

**CITY OF LOUISVILLE**

**Revenue History  
2014 through 2018**

YEAR	MONTH	SALES TAX	CONS. USE TAX	BLDG USE TAX	AUTO USE TAX	LODGING TAX	AUDIT REVENUE	TOTAL
2018	JANUARY	1,141,972	128,132	293,454	114,134	29,376	13,506	1,720,575
	FEBRUARY	984,046	102,847	264,342	135,811	26,701	22,330	1,536,077
	MARCH	1,254,090	142,326	80,344	151,611	29,394	63,215	1,720,980
	APRIL	1,131,949	124,051	131,283	134,771	32,459	6,816	1,561,328
	MAY	1,284,619	86,666	86,100	124,497	44,481	(24,431)	1,601,930
	JUNE	1,458,894	144,902	106,167	100,297	57,035	30,865	1,898,161
	JULY	1,247,212	74,536	202,707	189,545	58,802	18,943	1,791,745
	AUGUST	1,198,848	98,692	356,991	271,704	58,980	196,689	2,181,902
	SEPTEMBER	1,425,270	145,883	295,455	233,665	45,157	125,089	2,270,519
	OCTOBER	1,187,020	103,396	294,551	240,914	39,845	10,093	1,875,820
	NOVEMBER	1,113,867	98,406	128,352	173,601	31,504	24,264	1,569,994
	DECEMBER			-	-			-
	YTD TOTALS	13,427,787	1,249,835	2,239,746	1,870,550	453,734	487,379	19,729,031
	YTD Variance % to Prior Year	8.3%	2.4%	44.3%	36.5%	-6.7%	-49.4%	9.7%
2017	JANUARY	1,052,366	120,516	275,878	144,997	27,069	27,040	1,647,866
	FEBRUARY	864,842	92,210	103,187	110,561	24,240	8,935	1,203,976
	MARCH	1,182,825	127,911	300,687	123,024	33,056	48,822	1,816,325
	APRIL	1,044,230	108,870	95,596	92,463	34,743	97,793	1,473,695
	MAY	1,183,115	88,324	76,348	137,918	49,217	20,318	1,555,239
	JUNE	1,336,406	188,150	151,145	96,187	61,489	600,842	2,434,220
	JULY	1,137,813	82,143	94,455	123,752	61,409	25,805	1,525,376
	AUGUST	1,119,641	78,263	126,830	145,656	67,270	16,805	1,554,465
	SEPTEMBER	1,209,258	172,598	125,682	140,721	51,452	60,646	1,760,358
	OCTOBER	1,154,708	74,279	164,724	122,230	49,334	11,343	1,576,618
	NOVEMBER	1,112,434	87,717	37,893	132,970	26,870	45,130	1,443,015
	DECEMBER	1,554,048	153,334	271,190	118,218	30,714	50,309	2,177,813
	YTD TOTALS	13,951,686	1,374,317	1,823,614	1,488,699	516,863	1,013,786	20,168,965
	YTD Variance % to Prior Year	8.7%	-16.0%	-8.9%	9.7%	3.3%	135.0%	7.5%
2016	JANUARY	886,723	222,163	174,842	100,855	25,767	8,203	1,418,554
	FEBRUARY	920,875	109,063	76,430	97,034	28,321	23,180	1,254,904
	MARCH	1,054,128	112,590	159,627	121,325	32,422	21,364	1,501,456
	APRIL	949,906	131,439	62,683	109,192	35,442	122,599	1,411,260
	MAY	1,032,963	93,047	235,856	90,115	48,597	24,809	1,525,386
	JUNE	1,216,853	145,283	510,772	109,738	56,221	8,832	2,047,699
	JULY	1,136,035	65,541	161,699	140,522	61,691	233	1,565,722
	AUGUST	1,050,800	124,102	155,447	112,981	60,005	3,013	1,506,350
	SEPTEMBER	1,153,466	101,636	64,269	115,244	49,801	12,266	1,496,681
	OCTOBER	1,003,857	244,682	305,287	124,471	46,278	3,267	1,727,843
	NOVEMBER	1,005,580	94,546	49,929	95,372	33,551	85,313	1,364,290
	DECEMBER	1,420,942	192,820	44,792	140,458	22,127	118,246	1,939,385
	YTD TOTALS	12,832,129	1,636,914	2,001,634	1,357,306	500,223	431,325	18,759,531
	YTD Variance % to Prior Year	7.2%	28.6%	26.3%	-1.1%	7.2%	-6.4%	9.5%
2015	JANUARY	930,279	85,960	65,576	106,340	24,681	10,554	1,223,389
	FEBRUARY	751,446	89,441	35,569	113,225	23,429	64,859	1,077,969
	MARCH	966,850	124,548	136,921	111,521	30,900	52,296	1,423,036
	APRIL	926,082	94,037	93,561	89,588	34,080	72,649	1,309,996
	MAY	931,057	89,679	157,466	93,186	47,601	36,203	1,355,193
	JUNE	1,116,715	136,236	42,484	99,549	51,846	6,755	1,453,585
	JULY	1,026,333	68,703	472,951	107,445	57,071	29,908	1,762,410
	AUGUST	983,178	95,308	214,635	131,001	55,216	61,248	1,540,586
	SEPTEMBER	1,097,796	122,579	98,891	123,913	45,015	42,235	1,530,430
	OCTOBER	948,794	101,783	149,737	123,187	45,615	56,024	1,425,141
	NOVEMBER	933,235	119,106	72,504	131,168	28,694	19,884	1,304,591
	DECEMBER	1,360,790	145,597	45,098	142,083	22,498	8,276	1,724,342
	YTD TOTALS	11,972,557	1,272,978	1,585,392	1,372,205	466,646	460,891	17,130,668
	YTD Variance % to Prior Year	7.0%	18.7%	30.0%	11.0%	9.2%	-44.0%	7.3%
2014	JANUARY	798,792	56,727	40,650	141,060	22,487	137,276	1,196,991
	FEBRUARY	708,164	72,199	196,461	83,341	22,789	18,193	1,101,147
	MARCH	891,756	88,634	99,076	98,457	27,659	145,636	1,351,217
	APRIL	990,489	88,362	93,637	117,881	29,651	42,908	1,362,927
	MAY	928,421	59,387	270,829	85,769	41,240	2,776	1,388,422
	JUNE	1,013,900	111,632	102,883	88,813	47,149	29,230	1,393,608
	JULY	866,647	114,724	70,466	79,622	54,076	15,679	1,201,213
	AUGUST	983,356	87,629	46,088	105,531	51,658	156,497	1,430,760
	SEPTEMBER	974,352	99,986	58,752	116,646	41,146	7,841	1,298,723
	OCTOBER	876,022	79,004	57,992	109,404	40,328	51,399	1,214,149
	NOVEMBER	867,460	66,255	157,394	85,387	27,146	212,991	1,416,633
	DECEMBER	1,294,297	147,830	24,949	123,793	21,905	3,019	1,615,792
	YTD TOTALS	11,193,655	1,072,369	1,219,177	1,235,702	427,234	823,445	15,971,583
	YTD Variance % to Prior Year	7.5%	13.3%	1.6%	8.9%	12.4%	-5.7%	6.8%

