Council Memorandum

To: City Council
From: Jeff Hansen, Finance Director
Date: December 6, 2018
Re: Sales Tax Report

Attached are the sales and use tax reports for October sales (collected in November). Sales tax collections were up $601 (+0.05%) for the month. Revenue from businesses within the City limits was up $29,768 (+2.3%). Overall, revenue is up $526,053 (+4.1%) year-to-date compared to 2017. When adjusted for seasonality, sales tax revenues are up slightly (+0.2%) compared to the 2018 Budget.

Overall, sales tax from businesses within the City limits (including Utilities) is up $245,654 compared to 2017. In terms of dollars, revenues have increased the most from Heritage/Gateway Village, Downtown, and Golden Road. Coors Tech Center and North Golden have small decreases compared to last year. By business type, General Merchandise, Manufacturing, Grocery, and Restaurants show the largest increases. Utilities is the only business type with a decrease. Sales tax from businesses outside the City limits, which includes on-line retailers and big ticket items that are delivered into the City, was down for the month compared to 2017, but is still up $250,631 (+8.45%) for the year.

While use tax collections were down $90,683 (-24.0%) for October, the decline is due to the October 2017 amount being exceptionally high. For the year, use tax is now down $54,161 (-2.0%) compared to 2017. Manufacturing and Utilities have the largest increases so far this year, with Automotive 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, $160,053 was collected in November. Including building use tax audits, the total audit revenue collected so far in 2018 is $348,750, with an additional $100,537 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. $310,164 have been issued in refunds for the year. These amounts are shown separately on the attached collection reports.

October sales tax revenues confirm an outlook of guarded optimism. Revenue from businesses outside the City limits appears to be more variable and somewhat volatile. The local economy has slowed, but remains strong. Additional revenues coming in from the Duluth Trading Company, Origin hotel and other businesses at Gateway Village should help what we hope to be a successful holiday shopping 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)
2018 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>$1,065,950</td>
<td>$1,093,179</td>
</tr>
<tr>
<td>Feb</td>
<td>2,140,082</td>
<td>2,145,142</td>
</tr>
<tr>
<td>Mar</td>
<td>3,604,295</td>
<td>3,595,117</td>
</tr>
<tr>
<td>Apr</td>
<td>4,792,688</td>
<td>4,790,732</td>
</tr>
<tr>
<td>May</td>
<td>6,065,173</td>
<td>6,176,170</td>
</tr>
<tr>
<td>June</td>
<td>7,717,220</td>
<td>7,777,155</td>
</tr>
<tr>
<td>July</td>
<td>9,084,882</td>
<td>9,196,719</td>
</tr>
<tr>
<td>Aug</td>
<td>10,432,118</td>
<td>10,546,807</td>
</tr>
<tr>
<td>Sept</td>
<td>12,109,657</td>
<td>12,120,029</td>
</tr>
<tr>
<td>Oct</td>
<td>13,402,638</td>
<td>13,431,332</td>
</tr>
<tr>
<td>Nov</td>
<td>14,604,245</td>
<td></td>
</tr>
<tr>
<td>Dec</td>
<td>16,575,000</td>
<td></td>
</tr>
</tbody>
</table>
### City of Golden Sales Tax Trends

**YTD October (November) 2015-2018**

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>$1,093,179</td>
<td>$1,051,962</td>
<td>$1,449,975</td>
<td>$1,195,615</td>
<td>$1,385,438</td>
<td>$1,600,665</td>
<td>$1,419,564</td>
<td>$1,350,087</td>
<td>$1,573,223</td>
<td>$1,311,303</td>
<td>$1,231,205</td>
<td>$1,342,149</td>
<td>$13,431,332</td>
<td>0.0%</td>
</tr>
<tr>
<td>2017</td>
<td>$1,006,334</td>
<td>$1,001,710</td>
<td>$1,419,831</td>
<td>$1,115,633</td>
<td>$1,244,080</td>
<td>$1,562,078</td>
<td>$1,357,048</td>
<td>$1,265,695</td>
<td>$1,622,168</td>
<td>$1,310,702</td>
<td>$1,163,305</td>
<td>$1,874,575</td>
<td>$15,943,159</td>
<td>15.2%</td>
</tr>
<tr>
<td>2016</td>
<td>$970,666</td>
<td>$1,015,827</td>
<td>$1,347,205</td>
<td>$1,057,664</td>
<td>$1,158,045</td>
<td>$1,514,346</td>
<td>$1,221,645</td>
<td>$1,227,728</td>
<td>$1,543,227</td>
<td>$1,137,294</td>
<td>$1,119,098</td>
<td>$1,785,585</td>
<td>$15,060,928</td>
<td>5.0%</td>
</tr>
<tr>
<td>2015</td>
<td>$940,968</td>
<td>$951,043</td>
<td>$1,247,072</td>
<td>$1,059,210</td>
<td>$1,075,163</td>
<td>$1,410,684</td>
<td>$1,192,205</td>
<td>$1,147,227</td>
<td>$1,391,863</td>
<td>$1,092,679</td>
<td>$987,657</td>
<td>$1,668,949</td>
<td>$14,175,341</td>
<td>5.5%</td>
</tr>
</tbody>
</table>

