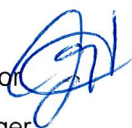




Council Memorandum

To: City Council
From: Jeff Hansen, Finance Director 
Through: Jason Slowinski, City Manager
Date: July 10, 2017
Re: Sales Tax Report

Attached are the sales and use tax reports for May sales (collected in June). Sales tax collections were up \$88,035 (7.6%) for the month. Again, there was nothing out of the ordinary for the month, just a continuation of the robust local economy. Overall, revenue is up \$240,181 (+4.3%) year-to-date compared to 2016. When adjusted for seasonality, sales tax revenues exceed the 2017 Budget by 2.3%.

Overall, sales tax from businesses within the City limits (including Utilities) is up \$237,999 compared to 2016. In terms of dollars, revenues have increased the most from Golden Road, North Golden, and Corporate Center. The Heritage/Gateway Village (new name) area shows the largest decrease compared to last year. By business type, General Merchandise, Restaurants, and Grocery 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 \$2,182 (-0.18%) for the year.

Use tax collections were down \$33,241 (-13.8%) for May. For the year, use tax is up \$13,642 (1.1%) compared to 2016. Business Services/Supplies, Automotive, and Professional Services have the largest increases 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, and can also be a result of the opening of new businesses.

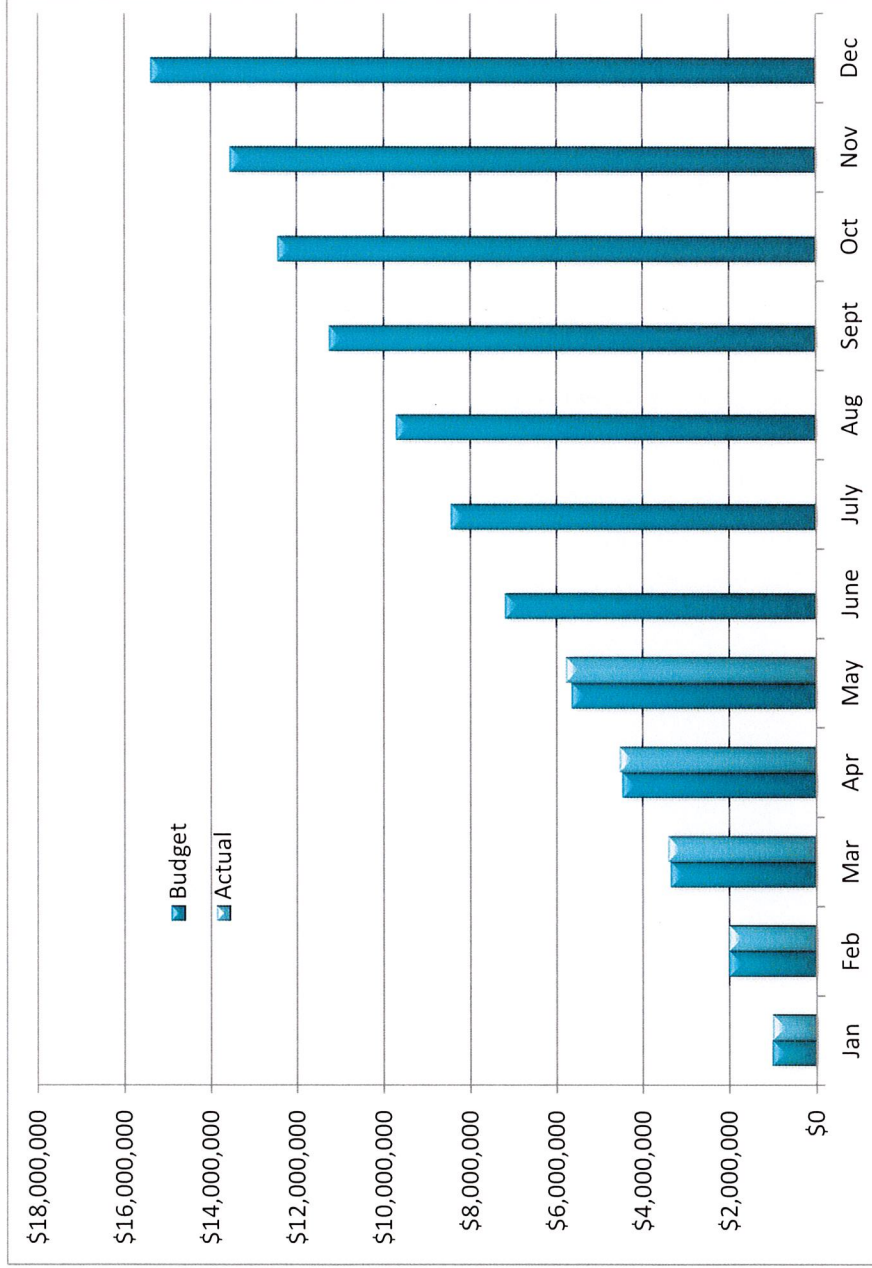
In the area of audit revenue, \$71,879 was collected in June. Including building use tax audits, the total audit revenue collected so far in 2017 is \$486,629. Also, the City continues to have audits in progress and additional audit revenue has been assessed, with collection anticipated over the next few months. \$40,907 have been issued in refunds for the year. These amounts are shown separately on the attached collection reports.

