



Council Memorandum

To: City Council

From: Jeff Hansen, Finance Director

Date: May 3, 2019

Re: Sales Tax Report

Attached are the sales and use tax reports for March sales (collected in April). Sales tax collections were down \$1,598 (-0.1%) for the month. There is nothing specific to explain the decrease. It just appears to be an overall slowing of the local economy. Overall, revenue is still up \$69,071 (+1.9%) year-to-date compared to 2018. However, when adjusted for seasonality, sales tax revenues are down (-3.8%) compared to the 2019 Budget.

Overall, sales tax from businesses within the City limits (including Utilities) is up \$43,865 compared to 2018. In terms of dollars, revenues have increased the most from Heritage/Gateway Village and Corporate Center. Golden Road and Golden Heights have the largest decreases compared to last year. By business type, Utilities and Business Supplies/Service show the largest increases. Manufacturing, Restaurants, and Grocery have the largest decreases. Sales tax from businesses outside the City limits, which includes on-line retailers and big ticket items that are delivered into the City, is up \$25,206 (+2.76%) for the year.

Use tax collections were up \$72,811 (+27.1%) for March. A couple manufacturers had a larger than normal remittance for the month. For the year, use tax is up \$137,490 (+16.9%) compared to 2018. Utilities and Manufacturing have the largest increases so far this year, with General Merchandise 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.

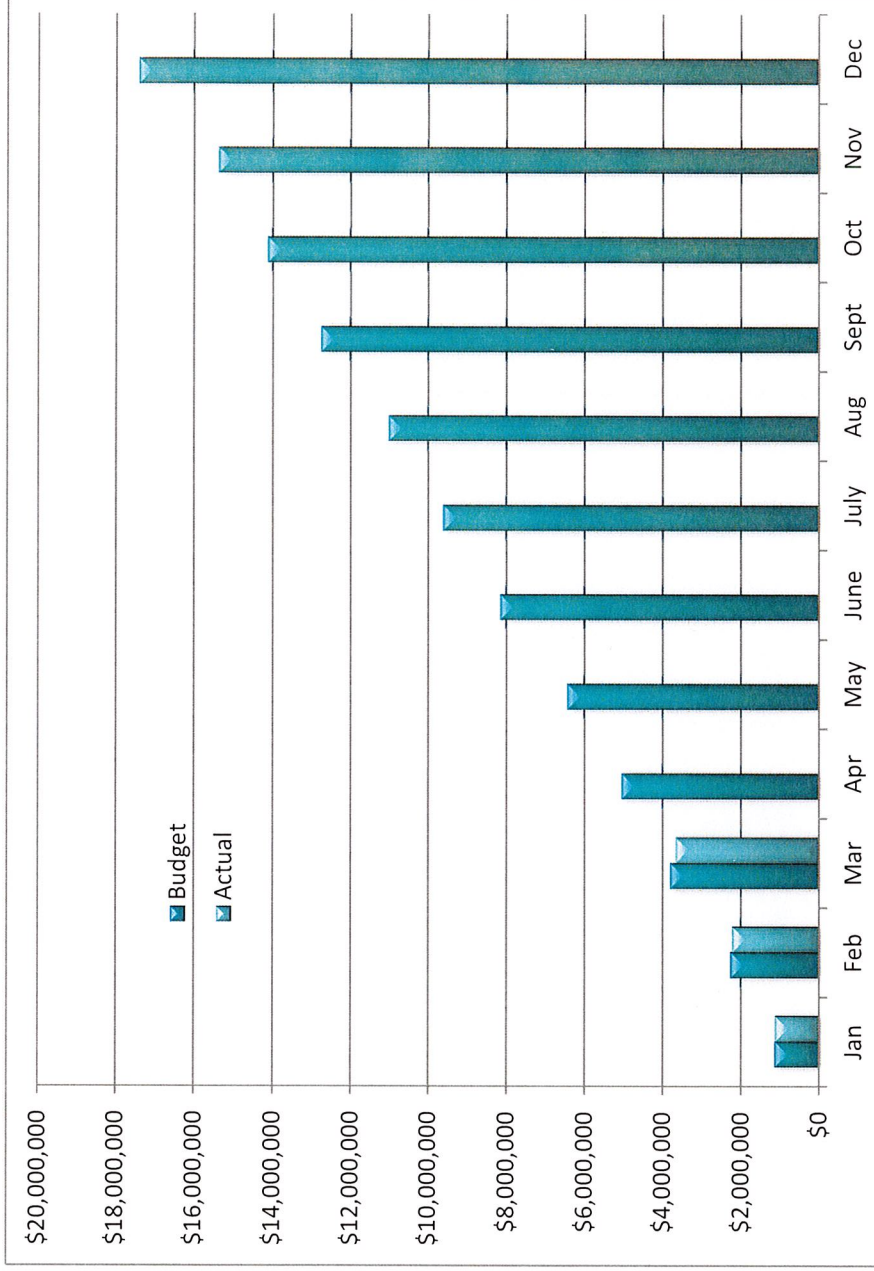
In the area of audit revenue, \$69,086 was collected in April. Including building use tax audits, the total audit revenue collected for 2019 is \$102,464, with an additional \$7,386 collected in building permit and plan check fees. Also, the City continues to have audits in progress and additional audit revenue has been assessed, with collection anticipated over the next few months. \$4,327 have been issued in refunds for the year. These amounts are shown separately on the attached collection reports.

