

# City of Boulder

## Sales & Use Tax Revenue Report

### February, 2015

Issued April 20, 2015

This report provides information and analysis related to February 2015 Year-to-Date (YTD) sales and use tax collections. Results are for actual sales activity through the month of February, 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 pattellic@bouldercolorado.gov.

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

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

Historically, remittances in January and February have been somewhat erratic and do not provide sufficient information to extrapolate trends for taxable activity later in the year. As reflected in Table 1, "normalized" Sales and Use Tax has increased from the comparable 2014 base by 2.10%.

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

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	6.29%	80.69%
Business/Consumer Use Tax	29.92%	10.12%
Construction Use Tax	(46.13%)	5.93%
Motor Vehicle Use Tax	0.78%	3.26%
<b>Total Sales &amp; Use Tax</b>	<b>2.10%</b>	<b>100.00%</b>

Any time a new commodity (such as recreational marijuana) becomes taxable, it generates additional revenue and increases the revenue "base," but the percentage increase in revenue may distort perception of the strength of the underlying economy. For that reason, the following chart is presented to illustrate "normalized" sales and use tax revenue excluding revenue from the sale of recreational marijuana.

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

TAX CATEGORY	% CHANGE IN REVENUE Increase/(Decrease)	% OF TOTAL
Sales Tax	4.48%	80.44%
Business/Consumer Use Tax	29.68%	10.24%
Construction Use Tax	(46.13%)	6.01%
Motor Vehicle Use Tax	0.78%	3.31%
<b>Total Sales &amp; Use Tax</b>	<b>0.67%</b>	<b>100.00%</b>

## 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. Particularly near the beginning of the year, limited months do not necessarily define a trend.

**Retail Sales Tax** – February YTD retail sales tax revenue was up 6.29% from that received in 2014. It is important to note that any significant sales of recreational marijuana did not begin until the second quarter of 2014. Therefore, comparisons are not "apples to apples" for the first quarter.

Jan	Feb
6.50%	9.40%

**Food Stores** - YTD retail sales tax revenue for food stores was up 24.74% from that received in 2014. The increase is primarily due to companies who file thirteen four-week periods instead of reporting monthly. Companies who file thirteen four-week periods do so because of reporting purposes. Each reporting period has the same number of days in the period. Since the city reports monthly, there will be one month out of the year where our report contains two filing periods.

Jan	Feb
46.51%	8.69%

Sales at **Eating Places** are both an important revenue source (Eating Places comprise approximately 14.00% 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 February YTD retail tax at Eating Places is up by 7.04%.

Jan	Feb
4.82%	10.46%

**Apparel Store** - YTD retail sales are down by 8.90%.

Jan	Feb
(29.55%)	15.03%

**General Retail** is down by 0.98% YTD.

Jan	Feb
1.97%	3.75%

**Public Utilities** (primarily retail sales tax on natural gas and electricity) are down by 5.52% YTD. Tax on Public Utilities comprises approximately 6.00% 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.

## TOTAL MARIJUANA REVENUE

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

The sale of medical marijuana generates:

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

The sale of recreational marijuana generates:

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

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

<b>Total February YTD Marijuana Related Revenue</b>			
<b>Medical marijuana:</b>			
3.86% Sales/Use Tax	\$225,229		
Sub-total Medical marijuana revenue		\$225,229	
<b>Recreational marijuana</b>			
3.86% Base Sales/Use Tax	199,255		
3.50% Additional Sales/Use Tax	180,641		
5.00% Excise Tax	132,689		
State Share-back	72,107		
Sub-total Recreational Marijuana revenue		\$584,692	
<b>TOTAL MARIJUANA RELATED REVENUE</b>			<b>\$809,921</b>

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

<b>Total January "Incremental" Recreational Marijuana Related Revenue</b>		
3.50% Additional Sales/Use Tax	\$180,641	
5.00% Excise Tax	132,689	
State "Share-back"	72,107	
<b>TOTAL "INCREMENTAL" RECREATIONAL MARIJUANA REVENUE</b>		<b>\$385,437</b>

### Medical Marijuana Retail Sales Tax

Total February YTD sales/use tax revenue collected in this category is up 18.07% from the same period in 2014. The percentage change by month is presented below.

