



City of
Golden

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Council Memorandum

To: City Council
From: Jeff Hansen, Finance Director
Through: Jason Slowinski, City Manager
Date: October 6, 2016
Re: Sales Tax Report

Attached are the sales and use tax reports for August sales (collected in September). Sales tax collections were up \$80,501 (+7.0%) for the month. There was nothing unusual to account for the increase, just another good month! Overall, revenue is up \$487,130 (+5.4%) year-to-date compared to 2015. When adjusted for seasonality, sales tax revenues exceed the 2016 Budget by 3.8%.

Overall, sales tax from businesses within the City limits (including Utilities) is up \$271,106 compared to 2015. In terms of dollars, revenues have increased the most from Corporate Center, Golden Road, and the Heritage Square area. Downtown remains up slightly and no areas are showing a decrease compared to last year. By business type, General Merchandise, Restaurants, and Manufacturing show the largest increases. Utilities and Automotive remain down for the year. Sales tax from businesses outside the City limits, which includes big ticket items that are delivered into the City, is up \$216,024 (+11.6%) for the year.

Use tax collections were down \$6,573 (-3.0%) for August. For the year, use tax is down \$330,804 (-14.5%) compared to 2015. Utilities and Automotive have the largest increases for the year, with Manufacturing showing the largest decrease. As has been mentioned in prior reports, use tax can be very sporadic in nature, making trend analysis more difficult. Use tax is generally a sign of businesses reinvesting and upgrading their assets, which the manufacturing industry has clearly done this year, and can also be a result of the opening of new businesses.

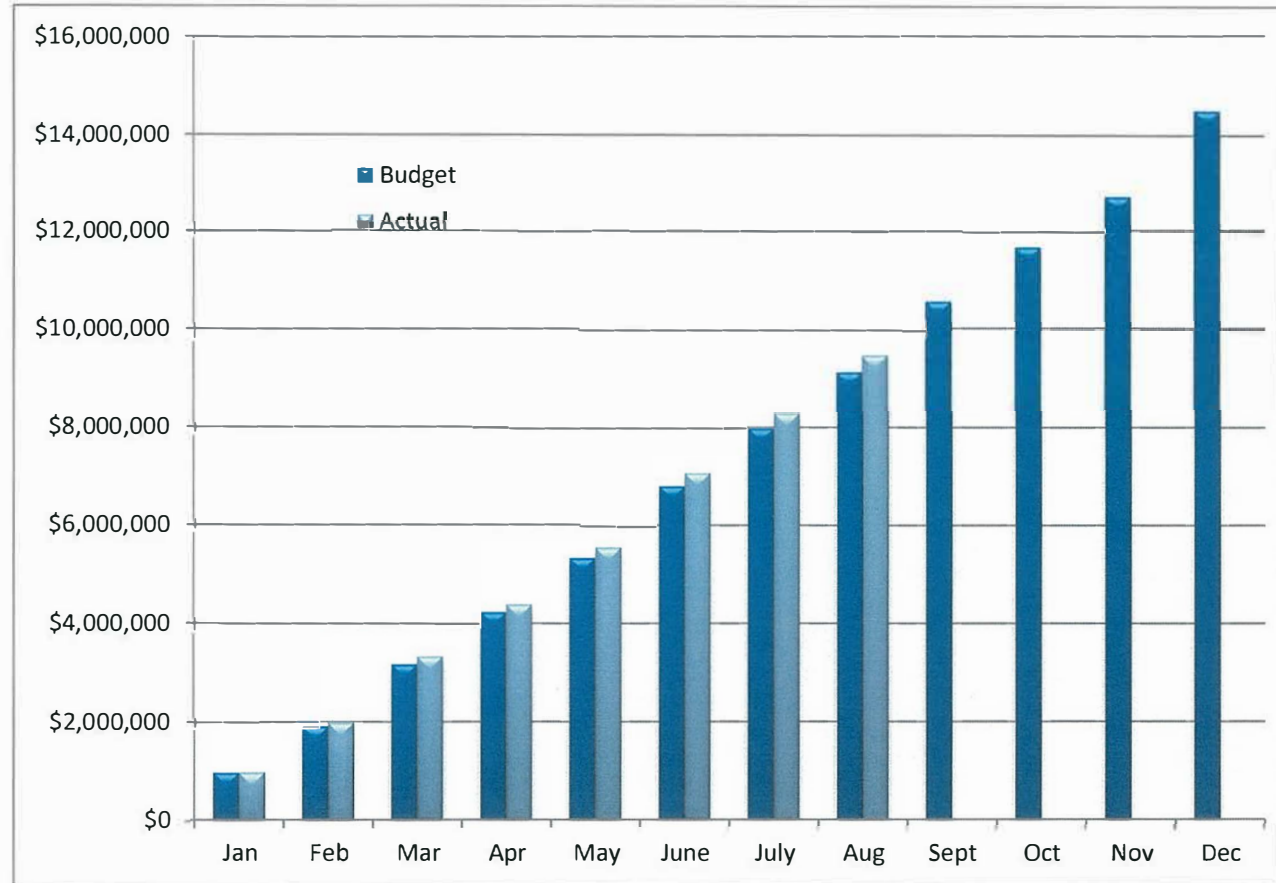
In the area of audit revenue, \$21,378 was collected in September. Including building use tax audits, the total audit revenue collected so far in 2016 is \$921,443. Also, the City continues to have audits in progress and additional audit revenue has been assessed, with collection anticipated over the next few months. \$83,200 has been issued in refunds for the year. These amounts are shown separately on the attached collection reports.

