



Council Memorandum

To: City Council
From: Jeff Hansen, Finance Director 
Through: Jason Slowinski, City Manager
Date: May 8, 2017
Re: Sales Tax Report

Attached are the sales and use tax reports for March sales (collected in April). Sales tax collections were up \$72,626 (5.4%) for the month. While there were a couple of vendors catching up on delinquent returns, the increase without those payments was still over 4% for the month. Overall, revenue is up \$94,177 (+2.8%) year-to-date compared to 2016. When adjusted for seasonality, sales tax revenues exceed the 2017 Budget by 1.8%.

Overall, sales tax from businesses within the City limits (including Utilities) is up \$134,903 compared to 2016. In terms of dollars, revenues have increased the most from Golden Road, Corporate Center, and North Golden. The Heritage/Gateway Village (new name) area shows the largest decrease compared to last year. By business type, General Merchandise, Restaurants, and Utilities show the largest increases. Manufacturing and Professional Services have the largest decreases for the year. Sales tax from businesses outside the City limits, which includes big ticket items that are delivered into the City, is down \$40,726 (-4.76%) for the year.

Use tax collections were down \$4,757 (-1.7%) for March. For the year, use tax is down \$74,206 (-9.3%) compared to 2016. Business Services, Professional Services, General Merchandise, and Automotive are up so far this 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.

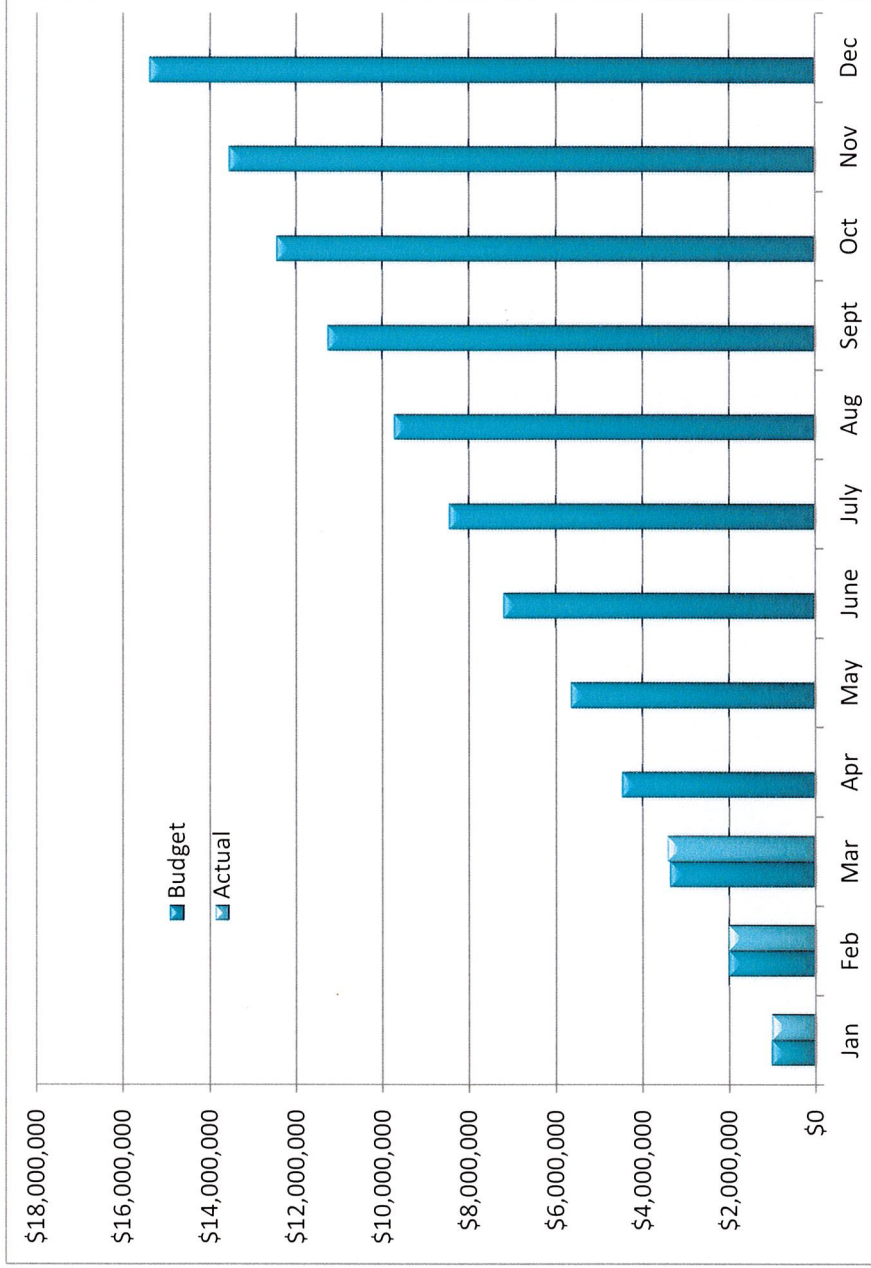
In the area of audit revenue, \$1,631 was collected in April. Including building use tax audits, the total audit revenue collected so far in 2017 is \$212,912. Also, the City continues to have audits in progress and additional audit revenue has been assessed, with collection anticipated over the next few months. \$32,832 have been issued in refunds for the year. These amounts are shown separately on the attached collection reports.

