City of Boulder
Sales & Use Tax Revenue Report
November, 2015

Issued January 25, 2015

This report provides information and analysis related to 2015 Year-to-Date (YTD) sales and use tax collections. Results are for actual sales activity through the month of November, the tax on which is received by the city in the subsequent month. For clarification of any information in this report, please contact Patrick Brown, Revenue & Licensing Officer, at (303) 441-3921 or brownp@bouldercolorado.gov.

PLEASE NOTE: Pursuant to a vote in November of 2014, the sales and use tax rate changed on January 1, 2015 from 3.56% to 3.86%. The additional 0.30% tax was approved for a three year period and is earmarked for "Community Culture and Facilities." Actual dollars collected in the report may show as being higher in 2015 solely because of that tax rate increase. However, the percentage 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 2014 as if the rates were the same. This "normalized" percentage better reflects the underlying economic activity in the city and enables city staff to more readily determine if revenue targets are being met.

REVENUE COMPARISONS TO COMPARABLE PERIOD IN PRIOR YEAR

As reflected in Table 1, “normalized” Sales and Use Tax has increased from the comparable 2014 base by 5.10%.

TABLE 1
***“NORMALIZED”* ACTUAL SALES AND USE TAX REVENUE**
(Adjusted to exclude change in tax rate)

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	4.48%	78.21%
Business/Consumer Use Tax	(6.13%)	9.62%
Construction Use Tax	25.63%	9.19%
Motor Vehicle Use Tax	9.02%	2.99%
Total Sales & Use Tax	**5.10%**	**100.00%**

Any time a new commodity (such as recreational marijuana) becomes taxable, it generates additional revenue and increases the prior year revenue "base," but the percentage increase in revenue may distort perception of the strength of the underlying economy. For that reason, Table 2 is presented to illustrate "normalized" sales and use tax revenue excluding revenue from the sale of recreational marijuana. The increase in the "traditional" sales tax base is almost a full percentage point lower than that including recreational marijuana. Since recreational marijuana will be included in the 2015 "base," future revenue increases will not include the positive tax impact of this added taxable commodity. Also, September included a State of Colorado "marijuana sales tax holiday" (10% retail sales tax charged to the consumer and 15% of the excise tax paid by the cultivator when the product was transferred to the seller) where State taxes were not charged. The resulting lower price may have redistributed some anticipated future sales into September.

TABLE 2
"N*ORMALIZED"* ACTUAL SALES AND USE TAX REVENUE, *EXCLUDING REVENUE FROM THE SALE OF RECREATIONAL MARIJUANA*
(Adjusted to exclude change in tax rate)

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	3.48%	77.82%
Business/Consumer Use Tax	(6.34%)	9.77%
Construction Use Tax	25.63%	9.37%
Motor Vehicle Use Tax	9.02%	3.05%
Total Sales & Use Tax	**4.28%**	**100.00%**

COMMUNITY, CULTURE AND SAFETY FACILITIES TAX

For November 2015 YTD, the newly enacted Community, Culture and Safety Facilities Tax (an additional 0.30%, effective for 3 years beginning January 1, 2015) has generated $8,455,337. This tax is dedicated to fund a variety of projects in the Civic area along the Boulder Creek Path and on University Hill as well as improvements for several culturally oriented projects. It will also fund pedestrian safety lighting improvements along Baseline Road at the entrance to Chautauqua Park.

DETAILED ANALYSIS OF MAJOR CATEGORIES

The following monthly information is provided to identify trends in the various retail 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 – November YTD retail sales tax revenue was up 4.48% from that received in 2014. It is important to note that any significant sales of recreational marijuana did not begin until the second quarter of 2014. Therefore, comparisons are not "apples to apples" for the first quarter.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
6.50%	9.40%	8.54%	4.87%	2.81%	3.00%	6.41%	5.76%	0.36%	1.65%	(6.17%)

Food Stores - YTD retail sales tax revenue for food stores was up 5.41% from that received in 2014. This large increase is primarily due to companies who file thirteen four-week periods instead of reporting monthly. Companies who file thirteen four-week periods do so because of reporting purposes. Each reporting period has the same number of days in the period. Since the city reports monthly, there is one month out of the year where our report contains two filing periods.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
46.51%	8.69%	2.00%	1.77%	0.70%	8.22%	3.74%	5.10%	(1.43%)	6.98%	(11.45%)

