

City of Boulder

Sales & Use Tax Revenue Report

December, 2014

Issued February 24, 2015

This report provides information and analysis related to December 2014 year-to-date sales and use tax collections. Results are for actual sales activity through the month of December, 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 of 2013, 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 comparable 2013 base by 6.24%.

TABLE 1

ACTUAL SALES AND USE TAX REVENUE

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	5.76%	78.47%
Business/Consumer Use Tax	25.38%	10.56%
Construction Use Tax	(9.11%)	8.18%
Motor Vehicle Use Tax	11.14%	2.79%
Total Sales & Use Tax	6.24%	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, a portion of this revenue is being dedicated to pay for costs associated with this new business segment, and is not available for other purposes in 2014.

TABLE 2

SALES AND USE TAX REVENUE ADJUSTED TO EXCLUDE RECREATIONAL MARIJUANA

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	4.03%	78.02%
Business/Consumer Use Tax	24.98%	10.77%
Construction Use Tax	(9.11%)	8.36%
Motor Vehicle Use Tax	11.14%	2.85%
Total Sales & Use Tax	4.85%	100.00%

MACRO ISSUES TO CONSIDER

Contrary to recent trends, Retail Sales Tax was negative for the month of December. Certain categories, while relatively strong from a historical perspective, are less strong when calculating the percent change versus the prior year because they have a higher comparative base.

Although total Sales and Use Tax revenue is up in total by 6.24%, 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 4.85%.

Other tax components (Business Use Tax and Motor Vehicle Use Tax) have been 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. Motor Vehicle Use Tax may have already reached that inflection point as both November and December results have been negative (down 17.88% and 12.16% respectively when compared to the very strong sales in the comparative months of 2013).

The next question, when considering committing revenue to on-going expenditures might be, what do the 2014 trends portend for the future? 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 is also up significantly. 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 summer or fall when gasoline prices are expected to rise again.
- Housing prices for new purchasers (with associated higher mortgage payments) 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 – December YTD retail sales tax revenue was up by 5.76% 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 5.03%. 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. The negative percent change in December is due partially due to timing in certain Food Tax revenue but primarily due to flat to negative sales in many other categories.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2.83%	5.87%	2.92%	11.09%	8.05%	(0.19%)	9.16%	8.87%	9.64%	8.30%	13.50%	(3.82%)

Food Stores - Retail sales tax revenue for food stores is 4.67% YTD. A portion of the variable performance in this category 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	Sep	Oct	Nov	Dec
3.70%	(11.10%)	8.47%	12.32%	13.68%	0.83%	8.76%	10.08%	15.65%	5.44%	28.40%	(21.83%)

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 December YTD retail tax at Eating Places is up by 5.13%.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1.47%	7.57%	(1.30%)	6.34%	10.01%	0.13%	4.71%	4.52%	16.72%	4.44%	2.57%	4.64%

Apparel Store retail sales are up by 8.09% YTD. A portion of the monthly fluctuations is due to the timing of receipt of certain remittances.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
(1.35%)	13.85%	15.64%	(18.70%)	(0.60%)	9.12%	8.99%	36.31%	4.42%	(1.14%)	17.33%	8.09%

General Retail is down by 2.97% YTD. This downward trend appears to be consistent with retail trends on the national level, timing also impacts the results in October because certain remittances did not make the cut-off for the prior month.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
(16.62%)	6.07%	3.91%	4.62%	(2.89%)	(4.09%)	3.83%	(7.83%)	(6.28%)	16.30%	(14.18%)	(15.17%)

Public Utilities (primarily retail sales tax on natural gas and electricity) are up by 1.54% 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	Sep	Oct	Nov	Dec
5.63%	9.85%	9.89%	(0.98%)	(0.31%)	9.27%	4.59%	0.13%	5.82%	(0.77%)	2.71%	6.11%

TOTAL MARIJUANA REVENUE

The combined sales of medical and recreational marijuana have become an increasing percentage of sales and use tax for the City of Boulder. For 2014 medical and recreational marijuana revenue represents 2.21% of the total Sales/Use Tax collected.

The sale of medical marijuana generates:

- 3.56% base sales tax on product sales paid by the purchaser.
- 3.56% base use tax on cost of any construction materials and the purchase of furniture, fixtures, or equipment paid by the business.

The sale of recreational marijuana generates:

- 3.56% base sales tax on product sales paid by the purchaser.

- 3.56% base use tax on the cost of any construction materials and the purchase of furniture, fixtures, or equipment paid by the business.
- An additional 3.50% in sales tax on product sales paid by the purchaser
- An additional 3.50% in use tax on the cost of any construction materials and the purchase of furniture, fixtures, or equipment paid by the business.
- 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 2014 marijuana related revenue follows:

Total December YTD Marijuana Related Revenue			
Medical marijuana:			
3.56% Base Sales/Use Tax	\$1,223,712		
Sub-total Medical marijuana revenue		1,223,712	
Recreational marijuana			
3.56% Base Sales/Use Tax	691,292		
3.50% Additional Sales/Use Tax	618,602		
5.00% Excise Tax	430,243		
State Share-back	294,944		
Sub-total Recreational Marijuana revenue		2,035,081	
TOTAL MARIJUANA RELATED REVENUE			\$3,258,793

While the City's base 3.56% 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 December YTD "Incremental" Recreational Marijuana Related Revenue		
3.50% Additional Sales/Use Tax	\$618,602	
5.00% Excise Tax	430,243	
State "Share-back"	294,944	
TOTAL "INCREMENTAL" RECREATIONAL MARIJUANA REVENUE		\$1,343,789

Medical Marijuana Retail Sales Tax

Total YTD retail sales tax revenue collected in this category is \$1,198,318 up by 22.32% from the same period in 2013. Monthly sales tax revenue and the percentage change by month, is presented below. This industry segment represents approximately one percent of total sales/use tax collections.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
\$86,993	\$110,174	\$75,274	\$63,256	\$79,663	\$85,190	\$91,897	\$144,791	\$112,625	\$123,069	\$104,876	\$120,510
25.13%	50.58%	(11.38%)	(17.65%)	9.92%	10.70%	17.22%	60.98%	32.64%	26.93%	24.16%	32.37%

Recreational Marijuana Retail Sales 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 reported to obscure individual data. Therefore, we began reporting year-to-date revenue related to the sale of recreational marijuana. December YTD retail sales tax collections for the sale of recreational marijuana were \$1,296,921.