March sales tax revenues are definitely a cause for concern. Revenue from businesses outside the City limits are up and we continue to receive license applications and remittances from on-line vendors. But, the local economy has definitely slowed, and bears watching as we head into warmer weather and 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

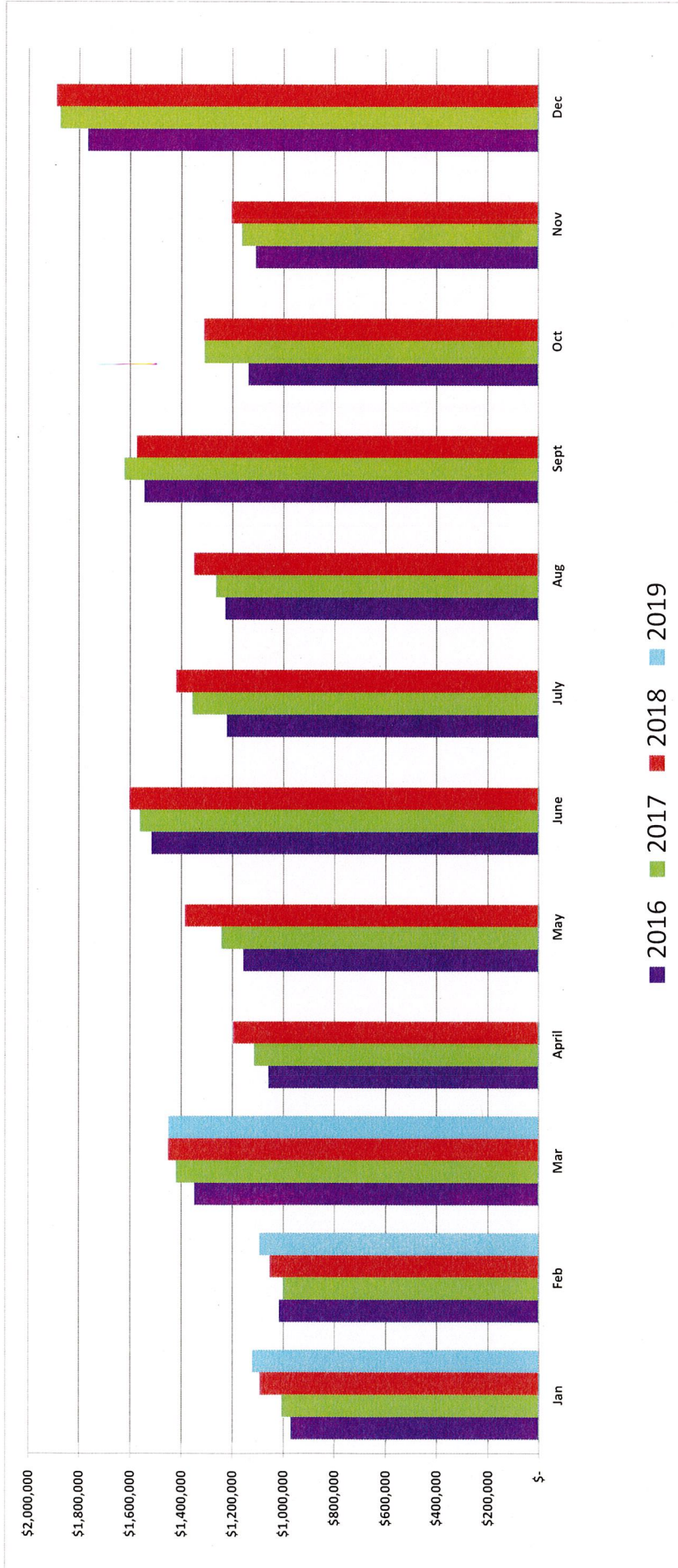
<u>Month</u>	<u>YTD Budget</u>	<u>YTD Actual</u>
Jan	\$1,131,848	\$1,121,727
Feb	2,266,376	2,215,811
Mar	3,808,245	3,664,188
Apr	5,057,875	
May	6,429,488	
June	8,147,499	
July	9,612,157	
Aug	11,020,457	
Sept	12,750,372	
Oct	14,116,695	
Nov	15,376,768	
Dec	17,413,650	



