



**COLORADO**

**October 2016  
Sales and Use Tax**

**Nicola Sapp**

**Chief Financial and Administrative Officer**

**January 5, 2017**



# **Sales & Use Tax Activity**

## **October 2016**



# Historical Sales Tax Collections

## October 31, 2016

|            | 2007       | 2014       | 2015       | 2016       | % Chg<br>'13 to '14 | % Chg<br>'14 to '15 | % Chg<br>'15 to '16 | Cumulative<br>% Chg<br>'07 to '16 | Cumulative<br>% Chg<br>'15 to '16 |
|------------|------------|------------|------------|------------|---------------------|---------------------|---------------------|-----------------------------------|-----------------------------------|
| Jan        | 4,669,476  | 5,278,534  | 5,848,650  | 5,920,910  | (2.75%)             | 10.80%              | 1.24%               | 26.80%                            | 1.24%                             |
| Feb        | 4,780,698  | 5,500,339  | 5,610,353  | 6,051,972  | 7.07%               | 2.00%               | 7.87%               | 26.69%                            | 4.48%                             |
| Mar        | 5,381,750  | 6,161,129  | 6,674,237  | 6,837,541  | 3.80%               | 8.33%               | 2.45%               | 26.82%                            | 3.73%                             |
| Apr        | 5,126,774  | 6,027,831  | 6,497,237  | 6,878,794  | 3.31%               | 7.79%               | 5.87%               | 28.71%                            | 4.30%                             |
| May        | 5,341,924  | 6,788,112  | 6,892,171  | 7,104,053  | 8.57%               | 1.53%               | 3.07%               | 29.61%                            | 4.03%                             |
| Jun        | 5,982,211  | 6,926,928  | 7,528,054  | 7,944,810  | 5.89%               | 8.68%               | 5.54%               | 30.23%                            | 4.32%                             |
| Jul        | 5,661,302  | 6,789,430  | 7,458,644  | 7,473,166  | 6.37%               | 9.86%               | 0.19%               | 30.50%                            | 3.66%                             |
| Aug        | 5,656,019  | 6,998,741  | 7,159,451  | 8,566,046  | 8.16%               | 2.30%               | 19.65%              | 33.28%                            | 5.79%                             |
| Sep        | 5,762,129  | 6,687,903  | 7,337,703  | 8,082,071  | 5.33%               | 9.72%               | 10.14%              | 34.11%                            | 6.32%                             |
| Oct        | 5,292,976  | 6,391,853  | 7,135,995  | 7,801,905  | 3.12%               | 11.64%              | 9.33%               | 35.42%                            | 6.63%                             |
| Nov        | 5,197,507  | 6,517,909  | 6,651,719  |            | 9.05%               | 2.05%               |                     |                                   |                                   |
| Dec        | 6,487,768  | 7,452,655  | 7,737,679  |            | 4.86%               | 3.82%               |                     |                                   |                                   |
| Year Total | 65,340,533 | 77,521,364 | 82,531,893 | 72,661,266 | 5.31%               | 6.46%               | 6.63%               | 35.42%                            | 6.63%                             |



