

SUBJECT: SALES TAX REPORTS

DATE: OCTOBER 11, 2023

PRESENTED BY: MAHYAR MANSURABADI, SALES TAX AUDITOR

SUMMARY:

In this financial update, we provide a comprehensive analysis of the City's sales tax collections, dissected by various parameters such as type, area, and industry.

While Sales, Use, and Lodging Tax show growth YTD, Building Use Tax and Auto Use Tax have faced anticipated declines. Total Tax Revenue is up 7.1% YTD vs 2022.

1. **Sales Tax:** Up 6.9% YTD vs 2022. Over half of sales tax revenue, 54.1%, has been generated from in city businesses. Outside city sales tax revenue has increased by 14.3% Year-To-Date (YTD) compared to 2022.
2. **Use Tax:** Up 42.5% YTD vs 2022. The driving force behind this growth has been new businesses relocating to Louisville, particularly those engaging in substantial building and office acquisitions. Please note that we project this growth to sit closer to 6% after BAP refunds.
3. **Building Use Tax:** Down -19.1% YTD vs 2022. This was an anticipated decrease; we had a large influx of Marshall Fire home rebuild permits come in August 2022 which spiked building use tax. As the year continues, building use tax will continue to trend downwards with a projection of -57.7% vs the 2022 calendar year.
4. **Auto Use Tax:** Down -8.8% YTD vs 2022. This decrease can be attributed to a reduced volume of vehicle purchases in the post-pandemic landscape
5. **Lodging Tax:** Up 19% YTD vs 2022.

During the recent Finance Committee meeting, Councilmember Caleb Dickenson inquired about the predominant contributors to the CTC (Colorado Tech Center) sales tax revenue. In our analysis for the 2023 calendar year, we found that general retail stores plays a significant role, accounting for 40% of the total sales tax revenue, with a quarter of that being food stores/restaurants. Manufacturing follow closely, representing a 35% of the revenue. Additionally, the wholesale goods industry contributes a substantial 15% to the overall revenue. The remaining 10% stems from service-based industries, with a particular emphasis on science, engineering, and research-based companies.

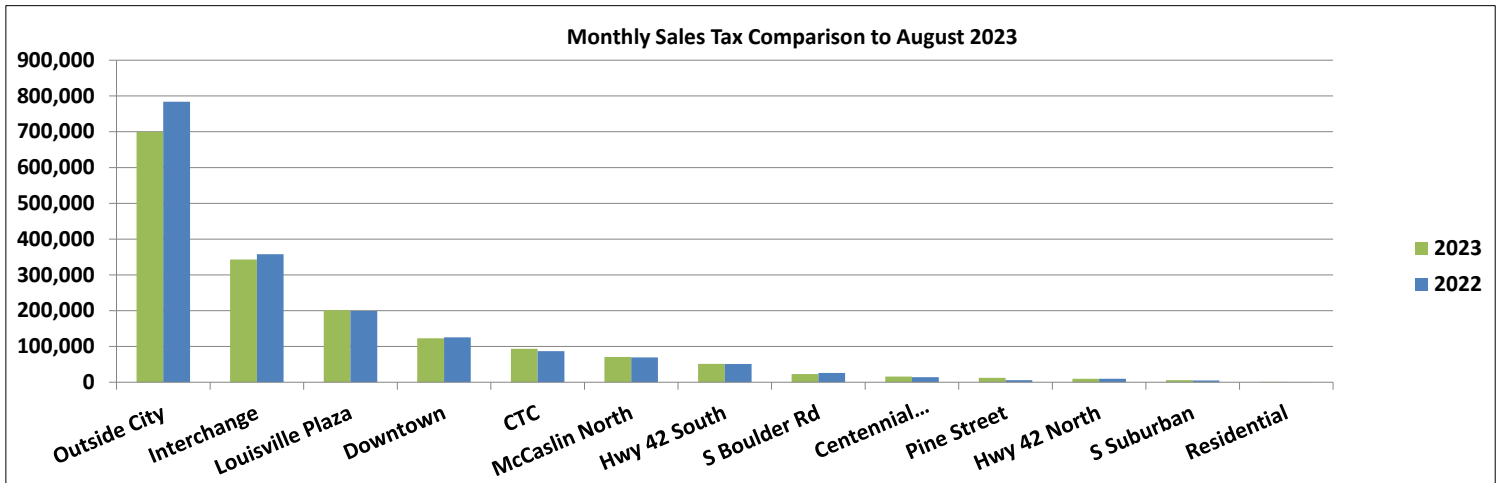
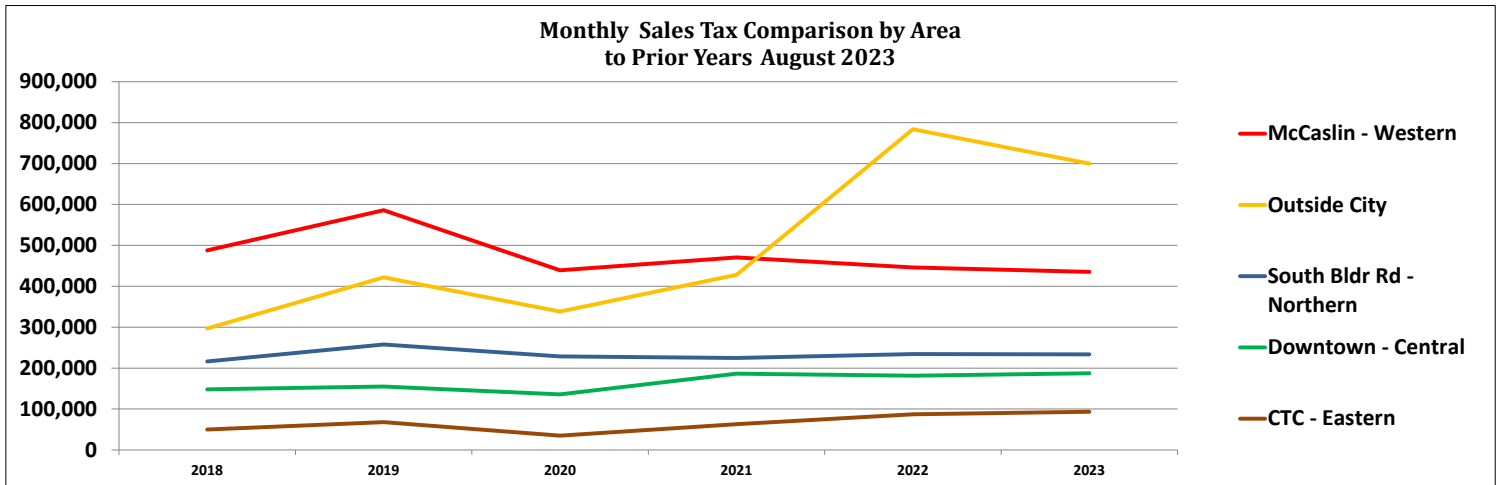
RECOMMENDATION:

Receive and file.

CITY OF LOUISVILLE									
Revenue History									
2019 through 2023									
YEAR	MONTH	SALES TAX	USE TAX	BLDG USE TAX	AUTO USE TAX	LODGING TAX	AUDIT	Bag Tax	TOTAL
2023									
	JANUARY	1,568,367	155,955	238,897	157,506	8,027	-	-	2,128,752
	FEBRUARY	1,539,730	208,668	99,366	106,393	15,663	2,715	-	1,972,536
	MARCH	2,030,246	223,743	219,554	157,285	12,178	-	71,169	2,714,176
	APRIL	1,476,283	774,627	100,712	215,093	25,843	-	(46)	2,592,512
	MAY	1,841,030	154,813	100,612	130,404	46,617	-	46	2,273,522
	JUNE	2,023,204	223,473	101,731	129,621	55,112	-	52,606	2,585,746
	JULY	1,723,776	580,457	289,594	106,004	60,716	-	2,351	2,762,896
	AUGUST	1,649,459	84,672	105,041	156,199	43,180	-	419	2,038,970
	SEPTEMBER	1,985,000	309,000	43,000	120,000	38,000	-	60,000	2,555,000
	OCTOBER	1,725,000	138,000	103,000	137,000	25,000	7,000	-	2,135,000
	NOVEMBER	1,689,000	150,000	80,000	129,000	17,000	7,000	-	2,072,000
	DECEMBER	2,330,000	317,000	116,000	131,000	19,000	-	60,000	2,973,000
	YTD TOTALS	13,852,094	2,406,407	1,255,507	1,158,505	267,337	2,715	126,545	19,069,110
	Projected Totals *(Use Tax Net of BAP)	21,581,094	2,810,758	1,597,507	1,675,505	366,337	16,715	246,545	28,294,461
	YTD Variance % to Prior Year	6.9%	42.5%	-19.1%	-8.8%	19.0%	-95.2%	30.6%	7.1%
	Est. Projected Variance to 2022	8.3%	6.0%	-57.7%	-11.7%	16.4%	-73.4%	30.5%	-1.6%
2022									
	JANUARY	1,290,514	176,432	130,345	128,149	3,109	208	-	1,728,758
	FEBRUARY	1,190,326	193,090	51,720	119,067	6,032	14,265	-	1,574,500
	MARCH	1,873,155	194,188	116,141	239,724	15,574	17,376	46,850	2,503,008
	APRIL	1,716,488	166,822	103,279	171,550	21,231	2,336	-	2,181,706
	MAY	1,596,606	141,953	156,057	162,552	37,751	817	-	2,095,736
	JUNE	1,977,923	363,695	166,434	145,676	30,068	-	50,020	2,683,797
	JULY	1,582,397	282,381	250,332	133,511	47,010	12,466	-	2,308,096
	AUGUST	1,732,722	170,194	577,453	169,804	63,940	8,651	-	2,722,763
	SEPTEMBER	1,769,359	333,062	1,252,503	155,205	22,131	-	46,134	3,578,394
	OCTOBER	1,469,642	176,355	329,917	214,840	42,562	15	-	2,233,332
	NOVEMBER	1,368,473	102,994	61,392	134,481	10,985	-	-	1,678,325
	DECEMBER	2,355,727	350,061	582,602	123,871	14,445	6,724	45,940	3,479,370
	YTD TOTALS	19,923,333	2,651,227	3,778,176	1,898,431	314,836	62,857	188,944	28,767,785
	YTD Variance % to Prior Year	9.1%	27.0%	54.8%	5.1%	16.0%	-33.9%	-	15.3%
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	-	24,955,964
	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	-	20,974,845
	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	-	23,467,244
	YTD Variance % to Prior Year	5.0%	19.1%	-8.1%	-14.6%	-3.8%	142.5%	-	6.2%

