

CITY OF LOUISVILLE

**Revenue History
2017 through 2021**

YEAR	MONTH	SALES TAX	CONS. USE TAX	BLDG USE TAX	AUTO USE TAX	LODGING TAX	AUDIT REVENUE	TOTAL
2021	JANUARY	1,093,893	151,922	76,766	165,964	8,893	13,085	1,510,523
	FEBRUARY	1,048,733	123,647	175,248	141,326	9,311	9,343	1,507,607
	MARCH	1,473,421	187,196	497,955	118,578	12,589	1,431	2,291,171
	APRIL	1,447,875	92,613	880,417	156,795	13,198	3,434	2,594,332
	MAY	1,463,795	142,433	69,429	145,625	17,757	14,572	1,853,611
	JUNE	1,836,453	206,969	39,899	182,192	26,986	5,542	2,298,042
	JULY	1,460,976	121,088	(32,980)	144,891	38,956	15,499	1,748,430
	AUGUST	1,372,626	152,120	152,949	160,162	40,187	2,490	1,880,534
	SEPTEMBER	1,641,416	215,222	45,706	163,655	31,783	13,666	2,111,448
	OCTOBER	1,534,805	152,057	164,302	148,773	34,618	12,142	2,046,696
	NOVEMBER	1,503,261	162,041	156,565	144,254	23,667	1,145	1,990,933
	DECEMBER	2,377,087	379,832	214,495	134,883	13,526	2,814	3,122,637
	YTD TOTALS		18,254,341	2,087,139	2,440,753	1,807,098	271,471	95,163
YTD Variance % to Prior Year		16.9%	39.3%	43.3%	19.3%	48.7%	-79.1%	19.0%
2020	JANUARY	1,146,885	139,124	167,476	143,490	20,259	10,328	1,627,562
	FEBRUARY	1,010,556	181,982	213,379	138,820	18,916	62,695	1,626,348
	MARCH	1,453,347	128,050	101,197	68,233	17,511	33,347	1,801,683
	APRIL	1,043,220	102,057	369,619	61,493	4,291	56,334	1,637,014
	MAY	1,104,718	86,298	182,958	52,846	7,772	34,308	1,468,899
	JUNE	1,620,670	135,567	62,081	152,603	13,238	126,571	2,110,730
	JULY	1,231,987	76,551	53,104	160,605	20,902	7,733	1,550,883
	AUGUST	1,176,398	83,836	53,404	155,256	24,833	26,419	1,520,146
	SEPTEMBER	1,500,877	105,141	136,333	145,388	18,154	48,695	1,954,587
	OCTOBER	1,274,200	123,011	36,568	192,352	17,622	7,756	1,651,508
	NOVEMBER	1,137,481	83,349	218,216	100,847	10,177	35,354	1,585,423
	DECEMBER	1,920,601	252,875	109,363	142,948	8,882	5,392	2,440,062
	YTD TOTALS		15,620,940	1,497,840	1,703,698	1,514,880	182,557	454,931
YTD Variance % to Prior Year		-2.9%	-12.9%	-18.4%	-12.7%	-59.9%	-67.1%	-10.6%
2019	JANUARY	1,071,558	127,245	86,502	201,074	21,423	18,826	1,526,627
	FEBRUARY	936,429	147,890	265,760	118,258	21,707	67,844	1,557,888
	MARCH	1,334,863	152,930	65,076	142,231	27,356	74,188	1,796,643
	APRIL	1,159,948	284,945	203,698	123,778	30,600	27,803	1,830,773
	MAY	1,223,169	92,960	281,555	162,333	44,797	105,311	1,910,125
	JUNE	1,579,107	154,476	324,102	109,552	53,263	44,863	2,265,363
	JULY	1,366,196	95,129	208,918	160,122	62,859	22,182	1,915,406
	AUGUST	1,488,654	113,156	88,430	145,808	57,724	810,122	2,703,894
	SEPTEMBER	1,501,976	140,882	143,151	143,031	46,348	30,769	2,006,157
	OCTOBER	1,338,241	99,425	142,592	178,136	42,935	157,833	1,959,161
	NOVEMBER	1,208,379	101,710	213,900	126,120	27,259	7,513	1,684,881
	DECEMBER	1,878,105	209,877	64,581	125,652	18,444	13,666	2,310,324
	YTD TOTALS		16,086,625	1,720,626	2,088,265	1,736,096	454,714	1,380,919
YTD Variance % to Prior Year		5.0%	19.1%	-8.1%	-14.6%	-3.8%	142.5%	6.2%
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	67,534	100,297	57,035	30,865	1,859,528
	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	286,799	58,980	196,689	2,196,997
	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	1,889,403	194,260	71,376	146,093	18,792	82,181	2,402,104
	YTD TOTALS		15,317,190	1,444,095	2,272,490	2,031,737	472,526	569,560
YTD Variance % to Prior Year		9.8%	5.1%	24.6%	36.5%	-8.6%	-43.8%	9.6%
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
YTD Variance % to Prior Year		8.7%	-16.0%	-8.9%	9.7%	3.3%	135.0%	7.5%

**City of Louisville, Colorado
Total Sales Tax Revenue
2017 -2021**

Month Of Sale	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Budget	2021 Actual	Mnthly % Of 2020	Y-T-D % Of 2020	Mnthly % Of Budget	Y-T-D % Of Budget
Jan	1,054,675	1,150,144	1,071,177	1,148,141	1,172,411	1,099,111	95.7%	95.7%	93.7%	93.7%
Feb	866,877	999,636	987,642	1,051,314	1,055,874	1,053,587	100.2%	97.9%	99.8%	96.6%
Mar	1,189,196	1,259,719	1,362,876	1,456,090	1,337,096	1,474,366	101.3%	99.2%	110.3%	101.7%
Apr	1,045,769	1,132,162	1,181,395	1,070,452	1,227,390	1,450,260	135.5%	107.4%	118.2%	105.9%
May	1,192,302	1,287,256	1,225,638	1,120,186	1,303,902	1,468,453	131.1%	112.0%	112.6%	107.4%
Jun	1,859,310	1,467,403	1,583,559	1,631,190	1,532,415	1,839,117	112.7%	112.1%	120.0%	109.9%
Jul	1,149,068	1,252,821	1,396,010	1,235,686	1,317,182	1,472,573	119.2%	113.1%	111.8%	110.2%
Aug	1,134,443	1,202,431	2,287,534	1,179,005	1,356,636	1,374,785	116.6%	113.5%	101.3%	109.0%
Sep	1,256,653	1,432,059	1,520,636	1,515,651	1,422,805	1,653,036	109.1%	113.0%	116.2%	109.9%
Oct	1,160,202	1,187,678	1,484,215	1,278,302	1,279,129	1,534,901	120.1%	113.7%	120.0%	110.9%
Nov	1,124,996	1,132,530	1,209,275	1,143,840	1,239,939	1,504,042	131.5%	115.1%	121.3%	111.8%
Dec	1,571,740	1,896,863	1,882,142	1,922,746	1,762,712	2,379,548	123.8%	116.2%	135.0%	114.3%
Totals	14,605,231	15,400,702	17,192,097	15,752,603	16,007,490	18,303,778				
% Of Change	13.4%	5.4%	11.6%	-8.4%	1.6%					

**City of Louisville, Colorado
Lodging Tax Revenue
2017 -2021**

Month Of Sale	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Budget	2021 Actual	Mnthly % Of 2020	Y-T-D % Of 2020	Mnthly % Of Budget	Y-T-D % Of Budget
Jan	27,069	29,376	21,423	20,259	13,275	8,893	43.9%	43.9%	67.0%	67.0%
Feb	24,240	26,701	21,707	18,916	12,979	9,311	49.2%	46.5%	71.7%	69.3%
Mar	33,056	29,394	27,356	17,511	14,924	12,589	71.9%	54.3%	84.4%	74.8%
Apr	34,743	32,459	30,600	4,291	15,350	13,198	307.6%	72.1%	86.0%	77.8%
May	49,217	44,481	44,797	7,772	22,266	17,757	228.5%	89.8%	79.7%	78.4%
Jun	61,489	57,035	53,263	13,238	24,942	26,986	203.8%	108.2%	108.2%	85.5%
Jul	61,409	58,802	62,859	20,902	27,258	38,956	186.4%	124.1%	142.9%	97.5%
Aug	67,270	58,980	57,724	24,833	27,190	40,187	161.8%	131.4%	147.8%	106.1%
Sep	51,452	45,157	46,348	18,154	21,681	31,783	175.1%	136.9%	146.6%	111.0%
Oct	49,334	39,845	42,935	17,622	21,483	34,618	196.4%	143.3%	161.1%	116.4%
Nov	26,870	31,504	27,259	10,177	14,495	23,667	232.6%	148.5%	163.3%	119.5%
Dec	30,714	18,792	18,444	8,882	11,516	13,526	152.3%	148.7%	117.5%	119.4%
Totals	516,863	472,526	454,714	182,557	227,360	271,471				
% Of Change	3.3%	-8.6%	-3.8%	-59.9%	24.5%					

**City of Louisville, Colorado
Auto Use Tax Revenue
2017 -2021**

Month Of Sale	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Budget	2021 Actual	Mnthly % Of 2020	Y-T-D % Of 2020	Mnthly % Of Budget	Y-T-D % Of Budget
Jan	144,997	114,134	201,074	143,490	126,025	165,964	115.7%	115.7%	131.7%	131.7%
Feb	110,561	135,811	118,258	138,820	114,592	141,326	101.8%	108.8%	123.3%	127.7%
Mar	123,024	151,611	142,231	68,233	121,356	118,578	173.8%	121.5%	97.7%	117.7%
Apr	92,463	134,771	123,778	61,493	107,687	156,795	255.0%	141.4%	145.6%	124.1%
May	137,918	124,497	162,333	52,846	109,120	145,625	275.6%	156.7%	133.5%	125.8%
Jun	96,187	100,297	109,552	152,603	114,062	182,192	119.4%	147.5%	159.7%	131.4%
Jul	123,752	189,545	160,122	160,605	128,739	144,891	90.2%	135.6%	112.5%	128.5%
Aug	145,656	286,799	145,808	155,256	144,714	160,162	103.2%	130.2%	110.7%	125.8%
Sep	140,721	233,665	143,031	145,388	141,991	163,655	112.6%	127.9%	115.3%	124.4%
Oct	122,230	240,914	178,136	192,352	149,008	148,773	77.3%	120.2%	99.8%	121.5%
Nov	132,970	173,601	126,120	100,847	115,660	144,254	143.0%	121.9%	124.7%	121.8%
Dec	118,218	146,093	125,652	142,948	124,434	134,883	94.4%	119.3%	108.4%	120.7%
Totals	1,488,699	2,031,737	1,736,096	1,514,880	1,497,390	1,807,098				
% Of Change	9.7%	36.5%	-14.6%	-12.7%	-1.2%					

Actual G/L amounts may vary

**City of Louisville, Colorado
Building Use Tax Revenue
2017 -2021**

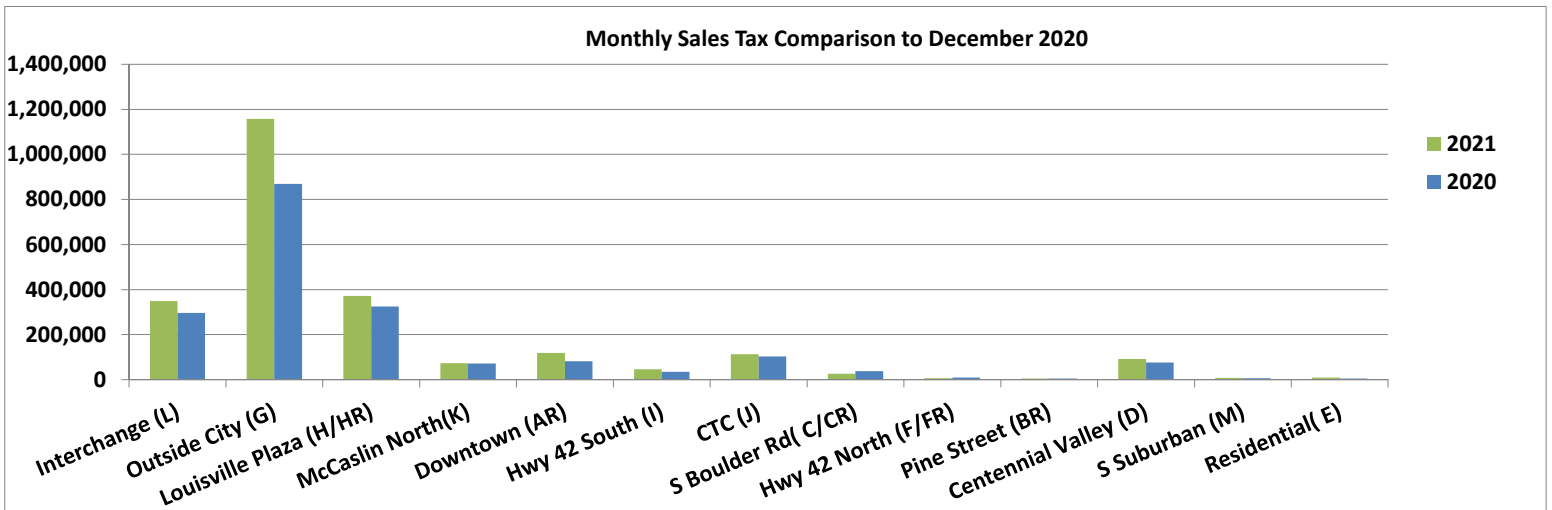
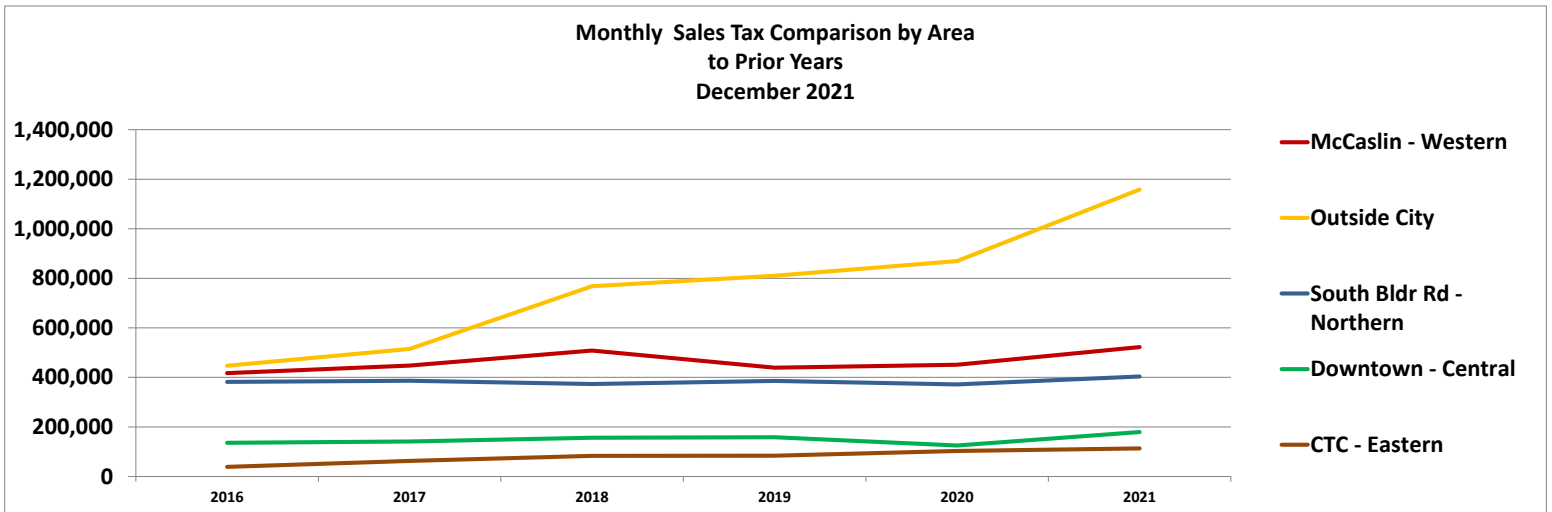
Month Of Sale	2017	2018	2019	2020	2021	2021	Mnthly	Y-T-D	Mnthly	Y-T-D
	Actual	Actual	Actual	Actual	Budget	Actual	% Of 2020	% Of 2020	% Of Budget	% Of Budget
Jan	275,878	293,454	86,502	167,476	161,829	76,766	45.8%	45.8%	47.4%	47.4%
Feb	103,187	264,342	265,760	213,379	154,401	175,248	82.1%	66.2%	113.5%	79.7%
Mar	300,687	80,344	65,076	101,197	158,197	497,955	492.1%	155.6%	314.8%	158.1%
Apr	95,596	131,263	203,698	369,619	157,021	880,417	238.2%	191.4%	560.7%	258.2%
May	76,348	86,100	281,555	182,958	193,898	69,429	37.9%	164.3%	35.8%	206.0%
Jun	151,145	67,534	324,102	62,081	185,525	39,899	64.3%	158.6%	21.5%	172.1%
Jul	94,455	202,707	208,918	53,104	177,494	(32,980)	-62.1%	148.4%	-18.6%	143.6%
Aug	126,830	356,991	88,430	53,404	164,582	152,949	286.4%	154.6%	92.9%	137.5%
Sep	125,682	295,455	143,151	136,333	134,968	45,706	33.5%	142.2%	33.9%	128.1%
Oct	164,724	294,551	142,592	36,568	174,346	164,302	449.3%	150.4%	94.2%	124.5%
Nov	37,893	128,352	213,900	218,216	128,151	156,565	71.7%	139.6%	122.2%	124.3%
Dec	271,190	71,376	64,581	109,363	106,448	214,495	196.1%	143.3%	201.5%	128.7%
Totals	1,823,614	2,272,470	2,088,265	1,703,698	1,896,860	2,440,753				
% Of Change	-8.9%	24.6%	-8.1%	-18.4%	11.3%					