# Historical Use Tax on Automobiles

## November 30, 2016

|                   | 2007             | 2014             | 2015             | 2016             | % Chg<br>'13 to '14 | % Chg<br>'14 to '15 | % Chg<br>'15 to '16 | Cumulative<br>% Chg<br>'07 to '16 | Cumulative<br>% Chg<br>'15 to '16 |
|-------------------|------------------|------------------|------------------|------------------|---------------------|---------------------|---------------------|-----------------------------------|-----------------------------------|
| Jan               | 244,815          | 314,807          | 324,043          | 361,884          | 34.14%              | 2.93%               | 11.68%              | 47.82%                            | 11.68%                            |
| Feb               | 216,415          | 289,957          | 258,045          | 315,476          | 38.38%              | (11.01%)            | 22.26%              | 46.86%                            | 16.37%                            |
| Mar               | 286,629          | 275,531          | 347,024          | 398,930          | (3.23%)             | 25.95%              | 14.96%              | 43.92%                            | 15.84%                            |
| Apr               | 259,063          | 329,570          | 352,946          | 456,058          | 9.78%               | 7.09%               | 29.21%              | 52.18%                            | 19.52%                            |
| May               | 274,512          | 309,300          | 363,824          | 388,704          | 0.24%               | 17.63%              | 6.84%               | 49.91%                            | 16.72%                            |
| Jun               | 281,338          | 341,575          | 385,817          | 432,407          | 30.53%              | 12.95%              | 12.08%              | 50.60%                            | 15.84%                            |
| Jul               | 271,907          | 334,883          | 410,579          | 414,473          | 11.88%              | 22.60%              | 0.95%               | 50.87%                            | 13.33%                            |
| Aug               | 322,707          | 333,221          | 420,556          | 419,949          | 2.31%               | 26.21%              | (0.14%)             | 47.77%                            | 11.35%                            |
| Sep               | 249,456          | 356,698          | 398,143          | 472,882          | 22.49%              | 11.62%              | 18.77%              | 52.10%                            | 12.26%                            |
| Oct               | 275,186          | 402,085          | 400,283          | 563,094          | 26.36%              | (0.45%)             | 40.67%              | 57.49%                            | 15.37%                            |
| Nov               | 218,546          | 325,450          | 330,885          | 493,955          | 3.15%               | 1.67%               | 49.28%              | 62.65%                            | 18.18%                            |
| Dec               | 176,519          | 299,451          | 388,779          |                  | 9.57%               | 29.83%              |                     |                                   |                                   |
| <b>Year Total</b> | <b>3,077,092</b> | <b>3,912,527</b> | <b>4,380,923</b> | <b>4,717,811</b> | <b>14.31%</b>       | <b>11.97%</b>       | <b>18.18%</b>       | <b>62.65%</b>                     | <b>18.18%</b>                     |



# Historical Use Tax on Building Materials

## November 30, 2016

|            | 2007    | 2014      | 2015      | 2016      | % Chg<br>'13 to '14 | % Chg<br>'14 to '15 | % Chg<br>'15 to '16 | Cumulative<br>% Chg<br>'07 to '16 | Cumulative<br>% Chg<br>'15 to '16 |
|------------|---------|-----------|-----------|-----------|---------------------|---------------------|---------------------|-----------------------------------|-----------------------------------|
| Jan        | 63,661  | 77,661    | 78,765    | 69,087    | 3.24%               | 1.42%               | (12.29%)            | 8.52%                             | (12.29%)                          |
| Feb        | 30,820  | 64,304    | 51,051    | 52,633    | (30.46%)            | (20.61%)            | 3.10%               | 28.83%                            | (6.24%)                           |
| Mar        | 31,880  | 212,907   | 123,509   | 40,355    | 199.79%             | (41.99%)            | (67.33%)            | 28.26%                            | (36.02%)                          |
| Apr        | 71,747  | 76,924    | 83,091    | 173,395   | 59.71%              | 8.02%               | 108.68%             | 69.34%                            | (0.28%)                           |
| May        | 48,055  | 54,592    | 58,808    | 226,334   | (56.63%)            | 7.72%               | 284.87%             | 128.23%                           | 42.15%                            |
| Jun        | 58,416  | 129,216   | 89,161    | 84,858    | 44.38%              | (31.00%)            | (4.83%)             | 112.31%                           | 33.50%                            |
| Jul        | 60,108  | 250,488   | 207,141   | 79,814    | 79.43%              | (17.31%)            | (61.47%)            | 99.21%                            | 5.05%                             |
| Aug        | 64,075  | 58,659    | 90,085    | 95,563    | (73.18%)            | 53.57%              | 6.08%               | 91.72%                            | 5.17%                             |
| Sep        | 54,510  | 62,836    | 51,436    | 244,047   | (64.27%)            | (18.14%)            | 374.47%             | 120.60%                           | 27.97%                            |
| Oct        | 80,458  | 74,964    | 61,850    | 302,013   | (49.62%)            | (17.49%)            | 388.30%             | 142.69%                           | 52.88%                            |
| Nov        | 52,344  | 47,957    | 123,592   | 107,098   | (19.18%)            | 157.72%             | (13.35%)            | 139.45%                           | 44.84%                            |
| Dec        | 38,112  | 33,947    | 65,415    |           | (56.40%)            | 92.70%              |                     |                                   |                                   |
| Year Total | 654,185 | 1,144,453 | 1,083,904 | 1,475,198 | (13.46%)            | (5.29%)             | 44.84%              | 139.45%                           | 44.84%                            |



