




City of
Golden

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Council Memorandum

To: City Council
From: Jeff Hansen, Finance Director 
Through: Jason Slowinski, City Manager
Date: December 5, 2016
Re: Sales Tax Report

Attached are the sales and use tax reports for October sales (collected in November). Sales tax collections were up \$54,616 (+5.0%) for the month. There was nothing out of the ordinary, just another good month. Overall, revenue is up \$693,110 (+6.0%) year-to-date compared to 2015. When adjusted for seasonality, sales tax revenues exceed the 2016 Budget by 4.0%.

Overall, sales tax from businesses within the City limits (including Utilities) is up \$369,248 compared to 2015. In terms of dollars, revenues have increased the most from Corporate Center, Golden Road, and the Central area. No areas are showing a decrease compared to last year. By business type, Restaurants, General Merchandise, and Business Services/Supplies 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 \$323,862 (+13.32%) for the year.

Use tax collections were down \$49,355 (-17.6%) for October. For the year, use tax is down \$474,884 (-16.3%) 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.

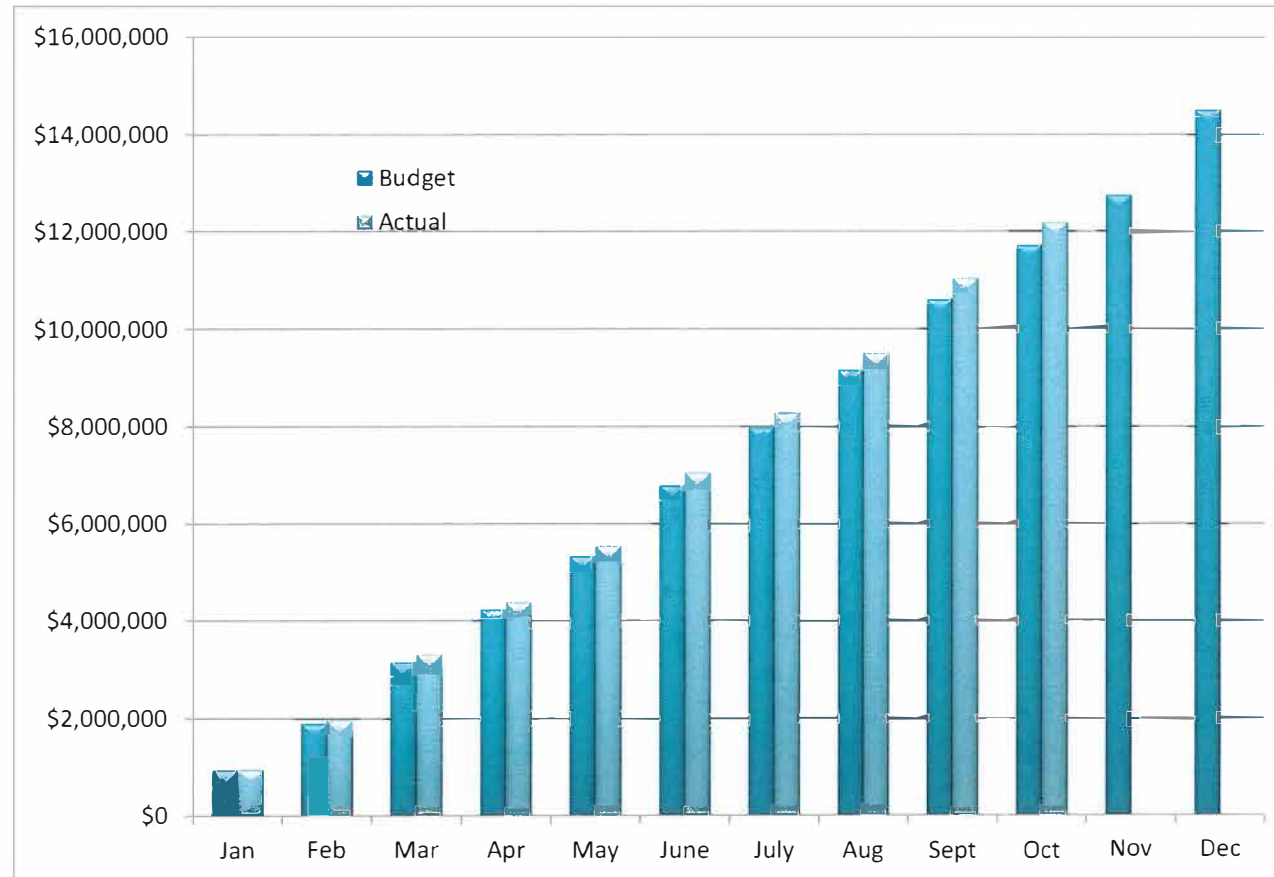
In the area of audit revenue, \$22,462 was collected in November. Including building use tax audits, the total audit revenue collected so far in 2016 is \$959,437. Also, the City continues to have audits in progress and additional audit revenue has been assessed, with collection anticipated over the next few months. \$99,703 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, with fall off to a good start. 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.