With both March - May sales all up over 5% compared to 2016, the local economy continues to look very good. The strong numbers for Restaurants (sales tax) and Automotive (use tax) are positive signs in regards to discretionary spending. All indications point to a very strong summer tourism season. And we're starting to see some of the anticipated manufacturing use tax coming in. At this point, the outlook for 2017 remains very 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	4,543,508
May	5,655,075	5,787,588
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	

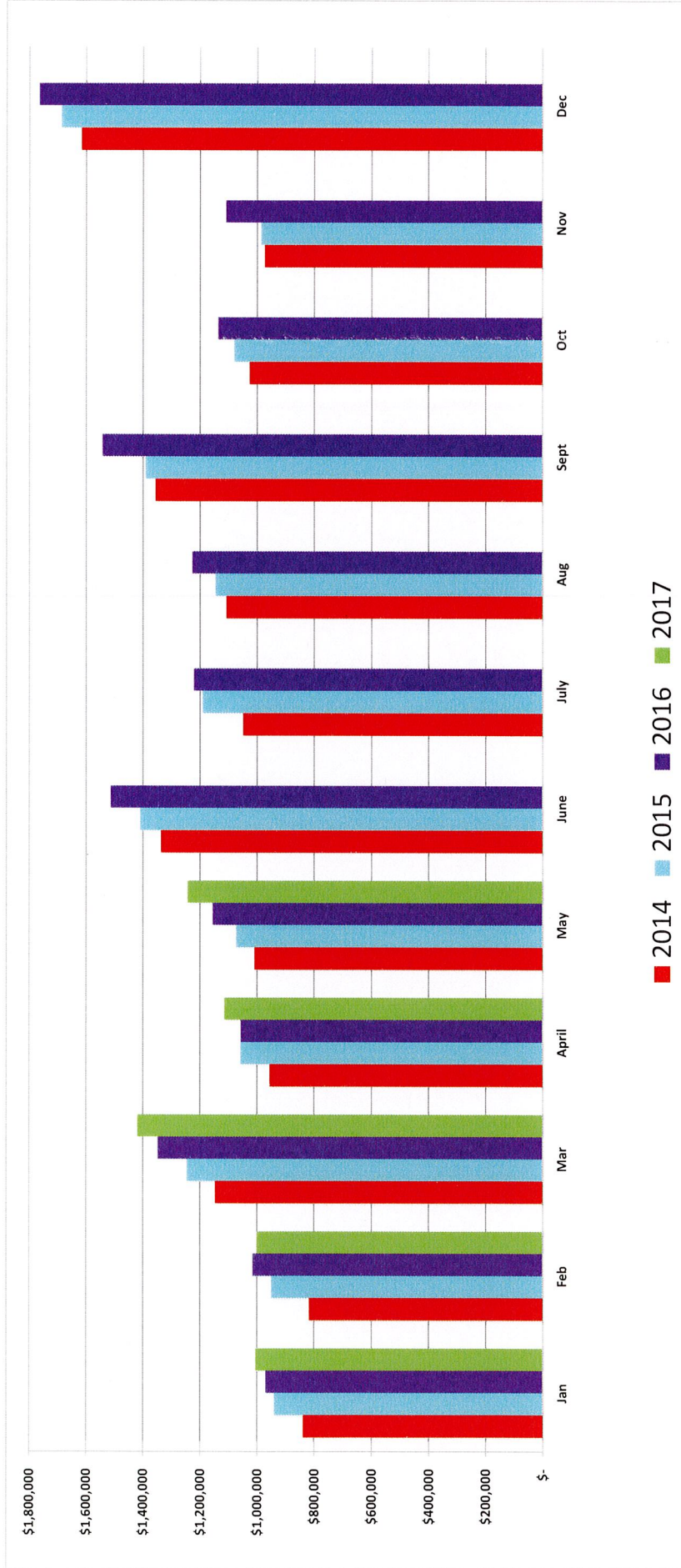


City of Golden
Sales Tax Trends
Month of May (April)
2014-2017

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2017	\$ 1,006,334	\$ 1,001,710	\$ 1,419,831	\$ 1,115,633	\$ 1,244,080	\$ 1,514,344	\$ 1,221,645	\$ 1,227,728	\$ 1,543,227	\$ 1,137,294	\$ 1,109,698	\$ 1,765,585	\$ 5,787,588	7.6%
2016	\$ 970,666	\$ 1,015,827	\$ 1,347,205	\$ 1,057,664	\$ 1,156,045	\$ 1,410,884	\$ 1,192,205	\$ 1,147,227	\$ 1,391,863	\$ 1,082,678	\$ 987,857	\$ 1,688,949	\$ 15,066,928	7.5%
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	6.5%
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	8.3%

