Council Memorandum

To: City Council
From: Jeff Hansen, Finance Director
Date: January 9, 2018
Re: Sales Tax Report

Attached are the sales and use tax reports for November sales (collected in December). Sales tax collections were up $53,607 (4.8%) for the month. The bulk of the increase came from businesses outside of Golden, including Amazon. Overall, revenue is up $767,241 (+5.8%) year-to-date compared to 2016. When adjusted for seasonality, sales tax revenues exceed the 2017 Budget by 3.8%.

Overall, sales tax from businesses within the City limits (including Utilities) is up $492,737 compared to 2016. In terms of dollars, revenues have increased the most from Golden Road, Coors Tech Center, and North Golden. The Heritage/Gateway Village area shows the largest decrease compared to last year. By business type, General Merchandise, Restaurants, and Grocery show the largest increases. Business Services/Supplies is the only business type with a decrease for the year. Sales tax from businesses outside the City limits, which includes big ticket items that are delivered into the City, is up $274,504 (9.28%) for the year. A large portion of this increase is coming from Amazon. This is a strong indicator of the amount of online purchasing that occurs in today's society.

Use tax collections were up $1,480 (0.6%) for November. For the year, use tax is up $308,959 (11.5%) compared to 2016. Automotive, Business Services, and Utilities have the largest increases so far this year, with General Merchandise now 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, $10,912 was collected in November. Including building use tax audits, the total audit revenue collected so far in 2017 is $625,053. Also, the City continues to have audits in progress and additional audit revenue has been assessed, with collection anticipated over the next few months. $45,770 have been issued in refunds for the year. These amounts are shown separately on the attached collection reports.

The local economy continues to look really good. The strong numbers for Restaurants (sales tax) and Automotive (use tax) are positive signs in regards to discretionary spending. November sales tax within the city limits was relatively stagnant compared to 2016. December (Christmas) sales should be a good indicator of the status of the local economy heading into 2018.

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

<table>
<thead>
<tr>
<th>Month</th>
<th>YTD Budget</th>
<th>YTD Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan</td>
<td>$1,014,831</td>
<td>$1,006,334</td>
</tr>
<tr>
<td>Feb</td>
<td>2,013,664</td>
<td>2,008,044</td>
</tr>
<tr>
<td>Mar</td>
<td>3,366,552</td>
<td>3,427,875</td>
</tr>
<tr>
<td>Apr</td>
<td>4,479,702</td>
<td>4,543,508</td>
</tr>
<tr>
<td>May</td>
<td>5,655,075</td>
<td>5,787,588</td>
</tr>
<tr>
<td>June</td>
<td>7,201,833</td>
<td>7,349,666</td>
</tr>
<tr>
<td>July</td>
<td>8,457,624</td>
<td>8,706,714</td>
</tr>
<tr>
<td>Aug</td>
<td>9,724,363</td>
<td>9,972,409</td>
</tr>
<tr>
<td>Sept</td>
<td>11,273,432</td>
<td>11,594,577</td>
</tr>
<tr>
<td>Oct</td>
<td>12,454,670</td>
<td>12,905,279</td>
</tr>
<tr>
<td>Nov</td>
<td>13,558,336</td>
<td>14,068,584</td>
</tr>
<tr>
<td>Dec</td>
<td>15,400,650</td>
<td></td>
</tr>
</tbody>
</table>
### City of Golden Sales Tax Trends
#### Month of November (December) 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 | $1,155,833 | $1,244,080 | $1,562,078 | $1,357,048 | $1,265,695 | $1,622,168 | $1,310,702 | $1,163,305 | $1,006,584 | 4.8%   |
| 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 | 12.3%  |
| 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 | $1,082,878 | $987,857  | 1,888,949 | 14.175,341 | 1.4%   |
| 2014  | $838,767  | $818,891  | $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 | 15.1%  |

- **MTD Sales Tax Audit Revenue**: $7,059
- **Less: MTD Sales Tax Refunds**: $(65)
- **Net Sales Tax Revenue**: $6,994

*Percentage Change is for current month only (highlighted)*

Amounts reported are net of revenues earmarked for community marketing.