# Historical Sales & Use Tax (all components)

## October 31, 2016

|                   | 2007              | 2014              | 2015              | 2016              | % Chg<br>'13 to '14 | % Chg<br>'14 to '15 | % Chg<br>'15 to '16 | Cumulative<br>% Chg<br>'07 to '16 | Cumulative<br>% Chg<br>'15 to '16 |
|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------|---------------------|---------------------|-----------------------------------|-----------------------------------|
| Jan               | 4,977,952         | 5,671,001         | 6,251,458         | 6,351,881         | (1.16%)             | 10.24%              | 1.61%               | 27.60%                            | 1.61%                             |
| Feb               | 5,027,933         | 5,854,601         | 5,919,449         | 6,420,081         | 7.64%               | 1.11%               | 8.46%               | 27.64%                            | 4.94%                             |
| Mar               | 5,700,258         | 6,649,567         | 7,144,770         | 7,276,825         | 5.70%               | 7.45%               | 1.85%               | 27.65%                            | 3.80%                             |
| Apr               | 5,457,584         | 6,434,325         | 6,933,274         | 7,508,247         | 4.07%               | 7.75%               | 8.29%               | 30.21%                            | 4.98%                             |
| May               | 5,664,491         | 7,152,003         | 7,314,803         | 7,719,092         | 6.96%               | 2.28%               | 5.53%               | 31.49%                            | 5.10%                             |
| Jun               | 6,321,965         | 7,397,718         | 8,003,031         | 8,462,075         | 7.33%               | 8.18%               | 5.74%               | 31.94%                            | 5.22%                             |
| Jul               | 5,993,317         | 7,374,801         | 8,076,364         | 7,967,453         | 8.10%               | 9.51%               | (1.35%)             | 32.09%                            | 4.15%                             |
| Aug               | 6,042,801         | 7,390,621         | 7,670,092         | 9,081,558         | 5.35%               | 3.78%               | 18.40%              | 34.53%                            | 6.06%                             |
| Sep               | 6,066,094         | 7,107,437         | 7,787,281         | 8,799,000         | 4.27%               | 9.57%               | 12.99%              | 35.77%                            | 6.89%                             |
| Oct               | 5,648,619         | 6,868,901         | 7,598,129         | 8,667,012         | 3.05%               | 10.62%              | 14.07%              | 37.53%                            | 7.64%                             |
| Nov               | 5,468,396         | 6,891,316         | 7,106,196         |                   | 8.49%               | 3.12%               |                     |                                   |                                   |
| Dec               | 6,702,399         | 7,786,052         | 8,191,873         |                   | 4.40%               | 5.21%               |                     |                                   |                                   |
| <b>Year Total</b> | <b>69,071,810</b> | <b>82,578,344</b> | <b>87,996,720</b> | <b>78,253,223</b> | <b>5.38%</b>        | <b>6.56%</b>        | <b>7.64%</b>        | <b>37.53%</b>                     | <b>7.64%</b>                      |