Sales tax continues to grow at a very strong rate and the City had another successful summer tourism season. A large chunk of manufacturing use tax is anticipated to be received later this year or early in 2017. Including audit revenue, total sales and use tax is up compared to 2015.

As always, if you have any questions, please call me at 303-384-8020.

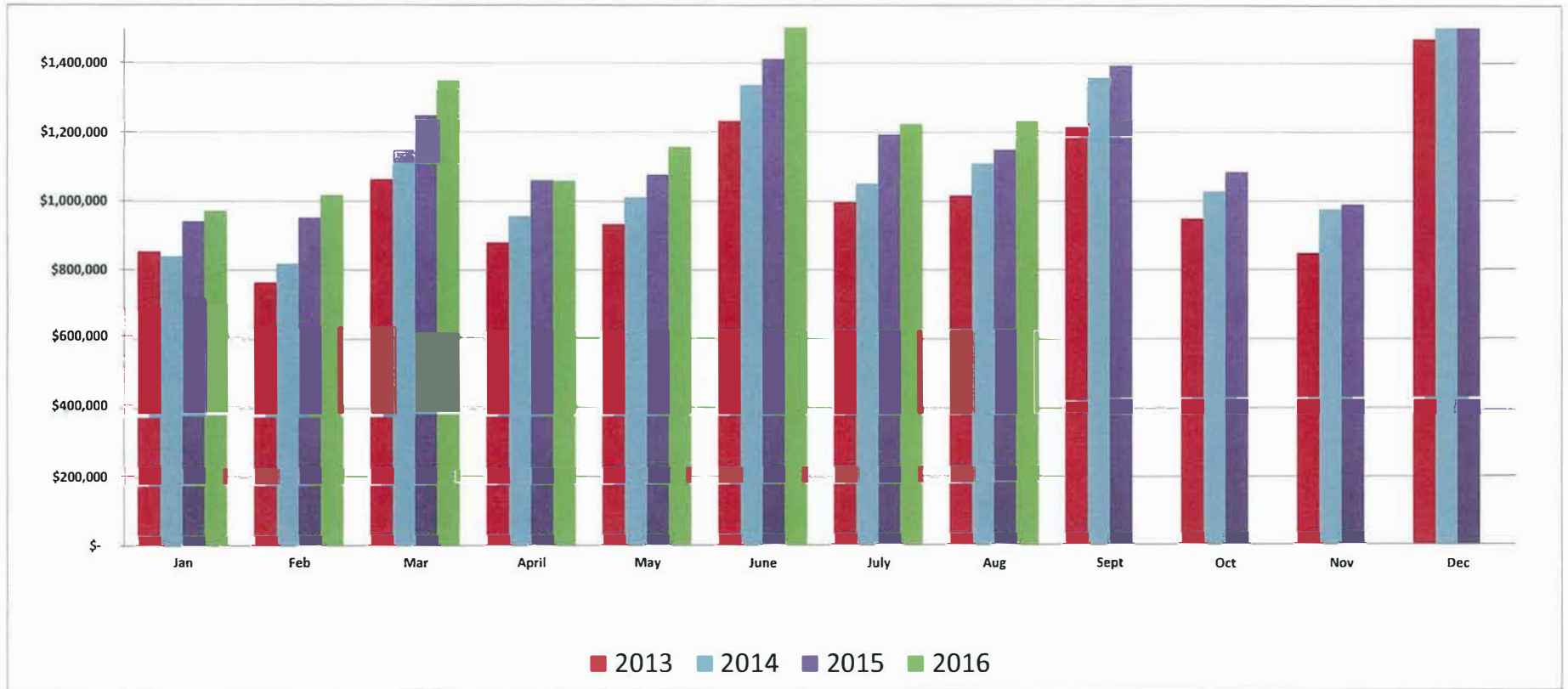
CITY OF GOLDEN
Budget to Actual Comparison
(adjusted for seasonality)
2016 Sales Tax Revenue

<u>Month</u>	<u>YTD Budget</u>	<u>YTD Actual</u>
Jan	\$966,138	\$970,666
Feb	1,902,761	1,986,493
Mar	3,170,124	3,333,698
Apr	4,234,109	4,391,362
May	5,335,003	5,547,407
June	6,791,315	7,061,751
July	7,976,769	8,283,396
Aug	9,164,670	9,511,124
Sept	10,610,999	
Oct	11,724,539	
Nov	12,749,407	
Dec	14,509,743	