![Graph showing sales tax trends from 2014 to 2017; highlighting percentage changes for current months.](image_url)
<table>
<thead>
<tr>
<th></th>
<th>Jan</th>
<th>Feb</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>Aug</th>
<th>Sept</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
<th>Total</th>
<th>% CHNG</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$ 838,767</td>
<td>$ 1,655,658</td>
<td>$ 2,801,749</td>
<td>$ 3,757,074</td>
<td>$ 4,766,293</td>
<td>$ 6,101,154</td>
<td>$ 7,150,190</td>
<td>$ 8,257,485</td>
<td>$ 9,612,234</td>
<td>$ 10,638,301</td>
<td>$ 11,612,162</td>
<td>$ 13,228,414</td>
<td>$ 13,228,414</td>
<td>8.3%</td>
</tr>
<tr>
<td>2015</td>
<td>$ 940,868</td>
<td>$ 1,891,911</td>
<td>$ 3,138,983</td>
<td>$ 4,198,513</td>
<td>$ 5,273,678</td>
<td>$ 6,684,562</td>
<td>$ 7,876,767</td>
<td>$ 9,023,994</td>
<td>$ 10,415,857</td>
<td>$ 11,498,535</td>
<td>$ 12,486,392</td>
<td>$ 14,175,341</td>
<td>$ 14,175,341</td>
<td>7.5%</td>
</tr>
<tr>
<td>2016</td>
<td>$ 970,666</td>
<td>$ 1,986,493</td>
<td>$ 3,333,698</td>
<td>$ 4,391,362</td>
<td>$ 5,547,407</td>
<td>$ 7,061,751</td>
<td>$ 8,283,396</td>
<td>$ 9,511,124</td>
<td>$ 11,054,351</td>
<td>$ 12,191,645</td>
<td>$ 13,301,343</td>
<td>$ 15,066,928</td>
<td>$ 15,066,928</td>
<td>6.5%</td>
</tr>
<tr>
<td>2017</td>
<td>$ 1,006,334</td>
<td>$ 2,008,044</td>
<td>$ 3,427,875</td>
<td>$ 4,543,508</td>
<td>$ 5,787,588</td>
<td>$ 7,349,666</td>
<td>$ 8,706,714</td>
<td>$ 9,972,409</td>
<td>$ 11,594,577</td>
<td>$ 12,905,279</td>
<td>$ 14,068,584</td>
<td>$ 14,068,584</td>
<td>$ 14,068,584</td>
<td>5.8%</td>
</tr>
</tbody>
</table>

YTD Sales Tax Audit Revenue: $278,245
Less: YTD Sales Tax Refunds: ($1,081)
Other Sales Tax Revenue: $277,165

Amounts reported are net of revenues earmarked for community marketing.