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

TABLE 3

2014 YTD RETAIL SALES TAX (% Change in Comparable YTD Collections)	
STRENGTHS: <ul style="list-style-type: none"> ▪ Food stores up by 4.67% ▪ Eating Places up by 5.13% ▪ Apparel Stores up by 8.09% ▪ Home Furnishings up by 8.86% ▪ Transportation/Utilities up by 5.35% ▪ Automotive Trade up by 6.53% ▪ Building Material Retail up by 2.04% ▪ Consumer Electronics up by 18.45% ▪ All Other (including marijuana sales) up by 36.14% ▪ Downtown up by 11.22% ▪ University of Colorado up by 1.17% ▪ Basemar up by 2.36% ▪ UHGID up by 10.10% ▪ N. 28th St. Commercial up by 6.83% ▪ BVRC (excl 29th St) up by 12.72% ▪ Table Mesa up by 4.34% ▪ The Meadows up by 8.36% ▪ All Other Boulder up by 8.29% ▪ Metro Denver up by 14.13% ▪ Gunbarrel Commercial up by 0.04 % ▪ Pearl Street Mall up by 11.48% ▪ Boulder Industrial up by 11.67% ▪ Public Utilities up by 1.54% 	WEAKNESSES: <ul style="list-style-type: none"> ▪ General Retail down by 2.97% ▪ Computer Related Business down by 26.52% (Use Tax in this category up by 12.04%) ▪ Twenty-Ninth St down by 0.01% ▪ Boulder County down by 7.52% ▪ Out of State down by 3.67% ▪ Gunbarrel Industrial down by 17.58%

2014 USE TAX (% Change in YTD Comparable Collections)	
STRENGTHS: <ul style="list-style-type: none"> ▪ Business Use Tax up by 25.38% ▪ Motor Vehicle Use Tax up by 11.14% 	WEAKNESSES <ul style="list-style-type: none"> ▪ Construction Use Tax down by 9.11% (when adjusted to exclude dedicated Boulder Junction tax, down by 8.29%)

BUSINESS USE TAX

YTD Business Use Tax is up significantly (25.38%) through the month of December. 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. 2014 YTD audit revenue was over \$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

December YTD Motor Vehicle Use Tax is up by 11.14%. 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 have replaced their vehicles and thus reduced the average age of their fleet. 2014 has been 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. Motor Vehicle Use Tax may have already reached that inflection point as both November and December results have been negative (down 17.88% and 12.16% respectively when compared to the very strong sales in the comparative months of 2013).

ACCOMMODATION TAX

YTD 2014 Accommodation Tax revenue is up by 20.21% 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 is possible during the transition when the total number of rooms available in the City is down slightly but many define 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 up by 2.86% 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 0.94%. Trash Tax remittances are due on a quarterly basis. Occasionally, smaller vendors or trash haulers will remit outside that quarterly cycle, resulting in large variances.

REVIEW OF VARIOUS ECONOMIC DATA & PREDICTIONS FOR THE FUTURE

According to economists speaking at the Boulder Economic Council's annual economic forecast event, as reported by BizWest on January 14, 2015, lagging sales tax may threaten Colorado's future budgets:

Phyllis Resnick, lead economist at CSU's Colorado Futures Center, stated ... the rates of retail sales tax growth are starting to fall in Colorado for a variety of reasons. E-commerce has been cutting into retail sales tax collected locally for years as people shop online rather than in local stores. The United States as a whole is also becoming increasingly unmarried, with single people traditionally spending less on goods and services than married individuals. Resnick also said there's evidence mounting that as income inequality rises, the nation will see further decline in sales tax collections. When you concentrate income up high...you have fewer people buying those things that contribute to the tax base.

Perhaps the greatest threat to sales tax revenues, though, is the fact that physical taxable goods are becoming a smaller share of consumption as more and more people hire for services like lawn care or other household services that don't bring in sales tax revenue. Especially among younger segments of the population, the trend is steering toward spending on experiences and services and away from goods. And things like smartphones have already replaced the need for several other devices that individuals used to buy. The shift away from purchasing goods will also be magnified by the aging population, as those 65 and older also tend not to spend a lot of money on goods but rather on experiences like travel. We're going to have to start to acknowledge the new way of consuming," Resnick said. "It's going to take a lot of work to start thinking about the ways we generate public revenues off a system of consumption that is changing quite rapidly.

While Resnick was the self-proclaimed bearer of bad news, Rickard Wobbekind, executive director of the Business Research Division at the CU Boulder's School of Business, got to deliver more encouraging news. Colorado will continue to outperform the nation in employment and population growth, with home prices continuing to appreciate. On a more local level, Boulder, he told the crowd, continues to outperform not just the nation's but Colorado's strong recovery metrics.

As Colorado is forming more households than it is producing new housing units, he said the state appears to be under building, a sign that bodes well for the construction industry going forward. On the flip side, that bodes poorly for the increase in cost of housing. In Boulder, where the median price of a single family home was nearly \$700,000 in 2014, housing prices will continue to stress not only first-time homebuyers' ability to break into the market but also things like the transportation system as the number of the city's in-commuters continues to climb.

Colorado business leaders bullish on 2015 according to a report published in BizWest on January 5, 2015:

BOULDER – The confidence of Colorado business leaders has increased slightly entering the New Year according to the latest index released Monday by the University of Colorado Boulder's Leeds School of Business. The Leeds School releases the index each quarter, with expectations measuring positive at 50 or higher.

Entering the first quarter of 2015, the Leeds Business Confidence Index registered an overall mark of 60.8, up from 59.5 last quarter. Expectations were positive for all of the metrics measured, including national economy, state economy, industry profits, capital expenditures and hiring plans. The state's business leaders were most enthusiastic about the state's economy, with that metric coming in at 66.2, up from 63.9 last quarter. But optimism about the national economy also rose from 56.4 to 60. Their outlook on hiring also improved slightly, from 57.9 to 58.2.

The Conference Board Consumer Confidence Index rose sharply in January

The Conference Board ***Consumer Confidence Index***[®], which had increased in December, rose sharply in January. The Index now stands at 102.9 (1985=100), up from 93.1 in December. The Present Situation Index rose to 112.6 from 99.9, while the Expectations Index increased to 96.4 from 88.5 in December.

Lynn Franco, Director of Economic Indicators at The Conference Board, said: "Consumer confidence rose sharply in January, and is now at its highest level since August 2007 (Index, 105.6). A more positive assessment of current business and labor market conditions contributed to the improvement in consumers' view of the present situation. Consumers also expressed a considerably higher degree of optimism regarding the short-term outlook for the economy and labor market, as well as their earnings."

Consumers' assessment of present-day conditions was considerably more favorable in January than in December. Those saying business conditions are "good" increased from 24.7 percent to 28.1 percent, while those claiming business conditions are "bad" decreased from 18.9 percent to 16.8 percent. Consumers were also much more positive in their assessment of the job market. Those stating jobs are "plentiful" increased from 17.2 percent to 20.5 percent. Those claiming jobs are "hard to get" decreased from 27.3 percent to 25.7 percent.

Consumers' optimism about the short-term outlook improved in January. The percentage of consumers expecting business conditions to improve over the next six months rose from 17.8

percent to 18.4 percent, while those expecting business conditions to worsen declined from 9.9 percent to 7.7 percent.