**City of Louisville, Colorado
Consumer Use Tax Revenue
2017 -2021**

Month Of Sale	2017	2018	2019	2020	2021	2021	Mnthly	Y-T-D	Mnthly	Y-T-D
	Actual	Actual	Actual	Actual	Budget	Actual	% Of 2020	% Of 2020	% Of Budget	% Of Budget
Jan	140,390	132,262	142,282	144,086	122,599	157,567	109.4%	109.4%	128.5%	128.5%
Feb	97,871	106,800	159,797	181,982	108,922	127,128	69.9%	87.3%	116.7%	123.0%
Mar	153,044	173,536	189,651	153,037	142,018	187,452	122.5%	98.5%	132.0%	126.4%
Apr	204,559	127,868	290,688	103,828	140,066	93,203	89.8%	97.0%	66.5%	110.1%
May	96,617	100,007	165,145	99,949	110,414	151,626	151.7%	105.0%	137.3%	114.9%
Jun	252,267	166,583	185,766	221,745	168,615	209,195	94.3%	102.4%	124.1%	116.8%
Jul	93,569	87,178	103,361	79,979	85,770	123,102	153.9%	106.6%	143.5%	119.5%
Aug	82,678	257,159	122,267	102,534	132,105	152,120	148.4%	110.5%	115.2%	118.9%
Sep	184,530	250,108	150,826	132,549	147,217	215,662	162.7%	116.2%	146.5%	122.4%
Oct	78,777	111,410	105,704	125,635	134,634	162,316	129.2%	117.4%	120.6%	122.2%
Nov	114,528	102,920	106,814	106,227	137,809	162,318	152.8%	120.0%	117.8%	121.8%
Dec	169,722	268,009	217,819	255,350	279,791	380,240	148.9%	124.3%	135.9%	124.1%
Totals	1,668,551	1,883,839	1,940,122	1,706,899	1,709,960	2,121,927				
% Of Change	-9.7%	12.9%	3.0%	-12.0%	0.2%					

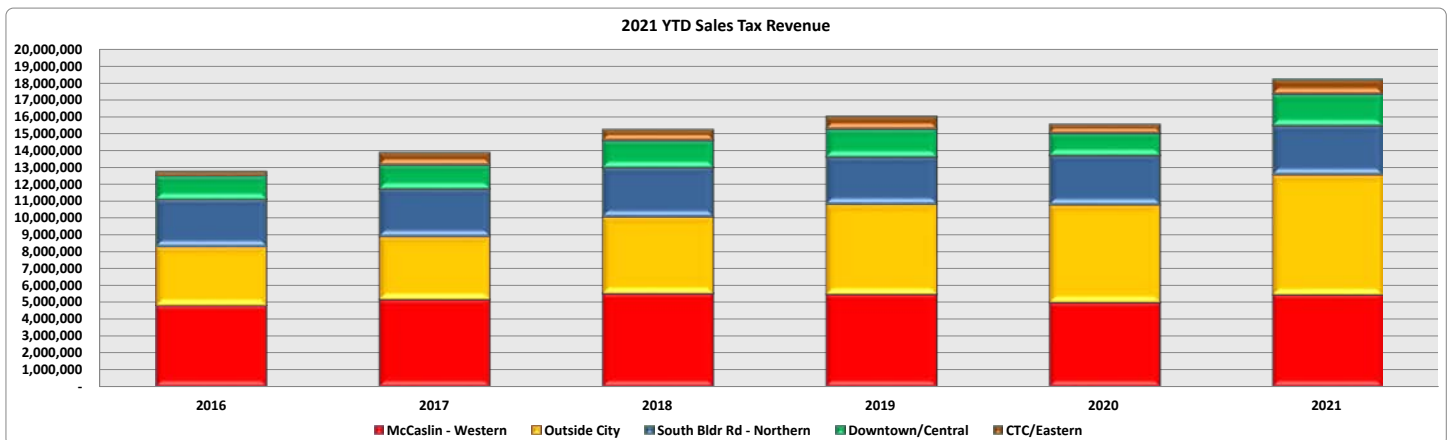
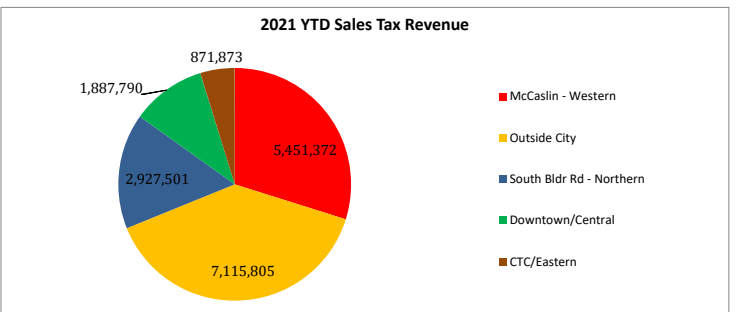
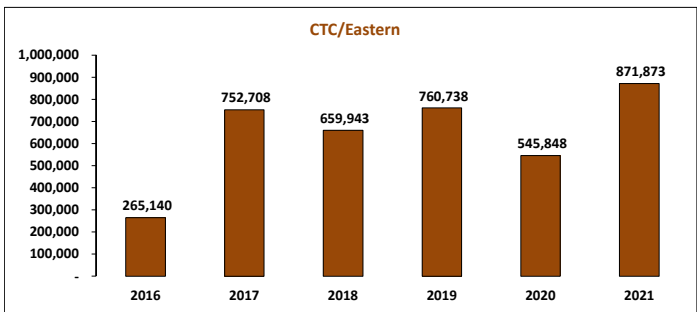
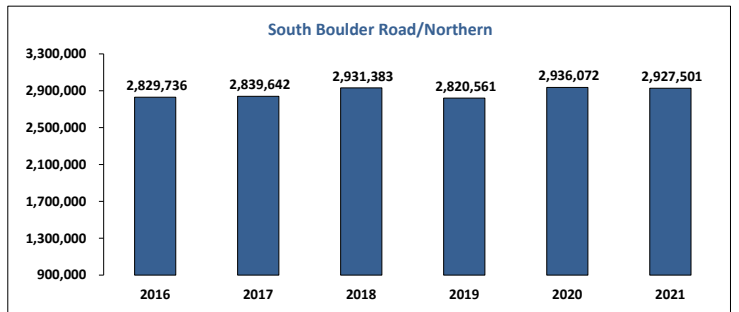
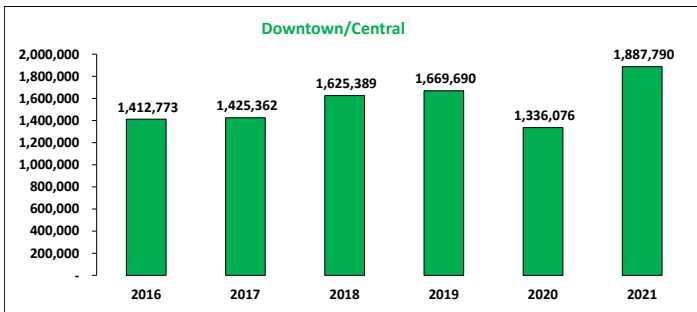
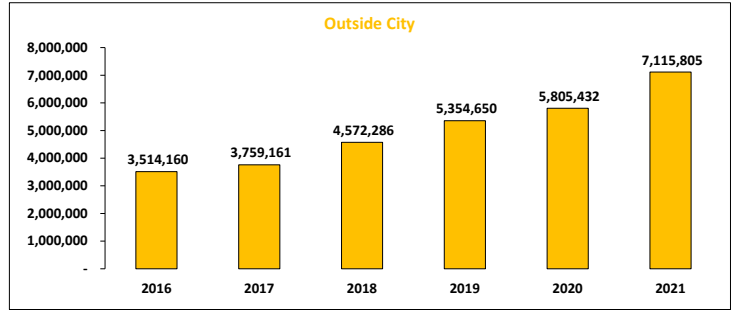
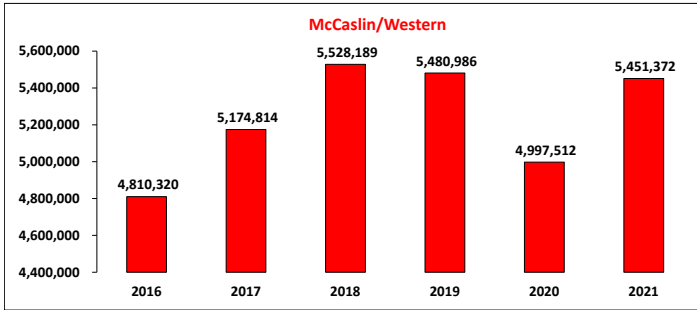
Monthly Sales Tax Revenue Comparisons by Area (December 2021)

AREA NAME	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Actual	% Of Total	% Change
Interchange (L)	334,825	361,976	362,741	312,828	296,566	349,457	14.7%	17.8%
Outside City (G)	447,044	514,983	768,240	810,265	869,601	1,158,189	48.7%	33.2%
Louisville Plaza (H/HR)	316,041	324,802	331,287	334,847	324,897	371,473	15.6%	14.3%
McCaslin North(K)	68,266	76,304	80,935	59,359	71,298	72,620	3.1%	1.9%
Downtown (AR)	96,503	99,407	114,694	112,931	81,135	118,832	5.0%	46.5%
Hwy 42 South (I)	26,677	27,940	28,193	31,833	34,360	46,673	2.0%	35.8%
CTC (J)	38,813	63,187	83,004	84,241	103,133	113,343	4.8%	9.9%
S Boulder Rd(C/CR)	55,452	50,306	30,638	40,459	37,974	26,281	1.1%	-30.8%
Hwy 42 North (F/FR)	10,379	11,416	11,141	10,654	8,780	5,946	0.3%	-32.3%
Pine Street (BR)	9,461	7,823	10,798	9,136	5,068	4,506	0.2%	-11.1%
Centennial Valley (D)	7,860	3,118	59,286	59,602	76,276	91,987	3.9%	20.6%
S Suburban (M)	6,248	6,584	5,732	7,229	6,966	8,341	0.4%	19.7%
Residential(E)	3,389	6,216	2,712	4,722	4,547	9,440	0.4%	107.6%
Total Revenue	1,420,958	1,554,060	1,889,403	1,878,105	1,920,601	2,377,087		
% Of Change	4.4%	9.4%	21.6%	-0.6%	2.3%	23.8%		



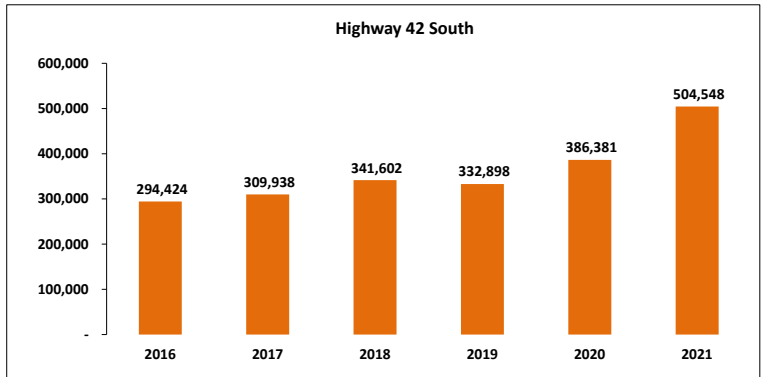
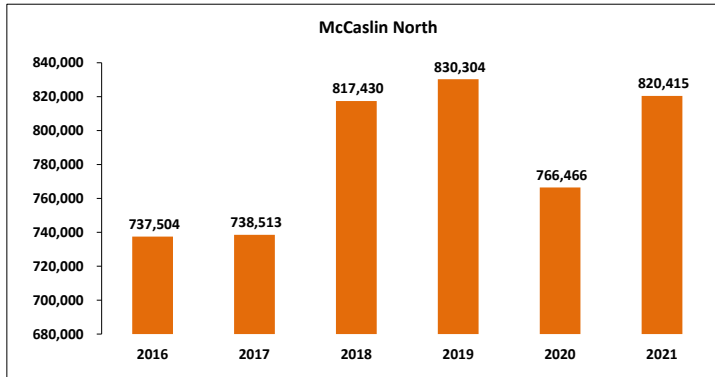
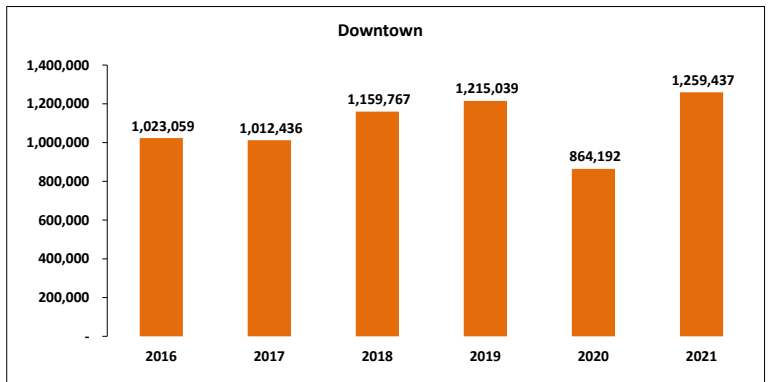
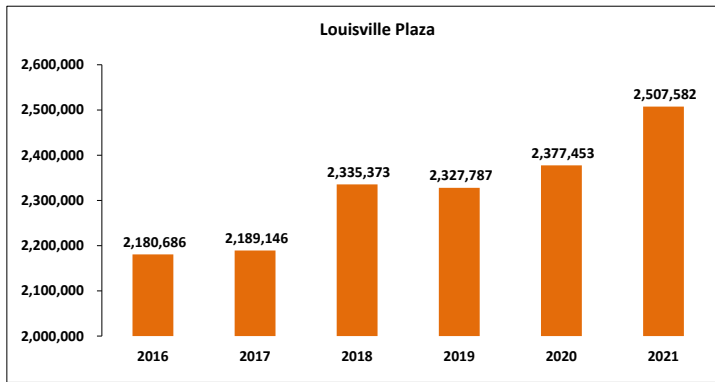
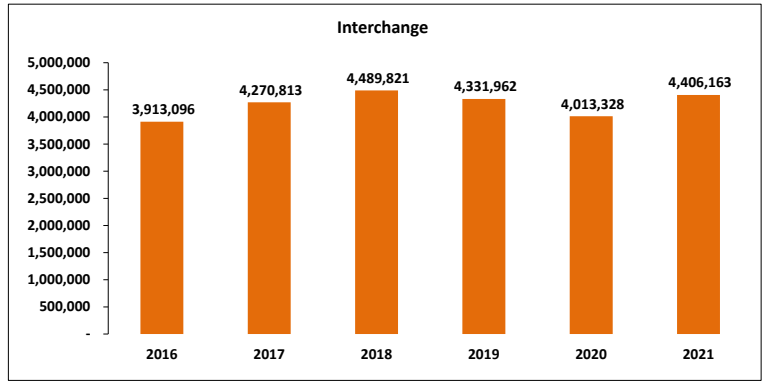
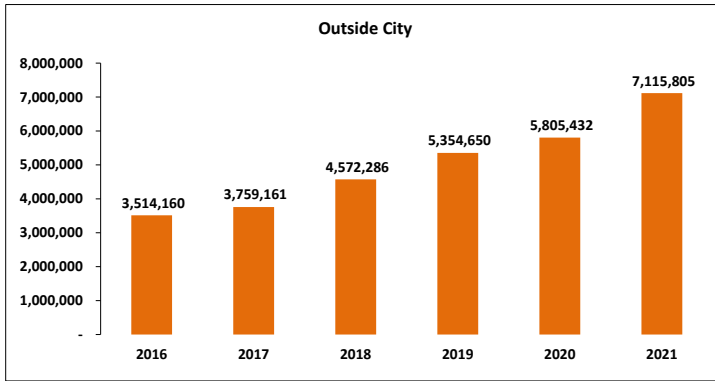
CITY OF LOUISVILLE
Sales Tax Revenue History by Area (Jan. - Dec. 2021)