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 November YTD retail tax at Eating Places is up by 6.62%.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
4.82%	10.46%	6.98%	4.87%	11.00%	0.98%	10.84%	11.61%	(1.66%)	10.07%	3.30%

Apparel Stores - YTD retail sales were up by 3.90%. The significant increase in April is due to multiple circumstances. Timing was an issue with one large vendor who did not remit in April of 2014. Multiple other vendors also improved their performance during the month

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
(29.55%)	15.03%	(1.28%)	53.97%	2.21%	16.20%	(3.11%)	(4.20%)	(9.86%)	31.40%	(18.02%)

General Retail sales are up by 3.51% YTD. The large variance in October is primarily due to timing where one large retailer remitted two tax payments in 2014 and only one in 2015.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
1.97%	3.75%	3.02%	4.94%	8.42%	5.55%	5.39%	7.96%	18.56%	(14.97%)	(5.00%)

Public Utilities (primarily retail sales tax on natural gas and electricity) are down by 5.76% YTD. Tax on Public Utilities comprises over 4% of total sales and use tax revenue. Even if 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.

TOTAL MARIJUANA REVENUE

The latest new revenue categories for the City of Boulder are the sale of both medical and recreational marijuana. These sources represented 1.07% and 1.14% of the total sales/use tax collected respectively in 2014.

The sale of medical marijuana generates:

- 3.86% sales and use tax on product sales paid by the purchaser and/or costs of any construction materials, furniture, fixtures, or equipment paid by the business.

The sale of recreational marijuana generates:

- 7.36% sales tax on product sales paid by the purchaser (3.86% base and 3.50% additional).
- 7.36% use tax on the cost of any construction materials, furniture, fixtures, or equipment paid by the business (3.86% base and 3.50% additional).
- A 5.00% excise tax paid by the grow facility when shipping product to dispensaries and/or marijuana infused product facilities.
- A "share-back" of certain State of Colorado revenue. The State collects a 10.00% tax on recreational marijuana sales and "shares back" 15.00% of that 10.00% to each city where such revenue is generated.

A summary of all year-to-date 2015 marijuana related revenue follows:

Total November YTD Marijuana Related Revenue			
Medical marijuana:			
3.86% Sales/Use Tax	$932,413		
Sub-total Medical marijuana revenue		$932,413	
Recreational marijuana			
3.86% Base Sales/Use Tax	1,161,779		
3.50% Additional Sales/Use Tax	1,053,242		
5.00% Excise Tax	904,603		
State Share-back	398,071		
Sub-total Recreational Marijuana revenue		$3,517,695	
TOTAL MARIJUANA RELATED REVENUE			$4,450,108

While the City's base 3.86% sales/use tax is distributed to City funds based upon various past voter decisions, certain other revenue has been dedicated to cover incremental costs related to the sale and use of marijuana in the City of Boulder. Year-to-date collections for these dedicated revenue sources follow:

Total November YTD "Incremental" Recreational Marijuana Related Revenue		
3.50% Additional Sales/Use Tax	$1,053,242	
5.00% Excise Tax	904,603	
State "Share-back"	398,071	
TOTAL "INCREMENTAL" RECREATIONAL MARIJUANA REVENUE		$2,355,916

Medical Marijuana Retail Sales Tax

Total November YTD retail sales tax revenue collected in this category is down by 23.51% from the same period in 2014. The retail percentage change by month is presented below.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
26.96%	(7.57%)	(9.21%)	(1.96%)	(16.06%)	(16.23%)	(26.71%)	(38.60%)	(42.17%)	(34.62%)	(60.10%)

Recreational Marijuana Retail Sales Tax

The first remittances in 2014, related to sales of recreational marijuana, were received in the month of February. Significant retail establishments were not open until April of 2014. Therefore, increases for the first quarter of 2015 are not representative due to the non-existent or low comparative base.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
na	na	82.89%	60.56%	42.84%	38.64%	49.71%	51.91%	57.84%	89.75%	13.01%

