## REVENUE REPORT

## Contents

Sales and Use Tax ..... 1
Retail Sales Tax ..... 3
Marijuana Tax Revenues ..... 8
Sugar Sweetened Beverage Tax Revenue ..... 9
Other Tax Revenues ..... 9
City Tax Descriptions ..... 10
Exhibit 1: Sales and Use Tax by Category, Industry and Location ..... 12
Exhibit 2: Sales Tax and Use Tax Separately by Industry and Location ..... 13
Exhibit 3: Sales Tax and Use Tax Separately by Month ..... 14

## Revenue Report

This report provides information and analysis related to 2018 unaudited taxes and fees including sales and use tax, accommodations tax, admissions tax, disposable bag fee, food services tax, marijuana tax, short-term rental tax, sugar sweetened beverage tax, and the trash tax.

The revenue reported below was received by the city through January 2019 and is largely attributed to economic activity through the month of December.

## Sales and Use Tax

- Year to date, sales and use tax based upon current economic activity increased from 2017 by $\$ 5,252,490$ or 3.92\%.
- The city also completes tax compliance audits which may result in revenue. This revenue relates to prior periods and is not reflective of current economic activity. Including audit revenue, the increase in total sales and use tax from 2017 is $\$ 6,109,818$ or $4.54 \%$.
- Details by industry, geographic zone and month are found on pages 3 through 7 of this report.

| Table 1 - Sales and Use Tax |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| All Funds |  |  |  |  |
| Sources - Related to Current Economic Activity | YTD through December |  |  |  |
|  | 2017 | 2018 | \$ Change | \% Change |
| Sales Tax | \$104,144,137 | \$106,614,788 | \$2,470,651 | 2.37\% |
| Rec MJ Additional 3.5\%* | 1,324,935 | 1,775,066 | 450,131 | 33.97\% |
| Business Use Tax | 14,216,145 | 13,070,617 | $(1,145,528)$ | (8.06\%) |
| Construction Use Tax | 9,897,738 | 13,018,049 | 3,120,311 | 31.53\% |
| Motor Vehicle Use Tax | 4,496,393 | 4,853,318 | 356,925 | 7.94\% |
| Total Sales \& Use Tax based on current economic activity | \$134,079,348 | \$139,331,838 | \$5,252,490 | 3.92\% |
| Sources - Related to Prior Periods |  |  |  |  |
| Sales Tax Audit Revenue | 189,929 | 211,748 | 21,819 | 11.49\% |
| Business Use Tax Audit Revenue | 269,615 | 1,105,124 | 835,509 | 309.89\% |
| Total Sales and Use Tax | \$134,538,892 | \$140,648,710 | \$6,109,818 | 4.54\% |

* Additional sales tax on Recreational Marijuana is dedicated to the general fund


## Revenue Report

## Chart 1: YTD Sales and Use Tax by Fund



Chart 2: YTD Sales \& Use Tax by Type


## Retail Sales Tax

- Retail sales tax including Recreational Marijuana additional sales tax and sales tax audit revenue comprises approximately $77 \%$ of total sales and use tax revenue.
- Because there is strong seasonality to retail sales tax revenue, it is useful to compare same month-over-month revenue changes. December 2018 retail sales tax revenue was up 1.65\% over December 2017 revenue.


## Chart 3: Month-Over-Month Change in Retail Taxable Sales



Chart 4: Sales Tax by Industry


Chart 5: Sales Tax by Geographic Area ${ }^{1}$


[^0]
## Chart 6: Geographic Area Trends - Retail Sales Tax

The charts below highlight the three-highest grossing geographic areas. Combined these three areas generate over $50 \%$ of total retail sales tax revenue.




Notes: Downtown includes Pearl Street Mall, Downtown, Downtown Extension, and East Downtown Totals may not tie to exhibits due to rounding.