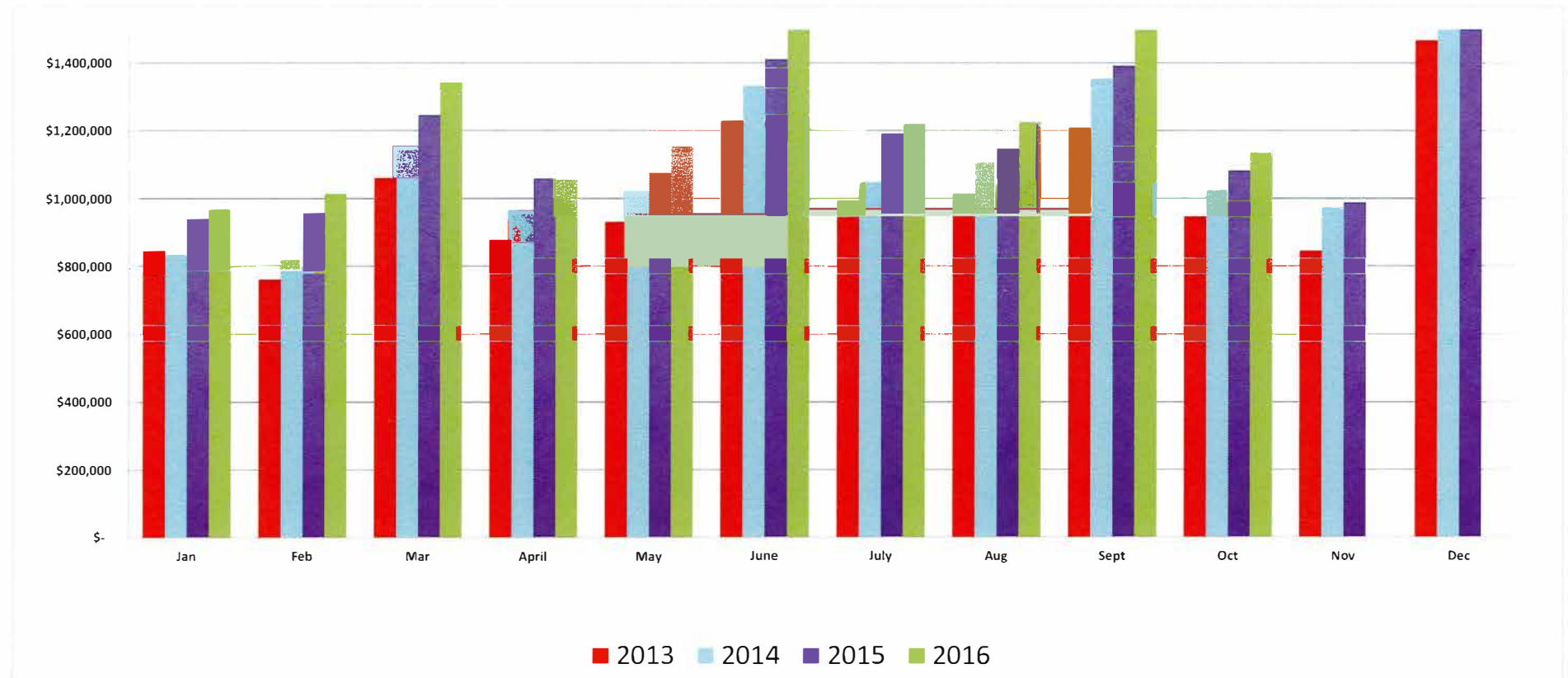
CITY OF GOLDEN
Budget to Actual Comparison
(adjusted for seasonality)
2016 Sales Tax Revenue

| <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 | 11,054,351 |
| Oct | 11,724,539 | 12,191,645 |
| Nov | 12,749,407 | |
| Dec | 14,509,743 | |