Consumers' outlook for the labor market was also more optimistic. Those anticipating more jobs in the months ahead increased from 14.6 percent to 16.7 percent, while those anticipating fewer jobs declined from 16.5 percent to 15.0 percent. The proportion of consumers expecting growth in their incomes improved from 16.2 percent to 20.0 percent. However, the proportion expecting a decrease increased marginally, from 10.2 percent to 11.3 percent.

Total Net Sales/Use Tax Receipts by Tax Category	DECEMBER YTD Actual			
	2013	2014	% Change	% of Total
Sales Tax	81,485,022	89,973,310	5.76%	78.47%
Business Use Tax	9,251,454	12,109,817	25.38%	10.56%
Construction Sales/Use Tax	9,879,257	9,374,372	-9.11%	8.18%
Motor Vehicle Use Tax	2,757,267	3,199,297	11.14%	2.79%
Total Sales and Use Tax	103,373,001	114,656,795	6.24%	100.00%

Total Net Sales/Use Tax Receipts by Industry Type	DECEMBER YTD Actual			
	2013	2014	% Change	% of Total
Food Stores	13,454,838	14,681,607	4.52%	12.80%
Eating Places	13,174,730	14,447,798	5.04%	12.60%
Apparel Stores	3,774,426	4,180,365	6.09%	3.65%
Home Furnishings	2,710,604	3,092,193	9.27%	2.70%
General Retail	20,776,166	22,124,094	2.00%	19.30%
Transportation/Utilities	7,714,987	8,579,033	6.51%	7.48%
Automotive Trade	6,979,769	7,868,494	7.98%	6.86%
Building Material-Retail	3,694,286	3,922,515	1.70%	3.42%
Construction Firms Sales/Use Tax	9,046,281	8,860,368	-6.18%	7.73%
Consumer Electronics	1,981,666	2,383,393	15.20%	2.08%
Computer Related Business Sector	7,082,053	7,061,420	-4.49%	6.16%
All Other	12,983,195	17,455,515	28.78%	15.22%
Total Sales and Use Tax	103,373,001	114,656,795	6.24%	100.00%

Total Net Sales/Use Tax Receipts by Geographic Area	DECEMBER YTD Actual			
	2013	2014	% Change	% of Total
North Broadway	1,412,272	1,381,928	-6.27%	1.21%
Downtown	6,527,958	8,724,628	28.02%	7.61%
Downtown Extension	776,616	764,494	-5.71%	0.67%
UHGID (the "hill")	1,042,370	1,213,812	11.54%	1.06%
East Downtown	703,113	911,578	24.19%	0.80%
N. 28th St. Commercial	4,861,434	5,113,751	0.76%	4.46%
N. Broadway Annex	702,410	465,512	-36.52%	0.41%
University of Colorado	974,151	1,170,727	15.12%	1.02%
Basemar	2,573,540	2,652,379	-1.28%	2.31%
BVRC-Boulder Valley Regional Center	19,401,650	22,784,847	12.49%	19.87%
29th Street	8,105,236	8,358,316	-1.22%	7.29%
Table Mesa	2,537,405	2,755,473	4.02%	2.40%
The Meadows	847,771	991,492	12.03%	0.86%
All Other Boulder	6,191,614	6,781,554	4.91%	5.91%
Boulder County	1,209,766	1,245,709	-1.37%	1.09%
Metro Denver	3,725,221	3,911,275	0.57%	3.41%
Colorado All Other	321,703	387,276	15.31%	0.34%
Out of State	11,540,647	12,113,461	0.54%	10.56%
Airport	93,188	68,443	-29.65%	0.06%
Gunbarrel Industrial	6,261,854	7,818,546	19.60%	6.82%
Gunbarrel Commercial	1,267,930	1,280,707	-3.25%	1.12%
Pearl Street Mall	2,858,347	3,317,937	11.19%	2.89%
Boulder Industrial	9,921,949	10,772,985	4.00%	9.40%
Unlicensed Receipts	1,932,108	1,346,349	-33.25%	1.17%
County Clerk	2,757,267	3,199,297	11.14%	2.79%
Public Utilities	4,825,482	5,124,320	1.72%	4.47%
Total Sales and Use Tax	103,373,001	114,656,795	6.24%	100.00%

Miscellaneous Tax Statistics	DECEMBER YTD Actual		
	2013	2014	% Change in Taxable Sales
Total Food Service Tax	557,375	631,701	13.34%
Accommodations Tax	4,905,937	5,897,602	20.21%
Admissions Tax	530,427	545,592	2.86%
Trash Tax	1,757,807	1,774,365	0.94%
Disposable Bag Fee	67,613	280,930	315.50%

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

USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
DECEMBER YTD Actual			Standard Industrial Code	DECEMBER YTD Actual		
2013	2014	% Change		2013	2014	% Change
162,628	156,075	-8.07%	Food Stores	13,292,211	14,525,532	4.67%
172,318	177,128	-1.54%	Eating Places	13,002,411	14,270,670	5.13%
59,678	-11,676	-118.74%	Apparel Stores	3,714,749	4,192,041	8.09%
18,372	32,571	69.82%	Home Furnishings	2,692,232	3,059,622	8.86%
1,448,849	2,545,889	68.31%	General Retail	19,327,316	19,578,205	-2.97%
251,334	370,096	41.05%	Transportation/Utilities	7,463,654	8,208,937	5.35%
2,851,583	3,277,148	10.08%	Automotive Trade	4,128,185	4,591,346	6.53%
26,230	15,154	-44.66%	Building Material-Retail	3,668,056	3,907,362	2.04%
8,616,554	8,452,710	-6.03%	Construction Sales/ Use Tax	429,727	407,658	-9.13%
96,167	51,802	-48.40%	Consumer Electronics	1,885,500	2,331,591	18.45%
4,046,081	4,732,552	12.04%	Computer Related Business	3,035,972	2,328,868	-26.52%
4,138,184	4,884,036	13.05%	All Other	8,845,011	12,571,478	36.14%
21,887,979	24,683,485	8.02%	Total Sales and Use Tax	81,485,022	89,973,310	5.76%