## Chart 7: Industry Trends - Retail Sales Tax

The charts below highlight the three-highest grossing industries. Combined these three industries generate nearly $55 \%$ of total retail sales tax revenue.


Note: Totals may not tie to exhibits due to rounding.

## Marijuana Tax Revenues

The City of Boulder collects revenue from the sale of both medical and recreational marijuana. The City collects the base $3.86 \%$ sales and use tax on medical and recreational marijuana. The city also collects an additional $3.50 \%$ sales and use tax on recreational marijuana, and a 5.0\% excise tax when marijuana is transferred from a cultivation facility to a dispensary, testing facility or facility that produces marijuana infused products. In addition, the city receives a revenue share back from state recreational marijuana taxes, which is reflected in Chart 7 below.

Chart 7: Distribution of Marijuana Revenues

*Dedicated to the General Fund.
Chart 8: Historical Trends for Marijuana Revenues ${ }^{2}$


[^1]
## Sugar Sweetened Beverage Tax Revenue

The Sugar Sweetened Beverage Product Distribution Tax is a voter-initiated tax that was adopted by Boulder voters in the November 2016 election and went into effect on July 1, 2017. It places a 2 cent per ounce excise tax on the distribution of beverages with added sugar and other sweeteners.


Note: October 2018 Sugar-Sweetened Beverage Revenue is lower than average due to several accounts that did not file and pay taxes in October. Sales Tax staff has begun collections activity for these accounts.

## Other Tax Revenues

*The Sugar Sweetened Beverage Tax became effective July 1, 2017 so year-to-date comparisons are not meaningful to 2018.

| Miscellaneous Tax Statistics | December YTD Actual |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | \$ Change | \% Change |
| Accommodations Tax | $\$ 7,056,993$ | $\$ 8,103,345$ | $\$ 1,046,352$ | $14.83 \%$ |
| Admissions Tax | 809,450 | 759,856 | $(49,594)$ | $-6.13 \%$ |
| Disposable Bag Fee | 274,095 | 284,269 | 10,174 | $3.71 \%$ |
| Food Service Tax | 721,924 | 738,813 | 16,889 | $2.34 \%$ |
| Rec Marijuana Excise Tax | 922,447 | 930,689 | 8,242 | $0.89 \%$ |
| Short-Term Rental Tax | $1,077,729$ | $1,089,152$ | 11,423 | $1.06 \%$ |
| Sugar Sweetened Beverage Tax | $2,636,141$ | $4,867,903$ | $2,231,762$ | - |
| Trash Tax | $1,795,587$ | $1,794,879$ | $(708)$ | $-0.04 \%$ |

## City Tax Descriptions

## Accommodations Tax

This tax is charged for the leasing or renting of any room, hotel/motel room, or other public accommodation located in the city and used for overnight lodging purposes (for less than a 30night stay). The current accommodations tax rate is $7.5 \%$.

## Admissions Tax

This tax is charged for admission to an event such as concerts, nightclubs and theatres. The tax rate for admission to an event is $5.0 \%$ of the price of the ticket or admission. Any admission fee paid or charged to participate in a racing event which includes running, walking, biking, or swimming is exempt from this tax.

## Business Use Tax

Use tax applies to all furniture, fixtures, equipment, supplies and materials purchased for use by your business that are nor for resale. If a person or business hasn't paid the proper city sales tax to the vendor on a taxable purchase, they must report use tax directly to the City. The current City of Boulder use tax rate is $3.86 \%$.

## Construction Use Tax

Construction Use Tax is paid at the time of a building permit application and is based upon $50 \%$ of the valuation of the project. If the project valuation is more than $\$ 25,000$, after the project is complete the contractor is required to file a reconciliation return to determine whether additional tax is due, or a refund is due based upon the actual value of taxable personal property and services included in project. This tax is therefore dependent upon the number and value of construction projects permitted in a year and can vary significantly year to year, and because it is collected at the time of permitting the revenue is in advance of visible construction activity. The current construction use tax rate is $3.86 \%$.