Jan	Feb
26.96%	(7.57%)

### Recreational Marijuana Retail Sales Tax

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

Jan	Feb
na	na

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

**TABLE 3**

<b>2014 YTD RETAIL SALES TAX (% Change in Comparable YTD Collections)</b>	
<p><b>STRENGTHS:</b></p> <ul style="list-style-type: none"> <li>▪ Food Stores up by 24.74% (January had two returns for each store by a 13 period filing taxpayer)</li> <li>▪ Eating Places up by 7.04%</li> <li>▪ Automotive Trade up by 6.48%</li> <li>▪ Computer Related Business up by 0.90%</li> <li>▪ All Other up by 4.18%</li> <li>▪ Medical Marijuana up by 8.06%</li> <li>▪ Downtown up by 14.91%</li> <li>▪ UHGID (the "hill") up by 4.93%</li> <li>▪ N. 28th St Commercial up by 23.67%</li> <li>▪ Basemar up by 11.13%</li> <li>▪ BVRC (excl 29th St) up by 5.46%</li> <li>▪ The Meadows up by 22.27%</li> <li>▪ All Other Boulder up by 9.79%</li> <li>▪ Metro Denver up by 37.35%</li> <li>▪ Gunbarrel Industrial up by 7.43%</li> <li>▪ Gunbarrel Commercial up by 22.84 %</li> <li>▪ Pearl Street Mall up by 16.23%</li> <li>▪ Boulder Industrial up by 17.47%</li> </ul>	<p><b>WEAKNESSES:</b></p> <ul style="list-style-type: none"> <li>▪ Apparel Stores down by 8.90%</li> <li>▪ Home Furnishings down by 6.11%</li> <li>▪ General Retail down by 0.98%</li> <li>▪ Transportation/Utilities down by 1.88%</li> <li>▪ Building Material Retail down by 3.27%</li> <li>▪ Consumer Electronics down by 36.12%</li> <li>▪ University of Colorado down by 0.75%</li> <li>▪ Twenty-Ninth St down by 9.78%</li> <li>▪ Out of State down by 1.94%</li> <li>▪ Table Mesa down by 2.02%</li> <li>▪ Boulder County down by 24.32%</li> <li>▪ Public Utilities down by 5.52%</li> </ul>

<b>2014 USE TAX (% Change in YTD Comparable Collections)</b>	
<p><b>STRENGTHS:</b></p> <ul style="list-style-type: none"> <li>▪ Motor Vehicle Use Tax up by 0.78%</li> <li>▪ Business Use Tax up by 29.92%</li> </ul>	<p><b>WEAKNESSES</b></p> <ul style="list-style-type: none"> <li>▪ Construction Use Tax down by 46.13% (when adjusted to exclude dedicated Boulder Junction tax, down by 56.36%)</li> </ul>

### **BUSINESS USE TAX**

February YTD Business Use Tax is up by 29.92%. 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.

### **MOTOR VEHICLE USE TAX**

February YTD Motor Vehicle Use Tax is up by a modest 0.78%. 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 was 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 2013 results were negative (down 17.88% and 12.16% respectively when compared to the very strong sales in the comparative months of 2013).

## ACCOMMODATION TAX

January Accommodation Tax revenue is up by 6.32% from the same period in 2014. The hotel industry in Boulder is in a state of flux. It is uncertain if/when new properties in the pipeline will open. Some upward adjustment in room and occupancy rates has occurred during the transition when the total number of rooms available in the City is down slightly. 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
- Hyatt Place Depot Square – broke ground, projected opening in early 2015
- Other Planned Properties – in concept or site review

## ADMISSIONS TAX

Year-to-date 2014 Admission Tax revenue is down by 1.36% from the same period in 2014. Admissions Tax collections are dependent on the number of taxable productions and events held in the City and the level of attendance at such events.

## TRASH TAX

February YTD Trash Tax receipts are down by 97.67%. Trash Tax remittances are due on a quarterly basis. The large variance in February is due to timing of remittances in 2014.

## REVIEW OF VARIOUS ECONOMIC DATA & PREDICTIONS FOR THE FUTURE

**A March 12, 2015 analysis by Reuters finds that U.S. Retail Sales have been down in January and February of 2015:**

U.S. retail sales unexpectedly fell in February as harsh weather kept consumers from auto showrooms and shopping malls, tempering the outlook for first-quarter growth and a June interest rate increase by the Federal Reserve. Even accounting for the snowy and cold weather, which blanketed much of the country in late February, there is little doubt that consumer spending has slowed significantly after robust growth in the fourth quarter. The Commerce Department said on Thursday retail sales dropped 0.6 percent as receipts fell in almost all categories marking the third straight month of declines. Retail sales excluding automobiles, gasoline, building materials, and food services were flat after a downwardly revised 0.1 percent dip in January. February was the first time since 2012 that retail sales had dropped for three consecutive months.

Economists are confident economic activity will accelerate in the second quarter of the year, as consumer spending gets a tailwind from the massive savings from the lower gasoline prices in late 2014 and early this year. Most believe consumers saved the bulk of the windfall from cheaper prices at the pump and expect the money to be spent starting in March as temperatures warm up. Prospects for a pick-up in spending were also brightened by a report from the Fed showing household net worth posted its biggest rise in a year... "Consumers may have throttled back spending, but they maintain the ability and means to spend," said Jack Kleinhenz, chief economist at the National Retail Federation.

