

City of Boulder

Sales & Use Tax Revenue Report

August, 2014

Issued October 15, 2014

This report provides information and analysis related to August 2014 year-to-date sales and use tax collections. Results are for actual sales activity through the month of August, the tax on which is received by the city in the subsequent month. For clarification of any information in this report, please contact Cheryl Pattelli, Director of Finance, at (303)441-3246 or pattellc@bouldercolorado.gov.

PLEASE NOTE: Pursuant to a vote in November, the sales and use tax rate changed on January 1, 2014 from 3.41% to 3.56%. Therefore, actual dollars collected in the report may show as being higher in 2014 solely because of the tax rate increase. However, the actual percentages changes included in this report have been normalized to be able to compare the actual increase or decrease for this year compared to the same period in 2013 as if the rates were the same. This normalized percentage better reflects the underlying economic activity in the city and enables city staff to readily determine if revenue targets are being met.

REVENUE COMPARISONS TO COMPARABLE PERIOD IN PRIOR YEAR

As reflected in Table 1, YTD “normalized” Sales and Use Tax has increased from the 2013 base by 8.91%.

TABLE 1

ACTUAL SALES AND USE TAX REVENUE

| TAX CATEGORY | % CHANGE IN REVENUE Increase/(Decrease) | % OF TOTAL |
|----------------------------------|---|----------------|
| Sales Tax | 5.83% | 77.73% |
| Business/Consumer Use Tax | 45.37% | 11.37% |
| Construction Use Tax | (0.87%) | 8.01% |
| Motor Vehicle Use Tax | 17.17% | 2.89% |
| Total Sales & Use Tax | 8.91% | 100.00% |

Retail sales tax from recreational marijuana is a new revenue source in 2014. Therefore, adjusted numbers are provided in Table 2 to better illustrate underlying retail sales and related tax, excluding revenue from recreational marijuana. Further, due to a number of uncertainties in costs related to the sale of this new commodity, much of this revenue is being reserved to pay for costs associated with this new business segment, and is not available for other purposes.

TABLE 2

SALES AND USE TAX REVENUE ADJUSTED TO EXCLUDE RECREATIONAL MARIJUANA

| TAX CATEGORY | % CHANGE IN REVENUE Increase/(Decrease) | % OF TOTAL |
|----------------------------------|---|----------------|
| Sales Tax | 4.38% | 77.49% |
| Business/Consumer Use Tax | 45.26% | 11.48% |
| Construction Use Tax | (0.87%) | 8.10% |
| Motor Vehicle Use Tax | 17.17% | 2.92% |
| Total Sales & Use Tax | 7.74% | 100.00% |

MACRO ISSUES TO CONSIDER

August YTD Sales and Use Tax revenue continues to be encouraging. The next question, when considering committing revenue to on-going expenditures might be, what do the 2014 trends portend for the future?

Although total Sales and Use Tax revenue is up in total by 8.91%, some of this revenue is for newly taxable retail commodities and may not show similar rates of increase in the future. Excluding revenues from sales of both medical and recreational marijuana for both 2014 and 2013 reflects that our traditional retail sales tax revenue source from brick and mortar stores in the city is up by a more modest 4.24%.

Other tax components (Business Use Tax and Motor Vehicle Use Tax) are currently trending upward and may continue to be strong for the short term as we recover from the recession, but they will ultimately settle back down to lower rates of increase or even decrease somewhat from current levels.

Although difficult to quantify, other trends impacting spending on taxable goods in the city follow:

- Unemployment continues to decline, increasing earned income and consumer confidence.
- Housing prices continue to increase. The U.S. stock market, although down for the month of September, is up YTD. These factors contribute to what is often called "the wealth effect" where people with increased assets feel more comfortable spending money on both taxable and non-taxable items and services.
- Recent declines in the cost of gasoline should increase disposable income, at least until next spring and summer when gasoline prices are expected to rise again.
- Housing prices and rents continue to increase, possibly decreasing disposal income available for the type of retail purchases that we rely on as our retail sales tax revenue base.
- Paying off large student loans may reduce disposable income for a relatively large segment of our population.
- Increasing internet sales (those upon which retail sales tax is not collected by the vendor) will continue to divert some of the disposable income that was previously a part of the retail sales tax base for the City of Boulder. For 2014 this amount is estimated to be four million dollars in lost tax collections.
- Business spending on new capital equipment tends to occur in cycles and the end of the recession may have triggered a high point in this cycle.
- Auto purchases were relatively slow during the recession with the average age of the vehicle fleet in the country approaching eleven years. When new purchases decrease the age of the fleet, replacements may slow.