## Disposable Bag Fee

The city requires a 10-cent fee for disposable plastic and paper checkout bags at all grocery stores in Boulder. The bag fee does not apply to restaurants, bulk or produce bags, newspaper bags, or any other kind of food packaging bags.

## Food Service Tax

This tax is applied to food and beverage prepared and served by food service establishments. The food service tax of $0.15 \%$ is added to the current sales tax rate of $3.86 \%$ resulting in a total tax rate of $4.01 \%$. This tax is not applied to food purchased for home consumption from grocery/convenience stores.

## Marijuana Taxes

The city's $3.86 \%$ sales tax applies to the sale of both medical and recreational marijuana. In addition, the city has a $3.5 \%$ additional recreational marijuana tax and $5.0 \%$ excise tax on the transfer of marijuana from a recreational marijuana cultivation facility to a marijuana infused product facility, testing facility or recreational marijuana store. In addition, the city receives a revenue share back from state recreational marijuana taxes.

## Motor Vehicle Use Tax

If sales tax is not paid at the time of purchasing a vehicle, a Motor Vehicle Use Tax is due at the time a vehicle is registered or titled to an address within the city. The current use tax rate is 3.86\%.

## Short Term Rental Tax

This tax is charged for leasing or renting properties by Boulder homeowners for less than 30 days at a time. The current short-term rental tax rate is $7.5 \%$.

## Sugar Sweetened Beverage Product Distribution Tax

The Sugar Sweetened Beverage Product Distribution Tax is a voter-initiated tax that was adopted by Boulder voters in the November 2016 election. It places a 2-cent per ounce excise tax on the distribution of beverages with added sugar and other sweeteners. The tax took effect on July 1, 2017 and revenue will be spent on health promotion, general wellness programs and chronic disease prevention that improve health equity, and other health programs (especially for residents with low income and those most affected by chronic disease) linked to sugary drink consumption.

## Trash Tax

The trash tax is an occupation tax on trash haulers serving customers within the city limits and helps fund waste reduction efforts in Boulder. Most haulers pass the tax on to customers as part of their trash service bills. Boulder also has a waste hauling ordinance that applies to all haulers. The current trash tax rates are $\$ 3.50$ per month for households and $\$ 0.85$ per cubic yard of trash for businesses and multifamily units that use centralized dumpsters.

Exhibit 1: Sales and Use Tax by Category, Industry and Location

| Total Net Sales/Use Tax Receipts by <br> Tax Category | December YTD Actual |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | \% Change | \% of Total |
| Sales Tax | $\$ 105,659,001$ | $\$ 108,601,602$ | $2.78 \%$ | $77.21 \%$ |
| Business Use Tax | $14,485,760$ | $14,175,741$ | $-2.14 \%$ | $10.08 \%$ |
| Construction Use Tax | $9,897,738$ | $13,018,049$ | $31.53 \%$ | $9.26 \%$ |
| Motor Vehicle Use Tax | $4,496,393$ | $4,853,318$ | $7.94 \%$ | $3.45 \%$ |
| Total Sales and Use Tax | $\mathbf{\$ 1 3 4 , 5 3 8 , 8 9 2}$ | $\mathbf{\$ 1 4 0 , 6 4 8 , 7 1 0}$ | $\mathbf{4 . 5 4 \%}$ | $\mathbf{1 0 0 . 0 0 \%}$ |