**Colorado business confidence continues to rise, says CU Leeds report, as reported in an April 1, 2015 article in the *Denver Business Report*:**

Confidence among Colorado business leaders about the coming months rose again at the start of the second quarter of 2015 from previous quarters, and hiring expectations were up sharply, according to the latest quarterly Leeds Business Confidence Index report from the University of Colorado Boulder's Leeds School of Business.

"Overall, the greatest optimism is in sales expectations and the greatest boost in optimism was recorded for hiring expectations," the report says. Business leaders were less optimistic about capital expenditures over the coming quarter. The report has shown greater stability over the last several quarters in terms of expectations for business than at any time previously in its 11-year history.

"People are not only evaluating the economy and saying, 'things look good,' but they're very confident quarter after quarter that their beliefs are very solid," said economist Richard Wobbekind. "They're on firm ground. This really bodes well for not only just the next quarter or two, but for the longer term."

**Zacks.com in an April 14, 2015 article regarding Retail ETF's includes the following data:**

The Commerce Department revealed that consumer spending for January fell 0.2%, after a 0.3% decline reported in Dec 2014, mainly due to lower energy prices. However, adjusting for inflation, consumer spending rose 0.3% for the month due to higher wages and salaries, as the labor market tightens. Looking ahead at 2015, economists expect consumer spending to remain on the upside driven by wage gains in an improving job market.

However, concern remains regarding the unexpected slowdown in GDP growth rate, which is hampering consumer confidence to some extent. According to the Bureau of Economic Analysis, GDP expanded at a rate of 2.2% in the fourth quarter of 2014, lacking the vigor of 5% and 4.6% growth portrayed in the third and second quarters, respectively. Moreover, the Conference Board's recent data on *Consumer Confidence Index* reflected a 7.4% decline to 96.4 in February, following the January reading of 103.8. Meanwhile, the University of Michigan's Consumer Sentiment survey showed a 2.8% sequential decline to 95.4.

**According to an economist 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 lawncare 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.

Total Net Sales/Use Tax Receipts by Tax Category	FEBRUARY YTD Actual			
	2014	2015	% Change	% of Total
Sales Tax	12,603,893	14,525,503	6.29%	80.69%
Business Use Tax	1,292,916	1,821,340	29.92%	10.12%
Construction Sales/Use Tax	1,827,180	1,067,187	-46.13%	5.93%
Motor Vehicle Use Tax	537,692	587,558	0.78%	3.26%
<b>Total Sales and Use Tax</b>	<b>16,261,681</b>	<b>18,001,588</b>	<b>2.10%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Industry Type	FEBRUARY YTD Actual			
	2014	2015	%Change	% of Total
Food Stores	2,071,715	2,786,218	24.04%	15.48%
Eating Places	2,026,853	2,362,787	7.51%	13.13%
Apparel Stores	521,262	515,150	-8.85%	2.86%
Home Furnishings	410,223	420,399	-5.48%	2.34%
General Retail	3,152,745	3,387,989	-0.89%	18.82%
Transportation/Utilities	1,474,813	1,581,632	-1.09%	8.79%
Automotive Trade	1,208,075	1,360,084	3.83%	7.56%
Building Material-Retail	491,584	520,340	-2.38%	2.89%
Construction Firms Sales/Use Tax	1,794,319	1,048,722	-46.10%	5.83%
Consumer Electronics	493,109	353,181	-33.94%	1.96%
Computer Related Business Sector	922,925	1,309,428	30.85%	7.27%
Rec Marijuana	0	251,261	n/a	1.40%
Medical Marijuana	197,167	252,410	18.07%	1.40%
All Other	1,496,890	1,851,987	14.11%	10.29%
<b>Total Sales and Use Tax</b>	<b>16,261,680</b>	<b>18,001,588</b>	<b>2.10%</b>	<b>100.00%</b>