**MTD Sales Tax Audit Revenue**: $74,643

**Less: MTD Sales Tax Refunds**: ($157)

**Net Sales Tax Revenue**: $74,487

**MTD Audit Permit Fees**: $20,853

**MTD Audit Plan Check Fees**: $13,471

**Net Fees Collected**: $34,324

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

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**Graph**

![Graph showing sales tax trends for different years](chart.png)

Amounts reported are net of revenues earmarked for community marketing.

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**City of Golden**
**Sales Tax Trends**
**YTD October (November)**
**2015-2018**

<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>2018</td>
<td>$1,093,179</td>
<td>$2,145,142</td>
<td>$3,596,117</td>
<td>$4,790,732</td>
<td>$6,176,170</td>
<td>$7,777,155</td>
<td>$9,196,719</td>
<td>$10,546,807</td>
<td>$12,120,029</td>
<td>$13,431,332</td>
<td>$13,431,322</td>
<td></td>
<td></td>
<td></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>$14,068,587</td>
<td>$15,943,159</td>
<td>$15,943,159</td>
<td>5.8%</td>
</tr>
<tr>
<td>2016</td>
<td>$970,666</td>
<td>$1,986,493</td>
<td>$3,333,696</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>6.0%</td>
</tr>
<tr>
<td>2015</td>
<td>$940,888</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>8.1%</td>
</tr>
</tbody>
</table>

YTD Sales Tax Audit Revenue $109,449
Less: YTD Sales Tax Refunds ($205,540)
Other Sales Tax Revenue ($95,091)

YTD Audit Permit Fees $61,102
YTD Audit Plan Check Fees $39,434
Net Fees Collected $100,537