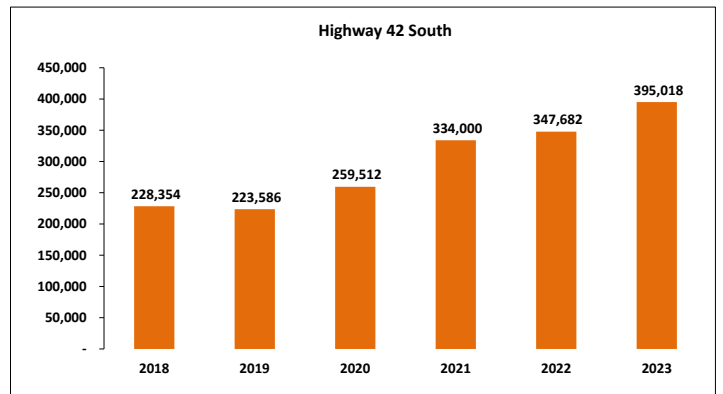
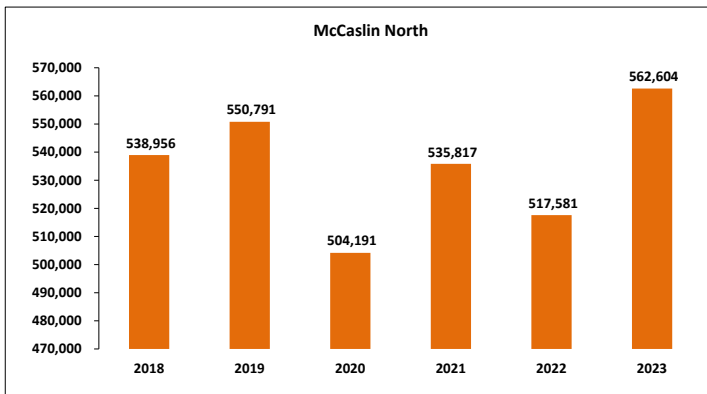
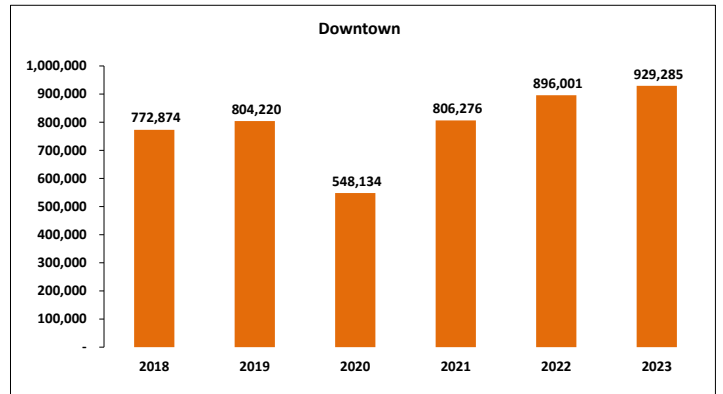
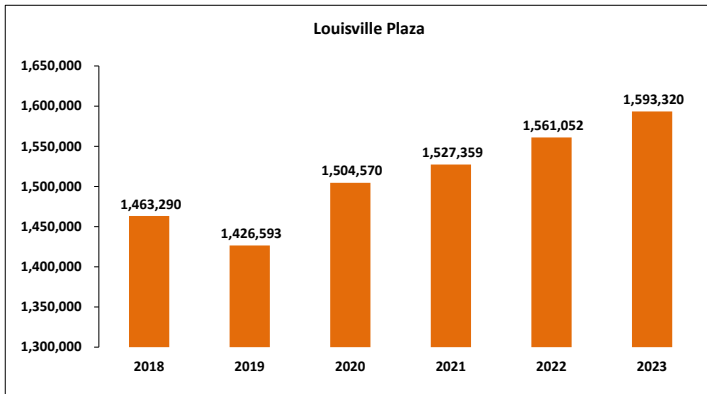
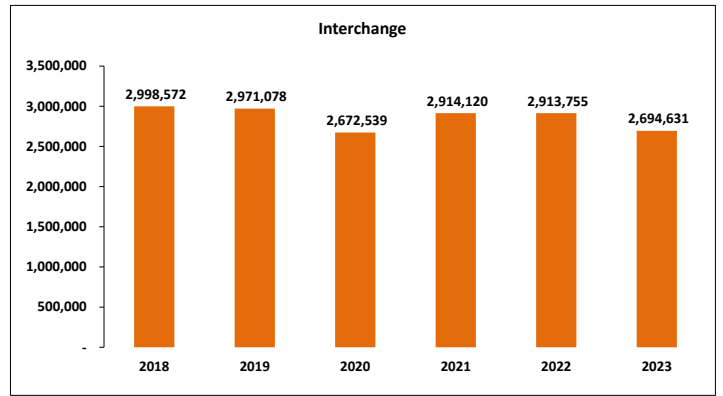
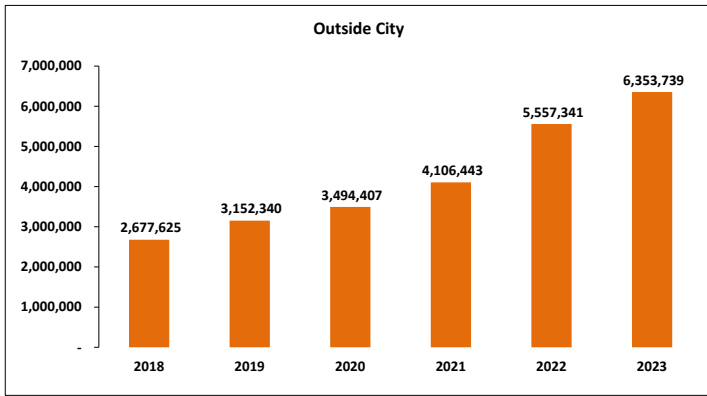
Monthly Sales Tax Revenue Comparisons by Area (August 2023)

AREA NAME	2018 Actual	2019 Actual	2020 Actual	2021 Actual	2022 Actual	2023 Actual	% Of Total	% Change
Outside City	296,836	422,045	338,210	427,913	783,933	699,856	42.4%	-10.7%
Interchange	402,797	407,253	365,981	386,759	357,779	342,907	20.8%	-4.2%
Louisville Plaza	171,913	183,481	183,581	200,266	198,955	201,206	12.2%	1.1%
Downtown	105,497	109,317	91,440	126,535	125,271	122,832	7.4%	-1.9%
CTC	49,910	67,856	34,956	62,936	87,002	93,380	5.7%	7.3%
McCaslin North	76,442	79,419	66,137	74,642	69,252	70,817	4.3%	2.3%
Hwy 42 South	33,131	36,051	36,911	48,584	50,782	51,421	3.1%	1.3%
S Boulder Rd	35,977	67,689	39,166	17,801	25,823	22,795	1.4%	-11.7%
Centennial Valley	3,392	93,728	2,795	4,676	14,020	15,745	1.0%	12.3%
Pine Street	8,839	9,405	6,737	9,052	5,726	12,443	0.8%	117.3%
Hwy 42 North	8,462	6,578	5,724	6,800	9,488	9,579	0.6%	1.0%
S Suburban	5,099	5,539	4,022	4,391	4,943	5,754	0.3%	16.4%
Residential	553	293	738	2,270	(251)	723	0.0%	-387.6%
Total Revenue	1,198,848	1,488,654	1,176,398	1,372,626	1,732,722	1,649,459		
% Of Change	7.1%	24.2%	-21.0%	16.7%	26.2%	-4.8%		