Total Net Sales/Use Tax Receipts by Geographic Area	FEBRUARY YTD Actual			
	2014	2015	% Change	% of Total
North Broadway	205,866	220,052	-1.42%	1.22%
Downtown	938,949	1,156,062	13.55%	6.42%
Downtown Extension	101,282	109,312	-0.46%	0.61%
UHGD (the "hill")	187,244	192,705	-5.08%	1.07%
East Downtown	106,749	108,752	-6.04%	0.60%
N. 28th St. Commercial	748,176	1,011,569	24.70%	5.62%
N. Broadway Annex	50,182	58,584	7.67%	0.33%
University of Colorado	256,021	274,783	-1.01%	1.53%
Basemar	350,237	349,201	-8.04%	1.94%
BVRC-Boulder Valley Regional Center	3,393,774	4,011,499	9.02%	22.28%
29th Street	1,259,614	1,229,908	-9.95%	6.83%
Table Mesa	415,133	444,333	-1.28%	2.47%
The Meadows	211,520	217,090	-5.34%	1.21%
All Other Boulder	862,441	1,407,405	50.51%	7.82%
Boulder County	148,097	120,061	-25.23%	0.67%
Metro Denver	301,695	449,193	37.32%	2.50%
Colorado All Other	29,319	42,476	33.62%	0.24%
Out of State	1,550,136	1,566,638	-6.79%	8.70%
Airport	3,884	3,601	-14.49%	0.02%
Gunbarrel Industrial	1,446,304	1,080,959	-31.07%	6.00%
Gunbarrel Commercial	182,168	226,086	14.46%	1.26%
Pearl Street Mall	376,935	467,956	14.50%	2.60%
Boulder Industrial	1,548,606	1,623,827	-3.29%	9.02%
Unlicensed Receipts	76,794	55,531	-33.31%	0.31%
County Clerk	537,692	587,557	0.78%	3.26%
Public Utilities	972,863	986,449	-6.48%	5.48%
<b>Total Sales and Use Tax</b>	<b>16,261,681</b>	<b>18,001,588</b>	<b>2.10%</b>	<b>100.00%</b>

Miscellaneous Tax Statistics	FEBRUARY YTD Actual		
	2014	2015	% Change in Taxable
Total Food Service Tax	88,708	94,700	6.75%
Accommodations Tax	674,362	717,010	6.32%
Admissions Tax	97,733	96,400	-1.36%
Trash Tax	380,762	8,878	-97.67%
Disposable Bag Fee	12,384	1,555	-87.44%
Rec Marijuana Excise Tax	0	132,689	#DIV/0!

## USE TAX BY CATEGORY

## USE &lt;&lt; SALES

## SALES TAX BY CATEGORY

FEBRUARY YTD Actual			Standard Industrial Code	FEBRUARY YTD Actual		
2014	2015	% Change		2014	2015	% Change
23,348	15,858	-37.36%	Food Stores	2,048,367	2,770,361	24.74%
27,052	41,818	42.57%	Eating Places	1,999,801	2,320,969	7.04%
2,276	2,529	2.48%	Apparel Stores	518,986	512,621	-8.90%
1,097	3,889	226.96%	Home Furnishings	409,126	416,509	-6.11%
263,352	285,677	0.05%	General Retail	2,889,393	3,102,312	-0.98%
43,394	58,762	24.89%	Transportation/Utilities	1,431,419	1,522,869	-1.88%
546,859	596,722	0.64%	Automotive Trade	661,216	763,361	6.48%
3,774	8,738	113.54%	Building Material-Retail	487,811	511,603	-3.27%
1,773,764	1,011,146	-47.42%	Construction Sales/ Use Tax	20,556	37,576	68.59%
4,743	14,930	190.31%	Consumer Electronics	488,366	338,251	-36.12%
579,317	933,516	48.62%	Computer Related Business	343,608	375,912	0.90%
0	3,353	n/a	Rec Marijuana	0	247,909	n/a
4,930	27,181	408.49%	Medical Marijuana	192,237	225,229	8.06%
383,881	471,966	13.39%	All Other	1,113,008	1,380,021	14.35%
<b>3,657,789</b>	<b>3,476,085</b>	<b>-12.35%</b>	<b>Total Sales and Use Tax</b>	<b>12,603,893</b>	<b>14,525,503</b>	<b>6.29%</b>