* Percentage Change - YTD percentage change

Amounts reported are net of revenues earmarked for community marketing.
<table>
<thead>
<tr>
<th>Area</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>
<th>2018 Sales Tax</th>
<th>% of total Sales Tax</th>
<th>2018-2017 % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Golden</td>
<td>$ 545,267</td>
<td>4.47%</td>
<td>5.99%</td>
<td>$ 610,614</td>
<td>4.73%</td>
<td>11.98%</td>
<td>$ 598,561</td>
<td>4.46%</td>
<td>-1.97%</td>
</tr>
<tr>
<td>Downtown</td>
<td>$ 1,980,265</td>
<td>16.24%</td>
<td>2.60%</td>
<td>$ 2,041,492</td>
<td>15.82%</td>
<td>3.09%</td>
<td>$ 2,123,856</td>
<td>15.81%</td>
<td>4.03%</td>
</tr>
<tr>
<td>Central</td>
<td>$ 542,323</td>
<td>4.45%</td>
<td>13.85%</td>
<td>$ 577,625</td>
<td>4.48%</td>
<td>6.51%</td>
<td>$ 602,949</td>
<td>4.49%</td>
<td>4.38%</td>
</tr>
<tr>
<td>South</td>
<td>$ 239,958</td>
<td>1.97%</td>
<td>12.72%</td>
<td>$ 247,242</td>
<td>1.92%</td>
<td>3.04%</td>
<td>$ 259,759</td>
<td>1.93%</td>
<td>5.06%</td>
</tr>
<tr>
<td>Golden Road</td>
<td>$ 1,723,319</td>
<td>14.14%</td>
<td>4.40%</td>
<td>$ 1,867,108</td>
<td>14.47%</td>
<td>8.34%</td>
<td>$ 1,925,189</td>
<td>14.34%</td>
<td>3.16%</td>
</tr>
<tr>
<td>Corporate Center</td>
<td>$ 2,543,639</td>
<td>20.86%</td>
<td>3.06%</td>
<td>$ 2,628,979</td>
<td>20.37%</td>
<td>3.36%</td>
<td>$ 2,631,021</td>
<td>19.59%</td>
<td>0.08%</td>
</tr>
<tr>
<td>Golden Heights</td>
<td>$ 366,535</td>
<td>3.01%</td>
<td>1.88%</td>
<td>$ 375,231</td>
<td>2.91%</td>
<td>2.37%</td>
<td>$ 401,092</td>
<td>2.99%</td>
<td>6.89%</td>
</tr>
<tr>
<td>Colfax</td>
<td>$ 179,144</td>
<td>1.47%</td>
<td>6.89%</td>
<td>$ 164,732</td>
<td>1.28%</td>
<td>-8.05%</td>
<td>$ 181,527</td>
<td>1.35%</td>
<td>10.20%</td>
</tr>
<tr>
<td>Heritage/Gateway Village</td>
<td>$ 298,396</td>
<td>2.45%</td>
<td>7.27%</td>
<td>$ 269,744</td>
<td>2.09%</td>
<td>-9.60%</td>
<td>$ 526,886</td>
<td>3.92%</td>
<td>95.33%</td>
</tr>
<tr>
<td>Coors Technology</td>
<td>$ 68,454</td>
<td>0.56%</td>
<td>70.14%</td>
<td>$ 152,401</td>
<td>1.18%</td>
<td>122.63%</td>
<td>$ 138,128</td>
<td>1.03%</td>
<td>-9.37%</td>
</tr>
<tr>
<td>Outside</td>
<td>$ 2,754,419</td>
<td>22.59%</td>
<td>13.32%</td>
<td>$ 2,967,272</td>
<td>22.99%</td>
<td>7.73%</td>
<td>$ 3,217,903</td>
<td>23.96%</td>
<td>8.45%</td>
</tr>
<tr>
<td>Utilities</td>
<td>$ 949,925</td>
<td>7.79%</td>
<td>-2.02%</td>
<td>$ 1,002,840</td>
<td>7.77%</td>
<td>5.57%</td>
<td>$ 823,421</td>
<td>6.13%</td>
<td>-17.89%</td>
</tr>
</tbody>
</table>

**Totals**                             | **$ 12,191,645** | **100%**                | **6.03%**           | **$ 12,905,279** | **100.00%**           | **5.85%**           | **$ 13,431,332** | **100%**                | **4.08%**           |

Amounts reported are net of revenues earmarked for community marketing.

-3-
# City of Golden

Sales Tax Revenue By Type

YTD October (November)

2016/2017/2018

<table>
<thead>
<tr>
<th>Type</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>
<th>2018 Sales Tax</th>
<th>% of total Sales Tax</th>
<th>2018-2017 % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Merchandise</td>
<td>$3,494,492</td>
<td>28.66%</td>
<td>4.48%</td>
<td>$3,827,990</td>
<td>29.66%</td>
<td>9.54%</td>
<td>$4,034,550</td>
<td>30.04%</td>
<td>5.40%</td>
</tr>
<tr>
<td>Grocery</td>
<td>$2,074,222</td>
<td>17.01%</td>
<td>3.78%</td>
<td>$2,161,578</td>
<td>16.75%</td>
<td>4.21%</td>
<td>$2,268,458</td>
<td>16.89%</td>
<td>4.94%</td>
</tr>
<tr>
<td>Restaurants</td>
<td>$1,578,299</td>
<td>12.95%</td>
<td>11.26%</td>
<td>$1,717,501</td>
<td>13.31%</td>
<td>8.82%</td>
<td>$1,807,037</td>
<td>13.45%</td>
<td>5.21%</td>
</tr>
<tr>
<td>Automotive</td>
<td>$1,114,805</td>
<td>9.14%</td>
<td>-1.78%</td>
<td>$1,209,303</td>
<td>9.37%</td>
<td>8.48%</td>
<td>$1,228,488</td>
<td>9.15%</td>
<td>1.59%</td>
</tr>
<tr>
<td>Prof Services/Entertainment</td>
<td>$181,311</td>
<td>1.49%</td>
<td>18.83%</td>
<td>$186,241</td>
<td>1.44%</td>
<td>2.72%</td>
<td>$209,326</td>
<td>1.56%</td>
<td>12.40%</td>
</tr>
<tr>
<td>Bus Services/Supp.</td>
<td>$1,078,873</td>
<td>8.85%</td>
<td>11.25%</td>
<td>$1,044,863</td>
<td>8.10%</td>
<td>-3.15%</td>
<td>$1,080,118</td>
<td>8.04%</td>
<td>3.37%</td>
</tr>
<tr>
<td>Manufacturing - Production</td>
<td>$888,818</td>
<td>7.29%</td>
<td>13.19%</td>
<td>$897,854</td>
<td>6.96%</td>
<td>1.02%</td>
<td>$1,060,509</td>
<td>7.90%</td>
<td>18.12%</td>
</tr>
<tr>
<td>Accommodations</td>
<td>$830,900</td>
<td>6.82%</td>
<td>14.72%</td>
<td>$857,109</td>
<td>6.64%</td>
<td>3.15%</td>
<td>$919,425</td>
<td>6.85%</td>
<td>7.27%</td>
</tr>
<tr>
<td>Utilities</td>
<td>$949,925</td>
<td>7.79%</td>
<td>-2.02%</td>
<td>$1,002,840</td>
<td>7.77%</td>
<td>5.57%</td>
<td>$823,421</td>
<td>6.13%</td>
<td>-17.89%</td>
</tr>
</tbody>
</table>