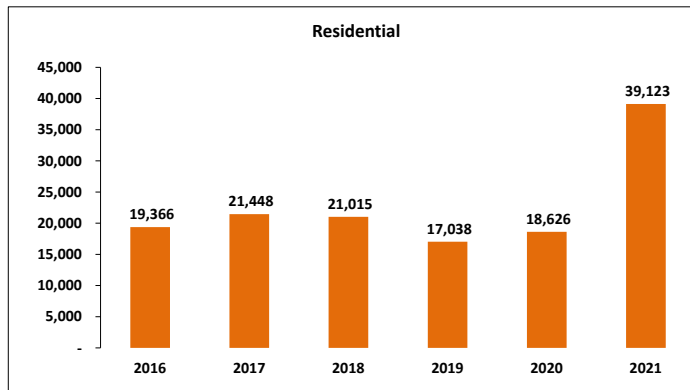
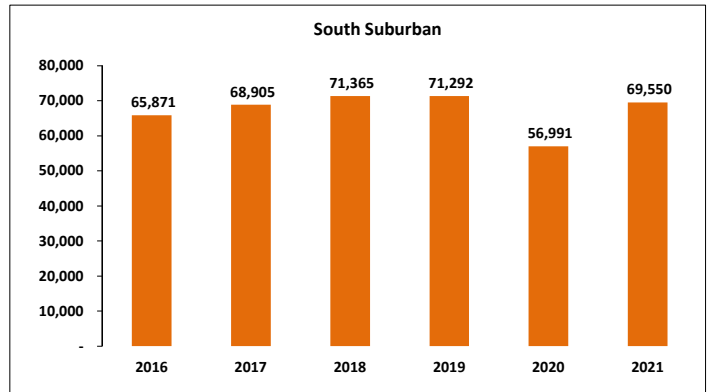
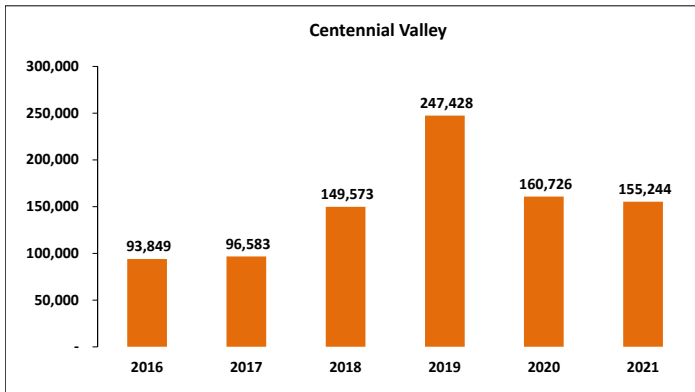
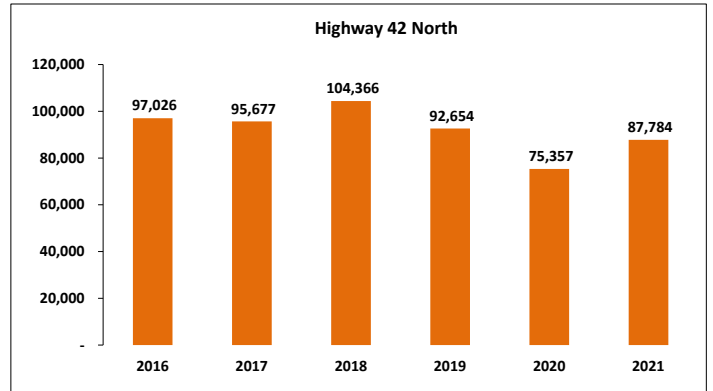
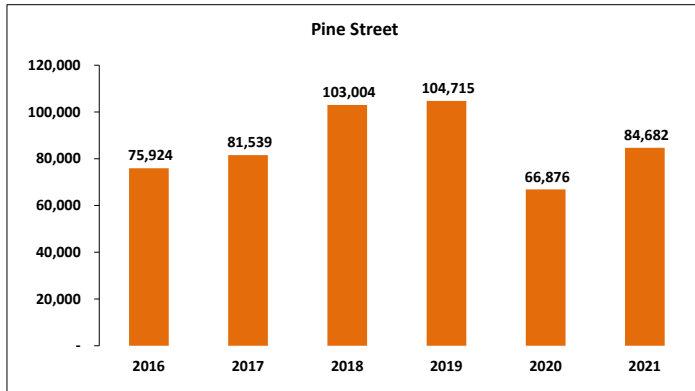
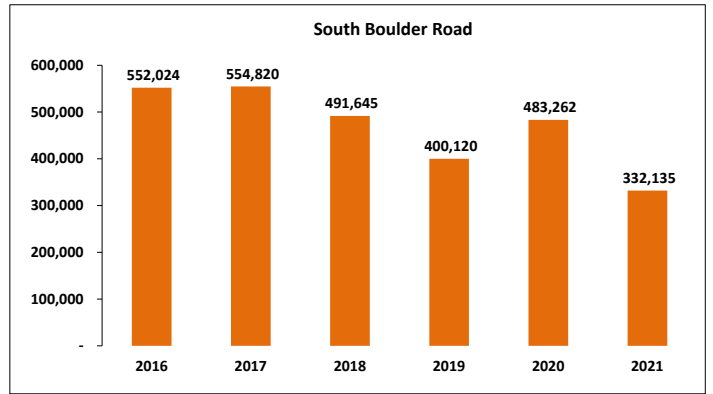
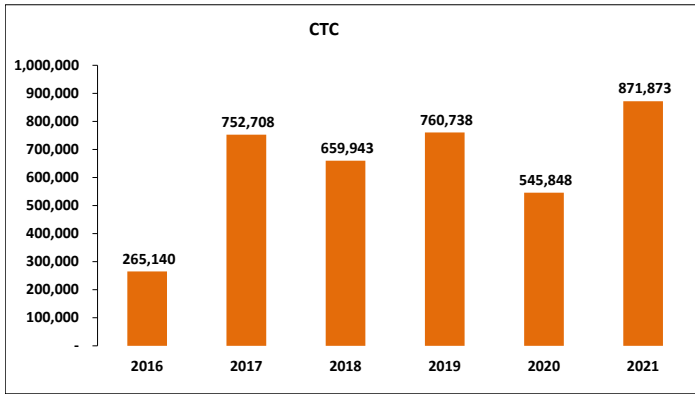
	2016	% Var	2017	% Var	2018	% Var	2019	% Var	2020	% Var	2021	% Var	% of Total
McCaslin - Western	4,810,320	6.87%	5,174,814	7.58%	5,528,189	6.83%	5,480,986	-0.85%	4,997,512	-8.82%	5,451,372	9.08%	29.9%
Outside City	3,514,160	14.86%	3,759,161	6.97%	4,572,286	21.63%	5,354,650	17.11%	5,805,432	8.42%	7,115,805	22.57%	39.0%
South Bldr Rd - Northern	2,829,736	18.27%	2,839,642	0.35%	2,931,383	3.23%	2,820,561	-3.78%	2,936,072	4.10%	2,927,501	-0.29%	16.0%
Downtown/Central	1,412,773	14.69%	1,425,362	0.89%	1,625,389	14.03%	1,669,690	2.73%	1,336,076	-19.98%	1,887,790	41.29%	10.3%
CTC/Eastern	265,140	30.74%	752,708	183.89%	659,943	-12.32%	760,738	15.27%	545,848	-28.25%	871,873	59.73%	4.8%
	12,832,129	7.2%	13,951,686	8.7%	15,317,190	9.8%	16,086,625	5.0%	15,620,940	-2.9%	18,254,341	16.9%	



CITY OF LOUISVILLE
Revenue History by Area (Jan. - Dec. 2021)

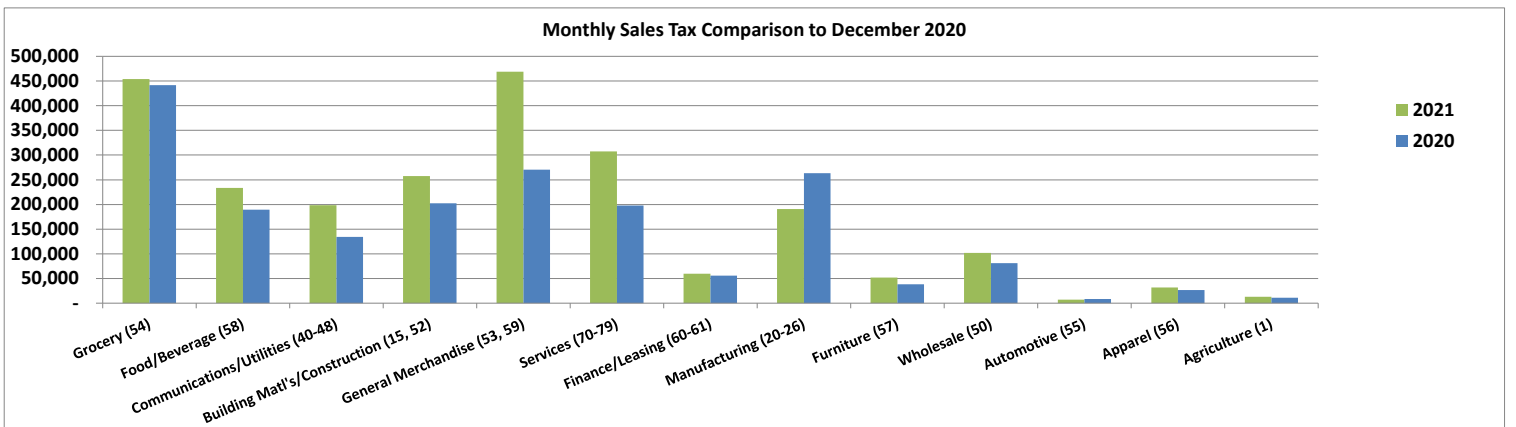
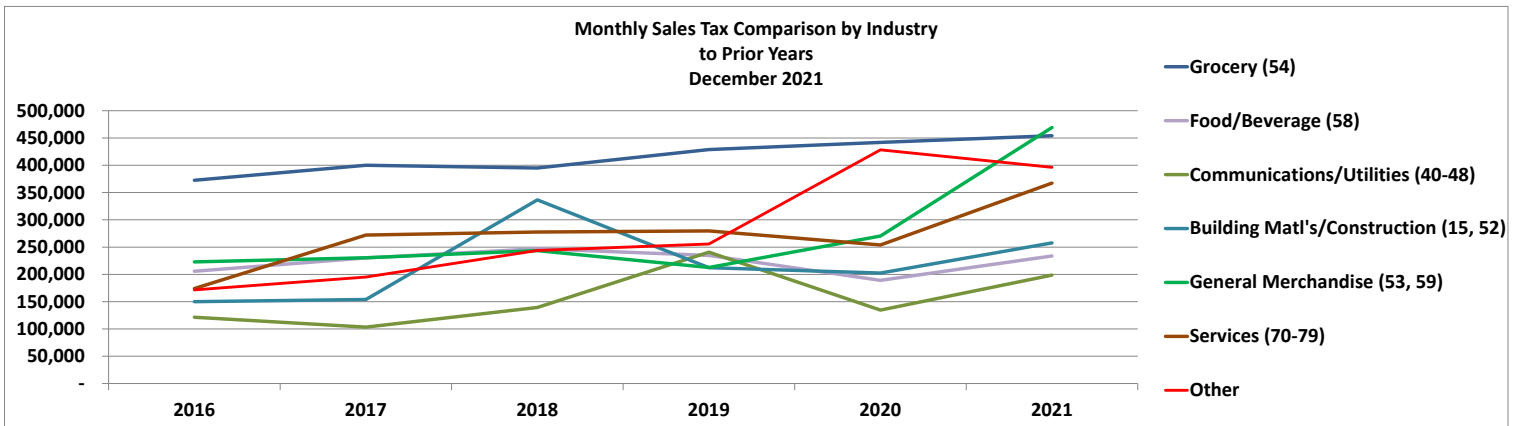
	2016	% Var	2017	% Var	2018	% Var	2019	% Var	2020	% Var	2021	% Var	% of Total
Outside City	3,514,160	13.5%	3,759,161	7.0%	4,572,286	21.6%	5,354,650	17.1%	5,805,432	8.4%	7,115,805	22.6%	38.98%
Interchange	3,913,096	9.0%	4,270,813	9.1%	4,489,821	5.1%	4,331,962	-3.5%	4,013,328	-7.4%	4,406,163	9.8%	24.14%
Louisville Plaza	2,180,686	2.2%	2,189,146	0.4%	2,335,373	6.7%	2,327,787	-0.3%	2,377,453	2.1%	2,507,582	5.5%	13.74%
Downtown	1,023,059	4.9%	1,012,436	-1.0%	1,159,767	14.6%	1,215,039	4.8%	864,192	-28.9%	1,259,437	45.7%	6.90%
McCasin North	737,504	-0.9%	738,513	0.1%	817,430	10.7%	830,304	1.6%	766,466	-7.7%	820,415	7.0%	4.49%
Hwy 42 South	294,424	3.2%	309,938	5.3%	341,602	10.2%	332,898	-2.5%	386,381	16.1%	504,548	30.6%	2.76%
CTC	265,140	2.5%	752,708	183.9%	659,943	-12.3%	760,738	15.3%	545,848	-28.2%	871,873	59.7%	4.78%
South Boulder Rd	552,024	3.0%	554,820	0.5%	491,645	-11.4%	400,120	-18.6%	483,262	20.8%	332,135	-31.3%	1.82%
Pine Street	75,924	-2.8%	81,539	7.4%	103,004	26.3%	104,715	1.7%	66,876	-36.1%	84,682	26.6%	0.46%
Hwy 42 North	97,026	14.1%	95,677	-1.4%	104,366	9.1%	92,654	-11.2%	75,357	-18.7%	87,784	16.5%	0.48%
Centennial Valley	93,849	-26.7%	96,583	2.9%	149,573	54.9%	247,428	65.4%	160,726	-35.0%	155,244	-3.4%	0.85%
South Suburban	65,871	63.4%	68,905	4.6%	71,365	3.6%	71,292	-0.1%	56,991	-20.1%	69,550	22.0%	0.38%
Residential	19,366	-10.1%	21,448	10.8%	21,015	-2.0%	17,038	-18.9%	18,626	9.3%	39,123	110.0%	0.21%
	12,832,129	7.2%	13,951,686	8.7%	15,317,190	9.8%	16,086,625	5.0%	15,620,940	-2.9%	18,254,341	16.9%	