**City of Louisville, Colorado  
Total Sales Tax Revenue  
2014 -2018**

Month Of Sale	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Projection	2018 Actual	Mnthly % Of 2017	Y-T-D % Of 2017	Mnthly % Of Proj.	Y-T-D % Of Proj.
Jan	800,685	938,911	890,050	1,054,675	1,166,160	1,150,144	109.1%	109.1%	98.6%	98.6%
Feb	708,418	808,454	922,502	866,877	1,049,839	999,636	115.3%	111.9%	95.2%	97.0%
Mar	985,745	979,639	1,055,715	1,189,196	1,306,336	1,259,719	105.9%	109.6%	96.4%	96.8%
Apr	993,747	968,100	964,682	1,045,769	1,235,215	1,132,162	108.3%	109.3%	91.7%	95.5%
May	929,994	944,922	1,043,401	1,192,302	1,308,397	1,287,256	108.0%	109.0%	98.4%	96.1%
Jun	1,015,778	1,120,140	1,218,023	1,859,310	1,496,394	1,467,403	78.9%	101.2%	98.1%	96.5%
Jul	871,158	1,038,928	1,136,243	1,149,068	1,300,244	1,252,821	109.0%	102.3%	96.4%	96.5%
Aug	1,096,941	993,159	1,053,719	1,134,443	1,272,272	1,202,431	106.0%	102.7%	94.5%	96.2%
Sep	980,918	1,103,330	1,154,610	1,256,653	1,377,231	1,432,059	114.0%	104.1%	104.0%	97.1%
Oct	907,968	954,697	1,003,914	1,160,202	1,244,861	1,187,678	102.4%	103.9%	95.4%	97.0%
Nov	869,528	935,693	1,011,439	1,124,996	1,241,130	1,132,530	100.7%	103.6%	91.2%	96.5%
Dec	1,294,795	1,364,240	1,422,983	1,571,740	1,689,631		0.0%	92.5%	0.0%	86.1%
<b>Totals</b>	<b>11,455,676</b>	<b>12,150,213</b>	<b>12,877,281</b>	<b>14,605,231</b>	<b>15,687,710</b>	<b>13,503,839</b>				
<b>% Of Change</b>	<b>8.6%</b>	<b>6.1%</b>	<b>6.0%</b>	<b>13.4%</b>	<b>7.4%</b>					