Totals: $12,191,645 100.00% 6.03% \(\) $12,905,279 100.00% 5.85% \(\) $13,431,332 100.00% 4.08%

Amounts reported are net of revenues earmarked for community marketing.

-4-
City of Golden
Use Tax Trends
YTD October (November)
2015-2018

<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>% CHNG</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>$255,325</td>
<td>$287,767</td>
<td>$268,960</td>
<td>$276,136</td>
<td>$232,993</td>
<td>$295,892</td>
<td>$216,051</td>
<td>$272,718</td>
<td>$296,358</td>
<td>$286,486</td>
<td>$286,486</td>
<td>$286,486</td>
<td>$2,688,715</td>
<td>-24.0%</td>
</tr>
<tr>
<td>2016</td>
<td>$278,990</td>
<td>$237,225</td>
<td>$285,559</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>$385,860</td>
<td>$3,062,030</td>
<td>-17.6%</td>
</tr>
</tbody>
</table>

MTD Use Tax Audit Revenue $85,410
Less: MTD Use Tax Refunds ($56,684)
Other Use Tax Revenue $28,726

*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 October (November)
#### 2015-2018

<table>
<thead>
<tr>
<th>Year</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>2018</td>
<td>$255,325</td>
<td>$543,092</td>
<td>$812,082</td>
<td>$1,088,218</td>
<td>$1,321,210</td>
<td>$1,617,103</td>
<td>$1,833,153</td>
<td>$2,105,871</td>
<td>$2,402,229</td>
<td>$2,688,715</td>
<td>$3,005,129</td>
<td>$3,414,619</td>
<td>$3,414,619</td>
<td>-2.0%</td>
</tr>
<tr>
<td>2017</td>
<td>$235,196</td>
<td>$446,766</td>
<td>$727,568</td>
<td>$1,042,975</td>
<td>$1,240,836</td>
<td>$1,520,513</td>
<td>$1,776,651</td>
<td>$2,080,412</td>
<td>$2,365,707</td>
<td>$2,742,876</td>
<td>$3,005,129</td>
<td>$3,414,619</td>
<td>$3,414,619</td>
<td>12.6%</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>-16.3%</td>
</tr>
<tr>
<td>2015</td>
<td>$372,306</td>
<td>$644,825</td>
<td>$972,432</td>
<td>$1,207,618</td>
<td>$1,484,478</td>
<td>$1,799,272</td>
<td>$2,053,608</td>
<td>$2,275,337</td>
<td>$2,630,043</td>
<td>$2,910,281</td>
<td>$3,098,010</td>
<td>$3,470,150</td>
<td>$3,470,150</td>
<td>-7.4%</td>
</tr>
</tbody>
</table>

YTD Use Tax Audit Revenue: $239,301  
Less: YTD Use Tax Refunds: $(104,624)  
Other Use Tax Revenue: $134,677

