

City of Boulder Sales & Use Tax Revenue Report September, 2011

Issued November 17, 2011

This report provides information and analysis related to 2011 year-to-date (YTD) sales and use tax collections. Results are for actual sales activity through the month of September, the tax on which is received by the city in the subsequent month. Any questions should be directed to Bob Eiche, Chief Financial Officer at eichemb@bouldercolorado.gov / (303) 441-1819 or Eric Nickell, Budget Director at nickelle@bouldercolorado.gov / (303) 441-3007.

REVENUE COMPARISONS TO COMPARABLE PERIOD IN PRIOR YEAR

Table 1 lists the categories of sales and use tax collected by the City of Boulder. It illustrates the percent change in the various areas for September YTD 2011 over the same time period in 2010. As reflected in Table 1, Total sales and use tax has increased from the 2010 base by 6.83%.

**TABLE 1
ACTUAL REVENUE**

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	5.38%	80.12%
Business/Consumer Use Tax	26.38%	9.86%
Construction Use Tax	(3.15%)	7.59%
Motor Vehicle Use Tax	12.40%	2.46%
Refunds	-86.91%	-0.03%
Total Sales & Use Tax	6.83%	100.00%

The beginning months of 2010 were weaker than the balance of the year. Therefore, it may be more difficult to maintain the level of increases experienced YTD 2011 as the comparative 2010 results strengthen toward the later part of the year. Although we still struggle to return to pre-recession trends, Table 2 also illustrates that recent collections may be getting closer to recovering some of the losses experienced during the recent recession.

**TABLE 2
3 YEAR SEPTEMBER YTD COMPARISON**

Category	Percent Increase/(Decrease)		
	2009	2010	2011
Retail Sales Tax	(5.63%)	6.12%	5.38%
Business/Consumer Use Tax (incl. vehicles)	6.24%	(15.37%)	23.32%
Construction Use Tax	54.61%	4.11%	(3.15%)
Total	(0.92%)	2.91%	6.83%

ANALYSIS OF RESULTS

- Retail Sales Tax – Actual retail receipts are up by 5.38%.
- Business/Consumer Use Tax – This category tends to be volatile in nature and the short-term results do not necessarily reflect trends. But after two years of negative results in this category, we are hopeful that the September YTD increase of 26.38% is an indication that business confidence is improving and, combined with temporary changes to Federal tax policy, will result in continuing increases in business investments.
- Construction Use Tax – This category is down by 3.15% September YTD. This is primarily due to the fact that the 2010 comparison amounts included several large CU projects and a significant project at NIST. These large 2010 projects were one-time in nature and the scope of construction use tax revenue in 2011 is expected to be slightly lower than that collected in 2010.
- Motor Vehicle Use is up by 12.40%. Performance for the balance of the year will probably reflect the level of consumer confidence which usually correlates with durable goods sales. We will continue to monitor this category carefully.

DETAILED ANALYSIS OF MAJOR CATEGORIES

The following monthly information is provided to enable the identification of trends in the various categories.

Retail Sales Tax – September YTD increased by 5.38%.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
17.88%	(4.71%)	8.00%	5.83%	4.35%	1.76%	1.07%	9.90%	6.29%

Food Stores - Retail sales tax revenue for food stores is up by 7.30% YTD.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
24.77%	1.59%	(9.54%)	4.78%	0.11%	9.51%	(2.31%)	36.68%	9.33%

Sales at **Eating Places** are both an important revenue source (Eating Places comprise 12.96% of retail sales/use tax) and are usually a significant indicator of the health of the economy in the city. This discretionary category is correlated with unemployment (disposable income) and consumer confidence. Total September YTD retail tax at Eating Places is up by 8.98%.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
9.77%	3.08%	9.75%	7.16%	10.16%	10.25%	10.36%	8.31%	11.19%

Apparel Store retail sales are up by 26.44% YTD. This increase includes the first five full months of returns from the new Nordstrom Rack store located in the TwentyNinth Street area.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
6.63%	0.96%	9.89%	21.04%	17.05%	36.03%	37.68%	32.21%	38.71%

General Retail is up by 6.36% YTD. Remittances include a timing issue where no payment was received during August from a major retail store. The large increase in September is heavily influenced by a combined August/September payment from that store.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
7.10%	0.84%	11.14%	10.01%	6.31%	2.77%	6.05%	(1.21%)	17.23%