City of Golden
Sales Tax Trends
March (April)
2016-2019

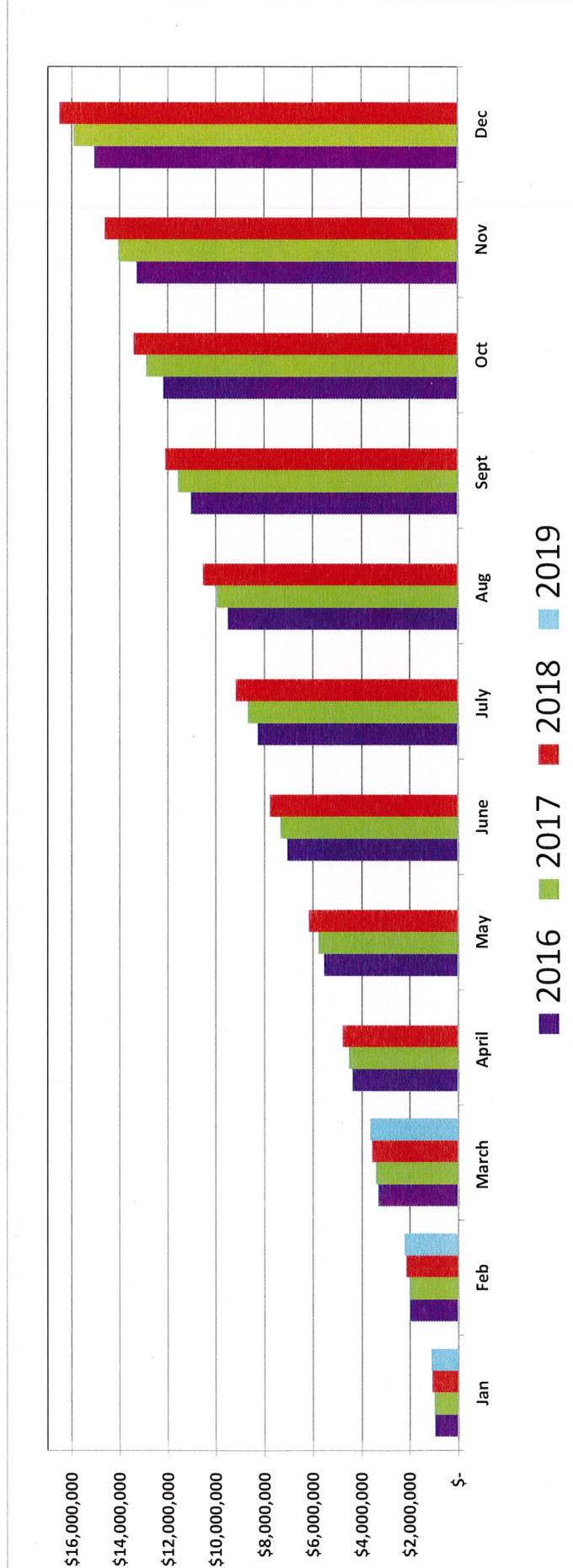
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2019	\$ 1,121,727	\$ 1,094,083	\$ 1,448,377	\$ 1,195,615	\$ 1,385,438	\$ 1,600,985	\$ 1,419,564	\$ 1,350,087	\$ 1,573,223	\$ 1,311,303	\$ 1,204,594	\$ 1,889,199	\$ 3,664,188	-0.1%
2018	\$ 1,093,179	\$ 1,051,962	\$ 1,449,975	\$ 1,115,633	\$ 1,244,080	\$ 1,562,078	\$ 1,357,048	\$ 1,265,695	\$ 1,622,168	\$ 1,310,702	\$ 1,163,305	\$ 1,874,575	\$ 16,525,125	2.1%
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	\$ 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%
MTD Sales Tax Audit Revenue \$ 700 Less: MTD Sales Tax Refunds \$ - Net Sales Tax Revenue \$ 700														
MTD Audit Permit Fees \$ 398 MTD Audit Plan Check Fees \$ 259 Net Fees Collected \$ 657														

* Percentage Change is for current month only (highlighted)