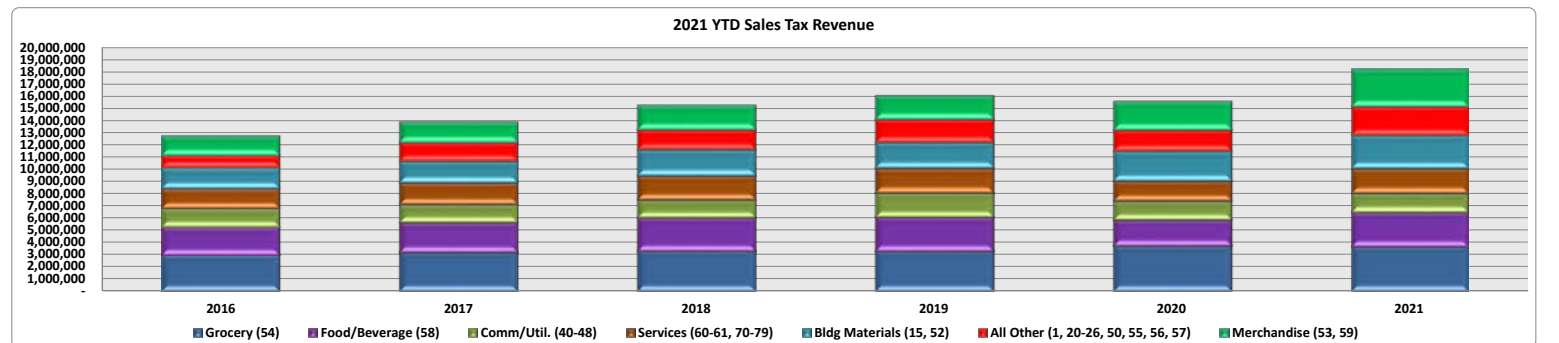
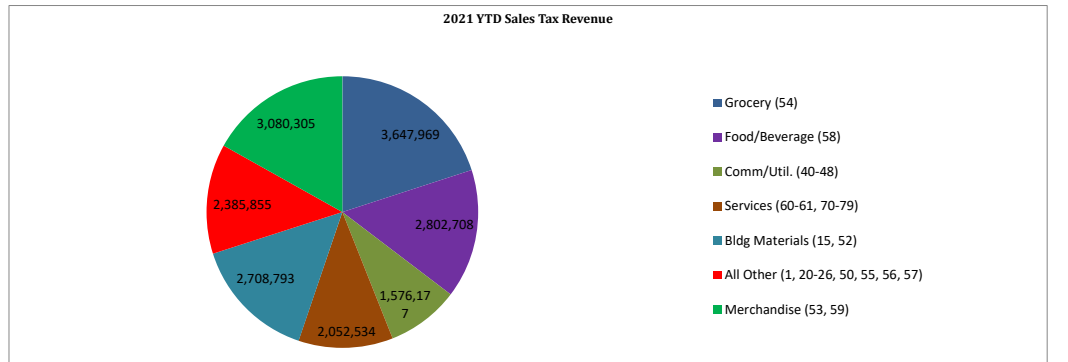
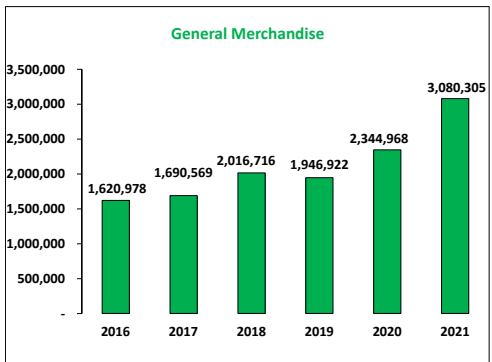
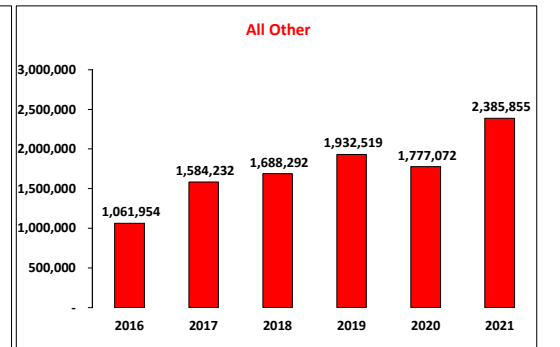
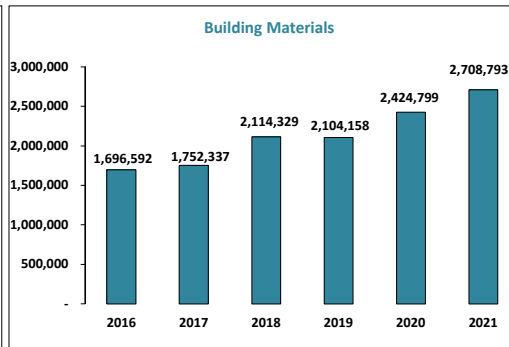
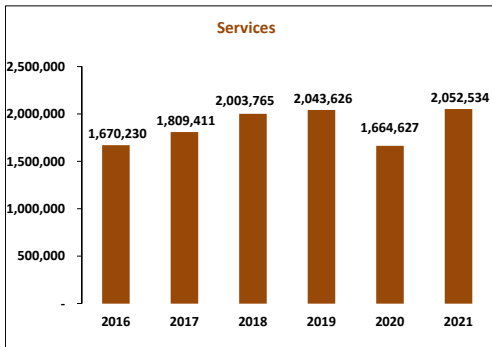
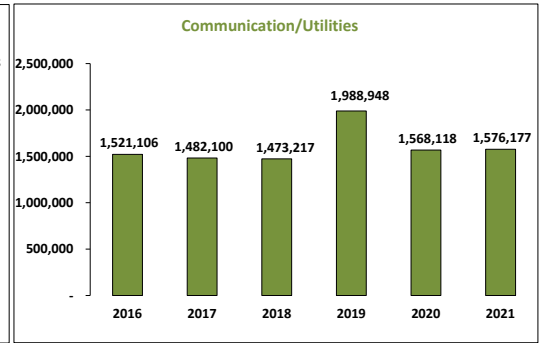
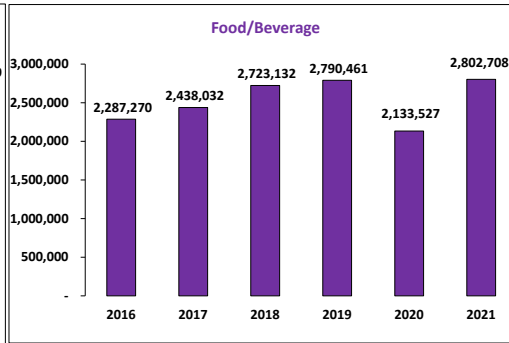
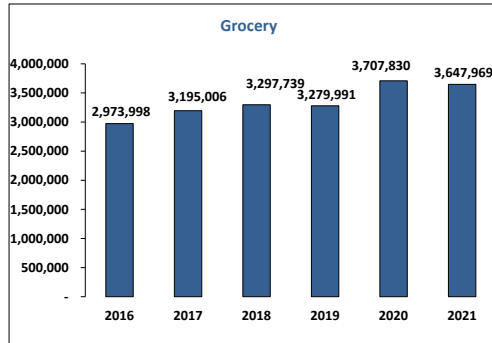
Monthly Sales Tax Revenue Comparisons by Industry (December 2021)

AREA NAME	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Actual	% Of Total	% Change
Grocery (54)	372,500	400,050	394,932	428,895	441,951	454,165	19.1%	2.8%
Food/Beverage (58)	205,752	230,162	247,024	234,817	189,093	233,674	9.8%	23.6%
Communications/Utilities (40-48)	121,438	103,345	139,455	240,745	134,519	198,761	8.4%	47.8%
Building Mat'l's/Construction (15, 52)	150,014	153,914	336,579	212,370	202,581	257,694	10.8%	27.2%
General Merchandise (53, 59)	222,831	230,424	243,476	212,661	270,246	469,214	19.7%	73.6%
Services (70-79)	129,842	196,708	208,667	223,883	198,115	307,521	12.9%	55.2%
Finance/Leasing (60-61)	46,999	44,222	75,451	69,115	55,815	59,834	2.5%	7.2%
Manufacturing (20-26)	75,655	90,251	96,020	109,950	263,543	190,522	8.0%	-27.7%
Furniture (57)	43,924	39,064	32,456	52,320	37,943	51,928	2.2%	36.9%
Wholesale (50)	27,808	38,740	87,417	57,685	81,152	101,722	4.3%	25.3%
Automotive (55)	4,583	7,035	6,958	6,150	8,127	6,864	0.3%	-15.5%
Apparel (56)	14,254	14,022	14,465	20,610	26,829	32,077	1.3%	19.6%
Agriculture (1)	5,343	6,111	6,503	8,905	10,687	13,112	0.6%	22.7%
Totals	1,420,942	1,554,048	1,889,403	1,878,105	1,920,601	2,377,087		
% Of Change	4.4%	9.4%	21.6%	-0.6%	2.3%	23.8%		



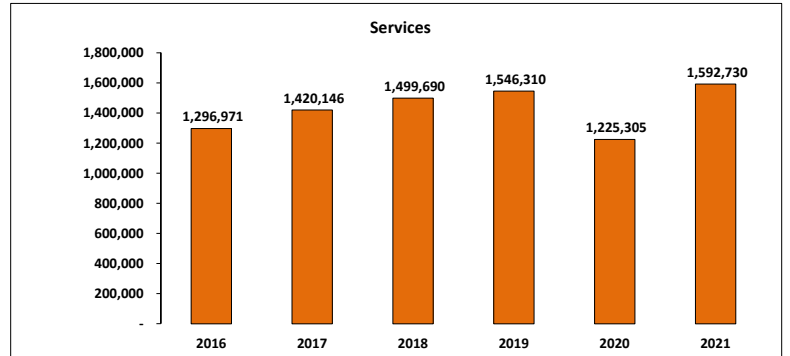
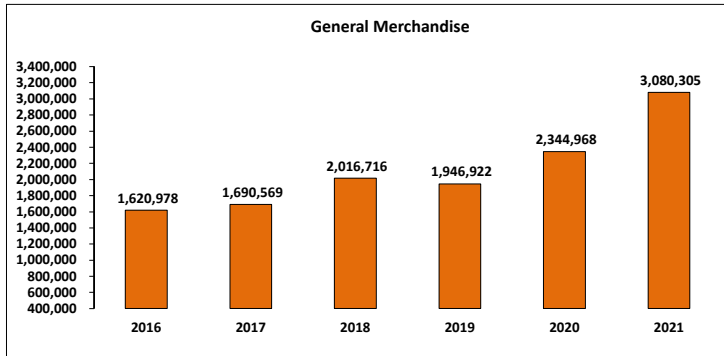
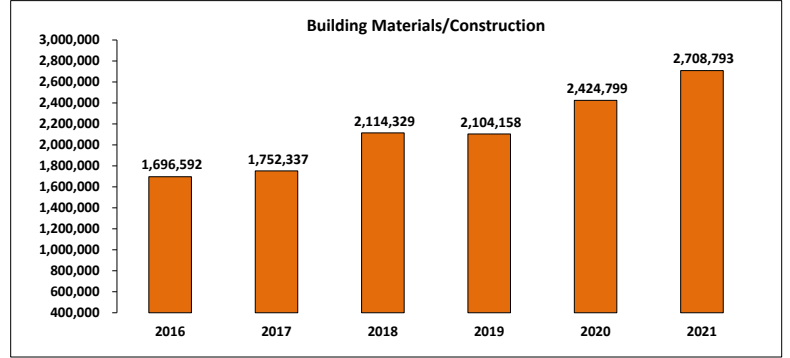
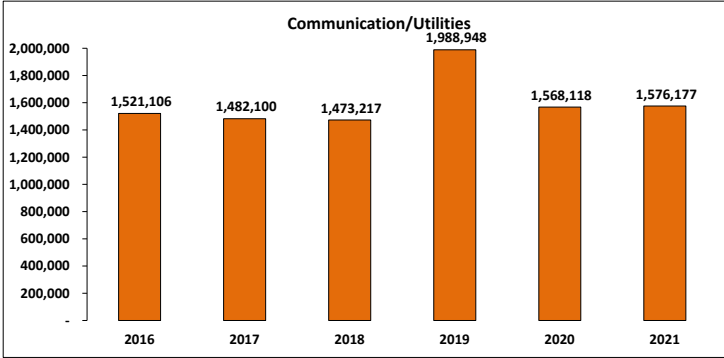
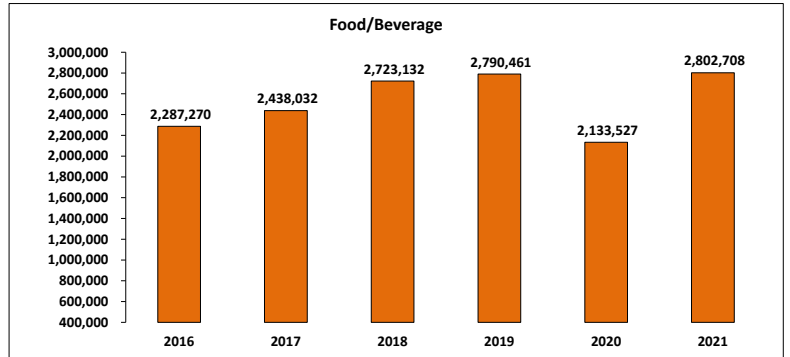
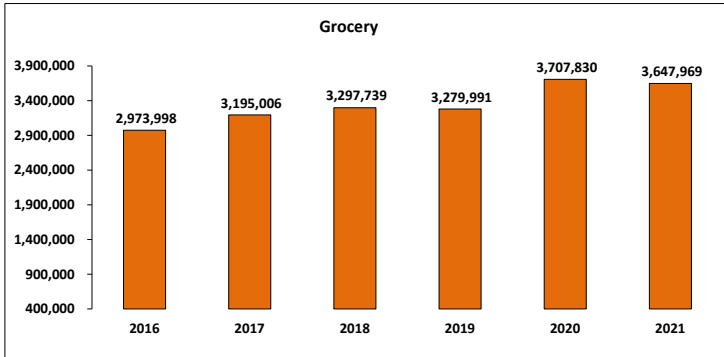
CITY OF LOUISVILLE
Revenue History by Industry (Jan. - Dec. 2021)