While March sales were good, it does appear that the large growth in sales tax revenue is tapering off to a certain degree. The strong numbers for Restaurants (sales tax) and Automotive (use tax) are positive signs in regards to discretionary spending. As we head into spring/summer, we'll look for a strong tourism season. And we're still awaiting a large chunk of manufacturing use tax that should be coming in soon. At this point, the outlook for 2017 is still good.

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

CITY OF GOLDEN
Budget to Actual Comparison
(adjusted for seasonality)
2017 Sales Tax Revenue

<u>Month</u>	<u>YTD Budget</u>	<u>YTD Actual</u>
Jan	\$1,014,831	\$1,006,334
Feb	2,013,664	2,008,044
Mar	3,366,552	3,427,875
Apr	4,479,702	
May	5,655,075	
June	7,201,833	
July	8,457,624	
Aug	9,724,363	
Sept	11,273,432	
Oct	12,454,670	
Nov	13,558,336	
Dec	15,400,650	

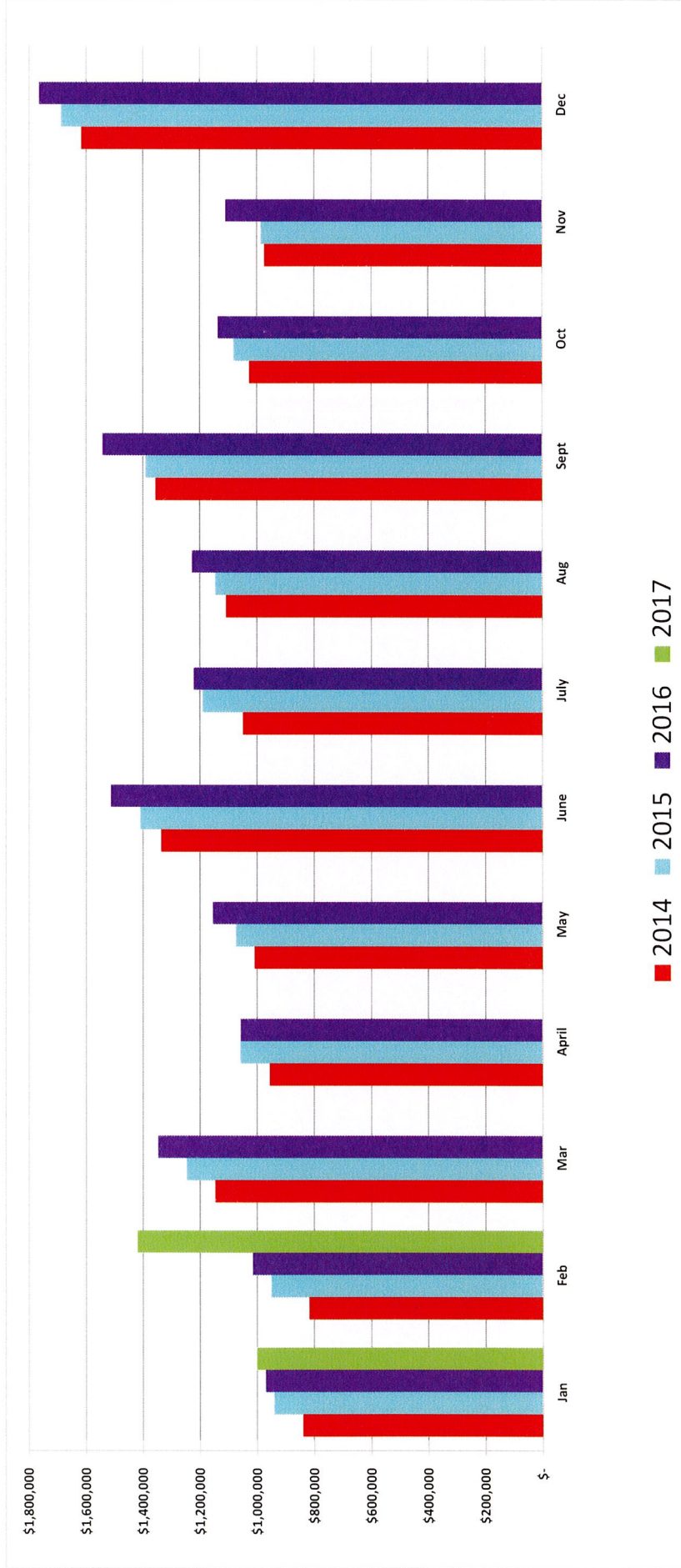


City of Golden
Sales Tax Trends
Month of March (April)
2014-2017

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2017	\$ 1,006,334	\$ 1,001,710	\$ 1,419,831	\$ 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	\$ 3,427,875	5.4%
2016	\$ 970,666	\$ 1,015,627	\$ 1,347,205	\$ 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	\$ 15,066,928	8.0%
2015	\$ 940,868	\$ 951,043	\$ 1,247,072	\$ 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	\$ 14,175,341	8.8%
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	8.0%

MTD Sales Tax Audit Revenue \$700
Less: MTD Sales Tax Refunds \$0
Net Sales Tax Revenue \$700

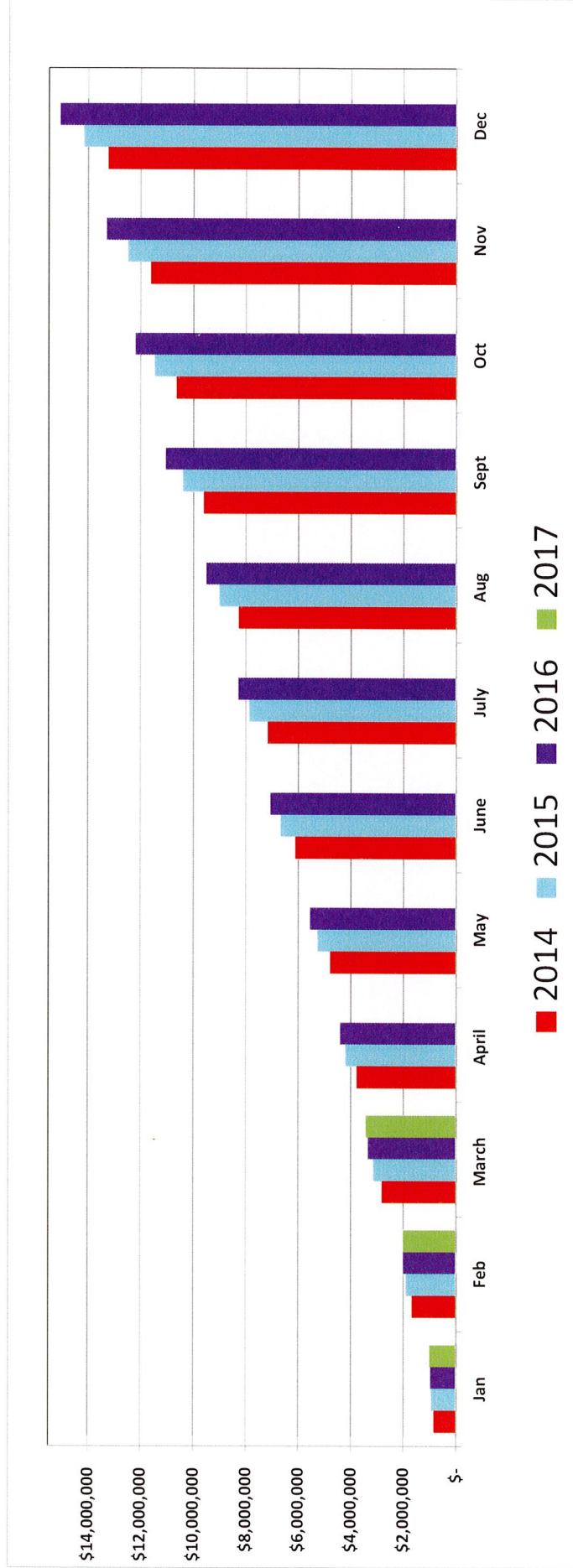
* Percentage Change is for current month only (highlighted)