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

TABLE 3

2015 YTD RETAIL SALES TAX (% Change in Comparable YTD Collections)	
STRENGTHS: ▪ Food Stores up by 5.41% (January had two returns for each store by a 13 period filing taxpayer) ▪ Eating Places up by 6.62% ▪ Apparel Stores up by 3.90% ▪ Home Furnishings up by 1.61% ▪ General Retail up by 3.51% ▪ Automotive Trade up by 3.15% ▪ Building Material Retail up by 2.39% ▪ Computer Related Business up by 24.08% ▪ All Other up by 6.95% ▪ Recreational Marijuana up by 72.02% ▪ Downtown up by 6.99% ▪ N. 28th St Commercial up by 14.26% ▪ Basemar up by 4.68% ▪ BVRC (excl 29th St) up by 2.58% ▪ Twenty-Ninth St up by 3.32% ▪ All Other Boulder up by 7.89% ▪ Metro Denver up by 10.10% ▪ Pearl Street Mall up by 13.45% ▪ Gunbarrel Commercial up by 14.73% ▪ Boulder Industrial up by 5.23% ▪ University of Colorado up by 10.03% ▪ The Meadows up by 1.28% ▪ Out of State up by 1.93%	WEAKNESSES: ▪ UHGID (the "hill") down by 2.83% ▪ Transportation/Utilities down by 6.92% ▪ Medical Marijuana down by 23.51% ▪ Consumer Electronics down by 7.46% ▪ Table Mesa down by 2.07% ▪ N. Broadway Annex down by 3.75%

2015 USE TAX (% Change in YTD Comparable Collections)	
STRENGTHS: ▪ Construction Use Tax up by 25.63% (when adjusted to exclude dedicated Boulder Junction tax in both years, up by 31.72%) ▪ Motor Vehicle Use Tax up by 9.02%	WEAKNESSES ▪ Business Use Tax down by 6.13%

BUSINESS USE TAX

November 2015 YTD Business Use Tax is down by 6.13%. 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. The Leeds Business Confidence Index has slipped for two quarters in a row. This may have had an impact on capital expenditures by businesses.

MOTOR VEHICLE USE TAX

November YTD Motor Vehicle Use Tax is up by 9.02%, this tax category applies to the purchase of vehicles registered in the city. As individuals and businesses became more confident about jobs and the economy, they have replaced their vehicles and thus reduced the average age of their fleet. 2014 was a strong year for motor vehicle sales, but the change reversed in late 2014 and early in 2015 as the average age of the total vehicle fleet in the city declined and the comparative numbers from the prior year became more difficult to meet or exceed. Both November and December 2014 results were negative (down 17.88% and 12.16% respectively when compared to the very strong sales in the comparative months of 2013) and comparative results continued to be negative through May of 2015. Comparative revenue in this category began to increase again in June 2015 and has continued this increase into November. If the economy remains strong, we may see revenue in this category flatten or even increase for the total year.

CONSTRUCTION USE TAX

Construction Use Tax is up by 25.63% YTD. This is a very volatile tax category as it depends upon the number and timing of construction projects in any given period. Revenue in this category assumes "base" number of projects will continue indefinitely, plus revenue from large projects in the "pipeline" (based upon a review of information from the City Planning Department and the CU Capital Improvement Plan). Even when we know projects are pending, the timing of payment of Construction Use Tax can occur in the prior or subsequent year to the planned construction date. We are currently in a strong period for large project construction in the City but know that this level of activity cannot continue forever. Therefore, it is important that we not commit to ongoing operating expenses from this revenue source, as it will eventually decline. August includes significant revenue from permitting related to construction of below-grade parking structures for two new hotels.

