



City of
Golden

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Council Memorandum

To: City Council
From: Jeff Hansen, Finance Director
Date: May 3, 2018
Re: Sales Tax Report

Attached are the sales and use tax reports for March sales (collected in April). Sales tax collections were up \$30,144 (2.1%) for the month. A portion of the increase continues to come from businesses outside of Golden, including Amazon. The balance is from a continued strong local economy. Overall, revenue is up \$167,242 (+4.9%) year-to-date compared to 2017. When adjusted for seasonality, sales tax revenues are slightly below the 2018 Budget (-0.25%).

Overall, sales tax from businesses within the City limits (including Utilities) is up \$54,802 compared to 2017. In terms of dollars, revenues have increased the most from Heritage/Gateway Village, Golden Road, and Downtown. Corporate Center has a slight decrease compared to last year. By business type, General Merchandise, Grocery, Manufacturing, and Restaurants show the largest increases. Utilities has the largest decrease, with Accommodations down slightly. Sales tax from businesses outside the City limits, which includes big ticket items that are delivered into the City, is up \$97,197 (11.93%) for the year. A large portion of this increase is coming from Amazon and other on-line retailers.

Use tax collections were down \$11,812 (-4.2%) for March. For the year, use tax is up \$84,514 (11.6%) compared to 2017. Automotive, Manufacturing, and General Merchandise have the largest increases so far this year, with Business Services 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, and can also be a result of the opening of new businesses.

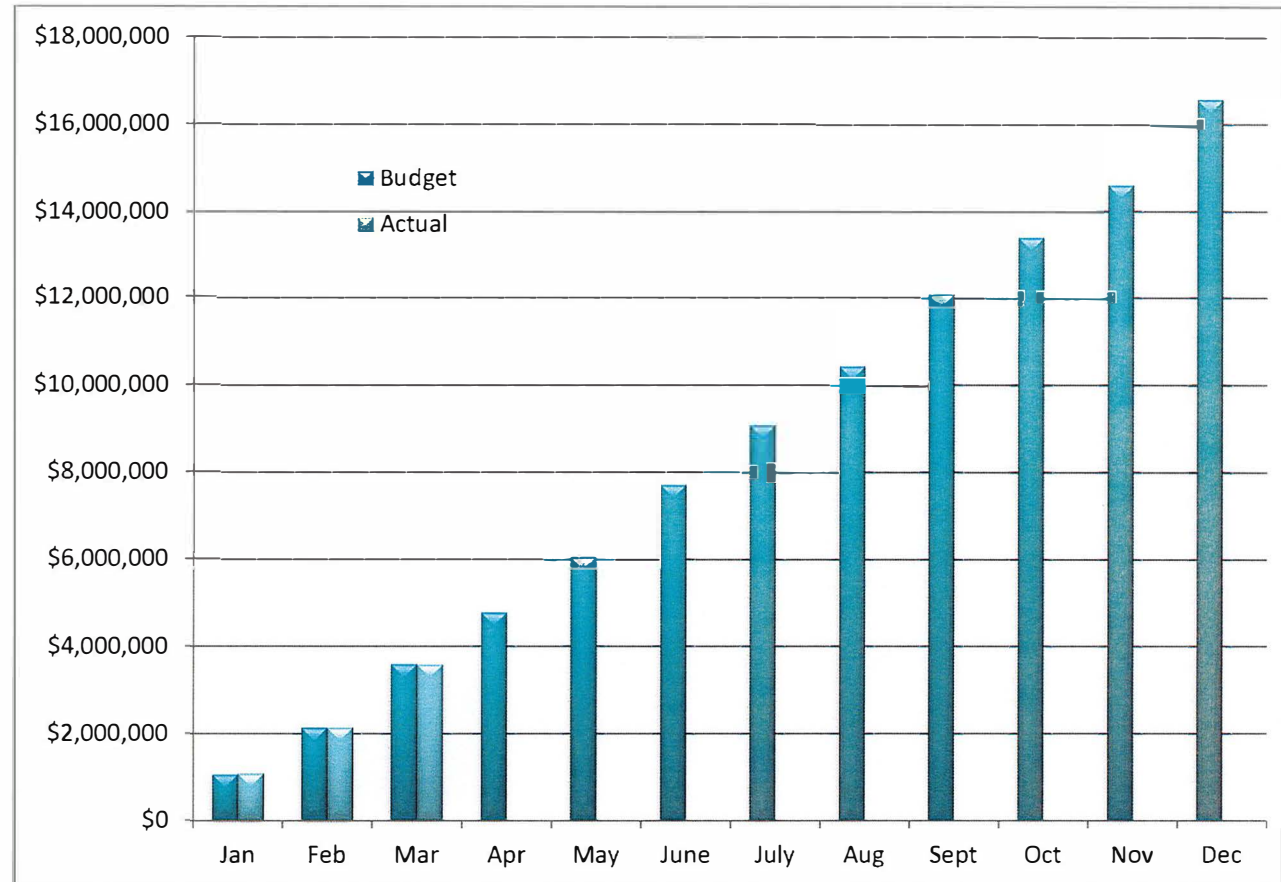
In the area of audit revenue, \$21,130 was collected in April. Including building use tax audits, the total audit revenue collected so far in 2018 is \$57,478. Also, the City continues to have audits in progress and additional audit revenue has been assessed, with collection anticipated over the next few months. \$36,911 have been issued in refunds for the year. These amounts are shown separately on the attached collection reports.