## USE TAX BY CATEGORY

## SALES TAX BY CATEGORY

FEBRUARY YTD Actual			Geographic Code	FEBRUARY YTD Actual		
2014	2015	% Change		2014	2015	% Change
10,179	11,483	4.04%	North Broadway	195,687	208,571	-1.70%
149,929	173,005	6.42%	Downtown	789,020	983,055	14.91%
32,281	4,139	-88.17%	Downtown Extension	69,001	105,173	40.58%
18,272	463	-97.66%	UHGD (the "hill")	168,972	192,242	4.93%
22,678	5,091	-79.30%	East Downtown	84,071	103,661	13.72%
6,900	17,619	135.50%	N. 28th St. Commercial	741,276	993,950	23.67%
-4,018	1,561	-135.83%	N. Broadway Annex	54,200	57,022	-2.97%
667	0	-100.00%	University of Colorado	255,354	274,783	-0.75%
67,646	8,681	-88.16%	Basemar	282,591	340,520	11.13%
66,397	206,574	186.94%	BVRC	3,327,376	3,804,925	5.46%
10,274	7,732	-30.59%	29th Street	1,249,340	1,222,176	-9.78%
2,834	6,328	105.93%	Table Mesa	412,300	438,005	-2.02%
53,009	6,946	-87.91%	The Meadows	158,511	210,142	22.27%
446,936	912,768	88.36%	All Other Boulder	415,505	494,637	9.79%
30,890	23,881	-28.70%	Boulder County	117,207	96,180	-24.32%
31,065	46,146	37.00%	Metro Denver	270,630	403,047	37.35%
892	7,777	704.10%	Colorado All Other	28,426	34,698	12.58%
144,162	71,798	-54.07%	Out of State	1,405,975	1,494,840	-1.94%
2,525	356	-87.00%	Airport	1,359	3,243	120.08%
1,319,972	933,801	-34.75%	Gunbarrel Industrial	126,332	147,158	7.43%
12,859	582	-95.83%	Gunbarrel Commercial	169,309	225,504	22.84%
12,000	8,040	-38.21%	Pearl Street Mall	364,936	459,917	16.23%
608,539	426,437	-35.37%	Boulder Industrial	940,068	1,197,389	17.47%
51,077	-5,167	-109.33%	Unlicensed Receipts	25,717	60,698	117.68%
537,692	587,558	0.78%	County Clerk	0	0	#DIV/0!
22,133	12,484	-47.98%	Public Utilities	950,730	973,966	-5.52%
<b>3,657,789</b>	<b>3,476,085</b>	<b>-12.35%</b>	<b>Total Sales and Use Tax</b>	<b>12,603,893</b>	<b>14,525,503</b>	<b>6.29%</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 fr Taxable Sales
<b>RETAIL SALES TAX</b>															
Rate 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	5,255,165	7,443,455	70,170,045	0.04%
	2009	4,919,570	4,659,632	5,850,038	5,077,648	5,131,444	6,428,943	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	5,943,317	6,855,938	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	5,980,953	6,531,707	7,286,644	5,765,805	5,830,545	8,390,145	74,960,833	4.88%
	2012	5,363,541	5,129,066	6,754,740	5,598,150	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%
	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%
	2015	6,889,039	7,636,464											14,525,503	-85.11%
Rate 3.56%															
Rate 3.86%															
Change from prior year (Month)		6.50%	9.40%	-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)		6.50%	8.00%	-33.38%	-49.88%	-60.27%	-68.12%	-72.68%	-76.47%	-79.55%	-81.64%	-83.26%	-85.11%		
<b>CONSUMER USE TAX</b>															
(Includes Motor Vehicle)	2008	818,034	991,472	1,109,160	669,214	736,901	1,067,769	732,334	596,369	899,934	989,683	599,876	1,253,267	10,464,043	-6.63%
Rate 3.41%	2009	909,558	657,250	1,062,587	997,891	531,724	790,919	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	682,382	945,800	620,328	633,593	909,313	752,143	616,493	1,366,131	9,589,636	-13.90%
	2011	1,247,135	650,595	1,034,670	727,395	850,561	1,166,185	968,724	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	769,003	1,338,726	1,121,736	807,130	1,522,486	12,008,722	3.48%
	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%
	2015	1,274,337	1,134,561											2,406,898	-85.49%
Rate 3.56%															
Rate 3.86%															
Change from prior year (Month)		27.07%	16.11%	-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)		27.07%	21.66%	-29.58%	-54.50%	-59.97%	-72.54%	-75.71%	-78.73%	-81.26%	-82.73%	-83.99%	-85.49%		
<b>CONSTRUCTION USE TAX</b>															
Rate 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	-13.02%
	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	406,968	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	288,613	577,351	366,959	728,141	845,123	1,182,131	1,196,147	876,749	622,491	1,511,632	9,879,257	52.04%
	2014	716,119	1,110,714	600,580	430,524	571,269	1,688,472	373,129	379,130	713,014	908,032	325,754	1,557,635	9,374,372	-9.11%
	2015	387,123	680,064											1,067,167	-89.50%
Rate 3.56%															
Rate 3.86%															
Change from prior year (Month)		-50.14%	-43.53%	-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)		-50.14%	-46.12%	-59.45%	-65.56%	-71.30%	-80.77%	-82.07%	-83.23%	-85.05%	-86.86%	-87.41%	-89.50%		
<b>TOTAL FOR MONTH &amp; CHANGE FROM PREVIOUS YEAR (MONTH &amp; YTD)</b>															
Rate 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	7,968,423	6,590,347	5,962,862	9,078,475	84,683,070	0.92%
	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	2.51%
	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	5.69%
	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	3.79%
	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	7.56%
	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	6.24%
	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	-85.52%
	2015	8,550,499	9,451,089											18,001,588	
Rate 3.56%															
Rate 3.86%															
% Change (month)		3.67%	3.15%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	
% Change (YTD)		3.67%	3.40%	-35.38%	-51.84%	-61.12%	-69.94%	-73.93%	-77.34%	-80.23%	-82.21%	-83.66%	-85.52%		

