



Council Memorandum

To: City Council
From: Jeff Hansen, Finance Director
Date: August 5, 2019
Re: Sales Tax Report

Attached are the sales and use tax reports for June sales (collected in July). Sales tax collections were up \$84,517 (+5.3%) for the month. There is nothing unusual to report, just a good month. Overall, revenue is up \$240,526 (+3.1%) year-to-date compared to 2018. However, when adjusted for seasonality, sales tax revenues are still down slightly (-1.6%) compared to the 2019 Budget.

Overall, sales tax from businesses within the City limits (including Utilities) is up \$240,976 compared to 2018. In terms of dollars, revenues have increased the most from Corporate Center and Heritage/Gateway Village. Golden Road and Golden Heights have the largest decreases compared to last year. By business type, Business Supplies/Services, Utilities, and Accommodations show the largest increases. Manufacturing and Professional Services have decreases year-to-date. Sales tax from businesses outside the City limits, which includes on-line retailers and big-ticket items that are delivered into the City, is now down \$450 (-0.02%) for the year, as a result of the equipment financing payment from May 2018.

Use tax collections were up \$14,932 (+5.0%) for June. We did receive a few larger than normal payments from our manufacturers. For the year, use tax is up \$168,193 (+10.4%) compared to 2018. Manufacturing and Utilities have the largest increases so far this year, with General Merchandise and Automotive showing the largest decreases. 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, and can also be a result of the opening of new businesses.

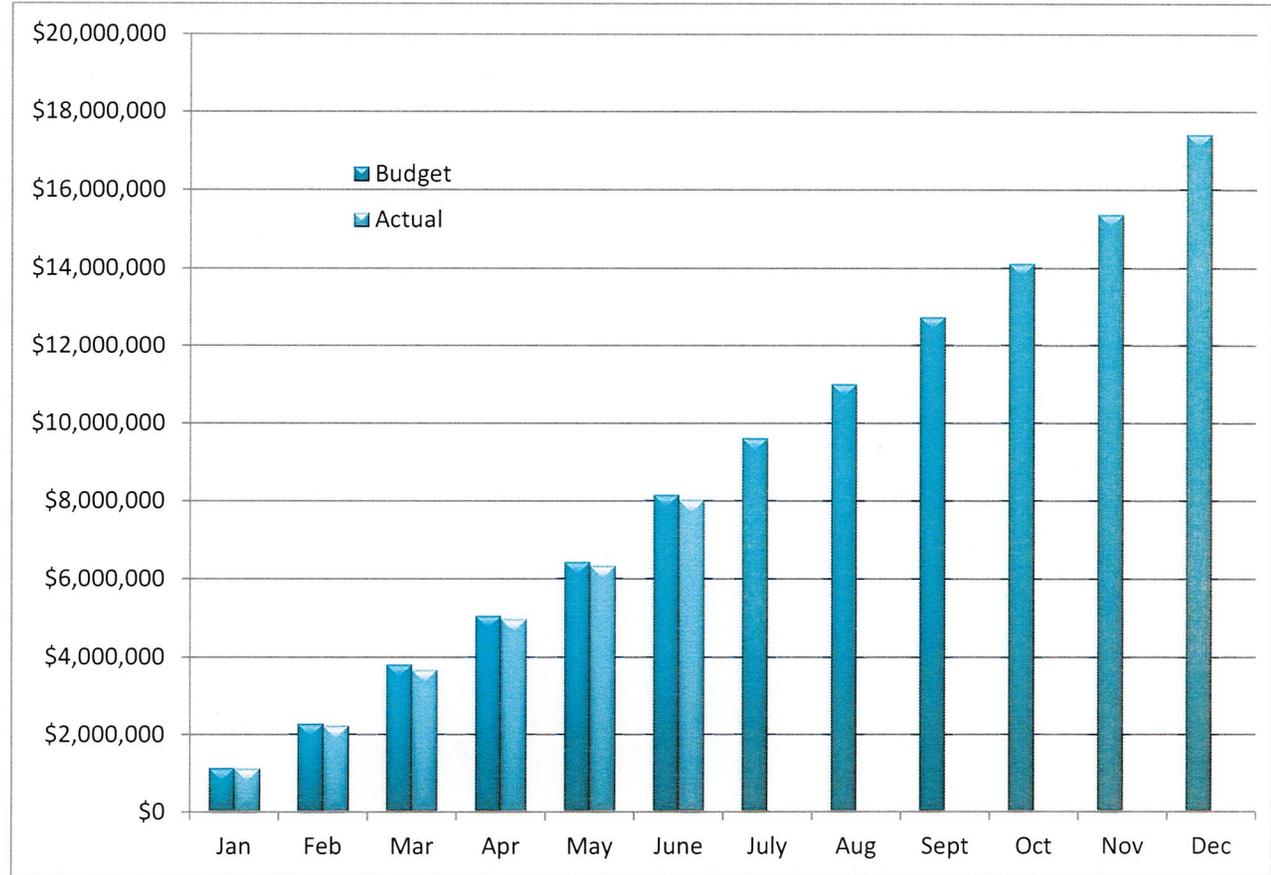
In the area of audit revenue, \$4,112 was collected in July. Including building use tax audits, the total audit revenue collected for 2019 is \$167,148, with an additional \$59,713 collected in building permit and plan check fees. Also, the City continues to have audits in progress and additional audit revenue has been assessed, with collection anticipated over the next few months. \$827,259 have been issued in refunds for the year (reflective of the Supreme Court decision in the Sodexo case). These amounts are shown separately on the attached collection reports.