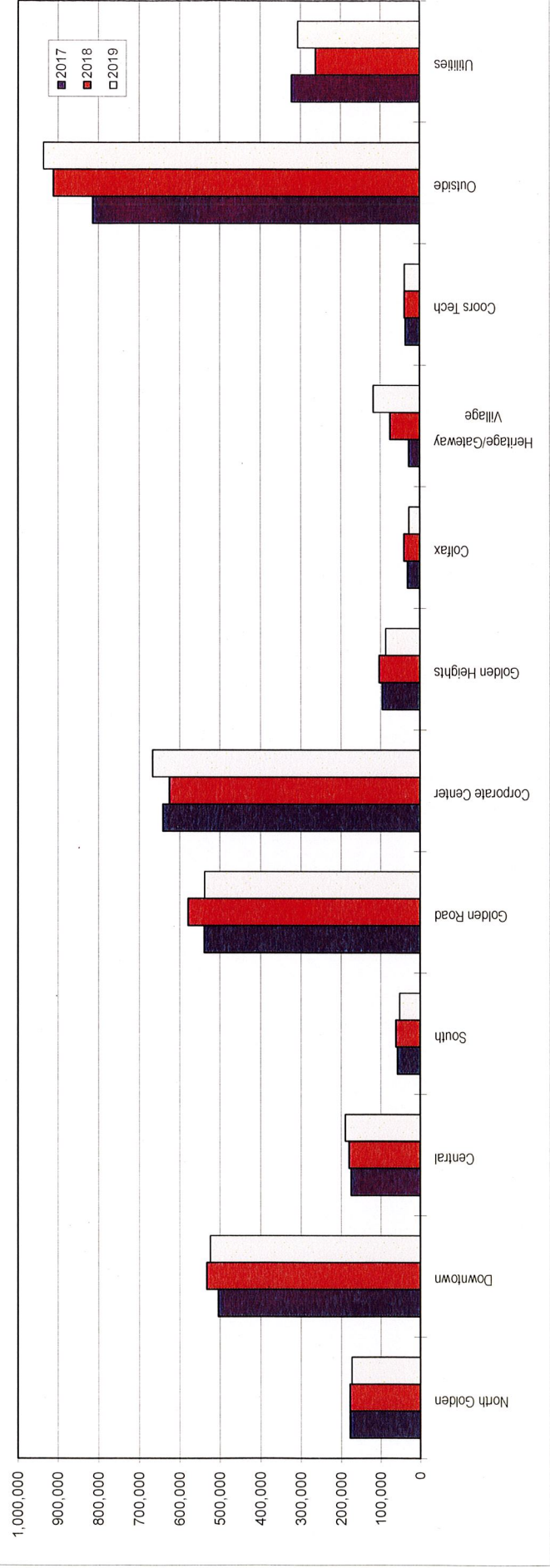
City of Golden
Sales Tax Trends
YTD March (April)
2016-2019

	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2019	\$ 1,121,727	\$ 2,215,811	\$ 3,664,188	\$ 4,790,732	\$ 6,176,170	\$ 7,777,155	\$ 9,196,719	\$ 10,546,807	\$ 12,120,029	\$ 13,431,332	\$ 14,635,926	\$ 16,525,125	\$ 3,664,188	1.9%
2018	\$ 1,093,179	\$ 2,145,142	\$ 3,595,117	\$ 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	\$ 16,525,125	4.9%
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	\$ 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%
YTD Sales Tax Audit Revenue			\$24,781		YTD Audit Permit Fees	\$ 4,726								* Percentage Change - YTD percentage change
Less: YTD Sales Tax Refunds			(5)		YTD Audit Plan Check Fees	\$ 2,661								
Other Sales Tax Revenue			\$24,776		Net Fees Collected	\$ 7,386								



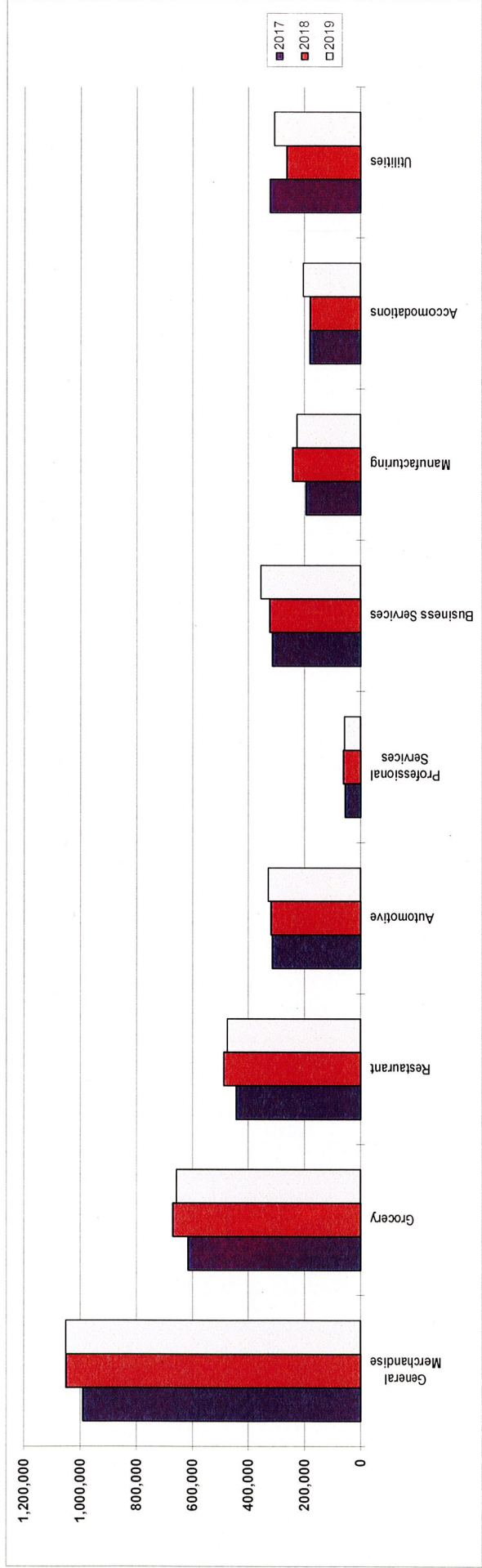
City of Golden
Sales Tax Revenue By Location
YTD March (April)
2017/2018/2019