USE TAX BY CATEGORY			SALES TAX BY CATEGORY			
DECEMBER YTD Actual			Geographic Code	DECEMBER YTD Actual		
2013	2014	% Change		2013	2014	% Change
118,719	74,795	-39.65%	North Broadway	1,293,552	1,307,132	-3.21%
528,205	1,758,459	218.89%	Downtown	5,999,753	6,966,168	11.22%
93,403	54,987	-43.61%	Downtown Extension	683,213	709,507	-0.53%
17,368	35,592	96.29%	UHGID (the "hill")	1,025,002	1,178,220	10.10%
83,846	205,555	134.83%	East Downtown	619,266	706,023	9.21%
365,185	99,090	-74.01%	N. 28th St. Commercial	4,496,250	5,014,661	6.83%
247,299	14,574	-94.36%	N. Broadway Annex	455,111	450,938	-5.09%
503	142,381	27013.68%	University of Colorado	973,647	1,028,346	1.17%
641,710	588,009	-12.23%	Basemar	1,931,830	2,064,370	2.36%
365,597	383,689	0.53%	BVRC	19,036,053	22,401,158	12.72%
178,071	83,584	-55.04%	29th Street	7,927,165	8,274,732	-0.01%
40,166	35,354	-15.69%	Table Mesa	2,497,238	2,720,118	4.34%
39,196	76,762	87.59%	The Meadows	808,576	914,730	8.36%
2,878,126	3,035,506	1.02%	All Other Boulder	3,313,488	3,746,047	8.29%
160,138	232,362	38.99%	Boulder County	1,049,629	1,013,347	-7.52%
1,004,052	669,031	-36.17%	Metro Denver	2,721,168	3,242,244	14.13%
16,795	116,823	566.27%	Colorado All Other	304,909	270,453	-15.04%
1,749,713	2,266,852	24.10%	Out of State	9,790,933	9,846,610	-3.67%
63,798	32,655	-50.97%	Airport	29,390	35,788	16.64%
4,948,291	6,688,322	29.47%	Gunbarrel Industrial	1,313,563	1,130,224	-17.58%
72,258	31,928	-57.68%	Gunbarrel Commercial	1,195,672	1,248,780	0.04%
44,193	42,673	-7.51%	Pearl Street Mall	2,814,154	3,275,264	11.48%
3,908,371	3,762,511	-7.79%	Boulder Industrial	6,013,578	7,010,474	11.67%
1,425,380	894,869	-39.86%	Unlicensed Receipts	506,728	451,480	-14.66%
2,757,267	3,199,297	11.14%	County Clerk	0	0	0.00%
140,329	157,826	7.73%	Public Utilities	4,685,152	4,966,494	1.54%
21,887,979	24,683,485	8.02%	Total Sales and Use Tax	81,485,022	89,973,310	5.76%

Tax by Mo & Category

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 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%
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	5,580,953	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%
Change from prior year (Month)		2.83%	5.87%	2.92%	11.09%	8.05%	-0.19%	9.16%	8.87%	8.30%	13.50%				
Change from prior year (YTD)		2.83%	4.39%	3.82%	5.53%	6.04%	4.75%	5.36%	5.83%	6.32%	6.51%	7.09%	5.76%		
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	1,409,960	1,012,343	1,011,907	1,429,435	15,309,114	22.11%
Change from prior year (Month)		-21.74%	13.23%	29.98%	91.10%	-29.98%	152.58%	21.23%	61.81%	0.88%	-13.55%	20.09%	-10.07%		
Change from prior year (YTD)		-21.74%	-7.66%	5.16%	25.06%	14.27%	38.02%	35.84%	38.60%	32.70%	27.34%	26.78%	22.11%		
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%
Rate Chg 3.56%>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%
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	83.98%
	2010	591,599	242,591	245,829	362,619	226,230	1,921,675	1,075,078	467,423	245,361	234,021	406,866	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	397,130	713,014	908,032	325,754	1,557,635	9,374,372	-9.11%
Change from prior year (Month)		-6.36%	13.02%	92.65%	-28.57%	49.12%	122.12%	-57.71%	-69.28%	-42.90%	-0.80%	-49.87%	-1.30%		
Change from prior year (YTD)		-6.36%	4.54%	17.88%	7.36%	12.61%	34.49%	17.13%	-0.87%	-8.19%	-7.36%	-10.52%	-9.11%		
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%
Rate Chg 3.56%>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%
Rate 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%
	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%
	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%
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	-7,175	0	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%
Rate 3.41%	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%
	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	10,866,109	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	7,363,947	12,959,626	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	10,707,479	9,373,039	8,369,295	12,953,810	114,656,795	6.24%
% Change (month)		-1.82%	7.51%	9.23%	17.58%	5.43%	24.27%	3.23%	3.05%	2.21%	4.52%	8.86%	-4.26%		
% Change (YTD)		-1.82%	2.88%	5.17%	8.07%	7.55%	10.94%	9.85%	8.91%	8.01%	7.65%	7.75%	6.24%		

Sales Tax Revenues Generated in CAGID (Excluding the Mail) by SIC Code

	Food Stores	Eating Places	Apparel Stores	Home Furnish.	Gen. Merchandise	Auto. Transport.	Construction	All Others	GRAND TOTAL
2011 (sales tax rate of 3.41%)									
January	2,074	209,889	24,834	29,126	108,819	2,000	-	17,341	384,092
February	-	217,819	31,397	8,186	107,551	1,992	-	17,949	384,893
March	-	254,333	36,629	11,949	119,473	2,815	-	56,602	481,800
April	3,056	253,077	37,183	11,442	130,281	2,523	101	29,299	486,982
May	3,661	276,733	42,867	21,417	147,985	2,764	-	25,341	520,768
June	1,128	282,719	47,867	18,734	138,329	2,566	85	115,108	606,565
July	1,194	312,983	42,986	9,347	167,923	2,935	-	27,116	564,463
August	1,218	297,789	44,427	9,660	157,367	3,149	-	5,410	519,020
September	1,095	281,828	42,273	11,595	147,169	2,708	1	67,753	554,420
October	1,193	284,981	41,793	21,058	142,272	2,597	-	47,466	541,300
November	1,677	236,565	31,937	13,005	124,077	2,236	-	16,181	425,678
December	3,359	247,700	38,954	11,985	180,364	2,154	145	48,051	532,712
2011 TOTAL	19,655	3,156,402	463,117	177,502	1,671,611	30,438	333	473,615	5,992,673
2012 TOTAL	30,389	3,206,102	468,356	173,873	1,738,783	32,204	333	483,357	6,133,397
2013 (sales tax rate of 3.41%)									
January	1,006	206,696	24,850	14,530	123,652	2,260	-	7,914	380,908
February	1,028	208,483	26,801	4,980	123,545	2,239	-	6,225	373,301
March	4,023	284,345	36,265	14,006	140,205	2,626	9	20,399	501,878
April	1,117	256,655	43,256	11,041	148,093	2,716	-	13,241	476,119
May	1,125	267,228	41,789	14,957	164,852	3,248	-	6,514	499,711
June	4,001	316,158	38,360	8,573	178,036	8,558	16	61,664	615,366
July	1,400	286,388	37,641	7,119	174,918	3,469	-	7,660	518,595
August	1,372	296,554	31,923	13,847	153,274	3,876	-	9,962	510,908
September	3,354	250,116	54,152	7,410	173,883	14,486	7	72,130	575,538
October	1,302	286,269	48,817	8,890	163,693	3,144	-	8,158	520,273
November	1,754	266,285	28,390	8,962	153,712	2,625	-	6,613	466,341
December	5,911	263,671	28,136	16,208	194,814	4,457	157	45,561	559,915
2013 TOTAL	27,393	3,188,948	440,390	130,523	1,892,677	53,702	189	266,041	5,999,753
2014 (sales tax rate of 3.56%)									
January	1,034	208,722	30,629	8,922	86,769	2,678	-	42,572	381,326
February	1,073	247,007	21,874	18,048	78,528	2,518	-	38,648	407,696
March	3,907	295,393	46,561	18,853	93,923	7,699	75	100,754	587,195
April	1,113	314,507	30,701	16,145	93,324	7,533	-	75,028	538,351
May	1,230	337,737	35,379	16,836	116,424	6,811	-	85,009	599,426
June	1,241	337,783	39,404	19,727	115,867	3,449	55	118,693	636,219
July	1,241	337,779	39,360	6,981	127,785	3,839	-	87,697	604,682
August	1,376	329,737	53,406	7,706	131,264	4,032	-	102,825	630,346
September	5,089	341,905	29,323	11,507	129,046	3,567	-	218,090	738,527
October	113	334,781	61,291	43,257	105,149	3,401	-	104,095	652,087
November	3,444	268,896	55,943	16,559	100,082	2,775	-	84,393	533,092
December	3,275	301,696	46,957	11,766	157,421	2,902	380	152,826	677,223
2014 TOTAL	24,136	3,656,943	490,828	196,337	1,335,562	51,204	510	1,210,630	6,966,170
Total % Change from 2011-2012	54.81%	1.57%	1.13%	-2.04%	4.02%	5.80%	0.09%	2.06%	2.35%
Total % Change from 2012-2013	-9.86%	-0.54%	-5.97%	-24.93%	8.85%	66.76%	-43.24%	-44.96%	-2.18%
Total % Change from 2013-2014	-15.60%	9.85%	6.76%	44.09%	-32.41%	-8.67%	158.47%	335.88%	11.22%
% Change from previous year month	-46.93%	9.60%	59.86%	-30.46%	-22.60%	-37.63%	131.84%	221.30%	16.06%