The one-time payment for May 2018 aside, sales tax revenues continue to be favorable since April. On-going activity from businesses outside the City limits are up and we continue to receive license applications and remittances from on-line vendors. The cool, wet weather in June didn't have a negative impact and things continue to look positive during the summer tourism season.

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

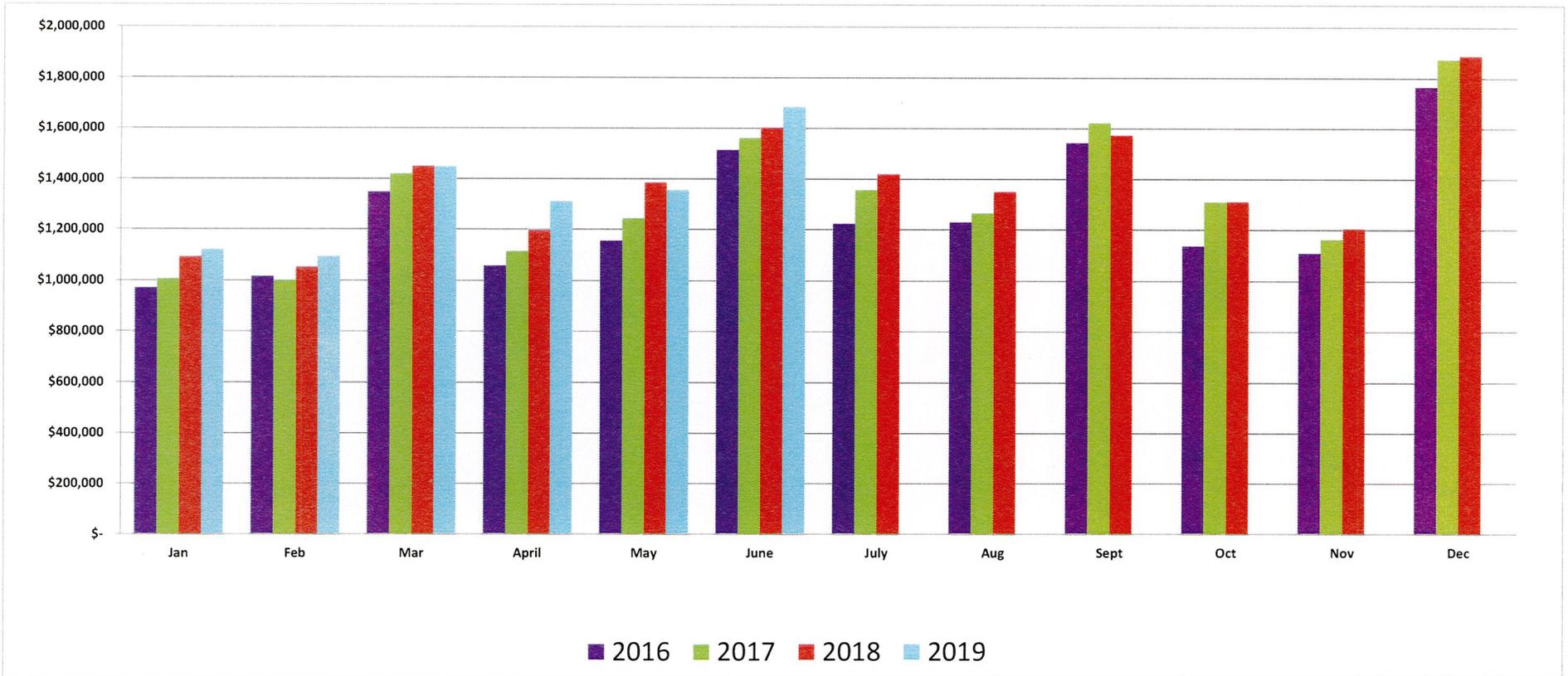
CITY OF GOLDEN
Budget to Actual Comparison
(adjusted for seasonality)
2019 Sales Tax Revenue

<u>Month</u>	<u>YTD Budget</u>	<u>YTD Actual</u>
Jan	\$1,131,848	\$1,121,727
Feb	2,266,376	2,215,811
Mar	3,808,245	3,664,188
Apr	5,057,875	4,976,636
May	6,429,488	6,332,180
June	8,147,499	8,017,681
July	9,612,157	
Aug	11,020,457	
Sept	12,750,372	
Oct	14,116,695	
Nov	15,376,768	
Dec	17,413,650	