DETAILED ANALYSIS OF MAJOR CATEGORIES

The following monthly information is provided to identify trends in the various categories. While this information is useful, it is important to remember that relatively small aberrations (like the timing of remittances by certain vendors) can make relatively large monthly variances.

Retail Sales Tax – August YTD retail sales tax revenue was up by 5.83% from that received in 2013. Without the tax revenue from the sale of recreational marijuana (which was not in the comparative 2013 base) the YTD increase would have been 4.38%. A portion of the February increase was due to audit revenue collected during that month. Also, beginning in April, the sale of recreational marijuana has improved the variance as there is no comparative revenue in the prior year. The negative percentage change in June is due primarily to revenue from a very large business computer provider in 2013 that was not duplicated in 2014.

| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
|-------|-------|-------|--------|-------|---------|-------|-------|
| 2.83% | 5.87% | 2.92% | 11.09% | 8.05% | (0.19%) | 9.16% | 8.87% |

Food Stores - Retail sales tax revenue for food stores is up 5.69% YTD. A portion of the variable performance is due to timing issues where the vendor files 13 tax returns per year and the extra return does not occur in the same month each year.

| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
|-------|----------|-------|--------|--------|-------|-------|--------|
| 3.70% | (11.10%) | 8.47% | 12.32% | 13.68% | 0.83% | 8.76% | 10.08% |

Sales at **Eating Places** are both an important revenue source (Eating Places comprise approximately 13.00% of sales/use tax) and are often an indicator of the health of the economy in the city. This discretionary category is often correlated with disposable income and consumer confidence. Total August YTD retail tax at Eating Places is up by 4.10%.

| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
|-------|-------|---------|-------|--------|-------|-------|-------|
| 1.47% | 7.57% | (1.30%) | 6.34% | 10.01% | 0.13% | 4.71% | 4.52% |

Apparel Store retail sales are up by 8.15% YTD. A portion of the monthly fluctuations was due to the timing of receipt of certain remittances.

| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
|---------|--------|--------|----------|---------|-------|-------|--------|
| (1.35%) | 13.85% | 15.64% | (18.70%) | (0.60%) | 9.12% | 8.99% | 36.31% |

General Retail is down by 2.09% YTD. This appears to be consistent with retail trends on the national level.

| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
|----------|-------|-------|-------|---------|---------|-------|---------|
| (16.62%) | 6.07% | 3.91% | 4.62% | (2.89%) | (4.09%) | 3.83% | (7.83%) |

Public Utilities (primarily retail sales tax on natural gas and electricity) are up by 2.26% YTD. Tax on Public Utilities comprises approximately 5.00% of total sales and use tax revenue. Even as natural gas prices and rates increase, the direction for this category may be uncertain if conservation strategies are successful and businesses significantly cut their energy use. According to a 2006 study by the City of Boulder, commercial and industrial sector energy use makes up 83% of Boulder’s energy use.

| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
|-------|-------|-------|---------|---------|-------|-------|-------|
| 5.63% | 9.85% | 9.89% | (0.98%) | (0.31%) | 9.27% | 4.59% | 0.13% |

MEDICAL MARIJUANA RETAIL SALES TAX

Total YTD retail sales tax revenue collected in this category is \$722,092, up by 18.49% from the same period in 2013. Monthly sales tax revenue and the percentage change by month, is presented below. This industry segment represents less than three fourths of one percent of total sales/use tax collections.

| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
|----------|-----------|----------|----------|----------|----------|----------|-----------|
| \$86,993 | \$110,174 | \$75,274 | \$63,256 | \$79,663 | \$85,190 | \$91,897 | \$144,791 |
| 25.13% | 50.58% | (11.38%) | (17.65%) | 9.92% | 10.70% | 17.22% | 60.98% |

RECREATIONAL MARIJUANA RETAIL SALES TAX AND EXCISE TAX

The first remittances related to sales of recreational marijuana were received in the month of February. The Municipal Code prohibits providing any information that would identify sales by individual vendors. Beginning with April data, enough vendors have reported to obscure individual data. Therefore, we will begin to report year-to-date revenue related to the sale of recreational marijuana. August YTD retail sales tax collections for the sale of recreational marijuana were \$782,002.