| Total Net Sales/Use Tax Receipts by <br> Industry Type | December YTD Actual |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | \% Change | \% of Total |
| Apparel Stores | $\$ 4,449,297$ | $\$ 4,512,306$ | $1.42 \%$ | $3.21 \%$ |
| Automotive Trade | $9,589,021$ | $9,862,452$ | $2.85 \%$ | $7.01 \%$ |
| Building Material - Retail | $4,628,316$ | $4,642,390$ | $0.30 \%$ | $3.30 \%$ |
| Computer Related Business Sector | $7,192,614$ | $7,570,903$ | $5.26 \%$ | $5.38 \%$ |
| Construction Sales / Use Tax | $10,720,417$ | $13,452,133$ | $25.48 \%$ | $9.56 \%$ |
| Consumer Electronics | $2,261,086$ | $2,794,256$ | $23.58 \%$ | $1.99 \%$ |
| Eating Places | $17,607,789$ | $18,194,140$ | $3.33 \%$ | $12.94 \%$ |
| Food Stores | $17,114,470$ | $16,736,090$ | $(2.21 \%)$ | $11.90 \%$ |
| General Retail | $25,769,196$ | $27,067,256$ | $5.04 \%$ | $19.24 \%$ |
| Home Furnishings | $3,531,658$ | $3,573,642$ | $1.19 \%$ | $2.54 \%$ |
| Medical Marijuana | 621,660 | 394,425 | $(36.55 \%)$ | $0.28 \%$ |
| Rec Marijuana | $3,333,839$ | $3,732,711$ | $11.96 \%$ | $2.65 \%$ |
| Transportation/Utilities | $8,274,319$ | $8,173,171$ | $(1.22 \%)$ | $5.81 \%$ |
| All Other | $19,445,210$ | $19,942,835$ | $2.56 \%$ | $14.18 \%$ |
| Total Sales and Use Tax | $\mathbf{\$ 1 3 4 , 5 3 8 , 8 9 2}$ | $\mathbf{\$ 1 4 0 , 6 4 8 , 7 1 0}$ | $\mathbf{4 . 5 4 \%}$ | $\mathbf{1 0 0 . 0 0 \%}$ |


| Total Net Sales/Use Tax Receipts by <br> Geographic Area | December YTD Actual |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | \% Change | \% of Total |
| 29th Street | $\$ 8,651,725$ | $\$ 8,955,329$ | $3.51 \%$ | $6.37 \%$ |
| Airport | $3,728,786$ | 111,924 | $(97.00 \%)$ | $0.08 \%$ |
| Basemar | $1,988,758$ | $2,061,487$ | $3.66 \%$ | $1.47 \%$ |
| Boulder County | $1,468,971$ | $1,583,414$ | $7.79 \%$ | $1.13 \%$ |
| Boulder Industrial | $13,310,534$ | $12,908,478$ | $(3.02 \%)$ | $9.18 \%$ |
| BVRC-Boulder Valley Regional Center | $25,349,357$ | $27,509,019$ | $8.52 \%$ | $19.56 \%$ |
| Colorado All Other | 611,448 | 633,660 | $3.63 \%$ | $0.45 \%$ |
| County Clerk | $4,496,393$ | $4,853,318$ | $7.94 \%$ | $3.45 \%$ |
| Downtown | $10,836,431$ | $10,668,497$ | $(1.55 \%)$ | $7.59 \%$ |
| Downtown Extension | 720,573 | 507,259 | $(29.60 \%)$ | $0.36 \%$ |
| East Downtown | 970,443 | $1,211,990$ | $24.89 \%$ | $0.86 \%$ |
| Gunbarrel Commercial | $1,604,237$ | $1,563,490$ | $(2.54 \%)$ | $1.11 \%$ |
| Gunbarrel Industrial | $5,986,618$ | $6,406,721$ | $7.02 \%$ | $4.56 \%$ |
| Metro Denver | $4,574,460$ | $4,932,702$ | $7.83 \%$ | $3.51 \%$ |
| N. 28th St Commercial | $6,472,008$ | $6,522,935$ | $0.79 \%$ | $4.64 \%$ |
| N. Broadway Annex | 428,298 | 484,903 | $13.22 \%$ | $0.34 \%$ |
| North Broadway | $1,820,062$ | $1,741,708$ | $(4.31 \%)$ | $1.24 \%$ |
| Out of State | $16,687,646$ | $17,181,611$ | $2.96 \%$ | $12.22 \%$ |
| Pearl Street Mall | $4,226,833$ | $4,517,234$ | $6.87 \%$ | $3.21 \%$ |
| Public Utilities | $4,860,064$ | $4,761,626$ | $(2.03 \%)$ | $3.39 \%$ |
| Table Mesa | $2,942,407$ | $3,286,929$ | $11.71 \%$ | $2.34 \%$ |
| The Meadows | $1,131,452$ | $1,026,505$ | $(9.28 \%)$ | $0.73 \%$ |
| UHGID (the 'hill') | $1,486,253$ | $1,542,317$ | $3.77 \%$ | $1.10 \%$ |
| University of Colorado | $1,300,466$ | $1,303,749$ | $0.25 \%$ | $0.93 \%$ |
| Unlicensed Receipts | 359,258 | 962,508 | $167.92 \%$ | $0.68 \%$ |
| All Other Boulder | $8,525,411$ | $13,409,397$ | $57.29 \%$ | $9.53 \%$ |
| Total Sales and Use Tax | $\mathbf{\$ 1 3 4 , 5 3 8 , \mathbf { 8 9 2 }}$ | $\mathbf{\$ 1 4 0 , 6 4 8 , 7 1 0}$ | $\mathbf{4 . 5 4 \%}$ | $\mathbf{1 0 0 . 0 0 \%}$ |
|  |  |  |  |  |