Area	2017		2017-2016		2018		2018-2017		2019		2019-2018	
	Sales Tax	% of total	Sales Tax	% Change	Sales Tax	% of total	Sales Tax	% Change	Sales Tax	% of total	Sales Tax	% Change
North Golden	\$ 177,849	5.19%	\$ 178,694	18.09%	\$ 173,678	4.97%	0.47%	\$ 173,678	4.74%	-2.81%		
Downtown	\$ 504,616	14.72%	\$ 532,355	2.75%	\$ 524,244	14.81%	5.50%	\$ 524,244	14.31%	-1.52%		
Central	\$ 174,954	5.10%	\$ 180,059	9.53%	\$ 189,563	5.01%	2.92%	\$ 189,563	5.17%	5.28%		
South	\$ 58,614	1.71%	\$ 62,892	-6.24%	\$ 53,799	1.75%	7.30%	\$ 53,799	1.47%	-14.46%		
Golden Road	\$ 538,889	15.72%	\$ 578,864	7.08%	\$ 537,980	16.10%	7.42%	\$ 537,980	14.68%	-7.06%		
Corporate Center	\$ 641,679	18.72%	\$ 625,459	5.08%	\$ 666,992	17.40%	-2.53%	\$ 666,992	18.20%	6.64%		
Golden Heights	\$ 95,669	2.79%	\$ 103,980	6.63%	\$ 86,987	2.89%	8.69%	\$ 86,987	2.37%	-16.34%		
Colfax	\$ 32,218	0.94%	\$ 41,951	-15.30%	\$ 28,797	1.17%	30.21%	\$ 28,797	0.79%	-31.35%		
Heritage /Gateway Village	\$ 29,452	0.86%	\$ 75,918	-47.53%	\$ 117,983	2.11%	157.77%	\$ 117,983	3.22%	55.41%		
Coors Technology	\$ 37,681	1.10%	\$ 40,689	125.61%	\$ 40,287	1.13%	7.98%	\$ 40,287	1.10%	-0.99%		
Outside	\$ 814,508	23.76%	\$ 911,705	-4.76%	\$ 936,911	25.36%	11.93%	\$ 936,911	25.57%	2.76%		
Utilities	\$ 321,749	9.39%	\$ 262,553	7.26%	\$ 306,967	7.30%	-18.40%	\$ 306,967	8.38%	16.92%		
Totals	\$ 3,427,875	100.00%	\$ 3,595,117	2.83%	\$ 3,664,188	100.00%	4.88%	\$ 3,664,188	100.00%	1.92%		



