

# City of Boulder

## Sales & Use Tax Revenue Report

### January, 2014

Issued March 21, 2014

This report provides summary information and analysis related to January 2014 sales and use tax collections.

Results are for actual sales activity through the month of January, 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 Fiscal Services, at (303)441-3246 or [cpattelli@bouldercolorado.gov](mailto:cpattelli@bouldercolorado.gov).

PLEASE NOTE: Pursuant to a vote in November of 2013, the tax rate changed on January 1, 2014 from 3.41% to 3.56%. All percentage changes included in this report have been adjusted to reflect the underlying sales activity and exclude the percentage change due solely to the increase in tax rate. This is to allow year over year comparisons from year to year over multiple years.

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

This report for January presents summary level sales and use tax collections. Historically, remittances in January and February have been somewhat erratic and do not provide sufficient information to extrapolate trends for taxable tax activity later in the year. A more detailed analysis will be included in the March 2013 report.

**TABLE 1**

#### ACTUAL SALES AND USE TAX REVENUE

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	2.83%	78.43%
Business/Consumer Use Tax	(31.94%)	8.25%
Construction Use Tax	(6.36%)	9.41%
Motor Vehicle Use Tax	14.49%	3.91%
<b>Total Sales &amp; Use Tax</b>	<b>(1.82%)</b>	<b>100.00%</b>

Table 2 illustrates the extreme volatility of January revenue collections, particularly in business/consumer use tax and construction use tax.

**TABLE 2**

Category	Percent Increase/(Decrease)			
	2011	2012	2013	2014
Retail Sales Tax	17.88%	(0.57%)	3.61%	2.83%
Business/Consumer Use Tax (incl. vehicles)	(81.40%)	(38.79%)	48.28%	(21.74%)
Construction Use Tax	5.29%	38.13%	90.08%	(6.36%)
<b>Total</b>	<b>24.00%</b>	<b>(10.25%)</b>	<b>13.96%</b>	<b>(1.82%)</b>

## **MEDICAL MARIJUANA RETAIL SALES TAX**

Retail sales tax during the month of January, 2014 totaled \$86,993, up by 25.13% from that remitted during the comparable period in 2013. The fact that there are multiple vendors in this category enables the reporting of this data. Such reporting for recreational marijuana will not be possible until multiple vendors begin collecting and remitting tax. The Municipal Code prohibits providing any information that would identify sales by individual vendors.

Jan
\$86,993
25.13%

## **RECREATIONAL MARIJUANA RETAIL SALES TAX AND EXCISE TAX**

There were no sales of recreational marijuana reported in the month of January. We currently expect that a limited number of vendors will complete the licensing process and begin sales during the first quarter of the year. Therefore, we will not begin reporting on activity in this category until multiple vendors have reported so that individual vendors will not have their sales data identified (as noted in the previous paragraph).

## **ACCOMMODATION TAX**

Total year 2014 Accommodation Tax revenue is up by 39.24% from the same period in 2013.

## **ADMISSIONS TAX**

Total year 2014 Admission Tax revenue is down by 22.89% from the same period in 2013.

## **TRASH TAX**

Tax returns for trash tax are not remitted until the first quarter of the year is completed.

## **MARIJUANA EXCISE TAX**

There were no licensed recreational grow operations operating during the January of 2014. When tax collections do occur the information will be provided in a format that does not release individual vendor information.