City of Golden
Sales Tax Trends
YTD March (April)
2014-2017

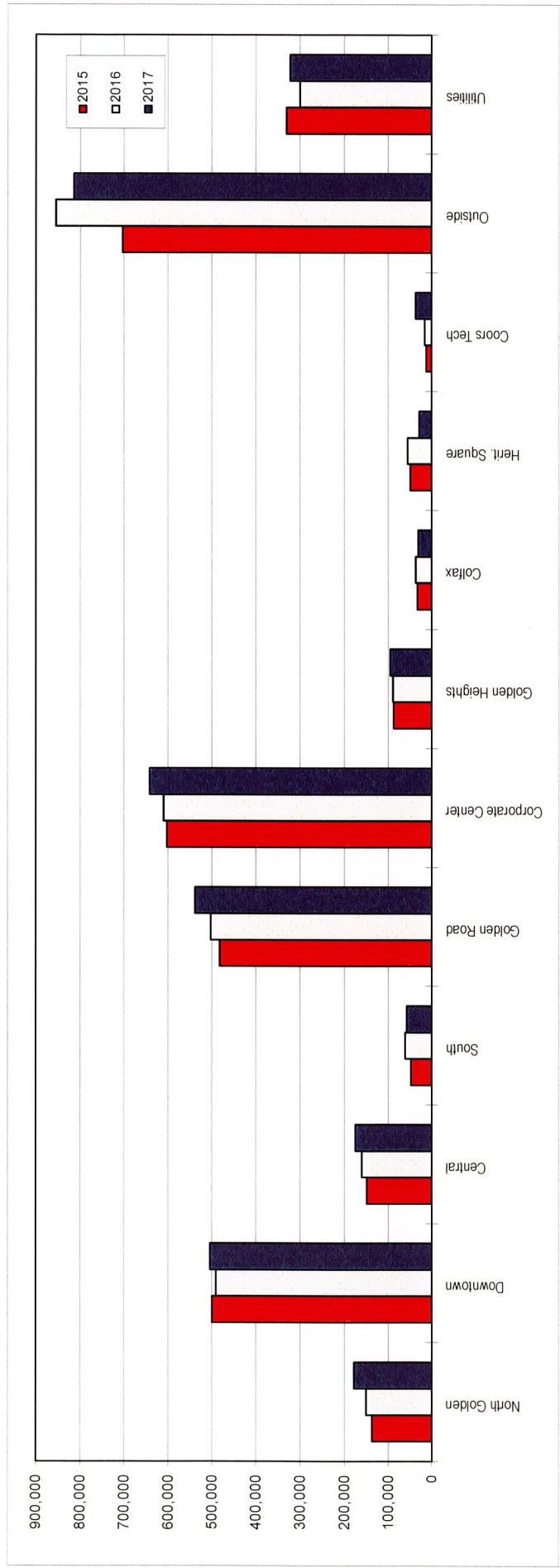
	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2017	\$ 1,006,334	\$ 2,008,044	\$ 3,427,875	\$ 4,391,362	\$ 5,547,407	\$ 7,061,751	\$ 8,283,396	\$ 9,511,124	\$ 11,054,351	\$ 12,191,645	\$ 13,301,343	\$ 15,066,928	\$ 3,427,875	<u>2.8%</u>
2016	\$ 970,666	\$ 1,986,493	\$ 3,333,698	\$ 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	\$ 15,066,928	<u>6.2%</u>
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	<u>12.0%</u>
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	<u>4.7%</u>
YTD Sales Tax Audit Revenue			\$122,261											
Less: YTD Sales Tax Refunds			(\$1,016)											
Other Sales Tax Revenue			\$121,245											

* Percentage Change - YTD percentage change



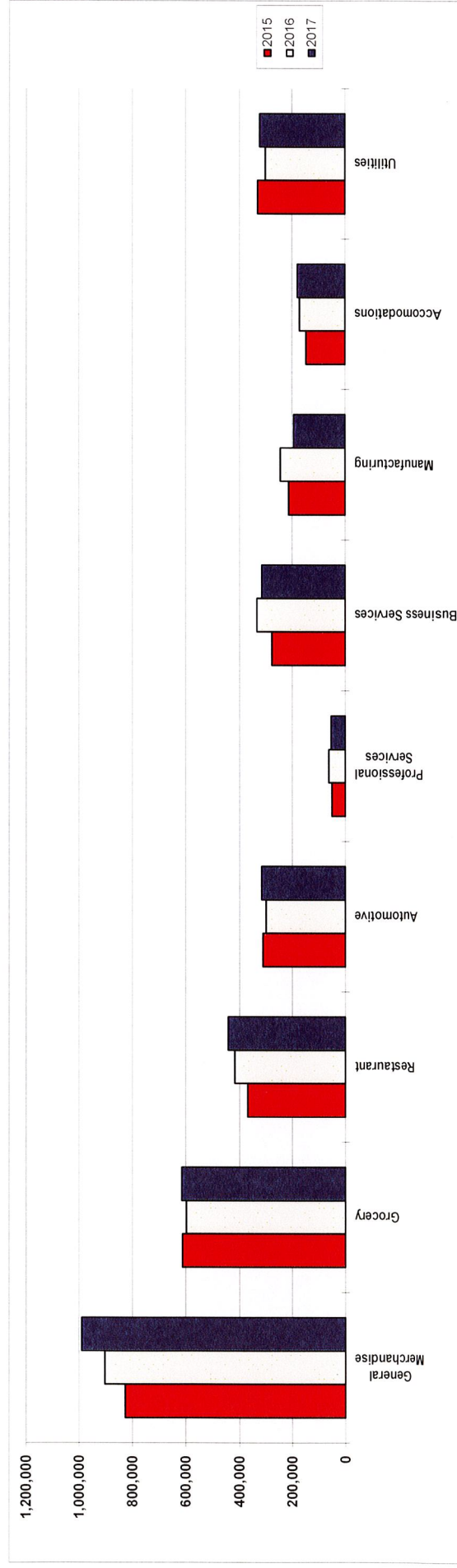
City of Golden
Sales Tax Revenue By Location
YTD March (April)
2015/2016/2017