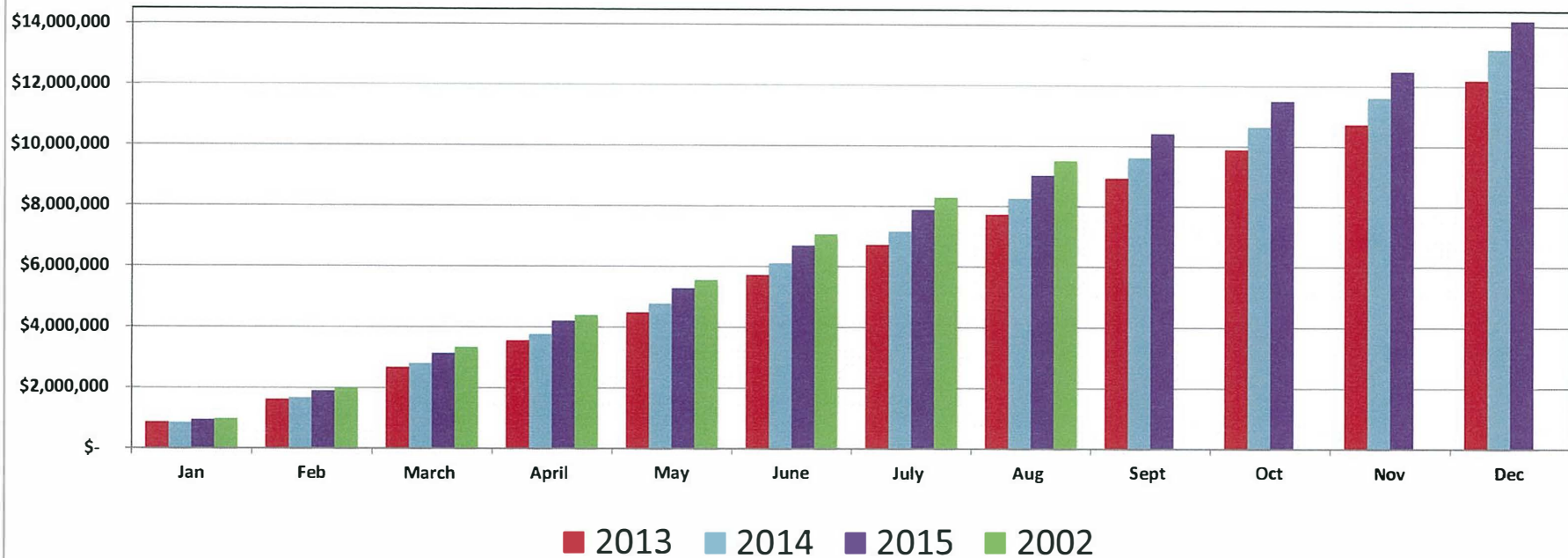
City of Golden
Sales Tax Trends
Month of August (September)
2013-2016

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2016	\$ 970,666	\$ 1,015,827	\$ 1,347,205	\$ 1,057,664	\$ 1,156,045	\$ 1,514,344	\$ 1,221,645	\$ 1,227,728					\$ 9,511,124	7.0%
2015	\$ 940,868	\$ 951,043	\$ 1,247,072	\$ 1,059,530	\$ 1,075,165	\$ 1,410,884	\$ 1,192,205	\$ 1,147,227	\$ 1,391,863	\$ 1,082,678	\$ 987,857	\$ 1,688,949	\$ 14,175,341	3.6%
2014	\$ 838,767	\$ 816,891	\$ 1,146,091	\$ 955,325	\$ 1,009,219	\$ 1,334,861	\$ 1,049,035	\$ 1,107,295	\$ 1,354,749	\$ 1,026,067	\$ 973,861	\$ 1,616,252	\$ 13,228,413	9.2%
2013	\$ 851,824	\$ 761,580	\$ 1,061,683	\$ 878,588	\$ 931,539	\$ 1,230,101	\$ 994,523	\$ 1,014,019	\$ 1,208,554	\$ 946,744	\$ 846,028	\$ 1,468,477	\$ 12,193,660	8.1%
<div> <div>MTD Sales Tax Audit Revenue</div> <div>Less: MTD Sales Tax Refunds</div> <div>Net Sales Tax Revenue</div> </div> <div> <div>\$1,816</div> <div>\$0</div> <div>\$1,816</div> </div>														
* Percentage Change is for current month only (highlighted)														