Significant YTD increases / decreases by tax category are summarized in Table 3.

TABLE 3

| 2014 YTD RETAIL SALES TAX (% Change in Comparable YTD Collections) | |
|--|--|
| <p>STRENGTHS:</p> <ul style="list-style-type: none"> ▪ Food stores up by 5.69% ▪ Eating Places up by 4.10% ▪ Apparel Stores up by 8.15% ▪ Home Furnishings up by 11.37% ▪ Transportation/Utilities up by 4.43% ▪ Automotive Trade up by 3.87% ▪ Building Material Retail up by 9.28% ▪ Consumer Electronics up by 28.23% ▪ All Other (including marijuana sales) up by 33.93% ▪ Downtown up by 7.86% ▪ Basemar up by 2.54% ▪ UHGID up by 11.01% ▪ N. 28th St. Commercial up by 11.24% ▪ BVRC (excl 29th St) up by 15.04% ▪ TwentyNinth St up by 2.80% ▪ Table Mesa up by 3.48% ▪ The Meadows up by 13.88% ▪ Pearl Street Mall up by 5.92% ▪ Boulder Industrial up by 6.97% ▪ Public Utilities up by 2.26% | <p>WEAKNESSES:</p> <ul style="list-style-type: none"> ▪ General Retail down by 2.09% ▪ Computer Related Business down by 33.49% (Use Tax in this category up by 26.17%) ▪ University of Colorado down by 1.88% ▪ Out of State down by 4.03% ▪ Gunbarrel Industrial down by 3.91% ▪ Gunbarrel Commercial down by 4.96% |

| 2014 USE TAX (% Change in YTD Comparable Collections) | |
|--|---|
| <p>STRENGTHS:</p> <ul style="list-style-type: none"> ▪ Business Use Tax up by 45.37% ▪ Motor Vehicle Use Tax up by 17.17% | <p>WEAKNESSES:</p> <ul style="list-style-type: none"> ▪ Construction Use Tax down by 0.87% (when adjusted to exclude dedicated Boulder Junction tax, down by 5.43%) |

BUSINESS USE TAX

YTD Business Use Tax is up significantly (45.37%) through the month of August. This tax category can be very volatile as it is associated primarily with the amount and timing of purchase of capital assets by businesses in the city and the amount and timing of audit revenue. August 2014 YTD audit revenue was approximately \$2 million. While we expect this revenue category to be up for the year due to increasing business confidence and related spending, it may be unrealistic to expect this high rate of increase to continue.

MOTOR VEHICLE USE TAX

August YTD Motor Vehicle Use Tax is up by 17.17%. This tax category applies to the purchase of vehicles registered in the city. As individuals and businesses become more confident about jobs and the economy, they are replacing their vehicles and thus reducing the average age of their fleet. It appears that 2014 will be a strong year for motor vehicle sales, but at some point the rate of increase will slow as the average age of the total vehicle fleet in the city declines and the comparative numbers from the prior year become more difficult to meet or exceed. August was the first month in 2014 where Motor Vehicle Tax was close to flat (up only 1.49%).

ACCOMMODATION TAX

YTD 2014 Accommodation Tax revenue is up by 14.29% from the same period in 2013. The hotel industry in Boulder is in a state of flux. The Hampton Inn in Gunbarrel opened in June of 2013 so increases from the comparative 2013 revenue base will be more difficult to achieve in November and December of 2014. It is uncertain if/when other new properties in the pipeline will open. Some upward adjustment in room and occupancy rates may be possible during the transition when the total number of rooms available in the City is down slightly. While we expect this revenue category to be flat or up slightly in 2014, many unknowns will define the actual collections. Some of the changes follow:

- America Best Value – closed March 2014 (to be converted to student housing)
- Golden Buff – closed October 2014 (to be redeveloped into two hotels)
- Boulder Outlook – proposed to close November 2014
- Hampton Inn, Gunbarrel – opened June 2013
- Hyatt Place Depot Square – broke ground, projected opening January, 2015
- Other Planned Properties – in concept or site review

ADMISSIONS TAX

Year-to-date 2014 Admission Tax revenue is down by 11.22% from the same period in 2013. Admissions Tax collections are dependent on the number of taxable productions and events held in the City and the level of attendance at such events.