Area	2015		2016		2016-2015		2017		2017-2016	
	Sales Tax	% of total Sales Tax	Sales Tax	% of total Sales Tax	Sales Tax	% Change	Sales Tax	% of total Sales Tax	Sales Tax	% Change
North Golden	\$ 136,734	4.36%	\$ 150,609	4.52%	\$ 150,609	10.15%	\$ 177,849	5.19%	\$ 177,849	18.09%
Downtown	\$ 499,938	15.93%	\$ 491,132	14.73%	\$ 491,132	-1.76%	\$ 504,616	14.72%	\$ 504,616	2.75%
Central	\$ 148,240	4.72%	\$ 159,732	4.79%	\$ 159,732	7.75%	\$ 174,954	5.10%	\$ 174,954	9.53%
South	\$ 48,796	1.55%	\$ 62,518	1.88%	\$ 62,518	28.12%	\$ 58,614	1.71%	\$ 58,614	-6.24%
Golden Road	\$ 482,533	15.37%	\$ 503,267	15.10%	\$ 503,267	4.30%	\$ 538,889	15.72%	\$ 538,889	7.08%
Corporate Center	\$ 603,464	19.22%	\$ 610,654	18.32%	\$ 610,654	1.19%	\$ 641,679	18.72%	\$ 641,679	5.08%
Golden Heights	\$ 87,741	2.80%	\$ 89,723	2.69%	\$ 89,723	2.26%	\$ 95,669	2.79%	\$ 95,669	6.63%
Colfax	\$ 34,187	1.09%	\$ 38,037	1.14%	\$ 38,037	11.26%	\$ 32,218	0.94%	\$ 32,218	-15.30%
Heritage /Gateway Village	\$ 50,490	1.61%	\$ 56,129	1.68%	\$ 56,129	11.17%	\$ 29,452	0.86%	\$ 29,452	-47.53%
Coors Technology	\$ 13,038	0.42%	\$ 16,702	0.50%	\$ 16,702	28.10%	\$ 37,681	1.10%	\$ 37,681	125.61%
Outside	\$ 703,708	22.42%	\$ 855,234	25.65%	\$ 855,234	21.53%	\$ 814,508	23.76%	\$ 814,508	-4.76%
Utilities	\$ 330,113	10.52%	\$ 299,962	9.00%	\$ 299,962	-9.13%	\$ 321,749	9.39%	\$ 321,749	7.26%
Totals	\$ 3,138,983	100%	\$ 3,333,698	100%	\$ 3,333,698	6.20%	\$ 3,427,875	100%	\$ 3,427,875	2.83%