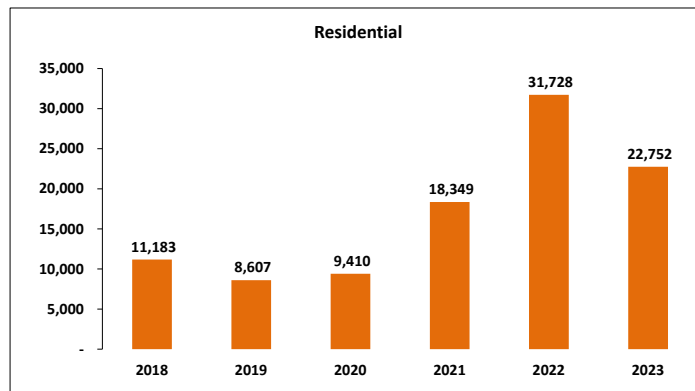
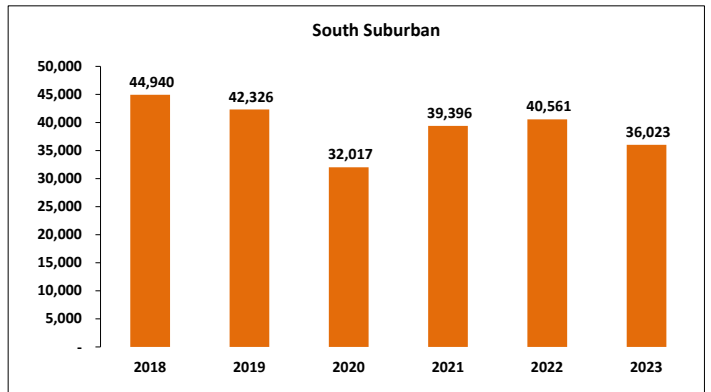
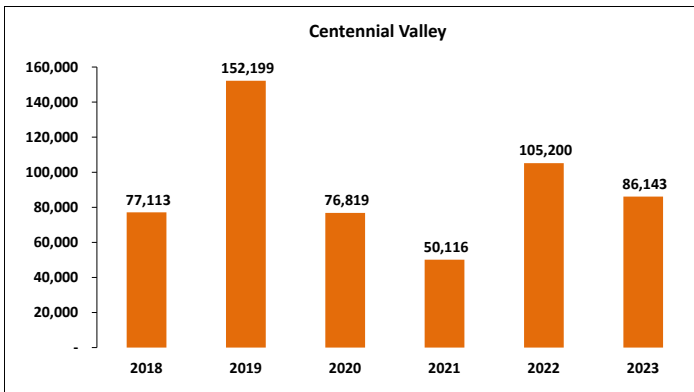
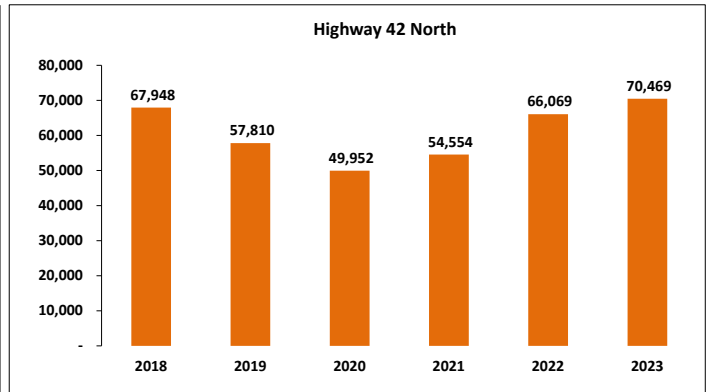
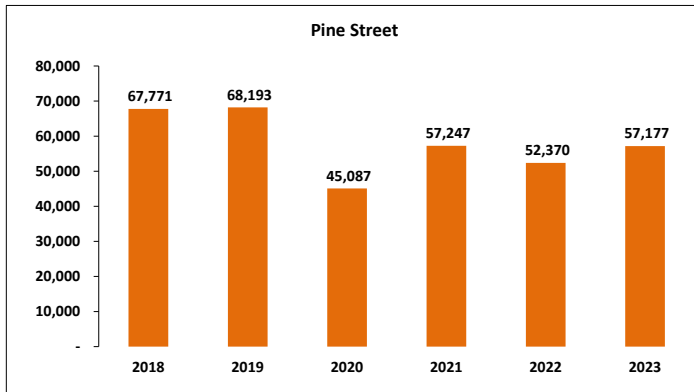
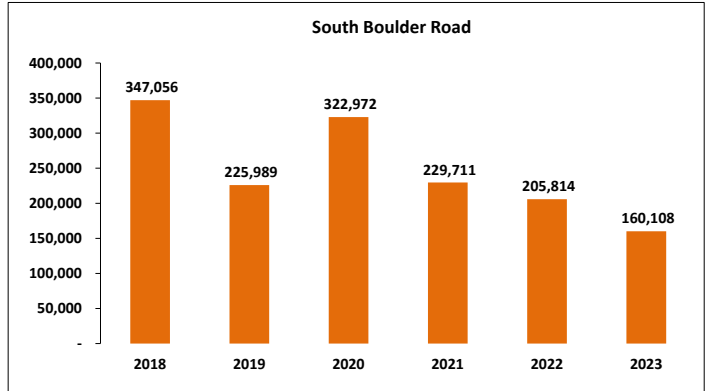
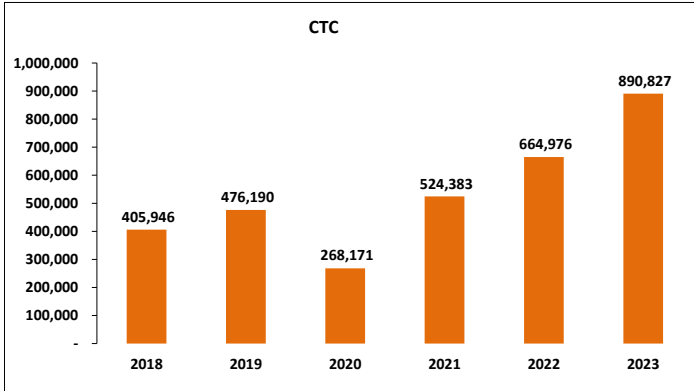


CITY OF LOUISVILLE
Revenue History by Area (Jan. - August 2023)

	2018	% Var	2019	% Var	2020	% Var	2021	% Var	2022	% Var	2023	% Var	% of Total
Outside City	2,677,625	13.7%	3,152,340	17.7%	3,494,407	10.9%	4,106,443	17.5%	5,557,341	35.3%	6,353,739	14.3%	45.87%
Interchange	2,998,572	6.4%	2,971,078	-0.9%	2,672,539	-10.0%	2,914,120	9.0%	2,913,755	0.0%	2,694,631	-7.5%	19.45%
Louisville Plaza	1,463,290	9.6%	1,426,593	-2.5%	1,504,570	5.5%	1,527,359	1.5%	1,561,052	2.2%	1,593,320	2.1%	11.50%
Downtown	772,874	15.4%	804,220	4.1%	548,134	-31.8%	806,276	47.1%	896,001	11.1%	929,285	3.7%	6.71%
CTC	405,946	-15.0%	476,190	17.3%	268,171	-43.7%	524,383	95.5%	664,976	26.8%	890,827	34.0%	6.43%
McCaslin North	538,956	13.1%	550,791	2.2%	504,191	-8.5%	535,817	6.3%	517,581	-3.4%	562,604	8.7%	4.06%
Hwy 42 South	228,354	15.9%	223,586	-2.1%	259,512	16.1%	334,000	28.7%	347,682	4.1%	395,018	13.6%	2.85%
South Boulder Rd	347,056	0.6%	225,989	-34.9%	322,972	42.9%	229,711	-28.9%	205,814	-10.4%	160,108	-22.2%	1.16%
Centennial Valley	77,113	-7.3%	152,199	97.4%	76,819	-49.5%	50,116	-34.8%	105,200	109.9%	86,143	-18.1%	0.62%
Hwy 42 North	67,948	10.0%	57,810	-14.9%	49,952	-13.6%	54,554	9.2%	66,069	21.1%	70,469	6.7%	0.51%
Pine Street	67,771	32.6%	68,193	0.6%	45,087	-33.9%	57,247	27.0%	52,370	-8.5%	57,177	9.2%	0.41%
South Suburban	44,940	7.7%	42,326	-5.8%	32,017	-24.4%	39,396	23.0%	40,561	3.0%	36,023	-11.2%	0.26%
Residential	11,183	21.1%	8,607	-23.0%	9,410	9.3%	18,349	95.0%	31,728	72.9%	22,752	-28.3%	0.16%
	9,701,630	8.7%	10,159,924	4.7%	9,787,781	-3.7%	11,197,772	14.4%	12,960,132	15.7%	13,852,094	6.9%	