MTD Sales Tax Audit Revenue \$46,292
Less: MTD Sales Tax Refunds \$0
Net Sales Tax Revenue \$46,292

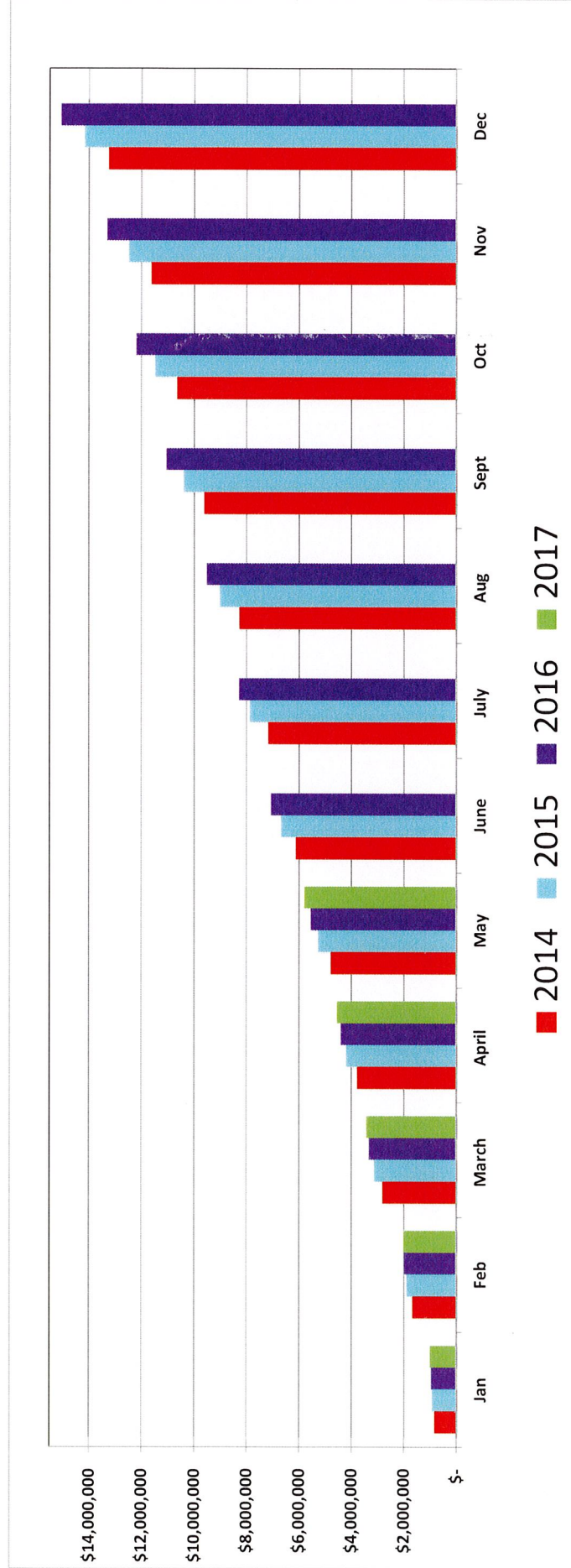
* Percentage Change is for current month only (highlighted)