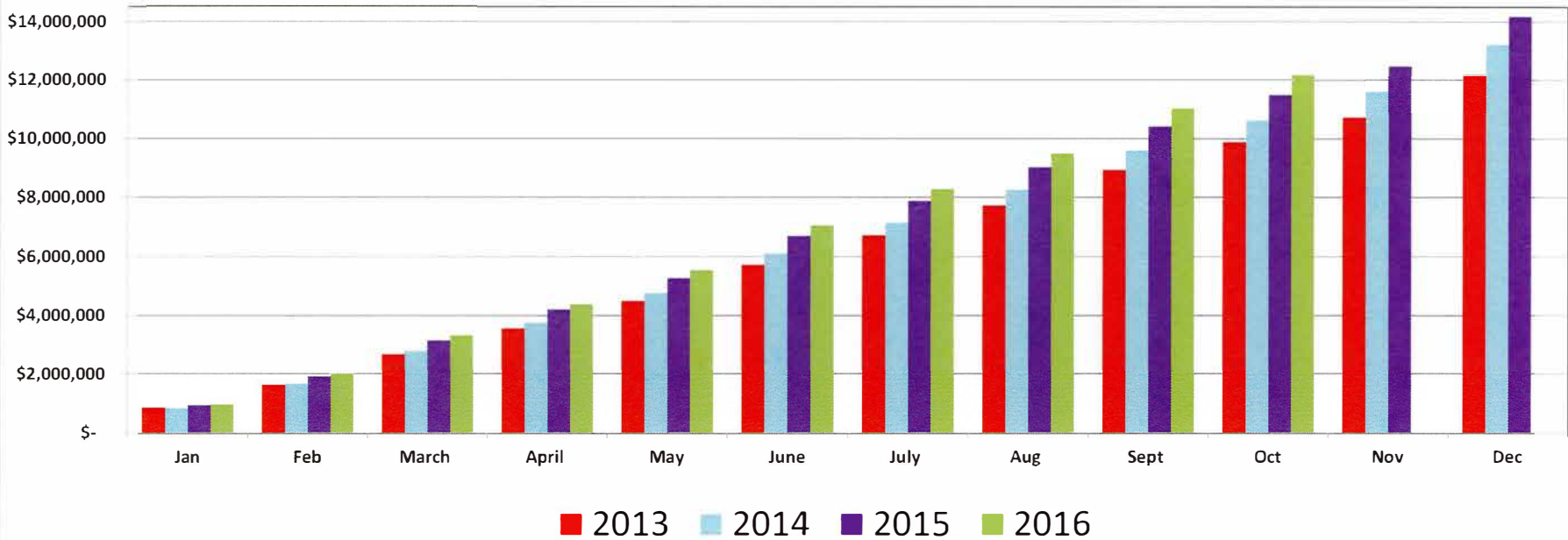
City of Golden
Sales Tax Trends
Month of October (November)
2013-2016

| | 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 | \$ 1,543,227 | \$ 1,137,294 | | | \$ 12,191,645 | 5.0% |
| 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 | 5.5% |
| 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 | 8.4% |
| 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 | 6.6% |
| <div> <div>MTD Sales Tax Audit Revenue</div> <div>Less: MTD Sales Tax Refunds</div> <div>Net Sales Tax Revenue</div> </div> <div> <div>\$14,693</div> <div>(\$8,020)</div> <div>\$6,673</div> </div> | | | | | | | | | | | | | | |
| * Percentage Change is for current month only (highlighted) | | | | | | | | | | | | | | |