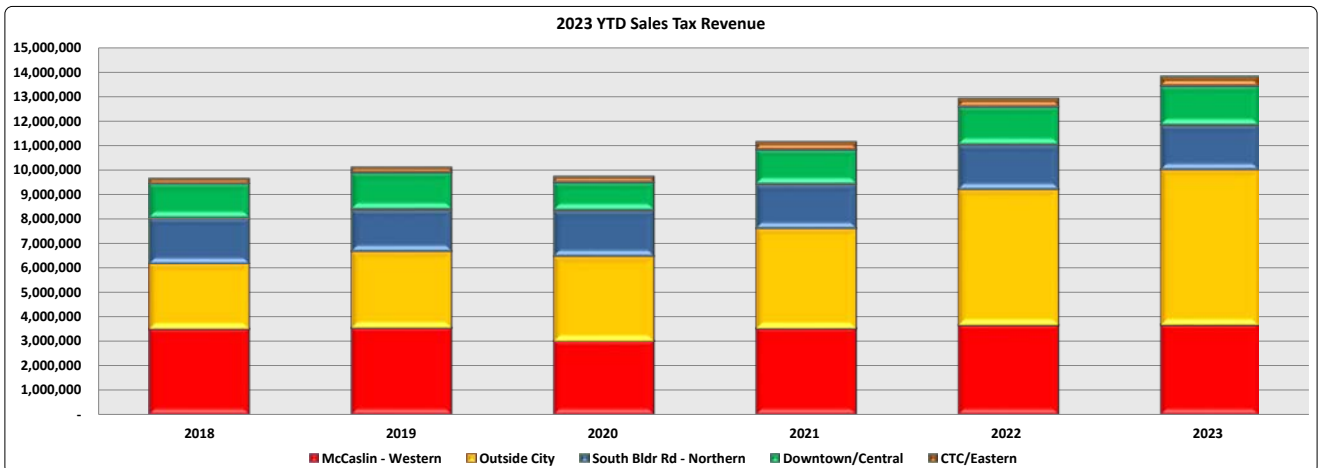
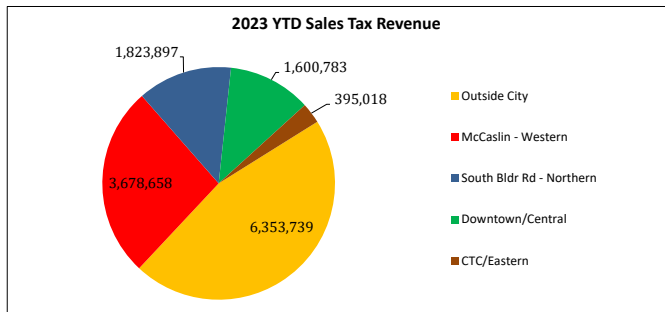
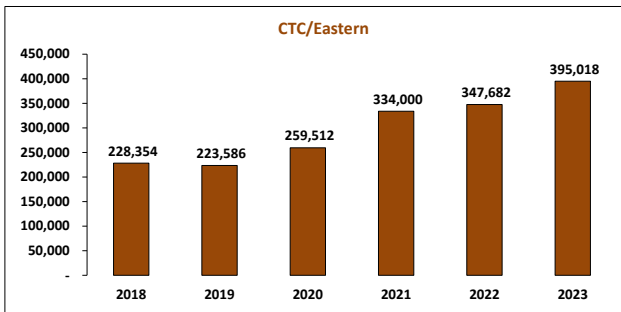
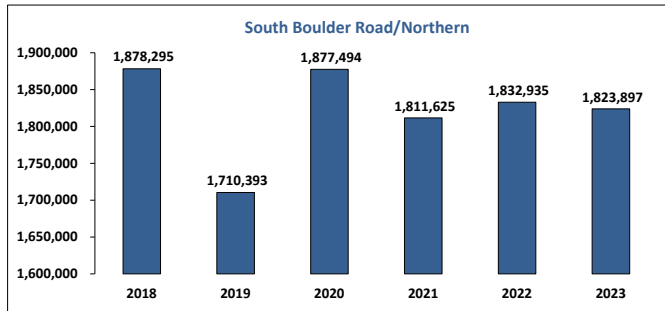
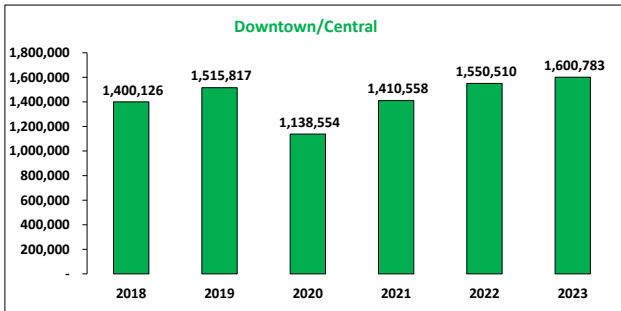
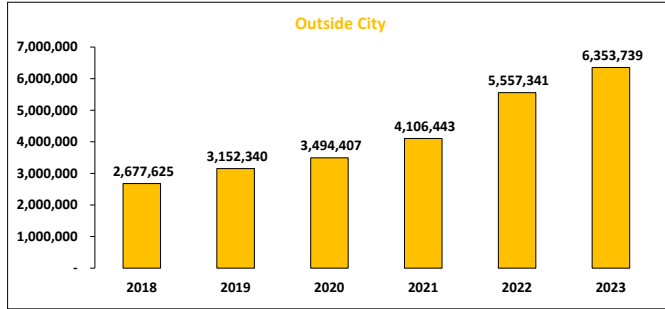
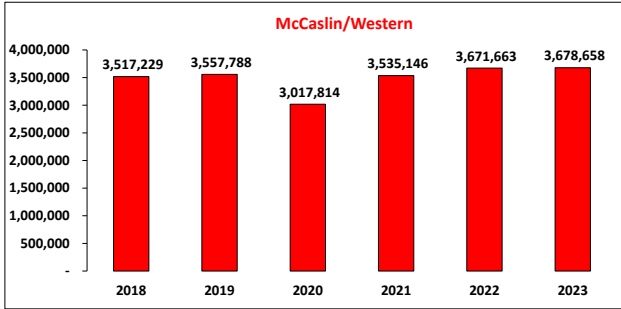


CITY OF LOUISVILLE
Revenue History by Area (Jan. -August 2023)



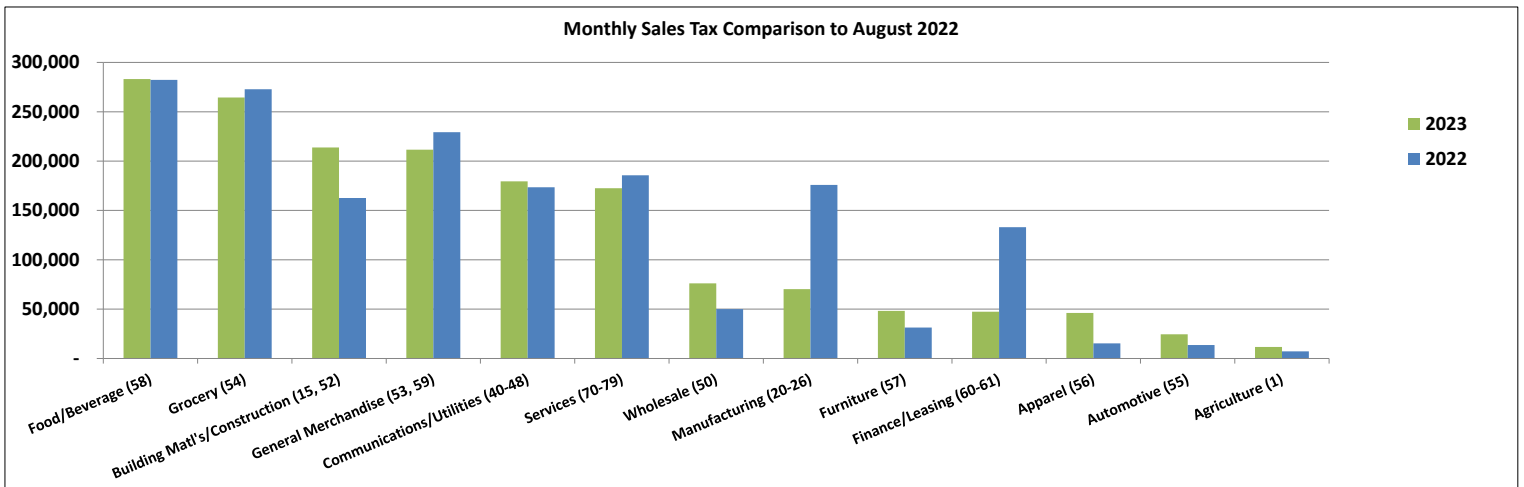
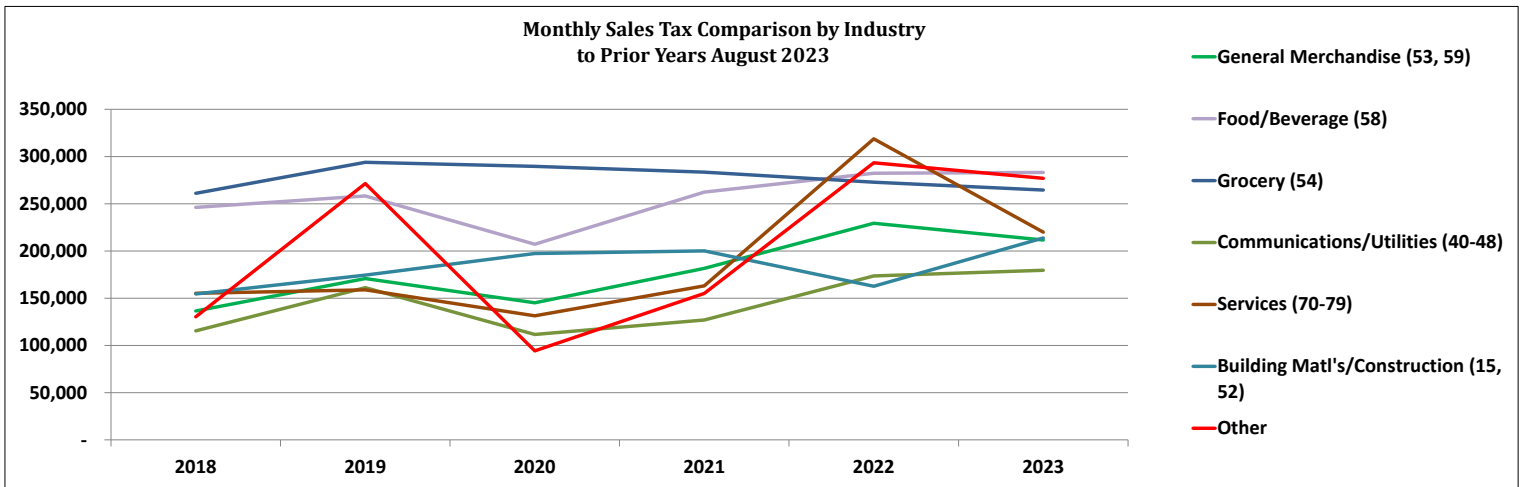
CITY OF LOUISVILLE
Sales Tax Revenue History by Area (Jan. - August 2023)