ACCOMMODATION TAX

November Accommodation Tax revenue is up by 9.37% from the same period in 2014. The hotel industry in Boulder is in a state of flux. It is uncertain when new properties in the pipeline will open. Some upward adjustment in room and occupancy rates has occurred during the transition when the total number of rooms available in the City was down slightly. The Rocky Mountain Lodging Report for August indicated the occupancy rate for Boulder was 87%. Some of the changes follow:

- America Best Value – closed March 2014 (to be converted to student housing)
- Golden Buff – closed December 2013 (to be redeveloped into two hotels)
- Boulder Outlook – closed November 2014
- Hyatt Place Depot Square – opened in April 2015
- Embassy Suites and Hilton Garden Inn (old Golden Buff location) under construction
- Other Planned Properties – in concept or site review

ADMISSIONS TAX

Year-to-date 2015 Admission Tax revenue is up by 15.56% from the same period in 2014. 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

November 2015 YTD Trash Tax receipts are up by 0.63%. On-going Trash Tax remittances are due on a quarterly basis. Variances also occur when smaller trash collection companies work levels vary, due primarily to pickups related to larger construction projects.

REVIEW OF VARIOUS ECONOMIC DATA & PREDICTIONS FOR THE FUTURE

An October 17 article from *Zacks Research* on the National Retail Federation site includes the following prediction:

> **Retail Sales Data -** The retail sector saw a bloodbath on Friday following a slew of weak reports from retailers ranging from department to dollar stores. Additionally, the soft October retail sales data added to the woes. With Thanksgiving less than two weeks away and Christmas coming up in six weeks, the growth prospects for the upcoming holiday season suddenly look dull. After a flat September, retail sales barely rose 0.1% in October, falling short of the market expectation of 0.3% growth. The lackluster growth can be blamed on a surprise decline of 0.5% in auto sales, implying that cheap gasoline failed to spur consumer spending as expected. Notably, consumer spending accounts for more than two-thirds of demand in the U.S. economy.

Because of slower than projected growth in the first half of 2015, the *National Retail Federation* has revised its 2015 forecast:

> The NRF has issued a revised retail sales tax forecast for 2015, lowering its anticipated figures due to unexpected slow growth during the first half of the year. The original NRF forecast in February predicted a 4.1 percent growth in retail sales over 2014, but the new revision lowers the forecast to 3.5%.
>
> A U.S. Department of Commerce report on June sales noted that sales were down. Excluding autos, gas, building materials and restaurants, core retail sales fell 0.1 percent in June after an increase of 0.7 percent in May. The report precipitated the NRF revision. NRF calculations found that sales during the first six months of 2015 saw 2.9 percent growth, with an anticipated increase at a more positive pace of 3.7 percent over the next five months.

The Conference Board Consumer Confidence Index Improves in December:

> *The Conference Board* Consumer Confidence Index®, *which had decreased moderately in November, improved in December. The Index now stands at 96.5 (1985=100), up from 92.6 in November. The Present Situation Index increased from 110.9 last month to 115.3 in December, while the Expectations Index improved to 83.9 from 80.4 in November.*
>
> "Consumer confidence improved in December, following a moderate decrease in November," said Lynn Franco, Director of Economic Indicators at The Conference Board. "As 2015 draws to a close, consumers' assessment of the current state of the economy remains positive, particularly their assessment of the job market. Looking ahead to 2016, consumers are expecting little change in both business conditions and the labor market. Expectations regarding their financial outlook are mixed, but the optimists continue to outweigh the pessimists."

The preliminary results of the December 2015 *University of Michigan Consumer Sentiment Index* were largely unchanged:

	Dec 2015	Nov 2015	Dec 2014	M-M Change	Y-Y Change
Index of Consumer Sentiment	**91.8**	91.3	93.6	+0.5%	-1.9%
Current Economic Conditions	**107.0**	104.3	104.8	+2.6%	+2.1%
Index of Consumer Expectations	**82.0**	82.9	86.4	-1.1%	-5.1%

While the preliminary December reading was largely unchanged from last month, consumers evaluated current economic conditions more favorably and expected future prospects less favorably. In a repeat of last month's findings, all of the early December gain was recorded among households with incomes in the bottom two-thirds (+2.7%), while the Sentiment Index among consumers with incomes in the top third declined (-4.4%). Importantly, the survey recorded persistent strength in personal finances and buying plans, while the largest loss was in how consumers judged prospects for the national economy during the year ahead. Overall, the Sentiment Index has averaged 92.9 during 2015, the highest since 2004, with only 10 higher yearly averages in the past half century. The data continue to indicate that real consumer expenditures will grow by 2.8% in 2016 over 2015.