* Percentage Change - YTD percentage change
# City of Golden

## Sales Tax Revenue By Location

**YTD November (December) 2015/2016/2017**

<table>
<thead>
<tr>
<th>Area</th>
<th>2015 Sales Tax</th>
<th>% of total Sales Tax</th>
<th>2016 Sales Tax</th>
<th>% of total Sales Tax</th>
<th>2016-2015 % Change</th>
<th>2017 Sales Tax</th>
<th>% of total Sales Tax</th>
<th>2017-2016 % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Golden</td>
<td>$565,826</td>
<td>4.53%</td>
<td>$601,696</td>
<td>4.52%</td>
<td>6.34%</td>
<td>$674,696</td>
<td>4.80%</td>
<td>12.13%</td>
</tr>
<tr>
<td>Downtown</td>
<td>$2,092,928</td>
<td>16.76%</td>
<td>$2,150,644</td>
<td>16.17%</td>
<td>2.76%</td>
<td>$2,215,558</td>
<td>15.75%</td>
<td>3.02%</td>
</tr>
<tr>
<td>Central</td>
<td>$523,685</td>
<td>4.19%</td>
<td>$598,072</td>
<td>4.50%</td>
<td>14.20%</td>
<td>$632,744</td>
<td>4.50%</td>
<td>5.80%</td>
</tr>
<tr>
<td>South</td>
<td>$225,162</td>
<td>1.80%</td>
<td>$259,215</td>
<td>1.95%</td>
<td>15.12%</td>
<td>$264,596</td>
<td>1.88%</td>
<td>2.08%</td>
</tr>
<tr>
<td>Golden Road</td>
<td>$1,820,151</td>
<td>14.58%</td>
<td>$1,901,160</td>
<td>14.29%</td>
<td>4.45%</td>
<td>$2,050,373</td>
<td>14.57%</td>
<td>7.85%</td>
</tr>
<tr>
<td>Corporate Center</td>
<td>$2,693,553</td>
<td>21.57%</td>
<td>$2,797,884</td>
<td>21.03%</td>
<td>3.87%</td>
<td>$2,862,486</td>
<td>20.35%</td>
<td>2.31%</td>
</tr>
<tr>
<td>Golden Heights</td>
<td>$385,376</td>
<td>3.09%</td>
<td>$395,095</td>
<td>2.97%</td>
<td>2.52%</td>
<td>$400,192</td>
<td>2.84%</td>
<td>12.29%</td>
</tr>
<tr>
<td>Colfax</td>
<td>$185,712</td>
<td>1.49%</td>
<td>$190,817</td>
<td>1.43%</td>
<td>2.75%</td>
<td>$179,730</td>
<td>1.28%</td>
<td>-5.81%</td>
</tr>
<tr>
<td>Heritage/Gateway Village</td>
<td>$295,728</td>
<td>2.37%</td>
<td>$338,591</td>
<td>2.55%</td>
<td>14.49%</td>
<td>$306,551</td>
<td>2.18%</td>
<td>-9.46%</td>
</tr>
<tr>
<td>Coors Technology</td>
<td>$42,663</td>
<td>0.34%</td>
<td>$77,310</td>
<td>0.58%</td>
<td>81.21%</td>
<td>$162,642</td>
<td>1.16%</td>
<td>110.37%</td>
</tr>
<tr>
<td>Outside</td>
<td>$2,596,763</td>
<td>20.80%</td>
<td>$2,956,849</td>
<td>22.23%</td>
<td>13.87%</td>
<td>$3,231,353</td>
<td>22.97%</td>
<td>9.28%</td>
</tr>
<tr>
<td>Utilities</td>
<td>$1,058,844</td>
<td>8.48%</td>
<td>$1,034,009</td>
<td>7.77%</td>
<td>-2.35%</td>
<td>$1,087,665</td>
<td>7.73%</td>
<td>5.19%</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td>$12,486,392</td>
<td>100%</td>
<td>$13,301,343</td>
<td>100%</td>
<td>6.53%</td>
<td>$14,068,584</td>
<td>100%</td>
<td>5.77%</td>
</tr>
</tbody>
</table>