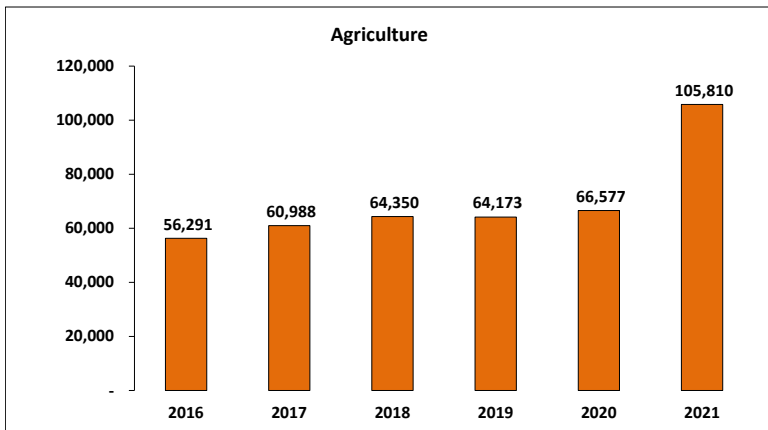
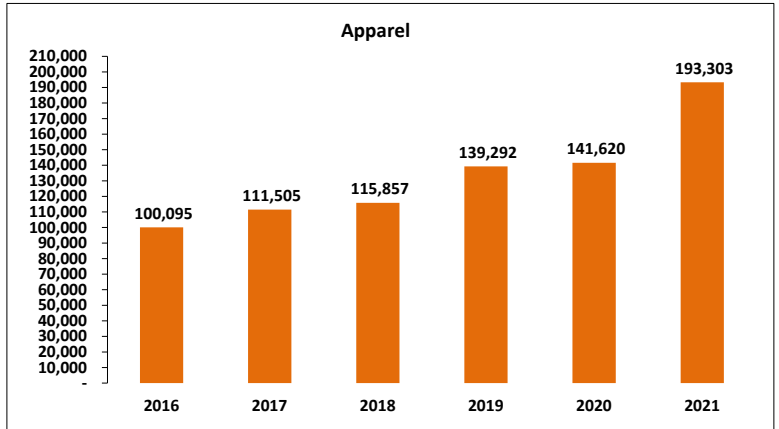
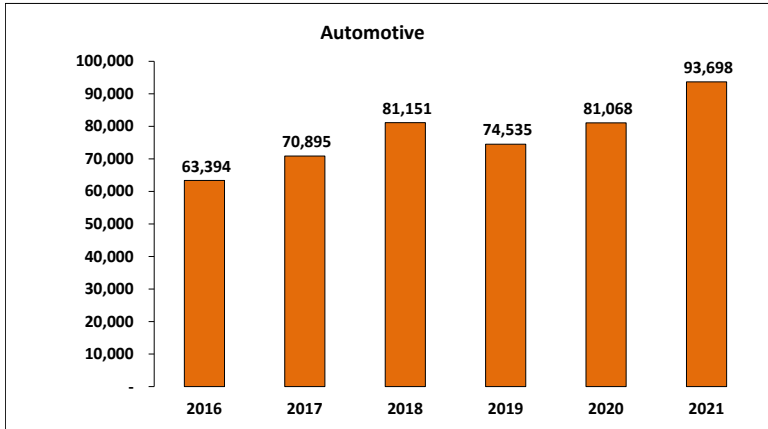
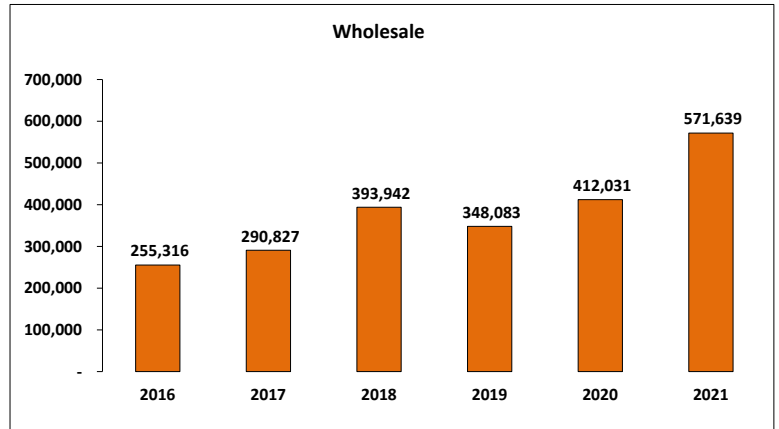
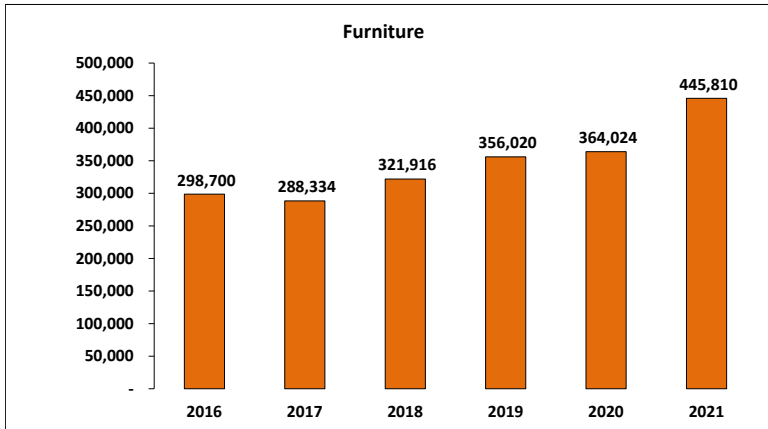
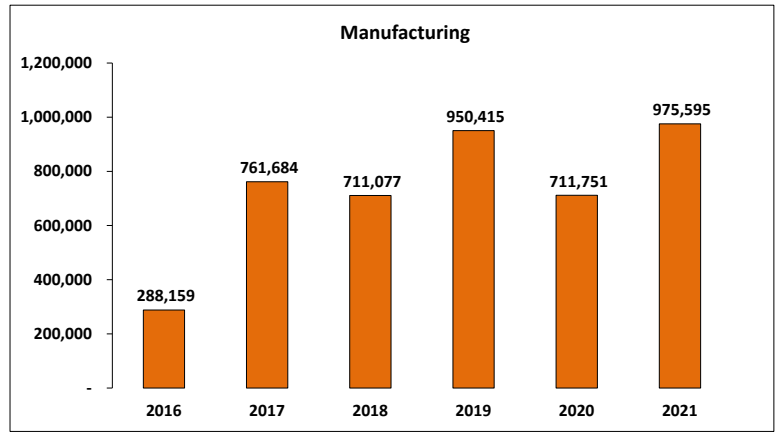
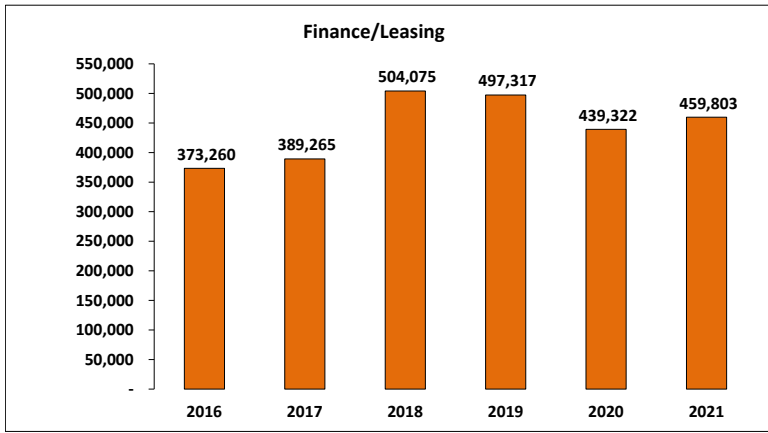
	2016	% Var	2017	% Var	2018	% Var	2019	% Var	2020	% Var	2021	% Var	% of Total
Grocery (54)	2,973,998	6.7%	3,195,006	7.4%	3,297,739	3.2%	3,279,991	-0.5%	3,707,830	13.0%	3,647,969	-1.6%	20.0%
Food/Beverage (58)	2,287,270	8.5%	2,438,032	6.6%	2,723,132	11.7%	2,790,461	2.5%	2,133,527	-23.5%	2,802,708	31.4%	15.4%
Comm/Util. (40-48)	1,521,106	6.9%	1,482,100	-2.6%	1,473,217	-0.6%	1,988,948	35.0%	1,568,118	-21.2%	1,576,177	0.5%	8.6%
Services (60-61, 70-79)	1,670,230	8.0%	1,809,411	8.3%	2,003,765	10.7%	2,043,626	2.0%	1,664,627	-18.5%	2,052,534	23.3%	11.2%
Bldg Materials (15, 52)	1,696,592	12.5%	1,752,337	3.3%	2,114,329	20.7%	2,104,158	-0.5%	2,424,799	15.2%	2,708,793	11.7%	14.8%
All Other (1, 20-26, 50, 55, 56, 57)	1,061,954	7.6%	1,584,232	49.2%	1,688,292	6.6%	1,932,519	14.5%	1,777,072	-8.0%	2,385,855	34.3%	13.1%
Merchandise (53, 59)	1,620,978	0.6%	1,690,569	4.3%	2,016,716	19.3%	1,946,922	-3.5%	2,344,968	20.4%	3,080,305	31.4%	16.9%
	12,832,129	7.2%	13,951,686	8.7%	15,317,190	9.8%	16,086,625	5.0%	15,620,940	-2.9%	18,254,341	16.9%	



CITY OF LOUISVILLE
Revenue History by Industry (Jan. - Dec. 2021)

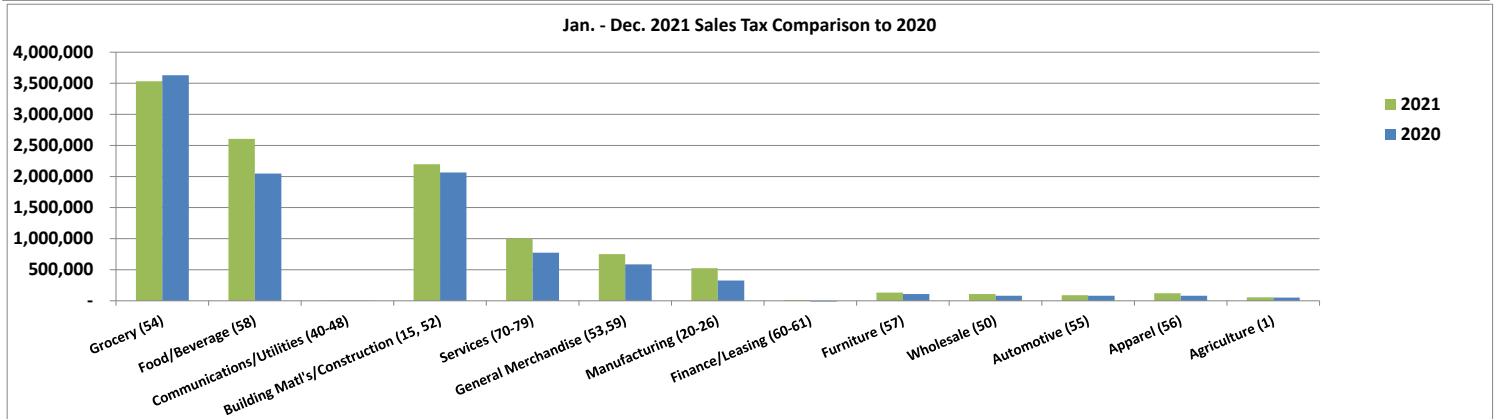
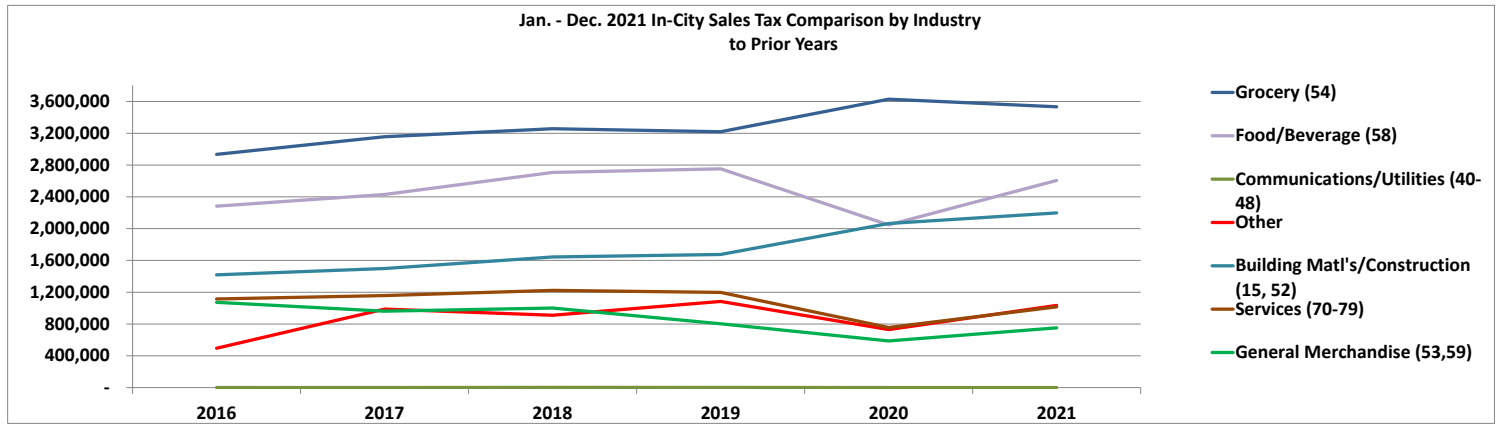
	2016	% Var	2017	% Var	2018	% Var	2019	% Var	2020	% Var	2021	% Var	% of Total
Grocery (54)	2,973,998	6.7%	3,195,006	7.4%	3,297,739	3.2%	3,279,991	-0.5%	3,707,830	13.0%	3,647,969	-1.6%	20.0%
Food/Beverage (58)	2,287,270	8.5%	2,438,032	6.6%	2,723,132	11.7%	2,790,461	2.5%	2,133,527	-23.5%	2,802,708	31.4%	15.4%
Comm/Util. (40-48)	1,521,106	6.9%	1,482,100	-2.6%	1,473,217	-0.6%	1,988,948	35.0%	1,568,118	-21.2%	1,576,177	0.5%	8.6%
Bldg Mat'l's. (15, 52)	1,696,592	12.5%	1,752,337	3.3%	2,114,329	20.7%	2,104,158	-0.5%	2,424,799	15.2%	2,708,793	11.7%	14.8%
Merchandise (53, 59)	1,620,978	0.6%	1,690,569	4.3%	2,016,716	19.3%	1,946,922	-3.5%	2,344,968	20.4%	3,080,305	31.4%	16.9%
Services (70-79)	1,296,971	6.9%	1,420,146	9.5%	1,499,690	5.6%	1,546,310	3.1%	1,225,305	-20.8%	1,592,730	30.0%	8.7%
Fin./Lease (60-61)	373,260	12.3%	389,265	4.3%	504,075	29.5%	497,317	-1.3%	439,322	-11.7%	459,803	4.7%	2.5%
Manufacturing (20-26)	288,159	28.5%	761,684	164.3%	711,077	-6.6%	950,415	33.7%	711,751	-25.1%	975,595	37.1%	5.3%
Furniture (57)	298,700	3.4%	288,334	-3.5%	321,916	11.6%	356,020	10.6%	364,024	2.2%	445,810	22.5%	2.4%
Wholesale (50)	255,316	-10.8%	290,827	13.9%	393,942	35.5%	348,083	-11.6%	412,031	18.4%	571,639	38.7%	3.1%
Automotive (55)	63,394	22.9%	70,895	11.8%	81,151	14.5%	74,535	-8.2%	81,068	8.8%	93,698	15.6%	0.5%
Apparel (56)	100,095	16.2%	111,505	11.4%	115,857	3.9%	139,292	20.2%	141,620	1.7%	193,303	36.5%	1.1%
Agriculture (1)	56,291	12.2%	60,988	8.3%	64,350	5.5%	64,173	-0.3%	66,577	3.7%	105,810	58.9%	0.6%
	12,832,129	7.2%	13,951,686	8.7%	15,317,190	9.8%	16,086,625	5.0%	15,620,940	-2.9%	18,254,341	16.9%	