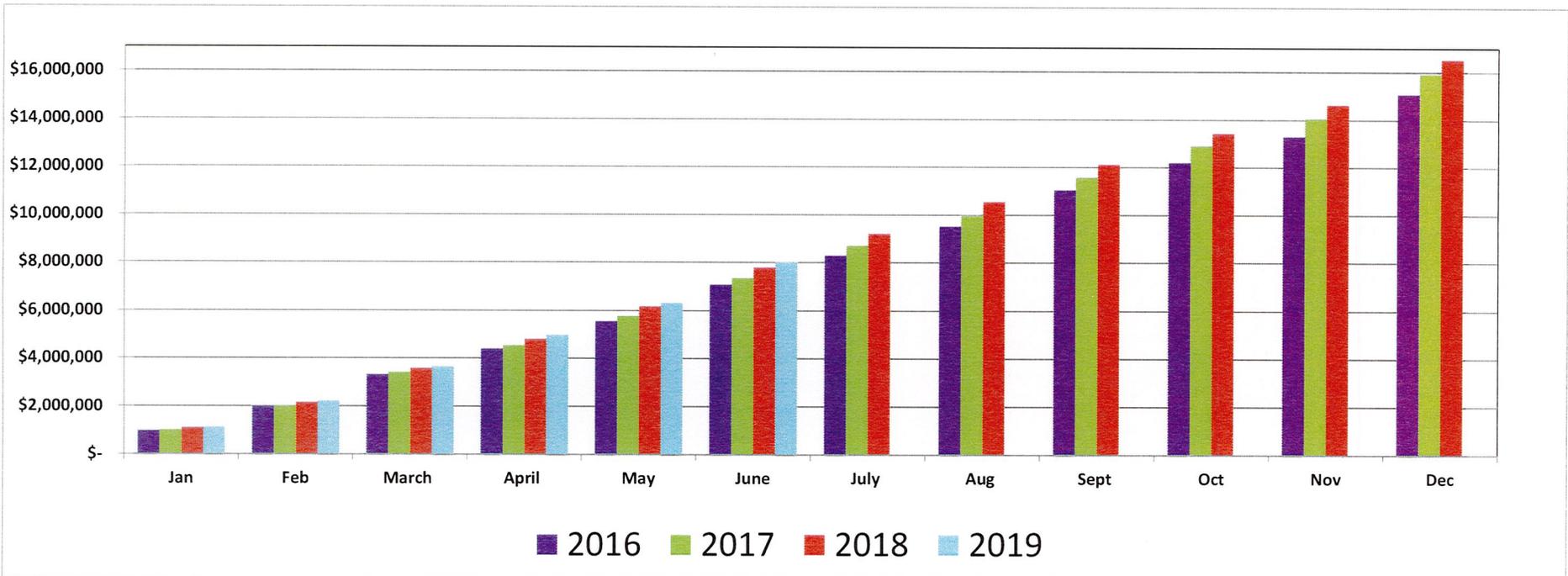
City of Golden
Sales Tax Trends
June (July)
2016-2019