City of Golden
Sales Tax Trends
YTD May (June)
2014-2017

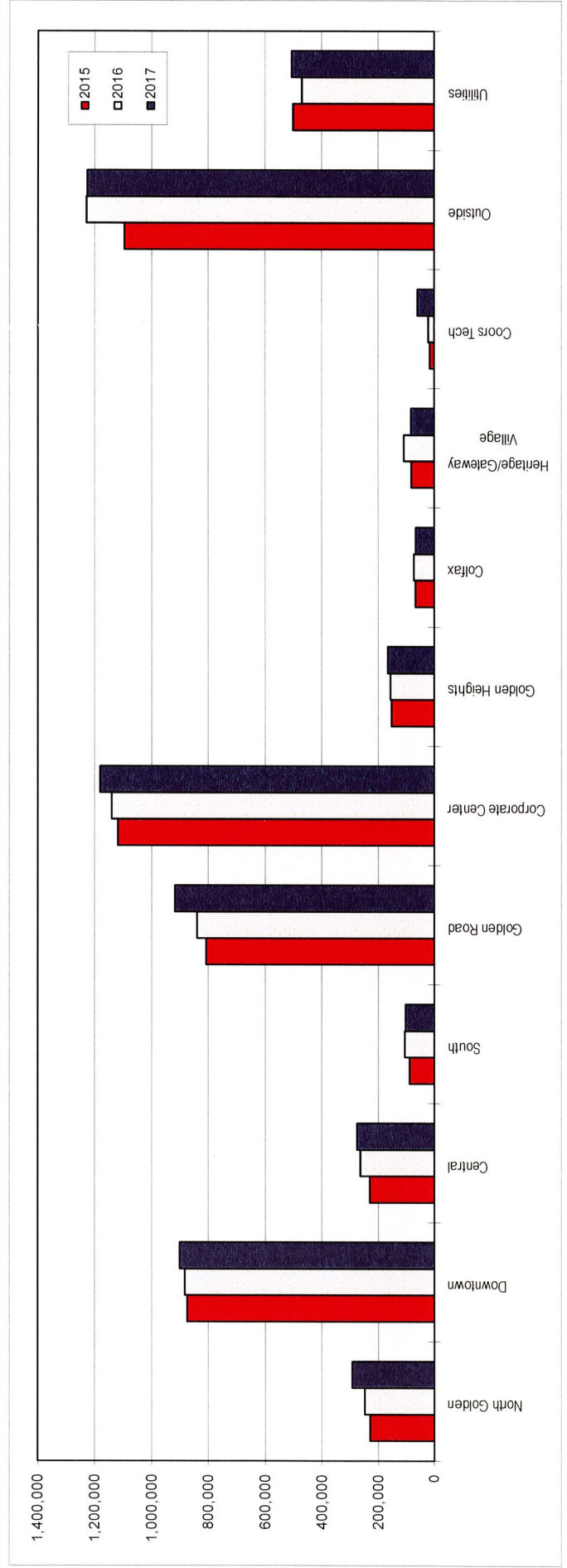
	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2017	\$ 1,006,334	\$ 2,008,044	\$ 3,427,875	\$ 4,543,508	\$ 5,787,588	\$ 7,061,751	\$ 8,283,396	\$ 9,511,124	\$ 11,054,351	\$ 12,191,645	\$ 13,301,343	\$ 15,066,928	\$ 5,787,588	4.3%
2016	\$ 970,666	\$ 1,986,493	\$ 3,333,698	\$ 4,391,362	\$ 5,547,407	\$ 6,684,562	\$ 7,876,767	\$ 9,023,994	\$ 10,415,857	\$ 11,498,535	\$ 12,486,392	\$ 14,175,341	\$ 15,066,928	5.2%
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	10.8%
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	6.3%
YTD Sales Tax Audit Revenue	\$192,279													
Less: YTD Sales Tax Refunds	(\$1,016)													
Other Sales Tax Revenue	\$191,263													

* Percentage Change - YTD percentage change



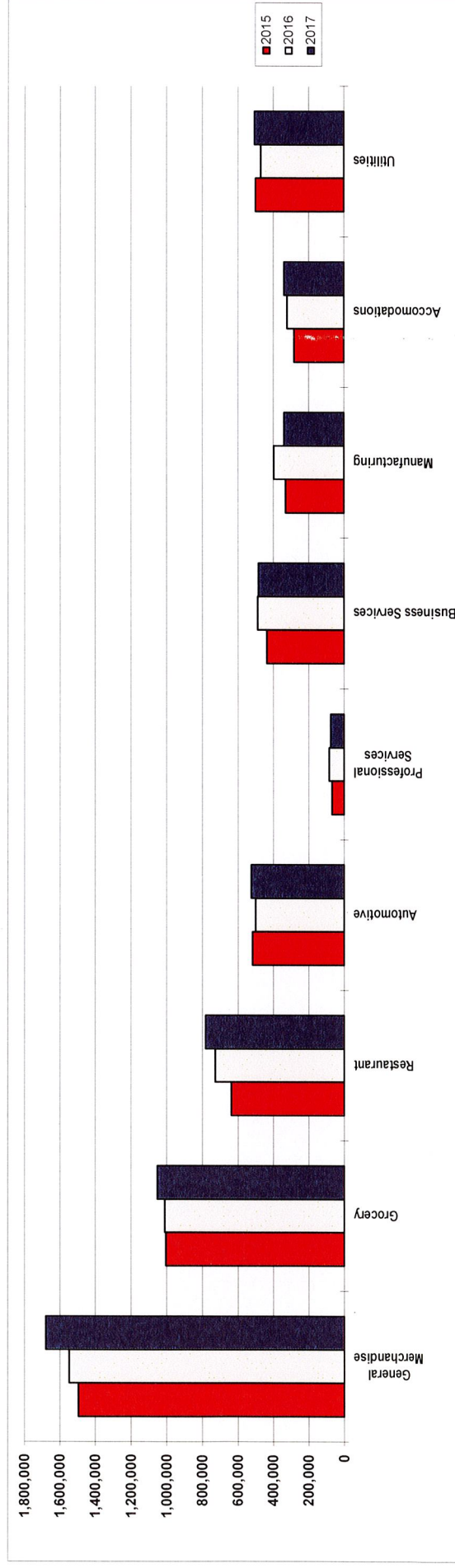
City of Golden
Sales Tax Revenue By Location
YTD May (June)
2015/2016/2017