Utilities (primarily retail sales tax on natural gas and electricity) are down by 4.03% YTD. Tax on Public Utilities comprises approximately 5.00% of total sales and use tax revenue.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
(10.66%)	(0.54%)	(8.33%)	(11.26%)	(0.99%)	(5.68%)	(7.29%)	4.43%	8.33%

MEDICAL MARIJUANA BUSINESS SALES TAX

In response to the interest expressed in this emerging industry, this section has been added to the monthly revenue report. As a newly emerging industry with no significant previous year history, comparison of current tax receipts to prior year data will not yield much useful information. Instead, monthly sales tax revenue remitted by these businesses in 2011 is presented below. Total September YTD retail sales tax revenue collected in this category is \$572,560. This industry represents less than one half one percent of total sales and use tax collections.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
\$55,982	\$68,348	\$58,134	\$71,721	\$58,248	\$59,149	\$54,333	\$72,572	\$74,069

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

TABLE 3

2010 RETAIL SALES TAX (% Change in Comparable YTD Collections)	
STRENGTHS: <ul style="list-style-type: none"> ▪ Food Stores up by 7.30% ▪ Eating Places up by 8.98% ▪ Apparel Stores up by 26.44% ▪ Home Furnishings up by 8.00% ▪ General Retail up by 6.36% ▪ Automotive Trade up by 5.20% ▪ Building Materials Retail up by 1.60% ▪ Consumer Electronics up by 50.53% ▪ Downtown up by 8.17% ▪ Univ. of Colorado up by 4.18% ▪ Basemar up by 12.55% ▪ BVRC (excl 29th St) up by 4.60% ▪ TwentyNinth St up by 3.45% ▪ Table Mesa up by 3.25% ▪ All Other Boulder up by 17.55% ▪ Metro Denver up by 19.02% ▪ Gunbarrel Commercial up by 6.23% ▪ Out of State up by 13.76% ▪ Pearl Street Mall up by 6.58% ▪ Boulder Industrial up by 7.11% 	WEAKNESSES: <ul style="list-style-type: none"> ▪ UHGID down by 3.27% ▪ Transportation/Utilities down by 3.70% ▪ Computer Related Business down by 16.49% (use tax in this category up by 88.19%) ▪ The Meadows down by 5.62% ▪ Gunbarrel Industrial down by 34.11% ▪ Public Utilities down by 4.03%

**2010 USE TAX
(% Change in YTD Comparable Collections)**

STRENGTHS: <ul style="list-style-type: none"> ▪ Motor Vehicle Use Tax up by 12.40% ▪ Computer Related Business Use Tax up by 88.19% (sales tax in this category down by 16.49%) 	WEAKNESSES <ul style="list-style-type: none"> ▪ Construction Use Tax down by 3.15%
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ACCOMMODATION TAX

Authorized by a vote of the people in November of 2010, Accommodation Tax increased from 5.50% to 7.50% on January 1, 2011. Therefore, the following chart provides information on both the September YTD increase in base revenue (the comparison at 5.50%) and revenue associated with the increase in rate.

	2010	2011	% Change
Tax at 5.50%	\$2,582,847	\$2,772,436	7.34%
Additional 2.00% Tax		\$1,008,159	
Total Accommodation Tax	\$2,582,847	\$3,780,595	

ADMISSIONS TAX

Admissions Tax increased by 6.06%.

REVIEW OF VARIOUS ECONOMIC PREDICTIONS FOR THE FUTURE

Predictions for the future remain very mixed. “Uncertainty” appears to be the word most used in recent economic predictions regarding hiring and spending. The following information discusses some of the positive events and the continuing negative pressures that will impact City of Boulder sales and use tax revenue. Staff will continue to monitor actual results and economic events and modify revenue projections as necessary.

According to an article by Gary Horvath in the November 11 – 24, 2011 *Boulder County Business Report*:

The Conference Board feels the economy has a 50-50 chance of slipping into another recession, up from 1 in 6 last summer. On a positive note, the economy has been so weak that if another downturn occurs, it is likely to be short and shallow.