TRASH TAX

Year-to-date 2014 Trash Tax receipts are up by 3.23%.

REVIEW OF VARIOUS ECONOMIC DATA & PREDICTIONS FOR THE FUTURE

Three recent articles in the *Boulder County Business Report* by *Biz West Media* continue to illustrate the positive direction of the regional economy:

Index: State's business leaders remain positive: The confidence of Colorado business leaders remains positive and has slightly increased going into third quarter 2014, according to the most recent Leeds Business Confidence... The third-quarter index posted a reading of 61.2, an increase from 61 last quarter.

While both large and small employers were notably positive heading into the new quarter, large employers (with 50 or more employees) expressed greater optimism with an index of 64 compared to 58.8 for small employers. Expectations measured positive – at 50 or higher – for all of the metrics within the index, which include the national economy, state economy, industry sales, industry profits, capital expenditures and hiring plans.

The across-the-board positive standings represent 11 consecutive quarters of positive expectations, according to the index. “Increased confidence coincides with increasing home prices, employment gains, rebounding household income and falling foreclosure rates,” Wobbekind said.

Jobless rates go below 4% in Boulder, Larimer counties:

Boulder County's non-seasonally-adjusted unemployment rate was 3.8 percent in August. The county's rate hadn't been so low since hitting 3.7 percent in May 2008. Despite the low figures, both counties still have room to improve to match 2007 unemployment levels. In May 2007, Boulder County was at 2.8 percent. Still, the rates are big drops from a month before. In July, both counties had rates of 4.3 percent.

Boulder's economic growth wins no. 1 spot nationally:

A NerdWallet.com study ranks Boulder No. 1 in the country for economic growth from 2009 to 2013, thanks in large part to a steep rise in median wages over that period.

The NerdWallet study analyzed U.S. Census Bureau data for more than 500 of the largest American cities. Three criteria weighed in: growth in the working age population, employment growth; and median income growth.

While working age population growth in Boulder was minimal from 2009 to 2013 at 0.26 percent, median wages leaped 49.51 percent, more than anywhere else in the country. The employment rate, meanwhile, grew 5.42 percent. All three factors were weighted equally.

"Boulder has experienced strong growth in recent years, and it doesn't appear to be slowing down anytime soon," NerdWallet wrote about Boulder. "A growing number of businesses, especially in the tech sector, have propelled the city's rise." Boulder was the only Colorado city listed among the top 20 in the study.

The Conference Board *Consumer Confidence Index*® declines:

The Conference Board Consumer Confidence Index®, which had increased in August, declined in September. The Index now stands at 86.0, down from 93.4 in August.

Says Lynn Franco, Director of Economic Indicators at the Conference Board: "Consumer confidence retreated in September after four consecutive months of improvement. A less positive assessment of the current job market, most likely due to the recent softening in growth, was the sole reason for the decline in consumers' assessment of present-day conditions. Looking ahead, consumers were less confident about the short-term outlook for the economy and labor market, and somewhat mixed regarding their future earnings potential. All told, consumers expect economic growth to ease in the months ahead."

A September 12, 2014 article in the *Christian Science Monitor* titled "Retail sales bounce back in August. Why consumers are feeling confident" discusses trends in national retail sales:

Retail sales looked like a drag on US economy for much of the summer, as stagnant wages and other financial uncertainties kept shoppers out of stores. But things got a little better in August.

US retail sales increased 0.6 percent last month, according to new figures released Friday by the Commerce Department. That doesn't seem like much, but it's the indicator's best performance in four months. Additionally, retail sales growth for June and July was revised slightly upward, from flat to 0.3 percent and from 0.2 percent to 0.4 percent respectively. "Today's report helps put the spending data more back in line with improving fundamentals," Joshua Shapiro, chief US economist with MFR, Inc. writes via e-mailed analysis.