Area	2015		2016		2017		2017-2016	
	Sales Tax	% of total Sales Tax	Sales Tax	% of total Sales Tax	Sales Tax	% of total Sales Tax	Sales Tax	% Change
North Golden	\$ 229,820	4.36%	\$ 248,711	4.48%	\$ 292,039	5.05%	\$ 292,039	17.42%
Downtown	\$ 875,847	16.61%	\$ 884,290	15.94%	\$ 902,023	15.59%	\$ 902,023	2.01%
Central	\$ 230,858	4.38%	\$ 264,144	4.76%	\$ 275,424	4.76%	\$ 275,424	4.27%
South	\$ 90,912	1.72%	\$ 107,094	1.93%	\$ 104,566	1.81%	\$ 104,566	-2.36%
Golden Road	\$ 807,616	15.31%	\$ 840,281	15.15%	\$ 917,168	15.85%	\$ 917,168	9.15%
Corporate Center	\$ 1,119,546	21.23%	\$ 1,140,397	20.56%	\$ 1,181,043	20.41%	\$ 1,181,043	3.56%
Golden Heights	\$ 153,950	2.92%	\$ 156,729	2.83%	\$ 166,982	2.89%	\$ 166,982	6.54%
Colfax	\$ 68,430	1.30%	\$ 73,944	1.33%	\$ 68,177	1.18%	\$ 68,177	-7.80%
Heritage /Gateway Village	\$ 83,494	1.58%	\$ 109,938	1.98%	\$ 84,542	1.46%	\$ 84,542	-23.10%
Coors Technology	\$ 16,634	0.32%	\$ 21,700	0.39%	\$ 61,507	1.06%	\$ 61,507	183.90%
Outside	\$ 1,096,155	20.79%	\$ 1,230,266	22.18%	\$ 1,228,084	21.22%	\$ 1,228,084	-0.18%
Utilities	\$ 500,417	9.49%	\$ 469,913	8.47%	\$ 505,931	8.74%	\$ 505,931	7.66%
Totals	\$ 5,273,678	100%	\$ 5,547,407	100%	\$ 5,787,588	100%	\$ 5,787,588	4.33%



City of Golden
Sales Tax Revenue By Type
YTD May (June)
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	\$ 1,495,935	28.37%	\$ 1,548,024	27.91%	\$ 1,680,206	3.48%	\$ 1,680,206	29.03%	\$ 1,680,206	8.54%
Grocery	\$ 1,004,653	19.05%	\$ 1,010,557	18.22%	\$ 1,053,556	0.59%	\$ 1,053,556	18.20%	\$ 1,053,556	4.25%
Restaurants	\$ 638,274	12.10%	\$ 727,754	13.12%	\$ 783,382	14.02%	\$ 783,382	13.54%	\$ 783,382	7.64%
Automotive	\$ 517,206	9.81%	\$ 499,229	9.00%	\$ 523,860	-3.48%	\$ 523,860	9.05%	\$ 523,860	4.93%
Prof Services/Entertainment	\$ 69,671	1.32%	\$ 85,475	1.54%	\$ 76,970	22.68%	\$ 76,970	1.33%	\$ 76,970	-9.95%
Bus Services/Supp.	\$ 435,412	8.26%	\$ 487,958	8.80%	\$ 483,467	12.07%	\$ 483,467	8.35%	\$ 483,467	-0.92%
Manufacturing - Production	\$ 330,178	6.26%	\$ 397,321	7.16%	\$ 339,790	20.34%	\$ 339,790	5.87%	\$ 339,790	-14.48%
Accommodations	\$ 281,932	5.35%	\$ 321,174	5.79%	\$ 340,427	13.92%	\$ 340,427	5.88%	\$ 340,427	5.99%
Utilities	\$ 500,417	9.49%	\$ 469,913	8.47%	\$ 505,931	-6.10%	\$ 505,931	8.74%	\$ 505,931	7.66%
Totals	\$ 5,273,678	100%	\$ 5,547,407	100.00%	\$ 5,787,589	5.19%	\$ 5,787,589	100.00%	\$ 5,787,589	4.33%