**City of Louisville, Colorado  
Lodging Tax Revenue  
2014 -2018**

Month Of Sale	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Projection	2018 Actual	Mnthly % Of 2017	Y-T-D % Of 2017	Mnthly % Of Proj.	Y-T-D % Of Proj.
Jan	22,487	24,681	25,767	27,069	27,813	29,376	108.5%	108.5%	105.6%	105.6%
Feb	22,789	23,429	28,321	24,240	27,385	26,701	110.2%	109.3%	97.5%	101.6%
Mar	27,659	33,963	32,422	33,056	31,767	29,394	88.9%	101.3%	92.5%	98.3%
Apr	29,651	34,080	35,442	34,743	33,472	32,459	93.4%	99.0%	97.0%	97.9%
May	41,240	47,601	48,597	49,217	48,612	44,481	90.4%	96.5%	91.5%	96.1%
Jun	47,149	51,846	56,221	61,489	53,141	57,035	92.8%	95.5%	107.3%	98.8%
Jul	54,917	57,071	61,691	61,409	57,406	58,802	95.8%	95.5%	102.4%	99.5%
Aug	51,658	55,216	60,005	67,270	57,323	58,980	87.7%	94.1%	102.9%	100.1%
Sep	41,146	45,015	49,801	51,452	45,991	45,157	87.8%	93.3%	98.2%	99.9%
Oct	40,328	45,615	46,278	49,334	46,303	39,845	80.8%	91.9%	86.1%	98.4%
Nov	27,146	28,694	33,551	26,870	31,136	31,504	117.2%	93.3%	101.2%	98.6%
Dec	21,905	22,498	22,127	30,714	25,502		0.0%	87.8%	0.0%	93.4%
<b>Totals</b>	<b>428,075</b>	<b>469,709</b>	<b>500,223</b>	<b>516,863</b>	<b>485,850</b>	<b>453,734</b>				
<b>% Of Change</b>	<b>12.6%</b>	<b>9.7%</b>	<b>6.5%</b>	<b>3.3%</b>	<b>-6.0%</b>					

**City of Louisville, Colorado  
Auto Use Tax Revenue  
2014 -2018**

Month Of Sale	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Projection	2018 Actual	Mnthly % Of 2017	Y-T-D % Of 2017	Mnthly % Of Proj.	Y-T-D % Of Proj.
Jan	141,060	106,340	100,855	144,997	155,138	114,134	78.7%	78.7%	73.6%	73.6%
Feb	83,341	113,225	97,034	110,561	143,910	135,811	122.8%	97.8%	94.4%	83.6%
Mar	98,457	111,521	121,325	123,024	158,760	151,611	123.2%	106.1%	95.5%	87.7%
Apr	117,881	89,588	109,192	92,463	141,024	134,771	145.8%	113.9%	95.6%	89.6%
May	85,769	93,186	90,115	137,918	141,092	124,497	90.3%	108.5%	88.2%	89.3%
Jun	88,813	99,549	109,738	96,187	146,612	100,297	104.3%	107.9%	68.4%	85.9%
Jul	79,622	107,445	140,522	123,752	153,572	189,545	153.2%	114.7%	123.4%	91.4%
Aug	105,531	131,001	112,981	145,656	170,949	271,704	186.5%	125.4%	158.9%	100.9%
Sep	116,646	123,913	115,244	140,721	174,172	233,665	166.0%	130.6%	134.2%	105.1%
Oct	109,404	123,187	124,471	122,230	175,305	240,914	197.1%	137.1%	137.4%	108.7%
Nov	85,387	131,168	95,372	132,970	144,780	173,601	130.6%	136.5%	119.9%	109.7%
Dec	123,793	142,083	140,458	118,218	157,675		0.0%	125.6%	0.0%	100.4%
<b>Totals</b>	<b>1,235,702</b>	<b>1,372,205</b>	<b>1,357,306</b>	<b>1,488,699</b>	<b>1,862,990</b>	<b>1,870,550</b>				
<b>% Of Change</b>	<b>8.9%</b>	<b>11.0%</b>	<b>-1.1%</b>	<b>9.7%</b>	<b>25.1%</b>					