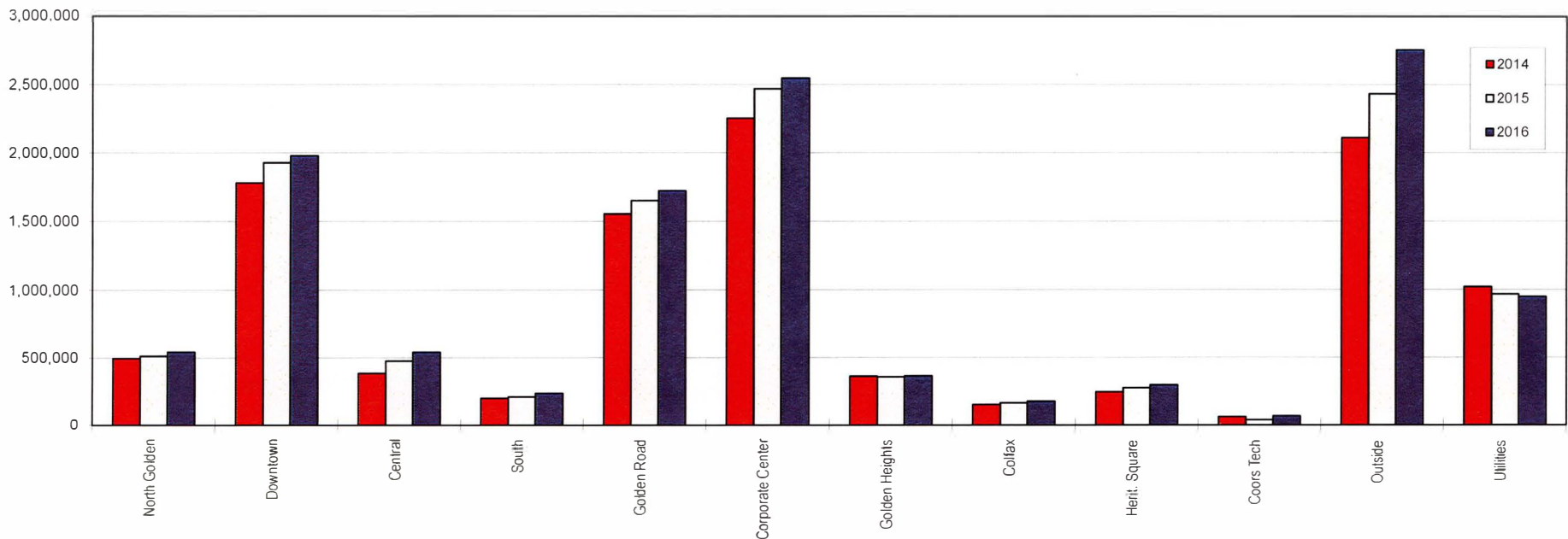
City of Golden
Sales Tax Trends
YTD October (November)
2013-2016

| | 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 | \$ 11,054,351 | \$ 12,191,645 | | | \$ 11,054,351 | 6.0% |
| 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 | 8.1% |
| 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 | 7.7% |
| 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 | 3.9% |
| YTD Sales Tax Audit Revenue \$436,952 Less: YTD Sales Tax Refunds (\$37,663) Other Sales Tax Revenue \$399,289 | | | | | | | | | | | | | | |
| * Percentage Change - YTD percentage change | | | | | | | | | | | | | | |



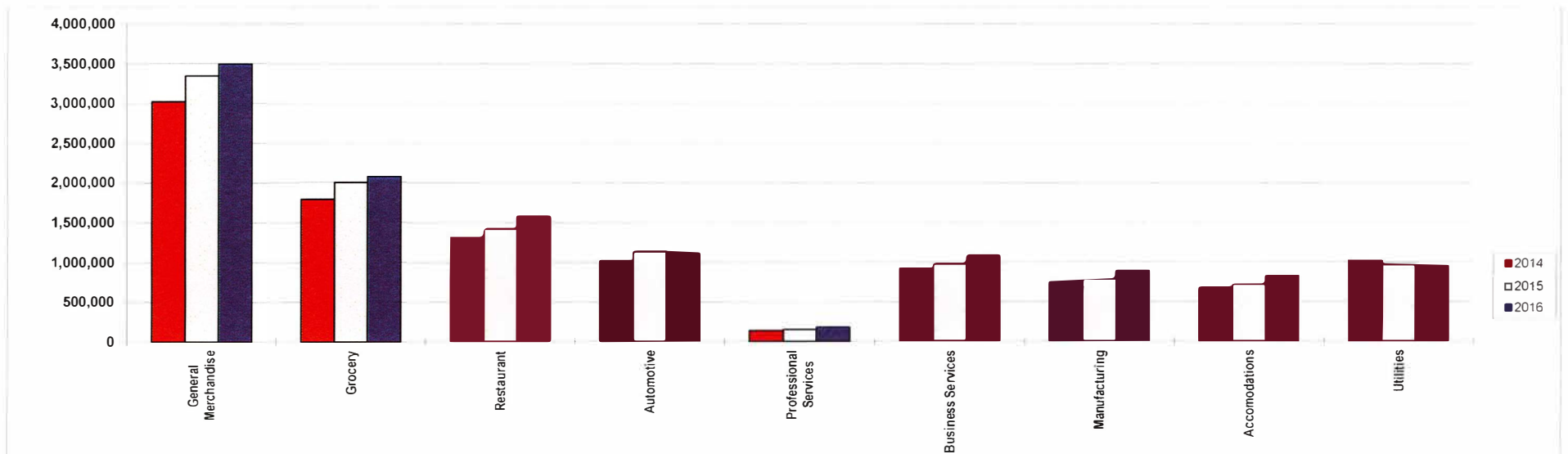
City of Golden
Sales Tax Revenue By Location
YTD -October (November)
2014/2015/2016