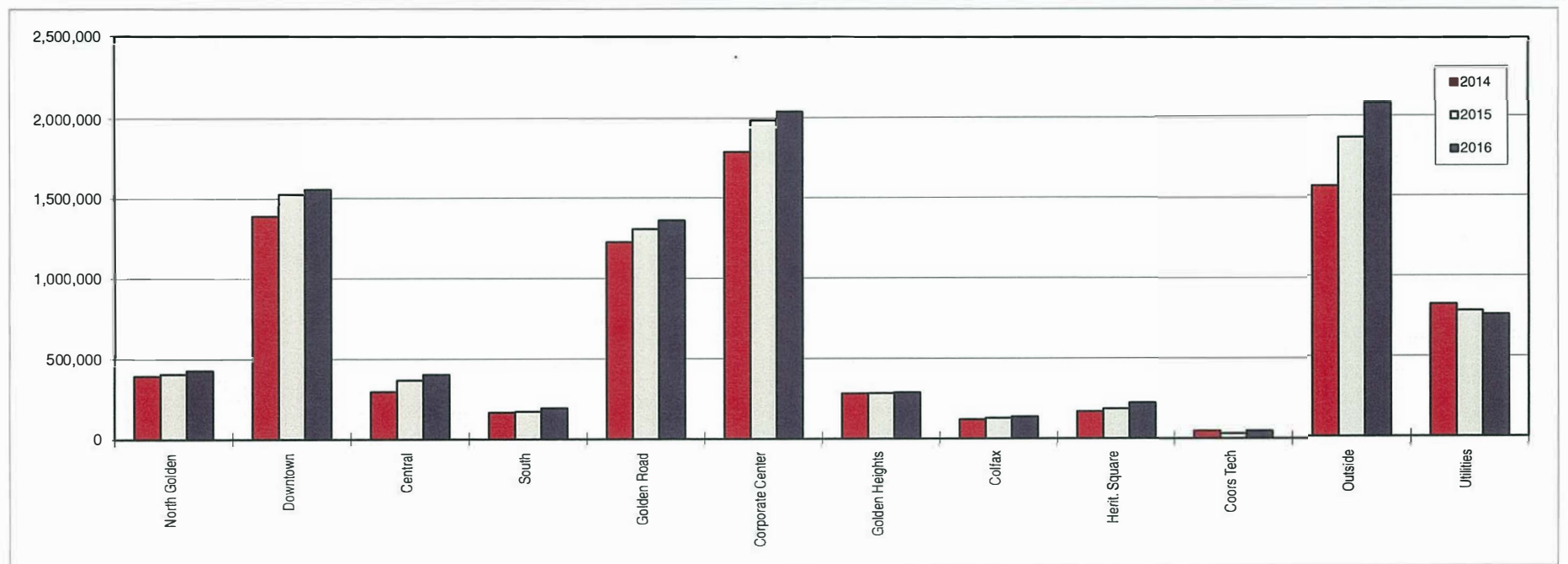
City of Golden
Sales Tax Trends
YTD August (September)
2013-2016

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2016	\$ 970,666	\$ 1,986,493	\$ 3,333,698	\$ 4,391,362	\$ 5,547,407	\$ 7,061,751	\$ 8,283,396	\$ 9,511,124					\$ 9,511,124	5.4%
2015	\$ 940,868	\$ 1,891,911	\$ 3,138,983	\$ 4,198,513	\$ 5,273,678	\$ 6,684,562	\$ 7,876,767	\$ 9,023,994	\$ 10,415,857	\$ 11,498,535	\$ 12,486,392	\$ 14,175,341	\$ 14,175,341	9.3%
2014	\$ 838,767	\$ 1,655,658	\$ 2,801,749	\$ 3,757,074	\$ 4,766,293	\$ 6,101,154	\$ 7,150,190	\$ 8,257,485	\$ 9,612,234	\$ 10,638,301	\$ 11,612,162	\$ 13,228,414	\$ 13,228,414	6.9%
2013	\$ 851,824	\$ 1,613,404	\$ 2,675,087	\$ 3,553,675	\$ 4,485,214	\$ 5,715,315	\$ 6,709,838	\$ 7,723,857	\$ 8,932,411	\$ 9,879,155	\$ 10,725,183	\$ 12,193,660	\$ 12,193,660	3.7%
<div> YTD Sales Tax Audit Revenue <div>\$410,199</div> Less: YTD Sales Tax Refunds <div>(\$29,460)</div> Other Sales Tax Revenue <div>\$380,738</div> </div> <div>* Percentage Change - YTD percentage change</div>														



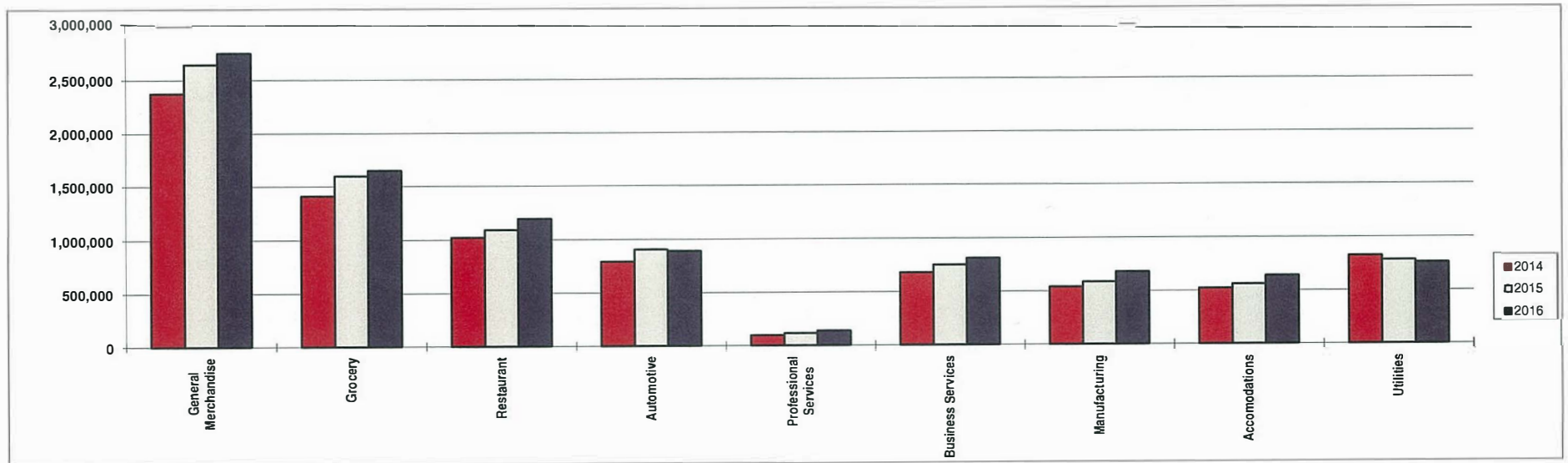
City of Golden
Sales Tax Revenue By Location
YTD - August (September)
2014/2015/2016