**Percentage Change is YTD %**

Amounts reported are net of revenues earmarked for community marketing.
### City of Golden

#### Use Tax Revenue By Location

**YTD October (November)**

**2016/2017/2018**

<table>
<thead>
<tr>
<th>Area</th>
<th>2016 Use Tax</th>
<th>% of Total Use Tax</th>
<th>2016-2015 % Change</th>
<th>2017 Use Tax</th>
<th>% of Total Use Tax</th>
<th>2017-2016 % Change</th>
<th>2018 Use Tax</th>
<th>% of Total Use Tax</th>
<th>2018-2017 % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Golden</td>
<td>$ 404,938</td>
<td>16.63%</td>
<td>-7.84%</td>
<td>$ 469,633</td>
<td>17.12%</td>
<td>15.98%</td>
<td>$ 517,523</td>
<td>18.87%</td>
<td>10.20%</td>
</tr>
<tr>
<td>Downtown</td>
<td>$ 86,049</td>
<td>3.53%</td>
<td>10.77%</td>
<td>$ 59,594</td>
<td>2.17%</td>
<td>-30.74%</td>
<td>$ 50,326</td>
<td>1.83%</td>
<td>-15.55%</td>
</tr>
<tr>
<td>Central</td>
<td>$ 12,217</td>
<td>0.50%</td>
<td>-4.63%</td>
<td>$ 15,307</td>
<td>0.56%</td>
<td>25.28%</td>
<td>$ 15,104</td>
<td>0.55%</td>
<td>-1.32%</td>
</tr>
<tr>
<td>South</td>
<td>$ 34,673</td>
<td>1.42%</td>
<td>-43.75%</td>
<td>$ 41,204</td>
<td>1.50%</td>
<td>18.84%</td>
<td>$ 59,122</td>
<td>2.16%</td>
<td>43.49%</td>
</tr>
<tr>
<td>Golden Road</td>
<td>$ 11,491</td>
<td>0.47%</td>
<td>-32.38%</td>
<td>$ 8,746</td>
<td>0.32%</td>
<td>-23.89%</td>
<td>$ 6,667</td>
<td>0.24%</td>
<td>-23.76%</td>
</tr>
<tr>
<td>Corporate Center</td>
<td>$ 132,038</td>
<td>5.42%</td>
<td>26.95%</td>
<td>$ 118,806</td>
<td>4.33%</td>
<td>-10.02%</td>
<td>$ 137,857</td>
<td>5.03%</td>
<td>16.04%</td>
</tr>
<tr>
<td>Golden Heights</td>
<td>$ 40,661</td>
<td>1.67%</td>
<td>-3.86%</td>
<td>$ 34,521</td>
<td>1.26%</td>
<td>-15.10%</td>
<td>$ 26,107</td>
<td>0.95%</td>
<td>-24.37%</td>
</tr>
<tr>
<td>Colfax</td>
<td>$ 1,905</td>
<td>0.08%</td>
<td>-38.79%</td>
<td>$ 1,651</td>
<td>0.06%</td>
<td>-13.30%</td>
<td>$ 1,522</td>
<td>0.06%</td>
<td>-7.86%</td>
</tr>
<tr>
<td>Heritage/Gateway Village</td>
<td>$ 111,400</td>
<td>4.57%</td>
<td>95.77%</td>
<td>$ 81,827</td>
<td>2.98%</td>
<td>-26.55%</td>
<td>$ 65,288</td>
<td>2.38%</td>
<td>-20.21%</td>
</tr>
<tr>
<td>Coors Technology</td>
<td>$ 536,608</td>
<td>22.03%</td>
<td>-47.62%</td>
<td>$ 618,477</td>
<td>22.55%</td>
<td>15.26%</td>
<td>$ 594,578</td>
<td>21.68%</td>
<td>-3.86%</td>
</tr>
<tr>
<td>Outside</td>
<td>$ 957,519</td>
<td>39.32%</td>
<td>-6.48%</td>
<td>$ 1,142,063</td>
<td>41.64%</td>
<td>19.27%</td>
<td>$ 1,048,794</td>
<td>38.24%</td>
<td>-8.17%</td>
</tr>
<tr>
<td>Utilities</td>
<td>$ 105,899</td>
<td>4.35%</td>
<td>124.78%</td>
<td>$ 151,046</td>
<td>5.51%</td>
<td>42.63%</td>
<td>$ 165,828</td>
<td>6.05%</td>
<td>9.79%</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>$ 2,435,397</strong></td>
<td><strong>100%</strong></td>
<td><strong>-16.32%</strong></td>
<td><strong>$ 2,742,576</strong></td>
<td><strong>100%</strong></td>
<td><strong>12.63%</strong></td>
<td><strong>$ 2,688,715</strong></td>
<td><strong>98%</strong></td>
<td><strong>-1.97%</strong></td>
</tr>
</tbody>
</table>