## Exhibit 2: Sales Tax and Use Tax Separately by Industry and Location

| SALES TAX BY INDUSTRY |  |  |  | INDUSTRY | USE TAX BY INDUSTRY |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December YTD |  |  |  |  | December YTD |  |  |  |
| 2017 | 2018 | \$ Change | \% Change |  | 2017 | 2018 | \$ Change | \% Change |
| 4,412,948 | 4,452,509 | 39,561 | 0.90\% | Apparel Stores | 36,349 | 59,797 | 23,448 | 64.51\% |
| 5,022,759 | 4,908,119 | $(114,640)$ | (2.28\%) | Automotive Trade | 4,566,262 | 4,954,333 | 388,071 | 8.50\% |
| 4,611,673 | 4,609,340 | $(2,333)$ | (0.05\%) | Building Material - Retail | 16,643 | 33,050 | 16,407 | 98.58\% |
| 3,396,589 | 2,572,170 | $(824,419)$ | (24.27\%) | Computer Related Business Sector | 3,796,025 | 4,998,733 | 1,202,708 | 31.68\% |
| 634,174 | 783,189 | 149,015 | 23.50\% | Construction Sales / Use Tax | 10,086,243 | 12,668,944 | 2,582,701 | 25.61\% |
| 2,011,452 | 2,566,500 | 555,048 | 27.59\% | Consumer Electronics | 249,634 | 227,756 | $(21,878)$ | (8.76\%) |
| 17,433,097 | 18,056,034 | 622,937 | 3.57\% | Eating Places | 174,692 | 138,106 | $(36,586)$ | (20.94\%) |
| 16,933,164 | 16,474,831 | $(458,333)$ | (2.71\%) | Food Stores | 181,306 | 261,259 | 79,953 | 44.10\% |
| 23,577,011 | 25,093,752 | 1,516,741 | 6.39\% | General Retail | 2,192,185 | 1,973,504 | $(218,681)$ | (9.98\%) |
| 3,510,575 | 3,558,716 | 48,141 | 1.37\% | Home Furnishings | 21,083 | 14,926 | $(6,157)$ | (29.20\%) |
| 580,251 | 381,997 | $(198,254)$ | (34.17\%) | Medical Marijuana | 41,409 | 12,428 | $(28,981)$ | (69.99\%) |
| 3,252,511 | 3,531,568 | 279,057 | 8.58\% | Rec Marijuana | 81,328 | 201,143 | 119,815 | 147.32\% |
| 7,957,649 | 7,845,789 | $(111,860)$ | (1.41\%) | Transportation/Utilities | 316,670 | 327,382 | 10,712 | 3.38\% |
| 12,325,148 | 13,767,088 | 1,441,940 | 11.70\% | All Other | 7,120,062 | 6,175,747 | $(944,315)$ | (13.26\%) |
| 105,659,001 | 108,601,602 | 2,942,601 | 2.77\% | Total | 28,879,891 | 32,047,108 | 3,167,217 | 10.97\% |