The local economy continues to look good. With warmer temperatures, the summer tourism season and the opening of other businesses at Gateway Village all on the horizon, we should see strong revenues over the next few months.

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

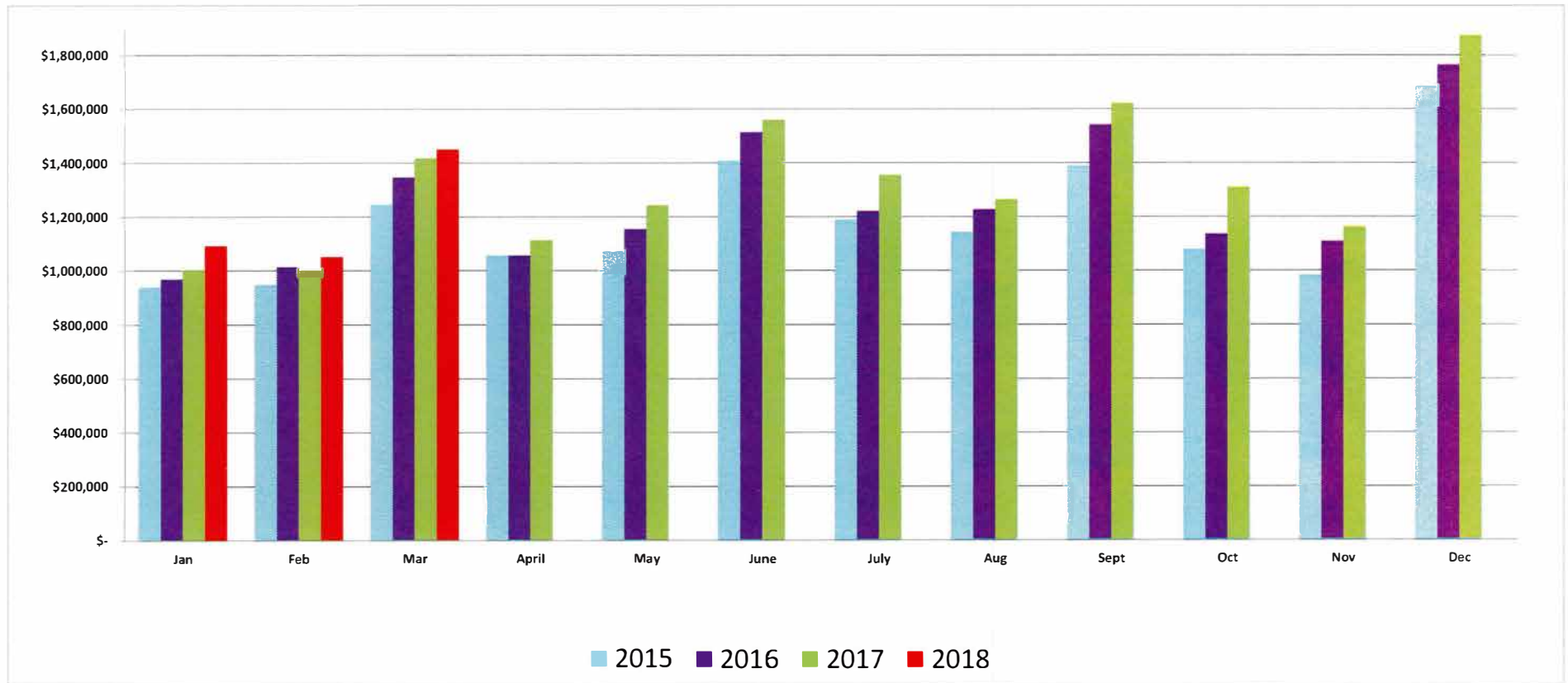
CITY OF GOLDEN
Budget to Actual Comparison
(adjusted for seasonality)
2018 Sales Tax Revenue