Area	2014 Sales Tax	% of total Sales Tax	2015 Sales Tax	% of total Sales Tax	2015-2014 % Change	2016 Sales Tax	% of total Sales Tax	2016-2015 % Change
North Golden	\$ 393,356	4.76%	\$ 406,478	4.50%	3.34%	\$ 427,947	4.50%	5.28%
Downtown	\$ 1,385,818	16.78%	\$ 1,527,823	16.93%	10.25%	\$ 1,553,842	16.34%	1.70%
Central	\$ 297,281	3.60%	\$ 367,587	4.07%	23.65%	\$ 402,019	4.23%	9.37%
South	\$ 166,650	2.02%	\$ 171,346	1.90%	2.82%	\$ 193,778	2.04%	13.09%
Golden Road	\$ 1,224,763	14.83%	\$ 1,305,090	14.46%	6.56%	\$ 1,359,299	14.29%	4.15%
Corporate Center	\$ 1,787,197	21.64%	\$ 1,970,821	21.84%	10.27%	\$ 2,037,114	21.42%	3.36%
Golden Heights	\$ 281,570	3.41%	\$ 282,907	3.14%	0.47%	\$ 288,820	3.04%	2.09%
Colfax	\$ 119,707	1.45%	\$ 128,843	1.43%	7.63%	\$ 137,515	1.45%	6.73%
Heritage Square	\$ 168,048	2.04%	\$ 185,096	2.05%	10.14%	\$ 222,923	2.34%	20.44%
Coors Technology	\$ 47,804	0.58%	\$ 31,651	0.35%	-33.79%	\$ 48,140	0.51%	52.10%
Outside	\$ 1,561,976	18.92%	\$ 1,864,170	20.66%	19.35%	\$ 2,080,194	21.87%	11.59%
Utilities	\$ 823,315	9.97%	\$ 782,182	8.67%	-5.00%	\$ 759,532	7.99%	-2.90%
Totals	\$ 8,257,485	100%	\$ 9,023,994	100%	9.28%	\$ 9,511,124	100%	5.40%



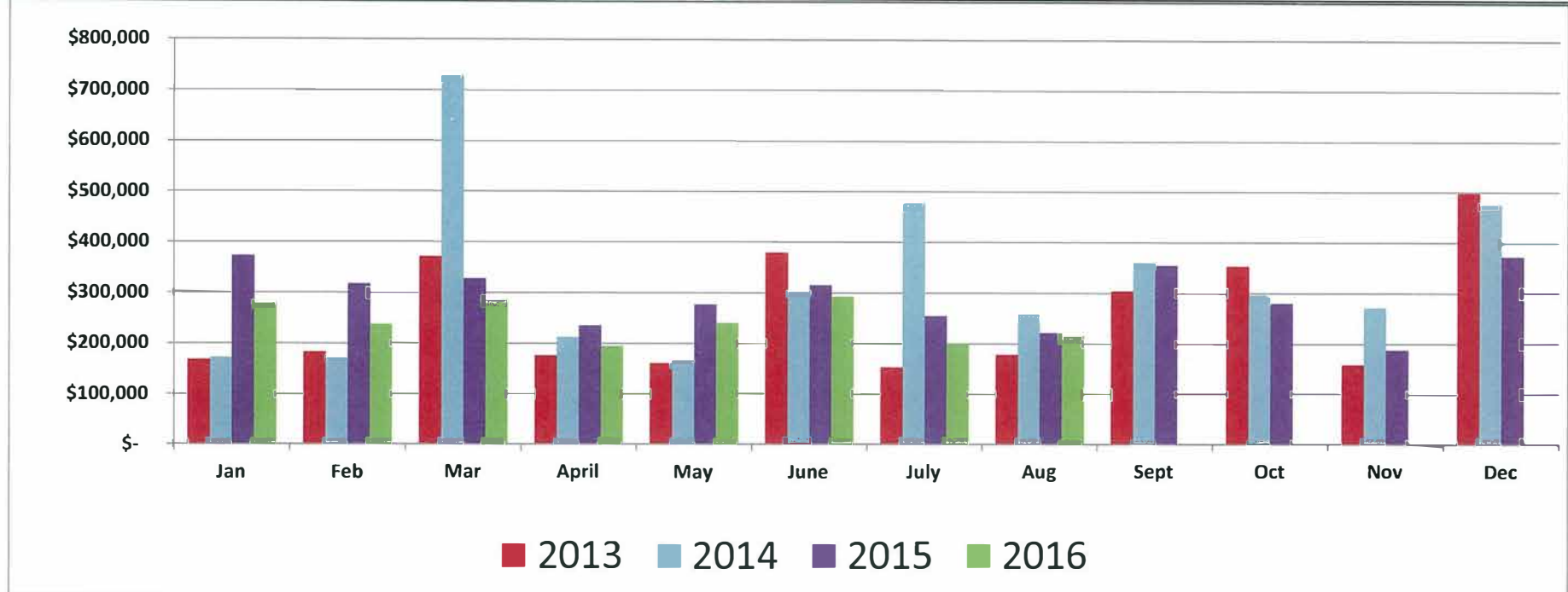
City of Golden
Sales Tax Revenue By Type
YTD August (September)
2014/2015/2016