According to an October 1, 2015 article in *BizWest*, Colorado business leaders' confidence has slipped for the second quarter in a row:

Colorado business leaders' confidence, despite remaining positive overall, weakened for the second quarter in a row, according to the latest Leeds Business Confidence Index. The index shows an overall reading of 53.5 entering the fourth quarter. That's down from 58.3 entering the third quarter. Readings of 50 or higher are considered positive, and the overall index has remained in positive territory for 16 quarters in a row now.

The reading for confidence in the national economy slid seven points. Confidence in profit expectations saw the next largest slide, from 58.3 last quarter to 53.6, while capital expenditures fell 4.5 points and sales expectations 4.3 points.

A December article by Clif Harold of the Boulder Economic Council highlights some of the positive changes in Boulder since the Great Recession of 2007-2009:

The Boulder Economic Council, the economic vitality arm of the Boulder Chamber, has been monitoring trends in Boulder's economy for nearly two decades. We track key economic indicators throughout the year and over time. For example, at the end of 2010, Boulder County's unemployment rate was 7.1 percent; today it's 2.6 percent. The median price of a single-family home in 2010 was $535,000 and today its $735,000. Commercial real estate vacancy rates are half or less than they were in 2010: Office vacancy rates were 10.2 percent five years ago, and today they're 4.3 percent. Retail vacancy rates were 7 percent then, and today just 1.8 percent. Industrial vacancy was 7.4 percent and now 2.6 percent.

These trends reflect economic activity that makes the Great Recession seem almost like ancient history. Drill a little deeper and the stories about business expansions, acquisitions and investments put a more recognizable face on recent changes in Boulder's economy. Companies such as the Zayo Group, Rally Software and Nivalis Therapeutics went public through IPOs, raising more than a half billion dollars in equity. Twitter, CA Technologies Hain Celestial and Boulder Brands acquired local startup successes Gnip, Rally Software, Rudi's Organic Bakery, and EVOL Foods, respectively. Uber purchased Microsoft's Bing mapping divisions in Boulder

and Longmont. After acquiring startup company @Last Software nearly a decade ago, Google recently announced plans to expand significantly its campus in Boulder. In September, AstraZeneca closed on its acquisition of Amgen's large laboratory facility by the Boulder airport.

According to a September 16, 2015 article in the *Denver Business Journal*, Xcel Energy bills are expected to drop significantly in the coming months. (Retail sales tax on the sale of natural gas and electricity make up over 4.0% of Sales/Use Tax revenue.)

Low commodity prices for natural gas....(will result in) the average monthly gas bill during October, November, and December to be 20% less than the average bills during the same three months of 2014.

On the electricity side of the bill, the change will be smaller. Electricity bills are expected to be about 2% lower in during the fourth quarter of 2015.

Looking forward to 2016, a summary of discussion at the National Retail Federation Conference in January follows:

Retail sales in 2016 are expected to mirror 2015, and continue the current pattern of slow, steady but not very exciting growth, according to economists and industry experts who spoke at the National Retail Federation convention Tuesday.

In 2015, total retail sales rose 2.1 percent over 2014, according to U.S. Department of Commerce figures released last week. The retail panelists said Tuesday that they expect to see similar growth this year. The NRF reported on Friday that holiday sales - excluding automobiles, gasoline and restaurant meals - rose 3 percent in 2015, missing the federation's forecast of 3.7 percent sales growth in November and December.

Kleinhenz Tuesday said retailers missed forecasts in part because early discounting in October pulled sales away from November, and that lower prices resulted in lower sales totals. Retailers, Kleinhenz said, are being hurt by a shift in spending away from clothes and other goods and toward experiences such as travel or health and wellness treatments. Consumers, Kleinhenz said, "are spending more on themselves than on goods."

Shawn Dubravec, chief economist at the Consumer Technology Association, said there was a "clear loss of momentum" in consumer spending at the end of 2015, but it is hard to tell if it was caused by a larger trend or a response to temporary issues." Dubravec is relatively optimistic about 2016. Last year, he said, "was defined by unevenness" and "we expect less unevenness in 2016."

However, the panelists noted that uncertainty or unexpected events, such as terrorism or other global problems, or even upheaval caused by the presidential election, will hurt retailers, because consumers tend to curb their spending when they are unsure about what's ahead.