Sales and Use Tax Revenues Generated in CAGID (Excluding the Mall) by SIC Code

	Food Stores	Eating Places	Apparel Stores	Home Furnish.	Gen. Merchandise	Auto. Transport.	Construction	All Others	GRAND TOTAL
2011 (sales tax rate of 3.41%)									
January	2,074	211,068	24,834	29,147	110,488	2,017	4,228	23,772	407,627
February	-	219,026	31,397	8,284	107,741	2,003	3,038	24,662	396,151
March	-	256,053	36,628	11,972	120,059	2,827	15,055	74,313	516,907
April	3,056	254,771	37,183	11,458	132,921	2,538	11,166	37,928	491,019
May	3,661	278,324	42,867	21,440	148,346	2,780	13,840	28,788	540,045
June	1,128	284,315	47,897	18,791	138,936	2,588	23,699	131,870	649,228
July	1,194	314,287	42,986	9,347	168,343	2,963	7,817	35,901	582,838
August	1,218	299,410	44,427	9,660	159,649	3,163	26,381	8,288	552,177
September	1,095	283,563	42,367	12,442	147,583	2,735	3,775	80,291	573,861
October	1,193	286,724	41,810	21,590	142,667	2,632	4,765	53,725	555,104
November	1,677	237,828	31,937	14,341	124,518	2,259	13,278	21,764	447,603
December	3,359	249,838	39,027	12,385	181,607	2,187	4,667	75,430	568,505
2011 TOTAL	19,655	3,175,205	463,360	180,856	1,682,856	30,693	131,708	596,712	6,281,065
2012 (sales tax rate of 3.41%)									
2012 TOTAL	30,389	3,262,719	469,321	196,012	1,747,183	32,464	116,176	597,014	6,451,278
2013 (sales tax rate of 3.41%)									
January	1,006	208,424	24,850	17,256	126,402	2,281	37,975	24,434	442,628
February	1,028	210,415	26,859	7,102	127,502	2,259	(214)	11,667	386,618
March	4,113	288,457	36,275	21,116	143,321	2,654	27,222	39,452	562,610
April	2,424	258,801	43,256	15,318	151,707	2,777	12,626	14,987	501,896
May	1,125	265,298	41,881	17,532	172,042	3,268	17,727	7,355	526,228
June	4,082	319,612	38,360	12,453	181,523	8,688	26,860	80,843	672,421
July	1,400	288,575	37,641	9,584	178,565	3,615	9,101	17,439	545,920
August	1,372	298,780	32,025	13,847	156,795	3,893	3,075	17,771	527,558
September	3,495	252,537	54,161	10,612	192,476	14,503	22,719	104,711	655,214
October	1,302	288,691	48,857	12,373	195,086	3,277	23,983	23,983	580,803
November	1,754	268,369	28,424	11,611	158,229	2,643	23,128	7,661	501,819
December	6,038	265,730	28,172	18,957	200,039	4,472	33,750	67,085	624,243
2013 TOTAL	29,139	3,213,689	440,761	167,761	1,983,687	54,330	221,203	417,388	6,527,958
2014 (sales tax rate of 3.56%)									
January	1,034	210,406	30,664	8,922	90,948	2,837	102,750	43,978	491,529
February	1,073	252,127	22,042	20,930	88,938	2,858	19,465	39,988	447,421
March	4,028	302,651	46,602	23,393	96,791	8,085	22,998	112,444	616,992
April	1,113	322,362	30,744	17,488	93,794	7,774	8,238	229,441	710,954
May	1,230	344,174	35,775	19,525	117,079	6,826	116,907	86,567	728,083
June	1,241	342,762	39,418	21,944	116,443	3,471	92,745	145,132	763,156
July	1,241	343,892	39,443	9,291	129,161	3,861	49,451	97,450	673,790
August	1,376	335,701	53,456	10,084	132,085	4,052	659	105,899	643,312
September	5,306	348,143	29,438	15,047	129,869	3,585	242,311	241,860	1,015,559
October	113	341,684	61,413	47,735	107,146	3,418	587,243	106,862	1,255,614
November	3,444	275,434	55,964	18,224	100,631	2,794	841	91,598	548,930
December	3,293	307,986	46,989	13,531	174,488	2,923	100,995	179,083	829,288
2014 TOTAL	24,492	3,727,322	491,938	226,114	1,377,373	52,484	1,344,603	1,480,302	8,724,628
% Change from 2011-2012									
	54.61%	2.76%	1.29%	8.38%	3.82%	5.77%	-11.79%	0.05%	2.71%
% Change from 2012-2013									
	-4.11%	-1.50%	-6.09%	-14.41%	13.54%	67.35%	90.40%	-30.09%	1.19%
% Change from 2013-2014									
	-19.49%	11.10%	6.91%	29.10%	-33.49%	-7.47%	482.25%	239.72%	28.02%
% Change from previous year month									
	-47.76%	11.02%	59.77%	-31.63%	-16.45%	-37.39%	186.64%	155.70%	27.25%