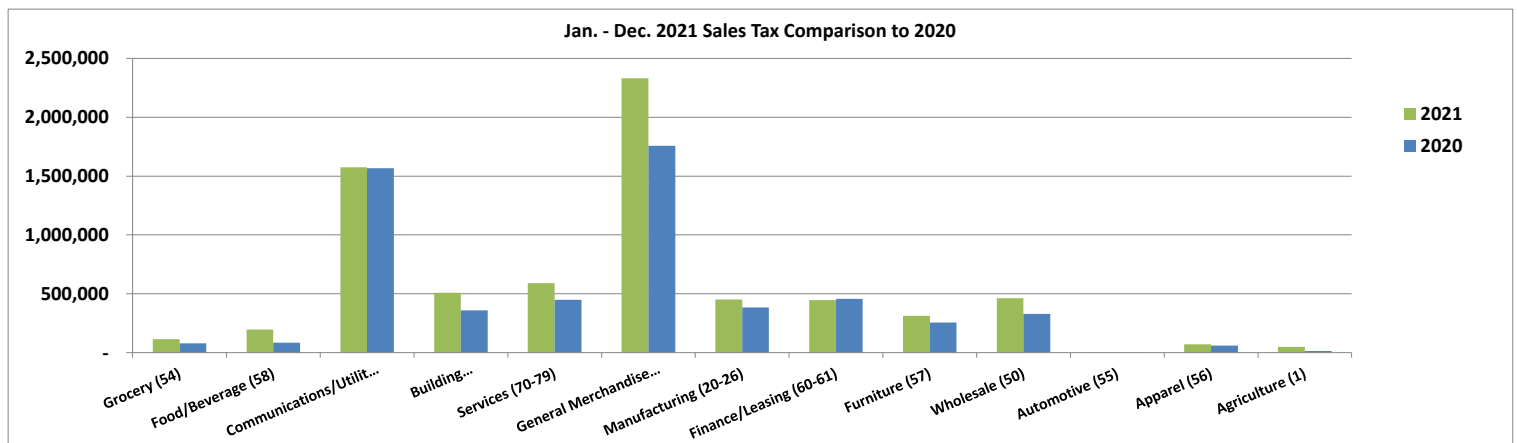
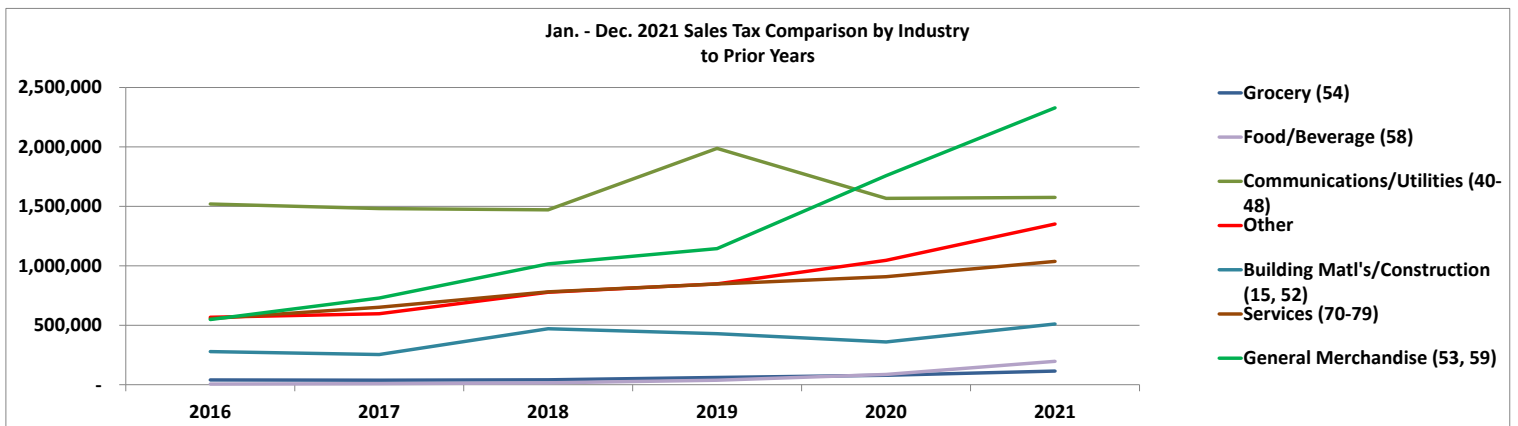
Sales Tax Revenue Comparisons by Industry - Inside City Area (Jan. - Dec. 2021)

INDUSTRY NAME	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Actual	% Of Total	% Change
Grocery (54)	2,934,453	3,157,170	3,256,414	3,219,724	3,628,992	3,533,312	31.7%	-2.6%
Food/Beverage (58)	2,281,932	2,429,301	2,707,340	2,752,714	2,046,896	2,606,081	23.4%	27.3%
Communications/Utilities (40-48)	670	404	2,314	1,093	641	469	0.0%	-26.8%
Building Mat'l's/Construction (15, 52)	1,418,666	1,498,596	1,643,693	1,675,478	2,065,433	2,198,001	19.7%	6.4%
Services (70-79)	1,067,164	1,109,084	1,173,875	1,141,777	774,344	1,002,757	9.0%	29.5%
General Merchandise (53,59)	1,072,888	962,118	1,001,117	802,161	586,957	751,250	6.7%	28.0%
Manufacturing (20-26)	141,175	613,618	483,855	643,870	326,315	524,124	4.7%	60.6%
Finance/Leasing (60-61)	47,421	48,634	49,313	55,028	(18,199)	12,523	0.1%	-168.8%
Furniture (57)	100,785	93,120	124,694	137,991	107,991	131,578	1.2%	21.8%
Wholesale (50)	58,342	68,926	73,798	81,566	80,859	109,533	1.0%	35.5%
Automotive (55)	61,527	70,543	81,023	73,769	80,992	90,203	0.8%	11.4%
Apparel (56)	84,497	91,811	93,782	92,462	81,786	122,010	1.1%	49.2%
Agriculture (1)	48,450	49,201	53,685	54,341	52,501	56,693	0.5%	8.0%
Totals	9,317,969	10,192,526	10,744,904	10,731,975	9,815,507	11,138,536		
% Of Change	5.0%	9.4%	5.4%	-0.1%	-8.5%	13.5%		



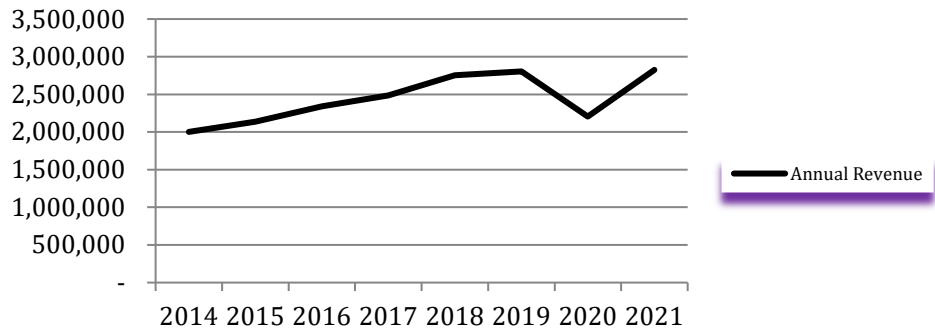
Sales Tax Revenue Comparisons by Industry - Outside City Area (Jan. - Dec. 2021)

INDUSTRY NAME	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Actual	% Of Total	% Change
Grocery (54)	39,546	37,836	41,325	60,267	78,838	114,657	1.6%	45.4%
Food/Beverage (58)	5,338	8,731	15,792	37,747	86,631	196,627	2.8%	127.0%
Communications/Utilities (40-48)	1,520,437	1,481,696	1,470,903	1,987,855	1,567,477	1,575,708	22.1%	0.5%
Building Matl's/Construction (15, 52)	277,926	253,741	470,636	428,679	359,366	510,792	7.2%	42.1%
Services (70-79)	229,807	311,061	325,815	404,533	450,961	589,973	8.3%	30.8%
General Merchandise (53, 59)	548,090	728,451	1,015,599	1,144,761	1,758,011	2,329,054	32.7%	32.5%
Manufacturing (20-26)	146,983	148,066	227,222	306,545	385,436	451,471	6.3%	17.1%
Finance/Leasing (60-61)	325,838	340,632	454,762	442,289	457,521	447,281	6.3%	-2.2%
Furniture (57)	197,915	195,214	197,221	218,030	256,033	314,231	4.4%	22.7%
Wholesale (50)	196,974	221,900	320,144	266,517	331,172	462,106	6.5%	39.5%
Automotive (55)	1,867	352	128	766	76	3,495	0.0%	4492.6%
Apparel (56)	15,598	19,695	22,075	46,830	59,834	71,293	1.0%	19.2%
Agriculture (1)	7,840	11,787	10,665	9,833	14,076	49,117	0.7%	248.9%
Totals	3,514,160	3,759,161	4,572,286	5,354,650	5,805,432	7,115,805		
% Of Change	13.5%	7.0%	21.6%	17.1%	8.4%	22.6%		

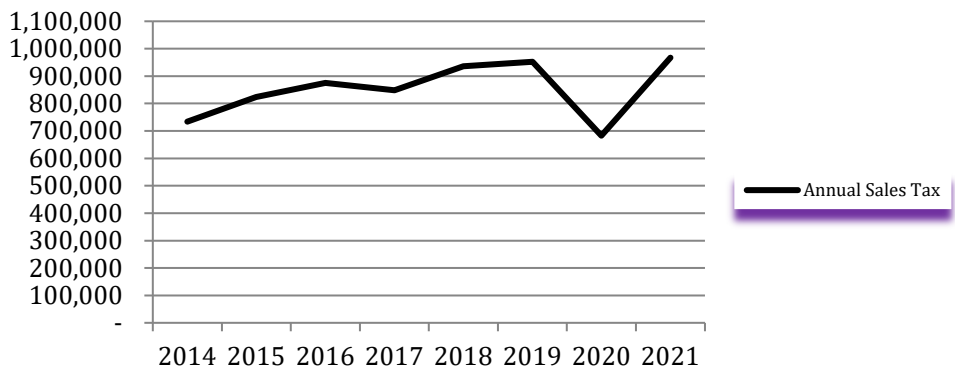


Restaurant Graphs
Jan - Dec 2021

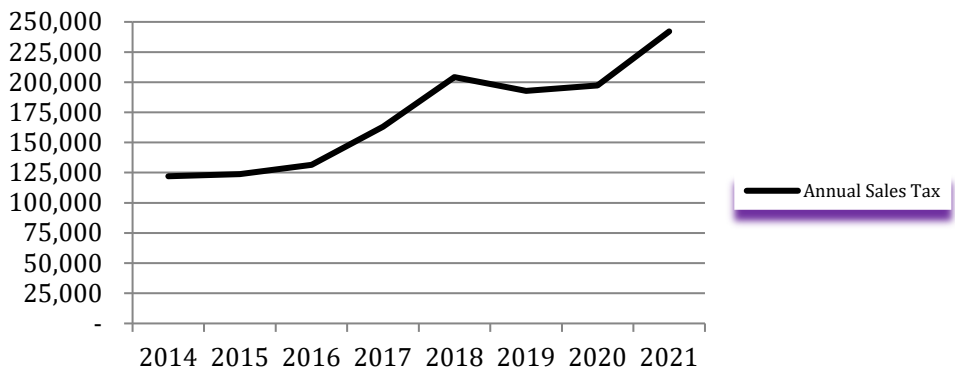
Restaurants - All Locations



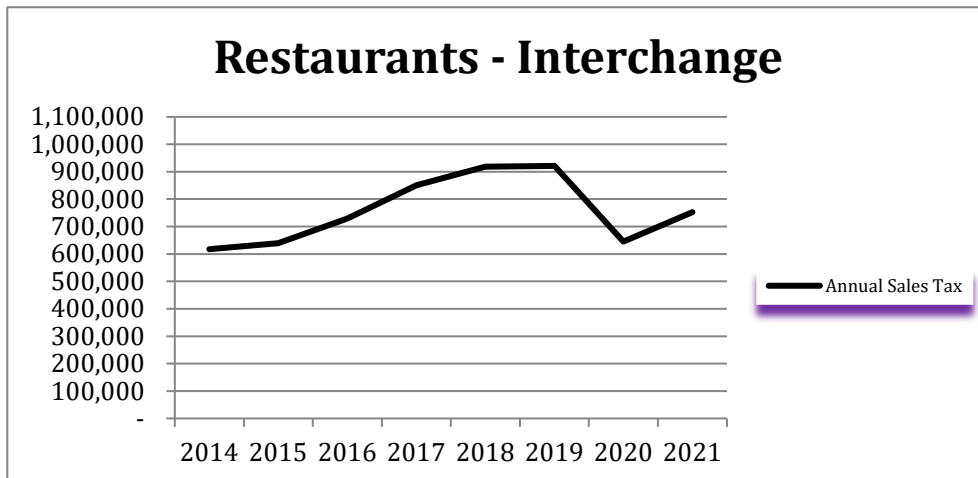
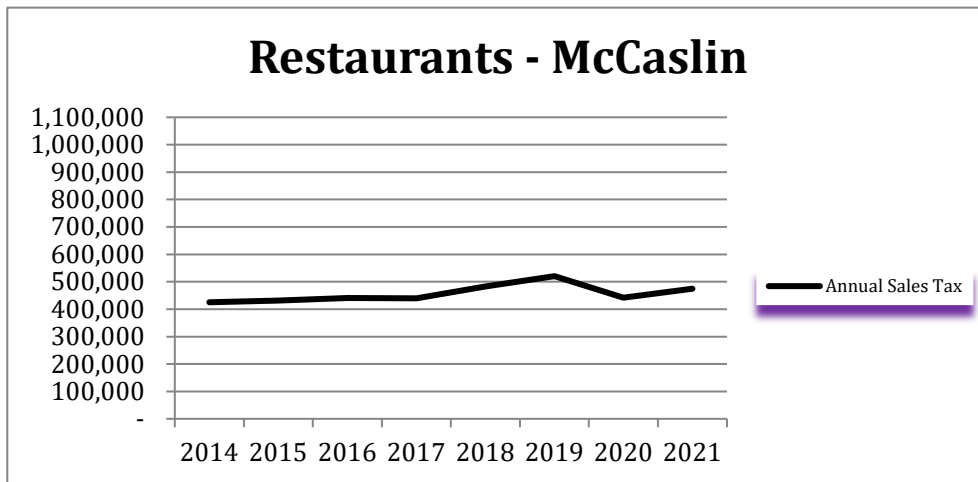
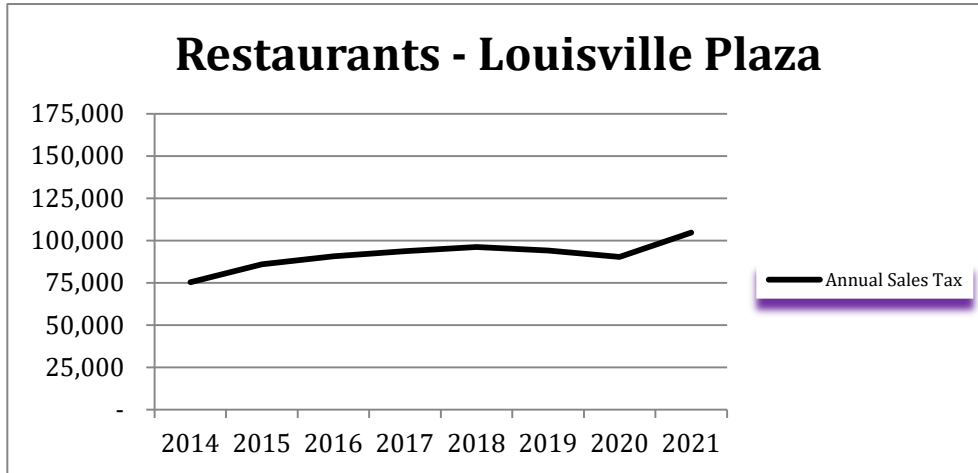
Restaurants - Downtown