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG																																									
2019	\$ 1,121,727	\$ 1,094,083	\$ 1,448,377	\$ 1,312,449	\$ 1,355,543	\$ 1,685,502							\$ 8,017,681	5.3%																																									
2018	\$ 1,093,179	\$ 1,051,962	\$ 1,449,975	\$ 1,195,615	\$ 1,385,438	\$ 1,600,985	\$ 1,419,564	\$ 1,350,087	\$ 1,573,223	\$ 1,311,303	\$ 1,204,594	\$ 1,889,199	\$ 16,525,125	2.5%																																									
2017	\$ 1,006,334	\$ 1,001,710	\$ 1,419,831	\$ 1,115,633	\$ 1,244,080	\$ 1,562,078	\$ 1,357,048	\$ 1,265,695	\$ 1,622,168	\$ 1,310,702	\$ 1,163,305	\$ 1,874,575	\$ 15,943,159	3.2%																																									
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	\$ 1,109,698	\$ 1,765,585	\$ 15,066,928	7.3%																																									
<table style="width: 100%; border: none;"> <tr> <td style="width: 33%;">MTD Sales Tax Audit Revenue</td> <td style="width: 10%;">\$</td> <td style="width: 10%;">2,209</td> <td style="width: 10%;"></td> <td style="width: 10%;">MTD Audit Permit Fees</td> <td style="width: 10%;">\$</td> <td style="width: 10%;">968</td> <td style="width: 10%;"></td> <td colspan="6" style="text-align: right;">* Percentage Change is for current month only (highlighted)</td> </tr> <tr> <td>Less: MTD Sales Tax Refunds</td> <td>\$</td> <td>(813,685)</td> <td></td> <td>MTD Audit Plan Check Fees</td> <td>\$</td> <td>629</td> <td></td> <td colspan="6"></td> </tr> <tr> <td>Net Sales Tax Revenue</td> <td>\$</td> <td>(811,477)</td> <td></td> <td>Net Fees Collected</td> <td>\$</td> <td>1,596</td> <td></td> <td colspan="6"></td> </tr> </table>														MTD Sales Tax Audit Revenue	\$	2,209		MTD Audit Permit Fees	\$	968		* Percentage Change is for current month only (highlighted)						Less: MTD Sales Tax Refunds	\$	(813,685)		MTD Audit Plan Check Fees	\$	629								Net Sales Tax Revenue	\$	(811,477)		Net Fees Collected	\$	1,596							
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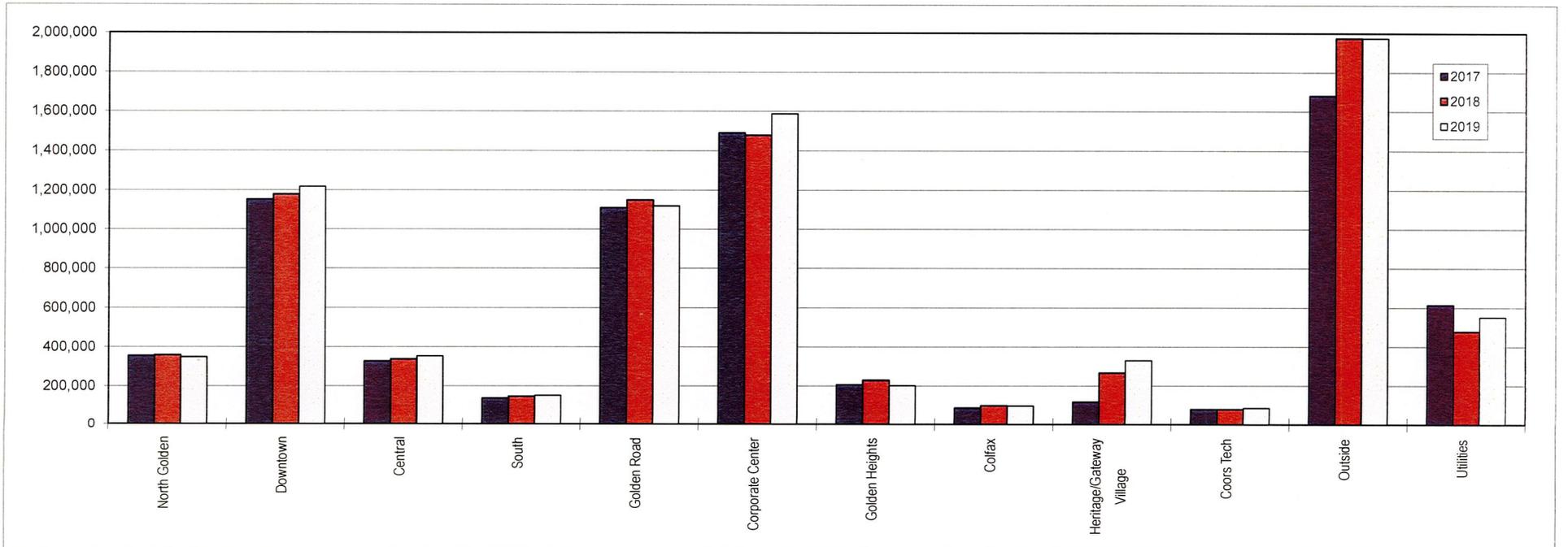
City of Golden
Sales Tax Trends
YTD June (July)
2016-2019

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2019	\$ 1,121,727	\$ 2,215,811	\$ 3,664,188	\$ 4,976,636	\$ 6,332,180	\$ 8,017,681							\$ 8,017,681	3.1%
2018	\$ 1,093,179	\$ 2,145,142	\$ 3,595,117	\$ 4,790,732	\$ 6,176,170	\$ 7,777,155	\$ 9,196,719	\$ 10,546,807	\$ 12,120,029	\$ 13,431,332	\$ 14,635,926	\$ 16,525,125	\$ 16,525,125	5.8%
2017	\$ 1,006,334	\$ 2,008,044	\$ 3,427,875	\$ 4,543,508	\$ 5,787,588	\$ 7,349,666	\$ 8,706,714	\$ 9,972,409	\$ 11,594,577	\$ 12,905,279	\$ 14,068,587	\$ 15,943,159	\$ 15,943,159	4.1%
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	\$ 13,301,343	\$ 15,066,928	\$ 15,066,928	5.6%
YTD Sales Tax Audit Revenue			\$30,789				YTD Audit Permit Fees	\$ 37,968						* Percentage Change - YTD percentage change
Less: YTD Sales Tax Refunds			\$ (827,711)				YTD Audit Plan Check Fees	\$ 21,745						
Other Sales Tax Revenue			(\$791,922)				Net Fees Collected	\$ 59,713						