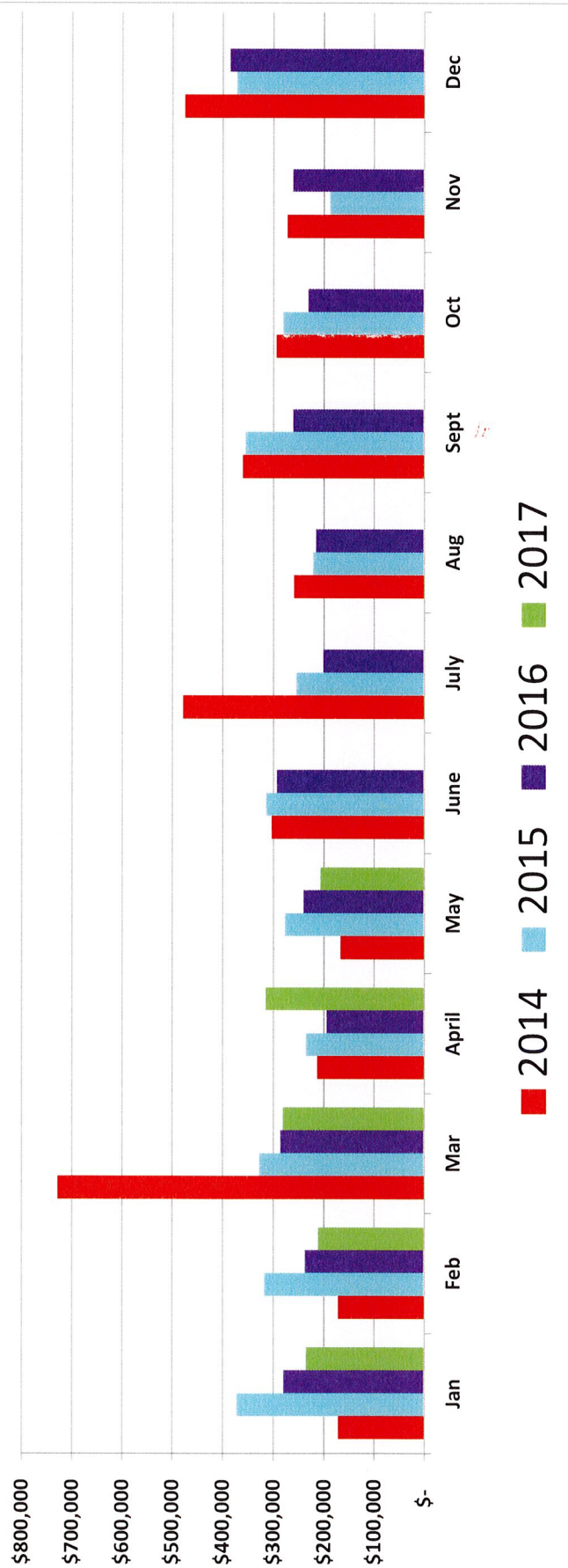


City of Golden
Use Tax Trends
Month of May (June)
2014-2017

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	% CHNG
2017	\$ 235,196	\$ 211,570	\$ 280,802	\$ 315,407	\$ 206,861	\$ 292,505	\$ 200,678	\$ 215,156	\$ 259,981	\$ 230,883	\$ 260,773	\$ 385,860	\$ 1,249,836	-13.8%
2016	\$ 278,990	\$ 237,225	\$ 285,559	\$ 194,318	\$ 240,102	\$ 314,794	\$ 254,336	\$ 221,729	\$ 354,706	\$ 280,238	\$ 187,729	\$ 372,140	\$ 3,082,030	-13.3%
2015	\$ 372,306	\$ 317,519	\$ 327,607	\$ 235,186	\$ 276,860	\$ 302,449	\$ 477,511	\$ 258,124	\$ 359,641	\$ 293,257	\$ 271,497	\$ 475,522	\$ 3,470,150	66.4%
2014	\$ 171,612	\$ 171,243	\$ 728,393	\$ 212,635	\$ 166,412								\$ 3,888,296	3.8%

MTD Use Tax Audit Revenue \$25,587 <<<< includes building use tax audit revenue
 Less: MTD Use Tax Refunds (\$3,568)
 Other Use Tax Revenue \$22,019