| SALES TAX BY LOCATION |  |  |  | LOCATION | USE TAX BY LOCATION |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December YTD |  |  |  |  | December YTD |  |  |  |
| 2017 | 2018 | \$ Change | \% Change |  | 2017 | 2018 | \$ Change | \% Change |
| 8,550,782 | 8,661,088 | 110,306 | 1.29\% | 29th Street | 100,943 | 294,241 | 193,298 | 191.49\% |
| 29,033 | 41,497 | 12,464 | 42.93\% | Airport | 3,699,753 | 70,427 | $(3,629,326)$ | (98.10\%) |
| 1,935,011 | 1,976,381 | 41,370 | 2.14\% | Basemar | 53,747 | 85,106 | 31,359 | 58.35\% |
| 1,274,766 | 1,439,534 | 164,768 | 12.93\% | Boulder County | 194,205 | 143,880 | $(50,325)$ | (25.91\%) |
| 7,740,607 | 7,455,820 | $(284,787)$ | (3.68\%) | Boulder Industrial | 5,569,927 | 5,452,658 | $(117,269)$ | (2.11\%) |
| 24,316,864 | 25,174,245 | 857,381 | 3.53\% | BVRC-Boulder Valley Regional Center | 1,032,493 | 2,334,774 | 1,302,281 | 126.13\% |
| 515,573 | 551,559 | 35,986 | 6.98\% | Colorado All Other | 95,875 | 82,101 | $(13,774)$ | (14.37\%) |
| 0 | 0 | 0 | 0.00\% | County Clerk | 4,496,393 | 4,853,318 | 356,925 | 7.94\% |
| 8,908,034 | 8,554,696 | $(353,338)$ | (3.97\%) | Downtown | 1,928,397 | 2,113,801 | 185,404 | 9.61\% |
| 704,221 | 494,659 | $(209,562)$ | (29.76\%) | Downtown Extension | 16,352 | 12,600 | $(3,752)$ | (22.95\%) |
| 798,368 | 854,443 | 56,075 | 7.02\% | East Downtown | 172,075 | 357,547 | 185,472 | 107.79\% |
| 1,566,443 | 1,557,453 | $(8,990)$ | (0.57\%) | Gunbarrel Commercial | 37,794 | 6,037 | $(31,757)$ | (84.03\%) |
| 1,198,428 | 1,198,749 | 321 | 0.03\% | Gunbarrel Industrial | 4,788,190 | 5,207,972 | 419,782 | 8.77\% |
| 4,049,110 | 4,551,033 | 501,923 | 12.40\% | Metro Denver | 525,350 | 381,669 | $(143,681)$ | (27.35\%) |
| 6,156,478 | 6,236,058 | 79,580 | 1.29\% | N. 28th St Commercial | 315,530 | 286,877 | $(28,653)$ | (9.08\%) |
| 410,648 | 419,586 | 8,938 | 2.18\% | N. Broadway Annex | 17,650 | 65,317 | 47,667 | 270.07\% |
| 1,530,665 | 1,560,414 | 29,749 | 1.94\% | North Broadway | 289,397 | 181,294 | $(108,103)$ | (37.35\%) |
| 14,701,288 | 16,146,279 | 1,444,991 | 9.83\% | Out of State | 1,986,358 | 1,035,332 | $(951,026)$ | (47.88\%) |
| 4,178,179 | 4,333,911 | 155,732 | 3.73\% | Pearl Street Mall | 48,654 | 183,323 | 134,669 | 276.79\% |
| 4,728,807 | 4,641,178 | $(87,629)$ | (1.85\%) | Public Utilities | 131,257 | 120,448 | $(10,809)$ | (8.23\%) |
| 2,836,871 | 3,252,195 | 415,324 | 14.64\% | Table Mesa | 105,536 | 34,734 | $(70,802)$ | (67.09\%) |
| 1,088,544 | 1,003,946 | $(84,598)$ | (7.77\%) | The Meadows | 42,908 | 22,559 | $(20,349)$ | (47.42\%) |
| 1,444,396 | 1,531,542 | 87,146 | 6.03\% | UHGID (the "hill') | 41,857 | 10,775 | $(31,082)$ | (74.26\%) |
| 1,290,587 | 1,282,800 | $(7,787)$ | (0.60\%) | University of Colorado | 9,879 | 20,949 | 11,070 | 112.06\% |
| 245,302 | 348,702 | 103,400 | 42.15\% | Unlicensed Receipts | 113,956 | 613,806 | 499,850 | 438.63\% |
| 5,459,996 | 5,333,834 | $(126,162)$ | (2.31\%) | All Other Boulder | 3,065,415 | 8,075,563 | 5,010,148 | 163.44\% |
| 105,659,001 | 108,601,602 | 2,942,601 | 2.78\% | Total | 28,879,891 | 32,047,108 | 3,167,217 | 10.97\% |