	2018	% Var	2019	% Var	2020	% Var	2021	% Var	2022	% Var	2023	% Var	% of Total
Outside City	2,677,625	13.71%	3,152,340	-9.79%	3,494,407	10.85%	4,106,443	17.51%	5,557,341	35.33%	6,353,739	14.33%	45.9%
McCaslin - Western	3,517,229	3.78%	3,557,788	1.15%	3,017,814	-15.18%	3,535,146	17.14%	3,671,663	3.86%	3,678,658	0.19%	26.6%
South Bldr Rd - Northern	1,878,295	7.84%	1,710,393	-8.90%	1,877,494	9.77%	1,811,625	-3.51%	1,832,935	1.18%	1,823,897	-0.49%	13.2%
Downtown/Central	1,400,126	13.04%	1,515,817	33.14%	1,138,554	-24.89%	1,410,558	23.89%	1,550,510	9.92%	1,600,783	3.24%	11.6%
CTC/Eastern	228,354	15.90%	223,586	-13.84%	259,512	16.07%	334,000	28.70%	347,682	4.10%	395,018	13.61%	2.9%
	9,701,630	8.7%	10,159,924	4.7%	9,787,781	-3.7%	11,197,772	14.4%	12,960,132	15.7%	13,852,094	6.9%	



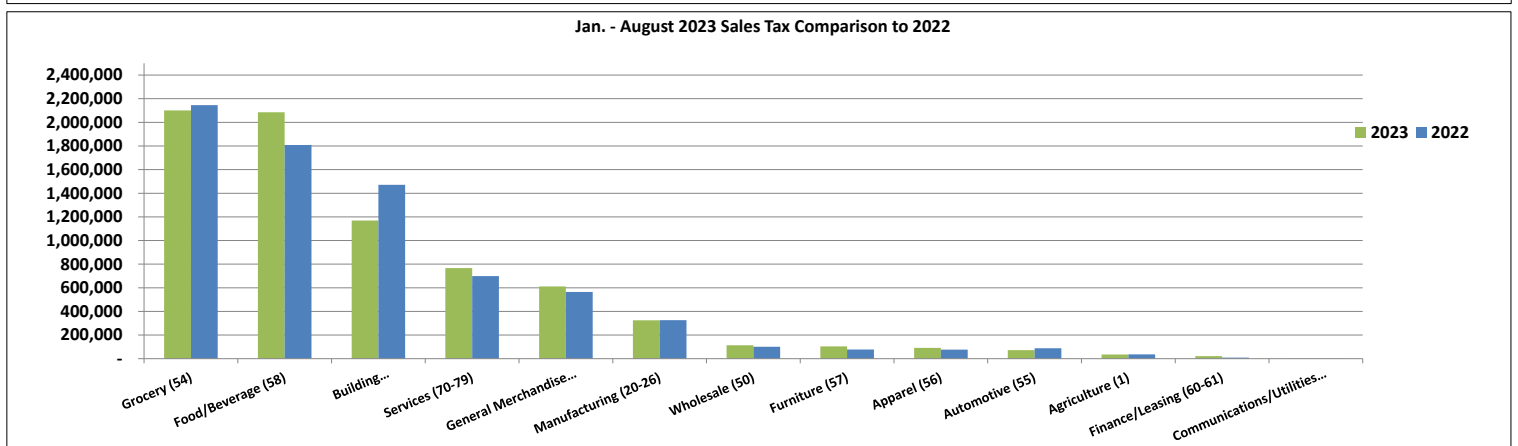
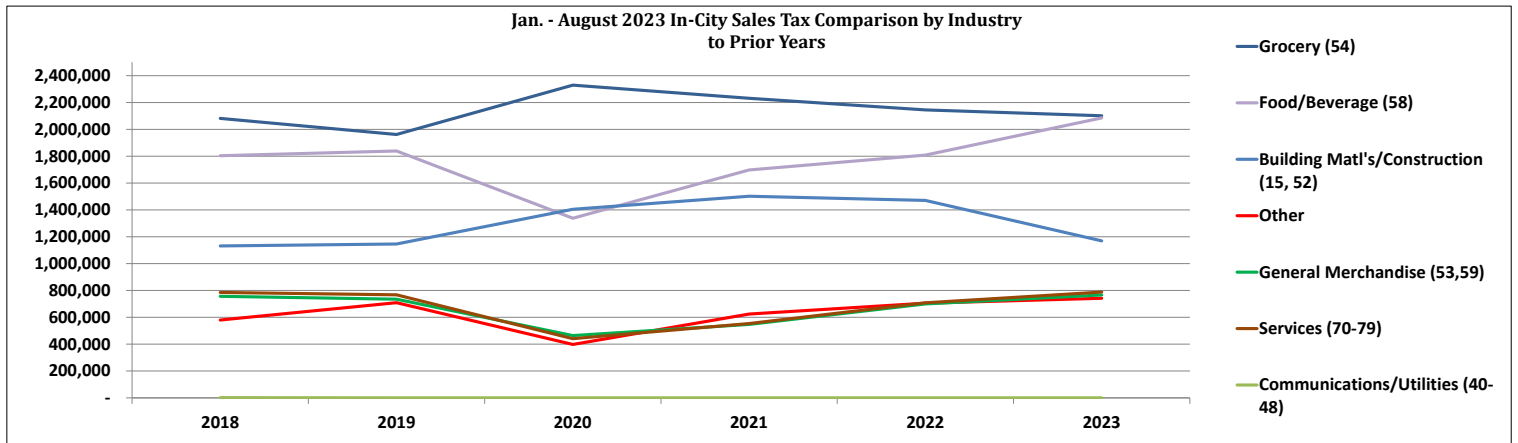
Monthly Sales Tax Revenue Comparisons by Industry (August 2023)