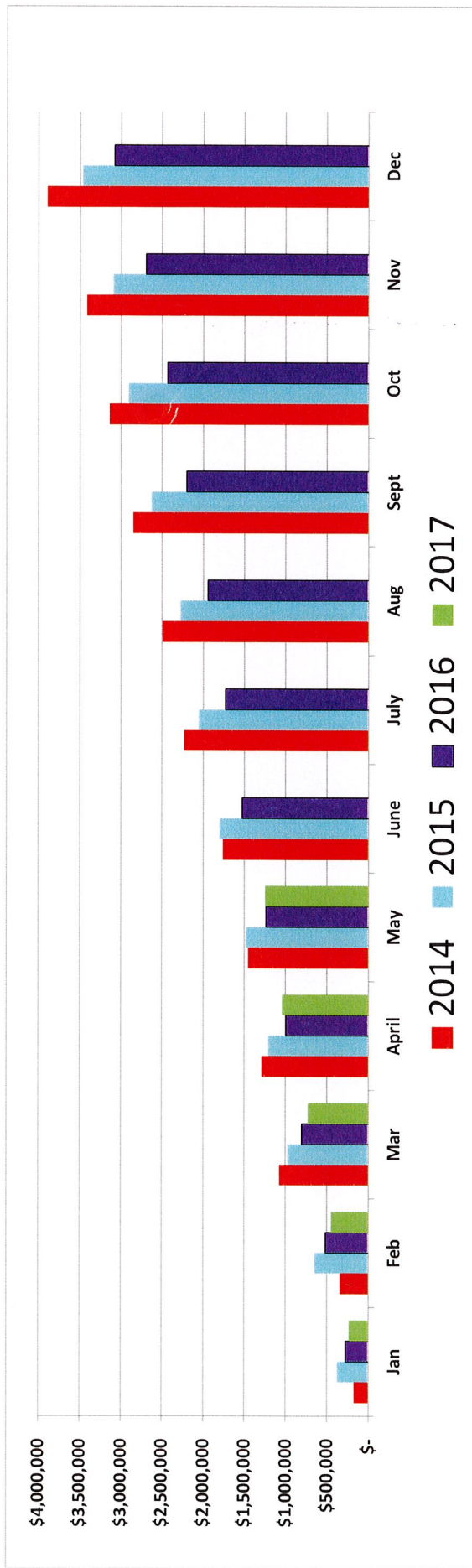
* Percentage Change is for current month only (highlighted)



*Amounts reported on the cash basis

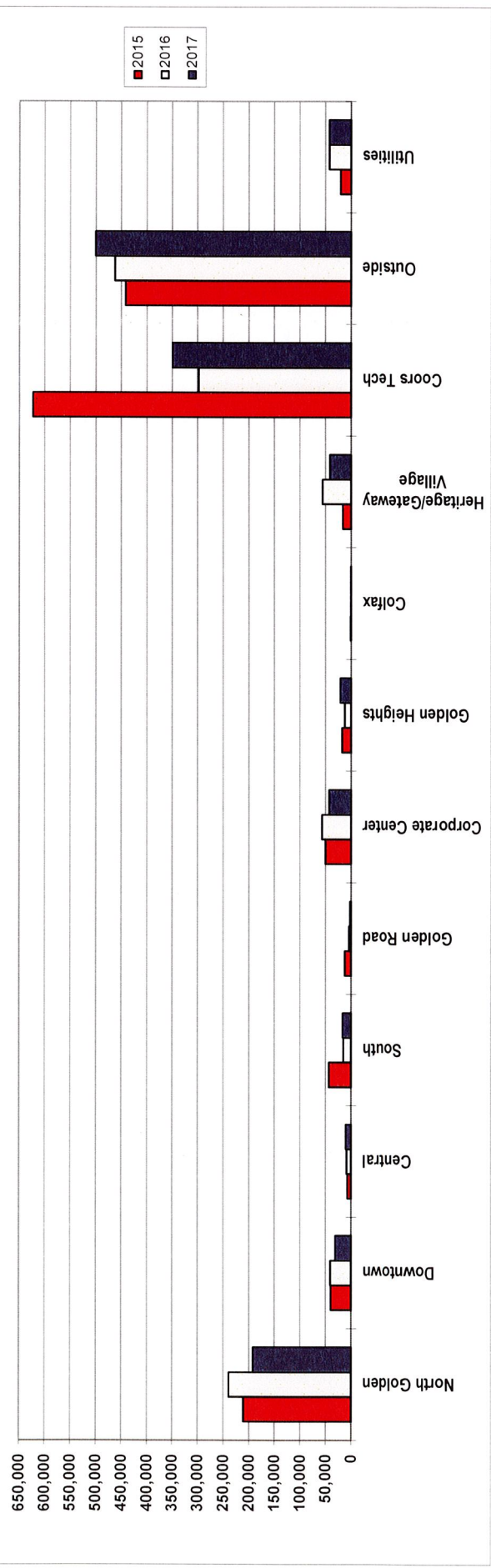
City of Golden
Use Tax Trends
YTD May (June)
2014-2017