The growth for August was broad-based: a strong month for auto sales led the charge (up 1.5 percent), with furniture, building materials, electronics, and sporting goods enjoying strong sales as well. The biggest slump was gasoline's 0.8 percent slide, which was likely due to uncommonly cheap gas prices during the summer months. The only other two categories in the negative were general merchandise and department stores, which fell 0.1 percent and 0.4 percent respectively. Cumulative, retail sales are up 1 percent for the third quarter of 2014 so far.

Upbeat consumer sentiment data, also released Friday, bolstered analysts' notions that US consumers are slowly but surely starting to spend money again. The University of Michigan's Consumer Sentiment index increased two points from August to September, according to preliminary readings.

| Total Net Sales/Use Tax Receipts by Tax Category | AUGUST YTD Actual | | | |
|--|-------------------|-------------------|--------------|----------------|
| | 2013 | 2014 | % Change | % of Total |
| Sales Tax | 51,533,348 | 56,937,765 | 5.83% | 77.73% |
| Business Use Tax | 5,487,612 | 8,328,074 | 45.37% | 11.37% |
| Construction Sales/Use Tax | 5,672,238 | 5,869,937 | -0.87% | 8.01% |
| Motor Vehicle Use Tax | 1,730,982 | 2,117,395 | 17.17% | 2.89% |
| Total Sales and Use Tax | 64,424,180 | 73,253,172 | 8.91% | 100.00% |

| Total Net Sales/Use Tax Receipts by Industry Type | AUGUST YTD Actual | | | |
|---|-------------------|-------------------|--------------|----------------|
| | 2013 | 2014 | %Change | % of Total |
| Food Stores | 8,531,438 | 9,457,899 | 6.19% | 12.91% |
| Eating Places | 8,674,454 | 9,424,369 | 4.07% | 12.87% |
| Apparel Stores | 2,286,893 | 2,579,162 | 8.03% | 3.52% |
| Home Furnishings | 1,611,454 | 1,882,666 | 11.91% | 2.57% |
| General Retail | 13,075,958 | 14,377,545 | 5.32% | 19.63% |
| Transportation/Utilities | 5,083,955 | 5,674,237 | 6.91% | 7.75% |
| Automotive Trade | 4,574,208 | 5,180,559 | 8.48% | 7.07% |
| Building Material-Retail | 2,287,913 | 2,606,745 | 9.13% | 3.56% |
| Construction Firms Sales/Use Tax | 4,862,966 | 5,375,553 | 5.88% | 7.34% |
| Consumer Electronics | 1,175,610 | 1,524,253 | 24.19% | 2.08% |
| Computer Related Business Sector | 4,241,519 | 4,460,509 | 0.73% | 6.09% |
| All Other | 8,017,813 | 10,709,674 | 27.95% | 14.62% |
| Total Sales and Use Tax | 64,424,180 | 73,253,172 | 8.91% | 100.00% |