| 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 | \$ 496,118 | 4.66% | \$ 514,436 | 4.47% | 3.69% | \$ 545,267 | 4.47% | 5.99% |
| Downtown | \$ 1,779,200 | 16.72% | \$ 1,930,078 | 16.79% | 8.48% | \$ 1,980,265 | 16.24% | 2.60% |
| Central | \$ 387,270 | 3.64% | \$ 476,355 | 4.14% | 23.00% | \$ 542,323 | 4.45% | 13.85% |
| South | \$ 202,721 | 1.91% | \$ 212,880 | 1.85% | 5.01% | \$ 239,958 | 1.97% | 12.72% |
| Golden Road | \$ 1,553,611 | 14.60% | \$ 1,650,713 | 14.36% | 6.25% | \$ 1,723,319 | 14.14% | 4.40% |
| Corporate Center | \$ 2,254,855 | 21.20% | \$ 2,468,207 | 21.47% | 9.46% | \$ 2,543,639 | 20.86% | 3.06% |
| Golden Heights | \$ 363,947 | 3.42% | \$ 359,783 | 3.13% | -1.14% | \$ 366,535 | 3.01% | 1.88% |
| Colfax | \$ 155,793 | 1.46% | \$ 167,598 | 1.46% | 7.58% | \$ 179,144 | 1.47% | 6.89% |
| Heritage Square | \$ 248,201 | 2.33% | \$ 278,163 | 2.42% | 12.07% | \$ 298,396 | 2.45% | 7.27% |
| Coors Technology | \$ 64,571 | 0.61% | \$ 40,233 | 0.35% | -37.69% | \$ 68,454 | 0.56% | 70.14% |
| Outside | \$ 2,110,721 | 19.84% | \$ 2,430,557 | 21.14% | 15.15% | \$ 2,754,419 | 22.59% | 13.32% |
| Utilities | \$ 1,021,292 | 9.60% | \$ 969,533 | 8.43% | -5.07% | \$ 949,925 | 7.79% | -2.02% |
| Totals | \$ 10,638,301 | 100% | \$ 11,498,535 | 100% | 8.09% | \$ 12,191,645 | 100% | 6.03% |



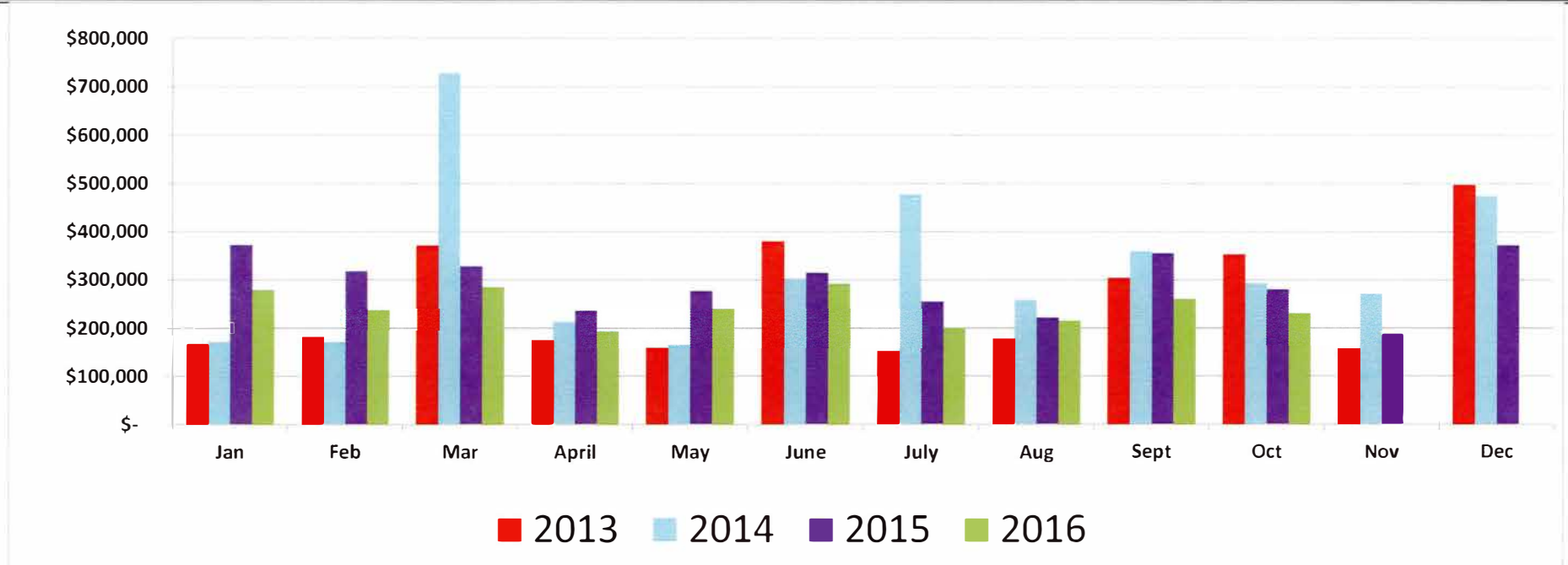
City of Golden
Sales Tax Revenue By Type
YTD October (November)
2014/2015/2016