Amounts reported are net of revenues earmarked for community marketing.
<table>
<thead>
<tr>
<th>Type</th>
<th>2015 Sales Tax</th>
<th>2015 % of total Sales Tax</th>
<th>2016 Sales Tax</th>
<th>2016 % of total Sales Tax</th>
<th>% Change</th>
<th>2017 Sales Tax</th>
<th>2017 % of total Sales Tax</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Merchandise</td>
<td>$3,631,320</td>
<td>29.08%</td>
<td>$3,623,092</td>
<td>28.74%</td>
<td>5.28%</td>
<td>$4,175,120</td>
<td>29.68%</td>
<td>9.21%</td>
</tr>
<tr>
<td>Grocery</td>
<td>$2,192,562</td>
<td>17.56%</td>
<td>$2,276,733</td>
<td>17.12%</td>
<td>3.84%</td>
<td>$2,375,353</td>
<td>16.88%</td>
<td>4.33%</td>
</tr>
<tr>
<td>Restaurants</td>
<td>$1,546,907</td>
<td>12.39%</td>
<td>$1,722,645</td>
<td>12.95%</td>
<td>11.36%</td>
<td>$1,865,297</td>
<td>13.26%</td>
<td>8.28%</td>
</tr>
<tr>
<td>Automotive</td>
<td>$1,240,376</td>
<td>9.93%</td>
<td>$1,226,811</td>
<td>9.22%</td>
<td>-1.10%</td>
<td>$1,306,366</td>
<td>9.29%</td>
<td>6.50%</td>
</tr>
<tr>
<td>Prof Services/Entertainment</td>
<td>$161,803</td>
<td>1.30%</td>
<td>$193,851</td>
<td>1.46%</td>
<td>19.81%</td>
<td>$200,373</td>
<td>1.42%</td>
<td>3.36%</td>
</tr>
<tr>
<td>Bus Services/Supp.</td>
<td>$1,038,327</td>
<td>8.32%</td>
<td>$1,165,026</td>
<td>8.76%</td>
<td>12.20%</td>
<td>$1,163,495</td>
<td>8.27%</td>
<td>-0.13%</td>
</tr>
<tr>
<td>Manufacturing - Production</td>
<td>$851,766</td>
<td>6.82%</td>
<td>$973,761</td>
<td>7.32%</td>
<td>14.32%</td>
<td>$981,970</td>
<td>6.98%</td>
<td>0.84%</td>
</tr>
<tr>
<td>Accommodations</td>
<td>$764,487</td>
<td>6.12%</td>
<td>$885,545</td>
<td>6.66%</td>
<td>15.84%</td>
<td>$912,946</td>
<td>6.49%</td>
<td>3.09%</td>
</tr>
<tr>
<td>Utilities</td>
<td>$1,058,844</td>
<td>8.48%</td>
<td>$1,034,009</td>
<td>7.77%</td>
<td>-2.35%</td>
<td>$1,087,665</td>
<td>7.73%</td>
<td>5.19%</td>
</tr>
<tr>
<td>Totals</td>
<td>$12,486,392</td>
<td>100%</td>
<td>$13,301,343</td>
<td>100.00%</td>
<td>6.53%</td>
<td>$14,068,584</td>
<td>100.00%</td>
<td>5.77%</td>
</tr>
</tbody>
</table>

Amounts reported are net of revenues earmarked for community marketing.
### City of Golden
#### Use Tax Trends
#### Month of November (December)
#### 2014-2017

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$235,196</td>
<td>$211,570</td>
<td>$280,802</td>
<td>$315,407</td>
<td>$206,861</td>
<td>$270,677</td>
<td>$256,138</td>
<td>$303,761</td>
<td>$285,295</td>
<td>$377,169</td>
<td>$262,253</td>
<td>$3,005,129</td>
<td>0.6%</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>$278,990</td>
<td>$237,225</td>
<td>$285,599</td>
<td>$194,318</td>
<td>$240,102</td>
<td>$292,505</td>
<td>$200,678</td>
<td>$215,156</td>
<td>$259,981</td>
<td>$230,883</td>
<td>$260,773</td>
<td>$3,082,030</td>
<td>38.9%</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>$171,612</td>
<td>$171,243</td>
<td>$728,393</td>
<td>$212,635</td>
<td>$166,412</td>
<td>$302,449</td>
<td>$477,511</td>
<td>$258,124</td>
<td>$359,641</td>
<td>$293,257</td>
<td>$271,497</td>
<td>$3,888,296</td>
<td>71.6%</td>
<td></td>
</tr>
</tbody>
</table>

MTD Use Tax Audit Revenue: $3,853 (includes building use tax audit revenue)
Less: MTD Use Tax Refunds: ($785)
Other Use Tax Revenue: $3,068

*Percentage Change is for current month only (highlighted)*

Amounts reported are net of revenues earmarked for community marketing.
### City of Golden Use Tax Trends
#### YTD November (December)
#### 2014-2017