**City of Louisville, Colorado  
Building Use Tax Revenue  
2014 -2018**

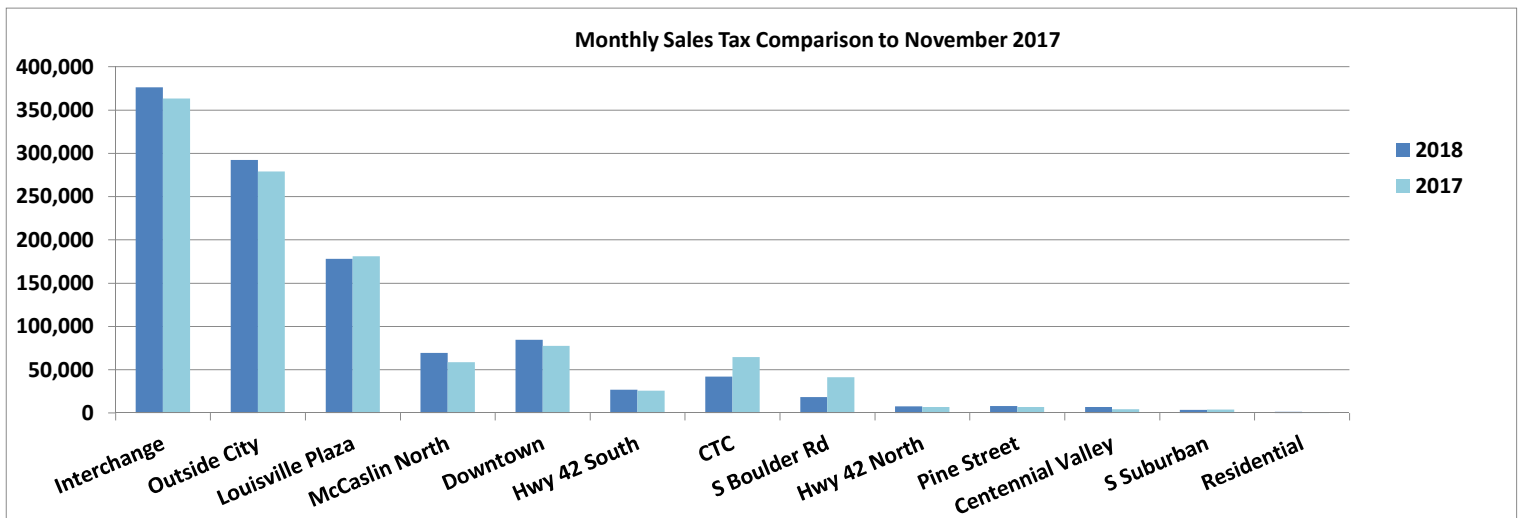
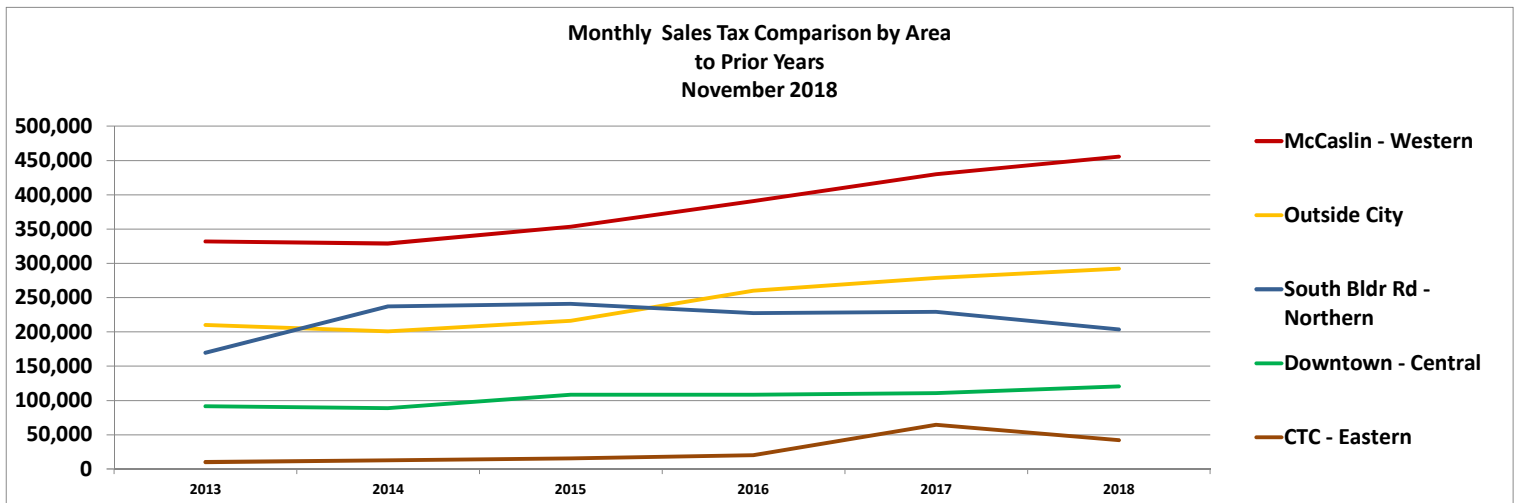
Month Of Sale	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Projection	2018 Actual	Mnthly % Of 2017	Y-T-D % Of 2017	Mnthly % Of Proj.	Y-T-D % Of Proj.
Jan	40,650	65,576	174,842	275,878	172,145	293,454	106.4%	106.4%	170.5%	170.5%
Feb	196,461	35,569	76,430	103,187	124,680	264,342	256.2%	147.2%	212.0%	187.9%
Mar	99,076	136,921	159,627	300,687	219,893	80,344	26.7%	93.9%	36.5%	123.5%
Apr	93,637	93,561	62,683	95,596	136,010	131,263	137.3%	99.2%	96.5%	117.9%
May	270,829	157,466	235,856	76,348	225,094	86,100	112.8%	100.4%	38.3%	97.5%
Jun	102,883	42,484	510,772	151,145	228,453	106,167	70.2%	95.9%	46.5%	86.9%
Jul	70,466	472,951	161,699	94,455	213,081	202,707	214.6%	106.1%	95.1%	88.3%
Aug	46,088	214,635	155,447	126,830	185,434	356,991	281.5%	124.3%	192.5%	101.1%
Sep	58,752	98,891	64,269	125,682	122,397	295,455	235.1%	134.6%	241.4%	111.7%
Oct	57,992	149,737	305,287	164,724	206,221	294,551	178.8%	139.4%	142.8%	115.2%
Nov	157,394	72,504	49,929	37,893	113,609	128,352	338.7%	144.3%	113.0%	115.0%
Dec	24,949	45,098	44,792	271,190	133,764		0.0%	122.8%	0.0%	107.6%
<b>Totals</b>	<b>1,219,177</b>	<b>1,585,392</b>	<b>2,001,634</b>	<b>1,823,614</b>	<b>2,080,780</b>	<b>2,239,726</b>				
<b>% Of Change</b>	<b>1.6%</b>	<b>30.0%</b>	<b>26.3%</b>	<b>-8.9%</b>	<b>14.1%</b>					