Sales and Use Tax Revenues Generated in the UHGID Area by Standard Industrial Classification

	Food Stores	Eating Places	Apparel Stores	Home Furnish.	Gen. Merchandise	Construction	All Others	GRAND TOTAL
2012 (sales tax rate of 3.41%)								
January-December	74,987	637,659	28,068	30,800	257,134	21,390	10,190	1,060,228
<b>2012 TOTAL</b>	<b>74,987</b>	<b>637,659</b>	<b>28,068</b>	<b>30,800</b>	<b>257,134</b>	<b>21,390</b>	<b>10,190</b>	<b>1,060,228</b>
2013 (sales tax rate of 3.41%)								
January	5,943	42,867	692	1,897	31,839	307	1,769	85,314
February	6,733	47,024	793	2,316	14,252	233	494	71,845
March	7,356	58,287	2,599	2,239	14,377	9	1,150	86,017
April	8,177	60,975	1,098	2,254	14,143	1,364	574	88,585
May	7,428	44,596	1,141	1,945	17,981	51	502	73,644
June	6,202	49,221	2,797	1,675	15,803	1,783	1,316	78,797
July	6,778	45,052	1,410	1,929	14,021	223	506	69,919
August	7,880	59,050	2,478	2,320	30,234	826	655	103,443
September	9,034	58,377	2,276	1,593	33,195	342	1,355	106,172
October	9,092	75,238	1,588	2,109	20,456	296	628	109,407
November	7,239	55,042	1,019	1,854	14,400	6,281	473	86,308
December	6,413	41,638	1,692	1,783	27,202	115	4,075	82,918
<b>2013 TOTAL</b>	<b>88,275</b>	<b>637,367</b>	<b>19,583</b>	<b>23,914</b>	<b>247,903</b>	<b>11,830</b>	<b>13,497</b>	<b>1,042,369</b>
2014 (sales tax rate of 3.56%)								
January	6,674	44,901	549	1,698	29,309	14,291	617	98,039
February	7,481	60,702	527	1,677	18,003	268	548	89,206
March	7,999	57,709	280	1,754	25,677	2,691	5,161	101,271
April	9,253	74,888	335	2,261	19,990	3,118	516	110,361
May	7,951	58,390	299	1,603	22,328	1,008	557	92,136
June	6,859	49,694	1,533	1,411	18,656	56	4,114	82,323
July	7,189	55,013	500	1,870	19,805	134	522	85,033
August	10,246	64,092	389	2,090	43,632	3,089	719	124,257
September	10,861	91,142	2,127	1,858	28,778	51	4,420	139,237
October	10,302	74,466	327	2,709	21,707	1,661	654	111,826
November	7,552	59,692	219	1,880	17,482	117	640	87,582
December	7,923	55,416	2,200	2,745	19,672	126	4,462	92,544
<b>2014 TOTAL</b>	<b>100,290</b>	<b>746,105</b>	<b>9,285</b>	<b>23,556</b>	<b>285,039</b>	<b>26,610</b>	<b>22,930</b>	<b>1,213,815</b>
2015 (sales tax rate of 3.86%)								
January	7,859	50,053	1,137	2,449	26,953	35	865	89,351
February	8,924	74,115	423	1,717	17,243	97	836	103,355
March	-	-	-	-	-	-	-	-
April	-	-	-	-	-	-	-	-
May	-	-	-	-	-	-	-	-
June	-	-	-	-	-	-	-	-
July	-	-	-	-	-	-	-	-
August	-	-	-	-	-	-	-	-
September	-	-	-	-	-	-	-	-
October	-	-	-	-	-	-	-	-
November	-	-	-	-	-	-	-	-
December	-	-	-	-	-	-	-	-
<b>2015 TOTAL</b>	<b>16,783</b>	<b>124,168</b>	<b>1,560</b>	<b>4,166</b>	<b>44,196</b>	<b>132</b>	<b>1,701</b>	<b>192,706</b>
% Change from 2012-2013								
	17.72%	-0.05%	-30.23%	-22.36%	-3.59%	-44.69%	32.45%	-1.68%
% Change from 2013-2014								
	8.82%	12.13%	-54.58%	-5.65%	10.14%	115.46%	62.73%	11.54%
% Change from 2014-2015								
	9.35%	8.44%	33.71%	13.84%	-13.85%	-99.16%	34.66%	-5.08%
% Change from previous year month								
	10.02%	12.61%	-25.97%	-5.57%	-11.67%	-66.62%	40.70%	6.86%