Total Net Sales/Use Tax Receipts by Tax Category	NOVEMBER YTD Actual			
	2014	2015	% Change	% of Total
Sales Tax	80,006,569	90,639,188	4.48%	78.21%
Business Use Tax	10,949,953	11,145,100	-6.13%	9.62%
Construction Sales/Use Tax	7,816,737	10,647,380	25.63%	9.19%
Motor Vehicle Use Tax	2,929,725	3,463,279	9.02%	2.99%
Total Sales and Use Tax	**101,702,985**	**115,894,947**	**5.10%**	**100.00%**

Total Net Sales/Use Tax Receipts by Industry Type	NOVEMBER YTD Actual			
	2014	2015	%Change	% of Total
Food Stores	13,289,624	15,112,821	4.88%	13.04%
Eating Places	13,244,798	15,344,738	6.85%	13.24%
Apparel Stores	3,729,876	4,197,951	3.80%	3.62%
Home Furnishings	2,682,010	2,947,248	1.35%	2.54%
General Retail	19,706,163	22,218,165	3.98%	19.17%
Transportation/Utilities	7,735,504	7,884,245	-6.00%	6.80%
Automotive Trade	7,137,967	8,159,821	5.43%	7.04%
Building Material-Retail	3,617,639	4,022,637	2.55%	3.47%
Construction Firms Sales/Use Tax	7,277,014	10,036,252	27.20%	8.66%
Consumer Electronics	2,150,263	2,201,138	-5.59%	1.90%
Computer Related Business Sector	6,057,728	6,301,723	-4.06%	5.44%
Rec Marijuana	1,179,085	2,215,021	73.26%	1.91%
Medical Marijuana	1,102,082	932,413	-21.97%	0.80%
All Other	12,793,233	14,320,773	3.24%	12.36%
Total Sales and Use Tax	**101,702,985**	**115,894,947**	**5.10%**	**100.00%**

Total Net Sales/Use Tax Receipts by Geographic Area	NOVEMBER YTD Actual			
	2014	2015	% Change	% of Total
North Broadway	1,246,635	1,458,954	7.94%	1.26%
Downtown	7,895,541	9,000,848	5.14%	7.77%
Downtown Extension	703,293	706,478	-7.35%	0.61%
UHGID (the "hill")	1,121,269	1,178,199	-3.09%	1.02%
East Downtown	830,499	784,544	-12.88%	0.68%
N. 28th St. Commercial	4,709,437	5,862,581	14.81%	5.06%
N. Broadway Annex	422,047	510,807	11.62%	0.44%
University of Colorado	1,032,076	1,073,868	-4.04%	0.93%
Basemar	2,470,251	2,783,444	3.92%	2.40%
BVRC-Boulder Valley Regional Center	20,401,304	23,234,276	5.03%	20.05%
29th Street	7,515,687	8,395,606	3.03%	7.24%
Table Mesa	2,400,183	2,564,838	-1.45%	2.21%
The Meadows	939,107	991,129	-2.66%	0.86%
All Other Boulder	6,216,602	8,479,911	25.81%	7.32%
Boulder County	1,078,167	1,172,674	0.31%	1.01%
Metro Denver	3,311,209	5,884,810	63.91%	5.08%
Colorado All Other	327,521	1,235,451	247.90%	1.07%
Out of State	9,276,256	9,377,195	-6.77%	8.09%
Airport	46,700	1,206,060	2281.85%	1.04%
Gunbarrel Industrial	7,315,012	5,719,071	-27.89%	4.93%
Gunbarrel Commercial	1,095,514	1,331,110	12.06%	1.15%
Pearl Street Mall	2,955,341	3,672,032	14.59%	3.17%
Boulder Industrial	9,566,218	10,600,635	2.20%	9.15%
Unlicensed Receipts	1,243,201	484,494	-64.06%	0.42%
County Clerk	2,929,725	3,463,279	9.02%	2.99%
Public Utilities	4,654,191	4,722,654	-6.42%	4.07%
Total Sales and Use Tax	**101,702,985**	**115,894,947**	**5.10%**	**100.00%**