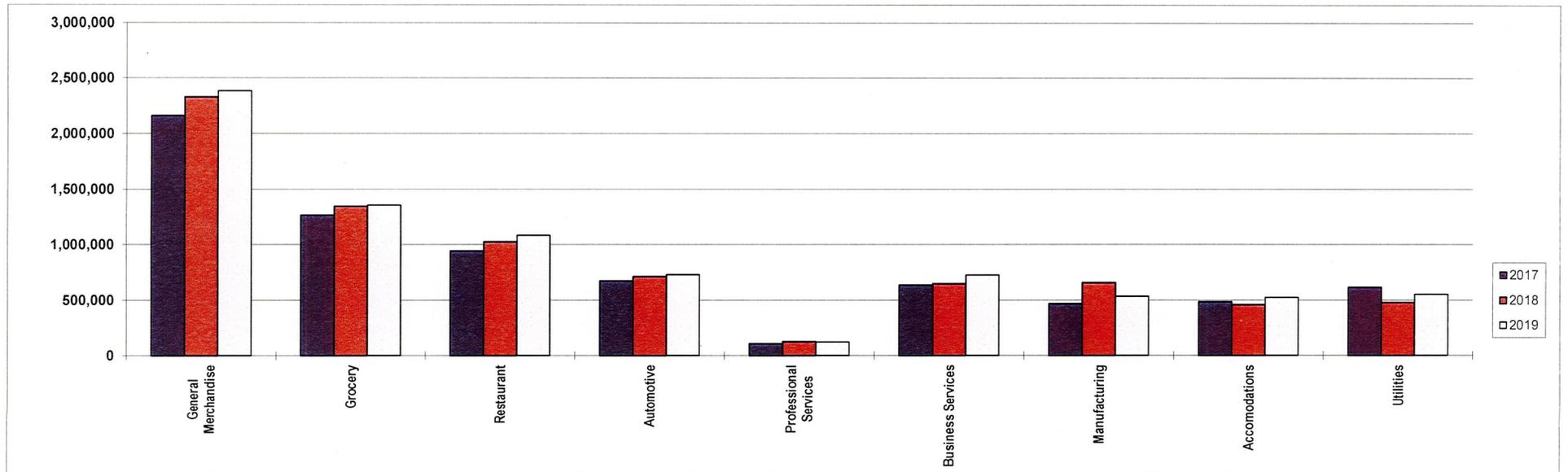
City of Golden
Sales Tax Revenue By Location
YTD June (July)
2017/2018/2019

Area	2017 Sales Tax	% of total Sales Tax	2017-2016 % Change	2018 Sales Tax	% of total Sales Tax	2018-2017 % Change	2019 Sales Tax	% of total Sales Tax	2019-2018 % Change
North Golden	\$ 353,061	4.80%	9.32%	\$ 358,289	4.61%	1.48%	\$ 347,845	4.34%	-2.91%
Downtown	\$ 1,151,523	15.67%	5.03%	\$ 1,178,590	15.15%	2.35%	\$ 1,217,096	15.18%	3.27%
Central	\$ 325,292	4.43%	7.44%	\$ 336,325	4.32%	3.39%	\$ 352,567	4.40%	4.83%
South	\$ 137,412	1.87%	1.97%	\$ 147,693	1.90%	7.48%	\$ 151,380	1.89%	2.50%
Golden Road	\$ 1,108,760	15.09%	9.29%	\$ 1,149,500	14.78%	3.67%	\$ 1,119,114	13.96%	-2.64%
Corporate Center	\$ 1,489,712	20.27%	1.89%	\$ 1,477,978	19.00%	-0.79%	\$ 1,587,471	19.80%	7.41%
Golden Heights	\$ 205,685	2.80%	1.19%	\$ 228,912	2.94%	11.29%	\$ 202,038	2.52%	-11.74%
Colfax	\$ 86,927	1.18%	-7.71%	\$ 99,336	1.28%	14.28%	\$ 97,774	1.22%	-1.57%
Heritage /Gateway Village	\$ 118,768	1.62%	-23.27%	\$ 266,986	3.43%	124.80%	\$ 329,577	4.11%	23.44%
Coors Technology	\$ 79,014	1.08%	121.55%	\$ 80,084	1.03%	1.35%	\$ 86,183	1.07%	7.62%
Outside	\$ 1,680,451	22.86%	0.52%	\$ 1,975,043	25.40%	17.53%	\$ 1,974,593	24.63%	-0.02%
Utilities	\$ 613,062	8.34%	7.82%	\$ 478,418	6.15%	-21.96%	\$ 552,043	6.89%	15.39%
Totals	\$ 7,349,666	100.00%	4.08%	\$ 7,777,155	100.00%	5.82%	\$ 8,017,681	100.00%	3.09%



City of Golden
Sales Tax Revenue By Type
YTD June (July)
2017/2018/2019

Type	2017 Sales Tax	% of total Sales Tax	2017-2016 % Change	2018 Sales Tax	% of total Sales Tax	2018-2017 % Change	2019 Sales Tax	% of total Sales Tax	2019-2018 % Change
General Merchandise	\$ 2,162,265	29.42%	6.15%	\$ 2,332,246	29.99%	7.86%	\$ 2,386,854	29.77%	2.34%
Grocery	\$ 1,264,030	17.20%	3.33%	\$ 1,346,975	17.32%	6.56%	\$ 1,356,091	16.91%	0.68%
Restaurants	\$ 942,777	12.83%	6.67%	\$ 1,023,883	13.17%	8.60%	\$ 1,085,249	13.54%	5.99%
Automotive	\$ 672,046	9.14%	3.69%	\$ 711,650	9.15%	5.89%	\$ 729,169	9.09%	2.46%
Prof Services\Entertainment	\$ 106,361	1.45%	-6.63%	\$ 124,220	1.60%	16.79%	\$ 121,480	1.52%	-2.21%
Bus ServicesSupp.	\$ 634,584	8.63%	-0.56%	\$ 645,165	8.30%	1.67%	\$ 725,386	9.05%	12.43%
Manufacturing - Production	\$ 468,771	6.38%	-10.13%	\$ 655,208	8.42%	39.77%	\$ 534,876	6.67%	-18.37%
Accommodations	\$ 485,770	6.61%	13.70%	\$ 459,389	5.91%	-5.43%	\$ 526,533	6.57%	14.62%
Utilities	\$ 613,062	8.34%	7.82%	\$ 478,418	6.15%	-21.96%	\$ 552,043	6.89%	15.39%
Totals	\$ 7,349,666	100.00%	4.08%	\$ 7,777,155	100.00%	5.82%	\$ 8,017,681	100.00%	3.09%