City of Golden
Sales Tax Revenue By Type
YTD March (April)
2015/2016/2017

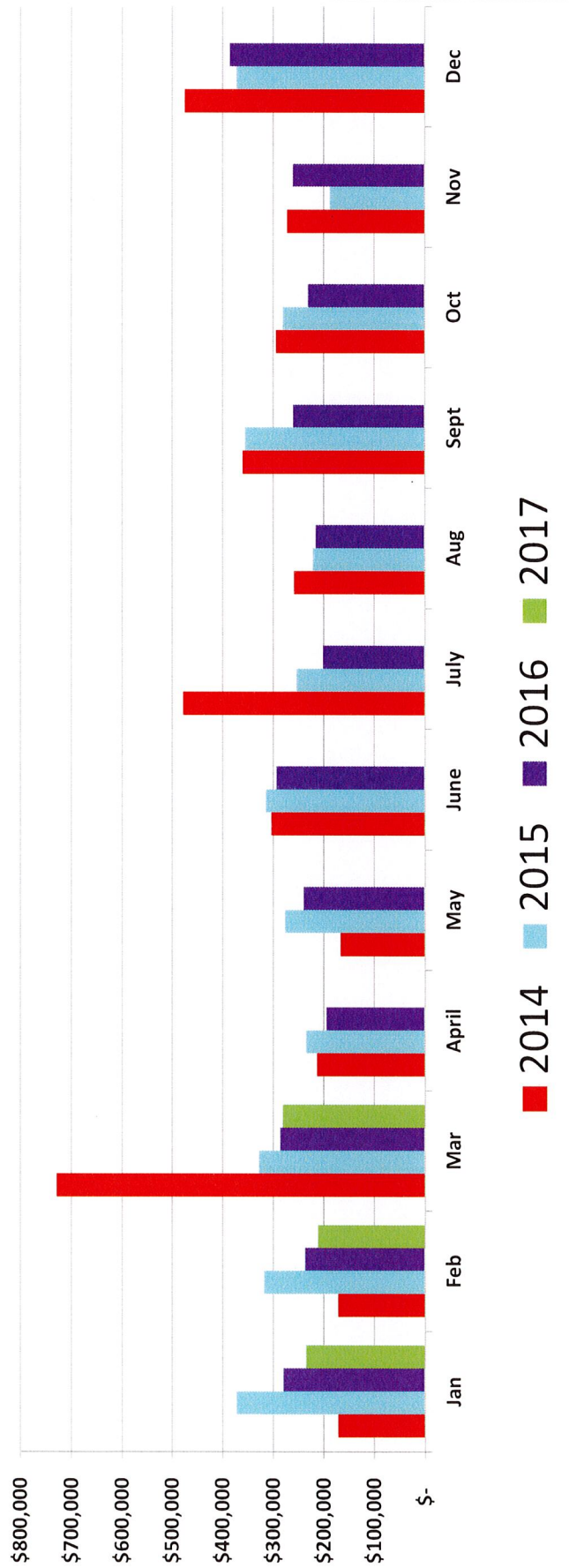
Type	2015		2016		2016-2015		2017		2017-2016	
	Sales Tax	% of total Sales Tax	Sales Tax	% of total Sales Tax	Sales Tax	% Change	Sales Tax	% of total Sales Tax	Sales Tax	% Change
General Merchandise	\$ 827,143	26.35%	\$ 904,289	27.13%	\$ 9,333	9.33%	\$ 990,137	28.88%	\$ 86,848	9.49%
Grocery	\$ 613,590	19.55%	\$ 598,271	17.95%	\$ -15,319	-2.50%	\$ 615,593	17.96%	\$ 17,322	2.90%
Restaurants	\$ 369,501	11.77%	\$ 417,935	12.54%	\$ 48,434	13.11%	\$ 443,019	12.92%	\$ -24,916	6.00%
Automotive	\$ 310,221	9.88%	\$ 298,961	8.97%	\$ -11,260	-3.63%	\$ 315,102	9.19%	\$ 16,141	5.40%
Prof Services/Entertainment	\$ 50,760	1.62%	\$ 62,226	1.87%	\$ 11,466	22.59%	\$ 53,710	1.57%	\$ -8,516	-13.69%
Bus Services/Supp.	\$ 277,162	8.83%	\$ 333,807	10.01%	\$ 56,645	20.44%	\$ 314,304	9.17%	\$ -19,503	-5.84%
Manufacturing - Production	\$ 213,497	6.80%	\$ 245,480	7.36%	\$ 31,983	14.98%	\$ 194,088	5.66%	\$ -151,401	-20.94%
Accommodations	\$ 146,995	4.68%	\$ 172,767	5.18%	\$ 25,772	17.53%	\$ 180,174	5.26%	\$ 7,407	4.29%
Utilities	\$ 330,113	10.52%	\$ 299,962	9.00%	\$ -30,151	-9.13%	\$ 321,749	9.39%	\$ 21,787	7.26%
Totals	\$ 3,138,983	100.00%	\$ 3,333,698	100.00%	\$ 194,715	6.20%	\$ 3,427,875	100.00%	\$ 94,177	2.83%



City of Golden
Use Tax Trends
Month of March (April)
2014-2017

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2017	\$ 235,196	\$ 211,570	\$ 280,802										\$ 727,568	-1.7%
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	-12.8%
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	-95.0%
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	96.4%
MTD Use Tax Audit Revenue			\$931	<<<	<<<	<<<	<<<	<<<	<<<	<<<	<<<	<<<	<<<	
Less: MTD Use Tax Refunds			\$0											
Other Use Tax Revenue			\$931											

* Percentage Change is for current month only (highlighted)