Miscellaneous Tax Statistics	NOVEMBER YTD Actual		
	2014	2015	% Change in Taxable
Total Food Service Tax	581,319	607,276	4.47%
Accommodations Tax	5,612,698	6,138,465	9.37%
Admissions Tax	492,246	568,824	15.56%
Trash Tax	1,358,536	1,367,038	0.63%
Disposable Bag Fee	207,603	199,556	-3.88%
Rec Marijuana Excise Tax	375,760	904,603	140.74%
	0	0	

USE >< SALES

USE TAX BY CATEGORY				SALES TAX BY CATEGORY		
NOVEMBER YTD Actual				NOVEMBER YTD Actual		
2014	2015	% Change	Standard Industrial Code	2014	2015	% Change
151,368	96,058	-41.47%	Food Stores	13,138,255	15,016,763	5.41%
154,573	211,586	26.25%	Eating Places	13,090,225	15,133,152	6.62%
15,025	12,924	-20.67%	Apparel Stores	3,714,851	4,185,027	3.90%
30,490	25,901	-21.65%	Home Furnishings	2,651,520	2,921,347	1.61%
2,389,886	2,782,713	7.39%	General Retail	17,316,277	19,435,453	3.51%
328,425	408,878	14.82%	Transportation/Utilities	7,407,079	7,475,367	-6.92%
3,002,109	3,534,398	8.58%	Automotive Trade	4,135,858	4,625,424	3.15%
12,343	20,248	51.29%	Building Material-Retail	3,605,296	4,002,388	2.39%
6,945,392	9,595,173	27.41%	Construction Sales/ Use Tax	331,622	441,079	22.67%
49,892	93,607	73.04%	Consumer Electronics	2,100,371	2,107,531	-7.46%
4,361,958	4,020,256	-15.00%	Computer Related Business	1,695,769	2,281,467	24.08%
11,546	37,329	198.18%	Rec Marijuana	1,167,539	2,177,693	72.02%
24,273	38,520	46.36%	Medical Marijuana	1,077,808	893,893	-23.51%
4,219,136	4,378,168	-4.30%	All Other	8,574,097	9,942,606	6.95%
21,696,416	**25,255,759**	**7.36%**	**Total Sales and Use Tax**	**80,006,569**	**90,639,188**	**4.48%**

USE TAX BY CATEGORY				SALES TAX BY CATEGORY		
NOVEMBER YTD Actual				NOVEMBER YTD Actual		
2014	2015	% Change	Geographic Code	2014	2015	% Change
60,067	102,760	57.78%	North Broadway	1,186,568	1,356,194	5.41%
1,606,595	1,705,231	-2.11%	Downtown	6,288,946	7,295,617	6.99%
48,661	1,896	-96.41%	Downtown Extension	654,632	704,582	-0.73%
35,121	33,880	-11.03%	UHGID (the "hill")	1,086,148	1,144,319	-2.83%
202,973	99,922	-54.60%	East Downtown	627,526	684,622	0.62%
85,538	134,205	44.70%	N. 28th St. Commercial	4,623,899	5,728,377	14.26%
12,516	83,427	514.76%	N. Broadway Annex	409,531	427,380	-3.75%
140,166	9,818	-93.54%	University of Colorado	891,910	1,064,050	10.03%
570,517	627,307	1.41%	Basemar	1,899,735	2,156,137	4.68%
362,047	946,621	141.14%	BVRC	20,039,257	22,287,655	2.58%
78,735	64,411	-24.55%	29th Street	7,436,953	8,331,195	3.32%
31,480	49,611	45.35%	Table Mesa	2,368,703	2,515,227	-2.07%
74,204	41,352	-48.60%	The Meadows	864,904	949,776	1.28%
2,841,982	4,532,287	47.08%	All Other Boulder	3,374,620	3,947,624	7.89%
197,295	224,871	5.12%	Boulder County	880,872	947,803	-0.76%
561,788	2,602,680	327.28%	Metro Denver	2,749,421	3,282,130	10.10%
104,704	738,729	550.71%	Colorado All Other	222,818	496,722	105.60%
1,009,220	240,672	-78.01%	Out of State	8,267,037	9,136,524	1.93%
21,080	1,170,041	5019.09%	Airport	25,620	36,019	29.66%
6,323,471	4,664,973	-31.96%	Gunbarrel Industrial	991,541	1,054,098	-1.95%
31,290	7,252	-78.62%	Gunbarrel Commercial	1,064,225	1,323,858	14.73%
35,267	80,084	109.43%	Pearl Street Mall	2,920,074	3,591,949	13.45%
3,295,454	3,446,059	-3.56%	Boulder Industrial	6,270,764	7,154,576	5.23%
893,473	64,655	-93.33%	Unlicensed Receipts	349,727	419,839	10.72%
2,929,725	3,463,279	9.02%	County Clerk	0	0	NA
143,050	119,736	-22.80%	Public Utilities	4,511,141	4,602,918	-5.90%
21,696,416	**25,255,759**	**7.36%**	**Total Sales and Use Tax**	**80,006,569**	**90,639,188**	**4.48%**