| Total Net Sales/Use Tax Receipts by Geographic Area | AUGUST YTD Actual | | | |
|---|-------------------|-------------------|--------------|----------------|
| | 2013 | 2014 | % Change | % of Total |
| North Broadway | 926,621 | 907,327 | -6.21% | 1.24% |
| Downtown | 4,165,879 | 5,075,240 | 16.70% | 6.93% |
| Downtown Extension | 460,543 | 467,992 | -2.66% | 0.64% |
| UHGD (the "hill") | 657,565 | 782,625 | 14.00% | 1.07% |
| East Downtown | 429,414 | 596,912 | 33.15% | 0.81% |
| N. 28th St. Commercial | 2,975,939 | 3,297,903 | 6.15% | 4.50% |
| N. Broadway Annex | 517,369 | 291,675 | -46.00% | 0.40% |
| University of Colorado | 684,817 | 826,657 | 15.63% | 1.13% |
| Basemar | 1,618,008 | 1,917,493 | 13.52% | 2.62% |
| BVRC-Boulder Valley Regional Center | 12,192,544 | 14,674,731 | 15.29% | 20.03% |
| 29th Street | 4,996,640 | 5,347,229 | 2.51% | 7.30% |
| Table Mesa | 1,582,985 | 1,705,579 | 3.20% | 2.33% |
| The Meadows | 509,943 | 663,346 | 24.60% | 0.91% |
| All Other Boulder | 3,923,582 | 4,517,754 | 10.29% | 6.17% |
| Boulder County | 713,074 | 752,214 | 1.04% | 1.03% |
| Metro Denver | 2,381,497 | 2,177,413 | -12.42% | 2.97% |
| Colorado All Other | 199,314 | 221,682 | 6.54% | 0.30% |
| Out of State | 6,673,666 | 6,852,482 | -1.65% | 9.35% |
| Airport | 51,715 | 26,267 | -51.35% | 0.04% |
| Gunbarrel Industrial | 3,530,292 | 5,774,155 | 56.67% | 7.88% |
| Gunbarrel Commercial | 761,431 | 779,041 | -2.00% | 1.06% |
| Pearl Street Mall | 1,885,605 | 2,085,684 | 5.95% | 2.85% |
| Boulder Industrial | 6,104,386 | 6,934,299 | 8.81% | 9.47% |
| Unlicensed Receipts | 1,514,163 | 974,962 | -38.32% | 1.33% |
| County Clerk | 1,730,982 | 2,117,395 | 17.17% | 2.89% |
| Public Utilities | 3,236,205 | 3,485,116 | 3.15% | 4.76% |
| Total Sales and Use Tax | 64,424,180 | 73,253,172 | 8.91% | 100.00% |

| Miscellaneous Tax Statistics | AUGUST YTD Actual | | |
|------------------------------|-------------------|-----------|---------------------------|
| | 2013 | 2014 | % Change in Taxable Sales |
| Total Food Service Tax | 407,195 | 415,353 | 2.00% |
| Accommodations Tax | 3,561,293 | 4,070,156 | 14.29% |
| Admissions Tax | 401,007 | 356,016 | -11.22% |
| Trash Tax | 882,300 | 910,767 | 3.23% |
| Disposable Bag Fee | 0 | 133,800 | #DIV/0! |
| Rec Marijuana Excise Tax | 0 | 187,655 | #DIV/0! |

COMPARISON OF YEAR-TO-DATE ACTUAL REVENUE FOR THE YEAR 2014 TO COMPARABLE PERIOD IN 2013

| USE TAX BY CATEGORY | | | SALES TAX BY CATEGORY | | | |
|----------------------------|-------------------|---------------|---------------------------------|--------------------------|-------------------|--------------|
| AUGUST YTD Actual | | | Standard Industrial Code | AUGUST YTD Actual | | |
| 2013 | 2014 | % Change | | 2013 | 2014 | % Change |
| 79,932 | 132,479 | 58.76% | Food Stores | 8,451,506 | 9,325,421 | 5.69% |
| 106,537 | 112,742 | 1.37% | Eating Places | 8,567,917 | 9,311,627 | 4.10% |
| 11,243 | 9,880 | -15.83% | Apparel Stores | 2,275,650 | 2,569,282 | 8.15% |
| 7,791 | 18,022 | 121.57% | Home Furnishings | 1,603,662 | 1,864,644 | 11.37% |
| 953,309 | 1,986,170 | 99.57% | General Retail | 12,122,650 | 12,391,375 | -2.09% |
| 129,181 | 272,404 | 101.99% | Transportation/Utilities | 4,954,774 | 5,401,833 | 4.43% |
| 1,802,069 | 2,174,519 | 15.58% | Automotive Trade | 2,772,138 | 3,006,040 | 3.87% |
| 14,400 | 13,068 | -13.07% | Building Material-Retail | 2,273,513 | 2,593,676 | 9.28% |
| 4,640,214 | 5,151,830 | 6.35% | Construction Sales/ Use Tax | 222,751 | 223,723 | -3.80% |
| 59,976 | 30,730 | -50.92% | Consumer Electronics | 1,115,634 | 1,493,524 | 28.23% |
| 2,433,014 | 3,204,780 | 26.17% | Computer Related Business | 1,808,505 | 1,255,730 | -33.49% |
| 2,653,167 | 3,208,782 | 15.85% | All Other | 5,364,647 | 7,500,890 | 33.93% |
| 12,890,832 | 16,315,406 | 21.23% | Total Sales and Use Tax | 51,533,348 | 56,937,765 | 5.83% |