Type	2014 Sales Tax	% of total Sales Tax	2015 Sales Tax	% of total Sales Tax	2015-2014 % Change	2016 Sales Tax	% of total Sales Tax	2016-2015 % Change
General Merchandise	\$ 2,375,539	28.77%	\$ 2,643,447	29.29%	11.28%	\$ 2,750,405	28.92%	4.05%
Grocery	\$ 1,410,925	17.09%	\$ 1,597,408	17.70%	13.22%	\$ 1,650,481	17.35%	3.32%
Restaurants	\$ 1,020,100	12.35%	\$ 1,091,336	12.09%	6.98%	\$ 1,193,581	12.55%	9.37%
Automotive	\$ 791,374	9.58%	\$ 903,037	10.01%	14.11%	\$ 889,292	9.35%	-1.52%
Prof Services\Entertainment	\$ 97,752	1.18%	\$ 114,386	1.27%	17.02%	\$ 136,898	1.44%	19.68%
Bus Services\Supp.	\$ 678,422	8.22%	\$ 748,963	8.30%	10.40%	\$ 812,739	8.55%	8.52%
Manufacturing - Production	\$ 538,545	6.52%	\$ 583,705	6.47%	8.39%	\$ 678,807	7.14%	16.29%
Accommodations	\$ 521,513	6.32%	\$ 559,531	6.20%	7.29%	\$ 639,389	6.72%	14.27%
Utilities	\$ 823,315	9.97%	\$ 782,182	8.67%	-5.00%	\$ 759,532	7.99%	-2.90%
Totals	\$ 8,257,485	100.00%	\$ 9,023,994	100.00%	9.28%	\$ 9,511,124	100.00%	5.40%