**City of Louisville, Colorado  
Consumer Use Tax Revenue  
2014 -2018**

Month Of Sale	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Projection	2018 Actual	Mnthly % Of 2017	Y-T-D % Of 2017	Mnthly % Of Proj.	Y-T-D % Of Proj.
Jan	140,825	86,310	226,633	140,390	120,810	132,262	94.2%	94.2%	109.5%	109.5%
Feb	73,497	92,813	126,682	97,871	93,620	106,800	109.1%	100.3%	114.1%	111.5%
Mar	111,992	146,179	129,773	153,044	134,348	173,536	113.4%	105.4%	129.2%	118.3%
Apr	122,627	94,037	177,473	204,559	130,130	127,868	62.5%	90.7%	98.3%	112.9%
May	60,387	101,700	103,736	96,617	110,936	100,007	103.5%	92.5%	90.1%	108.6%
Jun	127,410	139,860	152,470	252,267	166,451	166,583	66.0%	85.4%	100.1%	106.7%
Jul	122,959	83,003	65,541	93,569	88,518	87,178	93.2%	86.1%	98.5%	105.8%
Aug	129,430	135,998	124,102	82,678	124,655	257,159	311.0%	102.7%	206.3%	118.8%
Sep	99,986	151,963	110,699	184,530	139,561	250,108	135.5%	107.4%	179.2%	126.4%
Oct	88,790	140,631	247,533	78,777	153,594	111,410	141.4%	109.3%	72.5%	119.8%
Nov	240,584	133,558	155,633	114,528	163,453	102,920	89.9%	107.8%	63.0%	113.3%
Dec	149,849	149,597	227,012	169,722	314,024		0.0%	96.8%	0.0%	92.9%
<b>Totals</b>	<b>1,468,338</b>	<b>1,455,649</b>	<b>1,847,288</b>	<b>1,668,551</b>	<b>1,740,100</b>	<b>1,615,830</b>				
<b>% Of Change</b>	<b>-4.0%</b>	<b>-0.9%</b>	<b>26.9%</b>	<b>-9.7%</b>	<b>4.3%</b>					