From an employment perspective, the Boulder, Denver and Fort Collins metropolitan statistical areas have added an average of 1,600, 4,300 and 2,400 jobs respectively during the first nine months of 2011.

As Christmas approaches, special attention is given to retail sales. The National Federation of Retailers projects 2011 U.S. holiday sales (November and December) will be about 2.8 percent higher than last year. Moderate retail growth is projected for the remainder of the year.

On the downside, significant structural changes in the economy have occurred and it is doubtful if decision makers fully understand those changes and their implications. Consumer and business confidence is horribly low, the labor market is weak, wage growth is paltry, debt deleveraging continues, disposable income has declined, consumer demand remains weak, successful companies are retaining cash, funding for state and local governments is limited and there is subpar business investment.

An article in the November 5, 2011 *Camera* reports the positive news that some large voids in Twenty Ninth's Street's central plaza have been filled.

When bankrupt Borders Group Inc. shuttered its stores earlier this year, Boulder's Twenty Ninth Street was left with a 22,000-square-foot hole in a section of the mall already hampered by vacancies. In addition to S.A. Elite – Sports Authority's technical apparel-focused boutique... mall officials quietly inked leases on the second level and two of the restaurants, said JT Fulton, property manager. Starlight Diner and Lounge, a 1950s-style diner, will occupy the former location of the similarly themed Ruby's Diner; the Boulder Loft, a café and dance club for teens, took the former Railyard Restaurant & Saloon space; and Bodacious Beauty, Lynda.com and Aspen Tan are completing tenant finishes on three second-floor spaces. Fulton said he also plans to have a tenant secured for the former Purple Martini locale. "We're getting close to where we're 100 percent occupancy," he said.

Nordstrom's Rack opened for business in Boulder on April 28, 2011. The store occupies a 39,000 square foot space and opened with 100 employees. May 2011 was the first full month of sales from this newly opened store.

The October 25, 2011 report from the *Conference Board Consumer Confidence Index* indicates the following:

The Conference Board Consumer Confidence Index®, which had slightly improved in September, declined in October. The Index now stands at 39.8 (1985=100), down from 46.4 in September. The Present Situation Index decreased to 26.3 from 33.3. The Expectations Index declined to 48.7 from 55.1 last month.

Says Lynn Franco, Director of The Conference Board Consumer Research Center: "Consumer confidence is now back to levels last seen during the 2008-2009 recession. Consumer expectations, which had improved in September, gave back all of the gain and then some, as concerns about business conditions, the labor market and income prospects increased. Consumers' assessment of present-day conditions did not fare any better. The Present Situation Index posted its sixth consecutive monthly decline, as pessimism about the current economic environment continues to grow."

Consumers' appraisal of present-day conditions deteriorated further in October. Those claiming business conditions are "bad" increased to 43.7 percent from 40.5 percent, while those claiming business conditions are "good" decreased to 11.0 percent from 12.1 percent. Consumers' assessment of the labor market was also less favorable. Those claiming jobs are "plentiful" decreased to 3.4 percent from 5.6, however, those saying jobs are "hard to get" decreased to 47.1 percent from 49.4 percent.

On October 21, 2011, Doug Storum of the *Boulder County Business Report* reported that unemployment decreased in September.

The unemployment rate in the Boulder-Longmont area decreased seventh-tenths of a percentage point to 5.9, and the rate decreased nine-tenths of a percentage point to 6.9 in Broomfield for September compared with August, according to a report released Friday by the Department of Labor and Employment.

The rates are based on nonseasonally adjusted numbers.

According to the state's survey of households, a different metric, Colorado's unemployment rate decreased two-tenths of a percentage point to 8.3 percent. The national unemployment rate was unchanged over the same period at 9.1 percent.

According to an October 3, 2011 article in the Boulder County Business Report, business leaders' confidence in the economy is taking a negative turn.

Colorado business leaders' outlook on the economy has turned negative heading into the fourth quarter, according to the most recent quarterly Leeds Business Confidence Index, or LBCI, released today by the University of Colorado Boulder Leeds School of Business.

Confidence decreased in all six economic categories measured by the index, with hiring plans leading the decline. For the fourth quarter of 2011, the index posted a reading of 47.3, down from 51.6 in the third quarter, according to Richard Wobbekind, Leeds School economist and executive director of the Business Research Division, who conducts the quarterly survey. An index reading greater than 50 indicates positive expectations, while an index lower than 50 indicates negative expectations.