**City of Golden
Use Tax Trends
Month of August (September)
2013-2016**

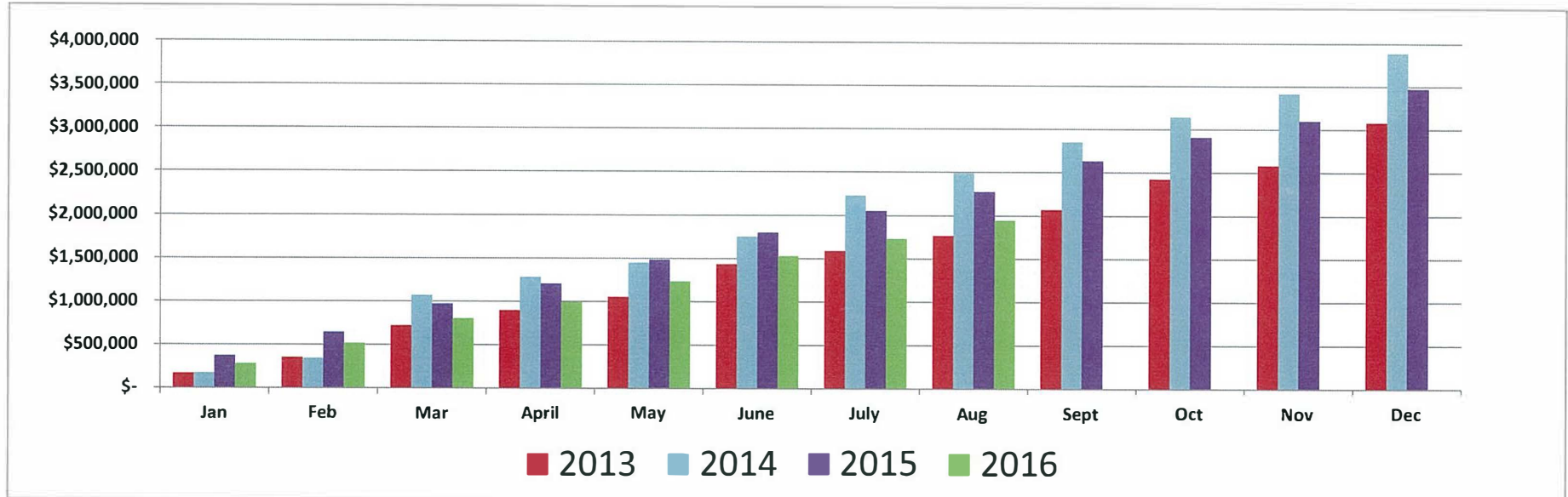
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2016	\$ 278,990	\$ 237,225	\$ 285,559	\$ 194,318	\$ 240,102	\$ 292,505	\$ 200,678	\$ 215,156					\$ 1,944,533	-3.0%
2015	\$ 372,306	\$ 317,519	\$ 327,607	\$ 235,186	\$ 276,860	\$ 314,794	\$ 254,336	\$ 221,729	\$ 354,706	\$ 280,238	\$ 187,729	\$ 372,140	\$ 3,470,150	-14.1%
2014	\$ 171,612	\$ 171,243	\$ 728,393	\$ 212,635	\$ 166,412	\$ 302,449	\$ 477,511	\$ 258,124	\$ 359,641	\$ 293,257	\$ 271,497	\$ 475,522	\$ 3,888,296	45.0%
2013	\$ 167,338	\$ 182,374	\$ 370,818	\$ 175,320	\$ 160,343	\$ 379,219	\$ 153,125	\$ 178,004	\$ 303,820	\$ 352,901	\$ 158,248	\$ 498,002	\$ 3,079,512	-13.4%
<div> <div>MTD Use Tax Audit Revenue</div> <div>\$19,562</div> <div><<<< includes building use tax audit revenue</div> <div>* Percentage Change is for current month only (highlighted)</div> </div>														
Less: MTD Use Tax Refunds			(\$41)											
Other Use Tax Revenue			\$19,521											



*Amounts reported on the cash basis

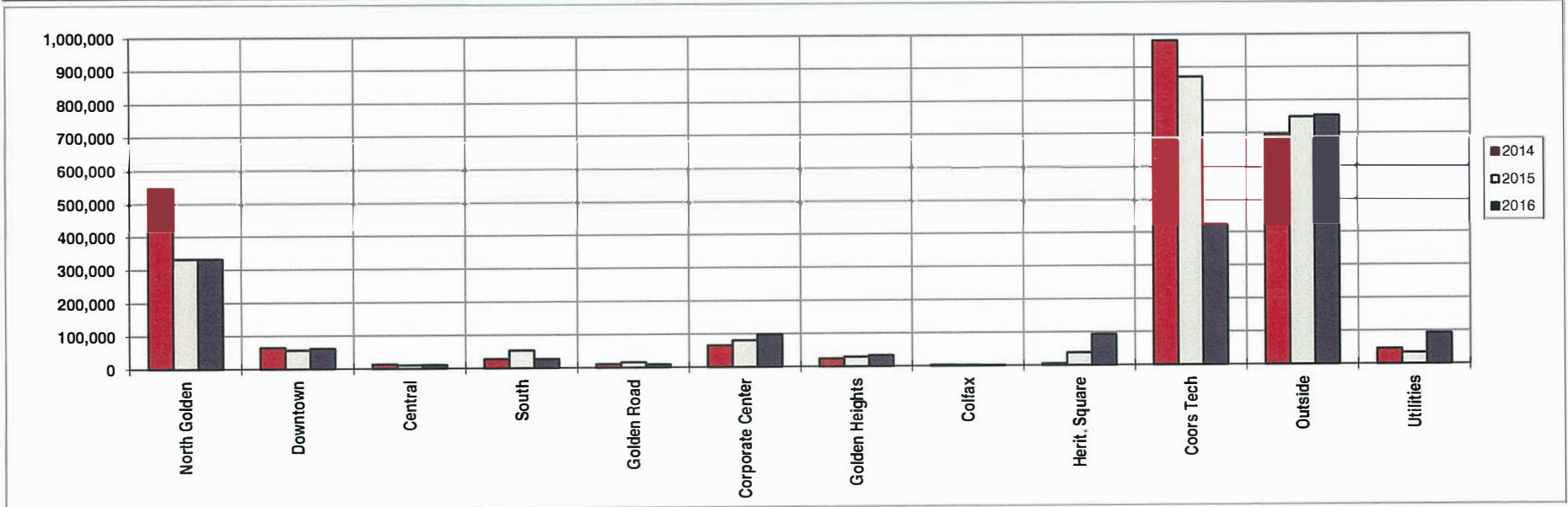
**City of Golden
Use Tax Trends
YTD August (September)
2013-2016**