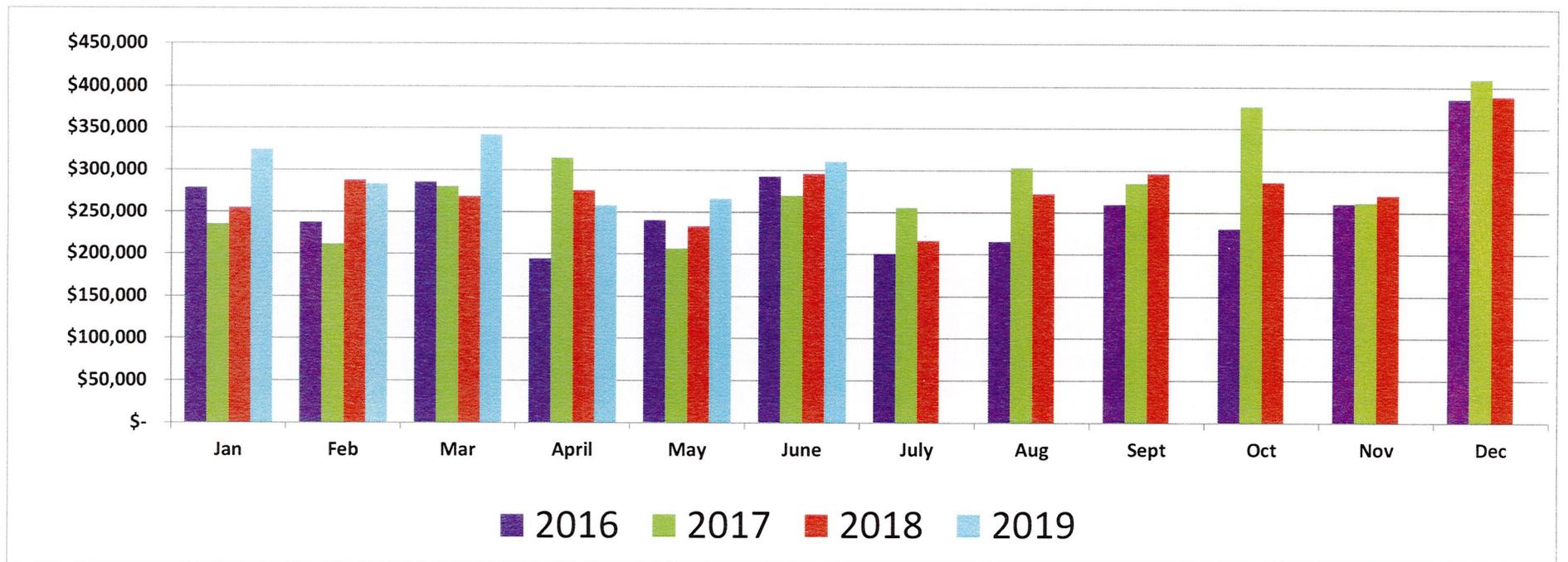
City of Golden
Use Tax Trends
June (July)
2016-2019

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2019	\$ 324,439	\$ 283,332	\$ 341,801	\$ 258,206	\$ 266,694	\$ 310,824							\$ 1,785,296	5.0%
2018	\$ 255,325	\$ 287,767	\$ 268,990	\$ 276,136	\$ 232,993	\$ 295,892	\$ 216,051	\$ 272,718	\$ 296,358	\$ 286,486	\$ 271,303	\$ 389,160	\$ 3,349,178	9.3%
2017	\$ 235,196	\$ 211,570	\$ 280,802	\$ 315,407	\$ 206,861	\$ 270,677	\$ 256,138	\$ 303,761	\$ 285,295	\$ 377,169	\$ 262,253	\$ 409,490	\$ 3,414,619	-7.5%
2016	\$ 278,990	\$ 237,225	\$ 285,559	\$ 194,318	\$ 240,102	\$ 292,505	\$ 200,678	\$ 215,156	\$ 259,981	\$ 230,883	\$ 260,773	\$ 385,860	\$ 3,082,030	-7.1%

MTD Use Tax Audit Revenue \$ 1,903 <<<< includes building use tax audit revenue * Percentage Change is for current month only (highlighted)