Exhibit 3: Sales Tax and Use Tax Separately by Month

| REVENUE CATEGORY | YEAR | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | YTD | Taxable Sales | Change in <br> Taxable <br> Sales | $\begin{aligned} & \text { Tax } \\ & \text { Rate } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Sales Tax |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 2012 | 5,363,498 | 5,129,096 | 6,752,856 | 5,588,402 | 5,993,991 | 7,345,698 | 5,173,618 | 7,406,855 | 7,502,227 | 6,188,194 | 5,693,025 | 9,604,529 | 77,741,989 | 2,279,823,724 |  | 3.41\% |
|  | 2013 | 5,557,163 | 5,824,808 | 7,171,949 | 5,707,649 | 6,197,302 | 7,968,604 | 6,161,076 | 6,944,796 | 7,500,134 | 6,591,707 | 5,934,326 | 9,925,508 | 81,485,022 | 2,389,590,088 | 4.81\% | 3.41\% |
|  | 2014 | 5,965,991 | 6,637,903 | 7,506,181 | 6,619,759 | 6,990,628 | 8,303,288 | 7,020,977 | 7,893,039 | 8,584,506 | 7,452,664 | 7,031,634 | 9,966,741 | 89,973,311 | 2,527,340,197 | 5.76\% | 3.56\% |
|  | 2015 | 6,889,039 | 7,636,464 | 9,068,947 | 7,527,277 | 7,792,804 | 9,273,066 | 8,100,335 | 9,051,520 | 9,341,520 | 8,804,542 | 7,153,674 | 11,395,575 | 102,034,763 | 2,643,387,642 | 4.59\% | 3.86\% |
|  | 2016 | 7,281,270 | 7,416,204 | 8,815,137 | 7,673,363 | 8,489,983 | 9,609,827 | 8,632,064 | 8,954,264 | 10,570,518 | 8,122,561 | 7,743,585 | 12,164,995 | 105,473,771 | 2,732,481,114 | 3.37\% | 3.86\% |
|  | 2017 | 7,685,193 | 6,938,514 | 9,470,080 | 7,751,804 | 8,239,987 | 9,634,982 | 8,440,889 | 8,666,131 | 9,972,380 | 9,009,591 | 7,831,186 | 12,018,264 | 105,659,001 | 2,737,279,819 | 0.18\% | 3.86\% |
|  | 2018 | 7,849,996 | 7,028,188 | 9,445,995 | 7,925,005 | 8,377,442 | 10,016,816 | 8,891,244 | 9,487,763 | 10,432,914 | 8,750,989 | 8,178,775 | 12,216,475 | 108,601,602 | 2,813,513,005 | 2.78\% | 3.86\% |
| Change from prior year (month) |  | 2.14\% | 1.29\% | -0.25\% | 2.23\% | 1.67\% | 3.96\% | 5.34\% | 9.48\% | 4.62\% | -2.87\% | 4.44\% | 1.65\% |  |  |  |  |
| Change from prior year (YTD) |  | 2.14\% | 1.74\% | 0.96\% | 1.27\% | 1.35\% | 1.86\% | 2.36\% | 3.28\% | 3.46\% | 2.79\% | 2.93\% | 2.78\% | 2.78\% |  |  |  |