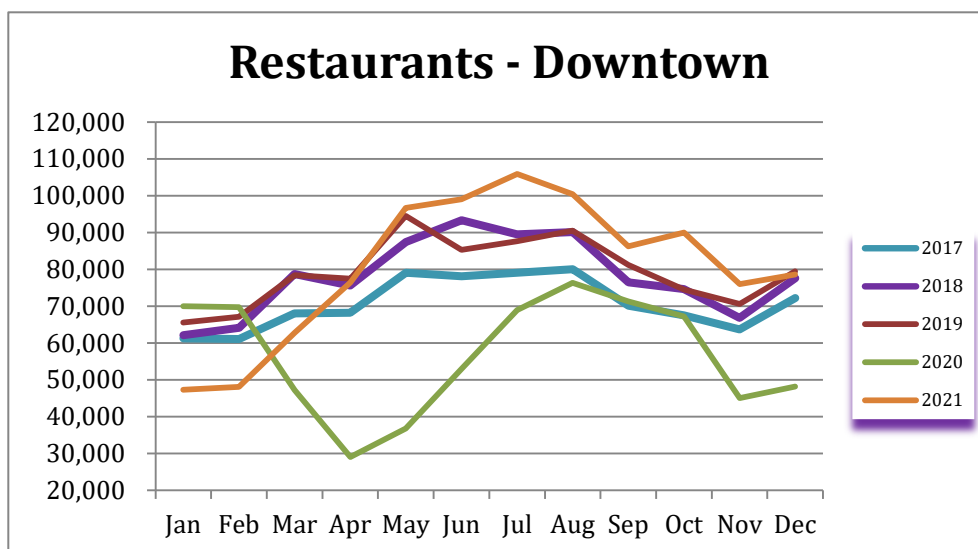
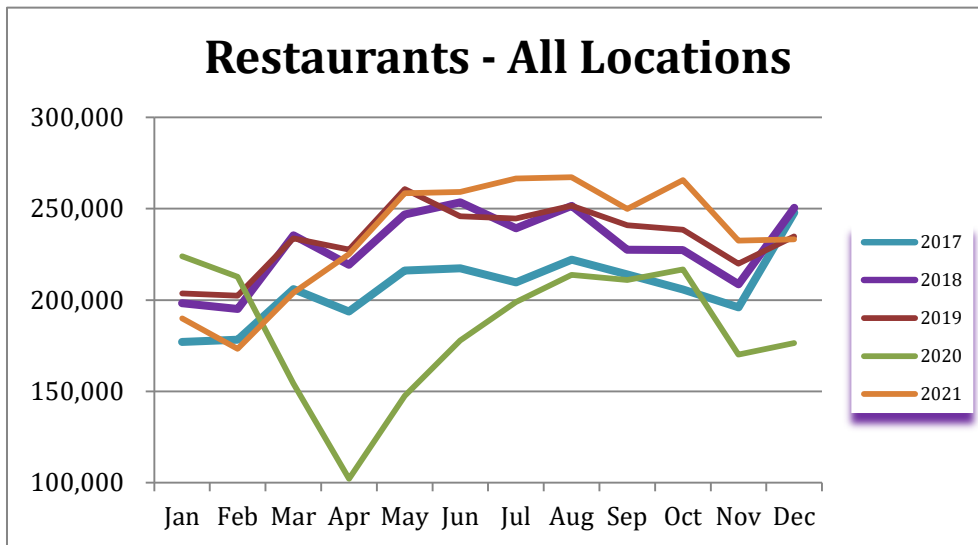
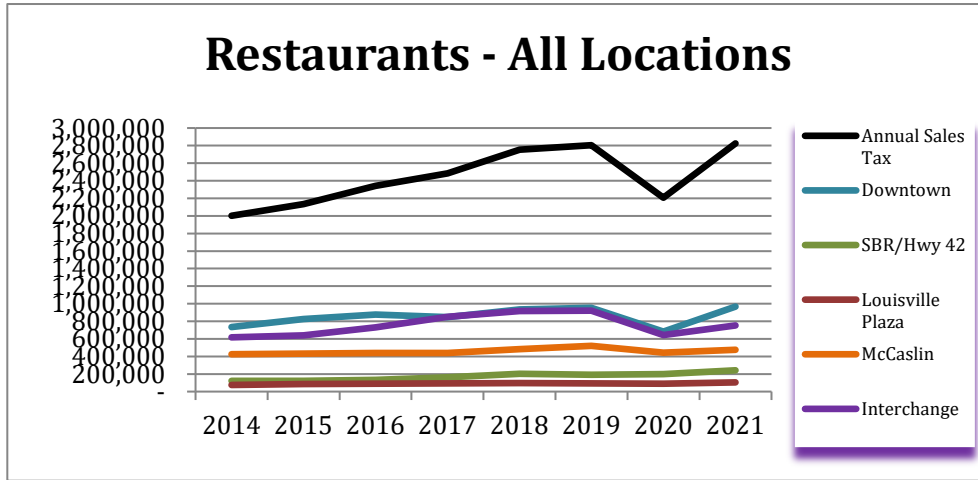
Restaurants - SBR/Hwy 42



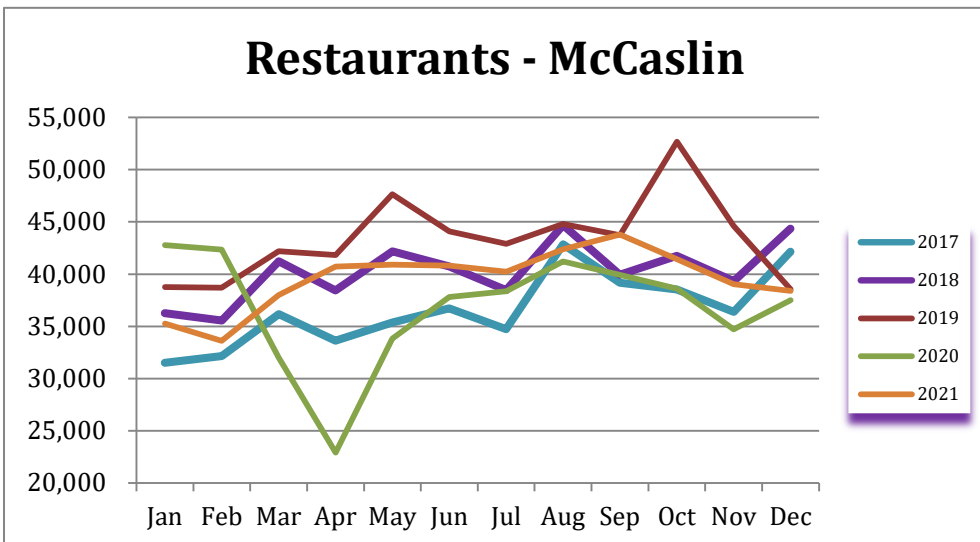
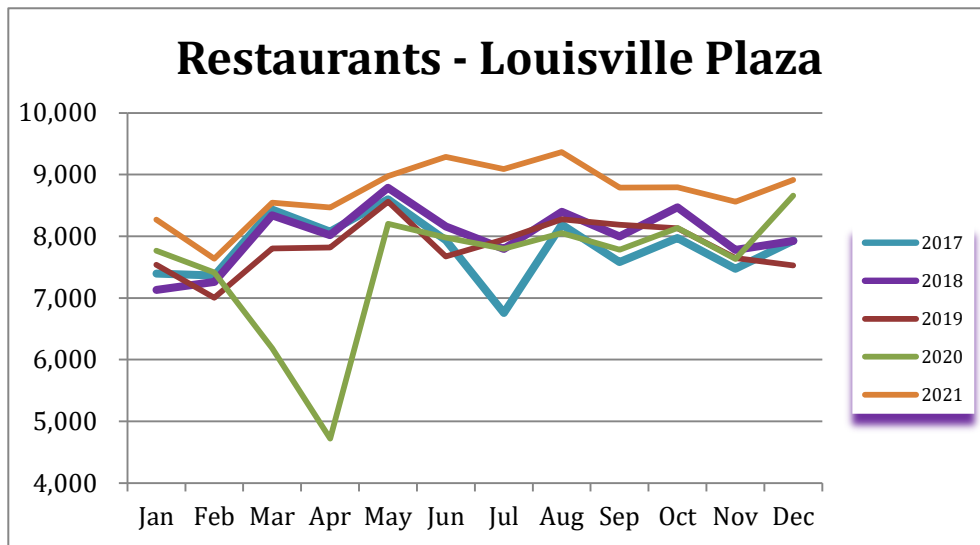
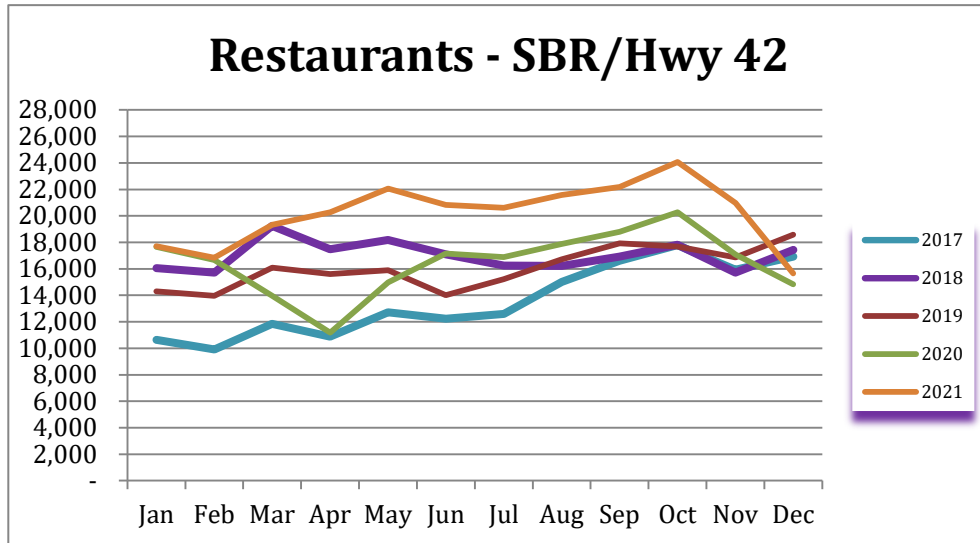
Restaurant Graphs
Jan - Dec 2021



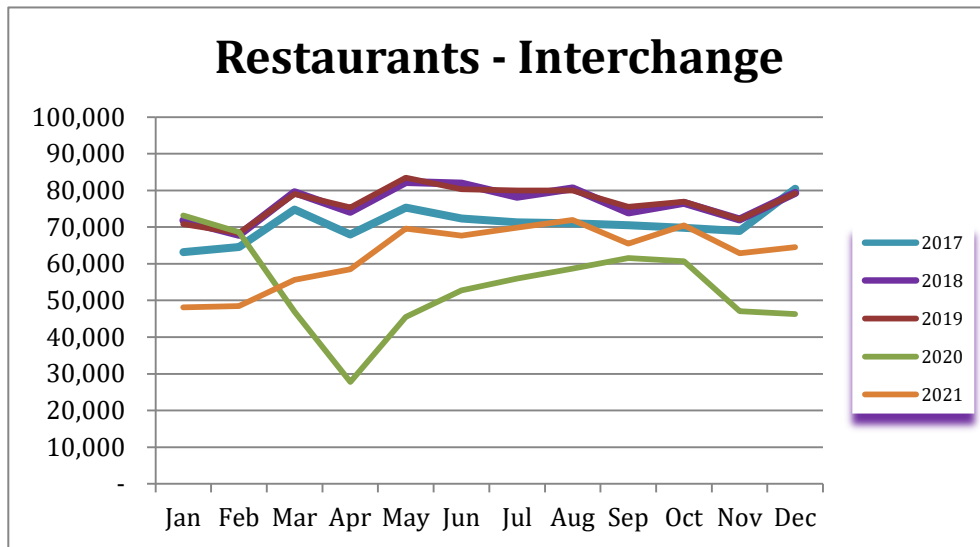
Restaurant Graphs Jan - Dec 2021



Restaurant Graphs
Jan - Dec 2021



Restaurant Graphs
Jan - Dec 2021

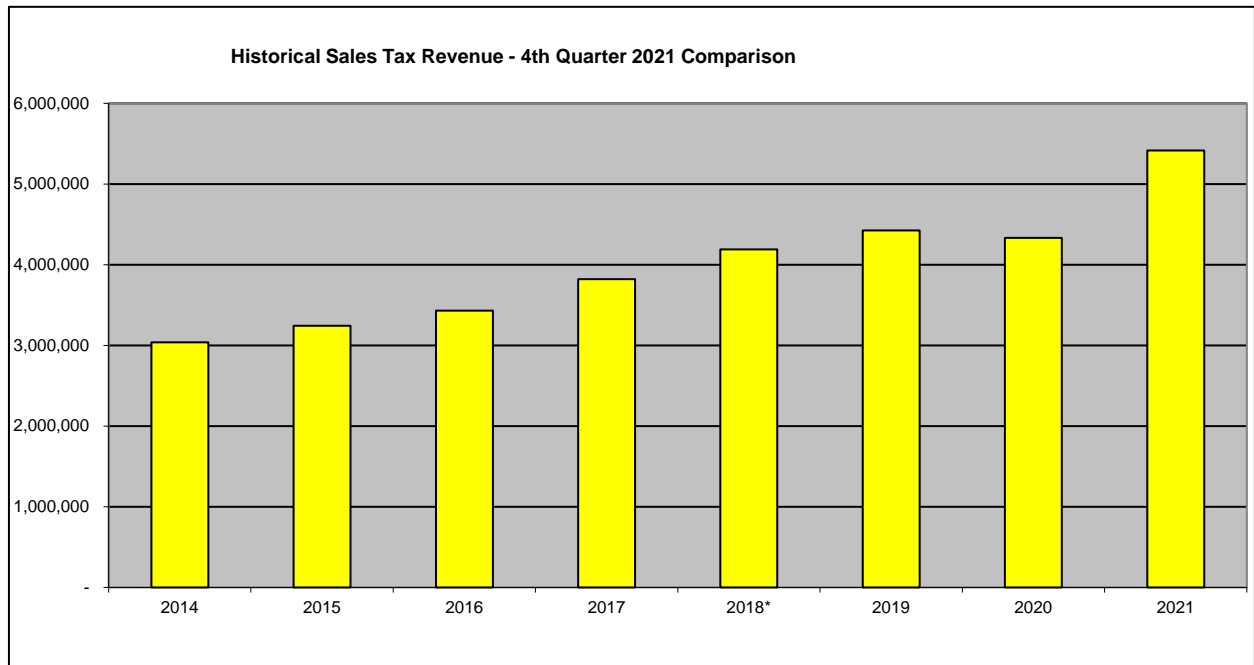


CITY OF LOUISVILLE
2021 HISTORICAL SALES TAX REVENUE (COMPARISONS FROM 2014 - 2021)
12/31/2021

MONTH	2014	2015	2016	2017	2018*	2019	2020	2021
January	798,792	930,279	886,723	1,052,366	1,141,972	1,071,558	1,146,885	1,093,893
February	708,164	751,446	920,875	864,842	984,046	936,429	1,010,556	1,048,733
March	891,756	966,850	1,054,128	1,182,825	1,254,090	1,334,863	1,453,347	1,473,421
April	990,489	926,082	949,906	1,044,230	1,131,949	1,159,948	1,043,220	1,447,875
May	928,421	931,057	1,032,963	1,183,115	1,284,619	1,223,169	1,104,718	1,463,795
June	1,013,900	1,116,715	1,216,853	1,336,406	1,458,894	1,579,107	1,620,670	1,836,453
July	866,647	1,026,333	1,136,035	1,137,813	1,247,212	1,366,196	1,231,987	1,460,976
August	983,356	983,178	1,050,800	1,119,641	1,198,848	1,488,654	1,176,398	1,372,626
September	974,352	1,097,796	1,153,466	1,209,258	1,425,270	1,501,976	1,500,877	1,641,416
October	876,022	948,794	1,003,857	1,154,708	1,187,020	1,338,241	1,274,200	1,534,805
November	867,460	933,235	1,005,580	1,112,434	1,113,867	1,208,379	1,137,481	1,503,261
December	1,294,297	1,360,790	1,420,942	1,554,048	1,889,403	1,878,105	1,920,601	2,377,087
Total Tax	\$ 11,193,655	\$ 11,972,557	\$ 12,832,129	\$ 13,951,686	\$ 15,317,190	\$ 16,086,625	\$ 15,620,940	\$ 18,254,341
Tax Variance %	7.5%	7.0%	7.2%	8.7%	9.8%	5.0%	-2.9%	16.9%

QUARTERLY SUMMARY	2014	2015	2016	2017	2018*	2019	2020	2021
1st Quarter	2,398,712	2,648,576	2,861,726	3,100,032	3,380,108	3,342,849	3,610,788	3,616,047
2nd Quarter	2,932,810	2,973,855	3,199,722	3,563,751	3,875,462	3,962,225	3,768,607	4,748,123
3rd Quarter	2,824,355	3,107,307	3,340,301	3,466,712	3,871,330	4,356,826	3,909,262	4,475,018
4th Quarter	3,037,779	3,242,820	3,430,379	3,821,190	4,190,290	4,424,725	4,332,282	5,415,153
Tax Incr/(Decr)	272,355	205,041	187,559	390,811	369,100	234,435	(92,443)	1,082,871
Tax Variance %	9.8%	6.7%	5.8%	11.4%	9.7%	5.6%	-2.1%	25.0%

* Includes Recreation/Senior Center tax rate of .15% or 4.3% increase in total tax rate.