<table>
<thead>
<tr>
<th></th>
<th>Jan</th>
<th>Feb</th>
<th>Mar</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>Aug</th>
<th>Sept</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
<th>Total</th>
<th>YTD % Chng</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$235,196</td>
<td>$446,766</td>
<td>$727,568</td>
<td>$1,042,975</td>
<td>$1,249,836</td>
<td>$1,520,513</td>
<td>$1,776,551</td>
<td>$2,080,412</td>
<td>$2,355,707</td>
<td>$2,742,876</td>
<td>$3,005,129</td>
<td>$3,005,129</td>
<td>11.6%</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>$278,990</td>
<td>$516,215</td>
<td>$801,774</td>
<td>$996,092</td>
<td>$1,236,194</td>
<td>$1,528,699</td>
<td>$1,729,377</td>
<td>$1,944,533</td>
<td>$2,204,514</td>
<td>$2,435,397</td>
<td>$2,696,170</td>
<td>$3,082,030</td>
<td>$3,082,030</td>
<td>-13.0%</td>
</tr>
<tr>
<td>2014</td>
<td>$171,612</td>
<td>$342,855</td>
<td>$1,071,248</td>
<td>$1,283,883</td>
<td>$1,450,295</td>
<td>$1,752,744</td>
<td>$2,230,255</td>
<td>$2,488,379</td>
<td>$2,848,020</td>
<td>$3,141,277</td>
<td>$3,412,774</td>
<td>$3,888,296</td>
<td>$3,888,296</td>
<td>32.2%</td>
</tr>
</tbody>
</table>

- YTD Use Tax Audit Revenue: $346,808
- Less: YTD Use Tax Refunds: ($44,689)
- Other Use Tax Revenue: $302,120

**Percentage Change is YTD %**

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Amounts reported are net of revenues earmarked for community marketing.
## City of Golden
### Use Tax Revenue By Location
#### YTD November (December)
#### 2015/2016/2017

<table>
<thead>
<tr>
<th>Area</th>
<th>2015 Use Tax</th>
<th>2016 Use Tax</th>
<th>2016-2015 % Change</th>
<th>2017 Use Tax</th>
<th>2017-2016 % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Golden</td>
<td>$479,407</td>
<td>$452,066</td>
<td>-5.70%</td>
<td>$525,136</td>
<td>16.16%</td>
</tr>
<tr>
<td>Downtown</td>
<td>$81,061</td>
<td>$90,906</td>
<td>12.15%</td>
<td>$63,220</td>
<td>-30.46%</td>
</tr>
<tr>
<td>Central</td>
<td>$13,594</td>
<td>$12,467</td>
<td>-8.29%</td>
<td>$15,706</td>
<td>25.98%</td>
</tr>
<tr>
<td>South</td>
<td>$63,171</td>
<td>$39,489</td>
<td>-37.49%</td>
<td>$44,939</td>
<td>13.80%</td>
</tr>
<tr>
<td>Golden Road</td>
<td>$17,844</td>
<td>$12,208</td>
<td>-31.59%</td>
<td>$9,495</td>
<td>-22.22%</td>
</tr>
<tr>
<td>Corporate Center</td>
<td>$107,763</td>
<td>$136,569</td>
<td>26.73%</td>
<td>$131,245</td>
<td>-3.90%</td>
</tr>
<tr>
<td>Golden Heights</td>
<td>$45,236</td>
<td>$43,059</td>
<td>-4.81%</td>
<td>$36,435</td>
<td>-15.38%</td>
</tr>
<tr>
<td>Cofax</td>
<td>$3,258</td>
<td>$2,031</td>
<td>-37.67%</td>
<td>$1,685</td>
<td>-17.05%</td>
</tr>
<tr>
<td>Heritage/Gateway Village</td>
<td>$63,538</td>
<td>$116,225</td>
<td>82.92%</td>
<td>$84,601</td>
<td>-27.21%</td>
</tr>
<tr>
<td>Coors Technology</td>
<td>$1,071,352</td>
<td>$622,641</td>
<td>-41.88%</td>
<td>$677,026</td>
<td>8.73%</td>
</tr>
<tr>
<td>Outside</td>
<td>$1,096,235</td>
<td>$1,049,838</td>
<td>-4.23%</td>
<td>$1,231,709</td>
<td>17.32%</td>
</tr>
<tr>
<td>Utilities</td>
<td>$55,553</td>
<td>$118,671</td>
<td>113.62%</td>
<td>$183,932</td>
<td>54.99%</td>
</tr>
<tr>
<td>Totals</td>
<td>$3,098,010</td>
<td>$2,696,170</td>
<td>-12.97%</td>
<td>$3,005,129</td>
<td>11.46%</td>
</tr>
</tbody>
</table>

Amounts reported are net of revenues earmarked for community marketing.