<u>Month</u>	<u>YTD Budget</u>	<u>YTD Actual</u>
Jan	\$1,065,950	\$1,093,179
Feb	2,140,082	2,145,142
Mar	3,604,295	3,595,117
Apr	4,792,688	
May	6,065,173	
June	7,717,220	
July	9,084,882	
Aug	10,432,118	
Sept	12,109,657	
Oct	13,402,638	
Nov	14,604,245	
Dec	16,575,000	



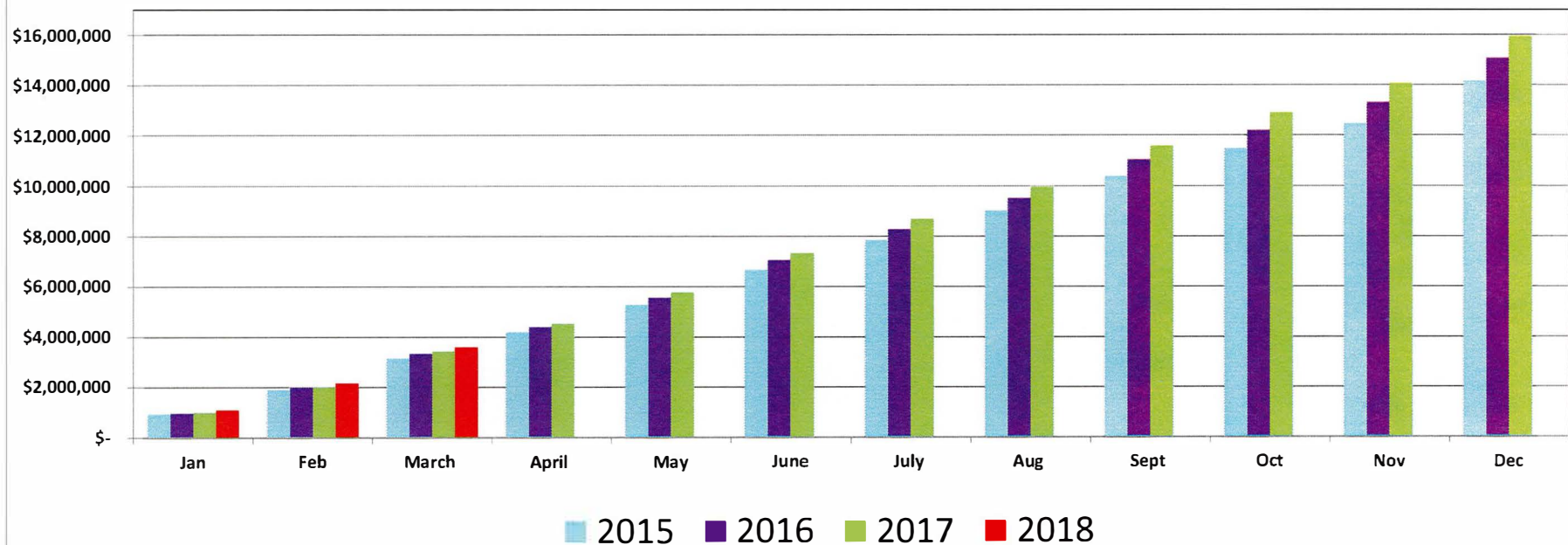
City of Golden
Sales Tax Trends
YTD March (April)
2015-2018

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2018	\$ 1,093,179	\$ 1,051,962	\$ 1,449,975										\$ 3,595,117	2.1%
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	5.4%
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	8.0%
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	8.8%
<div> <div>MTD Sales Tax Audit Revenue</div> <div>Less: MTD Sales Tax Refunds</div> <div>Net Sales Tax Revenue</div> </div> <div> <div>\$2,210</div> <div>(\$27,744)</div> <div>(\$25,534)</div> </div>														
* Percentage Change is for current month only (highlighted)														