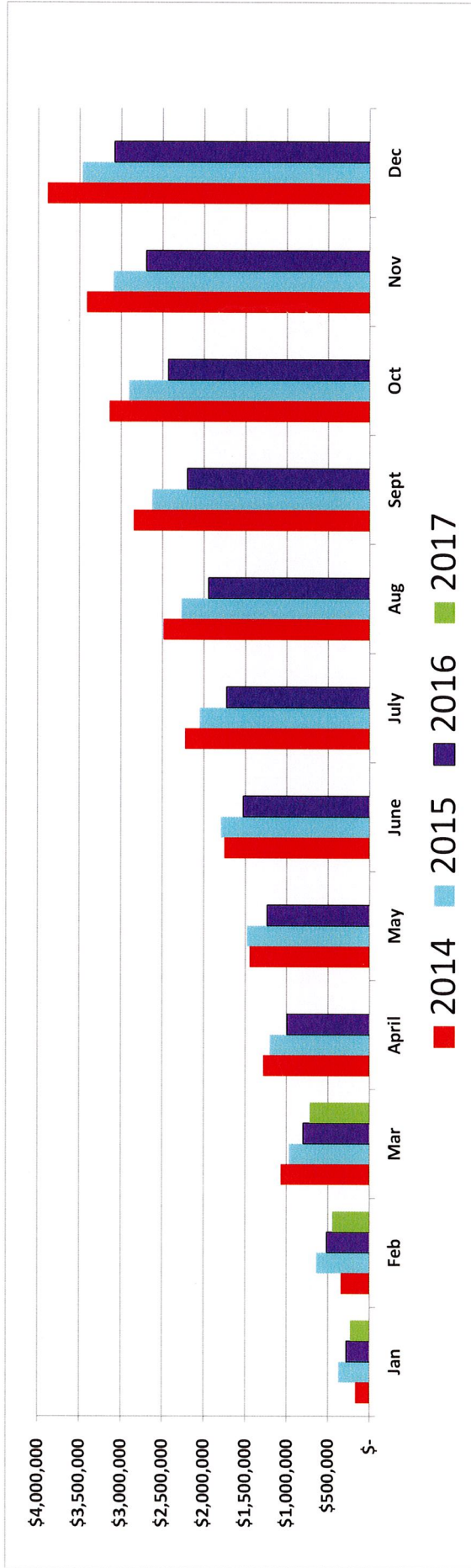


*Amounts reported on the cash basis

City of Golden
Use Tax Trends
YTD March (April)
2014-2017

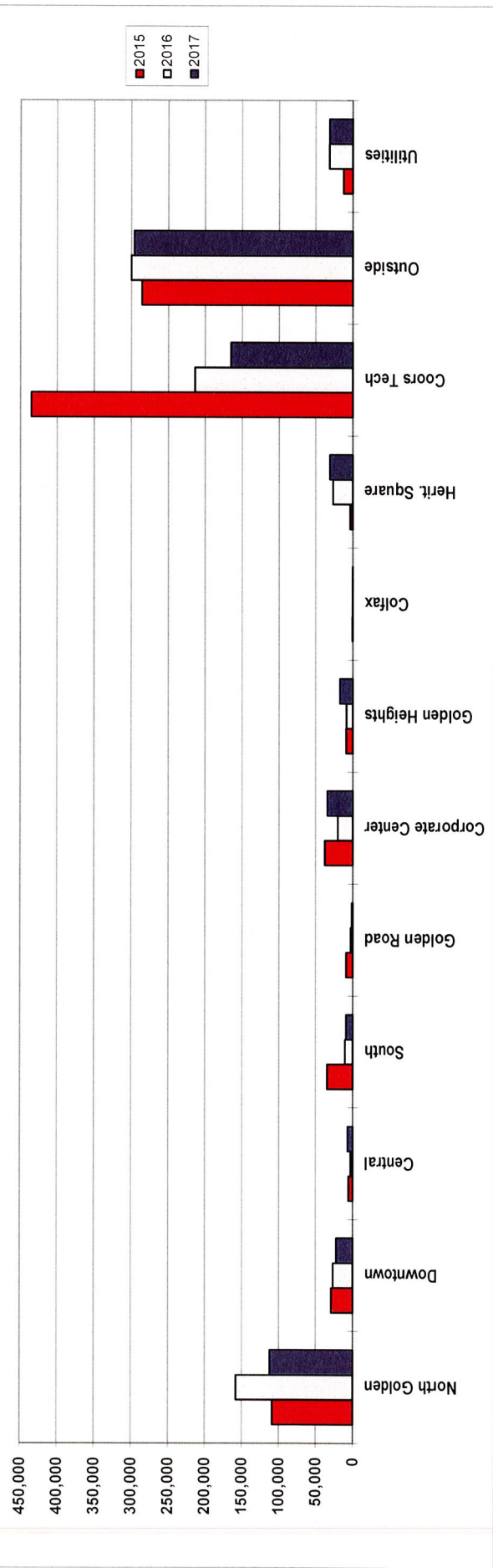
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	YTD % Chng
2017	\$ 235,196	\$ 446,766	\$ 727,568										\$ 727,568	-9.3%
2016	\$ 278,990	\$ 516,215	\$ 801,774	\$ 996,092	\$ 1,236,194	\$ 1,528,699	\$ 1,729,377	\$ 1,944,533	\$ 2,204,514	\$ 2,435,397	\$ 2,696,170	\$ 3,082,030	\$ 3,082,030	-17.5%
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	-9.2%
2014	\$ 171,612	\$ 342,855	\$ 1,071,248	\$ 1,283,863	\$ 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	48.7%
YTD Use Tax Audit Revenue				\$ 90,651	<<<< includes building use tax audit revenue									
Less: YTD Use Tax Refunds				(\$31,816)										
Other Use Tax Revenue				\$ 58,835										