"Unfortunately, this quarterly index is reflecting the uncertainty in the overall economy," Wobbekind said.

Several factors are feeding the economic uncertainty including employment reports released for August showing zero growth for the nation and negative growth for Colorado. Beyond that, Wobbekind said, the housing market has continued to bump along the bottom, with foreclosures on the uptick once again. "If that isn't enough, we throw in a little sovereign debt and the uncertainty of resolving that issue in Europe and we wind up with a lot of uncertainty in the economy, a declining stock market and confidence really dropping," he said.

Hiring plans led the decrease among the six categories surveyed, dropping from a reading of 52 in the third quarter to 46.8 in the fourth. Wobbekind points to the extremely low cost of capital and the general economic uncertainty as contributing factors.

"Investing in a machine has a certainty to it, but investing in a person has the uncertainties of health-care reform and what the impact of that is going to be, and also wages that are higher than in other parts of the world," Wobbekind said. "In a narrower picture, businesses are worried that we're not going to have a sustainable recovery, so even though they were thinking about expanding in our last survey, now they have gone into a wait and see mode."

Confidence in the state economy turned negative for the first time in a year, dropping from 51.2 to 49.0, while the national index dropped further into negative territory falling from 44.0 to 40.4, the lowest level since 2009. An index reading of 50 is neutral.

According to the September 20, 2011 publication of *Focus Colorado: Economic and Revenue Forecast* by the Colorado Legislative Council Staff:

The recovery has slowed and the economy could be at a turning point. Although the chances of a recession are rising, evidence appears to point to a continued but very slow expansion... Whether the

economy continues to grow or falls back into recession depends on the decisions of households and businesses in the face of economic uncertainty.

Consumer spending also lost momentum through the summer. Food and energy prices rose significantly through the first half of 2011, and although energy prices have since fallen back somewhat, consumers are still likely spending an increasing share of their income on gasoline and food and less on other retail goods. Spending on nonessential goods is expected to remain weak for some time given continued high unemployment levels. Consumers are also choosing to pull back on spending in order to pay off debt.

The revised State Legislative Council forecast (issued September 2011) for percentage change in various statewide economic indicators follows:

	2010	2011	2012	2013
Unemployment Rate	8.7%	8.3%	7.8%	7.1%
Personal Income	4.8%	4.1%	4.5%	5.0%
Wage and Salary Income	3.9%	4.5%	5.3%	6.0%
Retail Trade Sales	5.2%	5.0%	5.2%	5.9%
Denver-Boulder Inflation Rate	3.2%	2.2%	2.6%	3.0%

Slightly different forecasts of similar data, from the September 2011 *Economic and Fiscal Review* by the Governor's Office of State Planning and Budgeting, includes the following:

	2010	2011	2012	2013
Unemployment Rate	8.8%	8.7%	8.1%	7.2%
Personal Income	5.0%	2.7%	4.9%	5.4%
Wage and Salary Income	3.5%	2.1%	3.7%	5.0%
Retail Trade Sales	5.3%	3.0%	5.6%	5.8%
Denver-Boulder Inflation Rate	3.5%	2.6%	3.0%	3.4%

Total Net Sales/Use Tax Receipts by Tax Category	SEPTEMBER YTD Actual			
	2010	2011	% Change	% of Total
Sales Tax	52,165,800	54,974,338	5.38%	80.12%
Business Use Tax	5,351,363	6,762,889	26.38%	9.86%
Construction Use Tax	5,378,405	5,209,131	-3.15%	7.59%
Motor vehicle	1,501,506	1,687,766	12.40%	2.46%
Refunds	-170,540	-22,329	-86.91%	-0.03%
Total Sales and Use Tax	64,226,535	68,611,795	6.83%	100.00%