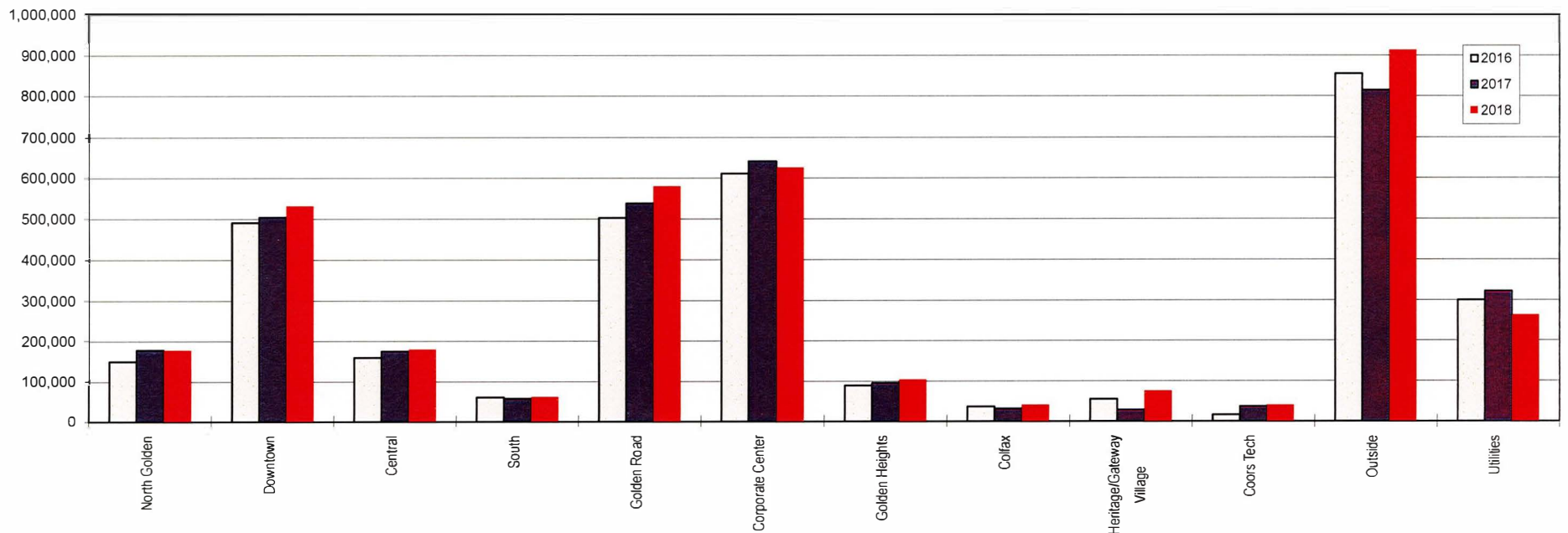
**City of Golden
Sales Tax Trends
YTD March (April)
2015-2018**

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2018	\$ 1,093,179	\$ 2,145,142	\$ 3,595,117										\$ 3,595,117	4.9%
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	2.8%
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	6.2%
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	12.0%
YTD Sales Tax Audit Revenue \$11,934 Less: YTD Sales Tax Refunds (\$27,744) Other Sales Tax Revenue (\$15,810)														
* Percentage Change - YTD percentage change														



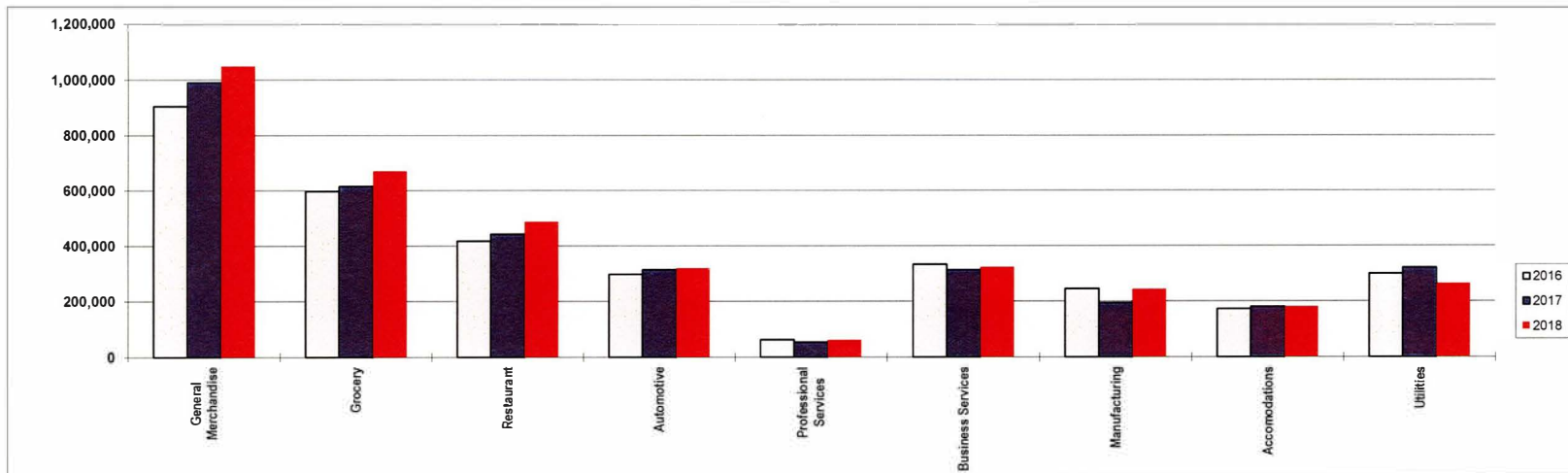
City of Golden
Sales Tax Revenue By Location
YTD March (April)
2016/2017/2018