**Sales Tax Revenues Generated in the UHGID Area by Standard Industrial Classification**

	Food Stores	Eating Places	Apparel Stores	Home Furnish.	Gen. Merchandise	All Others	GRAND TOTAL
2012 (sales tax rate of 3.41%)							
January-December	74,972	630,882	28,068	30,800	254,698	8,615	1,028,035
<b>2012 TOTAL</b>	<b>74,972</b>	<b>630,882</b>	<b>28,068</b>	<b>30,800</b>	<b>254,698</b>	<b>8,615</b>	<b>1,028,035</b>
2013 (sales tax rate of 3.41%)							
January	5,943	42,419	683	1,897	31,839	663	83,444
February	6,733	46,945	793	2,316	14,240	494	71,521
March	7,356	58,210	2,599	2,239	14,365	933	85,702
April	8,177	60,898	1,098	2,254	14,133	566	87,126
May	7,428	44,535	1,141	1,945	17,979	502	73,530
June	6,202	49,128	2,797	1,675	15,800	1,084	76,686
July	6,773	43,431	1,410	1,929	14,014	506	68,063
August	7,880	58,942	2,478	2,320	30,225	655	102,500
September	9,034	58,301	2,276	1,593	33,190	1,032	105,426
October	9,092	75,153	1,588	2,109	20,452	622	109,016
November	7,239	54,518	1,019	1,854	14,389	473	79,492
December	6,413	41,556	1,692	1,783	27,202	3,852	82,498
<b>2013 TOTAL</b>	<b>88,270</b>	<b>634,036</b>	<b>19,574</b>	<b>23,914</b>	<b>247,828</b>	<b>11,382</b>	<b>1,025,004</b>
2014 (sales tax rate of 3.56%)							
January	6,674	44,572	549	1,698	29,308	617	83,418
February	7,481	57,318	527	1,677	18,003	548	85,554
March	7,999	57,635	280	1,754	25,675	4,941	98,284
April	9,253	73,736	335	2,261	19,985	516	106,086
May	7,947	58,322	299	1,603	22,326	557	91,054
June	6,859	49,148	1,533	1,411	18,654	3,806	81,411
July	7,169	54,921	500	1,870	19,801	522	84,783
August	10,246	63,974	389	2,090	43,631	707	121,037
September	10,859	89,597	2,127	1,858	28,775	4,106	137,322
October	10,302	74,379	327	2,709	21,704	654	110,075
November	7,552	59,538	219	1,880	17,441	493	87,123
December	7,923	55,287	2,200	2,745	19,670	4,248	92,073
<b>2014 TOTAL</b>	<b>100,264</b>	<b>738,427</b>	<b>9,285</b>	<b>23,556</b>	<b>284,973</b>	<b>21,715</b>	<b>1,178,220</b>
2015 (sales tax rate of 3.86%)							
January	7,859	49,979	1,137	2,449	26,951	857	89,232
February	8,922	74,022	423	1,717	17,242	686	103,012
March	-	-	-	-	-	-	-
April	-	-	-	-	-	-	-
May	-	-	-	-	-	-	-
June	-	-	-	-	-	-	-
July	-	-	-	-	-	-	-
August	-	-	-	-	-	-	-
September	-	-	-	-	-	-	-
October	-	-	-	-	-	-	-
November	-	-	-	-	-	-	-
December	-	-	-	-	-	-	-
<b>2015 TOTAL</b>	<b>16,781</b>	<b>124,001</b>	<b>1,560</b>	<b>4,166</b>	<b>44,193</b>	<b>1,543</b>	<b>192,244</b>

% Change from 2012-2013	17.74%	0.50%	-30.26%	-22.36%	-2.70%	32.12%	-0.29%
% Change from 2013-2014	8.80%	11.56%	-54.56%	-5.65%	10.14%	82.75%	10.10%
% Change from 2014-2015	9.34%	12.24%	33.71%	13.84%	-13.85%	22.15%	4.93%
% Change from previous year month	9.99%	19.11%	-25.97%	-5.57%	-11.67%	15.45%	11.05%