Total Net Sales/Use Tax Receipts by Tax Category	JANUARY YTD Actual			
	2013	2014	% Change	% of Total
Sales Tax	5,557,163	5,965,991	2.83%	78.43%
Business Use Tax	883,275	627,592	-31.94%	8.25%
Construction Sales/Use Tax	732,539	716,119	-6.36%	9.41%
Motor Vehicle Use Tax	248,740	297,302	14.49%	3.91%
<b>Total Sales and Use Tax</b>	<b>7,421,718</b>	<b>7,607,004</b>	<b>-1.82%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Industry Type	JANUARY YTD Actual			
	2013	2014	%Change	% of Total
Food Stores	891,126	969,344	4.19%	12.74%
Eating Places	918,945	970,670	1.18%	12.76%
Apparel Stores	228,804	235,491	-1.41%	3.10%
Home Furnishings	185,869	226,130	16.53%	2.97%
General Retail	1,565,307	1,365,326	-16.45%	17.95%
Transportation/Utilities	646,399	738,921	9.50%	9.71%
Automotive Trade	615,300	644,167	0.28%	8.47%
Building Material-Retail	94,830	266,429	169.12%	3.50%
Construction Firms Sales/Use Tax	631,418	678,071	2.86%	8.91%
Consumer Electronics	161,250	174,773	3.82%	2.30%
Computer Related Business Sector	743,863	456,125	-41.27%	6.00%
All Other	738,608	881,557	14.32%	11.59%
<b>Total Sales and Use Tax</b>	<b>7,421,718</b>	<b>7,607,004</b>	<b>-1.82%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Geographic Area	JANUARY YTD Actual			
	2013	2014	% Change	% of Total
North Broadway	104,268	94,458	-13.23%	1.24%
Downtown	442,631	491,529	6.37%	6.46%
Downtown Extension	47,932	86,851	73.56%	1.14%
UHGD (the "hill")	85,315	98,038	10.07%	1.29%
East Downtown	41,250	59,874	39.03%	0.79%
N. 28th St. Commercial	261,714	367,520	34.51%	4.83%
N. Broadway Annex	27,407	21,971	-23.21%	0.29%
University of Colorado	182,541	195,802	2.75%	2.57%
Basemar	136,185	192,590	35.46%	2.53%
BVRC-Boulder Valley Regional Center	1,330,166	1,623,665	16.92%	21.34%
29th Street	486,951	383,762	-24.51%	5.04%
Table Mesa	209,710	207,472	-5.24%	2.73%
The Meadows	23,377	63,724	161.11%	0.84%
All Other Boulder	457,576	463,299	-3.02%	6.09%
Boulder County	55,875	72,796	24.79%	0.96%
Metro Denver	142,315	163,819	10.26%	2.15%
Colorado All Other	10,596	16,169	46.17%	0.21%
Out of State	917,895	583,903	-39.07%	7.68%
Airport	898	2,711	189.17%	0.04%
Gunbarrel Industrial	695,612	420,849	-42.05%	5.53%
Gunbarrel Commercial	106,922	88,905	-20.35%	1.17%
Pearl Street Mall	182,323	166,573	-12.49%	2.19%
Boulder Industrial	676,531	839,036	18.79%	11.03%
Unlicensed Receipts	130,250	110,306	-18.88%	1.45%
County Clerk	248,740	297,302	14.49%	3.91%
Public Utilities	416,738	494,079	13.56%	6.50%
<b>Total Sales and Use Tax</b>	<b>7,421,718</b>	<b>7,607,004</b>	<b>-1.82%</b>	<b>100.00%</b>

Miscellaneous Tax Statistics	JANUARY YTD Actual		
	2013	2014	% Change in Taxable Sales
Total Food Service Tax	42,079	43,412	3.17%
Accommodations Tax	223,781	311,593	39.24%
Admissions Tax	56,451	43,529	-22.89%
Trash Tax	20,632	5,138	-75.10%
Disposable Bag Fee	0	938	na

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

USE >> SALES

USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
JANUARY YTD Actual			Standard Industrial Code	JANUARY YTD Actual		
2013	2014	% Change		2013	2014	% Change
4,084	8,982	110.66%	Food Stores	887,042	960,361	3.70%
12,991	10,997	-18.92%	Eating Places	905,954	959,673	1.47%
1,122	993	-15.23%	Apparel Stores	227,681	234,498	-1.35%
752	818	4.19%	Home Furnishings	185,117	225,312	16.58%
66,573	60,700	-12.66%	General Retail	1,498,734	1,304,626	-16.62%
9,082	23,031	142.90%	Transportation/Utilities	637,317	715,891	7.60%
287,449	301,677	0.53%	Automotive Trade	327,851	342,491	0.06%
521	2,683	393.23%	Building Material-Retail	94,309	263,746	167.88%
616,333	657,088	2.12%	Construction Sales/ Use Tax	15,085	20,983	33.24%
6,040	974	-84.55%	Consumer Electronics	155,210	173,799	7.26%
607,291	369,128	-41.78%	Computer Related Business	136,572	86,996	-38.98%
252,316	203,943	-22.58%	All Other	486,292	677,615	33.47%
<b>1,864,555</b>	<b>1,641,013</b>	<b>-15.70%</b>	<b>Total Sales and Use Tax</b>	<b>5,557,163</b>	<b>5,965,991</b>	<b>2.83%</b>

  

USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
JANUARY YTD Actual			Geographic Code	JANUARY YTD Actual		
2013	2014	% Change		2013	2014	% Change
6,733	399	-94.32%	North Broadway	97,535	94,059	-7.63%
61,721	110,205	71.03%	Downtown	380,910	381,325	-4.11%
79	30,468	36841.48%	Downtown Extension	47,853	56,385	12.86%
1,871	14,620	648.48%	UHGID (the "hill")	83,445	83,418	-4.24%
2,890	19,267	538.59%	East Downtown	38,360	40,607	1.40%
50,370	2,366	-95.50%	N. 28th St. Commercial	211,344	365,154	65.50%
218	-5,006	-2299.57%	N. Broadway Annex	27,189	26,977	-4.96%
4	581	13812.99%	University of Colorado	182,537	195,221	2.44%
2,422	57,614	2178.55%	Basemar	133,763	134,975	-3.35%
26,952	19,387	-31.10%	BVRC	1,303,214	1,604,279	17.91%
9,114	3,755	-60.54%	29th Street	477,837	380,007	-23.82%
4,012	1,453	-65.31%	Table Mesa	205,698	206,019	-4.06%
531	297	-46.42%	The Meadows	22,846	63,427	165.93%
271,870	230,690	-18.72%	All Other Boulder	185,706	232,609	19.98%
2,263	14,209	501.43%	Boulder County	53,612	58,587	4.68%
7,964	24,666	196.67%	Metro Denver	134,351	139,153	-0.79%
912	387	-59.35%	Colorado All Other	9,684	15,781	56.09%
258,316	9,022	-96.65%	Out of State	659,579	574,881	-16.51%
234	2,521	931.96%	Airport	663	190	-72.55%
536,657	351,603	-37.24%	Gunbarrel Industrial	158,955	69,246	-58.27%
1,229	2,435	89.78%	Gunbarrel Commercial	105,693	86,470	-21.63%
4,714	2,691	-45.32%	Pearl Street Mall	177,609	163,881	-11.62%
251,136	383,122	46.13%	Boulder Industrial	425,395	455,914	2.66%
108,100	57,285	-49.24%	Unlicensed Receipts	22,150	53,020	129.28%
248,740	297,302	14.49%	County Clerk	0	0	#DIV/0!
5,504	9,675	68.39%	Public Utilities	411,233	484,404	12.83%
<b>1,864,555</b>	<b>1,641,013</b>	<b>-15.70%</b>	<b>Total Sales and Use Tax</b>	<b>5,557,163</b>	<b>5,965,991</b>	<b>2.83%</b>

**TOTAL CITY SALES AND USE TAX COLLECTIONS**

REVENUE CATEGORY	YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	% Change in Taxable Sales
<b>RETAIL SALES TAX</b>	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	5,508,795	6,258,640	6,620,535	5,382,779	5,255,155	7,443,455	70,170,045	0.35%
Rate 3.41%	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	5,680,953	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												5,965,991	-92.68%
Change from prior year (Month)		2.83%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
Change from prior year (YTD)		2.83%	-43.14%	-65.41%	-73.89%	-79.31%	-83.49%	-85.69%	-87.76%	-89.39%	-90.45%	-91.24%	-92.33%		
<b>CONSUMER USE TAX (includes Motor Vehicle)</b>	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	909,658	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												924,895	-92.30%
Change from prior year (Month)		-21.74%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
Change from prior year (YTD)		-21.74%	-51.18%	-67.81%	-75.27%	-80.12%	-83.53%	-85.66%	-87.19%	-89.19%	-90.44%	-91.18%	-92.30%		
<b>CONSTRUCTION USE TAX</b>	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%
Rate Chg 3.56%>3.41%	2008	330,080	347,219	748,549	454,797	327,855	241,649	1,007,759	442,852	347,954	217,885	107,831	381,753	4,048,982	-12.21%
Rate 3.41%	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	83.88%
	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												716,119	-92.75%
Change from prior year (Month)		-6.36%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
Change from prior year (YTD)		-6.36%	-57.22%	-63.70%	-71.92%	-75.45%	-80.35%	-84.05%	-87.38%	-89.57%	-90.75%	-91.44%	-92.75%		
<b>TOTAL FOR MONTH &amp; CHANGE FROM PREVIOUS YEAR (MONTH &amp; YTD)</b>	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%
Rate Chg 3.41%>3.56%	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%
Rate Chg 3.56%>3.41%	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%
Rate 3.41%	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	7,758,275	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	0	0	0	0	0	0	0	0	0	0	0	7,607,004	-92.64%
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	-182	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%
Rate 3.41%	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	6,329,447	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	7,758,275	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%
Rate Chg 3.41%>3.56%	2014	7,607,004	0	0	0	0	0	0	0	0	0	0	0	7,607,004	-92.64%
% Change (month)		-1.82%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%		
% Change (YTD)		-1.82%	-49.12%	-67.49%	-75.10%	-80.00%	-84.05%	-86.30%	-88.19%	-89.78%	-90.84%	-91.60%	-92.64%		