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	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	0.04%
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	5,934,326	9,925,508	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	8,584,506	7,452,664	7,031,634	9,966,741	89,973,310	5.76%
Rate 3.86%	**2015**	6,889,039	7,636,464	9,068,947	7,527,277	7,792,804	9,273,066	8,100,335	9,051,520	9,341,520	8,804,542	7,153,675		90,639,188	-7.09%
Change from prior year (Month)		6.50%	9.40%	8.54%	4.87%	2.81%	3.00%	6.41%	5.76%	0.36%	8.96%	-6.17%	-100.00%		
Change from prior year (YTD)		6.50%	8.00%	8.21%	7.38%	6.43%	5.76%	5.85%	5.84%	5.12%	5.51%	4.48%	-7.09%		
CONSUMER USE TAX	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	-6.63%
(includes Motor Vehicle)	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%
Rate 3.41%	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	1,409,960	1,012,343	1,011,907	1,429,435	15,309,114	22.11%
Rate 3.86%	**2015**	1,274,337	1,134,561	1,713,016	965,772	1,127,357	1,638,029	1,002,535	1,267,096	2,381,899	1,161,419	942,357		14,608,379	-11.99%
Change from prior year (Month)		27.07%	16.11%	18.91%	-48.45%	55.95%	-40.57%	-12.51%	-9.92%	55.80%	5.81%	-14.11%	-100.00%		
Change from prior year (YTD)		27.07%	21.66%	20.50%	-3.90%	3.29%	-10.49%	-10.72%	-10.62%	-2.72%	-2.05%	-2.93%	-11.99%		
CONSTRUCTION USE TAX	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	-13.02%
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%
Rate 3.56%	2014	716,119	1,110,714	600,580	430,524	571,269	1,688,472	373,129	379,130	713,014	908,032	325,754	1,557,635	9,374,372	-9.11%
Rate 3.86%	**2015**	387,123	680,064	2,527,741	776,513	1,008,019	985,050	583,353	986,617	532,910	1,329,731	850,259		10,647,380	4.75%
Change from prior year (Month)		-50.14%	-43.53%	288.17%	66.35%	62.74%	-46.19%	44.19%	140.01%	-31.07%	35.06%	140.73%	-100.00%		
Change from prior year (YTD)		-50.14%	-46.12%	36.59%	41.07%	44.68%	14.70%	16.70%	24.67%	18.63%	20.62%	25.63%	4.75%		
TOTAL FOR MONTH & CHANGE FROM PREVIOUS YEAR (MONTH & YTD)															
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	
Rate3.41%	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	7,363,947	12,959,626	103,373,001	7.56%
Rate 3.56%	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	10,707,479	9,373,039	8,369,295	12,953,810	114,656,795	6.24%
Rate 3.86%	**2015**	8,550,499	9,451,089	13,309,704	9,269,562	9,928,180	11,896,145	9,686,223	11,305,233	12,256,328	11,295,692	8,946,291	0	115,894,947	-6.78%
% Change (month)		3.67%	3.15%	27.40%	-2.61%	11.28%	-12.46%	5.71%	8.96%	5.57%	11.15%	-1.41%	-100.00%		
% Change (YTD)		3.67%	3.40%	12.40%	8.58%	9.10%	4.20%	4.40%	5.00%	5.07%	5.68%	5.10%	-6.78%		