## Monthly Sales Tax Revenue Comparisons by Area (November 2018)

AREA NAME	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	% Of Total	% Change
Interchange	270,396	267,773	283,489	326,517	363,093	375,958	33.8%	3.5%
Outside City	210,083	200,746	215,909	259,867	278,744	292,203	26.2%	4.8%
Louisville Plaza	152,771	158,941	179,624	174,888	180,820	177,785	16.0%	-1.7%
McCasin North	57,673	57,587	59,388	58,645	58,615	69,279	6.2%	18.2%
Downtown	65,125	61,150	77,137	77,981	77,342	84,368	7.6%	9.1%
Hwy 42 South	19,512	19,224	22,273	23,652	25,785	26,955	2.4%	4.5%
CTC	10,023	12,368	15,279	19,793	64,461	42,059	3.8%	-34.8%
S Boulder Rd	11,903	71,894	54,117	44,743	41,158	18,433	1.7%	-55.2%
Hwy 42 North	4,858	6,172	6,979	7,683	6,986	7,373	0.7%	5.5%
Pine Street	6,300	6,974	7,578	5,623	6,986	8,054	0.7%	15.3%
Centennial Valley	1,337	1,202	7,902	1,438	4,187	6,667	0.6%	59.2%
S Suburban	2,338	2,213	2,298	3,726	3,730	3,646	0.3%	-2.3%
Residential	226	1,217	1,263	1,022	527	1,088	0.1%	106.5%
<b>Total Revenue</b>	<b>812,544</b>	<b>867,460</b>	<b>933,235</b>	<b>1,005,580</b>	<b>1,112,434</b>	<b>1,113,867</b>		
<b>% Of Change</b>	<b>-5.1%</b>	<b>6.8%</b>	<b>7.6%</b>	<b>7.8%</b>	<b>10.6%</b>	<b>0.1%</b>		



## Monthly Sales Tax Revenue Comparisons by Industry (November 2018)

AREA NAME	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	% Of Total	% Change
Grocery	164,975	229,327	234,563	233,769	284,712	274,089	24.6%	-3.7%
Food/Beverage	154,990	150,568	170,233	179,342	193,654	204,610	18.4%	5.7%
Communications/Utilities	112,469	115,026	90,469	122,979	114,288	112,437	10.1%	-1.6%
Building Materials	107,161	96,508	107,582	113,801	128,401	131,560	11.8%	2.5%
Services	76,398	63,446	99,190	99,778	74,936	87,895	7.9%	17.3%
General Merchandise	85,199	90,832	90,165	90,520	124,907	123,455	11.1%	-1.2%
Other Retail	44,306	40,251	26,917	44,727	35,580	32,900	3.0%	-7.5%
Manufacturing	8,693	12,697	11,111	15,955	59,157	48,330	4.3%	-18.3%
Finance/Leasing	15,928	16,404	22,313	27,869	28,151	27,528	2.5%	-2.2%
Furniture	16,888	18,696	22,433	27,008	20,796	29,539	2.7%	42.0%
Wholesale	10,046	13,265	43,565	19,411	30,582	20,334	1.8%	-33.5%
Automotive	3,927	7,181	1,472	5,858	4,729	5,536	0.5%	17.1%
Apparel	5,099	4,412	6,743	10,089	8,464	10,736	1.0%	26.8%
Construction	2,287	5,610	2,964	10,023	-	374	0.0%	#DIV/0!
Agriculture	4,178	3,236	3,516	4,451	4,075	4,543	0.4%	11.5%
<b>Totals</b>	<b>812,544</b>	<b>867,460</b>	<b>933,235</b>	<b>1,005,580</b>	<b>1,112,434</b>	<b>1,113,867</b>		
<b>% Of Change</b>	<b>-5.1%</b>	<b>6.8%</b>	<b>7.6%</b>	<b>7.8%</b>	<b>10.6%</b>	<b>0.1%</b>		