| USE TAX BY CATEGORY | | | SALES TAX BY CATEGORY | | | |
|----------------------------|-------------------|---------------|--------------------------------|--------------------------|-------------------|--------------|
| AUGUST YTD Actual | | | Geographic Code | AUGUST YTD Actual | | |
| 2013 | 2014 | % Change | | 2013 | 2014 | % Change |
| 50,063 | 43,093 | -17.55% | North Broadway | 876,558 | 864,233 | -5.56% |
| 289,192 | 710,001 | 135.17% | Downtown | 3,876,687 | 4,365,240 | 7.86% |
| 32,858 | 45,307 | 32.08% | Downtown Extension | 427,684 | 422,685 | -5.33% |
| 8,993 | 30,997 | 230.16% | UHGID (the "hill") | 648,572 | 751,628 | 11.01% |
| 37,535 | 142,272 | 263.07% | East Downtown | 391,879 | 454,640 | 11.13% |
| 185,708 | 57,565 | -70.31% | N. 28th St. Commercial | 2,790,231 | 3,240,338 | 11.24% |
| 232,880 | 4,402 | -98.19% | N. Broadway Annex | 284,489 | 287,272 | -3.28% |
| 225 | 125,386 | 53279.06% | University of Colorado | 684,592 | 701,271 | -1.88% |
| 341,577 | 551,123 | 54.55% | Basemar | 1,276,431 | 1,366,370 | 2.54% |
| 255,784 | 338,771 | 26.86% | BVRC | 11,936,760 | 14,335,960 | 15.04% |
| 72,501 | 62,576 | -17.33% | 29th Street | 4,924,139 | 5,284,653 | 2.80% |
| 26,124 | 23,609 | -13.44% | Table Mesa | 1,556,861 | 1,681,970 | 3.48% |
| 9,505 | 68,355 | 588.85% | The Meadows | 500,438 | 594,991 | 13.88% |
| 1,846,935 | 2,156,003 | 11.82% | All Other Boulder | 2,076,646 | 2,361,751 | 8.94% |
| 77,777 | 129,005 | 58.88% | Boulder County | 635,297 | 623,208 | -6.04% |
| 767,872 | 350,152 | -56.32% | Metro Denver | 1,613,625 | 1,827,261 | 8.47% |
| 7,381 | 73,185 | 849.75% | Colorado All Other | 191,934 | 148,497 | -25.89% |
| 721,427 | 888,636 | 17.99% | Out of State | 5,952,239 | 5,963,846 | -4.03% |
| 36,106 | 8,824 | -76.59% | Airport | 15,610 | 17,442 | 7.03% |
| 2,778,099 | 5,019,547 | 73.07% | Gunbarrel Industrial | 752,192 | 754,608 | -3.91% |
| 4,293 | 27,828 | 520.91% | Gunbarrel Commercial | 757,137 | 751,212 | -4.96% |
| 26,215 | 29,642 | 8.31% | Pearl Street Mall | 1,859,390 | 2,056,041 | 5.92% |
| 2,113,094 | 2,476,846 | 12.28% | Boulder Industrial | 3,991,293 | 4,457,453 | 6.97% |
| 1,166,003 | 728,214 | -40.18% | Unlicensed Receipts | 348,160 | 246,748 | -32.11% |
| 1,730,982 | 2,117,395 | 17.17% | County Clerk | 0 | 0 | 0.00% |
| 71,704 | 106,670 | 42.50% | Public Utilities | 3,164,501 | 3,378,446 | 2.26% |
| 12,890,832 | 16,315,406 | 21.23% | Total Sales and Use Tax | 51,533,348 | 56,937,765 | 5.83% |