Sales Tax Revenues Generated on the Downtown Mall by SIC Code

	Food Stores	Eating Places	Apparel Stores	Home Furnish.	Gen. Merchandise	All Others	GRAND TOTAL
2011 (sales tax rate of 3.41%)							
January	2,910	65,957	29,095	7,855	34,487	5,040	145,344
February	3,445	70,664	28,221	7,434	35,022	4,669	149,455
March	3,953	81,375	42,432	9,151	48,677	5,177	190,818
April	3,584	76,801	37,647	9,348	45,038	4,731	177,149
May	3,961	87,915	42,068	10,307	60,908	7,346	212,506
June	4,554	89,625	46,433	10,258	63,676	7,857	222,489
July	1,483	97,097	58,311	13,679	63,350	4,492	238,414
August	4,351	108,588	48,068	12,932	64,455	7,900	246,294
September	7,474	82,235	52,979	11,161	59,355	7,930	221,207
October	4,201	95,669	54,453	11,272	46,123	6,641	218,360
November	2,549	65,522	34,524	15,082	47,903	6,506	172,084
December	6,169	79,392	60,316	29,632	96,299	9,392	281,241
2011 TOTAL	48,633	1,000,841	534,548	148,110	665,294	77,681	2,475,360
2012 (sales tax rate of 3.41%)							
2012 TOTAL	54,676	1,277,112	553,212	147,717	668,472	76,260	2,777,449
2013 (sales tax rate of 3.41%)							
January	2,371	90,449	30,728	7,642	41,481	4,938	177,609
February	4,966	86,268	26,262	7,387	39,036	4,152	168,071
March	4,599	108,576	54,250	8,575	47,728	3,724	227,452
April	2,460	104,357	40,083	7,830	49,460	3,775	207,965
May	4,472	104,775	53,053	10,486	60,344	5,997	239,127
June	3,425	125,845	57,695	10,248	71,962	5,863	275,038
July	6,673	124,038	56,534	11,621	73,650	5,608	278,124
August	5,229	123,237	63,898	12,501	72,838	8,298	286,001
September	3,655	106,135	40,282	7,928	51,067	5,261	214,328
October	4,156	105,602	59,054	9,853	51,866	8,810	239,341
November	3,982	87,939	38,478	14,429	55,242	7,290	207,360
December	5,780	85,521	63,020	28,709	101,738	8,973	293,741
2013 TOTAL	51,768	1,252,742	583,337	137,209	716,412	72,689	2,814,157
2014 (sales tax rate of 3.56%)							
January	3,236	84,800	27,857	6,829	37,714	3,444	163,880
February	3,761	97,322	40,355	7,082	40,619	11,915	201,054
March	4,630	101,711	43,040	9,116	55,124	9,184	222,805
April	4,355	111,784	44,765	8,721	53,147	8,886	231,658
May	4,472	122,720	52,090	11,002	65,848	12,602	268,734
June	5,226	126,868	52,226	10,826	73,635	11,412	280,193
July	4,738	143,241	50,205	12,113	92,197	30,185	332,679
August	4,293	133,918	81,234	12,979	83,494	39,117	355,035
September	5,243	139,468	58,707	10,463	69,876	33,321	317,068
October	2,026	128,849	50,406	10,877	60,773	37,351	290,282
November	7,500	94,051	49,653	14,138	59,435	31,905	256,682
December	6,636	96,442	63,565	30,429	125,222	32,897	355,191
2014 TOTAL	56,116	1,381,174	614,103	144,565	817,084	262,219	3,275,261
Total % Change from 2011-2012	12.43%	27.60%	3.49%	-0.27%	0.48%	-1.83%	12.20%
Total % Change from 2012-2013	-5.32%	-1.91%	5.45%	-7.11%	7.17%	-4.68%	1.32%
Total % Change from 2013-2014	3.83%	5.61%	0.84%	0.92%	9.25%	245.54%	11.48%
% Change from previous year month	9.97%	8.02%	-3.39%	1.53%	17.90%	251.17%	15.82%

Sales and Use Tax Revenues Generated on The Downtown Mall by SIC Code

	Food Stores	Eating Places	Apparel Stores	Home Furnish.	Gen. Merchandise	Construction	All Others	GRAND TOTAL
2011 (sales tax rate of 3.41%)								
January	2,928	66,101	29,190	7,855	34,512	201	5,040	145,827
February	3,470	70,801	28,617	7,434	35,055	252	4,669	150,297
March	3,980	81,526	42,461	9,151	48,830	1,898	6,007	193,904
April	3,596	77,090	37,727	9,348	45,072	119	4,731	177,682
May	3,967	88,058	42,266	10,307	60,947	1,320	7,346	214,210
June	4,560	89,786	47,353	10,258	63,721	4,433	8,346	228,543
July	1,483	97,575	58,723	13,679	63,427	11,762	4,492	251,142
August	4,389	108,868	48,300	12,932	64,536	677	7,900	247,602
September	7,527	83,661	54,702	11,161	59,424	3,252	8,539	228,276
October	4,242	95,879	54,514	11,272	46,196	37	6,641	218,780
November	2,586	65,737	34,570	15,082	48,036	890	6,508	173,409
December	6,234	79,779	60,332	29,632	96,423	59	11,274	283,776
2011 TOTAL	48962	1004861	538754	148110	666178	24899	81493	2,513,448
2012 (sales tax rate of 3.41%)								
2012 TOTAL	55184	1287832	555044	147717	674189	18311	82826	2,821,103
2013 (sales tax rate of 3.41%)								
January	2,384	90,901	31,131	7,642	41,822	1,586	6,857	182,323
February	4,983	86,618	27,557	7,387	39,312	2,291	4,270	172,418
March	4,635	108,923	54,375	8,575	47,799	20	3,847	228,174
April	2,481	105,544	40,522	7,830	49,521	1,074	3,829	210,801
May	4,537	106,528	53,177	10,486	60,409	85	6,036	241,258
June	3,446	126,332	58,360	10,248	72,037	2,944	6,796	280,163
July	6,696	124,982	56,676	11,621	74,025	746	5,706	280,452
August	5,256	123,766	64,299	12,501	72,927	2,929	8,334	290,012
September	4,312	107,396	40,456	7,928	51,124	127	7,288	218,631
October	4,367	105,884	59,110	9,853	52,023	-	8,810	240,047
November	4,232	88,149	39,058	14,429	55,342	-	7,290	208,500
December	6,143	85,900	63,723	28,709	101,846	9,161	10,088	305,570
2013 TOTAL	53472	1260923	588444	137209	718187	20963	79151	2,858,349
2014 (sales tax rate of 3.56%)								
January	3,302	85,271	28,026	6,829	37,742	833	4,568	166,571
February	3,856	98,027	41,026	7,082	40,703	7,671	12,000	210,365
March	4,685	102,057	43,182	9,116	55,194	654	10,524	225,412
April	4,410	112,112	44,846	8,721	53,203	-	8,957	232,249
May	4,508	123,034	52,233	11,002	65,929	3,840	12,701	273,247
June	5,258	127,320	52,274	10,898	73,635	4,995	11,843	286,223
July	4,754	143,732	50,214	12,113	92,479	267	30,327	333,866
August	4,389	134,391	82,240	12,979	83,641	759	39,329	357,728
September	5,325	139,802	58,892	10,453	70,284	399	34,606	319,761
October	2,026	129,217	50,497	10,877	60,860	912	37,720	292,109
November	7,579	94,378	49,894	14,138	59,580	218	32,000	257,787
December	6,770	96,845	63,634	30,429	125,330	114	39,477	362,599
2014 TOTAL	56862	1386186	616958	144637	818560	20662	274052	3,317,937

