35%	13.61%
Eating Places	1,819,787	1,846,364	1.46%	12.35%
Apparel Stores	445,456	455,664	2.29%	3.05%
Home Furnishings	346,403	340,017	-1.84%	2.27%
General Retail	2,765,352	2,989,842	8.12%	20.00%
Transportation/Utilities	1,271,379	1,286,578	1.20%	8.61%
Automotive Trade	958,171	1,093,952	14.17%	7.32%
Building Material-Retail	360,246	406,135	12.74%	2.72%
Construction Firms Sales/Use Tax	1,981,742	1,235,769	-37.64%	8.27%
Consumer Electronics	234,179	262,869	12.25%	1.76%
Computer Related Business Sector	620,560	1,188,365	91.50%	7.95%
All Other	1,391,525	1,810,691	30.12%	12.11%
<b>Total Sales and Use Tax</b>	<b>14,107,346</b>	<b>14,950,276</b>	<b>5.98%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Geographic Area	FEBRUARY YTD Actual			
	2012	2013	% Change	% of Total
North Broadway	198,618	204,917	3.17%	1.37%
Downtown	821,407	829,247	0.95%	5.55%
Downtown Extension	89,191	80,870	-9.33%	0.54%
UHGID (the "hill")	174,241	157,159	-9.80%	1.05%
East Downtown	81,675	84,913	3.96%	0.57%
N. 28th St. Commercial	630,705	680,626	7.92%	4.55%
N. Broadway Annex	63,628	53,748	-15.53%	0.36%
University of Colorado	247,214	234,901	-4.98%	1.57%
Basemar	279,288	510,860	82.92%	3.42%
BVRC-Boulder Valley Regional Center	3,480,534	2,704,386	-22.30%	18.09%
29th Street	1,103,467	1,154,500	4.62%	7.72%
Table Mesa	362,342	388,300	7.16%	2.60%
The Meadows	122,574	127,778	4.25%	0.85%
All Other Boulder	744,354	806,253	8.32%	5.39%
Boulder County	91,011	104,388	14.70%	0.70%
Metro Denver	277,589	307,172	10.66%	2.05%
Colorado All Other	22,780	17,211	-24.45%	0.12%
Out of State	1,664,539	1,744,743	4.82%	11.67%
Airport	739	1,719	132.61%	0.01%
Gunbarrel Industrial	661,118	967,515	46.35%	6.47%
Gunbarrel Commercial	173,598	196,646	13.28%	1.32%
Pearl Street Mall	317,937	354,743	11.58%	2.37%
Boulder Industrial	1,066,705	1,355,101	27.04%	9.06%
Unlicensed Receipts	159,975	595,299	272.12%	3.98%
County Clerk	402,647	448,798	11.46%	3.00%
Public Utilities	869,470	838,483	-3.56%	5.61%
<b>Total Sales and Use Tax</b>	<b>14,107,346</b>	<b>14,950,276</b>	<b>5.98%</b>	<b>100.00%</b>

Miscellaneous Tax Statistics	FEBRUARY YTD Actual		
	2012	2013	% Change in Taxable Sales
Total Food Service Tax	83,393	81,784	-1.93%
Accommodations Tax	519,177	502,840	-3.15%
Admissions Tax	83,942	98,925	17.85%
Trash Tax	5,395	22,194	311.38%

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

USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
FEBRUARY YTD Actual			Standard Industrial Code	FEBRUARY YTD Actual		
2012	2013	% Change		2012	2013	% Change
8,127	8,976	10.45%	Food Stores	1,904,419	2,025,054	6.33%
29,437	25,720	-12.63%	Eating Places	1,790,350	1,820,644	1.69%
4,602	3,006	-34.68%	Apparel Stores	440,854	452,658	2.68%
455	1,037	127.91%	Home Furnishings	345,948	338,980	-2.01%
307,174	158,589	-48.37%	General Retail	2,458,178	2,831,253	15.18%
18,275	22,918	25.41%	Transportation/Utilities	1,253,105	1,263,660	0.84%
419,887	491,799	17.13%	Automotive Trade	538,284	602,152	11.87%
695	3,051	338.99%	Building Material-Retail	359,551	403,084	12.11%
1,955,798	1,205,470	-38.36%	Construction Use Tax	0	0	na
	0	na	Construction Sales Tax	25,944	30,298	16.78%
3,650	10,193	179.27%	Consumer Electronics	230,529	252,676	9.61%
394,085	809,093	105.31%	Computer Related Business	226,475	379,271	67.47%
472,524	828,450	75.32%	All Other	919,002	982,242	6.88%
<b>3,614,709</b>	<b>3,568,304</b>	<b>-1.28%</b>	<b>Total Sales and Use Tax</b>	<b>10,492,637</b>	<b>11,381,972</b>	<b>8.48%</b>

USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
FEBRUARY YTD Actual			Geographic Code	FEBRUARY YTD Actual		
2012	2013	% Change		2012	2013	% Change
3,355	11,715	249.18%	North Broadway	195,263	193,202	-1.06%
28,513	75,038	163.17%	Downtown	792,893	754,209	-4.88%
179	19,638	10870.95%	Downtown Extension	89,011	61,231	-31.21%
4,909	2,194	-55.31%	UHGID (the "hill")	169,332	154,965	-8.48%
14,540	10,450	-28.13%	East Downtown	67,134	74,463	10.92%
7,289	58,453	701.93%	N. 28th St. Commercial	623,417	622,173	-0.20%
6,808	3,337	-50.98%	N. Broadway Annex	56,819	50,411	-11.28%
4,734	7	-99.85%	University of Colorado	242,480	234,894	-3.13%
870	230,929	26443.56%	Basemar	278,417	279,932	0.54%
981,421	43,412	-95.58%	BVRC	2,499,113	2,660,973	6.48%
79,354	17,417	-78.05%	29th Street	1,024,113	1,137,082	11.03%
2,467	6,663	170.09%	Table Mesa	359,875	381,637	6.05%
2,961	4,030	36.10%	The Meadows	119,613	123,749	3.46%
398,705	429,575	7.74%	All Other Boulder	345,649	376,679	8.98%
8,380	8,123	-3.07%	Boulder County	82,631	96,264	16.50%
25,520	17,745	-30.47%	Metro Denver	252,069	289,427	14.82%
5,279	1,334	-74.73%	Colorado All Other	17,501	15,878	-9.28%
601,775	304,955	-49.32%	Out of State	1,062,764	1,439,788	35.48%
-215	484	-325.12%	Airport	954	1,235	29.39%
542,813	764,914	40.92%	Gunbarrel Industrial	118,305	202,600	71.25%
726	1,538	111.85%	Gunbarrel Commercial	172,872	195,108	12.86%
3,343	9,062	171.07%	Pearl Street Mall	314,594	345,681	9.88%
351,569	541,002	53.88%	Boulder Industrial	715,136	814,099	13.84%
127,505	543,723	326.43%	Unlicensed Receipts	32,471	51,576	58.84%
402,647	448,798	11.46%	County Clerk	0	0	na
9,262	13,768	48.65%	Public Utilities	860,208	824,715	-4.13%
<b>3,614,709</b>	<b>3,568,304</b>	<b>-1.28%</b>	<b>Total Sales and Use Tax</b>	<b>10,492,637</b>	<b>11,381,972</b>	<b>8.48%</b>

**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 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	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	5,824,808	0	0	0	0	0	0	0	0	0	0	11,381,971	-85.36%
Change from prior year (Month)		3.61%	13.56%	-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%	8.48%	-34.01%	-50.18%	-60.53%	-68.51%	-72.70%	-76.65%	-79.77%	-81.77%	-83.30%	-85.36%		
<b>CONSUMER USE TAX (includes Motor Vehicle)</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%
RateChg3.56%>3.41%	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	1,366,151	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	762,369	0	0	0	0	0	0	0	0	0	0	1,894,384	-84.04%
Change from prior year (Month)		48.28%	-0.81%	-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%	23.65%	-20.80%	-43.76%	-58.64%	-66.26%	-70.14%	-73.99%	-77.02%	-80.39%	-81.78%	-84.04%		
<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%
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	1,697,323	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	941,380	0	0	0	0	0	0	0	0	0	0	1,673,919	-74.24%
Change from prior year (Month)		90.08%	-44.54%	-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%	-19.63%	-30.21%	-42.32%	-48.41%	-53.76%	-60.29%	-62.22%	-65.51%	-68.58%	-72.68%	-74.24%		
<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%
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	8,709,205	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	7,528,557	0	0	0	0	0	0	0	0	0	0	14,950,275	-84.44%
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>	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	8,709,205	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	7,528,557	0	0	0	0	0	0	0	0	0	0	14,950,275	-84.44%
% Change (month)		13.96%	-0.87%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
% Change (YTD)		13.96%	5.98%	-32.16%	-48.65%	-59.22%	-67.05%	-71.39%	-75.28%	-78.44%	-80.69%	-82.34%	-84.44%		