# Sales & Use Tax (all components)

## Budget to Actual – October 2016

|     | Budget            | Actual                      | \$ Chg<br>Budget<br>to Actual | % Chg<br>Budget<br>to Actual | Cumulative<br>% Chg |
|-----|-------------------|-----------------------------|-------------------------------|------------------------------|---------------------|
| Jan | 6,440,490         | 6,351,881                   | (88,609)                      | (1.38%)                      | (1.38%)             |
| Feb | 6,316,420         | 6,420,081                   | 103,661                       | 1.64%                        | 0.12%               |
| Mar | 7,331,820         | 7,276,825                   | (54,994)                      | (0.75%)                      | (0.20%)             |
| Apr | 7,172,378         | 7,508,247                   | 335,869                       | 4.68%                        | 1.09%               |
| May | 7,774,263         | 7,719,092                   | (55,172)                      | (0.71%)                      | 0.69%               |
| Jun | 8,168,746         | 8,462,075                   | 293,329                       | 3.59%                        | 1.24%               |
| Jul | 8,102,939         | 7,967,453                   | 46,651                        | (1.67%)                      | 0.78%               |
| Aug | 8,112,813         | 9,081,558                   | 968,744                       | 11.94%                       | 2.30%               |
| Sep | 7,970,145         | 8,799,000                   | 828,855                       | 10.40%                       | 3.26%               |
| Oct | 7,767,966         | 8,667,012                   | 899,045                       | 11.57%                       | 4.12%               |
| Nov | 7,482,136         |                             |                               |                              |                     |
| Dec | 8,618,243         |                             |                               |                              |                     |
|     | <b>91,258,360</b> | <b>78,253,223</b>           | <b>3,277,379</b>              |                              | <b>4.12%</b>        |
|     |                   | One time audit adjustment - | <b>182,137</b>                |                              |                     |
|     |                   | Available:                  | <b>3,095,242</b>              |                              |                     |