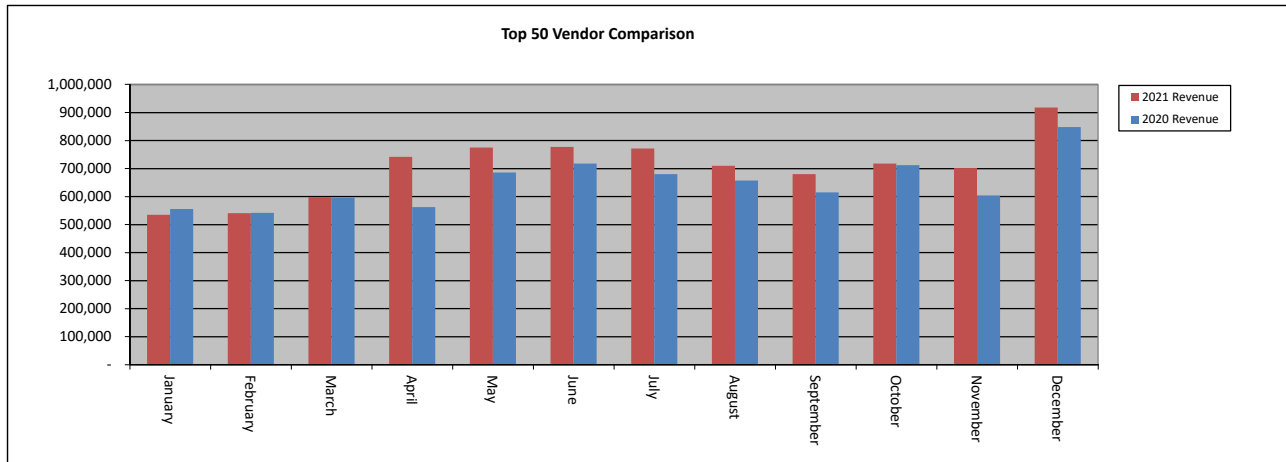


CITY OF LOUISVILLE

Top 50 Vendors Revenue for Yr 2021 with 2020 Comparisons

	Sales Tax 2021	Sales Tax 2020	Incr/(Decr)	Variance % 2021	% Top 50 Vendors to Total Tax
January	535,227	555,821	(20,594)	-3.7%	46.6%
February	541,107	542,029	(923)	-0.2%	51.5%
March	597,791	596,326	1,465	0.2%	41.1%
April	741,938	561,968	179,970	32.0%	69.3%
May	775,235	686,091	89,144	13.0%	69.2%
June	776,712	717,886	58,826	8.2%	47.6%
July	771,344	679,935	91,409	13.4%	62.4%
August	710,089	657,245	52,844	8.0%	60.2%
September	680,560	614,504	66,056	10.7%	44.9%
October	718,166	712,186	5,980	0.8%	56.2%
November	701,719	603,157	98,562	16.3%	61.3%
December	918,140	847,879	70,261	8.3%	47.8%
Totals	\$ 8,468,028	\$ 7,775,028	692,999	8.9%	53.8%

Top 50 Vendor Summary		
YTD 2021 compared with 2020:	Incr/(Decr)	% Variance
Top 50 vendors	692,999.41	8.9%
General Mds.	\$ 85,726.88	17.2%
Grocery	\$ (207,390.89)	-5.8%
Home Improvement	\$ 118,475.32	5.7%
Hotels	\$ 101,670.39	44.8%
Restaurants	\$ 348,006.97	31.5%
Tech/Mfg.	\$ 246,510.74	77.4%



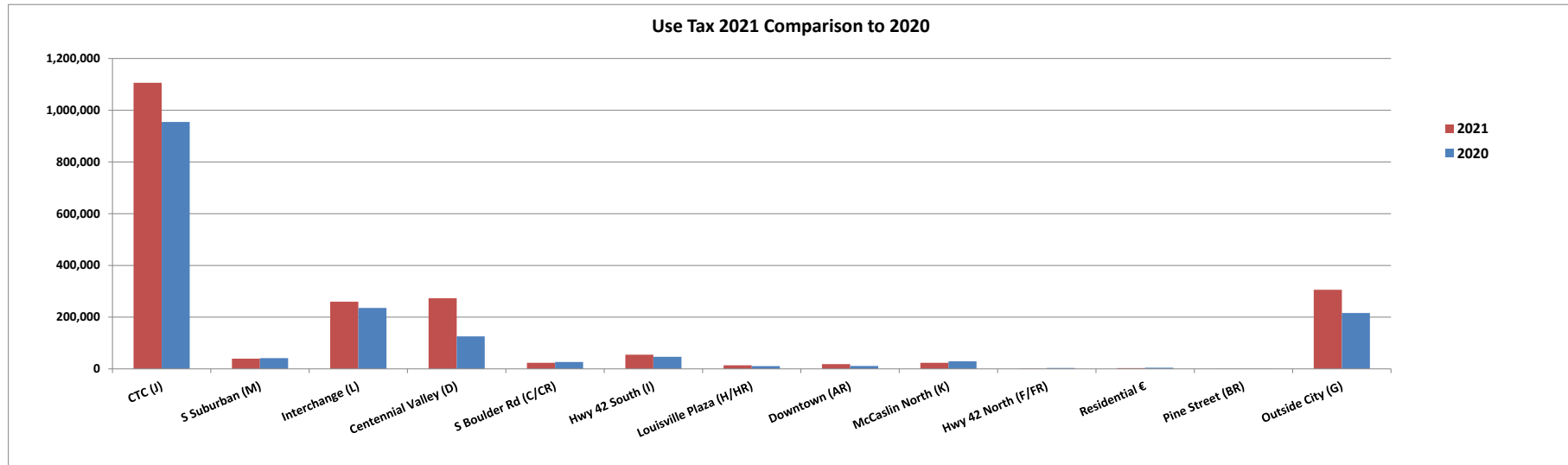
AUDITS/ASSESSMENTS**Revenue Collected**

Tax Type	2021	2020
Sales Tax	49,077.40	131,662.81
Consumer Use Tax	34,791.73	222,553.62
Building Use Tax	-	22,871.38
Lodging Tax	-	-
Penalties & Interest	11,293.44	77,842.91
Total Audit/Assessment Revenue	\$ 95,162.57	\$ 454,930.72

Tax Returns Processed	2021	2020
	25,236	25,759

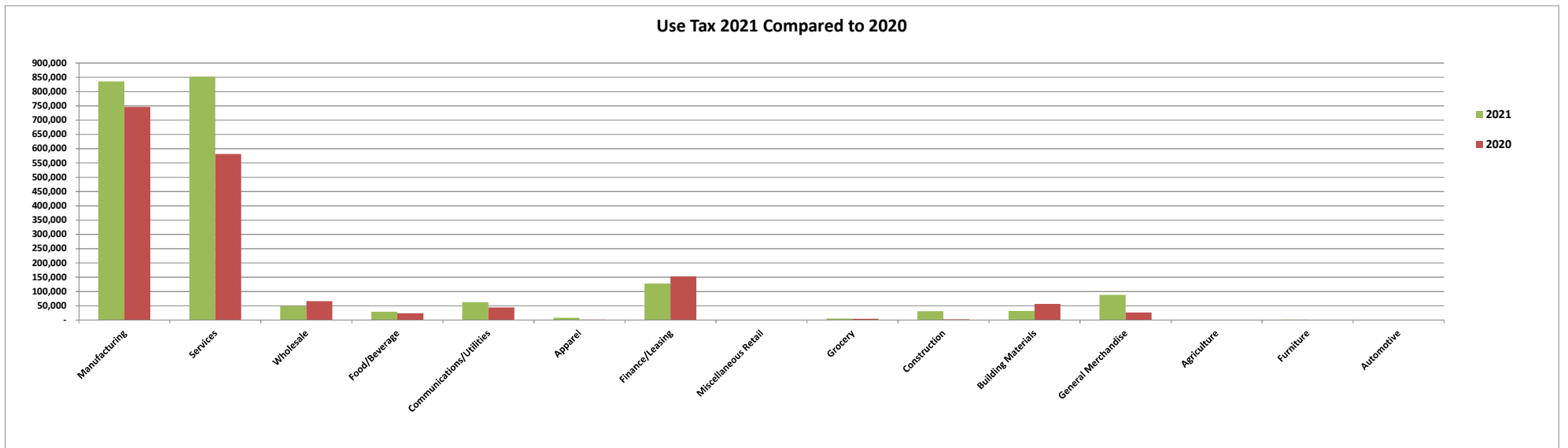
Annual Consumer Use Tax Revenue Comparisons by Area (2013 - 2021)

AREA NAME	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Actual	% Of Total
CTC (J)	791,492	614,982	453,003	868,208	682,209	821,793	933,322	954,792	1,105,903	52.1%
	208,783	106,505	51,318	42,563	55,080	43,927	46,197	41,639	39,643	1.9%
Interchange (L)	168,240	316,135	358,168	309,690	271,366	249,432	256,172	235,528	259,551	12.2%
Centennial Valley (D)	127,490	130,945	203,007	280,834	235,597	442,846	269,399	125,891	273,047	12.9%
S Boulder Rd (C/CR)	139,876	116,699	78,801	39,012	117,584	20,724	21,527	26,719	23,300	1.1%
Hwy 42 South (I)	45,465	43,133	69,206	91,493	87,634	73,728	54,173	46,875	54,902	2.6%
Louisville Plaza (H/HR)	17,483	22,101	42,110	45,236	30,533	51,088	110,305	10,525	13,881	0.7%
Downtown (AR)	15,785	13,697	13,101	9,369	17,074	20,971	12,726	11,396	18,257	0.9%
McCaslin North (K)	9,598	17,483	30,504	19,852	23,325	17,631	40,662	29,158	23,422	1.1%
Hwy 42 North (F/FR)	3,354	1,379	1,702	2,290	2,241	2,672	5,897	3,424	717	0.0%
Residential €	2,488	1,685	1,586	835	3,151	2,153	4,286	4,319	2,912	0.1%
Pine Street (BR)	180	247	363	556	246	113	3,103	669	663	0.0%
Outside City (G)	(621)	83,347	152,782	137,351	142,512	136,763	182,355	215,963	305,728	14.4%
Totals	1,529,611	1,468,338	1,455,649	1,847,288	1,668,551	1,883,839	1,940,122	1,706,899	2,121,927	
% Of Change	27.2%	-4.0%	-0.9%	26.9%	-9.7%	12.9%	3.0%	-12.0%	24.3%	



Annual Use Tax Revenue Comparisons by Industry (2013 - 2021)

AREA NAME	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Actual	% Of Total
Manufacturing	644,936	552,458	597,994	1,002,250	552,780	668,187	858,493	746,086	835,091	39.4%
Services	415,442	414,989	463,335	413,909	615,714	895,040	653,599	581,026	852,062	40.2%
Wholesale	141,514	49,362	79,303	85,952	103,784	56,000	108,588	66,384	48,462	2.3%
Food/Beverage	82,102	158,669	43,248	44,367	37,416	36,494	40,590	23,925	29,403	1.4%
Communications/Utilities	64,567	16,090	30,064	73,072	47,448	21,648	40,833	44,473	62,345	2.9%
Apparel	41,183	39,676	45,472	33,045	10,893	33,727	8,450	1,292	7,836	0.4%
Finance/Leasing	35,660	38,720	55,358	65,614	77,735	69,301	131,457	152,302	128,069	6.0%
Miscellaneous Retail	79,693	73,669	71,668	38,150	32,007	25,742	-	-	-	0.0%
Grocery	7,817	3,758	9,988	9,887	126,684	4,398	15,418	4,189	5,307	0.3%
Construction	6,521	48,347	32,728	63,769	25,304	17,881	10,374	2,913	30,461	1.4%
Building Materials	5,797	53,821	6,010	9,303	14,371	36,349	25,587	56,081	32,134	1.5%
General Merchandise	3,205	9,165	4,396	4,608	22,604	13,904	43,493	26,012	88,446	4.2%
Agriculture	881	1,820	8,198	1,622	952	1,161	2,073	1,238	1,014	0.0%
Furniture	243	7,523	7,228	1,396	858	4,006	1,165	980	1,261	0.1%
Automotive	52	271	661	344	1	1	2	-	37	0.0%
Totals	1,529,611	1,468,338	1,455,649	1,847,288	1,668,551	1,883,839	1,940,122	1,706,899	2,121,927	
% Of Change	27.2%	-4.0%	-0.9%	26.9%	-9.7%	12.9%	3.0%	-12.0%	24.3%	



SIC INDUSTRY CODES MASTER LISTING

AGRICULTURE

1. **AGRICULTURE/FORESTRY/ANIMALS** – Production crops, livestock or animal specialties, veterinarians, pet grooming/stores, landscaping services, agricultural products/services, forestry, fishing, hunting or trapping.

MINING

10. **MINING/GAS & OIL EXTRACTION** – Metal or coal mining, oil or gas extraction, mining or quarrying of non-metallic minerals (except fuels).

CONSTRUCTION

15. **CONSTRUCTION/GENERAL CONTRACTORS & SUBCONTRACTORS** – Building construction general contractor or subcontractor (lump sum), heavy construction.

MANUFACTURING

20. **FOOD MANUFACTURING** – In-City only
21. **TEXTILE MANUFACTURING/APPAREL/WOOD/PAPER** – Textile mill products, apparel, fabrics, lumber, wood products, furniture or fixtures, paper and allied products.
22. **PRINT/CHEMICAL/PLASTICS/RUBBER MANUFACTURING** – Printing, silk screening, publishing and allied industries, chemicals and allied products, petroleum refining, plastics and rubber products.
23. **GLASS/STONE/LEATHER MANUFACTURING** – Leather and leather products, stone, clay, glass and concrete products.
24. **METAL/MACHINERY MANUFACTURING** – Fabricated metal products, industrial and commercial machinery, and transportation equipment.
25. **ELECTRONICS/COMPUTER MANUFACTURING** – Electronic and electrical equipment and components, and computer equipment.
26. **MEASURING/MEDICAL/OPTICAL MANUFACTURING** – Measuring, analyzing and controlling instruments, photographic, medical and optical goods, beauty products.

COMMUNICATIONS/UTILITIES/TRANSPORTATION

40. **TRANSPORTATION/FREIGHT/PIPELINES** – Railroad, local and suburban transit, motor freight, USPS, air or water transportation, pipelines, transportation services.
41. **ELECTRIC/GAS/SANITARY** – Electric, gas and sanitary services.
42. **COMMUNICATIONS - WIRELESS**
43. **COMMUNICATIONS - INTERNET SERVICE PROVIDER**
44. **COMMUNICATIONS – LOCAL EXCHANGE PROVIDER** – Land lines
45. **COMMUNICATIONS – LONG DISTANCE PROVIDER** - Land lines
46. **COMMUNICATIONS – SATELLITE**
47. **COMMUNICATIONS – EQUIPMENT/CABLING**
48. **COMMUNICATIONS – STREAMING/OTHER**

WHOLESALE

50. **WHOLESALE** – Durable or non-durable goods.

RETAIL

52. **BUILDING MATERIALS/HARDWARE** – Construction or building materials, hardware, garden supply and mobile home dealers.
53. **GENERAL MERCHANDISE/OTHER RETAIL (formerly 59)** – In-City brick-and-mortar, online retail, arts & crafts, all other retail.
54. **FOOD STORES** – All packaged food incl. special events, supplements.
55. **AUTO DEALERS/GAS SERVICE STATIONS**
56. **APPAREL AND ACCESSORY STORES**
57. **HOME FURNITURE/DECOR/HOME APPLIANCE**
58. **EATING AND DRINKING PLACES**

FINANCE/LEASING

60. **FINANCE/INSURANCE/REAL ESTATE** – Depository institutions, security and commodity brokers, dealers, exchanges and services, insurance carriers, agents, brokers, real estate, property management, holding and other investment offices.
61. **LEASING/RENTAL COMPANIES** – Lessors of tangible personal property.

SERVICES

70. **HOTELS AND OTHER LODGING PLACES**
71. **PERSONAL/BUSINESS SERVICES** – Photographers, salons, security monitoring, interior design, marketing.
72. **AUTO REPAIR AND SERVICES/OTHER REPAIR SERVICES** – Any repair service (parts only to 59).
73. **AMUSEMENT/RECREATION SERVICES** – Gyms, rec center, golf course.
74. **HEALTH/MEDICAL SERVICES** – All supplies, equipment, repairs, services.
75. **LEGAL/ACCOUNTING SERVICES**
76. **EDUCATIONAL SERVICES/SOCIAL SERVICES** – Lessons, training, seminars, fundraising.
77. **MEMBERSHIP ORGANIZATION/NON-PROFIT ORGANIZATION**
78. **ENGINEERING/RESEARCH/MANAGEMENT/CONSULTING/SOFTWARE** – All industry software.
79. **OTHER SERVICES**