#### Graphs

- 2016
- 2017
- 2018

Amounts reported are net of revenues earmarked for community marketing.
### City of Golden

**Use Tax Revenue By Type**

**YTD October (November)**

**2016/2017/2018**

<table>
<thead>
<tr>
<th>Type</th>
<th>2016 Use Tax</th>
<th>% of total Use Tax</th>
<th>2016-2015 % Change</th>
<th>2017 Use Tax</th>
<th>% of total Use Tax</th>
<th>2017-2016 % Change</th>
<th>2018 Use Tax</th>
<th>% of total Use Tax</th>
<th>2018-2017 % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Merchandise</td>
<td>$ 167,509</td>
<td>6.88%</td>
<td>-35.15%</td>
<td>$ 147,206</td>
<td>5.37%</td>
<td>-12.12%</td>
<td>$ 125,664</td>
<td>4.67%</td>
<td>-14.63%</td>
</tr>
<tr>
<td>Grocery</td>
<td>$ 64,860</td>
<td>2.66%</td>
<td>6.95%</td>
<td>$ 61,203</td>
<td>2.23%</td>
<td>-5.64%</td>
<td>$ 70,131</td>
<td>2.61%</td>
<td>14.59%</td>
</tr>
<tr>
<td>Restaurants</td>
<td>$ 24,207</td>
<td>0.99%</td>
<td>0.67%</td>
<td>$ 15,648</td>
<td>0.57%</td>
<td>-35.36%</td>
<td>$ 22,205</td>
<td>0.83%</td>
<td>41.90%</td>
</tr>
<tr>
<td>Automotive</td>
<td>$ 881,793</td>
<td>36.21%</td>
<td>1.64%</td>
<td>$ 1,050,652</td>
<td>38.30%</td>
<td>19.15%</td>
<td>$ 956,385</td>
<td>35.57%</td>
<td>-8.97%</td>
</tr>
<tr>
<td>Prof Services\Entertainment</td>
<td>$ 104,417</td>
<td>4.29%</td>
<td>13.23%</td>
<td>$ 119,740</td>
<td>4.37%</td>
<td>14.67%</td>
<td>$ 113,037</td>
<td>4.20%</td>
<td>-5.60%</td>
</tr>
<tr>
<td>Bus Services</td>
<td>$ 98,544</td>
<td>4.05%</td>
<td>-6.07%</td>
<td>$ 163,158</td>
<td>5.95%</td>
<td>65.57%</td>
<td>$ 96,261</td>
<td>3.58%</td>
<td>-41.00%</td>
</tr>
<tr>
<td>Manufacturing - Production</td>
<td>$ 969,560</td>
<td>39.81%</td>
<td>-32.51%</td>
<td>$ 1,018,750</td>
<td>37.14%</td>
<td>5.07%</td>
<td>$ 1,118,998</td>
<td>41.62%</td>
<td>9.84%</td>
</tr>
<tr>
<td>Accommodations</td>
<td>$ 18,607</td>
<td>0.76%</td>
<td>-0.67%</td>
<td>$ 15,473</td>
<td>0.56%</td>
<td>-16.84%</td>
<td>$ 20,206</td>
<td>0.75%</td>
<td>30.59%</td>
</tr>
<tr>
<td>Utilities</td>
<td>$ 105,899</td>
<td>4.35%</td>
<td>124.78%</td>
<td>$ 151,046</td>
<td>5.51%</td>
<td>42.63%</td>
<td>$ 165,828</td>
<td>6.17%</td>
<td>9.79%</td>
</tr>
</tbody>
</table>

**Totals**

| 2016 | $ 2,435,397 | 100% | -16.32% |
| 2017 | $ 2,742,876 | 100% | 12.63%  |
| 2018 | $ 2,688,715 | 100% | -1.97%  |

Amounts reported are net of revenues earmarked for community marketing.