Total Net Sales/Use Tax Receipts by Industry Type	SEPTEMBER YTD Actual			
	2010	2011	%Change	% of Total
Food Stores	8,138,232	8,802,606	8.16%	12.83%
Eating Places	8,155,508	8,888,908	8.99%	12.96%
Apparel Stores	1,927,273	2,406,396	24.86%	3.51%
Home Furnishings	1,827,781	1,965,641	7.54%	2.86%
General Retail	13,964,889	14,599,947	4.55%	21.28%
Transportation/Utilities	5,676,529	5,521,882	-2.72%	8.05%
Automotive Trade	3,897,187	4,248,693	9.02%	6.19%
Building Material-Retail	2,221,981	2,255,071	1.49%	3.29%
Construction Use Tax	4,982,758	4,360,274	-12.49%	6.35%
Construction Sales Tax	343,293	347,992	1.37%	0.51%
Consumer Electronics	1,291,051	1,836,253	42.23%	2.68%
Computer Related Business Sector	3,411,245	4,167,986	22.18%	6.07%
All Other	8,559,348	9,232,477	7.86%	13.46%
Refunds	-170,540	-22,329	-86.91%	-0.03%
Total Sales and Use Tax	64,226,535	68,611,795	6.83%	100.00%

Total Net Sales/Use Tax Receipts by Geographic Area	SEPTEMBER YTD Actual			
	2010	2011	% Change	% of Total
North Broadway	924,984	1,036,710	12.08%	1.51%
Downtown	4,319,804	4,709,839	9.03%	6.86%
Downtown Extension	353,300	337,631	-4.44%	0.49%
UHGD (the "hill")	853,100	857,327	0.50%	1.25%
East Downtown	414,243	471,655	13.86%	0.69%
N. 28th St. Commercial	3,381,470	3,344,182	-1.10%	4.87%
N. Broadway Annex	347,503	447,491	28.77%	0.65%
University of Colorado	817,678	831,331	1.67%	1.21%
Basemar	1,242,640	1,447,838	16.51%	2.11%
BVRC-Boulder Valley Regional Center	11,992,290	12,682,882	5.76%	18.48%
29th Street	4,765,043	4,960,337	4.10%	7.23%
Table Mesa	1,647,122	1,709,800	3.81%	2.49%
The Meadows	653,229	620,444	-5.02%	0.90%
All Other Boulder	3,007,508	3,314,617	10.21%	4.83%
Boulder County	893,727	891,812	-0.21%	1.30%
Metro Denver	5,078,304	3,248,633	-36.03%	4.73%
Colorado All Other	160,641	178,350	11.02%	0.26%
Out of State	6,390,342	8,463,818	32.45%	12.34%
Airport	12,231	13,317	8.87%	0.02%
Gunbarrel Industrial	3,177,944	4,130,003	29.96%	6.02%
Gunbarrel Commercial	723,531	776,808	7.36%	1.13%
Pearl Street Mall	1,726,738	1,837,545	6.42%	2.68%
Boulder Industrial	5,443,690	5,902,506	8.43%	8.60%
Unlicensed Receipts	782,688	1,040,730	32.97%	1.52%
County Clerk	1,501,506	1,687,766	12.40%	2.46%
Public Utilities	3,785,818	3,690,755	-2.51%	5.38%
Refunds	-170,540	-22,329	-86.91%	-0.03%
Total Sales and Use Tax	64,226,535	68,611,795	6.83%	100.00%

Miscellaneous Tax Statistics	SEPTEMBER YTD Actual		
	2010	2011	% Change in Taxable Sales
Total Food Service Tax	375,651	414,040	10.22%
Accommodations Tax	2,582,847	3,780,595	7.34%
Admissions Tax	405,508	430,072	6.06%
License Fees	24,000	20,300	-15.42%
Trash Tax	1,338,384	907,344	-32.21%