---

2017-11 Nov-Dec 1/8/2018 5:26 PM
## City of Golden
### Use Tax Revenue By Type
#### YTD November (December)
**2015/2016/2017**

<table>
<thead>
<tr>
<th>Type</th>
<th>2015 Use Tax</th>
<th>% of total 2015 Use Tax</th>
<th>2016 Use Tax</th>
<th>% of total 2016 Use Tax</th>
<th>2016-2014 % Change</th>
<th>2017 Use Tax</th>
<th>% of total 2017 Use Tax</th>
<th>2016-2017 % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Merchandise</td>
<td>$272,555</td>
<td>8.80%</td>
<td>$194,942</td>
<td>7.23%</td>
<td>-28.48%</td>
<td>$175,252</td>
<td>5.83%</td>
<td>-10.10%</td>
</tr>
<tr>
<td>Grocery</td>
<td>$68,501</td>
<td>2.21%</td>
<td>$76,001</td>
<td>2.82%</td>
<td>10.96%</td>
<td>$66,656</td>
<td>2.22%</td>
<td>-12.30%</td>
</tr>
<tr>
<td>Restaurants</td>
<td>$25,205</td>
<td>0.81%</td>
<td>$26,569</td>
<td>0.99%</td>
<td>5.41%</td>
<td>$23,982</td>
<td>0.80%</td>
<td>-9.74%</td>
</tr>
<tr>
<td>Automotive</td>
<td>$935,885</td>
<td>30.21%</td>
<td>$968,947</td>
<td>35.94%</td>
<td>3.53%</td>
<td>$1,133,147</td>
<td>37.71%</td>
<td>16.95%</td>
</tr>
<tr>
<td>Prof Services/Entertainment</td>
<td>$97,137</td>
<td>3.14%</td>
<td>$113,191</td>
<td>4.20%</td>
<td>16.53%</td>
<td>$128,064</td>
<td>4.26%</td>
<td>13.14%</td>
</tr>
<tr>
<td>Bus Services</td>
<td>$111,311</td>
<td>3.59%</td>
<td>$100,905</td>
<td>3.74%</td>
<td>-9.35%</td>
<td>$171,931</td>
<td>5.72%</td>
<td>70.39%</td>
</tr>
<tr>
<td>Manufacturing - Production</td>
<td>$1,511,891</td>
<td>48.80%</td>
<td>$1,077,477</td>
<td>39.96%</td>
<td>-28.73%</td>
<td>$1,105,739</td>
<td>36.80%</td>
<td>2.62%</td>
</tr>
<tr>
<td>Accommodations</td>
<td>$19,972</td>
<td>0.64%</td>
<td>$19,468</td>
<td>0.72%</td>
<td>-2.53%</td>
<td>$16,427</td>
<td>0.55%</td>
<td>-15.62%</td>
</tr>
<tr>
<td>Utilities</td>
<td>$55,553</td>
<td>1.79%</td>
<td>$118,671</td>
<td>4.40%</td>
<td>113.62%</td>
<td>$183,932</td>
<td>6.12%</td>
<td>54.99%</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>$3,098,010</strong></td>
<td><strong>100%</strong></td>
<td><strong>$2,696,170</strong></td>
<td><strong>100%</strong></td>
<td><strong>-12.97%</strong></td>
<td><strong>$3,005,129</strong></td>
<td><strong>100%</strong></td>
<td><strong>11.46%</strong></td>
</tr>
</tbody>
</table>

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