Area	2016 Sales Tax	% of total Sales Tax	2016-2015 % Change	2017 Sales Tax	% of total Sales Tax	2017-2016 % Change	2018 Sales Tax	% of total Sales Tax	2018-2017 % Change
North Golden	\$ 150,609	4.52%	10.15%	\$ 177,849	5.19%	18.09%	\$ 178,694	4.97%	0.47%
Downtown	\$ 491,132	14.73%	-1.76%	\$ 504,616	14.72%	2.75%	\$ 532,355	14.81%	5.50%
Central	\$ 159,732	4.79%	7.75%	\$ 174,954	5.10%	9.53%	\$ 180,059	5.01%	2.92%
South	\$ 62,518	1.88%	28.12%	\$ 58,614	1.71%	-6.24%	\$ 62,892	1.75%	7.30%
Golden Road	\$ 503,267	15.10%	4.30%	\$ 538,889	15.72%	7.08%	\$ 578,864	16.10%	7.42%
Corporate Center	\$ 610,654	18.32%	1.19%	\$ 641,679	18.72%	5.08%	\$ 625,459	17.40%	-2.53%
Golden Heights	\$ 89,723	2.69%	2.26%	\$ 95,669	2.79%	6.63%	\$ 103,980	2.89%	8.69%
Colfax	\$ 38,037	1.14%	11.26%	\$ 32,218	0.94%	-15.30%	\$ 41,951	1.17%	30.21%
Heritage /Gateway Village	\$ 56,129	1.68%	11.17%	\$ 29,452	0.86%	-47.53%	\$ 75,918	2.11%	157.77%
Coors Technology	\$ 16,702	0.50%	28.10%	\$ 37,681	1.10%	125.61%	\$ 40,689	1.13%	7.98%
Outside	\$ 855,234	25.65%	21.53%	\$ 814,508	23.76%	-4.76%	\$ 911,705	25.36%	11.93%
Utilities	\$ 299,962	9.00%	-9.13%	\$ 321,749	9.39%	7.26%	\$ 262,553	7.30%	-18.40%
Totals	\$ 3,333,698	100%	6.20%	\$ 3,427,875	100.00%	2.83%	\$ 3,595,117	100%	4.88%



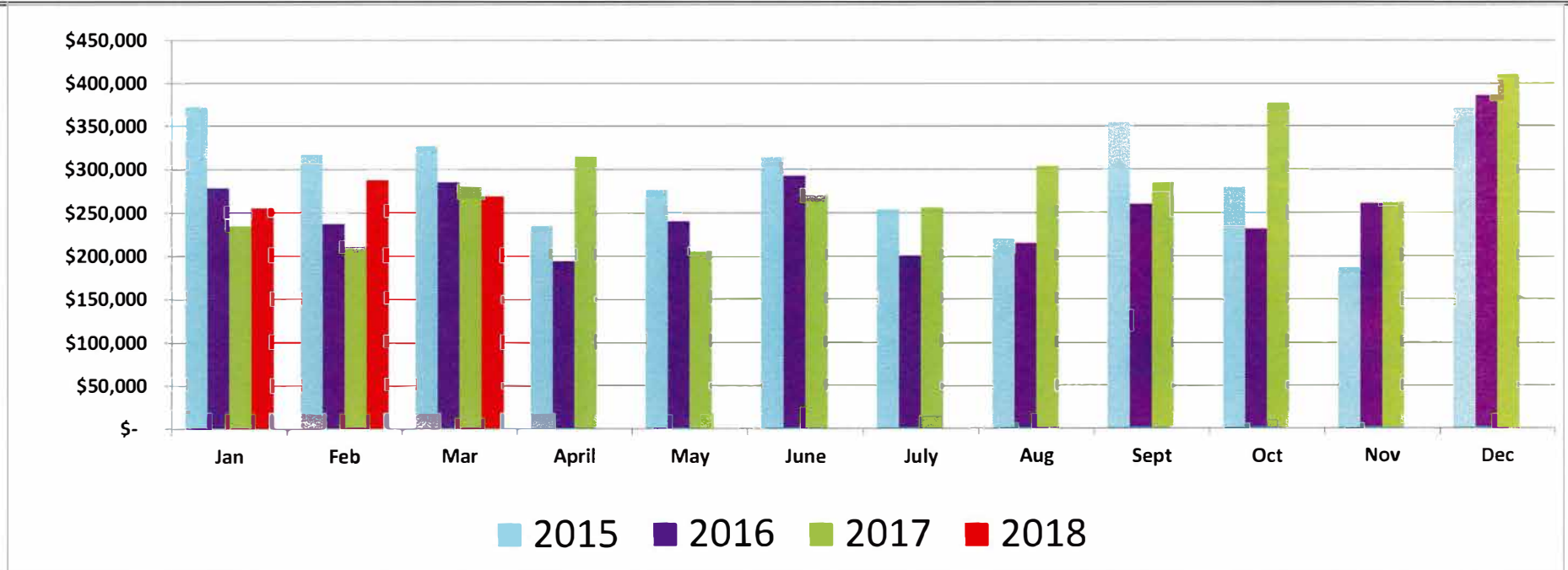
City of Golden
Sales Tax Revenue By Type
YTD March (April)
2016/2017/2018