City of Golden
Sales Tax Revenue By Type
YTD March (April)
2017/2018/2019

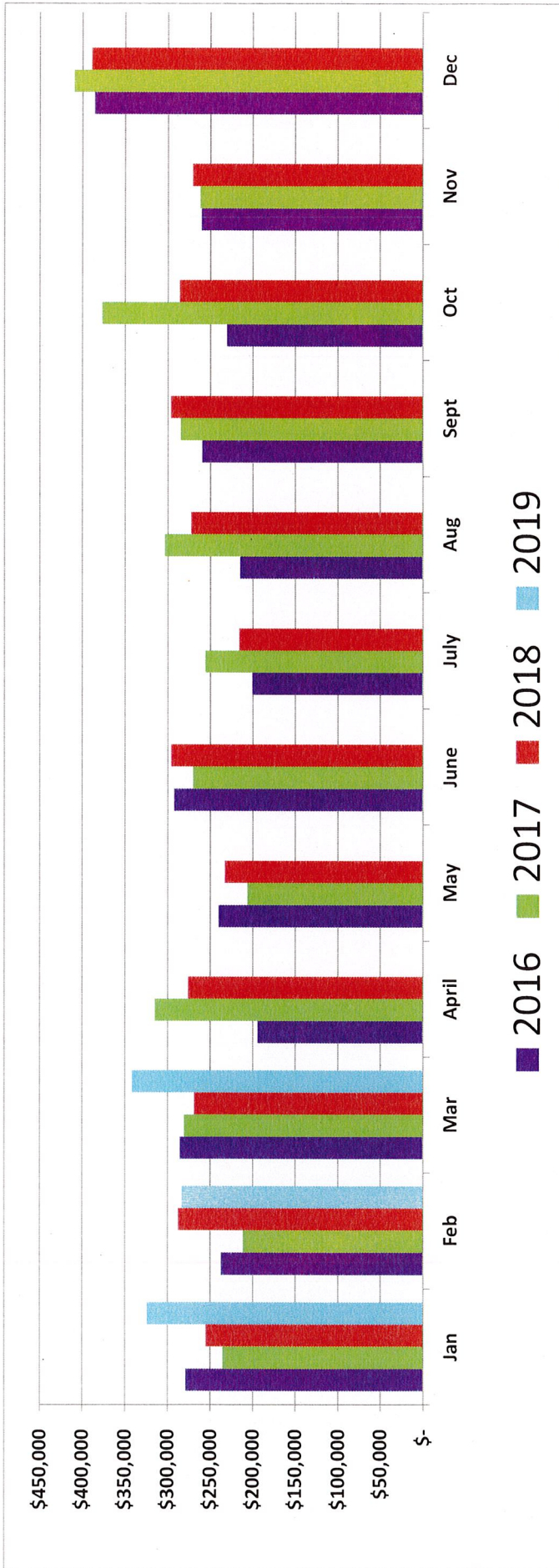
Type	2017		2017-2016		2018		2018-2017		2019		2019-2018	
	Sales Tax	% of total Sales Tax	Sales Tax	% Change	Sales Tax	% of total Sales Tax	Sales Tax	% Change	Sales Tax	% of total Sales Tax	Sales Tax	% Change
General Merchandise	\$ 990,137	28.88%	\$ 1,050,194	9.49%	\$ 1,050,194	29.21%	\$ 1,051,587	6.07%	\$ 1,051,587	28.70%	\$ 1,051,587	0.13%
Grocery	\$ 615,593	17.96%	\$ 670,336	2.90%	\$ 670,336	18.65%	\$ 658,154	8.89%	\$ 658,154	17.96%	\$ 658,154	-1.82%
Restaurants	\$ 443,019	12.92%	\$ 488,160	6.00%	\$ 488,160	13.58%	\$ 475,495	10.19%	\$ 475,495	12.98%	\$ 475,495	-2.59%
Automotive	\$ 315,102	9.19%	\$ 318,868	5.40%	\$ 318,868	8.87%	\$ 329,947	1.19%	\$ 329,947	9.00%	\$ 329,947	3.47%
Prof Services/Entertainment	\$ 53,710	1.57%	\$ 60,380	-13.69%	\$ 60,380	1.68%	\$ 56,761	12.42%	\$ 56,761	1.55%	\$ 56,761	-5.99%
Bus Services/Supp.	\$ 314,304	9.17%	\$ 323,308	-5.84%	\$ 323,308	8.99%	\$ 355,203	2.86%	\$ 355,203	9.69%	\$ 355,203	9.87%
Manufacturing - Production	\$ 194,088	5.66%	\$ 241,948	-20.94%	\$ 241,948	6.73%	\$ 226,336	24.66%	\$ 226,336	6.18%	\$ 226,336	-6.45%
Accommodations	\$ 180,174	5.26%	\$ 179,370	4.29%	\$ 179,370	4.99%	\$ 203,738	-0.45%	\$ 203,738	5.56%	\$ 203,738	13.59%
Utilities	\$ 321,749	9.39%	\$ 262,553	7.26%	\$ 262,553	7.30%	\$ 306,967	-18.40%	\$ 306,967	8.38%	\$ 306,967	16.92%
Totals	\$ 3,427,875	100.00%	\$ 3,595,117	2.83%	\$ 3,595,117	100.00%	\$ 3,664,188	4.88%	\$ 3,664,188	100.00%	\$ 3,664,188	1.92%



City of Golden
Use Tax Trends
March (April)
2016-2019

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2019	\$ 324,439	\$ 283,332	\$ 341,801										\$ 949,572	27.1%
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	-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%

MTD Use Tax Audit Revenue \$ 68,386 <<<< includes building use tax audit revenue * Percentage Change is for current month only (highlighted)
 Less: MTD Use Tax Refunds \$ (348)
 Other Use Tax Revenue \$ 68,038