** Percentage Change is YTD %



City of Golden
Use Tax Revenue By Location
YTD March (April)
2015/2016/2017

Area	2015		2016		2016-2015		2017		2017-2016	
	Use Tax	% of total Use Tax	Use Tax	% of total Use Tax	Use Tax	% Change	Use Tax	% of total Use Tax	Use Tax	% Change
North Golden	\$ 109,180	11.23%	\$ 158,146	19.72%	\$ 44.85%	\$ 112,180	15.42%	\$ 112,180	-29.07%	
Downtown	\$ 28,906	2.97%	\$ 26,799	3.34%	-7.29%	\$ 22,393	3.08%	\$ 22,393	-16.44%	
Central	\$ 5,583	0.57%	\$ 2,810	0.35%	-49.67%	\$ 6,947	0.95%	\$ 6,947	147.24%	
South	\$ 34,641	3.56%	\$ 10,465	1.31%	-69.79%	\$ 9,039	1.24%	\$ 9,039	-13.63%	
Golden Road	\$ 9,060	0.93%	\$ 2,894	0.36%	-68.06%	\$ 1,554	0.21%	\$ 1,554	-46.31%	
Corporate Center	\$ 37,869	3.89%	\$ 20,353	2.54%	-46.25%	\$ 34,126	4.69%	\$ 34,126	67.67%	
Golden Heights	\$ 8,901	0.92%	\$ 8,554	1.07%	-3.90%	\$ 17,366	2.39%	\$ 17,366	103.01%	
Colfax	\$ 987	0.10%	\$ 226	0.03%	-77.10%	\$ 620	0.09%	\$ 620	174.50%	
Heritage/Gateway Village	\$ 3,498	0.36%	\$ 26,662	3.33%	662.21%	\$ 31,060	4.27%	\$ 31,060	216.50%	
Coors Technology	\$ 435,384	44.77%	\$ 213,596	26.64%	-50.94%	\$ 164,958	22.67%	\$ 164,958	-22.77%	
Outside	\$ 286,015	29.41%	\$ 299,725	37.38%	4.79%	\$ 296,151	40.70%	\$ 296,151	-1.19%	
Utilities	\$ 12,408	1.28%	\$ 31,544	3.93%	154.22%	\$ 31,172	4.28%	\$ 31,172	-1.18%	
Totals	\$ 972,433	100%	\$ 801,774	100%	-17.55%	\$ 727,568	100%	\$ 727,568	-9.26%	



City of Golden
Use Tax Revenue By Type
YTD March (April)
2015/2016/2017

Type	2015		2016		2016-2014		2017		2016-2017	
	Use Tax	% of total Use Tax	Use Tax	% of total Use Tax	Use Tax	% Change	Use Tax	% of total Use Tax	Use Tax	% Change
General Merchandise	\$ 68,922	7.09%	\$ 46,512	5.80%	\$ 56,629	-32.52%	\$ 56,629	7.78%	\$ 56,629	21.75%
Grocery	\$ 5,286	0.54%	\$ 20,068	2.50%	\$ 19,874	279.65%	\$ 19,874	2.73%	\$ 19,874	-0.97%
Restaurants	\$ 12,373	1.27%	\$ 3,502	0.44%	\$ 2,608	-71.70%	\$ 2,608	0.36%	\$ 2,608	-25.51%
Automotive	\$ 252,796	26.00%	\$ 268,580	33.50%	\$ 269,896	6.24%	\$ 269,896	37.10%	\$ 269,896	0.49%
Prof Services/Entertainment	\$ 43,199	4.44%	\$ 32,066	4.00%	\$ 43,959	-25.77%	\$ 43,959	6.04%	\$ 43,959	37.09%
Bus Services	\$ 33,812	3.48%	\$ 26,715	3.33%	\$ 62,853	-20.99%	\$ 62,853	8.64%	\$ 62,853	135.27%
Manufacturing - Production	\$ 537,557	55.28%	\$ 365,698	45.61%	\$ 237,537	-31.97%	\$ 237,537	32.65%	\$ 237,537	-35.05%
Accommodations	\$ 6,079	0.63%	\$ 7,090	0.88%	\$ 3,037	16.63%	\$ 3,037	0.42%	\$ 3,037	-57.17%
Utilities	\$ 12,408	1.28%	\$ 31,544	3.93%	\$ 31,172	154.22%	\$ 31,172	4.28%	\$ 31,172	-1.18%
Totals	\$ 972,432	100%	\$ 801,774	100%	\$ 727,568	-17.55%	\$ 727,568	100%	\$ 727,568	-9.26%