Type	2016 Sales Tax	% of total Sales Tax	2016-2015 % Change	\$ 2,017 Sales Tax	% of total Sales Tax	2017-2016 % Change	2017 Sales Tax	% of total Sales Tax	2017-2016 % Change
General Merchandise	\$ 904,289	27.13%	9.33%	\$ 990,137	28.88%	9.49%	\$ 1,050,194	29.21%	6.07%
Grocery	\$ 598,271	17.95%	-2.50%	\$ 615,593	17.96%	2.90%	\$ 670,336	18.65%	8.89%
Restaurants	\$ 417,935	12.54%	13.11%	\$ 443,019	12.92%	6.00%	\$ 488,160	13.58%	10.19%
Automotive	\$ 298,961	8.97%	-3.63%	\$ 315,102	9.19%	5.40%	\$ 318,868	8.87%	1.19%
Prof Services\Entertainment	\$ 62,226	1.87%	22.59%	\$ 53,710	1.57%	-13.69%	\$ 60,380	1.68%	12.42%
Bus Services\Supp.	\$ 333,807	10.01%	20.44%	\$ 314,304	9.17%	-5.84%	\$ 323,308	8.99%	2.86%
Manufacturing - Production	\$ 245,480	7.36%	14.98%	\$ 194,088	5.66%	-20.94%	\$ 241,948	6.73%	24.66%
Accommodations	\$ 172,767	5.18%	17.53%	\$ 180,174	5.26%	4.29%	\$ 179,370	4.99%	-0.45%
Utilities	\$ 299,962	9.00%	-9.13%	\$ 321,749	9.39%	7.26%	\$ 262,553	7.30%	-18.40%
Totals	\$ 3,333,698	100.00%	6.20%	\$ 3,427,875	100.00%	2.83%	\$ 3,595,117	100.00%	4.88%