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	YTD % Chng
2016	\$ 278,990	\$ 516,215	\$ 801,774	\$ 996,092	\$ 1,236,194	\$ 1,528,699	\$ 1,729,377	\$ 1,944,533					\$ 1,944,533	-14.5%
2015	\$ 372,306	\$ 644,825	\$ 972,432	\$ 1,207,618	\$ 1,484,478	\$ 1,799,272	\$ 2,053,608	\$ 2,275,337	\$ 2,630,043	\$ 2,910,281	\$ 3,098,010	\$ 3,470,150	\$ 3,470,150	-8.6%
2014	\$ 171,612	\$ 342,855	\$ 1,071,248	\$ 1,283,883	\$ 1,450,295	\$ 1,752,744	\$ 2,230,255	\$ 2,488,379	\$ 2,848,020	\$ 3,141,277	\$ 3,412,774	\$ 3,888,296	\$ 3,888,296	40.9%
2013	\$ 167,338	\$ 349,712	\$ 720,530	\$ 895,850	\$ 1,056,193	\$ 1,435,412	\$ 1,588,538	\$ 1,766,541	\$ 2,070,361	\$ 2,423,262	\$ 2,581,510	\$ 3,079,512	\$ 3,079,512	2.9%
YTD Use Tax Audit Revenue				\$ 511,244	<<<< includes building use tax audit revenue									** Percentage Change is YTD %
Less: YTD Use Tax Refunds				<u>(\$53,741)</u>										
Other Use Tax Revenue				\$ 457,503										



City of Golden
Use Tax Revenue By Location
YTD August (September)
2014/2015/2016

Area	2014 Use Tax	% of total Use Tax	2015 Use Tax	% of total Use Tax	2015-2014 % Change	2016 Use Tax	% of total Use Tax	2016-2015 % Change
North Golden	\$ 548,208	22.03%	\$ 333,424	14.65%	-39.18%	\$ 332,800	17.11%	-0.19%
Downtown	\$ 64,743	2.60%	\$ 57,007	2.51%	-11.95%	\$ 62,127	3.19%	8.98%
Central	\$ 13,358	0.54%	\$ 10,035	0.44%	-24.88%	\$ 10,849	0.56%	8.11%
South	\$ 28,405	1.14%	\$ 53,507	2.35%	88.37%	\$ 27,316	1.40%	-48.95%
Golden Road	\$ 11,297	0.45%	\$ 15,704	0.69%	39.01%	\$ 9,822	0.51%	-37.46%
Corporate Center	\$ 65,595	2.64%	\$ 80,909	3.56%	23.35%	\$ 98,055	5.04%	21.19%
Golden Heights	\$ 23,951	0.96%	\$ 29,122	1.28%	21.59%	\$ 33,334	1.71%	14.47%
Colfax	\$ 3,100	0.12%	\$ 2,253	0.10%	-27.32%	\$ 1,497	0.08%	-33.57%
Heritage Square	\$ 5,412	0.22%	\$ 38,293	1.68%	607.53%	\$ 93,645	4.82%	344.55%
Coors Technology	\$ 982,450	39.48%	\$ 871,681	38.31%	-11.27%	\$ 427,654	21.99%	-50.94%
Outside	\$ 695,631	27.96%	\$ 749,096	32.92%	7.69%	\$ 753,868	38.77%	0.64%
Utilities	\$ 46,229	1.86%	\$ 34,306	1.51%	-25.79%	\$ 93,566	4.81%	172.74%
Totals	\$ 2,488,379	100%	\$ 2,275,337	100%	-8.56%	\$ 1,944,533	100%	-14.54%



City of Golden
Use Tax Revenue By Type
YTD August (September)
2014/2015/2016

Type	2014 Use Tax	% of total Use Tax	2015 Use Tax	% of total Use Tax	2014-2013 % Change	2016 Use Tax	% of total Use Tax	2015-2014 % Change
General Merchandise	\$ 143,554	5.77%	\$ 191,202	8.40%	33.19%	\$ 139,254	7.16%	-27.17%
Grocery	\$ 24,173	0.97%	\$ 49,348	2.17%	104.16%	\$ 51,729	2.66%	4.82%
Restaurants	\$ 17,378	0.70%	\$ 19,809	0.87%	13.99%	\$ 21,337	1.10%	7.71%
Automotive	\$ 606,194	24.36%	\$ 661,816	29.09%	9.18%	\$ 702,672	36.14%	6.17%
Prof Services\Entertainment	\$ 58,755	2.36%	\$ 76,929	3.38%	30.93%	\$ 75,585	3.89%	-1.75%
Bus Services	\$ 86,581	3.48%	\$ 70,299	3.09%	-18.81%	\$ 71,500	3.68%	1.71%
Manufacturing - Production	\$ 1,489,928	59.88%	\$ 1,156,381	50.82%	-22.39%	\$ 773,793	39.79%	-33.08%
Accommodations	\$ 15,587	0.63%	\$ 15,247	0.67%	-2.18%	\$ 15,097	0.78%	-0.98%
Utilities	\$ 46,229	1.86%	\$ 34,306	1.51%	-25.79%	\$ 93,566	4.81%	172.74%
Totals	\$ 2,488,379	100%	\$ 2,275,337	100%	-8.56%	\$ 1,944,533	100%	-14.54%