Less: MTD Use Tax Refunds \$ -

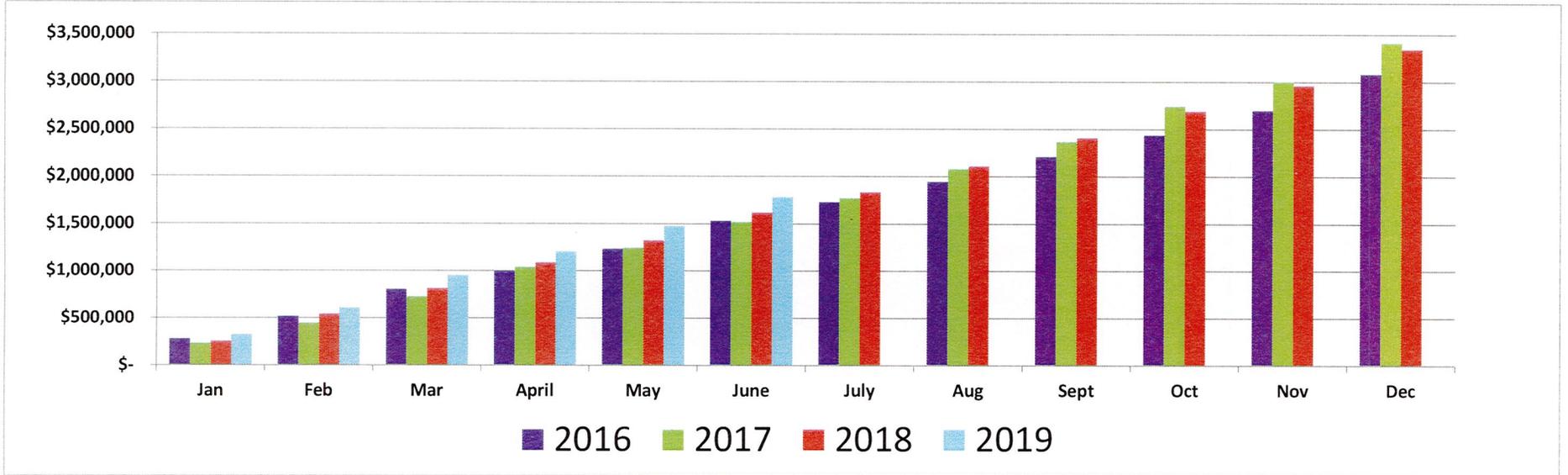
Other Use Tax Revenue \$ 1,903



*Amounts reported on the cash basis

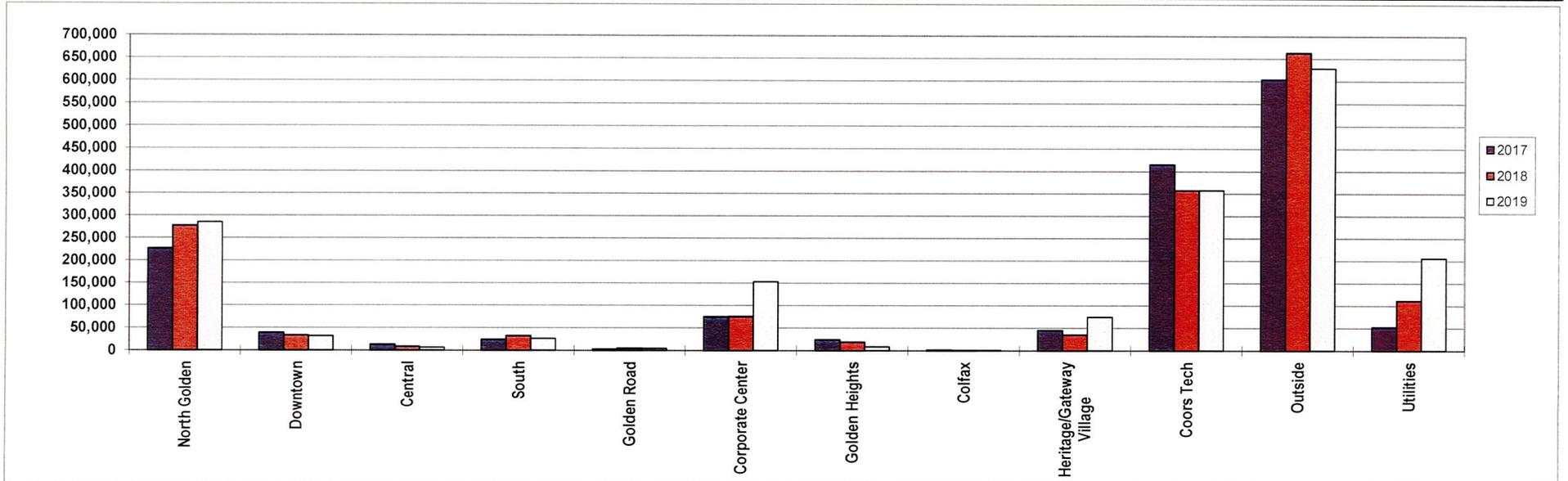
**City of Golden
Use Tax Trends
YTD June (July)
2016-2019**