% Change from 2011-2012	12.71%	28.16%	3.02%	-0.27%	1.20%	-26.46%	1.64%	12.24%
% Change from 2012-2013	-3.10%	-2.09%	6.02%	-7.11%	6.53%	14.48%	-4.44%	1.32%
% Change from 2013-2014	1.86%	5.30%	0.43%	0.97%	9.18%	-5.59%	231.65%	11.19%
% Change from previous year month	5.56%	7.99%	-4.35%	1.53%	17.87%	-98.81%	274.84%	13.66%

Total Downtown Sales Tax Revenue (CAGID and Pearl St) Does not factor tax rate changes

	3.26	3.41	3.41	3.41	3.41	3.41	3.41	3.41	3.41	3.41	3.41	3.56
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
January	399,626	434,133	428,679	500,130	482,428	518,849	487,710	560,031	539,435	527,526	558,519	545,206
February	414,518	423,848	480,561	521,590	535,979	547,789	473,426	484,820	534,348	579,961	541,371	608,750
March	505,065	560,462	587,831	624,521	704,243	637,871	566,690	582,620	672,618	745,914	729,329	790,000
April	462,299	503,934	541,195	612,044	610,029	623,468	552,281	609,595	644,111	696,264	684,086	770,009
May	539,985	555,417	582,705	647,568	696,047	713,579	646,112	669,398	733,274	770,788	738,837	868,160
June	590,377	634,909	676,115	733,917	799,000	736,287	1,074,918	753,018	829,054	856,497	890,404	916,411
July	518,676	598,929	634,356	679,183	702,834	718,557	654,639	727,545	802,877	741,295	796,720	937,361
August	544,903	596,047	653,113	706,316	740,097	767,013	732,097	734,903	765,314	868,158	796,810	985,381
September	535,186	627,434	684,271	722,706	789,130	692,174	624,411	723,979	775,627	822,775	789,862	1,055,595
October	518,967	567,706	607,382	635,866	688,559	666,347	617,267	688,420	759,660	695,018	759,613	942,369
November	454,071	497,670	544,120	469,178	602,818	551,792	535,953	621,221	597,762	698,993	675,701	789,774
December	690,557	770,218	793,483	896,526	829,816	726,256	657,741	798,946	813,953	907,657	852,655	1,032,414
Totals	6,174,230	6,770,707	7,213,810	7,749,546	8,180,981	7,899,981	7,623,245	7,954,497	8,468,033	8,910,846	8,813,907	10,241,430
\$ change from prior yr	-231,935	596,477	443,103	535,736	431,435	-281,000	-276,736	331,252	513,537	442,813	-96,939	1,427,523
% change from prior yr	-3.6%	9.7%	6.5%	7.4%	5.6%	-3.4%	-3.5%	4.3%	6.5%	5.2%	-1.1%	16.2%
3 year avg change	-4.1%	1.1%	4.2%	7.9%	6.5%	3.2%	-0.5%	-0.9%	2.4%	5.3%	3.5%	6.8%

CAGID and Mail Yearly Summary
SALES and USE Tax Breakdown by Industry Category
 This chart does not factor change in sales tax rate change

Year	Food Stores	Eating Places	Apparel Stores	Home Furnishings	General Merch	All Other	Total	% change
2014	\$91,354	\$5,113,508	\$1,108,896	\$370,751	\$2,195,953	\$3,172,103	\$12,042,565	28.30%
2013	\$82,611	\$4,474,612	\$1,029,205	\$304,970	\$2,701,874	\$793,035	\$9,386,307	1.23%
2012	\$85,573	\$4,550,551	\$1,024,365	\$343,729	\$2,421,372	\$846,791	\$9,272,381	5.43%
2011	\$88,617	\$4,180,068	\$1,002,115	\$328,967	\$2,349,034	\$865,715	\$8,794,513	6.57%
2010	\$70,130	\$3,980,876	\$898,763	\$275,517	\$2,331,670	\$795,618	\$8,252,575	4.55%
2009	\$90,702	\$3,662,530	\$877,050	\$711,868	\$1,953,052	\$628,296	\$7,893,497	-7.96%
2008	\$53,956	\$3,876,669	\$852,169	\$337,898	\$2,282,469	\$1,073,446	\$8,794,608	-0.79%
2007	\$95,998	\$3,930,574	\$915,216	\$400,345	\$2,392,682	\$910,116	\$8,644,930	-1.59%
2006	\$89,498	\$3,649,151	\$898,310	\$411,471	\$2,313,444	\$1,422,740	\$8,784,613	14.67%
2005	\$86,454	\$3,421,618	\$881,002	\$389,093	\$2,167,694	\$715,009	\$7,660,869	7.81%
2004	\$93,887	\$3,141,620	\$904,648	\$393,012	\$2,089,921	\$493,110	\$7,106,198	1.35%
2003	\$74,145	\$2,742,867	\$845,180	\$389,354	\$1,973,549	\$986,479	\$7,011,574	-2.78%
2002	\$72,607	\$2,854,183	\$875,150	\$464,839	\$2,008,573	\$936,382	\$7,211,734	0.42%
2001	\$76,359	\$2,653,126	\$872,296	\$488,348	\$2,064,518	\$727,228	\$7,181,875	-6.11%
2000	\$72,675	\$2,740,325	\$1,157,122	\$539,287	\$2,156,961	\$982,468	\$7,648,866	7.74%
1999	\$91,976	\$2,333,744	\$1,179,320	\$493,423	\$2,086,272	\$834,543	\$7,099,279	11.62%
1998	\$90,134	\$2,150,351	\$1,090,860	\$438,127	\$1,756,311	\$834,265	\$6,360,047	6.35%
1997	\$99,373	\$2,027,812	\$788,008	\$423,585	\$1,944,035	\$697,436	\$5,980,247	5.54%
1996	\$98,584	\$1,895,926	\$738,435	\$436,004	\$2,017,401	\$479,807	\$5,666,237	9.99%
1995	\$92,497	\$1,724,770	\$588,726	\$392,965	\$1,731,611	\$620,919	\$5,151,508	6.89%
1994	\$93,338	\$1,518,413	\$587,830	\$444,251	\$1,700,769	\$474,921	\$4,819,522	100%

CAGID and Mail Yearly Summary
SALES Tax Breakdown by Industry Category
 this chart does not factor change in sales tax rate change