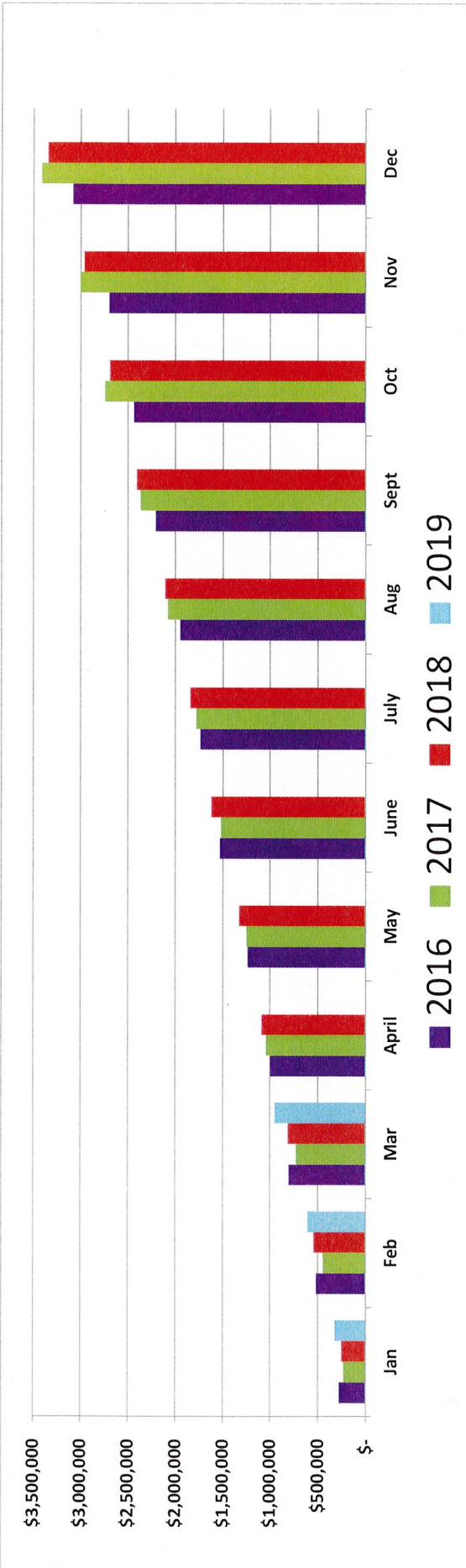


*Amounts reported on the cash basis

City of Golden
Use Tax Trends
YTD March (April)
2016-2019

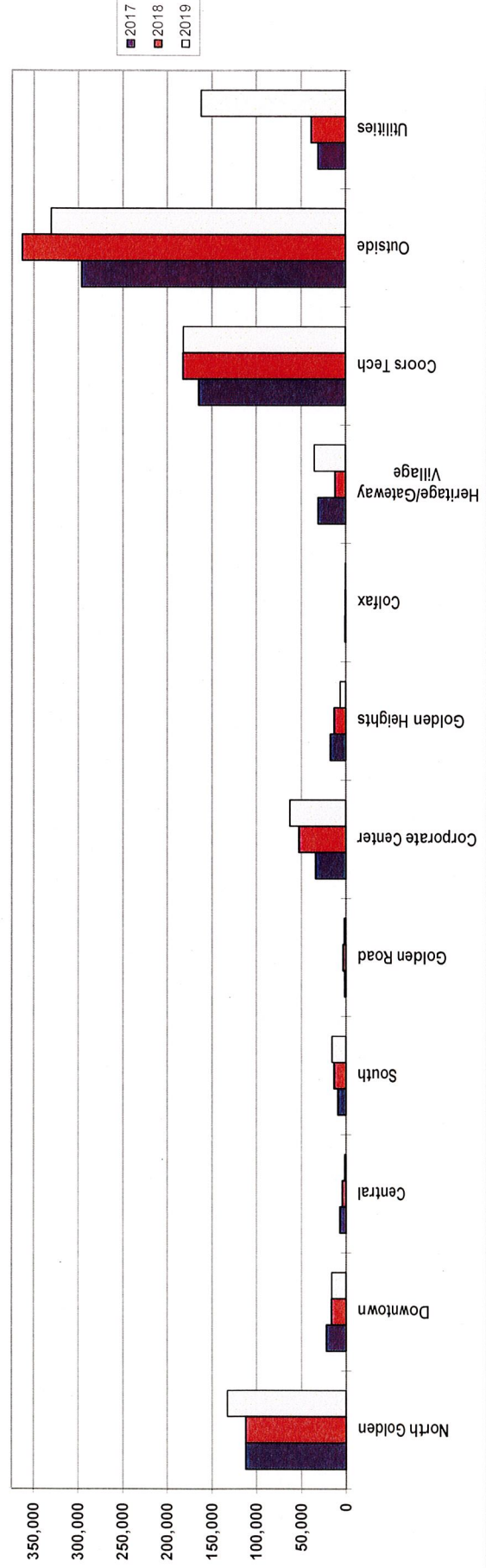
	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	YTD % Chng
2019	\$ 324,439	\$ 607,771	\$ 949,572	\$ 1,088,218	\$ 1,321,210	\$ 1,617,103	\$ 1,833,153	\$ 2,105,871	\$ 2,402,229	\$ 2,688,715	\$ 2,960,018	\$ 3,349,178	\$ 949,572	16.9%
2018	\$ 255,325	\$ 543,092	\$ 812,082	\$ 1,042,975	\$ 1,249,836	\$ 1,520,513	\$ 1,776,651	\$ 2,080,412	\$ 2,365,707	\$ 2,742,876	\$ 3,005,129	\$ 3,414,619	\$ 3,349,178	11.6%
2017	\$ 235,196	\$ 446,766	\$ 727,568	\$ 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	\$ 3,414,619	-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%
YTD Use Tax Audit Revenue				\$ 77,683	<<<< includes building use tax audit revenue									
Less: YTD Use Tax Refunds				\$ (4,322)										
Other Use Tax Revenue				\$ 73,361										