# Supplemental Information

## Combined Sales and Use Tax For Construction

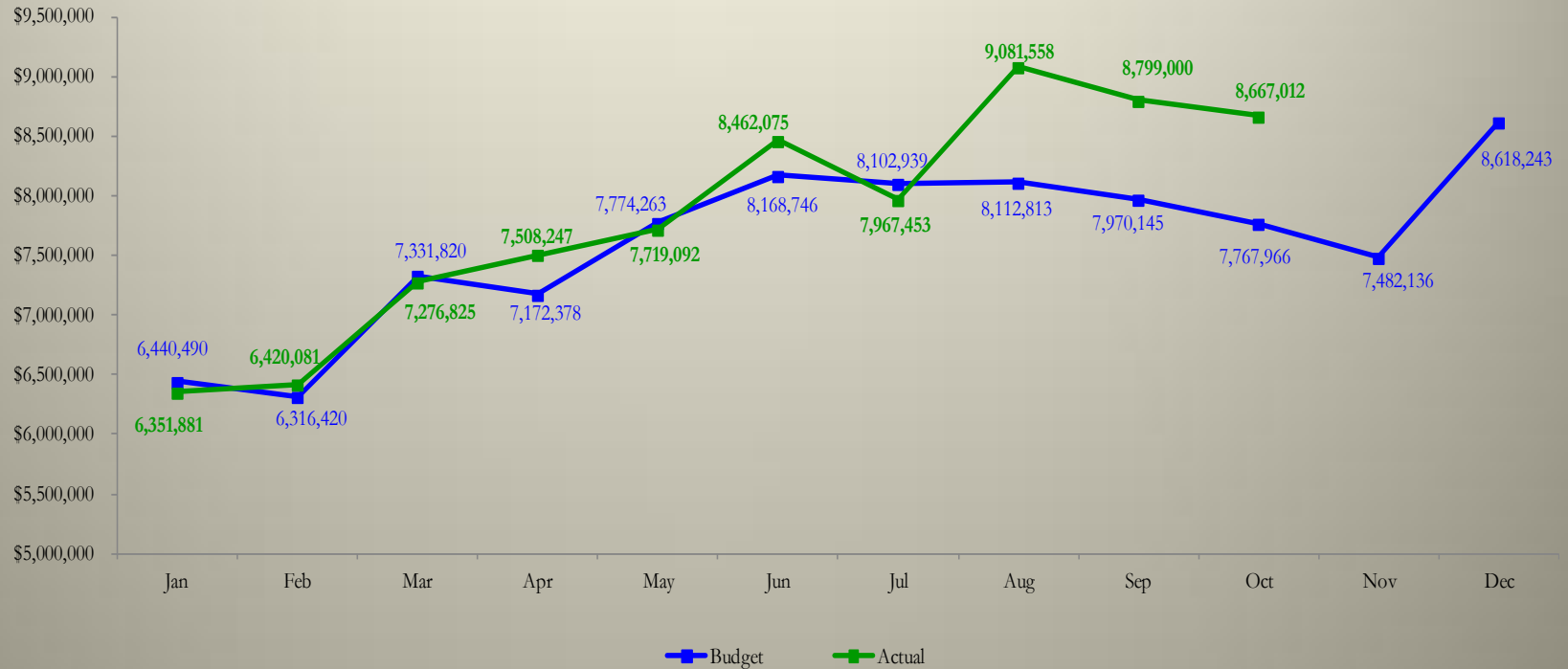
### October 31, 2016

|                   | 2007             | 2014             | 2015             | 2016             | % Chg<br>'07 to '08 | % Chg<br>'13 to '14 | % Chg<br>'14 to '15 | % Chg<br>'15 to '16 | Cumulative<br>% Chg<br>'07 to '16 | Cumulative<br>% Chg<br>'15 to '16 |
|-------------------|------------------|------------------|------------------|------------------|---------------------|---------------------|---------------------|---------------------|-----------------------------------|-----------------------------------|
| Jan               | 122,993          | 156,767          | 176,135          | 169,774          | 20.60%              | 5.40%               | 12.36%              | (3.61%)             | 38.03%                            | (3.61%)                           |
| Feb               | 125,469          | 150,869          | 133,505          | 160,830          | (30.75%)            | (5.67%)             | (11.51%)            | 20.47%              | 33.06%                            | 6.77%                             |
| Mar               | 119,807          | 307,928          | 233,398          | 203,701          | 2.45%               | 116.03%             | (24.20%)            | (12.72%)            | 45.09%                            | (1.61%)                           |
| Apr               | 152,344          | 225,304          | 216,556          | 309,530          | (19.00%)            | 61.06%              | (3.88%)             | 42.93%              | 62.08%                            | 11.09%                            |
| May               | 122,561          | 172,491          | 192,307          | 361,131          | (14.07%)            | (26.30%)            | 11.49%              | 87.79%              | 87.35%                            | 26.59%                            |
| Jun               | 177,741          | 265,470          | 293,958          | 269,097          | (32.58%)            | 31.93%              | 10.73%              | (8.46%)             | 79.56%                            | 18.32%                            |
| Jul               | 154,363          | 372,879          | 417,500          | 258,247          | (12.67%)            | 46.03%              | 11.97%              | (38.14%)            | 77.62%                            | 4.15%                             |
| Aug               | 153,645          | 200,894          | 253,460          | 290,215          | (22.02%)            | (39.69%)            | 26.17%              | 14.50%              | 79.16%                            | 5.51%                             |
| Sep               | 135,716          | 184,325          | 228,086          | 471,609          | (9.73%)             | (33.43%)            | 23.74%              | 106.77%             | 97.22%                            | 16.28%                            |
| Oct               | 158,728          | 190,083          | 212,460          | 554,549          | (9.70%)             | (30.45%)            | 11.77%              | 161.01%             | 114.19%                           | 29.33%                            |
| Nov               | 121,026          | 127,509          | 242,028          |                  | (9.36%)             | (19.13%)            | 89.81%              |                     |                                   |                                   |
| Dec               | 89,753           | 143,507          | 219,865          |                  | (3.60%)             | (11.55%)            | 53.21%              |                     |                                   |                                   |
| <b>Year Total</b> | <b>1,634,147</b> | <b>2,498,027</b> | <b>2,819,259</b> | <b>3,048,684</b> | <b>(12.91%)</b>     | <b>0.53%</b>        | <b>12.86%</b>       | <b>29.33%</b>       | <b>114.19%</b>                    | <b>29.33%</b>                     |





# Sales & Use Tax (all components) Budget to Actual – October 2016



# Questions?