**UHGID Yearly Summary**  
Sales and Use Tax Breakdown by Industry Category

	Food Stores	Eating Places	Apparel Stores	Home Furnishings	General Merch	All Other	Total
2015	\$16,783 9%	\$124,168 65%	\$1,560 1%	\$4,166 2%	\$44,196 23%	\$0 0%	\$190,873 100%
2014	\$100,290 8%	\$746,105 61%	\$9,285 1%	\$23,566 2%	\$285,039 23%	\$49,540 4%	\$1,213,815 100%
2013	\$88,275 8%	\$637,367 61%	\$19,583 2%	\$23,914 2%	\$247,903 24%	\$25,327 2%	\$1,042,369 100%
2012	\$74,987 7%	\$637,659 60%	\$28,068 3%	\$30,800 3%	\$257,134 24%	\$31,580 3%	\$1,060,228 100%
2011	\$58,221 5%	\$650,532 59%	\$31,199 3%	\$29,330 3%	\$281,896 26%	\$49,701 5%	\$1,100,879 100%
2010	\$40,028 3%	\$604,913 53%	\$37,852 3%	\$30,571 3%	\$355,637 31%	\$81,746 7%	\$1,150,748 100%
2009	\$49,066 5%	\$578,900 55%	\$44,712 4%	\$24,213 2%	\$326,839 31%	\$34,018 3%	\$1,057,749 100%
2008	\$60,686 6%	\$568,892 53%	\$63,307 6%	\$24,768 2%	\$333,780 31%	\$12,073 1%	\$1,063,507 100%
2007	\$58,250 5%	\$588,610 53%	\$72,142 6%	\$30,921 3%	\$353,173 32%	\$19,270 2%	\$1,120,367 100%
2006	\$58,511 5%	\$525,911 50%	\$86,527 8%	\$33,045 3%	\$321,897 31%	\$19,261 2%	\$1,043,152 100%
2005	\$58,421 6%	\$493,955 50%	\$98,605 10%	\$28,891 3%	\$288,004 29%	\$29,024 3%	\$996,900 100%
2004	\$47,446 5%	\$461,253 44%	\$87,695 8%	\$25,958 2%	\$301,938 29%	\$124,607 12%	\$1,048,897 100%
2003	\$43,618 5%	\$417,762 44%	\$94,036 10%	\$35,450 4%	\$304,099 32%	\$46,965 5%	\$941,951 100%
2002	\$42,268 5%	\$407,606 44%	\$89,454 10%	\$34,104 4%	\$313,795 34%	\$41,419 4%	\$928,646 100%

**City Wide Yearly Summary**  
UHGID 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
2015	\$ 2,786,218 1%	\$ 2,362,787 5%	\$ 515,150 0%	\$ 773,580 1%	\$ 3,387,989 1%	\$ 8,175,864 0%	\$ 18,001,588 1.1%
2014	\$14,681,607 1%	\$14,447,798 5%	\$ 4,180,365 0%	\$ 5,475,586 0%	\$22,124,094 1%	\$ 53,747,345 0%	\$114,656,795 1.1%
2013	\$13,454,838 1%	\$13,174,730 5%	\$3,774,426 1%	\$4,692,270 1%	\$20,776,166 1%	\$47,500,571 0%	\$103,373,001 1.0%
2012	\$13,060,743 1%	\$12,937,276 5%	\$3,717,039 1%	\$4,850,986 1%	\$20,402,962 1%	\$41,137,951 0%	\$ 96,106,967 1.1%
2011	\$12,241,084 0%	\$11,838,300 5%	\$ 3,426,738 1%	\$ 5,259,120 1%	\$19,948,416 1%	\$ 39,725,073 0%	\$ 92,438,731 1.2%
2010	\$11,130,533 0%	\$10,930,482 6%	\$ 2,690,372 1%	\$ 4,459,406 1%	\$19,279,577 2%	\$ 38,940,102 0%	\$ 87,430,472 1.3%
2009	\$11,160,109 0%	\$10,572,840 5%	\$ 2,626,020 2%	\$ 4,304,383 1%	\$17,515,062 2%	\$ 39,002,103 0%	\$ 85,180,517 1.3%
2008	\$11,204,475 1%	\$10,910,035 5%	\$ 2,819,260 2%	\$ 4,827,635 1%	\$18,101,297 2%	\$ 36,708,245 0%	\$ 84,570,947 1.3%
2007	\$11,205,584 1%	\$10,888,135 5%	\$ 2,804,311 3%	\$ 5,522,090 1%	\$18,040,152 2%	\$ 39,631,459 0%	\$ 88,091,731 1.3%
2006	\$10,392,069 1%	\$ 9,582,212 5%	\$ 2,424,694 4%	\$ 4,611,056 1%	\$15,402,540 2%	\$ 37,371,060 0%	\$ 79,783,631 1.3%
2005	\$10,046,723 1%	\$ 8,995,846 5%	\$ 2,362,366 4%	\$ 4,465,788 1%	\$14,587,419 2%	\$ 35,882,350 0%	\$ 76,340,492 1.3%
2004	\$10,148,861 0%	\$8,637,718 5%	\$2,232,147 4%	\$3,118,312 1%	\$14,123,007 2%	\$32,171,342 0%	\$70,431,387 1.5%
2003	\$9,052,658 0%	\$7,847,285 5%	\$2,046,951 4%	\$3,922,549 1%	\$13,185,423 2%	\$31,552,637 0%	\$67,607,503 1.4%
2002	\$9,294,397 0%	\$8,133,237 5%	\$2,346,305 4%	\$4,164,992 1%	\$13,572,651 2%	\$33,815,600 0%	\$71,327,182 1.3%