	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total	YTD % Chng
2017	\$ 235,196	\$ 446,766	\$ 727,568	\$ 1,042,975	\$ 1,249,836	\$ 1,528,699	\$ 1,729,377	\$ 1,944,533	\$ 2,204,514	\$ 2,435,397	\$ 2,696,170	\$ 3,082,030	\$ 1,249,836	1.1%
2016	\$ 278,990	\$ 516,215	\$ 801,774	\$ 996,092	\$ 1,236,194	\$ 1,799,272	\$ 2,053,608	\$ 2,275,337	\$ 2,630,043	\$ 2,910,281	\$ 3,098,010	\$ 3,470,150	\$ 3,082,030	-16.7%
2015	\$ 372,306	\$ 644,825	\$ 972,432	\$ 1,207,618	\$ 1,484,478	\$ 1,752,744	\$ 2,230,255	\$ 2,488,379	\$ 2,848,020	\$ 3,141,277	\$ 3,412,774	\$ 3,888,296	\$ 3,470,150	2.4%
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	37.3%
YTD Use Tax Audit Revenue				\$ 294,350	<<<<	<<<<	<<<<	<<<<	<<<<	<<<<	<<<<	<<<<	<<<<	** Percentage Change is YTD %
Less: YTD Use Tax Refunds				(\$39,891)										
Other Use Tax Revenue				\$ 254,459										



City of Golden
Use Tax Revenue By Location
 YTD May (June)
 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	\$ 210,707	14.19%	\$ 239,369	19.36%	\$ 239,369	13.60%	\$ 192,302	15.39%	\$ 192,302	-19.66%
Downtown	\$ 39,513	2.66%	\$ 40,606	3.28%	\$ 40,606	2.77%	\$ 30,689	2.46%	\$ 30,689	-24.42%
Central	\$ 7,467	0.50%	\$ 8,660	0.70%	\$ 8,660	15.97%	\$ 10,445	0.84%	\$ 10,445	20.61%
South	\$ 43,347	2.92%	\$ 15,429	1.25%	\$ 15,429	-64.41%	\$ 16,896	1.35%	\$ 16,896	9.51%
Golden Road	\$ 12,489	0.84%	\$ 4,166	0.34%	\$ 4,166	-66.64%	\$ 2,343	0.19%	\$ 2,343	-43.77%
Corporate Center	\$ 49,808	3.36%	\$ 56,232	4.55%	\$ 56,232	12.90%	\$ 42,593	3.41%	\$ 42,593	-24.26%
Golden Heights	\$ 17,497	1.18%	\$ 12,658	1.02%	\$ 12,658	-27.66%	\$ 20,899	1.67%	\$ 20,899	65.11%
Colfax	\$ 1,426	0.10%	\$ 692	0.06%	\$ 692	-51.46%	\$ 907	0.07%	\$ 907	31.03%
Heritage/Gateway Village	\$ 16,217	1.09%	\$ 55,555	4.49%	\$ 55,555	242.57%	\$ 41,207	3.30%	\$ 41,207	174.17%
Coors Technology	\$ 623,859	42.03%	\$ 298,118	24.12%	\$ 298,118	-52.21%	\$ 349,075	27.93%	\$ 349,075	17.09%
Outside	\$ 441,648	29.75%	\$ 462,725	37.43%	\$ 462,725	4.77%	\$ 500,635	40.06%	\$ 500,635	8.19%
Utilities	\$ 20,500	1.38%	\$ 41,983	3.40%	\$ 41,983	104.80%	\$ 41,844	3.35%	\$ 41,844	-0.33%
Totals	\$ 1,484,478	100%	\$ 1,236,194	100%	\$ 1,236,194	-16.73%	\$ 1,249,836	100%	\$ 1,249,836	1.10%



City of Golden
Use Tax Revenue By Type
YTD May (June)
2015/2016/2017

Type	2015 Use Tax	% of total Use Tax	2016 Use Tax	% of total Use Tax	2016-2014 % Change	2017 Use Tax	% of total Use Tax	2016-2017 % Change
General Merchandise	\$ 119,951	8.08%	\$ 98,029	7.93%	-18.28%	\$ 81,034	6.48%	-17.34%
Grocery	\$ 23,523	1.58%	\$ 30,998	2.51%	31.79%	\$ 36,079	2.89%	16.39%
Restaurants	\$ 16,141	1.09%	\$ 13,416	1.09%	-16.88%	\$ 6,994	0.56%	-47.87%
Automotive	\$ 399,213	26.89%	\$ 441,946	35.75%	10.70%	\$ 467,726	37.42%	5.83%
Prof Services\Entertainment	\$ 57,615	3.88%	\$ 40,797	3.30%	-29.19%	\$ 60,508	4.84%	48.32%
Bus Services	\$ 46,000	3.10%	\$ 38,517	3.12%	-16.27%	\$ 76,666	6.13%	99.05%
Manufacturing - Production	\$ 792,512	53.39%	\$ 519,081	41.99%	-34.50%	\$ 472,951	37.84%	-8.89%
Accommodations	\$ 9,021	0.61%	\$ 11,427	0.92%	26.67%	\$ 6,033	0.48%	-47.21%
Utilities	\$ 20,500	1.38%	\$ 41,983	3.40%	104.80%	\$ 41,844	3.35%	-0.33%
Totals	\$ 1,484,478	100%	\$ 1,236,194	100%	-16.73%	\$ 1,249,836	100%	1.10%