Year	Food Stores	Eating Places	Apparel Stores	Home Furnishings	General Merch	All Other	Total	% change
2014	\$80,252	\$5,038,117	\$1,104,931	\$340,902	\$2,152,666	\$1,524,563	\$10,241,431	16.20%
2013	\$79,161	\$4,441,590	\$1,023,717	\$287,732	\$2,609,089	\$392,621	\$8,813,910	-1.08%
2012	\$85,065	\$4,483,214	\$1,021,568	\$321,590	\$2,407,255	\$591,896	\$8,910,578	5.23%
2011	\$88,287	\$4,157,243	\$997,665	\$325,612	\$2,336,905	\$582,321	\$8,468,033	6.46%
2010	\$69,771	\$3,848,681	\$893,314	\$274,634	\$2,325,279	\$542,760	\$7,954,439	4.34%
2009	\$59,819	\$3,622,195	\$875,174	\$710,598	\$1,951,595	\$403,863	\$7,623,245	-3.50%
2008	\$33,433	\$3,815,239	\$950,225	\$334,234	\$2,275,609	\$471,240	\$7,899,981	-3.43%
2007	\$95,798	\$3,879,561	\$913,775	\$393,603	\$2,384,298	\$513,949	\$8,180,981	5.57%
2006	\$99,106	\$3,607,336	\$897,115	\$386,962	\$2,295,259	\$473,767	\$7,749,546	7.41%
2005	\$96,019	\$3,373,571	\$880,079	\$381,806	\$2,155,216	\$338,119	\$7,214,809	6.61%
2004	\$83,374	\$3,084,715	\$903,711	\$390,367	\$2,086,655	\$218,867	\$6,767,708	9.61%
2003	\$72,545	\$2,702,412	\$840,575	\$354,141	\$1,964,846	\$239,710	\$6,174,230	-3.57%
2002	\$72,115	\$2,796,110	\$872,641	\$436,777	\$1,997,807	\$227,529	\$6,402,980	-2.74%
2001	\$73,248	\$2,756,121	\$970,925	\$486,186	\$2,043,123	\$253,717	\$6,583,320	-5.92%
2000	\$72,499	\$2,706,001	\$1,154,714	\$538,703	\$2,141,271	\$384,115	\$6,997,303	8.35%
1999	\$90,777	\$2,287,116	\$1,177,775	\$493,467	\$2,052,375	\$356,398	\$6,457,908	9.91%
1998	\$88,255	\$2,128,285	\$1,086,634	\$438,230	\$1,743,427	\$381,001	\$5,875,632	3.72%
1997	\$96,013	\$1,988,439	\$777,595	\$422,810	\$1,817,631	\$462,187	\$5,664,875	4.21%
1996	\$96,211	\$1,881,887	\$736,297	\$433,917	\$1,874,989	\$330,772	\$5,436,073	12.47%
1995	\$90,727	\$1,693,218	\$588,494	\$389,689	\$1,699,384	\$371,640	\$4,833,162	4.19%
1994	\$92,912	\$1,503,606	\$587,463	\$442,029	\$1,694,284	\$318,724	\$4,639,018	100%

City Wide Yearly Summary
CAGID and Mall Sales and Use Tax as a Percent of Total City Wide Sales and Use Tax

	Food Stores	Eating Places	Apparel Stores	Home Furnishings	General Merch	All Other	Total
2014	\$14,681,607 1%	\$14,447,798 35%	\$4,180,365 27%	\$5,475,586 7%	\$22,124,094 10%	\$53,747,345 6%	\$114,656,795 10.5%
2013	\$13,454,838 1%	\$13,174,730 34%	\$3,774,426 27%	\$4,692,270 6%	\$20,776,166 13%	\$47,500,571 2%	\$103,373,001 9.1%
2012	\$13,060,743 1%	\$12,937,276 35%	\$3,717,039 28%	\$22,440,706 2%	\$19,948,416 12%	\$24,002,787 4%	\$96,106,967 9.6%
2011	\$12,241,084 1%	\$11,838,300 35%	\$3,426,738 29%	\$5,259,120 6%	\$19,948,416 12%	\$39,725,073 2%	\$92,438,731 9.5%
2010	\$11,130,533 1%	\$10,930,482 36%	\$2,690,372 33%	\$4,459,406 6%	\$19,279,577 12%	\$38,940,102 2%	\$87,430,472 9.4%
2009	\$11,160,109 1%	\$10,572,840 35%	\$2,626,020 33%	\$4,304,383 17%	\$17,515,062 11%	\$39,002,103 2%	\$85,180,517 9.3%
2008	\$11,204,475 0%	\$10,910,035 36%	\$2,819,260 34%	\$4,827,635 7%	\$18,101,297 13%	\$36,708,245 3%	\$84,570,947 10.1%
2007	\$11,205,584 1%	\$10,888,135 36%	\$2,804,311 33%	\$5,522,090 7%	\$18,040,152 13%	\$39,631,459 2%	\$88,091,731 9.8%
2006	\$10,392,069 1%	\$9,582,212 38%	\$2,424,694 37%	\$4,611,056 9%	\$15,402,540 15%	\$37,371,060 4%	\$79,783,631 11.0%
2005	\$10,046,723 1%	\$8,995,846 38%	\$2,362,366 37%	\$4,465,788 9%	\$14,587,419 15%	\$35,882,350 2%	\$76,340,492 10.0%
2004	\$10,148,861 1%	\$8,637,718 36%	\$2,232,147 41%	\$4,118,312 10%	\$14,123,007 15%	\$32,171,342 2%	\$71,431,387 9.9%
2003	\$9,052,658 1%	\$7,847,285 35%	\$2,046,951 41%	\$3,922,549 10%	\$13,185,423 15%	\$31,552,637 3%	\$67,607,503 10.4%
2002	\$9,294,397 1%	\$8,133,237 35%	\$2,346,305 37%	\$4,164,992 11%	\$13,572,651 15%	\$33,815,600 3%	\$71,327,182 10.1%
2001	\$9,312,676 1%	\$8,384,190 34%	\$2,646,021 37%	\$4,537,112 11%	\$15,553,807 13%	\$38,279,526 2%	\$78,713,332 9.1%
2000	\$9,080,910 1%	\$8,484,601 32%	\$3,159,262 37%	\$5,915,794 9%	\$17,887,211 12%	\$36,269,737 3%	\$80,797,515 9.5%
1999	\$9,207,721 1%	\$7,790,648 30%	\$3,359,914 35%	\$5,553,219 9%	\$17,008,884 12%	\$33,893,706 3%	\$76,814,092 9.2%
1998	\$8,932,097 1%	\$7,469,094 29%	\$3,252,729 34%	\$3,570,448 12%	\$15,736,140 11%	\$30,637,104 3%	\$69,597,612 9.1%
1997	\$7,739,779 1%	\$6,797,237 30%	\$2,781,018 28%	\$3,129,089 14%	\$15,439,169 13%	\$28,494,047 2%	\$64,380,339 9.3%
1996	\$7,611,055 1%	\$6,614,561 29%	\$2,782,149 27%	\$2,862,572 15%	\$15,111,950 13%	\$26,975,579 2%	\$61,957,866 9.1%