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 | 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 | 7,171,949 | 5,707,649 | 6,197,302 | 7,968,604 | 6,161,076 | 6,944,797 | 7,500,133 | 6,591,707 | 6,120,225 | 9,739,609 | 81,485,022 | 4.81% |
| Rate 3.56% | 2014 | 5,965,991 | 6,438,048 | 7,706,036 | 6,619,759 | 6,990,628 | 8,303,288 | 7,020,977 | 7,893,039 | | | | | 56,937,765 | -33.07% |
| Change from prior year (Month) | | 2.83% | 5.87% | 2.92% | 11.09% | 8.05% | -0.19% | 9.16% | 8.87% | -100.00% | -100.00% | -100.00% | -100.00% | | |
| Change from prior year (YTD) | | 2.83% | 4.39% | 3.82% | 5.53% | 6.04% | 4.75% | 5.36% | 5.83% | -7.61% | -16.89% | -23.98% | -33.07% | | |
| CONSUMER USE TAX (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 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% |
| | 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 | 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 | 979,120 | 866,143 | 911,993 | 963,938 | 835,063 | 768,003 | 1,338,726 | 1,121,736 | 807,130 | 1,522,486 | 12,008,722 | 1.19% |
| Rate 3.56% | 2014 | 924,895 | 901,234 | 1,328,607 | 1,727,986 | 666,706 | 2,541,847 | 1,056,846 | 1,297,348 | | | | | 10,445,469 | -16.68% |
| Change from prior year (Month) | | -21.74% | 13.23% | 29.98% | 91.10% | -29.98% | 152.58% | 21.23% | 61.81% | -100.00% | -100.00% | -100.00% | -100.00% | | |
| Change from prior year (YTD) | | -21.74% | -7.66% | 5.16% | 25.06% | 14.27% | 38.02% | 35.84% | 38.60% | 16.92% | 3.37% | -4.59% | -16.68% | | |
| CONSTRUCTION USE TAX | 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 | 298,613 | 577,351 | 366,959 | 728,141 | 845,123 | 1,182,131 | 1,196,147 | 876,749 | 622,491 | 1,511,632 | 9,879,257 | 52.04% |
| | 2014 | 716,119 | 1,110,714 | 600,580 | 430,524 | 571,269 | 1,688,472 | 373,129 | 379,130 | | | | | 5,869,937 | -43.09% |
| Change from prior year (Month) | | -6.36% | 13.02% | 92.65% | -28.57% | 49.12% | 122.12% | -57.71% | -69.28% | -100.00% | -100.00% | -100.00% | -100.00% | | |
| Change from prior year (YTD) | | -6.36% | 4.54% | 17.88% | 7.36% | 12.61% | 34.49% | 17.13% | -0.87% | -18.14% | -27.40% | -32.81% | -43.09% | | |
| TOTAL FOR MONTH & CHANGE FROM PREVIOUS YEAR (MONTH & YTD) | | | | | | | | | | | | | | | |
| 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 | 7,421,717 | 7,528,557 | 8,449,682 | 7,151,142 | 7,476,254 | 9,660,683 | 7,841,262 | 8,894,931 | 10,035,006 | 8,590,192 | 7,549,846 | 12,773,727 | 103,373,001 | 7.56% |
| | 2014 | 7,607,004 | 8,449,996 | 9,635,223 | 8,778,269 | 8,228,603 | 12,533,607 | 8,450,951 | 9,569,517 | 0 | 0 | 0 | 0 | 73,253,172 | -32.12% |
| Less Refunds | 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 | |
| | 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 | |
| Adjusted total | 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 | 7,421,717 | 7,528,557 | 8,449,682 | 7,151,142 | 7,476,254 | 9,660,683 | 7,841,262 | 8,894,931 | 10,035,006 | 8,590,192 | 7,549,846 | 12,773,727 | 103,373,001 | 7.56% |
| | 2014 | 7,607,004 | 8,449,996 | 9,635,223 | 8,778,269 | 8,228,603 | 12,533,607 | 8,450,951 | 9,569,517 | 0 | 0 | 0 | 0 | 73,253,172 | -32.12% |
| % Change (month) | | -1.82% | 7.51% | 9.23% | 17.58% | 5.43% | 24.27% | 3.23% | 3.05% | -100.00% | -100.00% | -100.00% | -100.00% | | |
| % Change (YTD) | | -1.82% | 2.88% | 5.17% | 8.07% | 7.55% | 10.94% | 9.85% | 8.91% | -5.77% | -15.51% | -22.55% | -32.12% | | |