AREA NAME	2018 Actual	2019 Actual	2020 Actual	2021 Actual	2022 Actual	2023 Actual	% Of Total	% Change
Food/Beverage (58)	246,123	258,193	207,120	262,400	282,307	283,137	17.2%	0.3%
Grocery (54)	261,046	293,888	289,575	283,501	272,773	264,497	16.0%	-3.0%
Building Matl's/Construction (15, 52)	154,460	174,432	197,382	200,105	162,653	213,789	13.0%	31.4%
General Merchandise (53, 59)	136,444	170,781	145,188	181,589	229,349	211,628	12.8%	-7.7%
Communications/Utilities (40-48)	115,338	161,136	111,576	126,885	173,551	179,567	10.9%	3.5%
Services (70-79)	118,577	128,845	97,457	132,186	185,658	172,569	10.5%	-7.1%
Wholesale (50)	28,027	26,692	23,733	34,329	49,998	76,169	4.6%	52.3%
Manufacturing (20-26)	46,946	179,225	23,838	55,503	175,887	70,216	4.3%	-60.1%
Furniture (57)	29,447	39,169	23,349	32,777	31,386	48,270	2.9%	53.8%
Finance/Leasing (60-61)	36,628	29,991	33,882	30,912	133,068	47,389	2.9%	-64.4%
Apparel (56)	10,651	12,752	10,590	14,276	15,272	46,112	2.8%	201.9%
Automotive (55)	8,841	8,514	7,613	9,936	13,596	24,473	1.5%	80.0%
Agriculture (1)	6,319	5,034	5,095	8,226	7,226	11,645	0.7%	61.2%
Totals	1,198,848	1,488,654	1,176,398	1,372,626	1,732,722	1,649,459		
% Of Change	7.1%	24.2%	-21.0%	16.7%	26.2%	-4.8%		



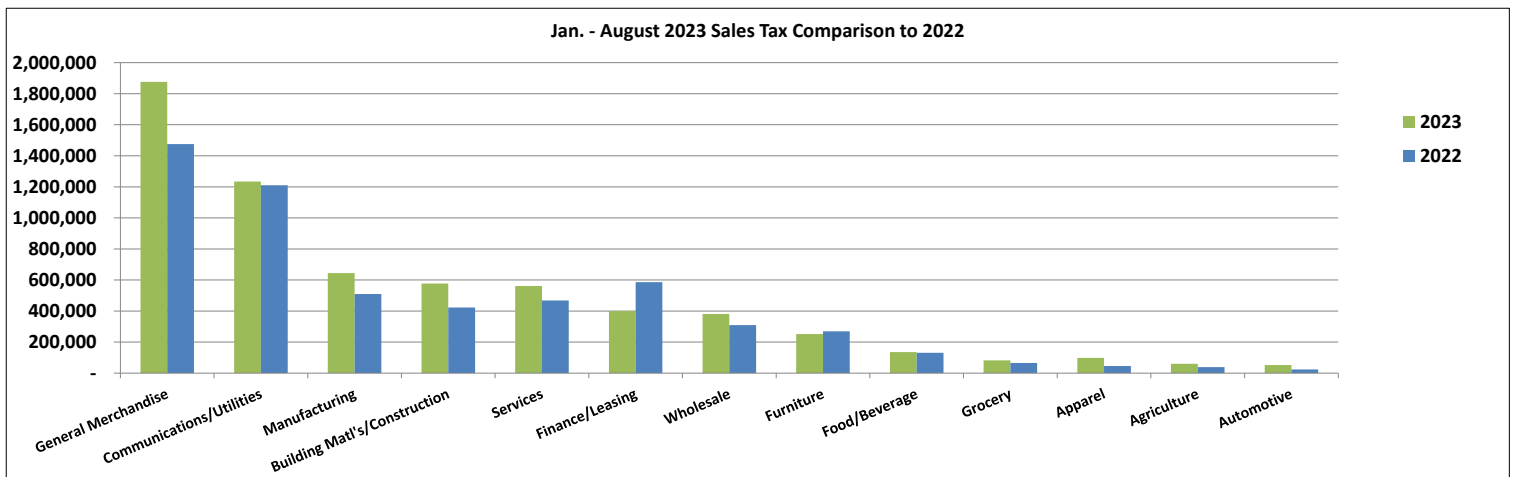
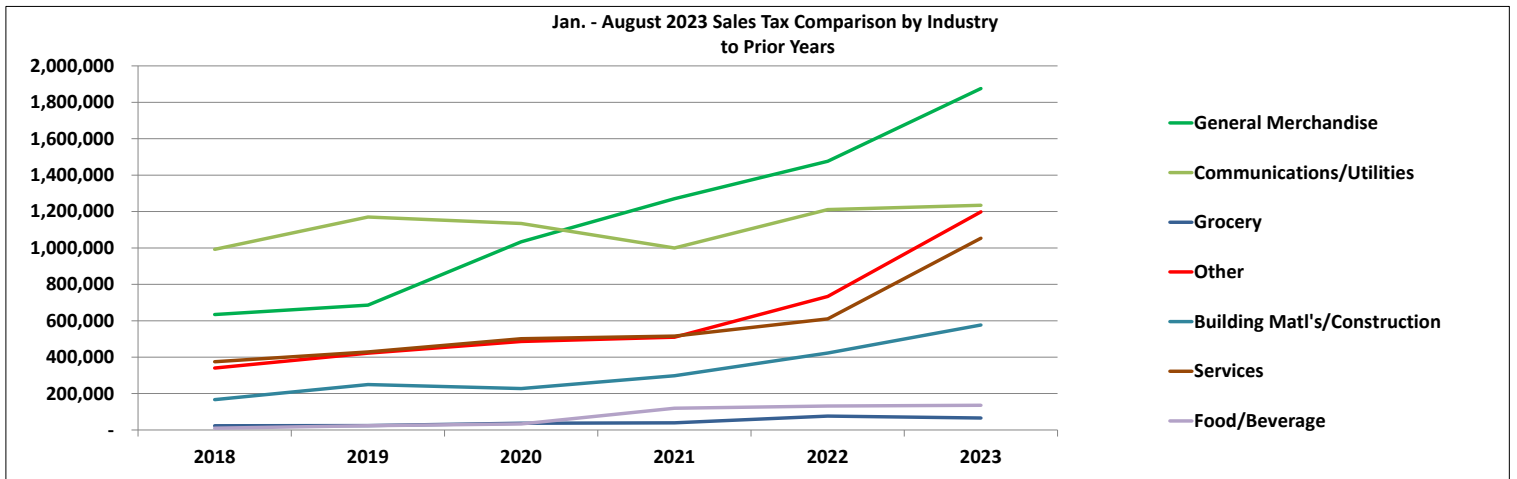
Sales Tax Revenue Comparisons by Industry - Inside City Area (Jan. - August 2023)

INDUSTRY NAME	2018	2019	2020	2021	2022	2023	% Of	%
	Actual	Actual	Actual	Actual	Actual	Actual	Total	Change
Grocery (54)	2,082,112	1,961,961	2,329,528	2,231,479	2,145,121	2,101,273	28.0%	-2.0%
Food/Beverage (58)	1,803,899	1,838,795	1,338,124	1,698,108	1,808,137	2,085,362	27.8%	15.3%
Building Mat'l's/Construction (15, 52)	1,131,757	1,145,842	1,405,160	1,501,995	1,470,967	1,169,454	15.6%	-20.5%
Services (70-79)	756,974	735,356	464,095	546,962	699,412	766,569	10.2%	9.6%
General Merchandise (53,59)	638,598	583,332	381,369	480,673	564,542	611,737	8.2%	8.4%
Manufacturing (20-26)	303,799	422,212	146,394	309,805	325,821	325,431	4.3%	-0.1%
Wholesale (50)	45,988	58,692	53,636	68,716	100,451	113,294	1.5%	12.8%
Furniture (57)	82,841	89,181	66,550	84,566	78,181	104,213	1.4%	33.3%
Apparel (56)	59,846	54,794	43,980	63,377	76,482	91,144	1.2%	19.2%
Automotive (55)	52,551	48,108	53,910	60,381	88,247	72,260	1.0%	-18.1%
Agriculture (1)	35,195	36,187	33,415	37,890	36,435	35,559	0.5%	-2.4%
Finance/Leasing (60-61)	28,635	32,554	(23,165)	7,130	8,739	21,679	0.3%	148.1%
Communications/Utilities (40-48)	1,810	570	377	247	255	379	0.0%	48.5%
Totals	7,024,004	7,007,584	6,293,374	7,091,328	7,402,791	7,498,355		
% Of Change	7.0%	-0.2%	-10.2%	12.7%	4.4%	1.3%		