USE >> SALES

COMPARISON OF YEAR-TO-DATE ACTUAL REVENUE FOR THE YEAR 2011 TO COMPARABLE PER

USE TAX BY CATEGORY

SALES TAX BY CATEGORY

SEPTEMBER YTD Actual			Standard Industrial Code	SEPTEMBER YTD Actual		
2010	2011	% Change		2010	2011	Change
72,917	148,675	103.90%	Food Stores	8,065,316	8,653,931	7.30%
68,549	75,810	10.59%	Eating Places	8,086,959	8,813,098	8.98%
46,319	28,077	-39.38%	Apparel Stores	1,880,954	2,378,318	26.44%
14,459	7,283	-49.63%	Home Furnishings	1,813,322	1,958,357	8.00%
1,358,845	1,191,530	-12.31%	General Retail	12,606,044	13,408,416	6.36%
245,959	292,120	18.77%	Transportation/Utilities	5,430,569	5,229,762	-3.70%
1,517,302	1,745,055	15.01%	Automotive Trade	2,379,885	2,503,638	5.20%
8,813	6,564	-25.52%	Building Material-Retail	2,213,168	2,248,507	1.60%
4,982,758	4,360,274	-12.49%	Construction Use Tax	0	0	na
0	0	na	Construction Sales Tax	343,293	347,992	1.37%
99,837	43,170	-56.76%	Consumer Electronics	1,191,214	1,793,083	50.53%
1,260,294	2,371,686	88.19%	Computer Related Business	2,150,951	1,796,300	-16.49%
2,555,222	3,389,541	32.65%	All Other	6,004,126	5,842,936	-2.68%
12,231,274	13,659,786	11.68%	Total Sales and Use Tax	52,165,800	54,974,338	5.38%

USE TAX BY CATEGORY

SALES TAX BY CATEGORY

SEPTEMBER YTD Actual			Geographic Code	SEPTEMBER YTD Actual		
2010	2011	% Change		2010	2011	Change
43,136	75,624	75.31%	North Broadway	881,848	961,086	8.99%
166,261	216,856	30.43%	Downtown	4,153,543	4,492,983	8.17%
28,805	13,374	-53.57%	Downtown Extension	324,495	324,256	-0.07%
17,551	49,087	179.69%	UHGD (the "hill")	835,549	808,240	-3.27%
30,622	55,645	81.71%	East Downtown	383,620	416,010	8.44%
206,000	72,196	-64.95%	N. 28th St. Commercial	3,175,470	3,271,986	3.04%
16,421	68,049	314.39%	N. Broadway Annex	331,082	379,443	14.61%
31,006	11,801	-61.94%	University of Colorado	786,672	819,530	4.18%
35,367	89,081	151.88%	Basemar	1,207,273	1,358,757	12.55%
261,665	412,965	57.82%	BVRC	11,730,624	12,269,917	4.60%
66,876	99,851	49.31%	29th Street	4,698,167	4,860,485	3.45%
18,678	28,467	52.41%	Table Mesa	1,628,444	1,681,333	3.25%
11,432	14,710	28.67%	The Meadows	641,797	605,734	-5.62%
1,298,787	1,305,999	0.56%	All Other Boulder	1,708,721	2,008,618	17.55%
307,475	244,749	-20.40%	Boulder County	586,253	647,063	10.37%
2,973,675	743,639	-74.99%	Metro Denver	2,104,629	2,504,994	19.02%
46,256	39,847	-13.86%	Colorado All Other	114,385	138,503	21.08%
311,492	1,548,351	397.08%	Out of State	6,078,850	6,915,467	13.76%
484	1,065	119.98%	Airport	11,747	12,251	4.29%
2,189,649	3,478,795	58.87%	Gunbarrel Industrial	988,295	651,208	-34.11%
3,538	11,989	238.84%	Gunbarrel Commercial	719,993	764,818	6.23%
34,372	33,871	-1.46%	Pearl Street Mall	1,692,366	1,803,675	6.58%
2,097,268	2,318,176	10.53%	Boulder Industrial	3,346,421	3,584,330	7.11%
392,826	845,880	115.33%	Unlicensed Receipts	389,862	194,850	-50.02%
1,501,506	1,687,766	12.40%	County Clerk	0	0	na
140,125	191,952	36.99%	Public Utilities	3,645,693	3,498,803	-4.03%
12,231,274	13,659,786	11.68%	Total Sales and Use Tax	52,165,800	54,974,338	5.38%