| 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 | \$ 3,021,759 | 28.40% | \$ 3,344,780 | 29.09% | 10.69% | \$ 3,494,492 | 28.66% | 4.48% |
| Grocery | \$ 1,787,506 | 16.80% | \$ 1,998,642 | 17.38% | 11.81% | \$ 2,074,222 | 17.01% | 3.78% |
| Restaurants | \$ 1,310,456 | 12.32% | \$ 1,418,631 | 12.34% | 8.25% | \$ 1,578,299 | 12.95% | 11.26% |
| Automotive | \$ 1,020,567 | 9.59% | \$ 1,135,059 | 9.87% | 11.22% | \$ 1,114,805 | 9.14% | -1.78% |
| Prof Services\Entertainment | \$ 138,019 | 1.30% | \$ 152,579 | 1.33% | 10.55% | \$ 181,311 | 1.49% | 18.83% |
| Bus Services\Supp. | \$ 915,415 | 8.60% | \$ 969,801 | 8.43% | 5.94% | \$ 1,078,873 | 8.85% | 11.25% |
| Manufacturing - Production | \$ 744,020 | 6.99% | \$ 785,216 | 6.83% | 5.54% | \$ 888,818 | 7.29% | 13.19% |
| Accommodations | \$ 679,266 | 6.39% | \$ 724,295 | 6.30% | 6.63% | \$ 830,900 | 6.82% | 14.72% |
| Utilities | \$ 1,021,292 | 9.60% | \$ 969,533 | 8.43% | -5.07% | \$ 949,925 | 7.79% | -2.02% |
| Totals | \$ 10,638,301 | 100.00% | \$ 11,498,535 | 100.00% | 8.09% | \$ 12,191,645 | 100.00% | 6.03% |