City of Golden
Use Tax Trends
YTD March (April)
2015-2018

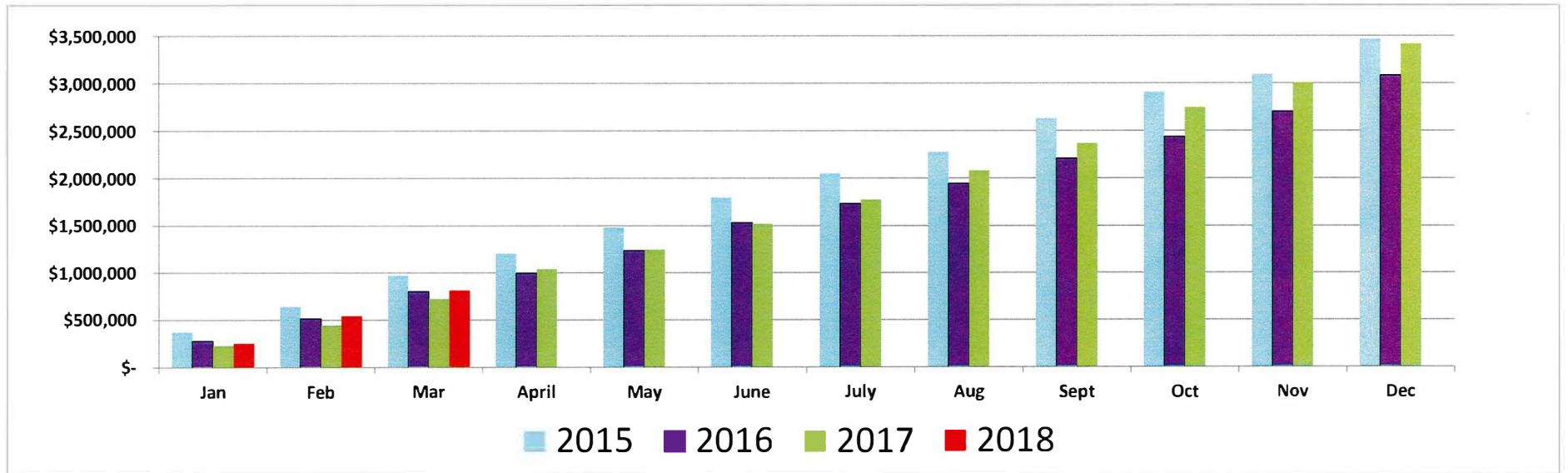
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2018	\$ 255,325	\$ 287,767	\$ 268,990										\$ 812,082	-4.2%
2017	\$ 235,196	\$ 211,570	\$ 280,802	\$ 315,407	\$ 206,861	\$ 270,677	\$ 256,138	\$ 303,761	\$ 285,295	\$ 377,169	\$ 262,253	\$ 409,490	\$ 3,414,619	-1.7%
2016	\$ 278,990	\$ 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	-55.0%
MTD Use Tax Audit Revenue			\$18,920	<<<< includes building use tax audit revenue					* Percentage Change is for current month only (highlighted)					
Less: MTD Use Tax Refunds			\$0											
Other Use Tax Revenue			\$18,920											



*Amounts reported on the cash basis

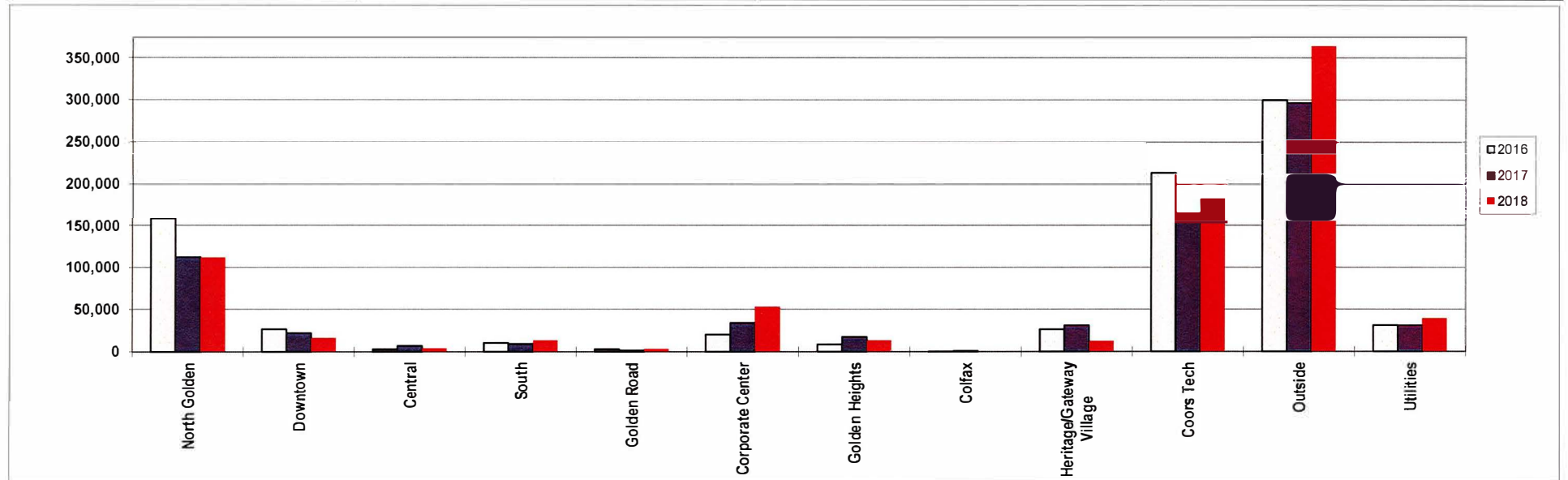
**City of Golden
Use Tax Trends
YTD March (April)
2015-2018**