** Percentage Change is YTD %



City of Golden
Use Tax Revenue By Location
YTD March (April)
2017/2018/2019

Area	2017		2017-2016		2018		2018-2017		2019		2019-2018	
	Use Tax	% of total	Use Tax	% Change	Use Tax	% of total	Use Tax	% Change	Use Tax	% of total	Use Tax	% Change
North Golden	\$ 112,180	15.42%	\$ 112,078	13.80%	\$ 132,963	14.00%	\$ 132,963	-0.09%	\$ 132,963	14.00%	\$ 132,963	18.63%
Downtown	\$ 22,393	3.08%	\$ 16,530	2.04%	\$ 16,294	2.04%	\$ 16,294	-26.18%	\$ 16,294	1.72%	\$ 16,294	-1.43%
Central	\$ 6,947	0.95%	\$ 4,093	0.50%	\$ 1,882	0.20%	\$ 1,882	-41.09%	\$ 1,882	0.20%	\$ 1,882	-54.02%
South	\$ 9,039	1.24%	\$ 13,381	1.65%	\$ 15,858	1.67%	\$ 15,858	48.03%	\$ 15,858	1.67%	\$ 15,858	18.51%
Golden Road	\$ 1,554	0.21%	\$ 3,263	0.40%	\$ 2,112	0.22%	\$ 2,112	109.99%	\$ 2,112	0.22%	\$ 2,112	-35.26%
Corporate Center	\$ 34,126	4.69%	\$ 52,730	6.49%	\$ 63,060	6.64%	\$ 63,060	54.52%	\$ 63,060	6.64%	\$ 63,060	19.59%
Golden Heights	\$ 17,366	2.39%	\$ 13,165	1.62%	\$ 6,467	0.68%	\$ 6,467	-24.19%	\$ 6,467	0.68%	\$ 6,467	-50.88%
Colfax	\$ 620	0.09%	\$ 384	0.05%	\$ 564	0.06%	\$ 564	-38.11%	\$ 564	0.06%	\$ 564	46.89%
Heritage/Gateway Village	\$ 31,060	4.27%	\$ 11,909	1.47%	\$ 35,527	3.74%	\$ 35,527	-61.66%	\$ 35,527	3.74%	\$ 35,527	198.33%
Coors Technology	\$ 164,958	22.67%	\$ 182,082	22.42%	\$ 181,934	19.16%	\$ 181,934	10.38%	\$ 181,934	19.16%	\$ 181,934	-0.08%
Outside	\$ 296,151	40.70%	\$ 363,481	44.76%	\$ 330,354	34.79%	\$ 330,354	22.73%	\$ 330,354	34.79%	\$ 330,354	-9.11%
Utilities	\$ 31,172	4.28%	\$ 38,988	4.80%	\$ 162,557	17.12%	\$ 162,557	25.07%	\$ 162,557	17.12%	\$ 162,557	316.94%
Totals	\$ 727,568	100.00%	\$ 812,082	100.00%	\$ 949,572	100.00%	\$ 949,572	11.62%	\$ 949,572	100.00%	\$ 949,572	16.93%



City of Golden
Use Tax Revenue By Type
YTD March (April)
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	\$ 56,629	7.78%	21.75%	\$ 71,228	8.77%	25.78%	\$ 33,207	3.50%	-53.38%
Grocery	\$ 19,874	2.73%	-0.97%	\$ 22,403	2.76%	12.72%	\$ 17,326	1.82%	-22.67%
Restaurants	\$ 2,608	0.36%	-25.51%	\$ 6,963	0.86%	166.95%	\$ 3,609	0.38%	-48.16%
Automotive	\$ 269,896	37.10%	0.49%	\$ 335,650	41.33%	24.36%	\$ 308,286	32.47%	-8.15%
Prof Services\Entertainment	\$ 43,959	6.04%	37.09%	\$ 33,971	4.18%	-22.72%	\$ 38,172	4.02%	12.37%
Bus Services	\$ 62,853	8.64%	135.27%	\$ 46,864	5.77%	-25.44%	\$ 41,186	4.34%	-12.11%
Manufacturing - Production	\$ 237,537	32.65%	-35.05%	\$ 253,034	31.16%	6.52%	\$ 341,699	35.98%	35.04%
Accommodations	\$ 3,037	0.42%	-57.17%	\$ 2,981	0.37%	-1.84%	\$ 3,531	0.37%	18.44%
Utilities	\$ 31,172	4.28%	-1.18%	\$ 38,988	4.80%	25.07%	\$ 162,557	17.12%	316.94%
Totals	\$ 727,568	100.00%	-9.26%	\$ 812,082	100.00%	11.62%	\$ 949,572	100.00%	16.93%