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	2004	4,394,136	4,170,467	5,327,051	4,339,594	4,461,055	5,340,555	4,333,128	4,749,658	5,542,805	4,450,731	4,518,629	6,602,036	58,229,844	1.45%
Rate 3.41%	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%
	2006	4,734,249	4,645,436	5,537,253	4,659,458	4,882,331	6,129,363	4,737,773	5,237,757	6,156,056	4,950,305	4,387,847	7,891,618	63,949,446	7.10%
Rate Chg 3.41%>3.56%	2007	5,118,353	5,014,615	6,918,421	4,965,981	5,500,701	6,712,841	5,565,371	6,393,028	6,954,377	5,747,963	5,695,703	8,411,484	72,998,838	9.34%
Rate Chg 3.56%>3.41%	2008	5,197,400	5,105,109	6,005,946	5,331,447	5,488,450	6,572,335	5,508,796	6,258,640	6,620,535	5,382,779	5,255,155	7,443,455	70,170,045	0.35%
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	5,170,320	4,735,769	7,814,230	66,877,613	-4.67%
	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				54,974,338	-23.08%
Change from prior year (Month)		17.88%	-4.71%	8.00%	5.83%	4.35%	1.76%	1.07%	9.90%	6.29%	-100.00%	-100.00%	-100.00%		
Change from prior year (YTD)		17.88%	5.67%	6.56%	6.38%	5.97%	5.11%	4.54%	5.25%	5.38%	-4.92%	-12.82%	-23.08%		
CONSUMER USE TAX (includes Motor Vehicle)	2004	980,229	665,018	899,453	742,692	724,614	866,974	810,874	922,401	941,990	728,634	750,971	1,181,776	10,215,625	-1.39%
	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%
	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				8,450,655	-11.88%
Change from prior year (Month)		81.40%	-16.46%	13.30%	3.63%	28.41%	23.30%	54.55%	21.74%	14.82%	-100.00%	-100.00%	-100.00%		
Change from prior year (YTD)		81.40%	29.42%	23.23%	18.77%	20.47%	21.04%	24.96%	24.62%	23.32%	11.12%	2.76%	-11.88%		
CONSTRUCTION USE TAX	2004	210,383	336,148	387,487	490,426	229,416	181,732	204,851	155,409	212,299	119,283	238,459	283,087	3,048,978	-10.50%
Rate 3.41%	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%
	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				5,209,131	-20.48%
Change from prior year (Month)		5.29%	15.92%	11.73%	-33.55%	850.37%	-81.67%	-67.18%	-2.61%	95.22%	-100.00%	-100.00%	-100.00%		
Change from prior year (YTD)		5.29%	8.38%	9.14%	-1.59%	113.90%	9.23%	-8.37%	-7.85%	-3.15%	-7.19%	-13.46%	-20.48%		
TOTAL FOR MONTH & CHANGE FROM PREVIOUS YEAR (MONTH & YTD)															
	2004	5,584,748	5,171,633	6,613,991	5,572,712	5,415,085	6,389,261	5,348,853	5,827,468	6,697,093	5,298,647	5,508,059	8,066,899	71,494,448	0.47%
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	8,010,661	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	0	0	0	68,634,124	-21.66%
Less Refunds	2004	-1,343	-10,505	-636	-872	-5,963	-151	-1,299	-4,643	-244	-27,318	-5,758	-4,330	-63,061	
	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				-22,329	
Adjusted total	2004	5,583,406	5,161,128	6,613,354	5,571,840	5,409,121	6,389,110	5,347,554	5,822,825	6,696,849	5,271,329	5,502,301	8,062,569	71,431,386	1.01%
Rate 3.41%	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%
	2006	5,577,896	5,488,606	7,212,388	5,530,333	6,178,998	7,685,145	5,985,709	6,267,856	7,553,694	6,232,110	5,890,624	10,180,273	79,783,631	4.51%
Rate Chg 3.41%>3.56%	2007	6,175,081	5,898,190	8,003,602	6,147,039	6,845,984	7,986,572	7,645,812	7,304,077	8,299,420	6,760,988	6,788,999	10,235,967	88,091,731	5.76%
	2008	6,344,536	6,443,800	7,816,680	6,454,050	6,553,206	7,879,378	6,341,444	7,288,198	7,866,995	6,590,347	5,914,341	9,077,975	84,570,947	0.23%
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	0	0	0	68,611,795	-21.52%
% Change (month)		24.00%	-4.38%	9.30%	3.33%	37.91%	-12.54%	-4.58%	10.20%	10.09%	-100.00%	-100.00%	-100.00%		
% Change (YTD)		24.00%	9.24%	9.26%	7.80%	13.70%	7.60%	5.81%	6.36%	6.83%	-3.18%	-11.03%	-21.52%		