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	YTD % Chng
2018	\$ 255,325	\$ 543,092	\$ 812,082										\$ 812,082	11.6%
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	-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%
<div> <div>YTD Use Tax Audit Revenue</div> <div>\$ 45,544</div> <div><<<< includes building use tax audit revenue</div> <div>** Percentage Change is YTD %</div> </div>														
<div> <div>Less: YTD Use Tax Refunds</div> <div>(\$9,167)</div> </div>														
<div> <div>Other Use Tax Revenue</div> <div>\$ 36,378</div> </div>														



City of Golden
Use Tax Revenue By Location
YTD March (April)
2016/2017/2018

Area	2016 Use Tax	% of total Use Tax	2016-2015 % Change	2017 Use Tax	% of total Use Tax	2017-2016 % Change	2018 Use Tax	% of total Use Tax	2017-2016 % Change
North Golden	\$ 158,146	19.72%	44.85%	\$ 112,180	15.42%	-29.07%	\$ 112,078	15.40%	-0.09%
Downtown	\$ 26,799	3.34%	-7.29%	\$ 22,393	3.08%	-16.44%	\$ 16,530	2.27%	-26.18%
Central	\$ 2,810	0.35%	-49.67%	\$ 6,947	0.95%	147.24%	\$ 4,093	0.56%	-41.09%
South	\$ 10,465	1.31%	-69.79%	\$ 9,039	1.24%	-13.63%	\$ 13,381	1.84%	48.03%
Golden Road	\$ 2,894	0.36%	-68.06%	\$ 1,554	0.21%	-46.31%	\$ 3,263	0.45%	109.99%
Corporate Center	\$ 20,353	2.54%	-46.25%	\$ 34,126	4.69%	67.67%	\$ 52,730	7.25%	54.52%
Golden Heights	\$ 8,554	1.07%	-3.90%	\$ 17,366	2.39%	103.01%	\$ 13,165	1.81%	-24.19%
Colfax	\$ 226	0.03%	-77.10%	\$ 620	0.09%	174.50%	\$ 384	0.05%	-38.11%
Heritage/Gateway Village	\$ 26,662	3.33%	662.21%	\$ 31,060	4.27%	216.50%	\$ 11,909	1.64%	-61.66%
Coors Technology	\$ 213,596	26.64%	-50.94%	\$ 164,958	22.67%	-22.77%	\$ 182,082	25.03%	10.38%
Outside	\$ 299,725	37.38%	4.79%	\$ 296,151	40.70%	-1.19%	\$ 363,481	49.96%	22.73%
Utilities	\$ 31,544	3.93%	154.22%	\$ 31,172	4.28%	-1.18%	\$ 38,988	5.36%	25.07%
Totals	\$ 801,774	100%	-17.55%	\$ 727,568	100%	-9.26%	\$ 812,082	112%	11.62%



City of Golden
Use Tax Revenue By Type
YTD March (April)
2016/2017/2018

Type	2016 Use Tax	% of total Use Tax	2016-2014 % Change	2017 Use Tax	% of total Use Tax	2016-2017 % Change	2018 Use Tax	% of total Use Tax	2016-2017 % Change
General Merchandise	\$ 46,512	5.80%	-32.52%	\$ 56,629	7.78%	21.75%	\$ 71,228	8.77%	25.78%
Grocery	\$ 20,068	2.50%	279.65%	\$ 19,874	2.73%	-0.97%	\$ 22,403	2.76%	12.72%
Restaurants	\$ 3,502	0.44%	-71.70%	\$ 2,608	0.36%	-25.51%	\$ 6,963	0.86%	166.95%
Automotive	\$ 268,580	33.50%	6.24%	\$ 269,896	37.10%	0.49%	\$ 335,650	41.33%	24.36%
Prof Services\Entertainment	\$ 32,066	4.00%	-25.77%	\$ 43,959	6.04%	37.09%	\$ 33,971	4.18%	-22.72%
Bus Services	\$ 26,715	3.33%	-20.99%	\$ 62,853	8.64%	135.27%	\$ 46,864	5.77%	-25.44%
Manufacturing - Production	\$ 365,698	45.61%	-31.97%	\$ 237,537	32.65%	-35.05%	\$ 253,034	31.16%	6.52%
Accommodations	\$ 7,090	0.88%	16.63%	\$ 3,037	0.42%	-57.17%	\$ 2,981	0.37%	-1.84%
Utilities	\$ 31,544	3.93%	154.22%	\$ 31,172	4.28%	-1.18%	\$ 38,988	4.80%	25.07%
Totals	\$ 801,774	100%	-17.55%	\$ 727,568	100%	-9.26%	\$ 812,082	100%	11.62%