City of Golden
Use Tax Trends
Month of October (November)
2013-2016

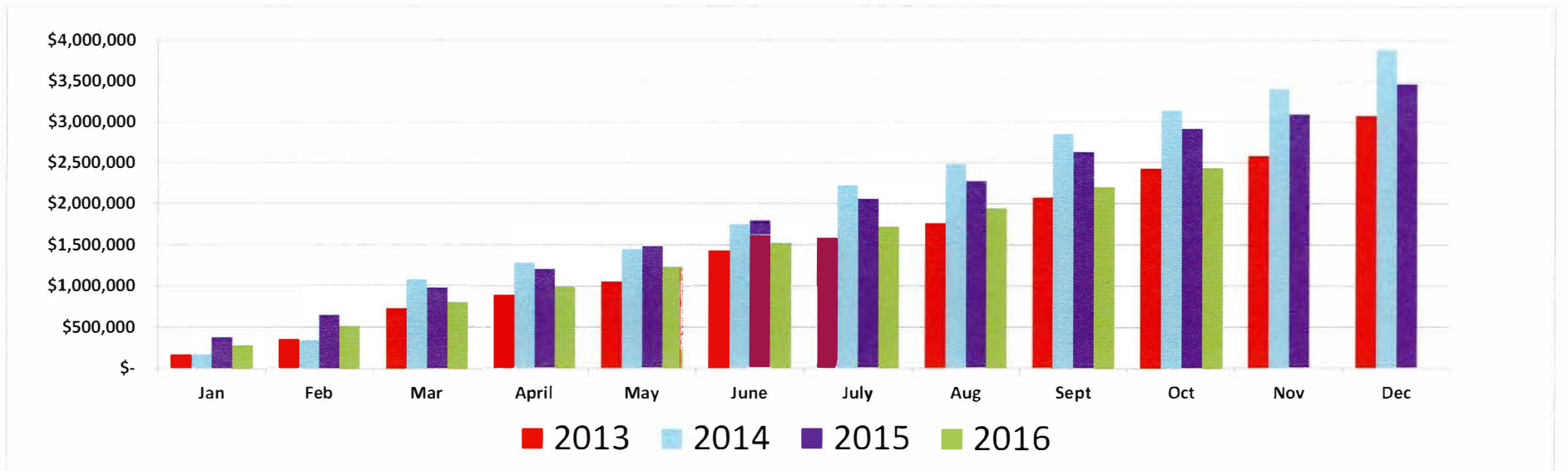
| | Jan | Feb | Mar | April | May | June | July | Aug | Sept | Oct | Nov | Dec | Total | % CHNG |
|---------------------------|------------|------------|------------|--|------------|------------|------------|---|------------|------------|------------|------------|--------------|--------|
| 2016 | \$ 278,990 | \$ 237,225 | \$ 285,559 | \$ 194,318 | \$ 240,102 | \$ 292,505 | \$ 200,678 | \$ 215,156 | \$ 259,981 | \$ 230,883 | | | \$ 2,435,397 | -17.6% |
| 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 | -4.4% |
| 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 | -16.9% |
| 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 | 71.7% |
| MTD Use Tax Audit Revenue | | | \$7,769 | <<<< includes building use tax audit revenue | | | | * Percentage Change is for current month only (highlighted) | | | | | | |
| Less: MTD Use Tax Refunds | | | (\$764) | | | | | | | | | | | |
| Other Use Tax Revenue | | | \$7,005 | | | | | | | | | | | |



*Amounts reported on the cash basis

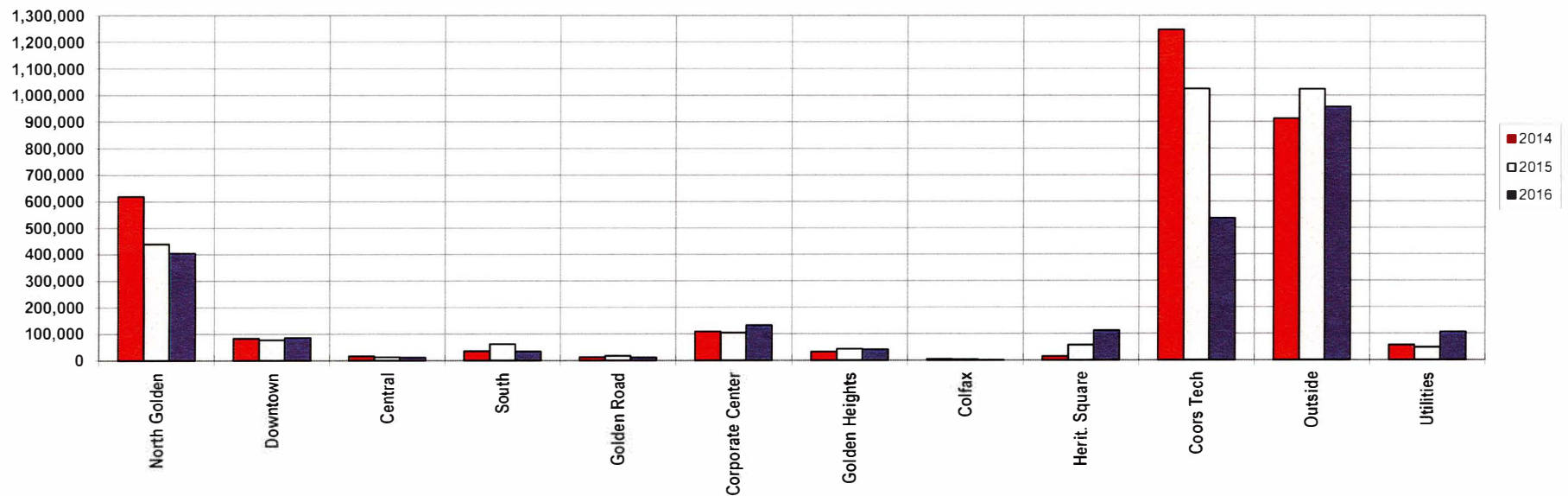
City of Golden
Use Tax Trends
YTD October (November)
2013-2016

| | 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 | \$ 2,204,514 | \$ 2,435,397 | | | \$ 2,435,397 | -16.3% |
| 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 | -7.4% |
| 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 | 29.6% |
| 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 | 9.9% |
| YTD Use Tax Audit Revenue \$ 522,485 <<<< includes building use tax audit revenue ** Percentage Change is YTD % | | | | | | | | | | | | | | |
| Less: YTD Use Tax Refunds | | | | (\$62,040) | | | | | | | | | | |
| Other Use Tax Revenue | | | | \$ 460,445 | | | | | | | | | | |