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	YTD % Chng	
2019	\$ 324,439	\$ 607,771	\$ 949,572	\$ 1,207,779	\$ 1,474,473	\$ 1,785,296							\$ 1,785,296	10.4%	
2018	\$ 255,325	\$ 543,092	\$ 812,082	\$ 1,088,218	\$ 1,321,210	\$ 1,617,103	\$ 1,833,153	\$ 2,105,871	\$ 2,402,229	\$ 2,688,715	\$ 2,960,018	\$ 3,349,178	\$ 3,349,178	6.4%	
2017	\$ 235,196	\$ 446,766	\$ 727,568	\$ 1,042,975	\$ 1,249,836	\$ 1,520,513	\$ 1,776,651	\$ 2,080,412	\$ 2,365,707	\$ 2,742,876	\$ 3,005,129	\$ 3,414,619	\$ 3,414,619	-0.5%	
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	\$ 2,696,170	\$ 3,082,030	\$ 3,082,030	-15.0%	
YTD Use Tax Audit Revenue				\$ 136,359	<<<< includes building use tax audit revenue										** Percentage Change is YTD %
Less: YTD Use Tax Refunds				\$ (4,548)											
Other Use Tax Revenue				\$ 131,811											



City of Golden
Use Tax Revenue By Location
YTD June (July)
2017/2018/2019

Area	2017 Use Tax	% of total Use Tax	2017-2016 % Change	2018 Use Tax	% of total Use Tax	2018-2017 % Change	2019 Use Tax	% of total Use Tax	2019-2018 % Change
North Golden	\$ 226,090	14.87%	-17.59%	\$ 277,088	17.13%	22.56%	\$ 285,056	15.97%	2.88%
Downtown	\$ 38,837	2.55%	-24.74%	\$ 33,418	2.07%	-13.95%	\$ 31,902	1.79%	-4.54%
Central	\$ 12,740	0.84%	30.34%	\$ 8,566	0.53%	-32.77%	\$ 6,814	0.38%	-20.45%
South	\$ 24,053	1.58%	16.13%	\$ 31,952	1.98%	32.84%	\$ 26,316	1.47%	-17.64%
Golden Road	\$ 2,943	0.19%	-39.77%	\$ 4,599	0.28%	56.27%	\$ 4,853	0.27%	5.54%
Corporate Center	\$ 74,991	4.93%	-5.82%	\$ 75,505	4.67%	0.68%	\$ 153,009	8.57%	102.65%
Golden Heights	\$ 24,133	1.59%	-9.04%	\$ 18,939	1.17%	-21.52%	\$ 9,072	0.51%	-52.10%
Colfax	\$ 1,235	0.08%	58.38%	\$ 828	0.05%	-32.95%	\$ 1,127	0.06%	36.06%
Heritage/Gateway Village	\$ 44,862	2.95%	167.50%	\$ 34,883	2.16%	-22.24%	\$ 74,799	4.19%	114.43%
Coors Technology	\$ 415,104	27.30%	17.58%	\$ 356,987	22.08%	-14.00%	\$ 357,800	20.04%	0.23%
Outside	\$ 603,361	39.68%	6.75%	\$ 663,096	41.01%	9.90%	\$ 628,157	35.19%	-5.27%
Utilities	\$ 52,166	3.43%	-31.13%	\$ 111,244	6.88%	113.25%	\$ 206,390	11.56%	85.53%
Totals	\$ 1,520,513	100.00%	-0.54%	\$ 1,617,103	100.00%	6.35%	\$ 1,785,296	100.00%	10.40%



City of Golden
Use Tax Revenue By Type
YTD June (July)
2017/2018/2019

Type	2017 Use Tax	% of total Use Tax	2017-2016 % Change	2018 Use Tax	% of total Use Tax	2018-2017 % Change	2019 Use Tax	% of total Use Tax	2019-2018 % Change
General Merchandise	\$ 98,455	6.48%	-14.28%	\$ 146,064	9.03%	48.36%	\$ 68,811	3.85%	-52.89%
Grocery	\$ 44,031	2.90%	12.62%	\$ 43,225	2.67%	-1.83%	\$ 33,034	1.85%	-23.58%
Restaurants	\$ 8,480	0.56%	-42.10%	\$ 14,684	0.91%	73.16%	\$ 7,376	0.41%	-49.77%
Automotive	\$ 566,857	37.28%	7.51%	\$ 607,209	37.55%	7.12%	\$ 570,980	31.98%	-5.97%
Prof Services\Entertainment	\$ 77,649	5.11%	25.03%	\$ 61,862	3.83%	-20.33%	\$ 63,400	3.55%	2.49%
Bus Services	\$ 97,363	6.40%	64.98%	\$ 69,544	4.30%	-28.57%	\$ 99,747	5.59%	43.43%
Manufacturing - Production	\$ 567,612	37.33%	-8.92%	\$ 554,853	34.31%	-2.25%	\$ 729,057	40.84%	31.40%
Accommodations	\$ 7,901	0.52%	-38.19%	\$ 8,416	0.52%	6.51%	\$ 6,502	0.36%	-22.75%
Utilities	\$ 52,166	3.43%	-31.13%	\$ 111,244	6.88%	113.25%	\$ 206,390	11.56%	85.53%
Totals	\$ 1,520,513	100.00%	-0.54%	\$ 1,617,103	100.00%	6.35%	\$ 1,785,296	100.00%	10.40%