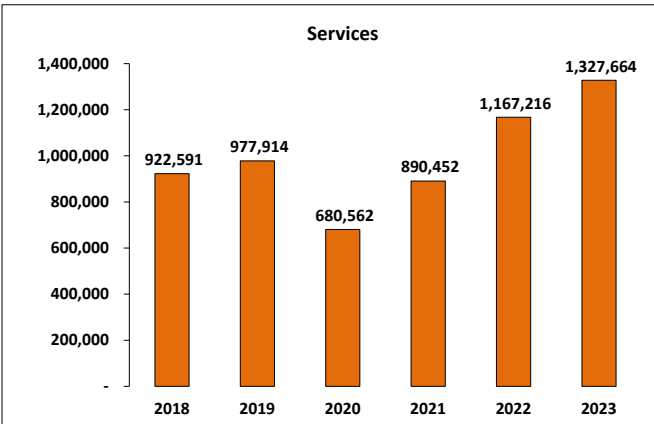
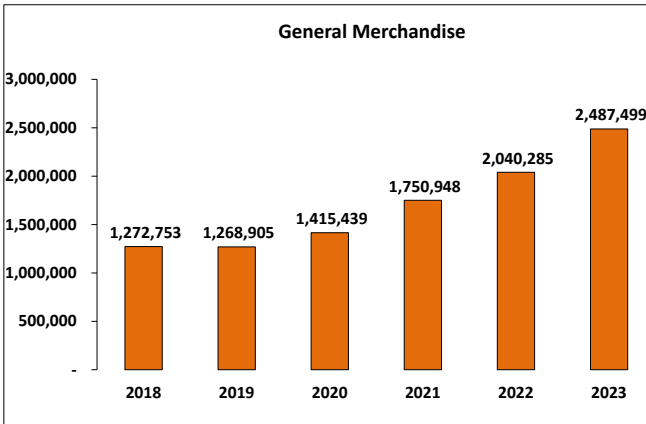
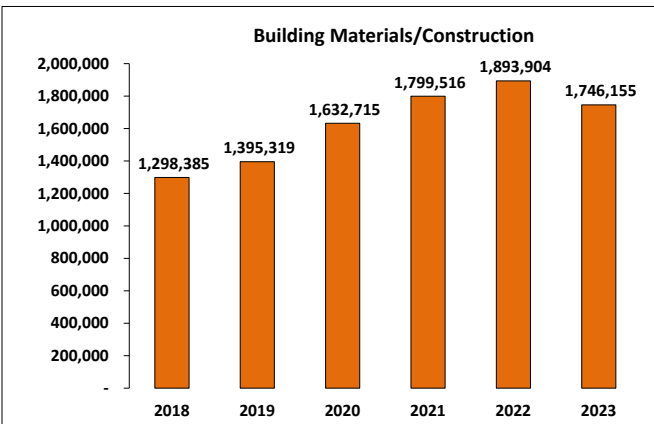
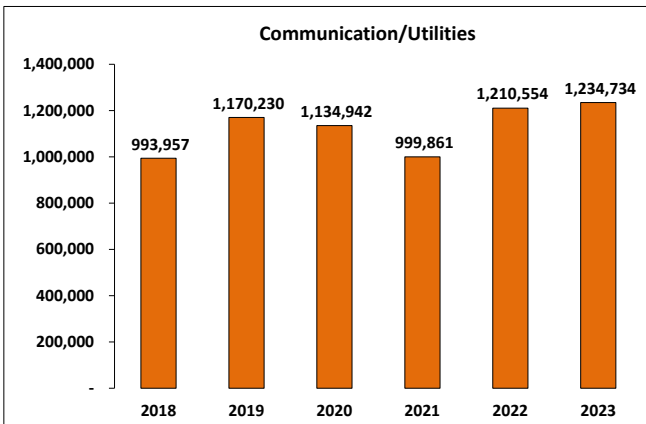
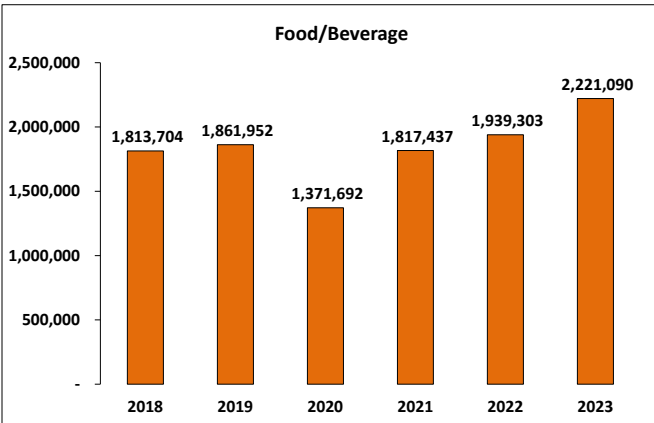
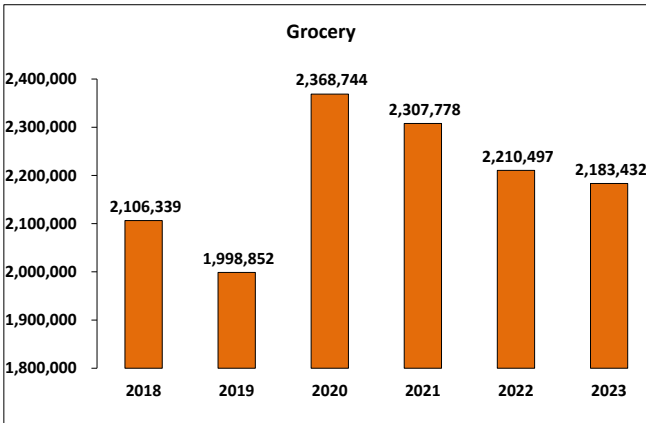
Sales Tax Revenue Comparisons by Industry - Outside City Area (Jan. - August 2023)