City of Golden
Use Tax Revenue By Location
YTD October (November)
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 | \$ 618,839 | 19.70% | \$ 439,409 | 15.10% | -28.99% | \$ 404,938 | 16.63% | -7.84% |
| Downtown | \$ 82,774 | 2.64% | \$ 77,683 | 2.67% | -6.15% | \$ 86,049 | 3.53% | 10.77% |
| Central | \$ 16,556 | 0.53% | \$ 12,810 | 0.44% | -22.63% | \$ 12,217 | 0.50% | -4.63% |
| South | \$ 34,956 | 1.11% | \$ 61,643 | 2.12% | 76.34% | \$ 34,673 | 1.42% | -43.75% |
| Golden Road | \$ 13,221 | 0.42% | \$ 16,994 | 0.58% | 28.54% | \$ 11,491 | 0.47% | -32.38% |
| Corporate Center | \$ 108,512 | 3.45% | \$ 104,011 | 3.57% | -4.15% | \$ 132,038 | 5.42% | 26.95% |
| Golden Heights | \$ 32,126 | 1.02% | \$ 42,293 | 1.45% | 31.65% | \$ 40,661 | 1.67% | -3.86% |
| Colfax | \$ 4,411 | 0.14% | \$ 3,112 | 0.11% | -29.45% | \$ 1,905 | 0.08% | -38.79% |
| Heritage Square | \$ 14,389 | 0.46% | \$ 56,902 | 1.96% | 295.45% | \$ 111,400 | 4.57% | 295.77% |
| Coors Technology | \$ 1,247,057 | 39.70% | \$ 1,024,434 | 35.20% | -17.85% | \$ 536,608 | 22.03% | -47.62% |
| Outside | \$ 912,448 | 29.05% | \$ 1,023,879 | 35.18% | 12.21% | \$ 957,519 | 39.32% | -6.48% |
| Utilities | \$ 55,990 | 1.78% | \$ 47,112 | 1.62% | -15.86% | \$ 105,899 | 4.35% | 124.78% |
| Totals | \$ 3,141,277 | 100% | \$ 2,910,281 | 100% | -7.35% | \$ 2,435,397 | 100% | -16.32% |



City of Golden
Use Tax Revenue By Type
YTD October (November)
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 | \$ 163,702 | 6.71% | \$ 258,303 | 8.88% | 57.79% | \$ 167,509 | 6.88% | -35.15% |
| Grocery | \$ 33,234 | 1.36% | \$ 60,654 | 2.08% | 82.52% | \$ 64,860 | 2.66% | 6.94% |
| Restaurants | \$ 21,056 | 0.86% | \$ 24,047 | 0.83% | 14.20% | \$ 24,207 | 0.99% | 0.67% |
| Automotive | \$ 772,529 | 31.64% | \$ 867,601 | 29.81% | 12.31% | \$ 881,793 | 36.21% | 1.64% |
| Prof Services\Entertainment | \$ 72,986 | 2.99% | \$ 92,213 | 3.17% | 26.34% | \$ 104,417 | 4.29% | 13.23% |
| Bus Services | \$ 119,028 | 4.88% | \$ 104,916 | 3.61% | -11.86% | \$ 98,544 | 4.05% | -6.07% |
| Manufacturing - Production | \$ 1,184,501 | 48.52% | \$ 1,436,700 | 49.37% | 21.29% | \$ 969,560 | 39.81% | -32.51% |
| Accommodations | \$ 18,250 | 0.75% | \$ 18,733 | 0.64% | 2.65% | \$ 18,607 | 0.76% | -0.67% |
| Utilities | \$ 55,990 | 2.29% | \$ 47,112 | 1.62% | -15.86% | \$ 105,899 | 4.35% | 124.78% |
| Totals | \$ 2,441,277 | 100% | \$ 2,910,281 | 100% | 19.21% | \$ 2,435,397 | 100% | -16.32% |