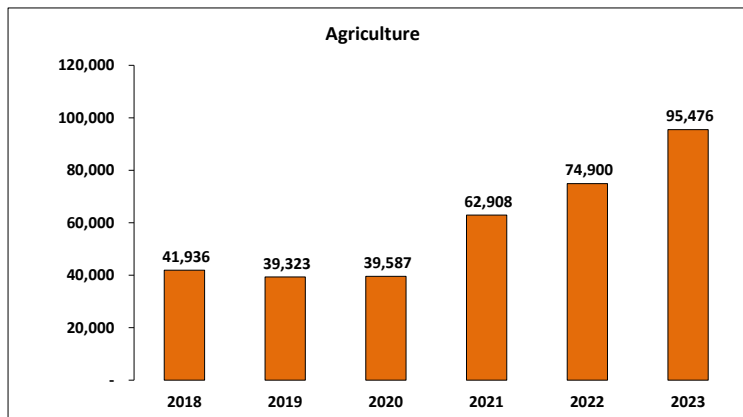
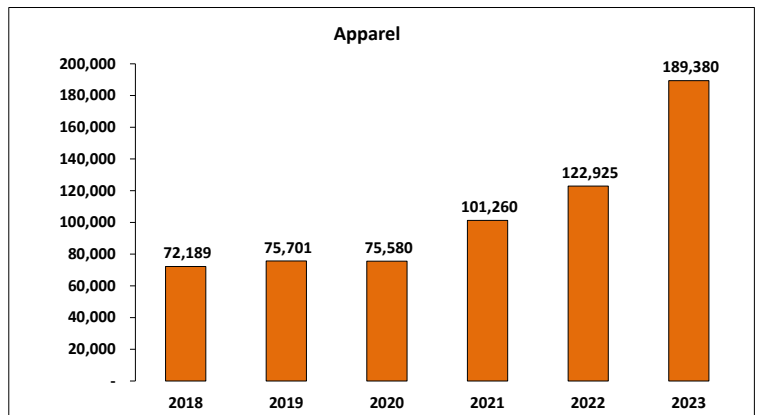
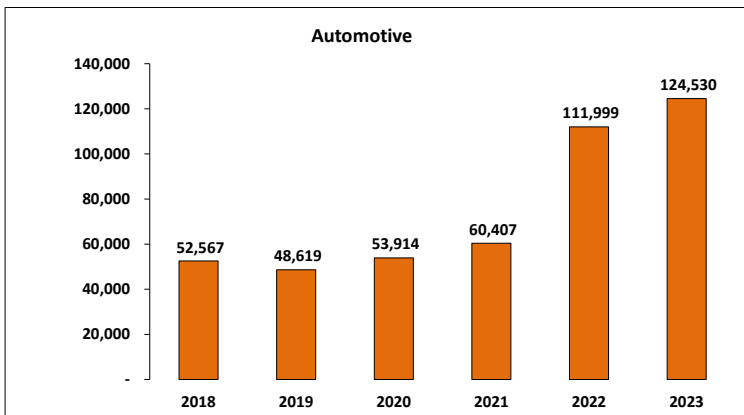
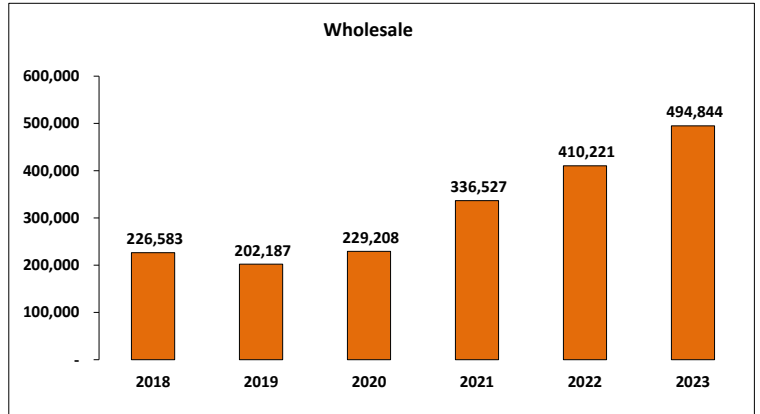
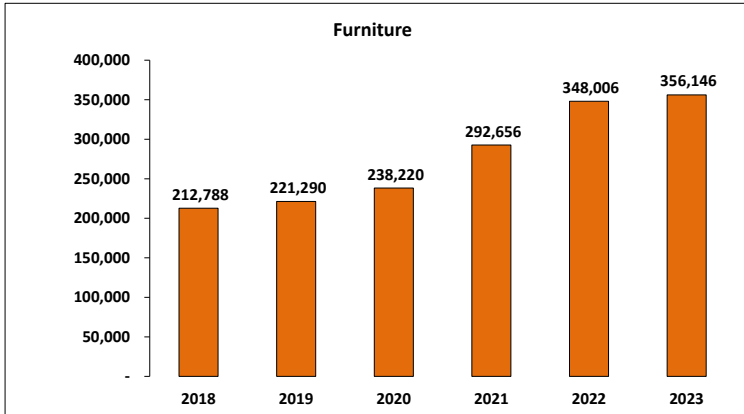
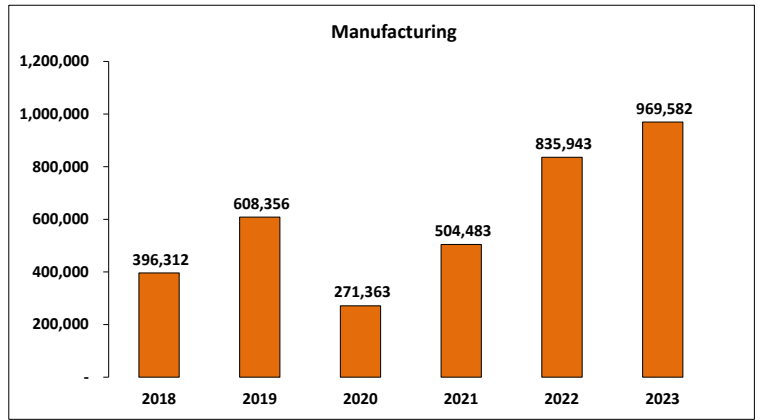
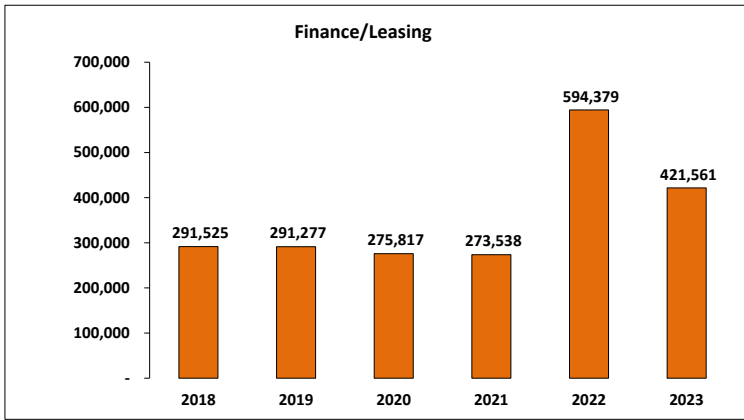
INDUSTRY NAME	2018 Actual	2019 Actual	2020 Actual	2021 Actual	2022 Actual	2023 Actual	% Of Total	% Change
General Merchandise	634,155	685,573	1,034,070	1,270,275	1,475,743	1,875,762	29.5%	27.1%
Communications/Utilities	992,147	1,169,660	1,134,565	999,614	1,210,299	1,234,355	19.4%	2.0%
Manufacturing	92,513	186,144	124,968	194,679	510,122	644,152	10.1%	26.3%
Building Mat'l's/Construction	166,629	249,478	227,554	297,521	422,937	576,701	9.1%	36.4%
Services	165,616	242,558	216,468	343,490	467,804	561,094	8.8%	19.9%
Finance/Leasing	262,890	258,723	298,981	266,407	585,640	399,882	6.3%	-31.7%
Wholesale	180,596	143,495	175,571	267,811	309,770	381,550	6.0%	23.2%
Furniture	129,947	132,109	171,670	208,090	269,825	251,933	4.0%	-6.6%
Food/Beverage	9,805	23,157	33,568	119,329	131,166	135,728	2.1%	3.5%
Grocery	24,227	36,891	39,216	76,299	65,375	82,158	1.3%	25.7%
Apparel	12,343	20,907	31,600	37,883	46,443	98,236	1.5%	111.5%
Agriculture	6,740	3,136	6,172	25,018	38,465	59,917	0.9%	55.8%
Automotive	16	511	3	26	23,752	52,270	0.8%	120.1%
Totals	2,677,625	3,152,340	3,494,407	4,106,443	5,557,341	6,353,739		
% Of Change	17.3%	17.7%	10.9%	17.5%	35.3%	14.3%		



Revenue History by Industry (Jan. - August 2023)

	2018	% Var	2019	% Var	2020	% Var	2021	% Var	2022	% Var	2023	% Var	% of Total
Merchandise	1,272,753	28.5%	1,268,905	-0.3%	1,415,439	11.5%	1,750,948	23.7%	2,040,285	16.5%	2,487,499	21.9%	18.0%
Food/Beverage	1,813,704	13.7%	1,861,952	2.7%	1,371,692	-26.3%	1,817,437	32.5%	1,939,303	6.7%	2,221,090	14.5%	16.0%
Grocery	2,106,339	6.2%	1,998,852	-5.1%	2,368,744	18.5%	2,307,778	-2.6%	2,210,497	-4.2%	2,183,432	-1.2%	15.8%
Bldg Matl's.	1,298,385	9.7%	1,395,319	7.5%	1,632,715	17.0%	1,799,516	10.2%	1,893,904	5.2%	1,746,155	-7.8%	12.6%
Services	922,591	1.5%	977,914	6.0%	680,562	-30.4%	890,452	30.8%	1,167,216	31.1%	1,327,664	13.7%	9.6%
Comm/Util.	993,957	-4.0%	1,170,230	17.7%	1,134,942	-3.0%	999,861	-11.9%	1,210,554	21.1%	1,234,734	2.0%	8.9%
Manufacturing	396,312	-16.0%	608,356	53.5%	271,363	-55.4%	504,483	85.9%	835,943	65.7%	969,582	16.0%	7.0%
Wholesale	226,583	32.9%	202,187	-10.8%	229,208	13.4%	336,527	46.8%	410,221	21.9%	494,844	20.6%	3.6%
Fin./Lease	291,525	15.7%	291,277	-0.1%	275,817	-5.3%	273,538	-0.8%	594,379	117.3%	421,561	-29.1%	3.0%
Furniture	212,788	21.6%	221,290	4.0%	238,220	7.7%	292,656	22.9%	348,006	18.9%	356,146	2.3%	2.6%
Apparel	72,189	1.5%	75,701	4.9%	75,580	-0.2%	101,260	34.0%	122,925	21.4%	189,380	54.1%	1.4%
Automotive	52,567	12.8%	48,619	-7.5%	53,914	10.9%	60,407	12.0%	111,999	85.4%	124,530	11.2%	0.9%
Agriculture	41,936	13.7%	39,323	-6.2%	39,587	0.7%	62,908	58.9%	74,900	19.1%	95,476	27.5%	0.7%
	9,701,630	8.7%	10,159,924	4.7%	9,787,781	-3.7%	11,197,772	14.4%	12,960,132	15.7%	13,852,094	6.9%	





CITY OF LOUISVILLE
Revenue History by Industry (Jan. - August 2023)

	2018	% Var	2019	% Var	2020	% Var	2021	% Var	2022	% Var	2023	% Var	% of Total
Merchandise	1,272,753	28.5%	1,268,905	-0.3%	1,415,439	11.5%	1,750,948	23.7%	2,040,285	16.5%	2,487,499	21.9%	18.0%
All Other	1,002,375	3.1%	1,195,475	19.3%	907,870	-24.1%	1,358,243	49.6%	1,903,994	40.2%	2,229,959	17.1%	16.1%
Food/Beverage	1,813,704	13.7%	1,861,952	2.7%	1,371,692	-26.3%	1,817,437	32.5%	1,939,303	6.7%	2,221,090	14.5%	16.0%
Grocery	2,106,339	6.2%	1,998,852	-5.1%	2,368,744	18.5%	2,307,778	-2.6%	2,210,497	-4.2%	2,183,432	-1.2%	15.8%
Services	1,214,116	4.6%	1,269,191	4.5%	956,379	-24.6%	1,163,990	21.7%	1,761,595	51.3%	1,749,225	-0.7%	12.6%
Bldg Materials	1,298,385	9.7%	1,395,319	7.5%	1,632,715	17.0%	1,799,516	10.2%	1,893,904	5.2%	1,746,155	-7.8%	12.6%
Comm/Util.	993,957	-4.0%	1,170,230	17.7%	1,134,942	-3.0%	999,861	-11.9%	1,210,554	21.1%	1,234,734	2.0%	8.9%
Total	9,701,630	8.7%	10,159,924	4.7%	9,787,781	-3.7%	11,197,772	14.4%	12,960,132	15.7%	13,852,094	6.9%	