| Business \& Vehicle Use Tax |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 2012 | 763,425 | 768,579 | 859,142 | 976,451 | 1,212,064 | 1,041,575 | 722,989 | 940,127 | 957,894 | 1,417,818 | 737,310 | 1,469,940 | 11,867,314 | 348,015,073 |  | 3.41\% |
|  | 2013 | 1,132,015 | 762,369 | 979,120 | 866,142 | 911,993 | 963,938 | 835,063 | 767,954 | 1,338,775 | 1,121,736 | 807,130 | 1,522,486 | 12,008,721 | 352,161,906 | 1.19\% | 3.41\% |
|  | 2014 | 924,895 | 905,714 | 1,324,127 | 1,727,986 | 666,706 | 2,541,847 | 1,056,846 | 1,297,348 | 1,409,960 | 1,012,343 | 1,011,907 | 1,429,435 | 15,309,114 | 430,031,292 | 22.11\% | 3.56\% |
|  | 2015 | 1,274,337 | 1,134,561 | 1,713,016 | 965,772 | 1,127,357 | 1,638,029 | 1,002,535 | 1,267,096 | 2,381,899 | 1,161,419 | 942,357 | 1,945,294 | 16,553,672 | 428,851,606 | -0.27\% | 3.86\% |
|  | 2016 | 1,315,821 | 2,372,877 | 1,376,970 | 1,353,478 | 1,019,194 | 1,606,928 | 1,576,860 | 1,215,718 | 1,287,791 | 1,199,518 | 1,089,711 | 1,699,856 | 17,114,722 | 443,386,580 | 3.39\% | 3.86\% |
|  | 2017 | 1,201,117 | 1,039,550 | 1,350,761 | 1,002,139 | 1,069,886 | 1,274,550 | 1,023,652 | 1,465,764 | 1,527,395 | 1,230,066 | 1,125,223 | 5,672,050 | 18,982,153 | 491,765,622 | 10.91\% | 3.86\% |
|  | 2018 | 1,290,009 | 1,294,445 | 1,752,255 | 1,301,775 | 1,313,087 | 1,628,223 | 1,417,553 | 1,197,408 | 2,465,472 | 1,884,074 | 1,429,518 | 2,055,240 | 19,029,059 | 492,980,816 | 0.25\% | 3.86\% |
| Change from prior year (month) |  | 7.40\% | 24.52\% | 29.72\% | 29.90\% | 22.73\% | 27.75\% | 38.48\% | -18.31\% | 61.42\% | 53.17\% | 27.04\% | -63.77\% |  |  |  |  |
| Change from prior year (YTD) |  | 7.40\% | 15.34\% | 20.75\% | 22.75\% | 22.74\% | 23.66\% | 25.57\% | 18.75\% | 24.70\% | 27.57\% | 27.53\% | 0.25\% | 0.25\% |  |  |  |
| Construction Use Tax |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 2012 | 385,392 | 1,697,312 | 315,868 | 503,719 | 340,731 | 377,216 | 595,334 | 214,896 | 422,866 | 473,523 | 799,552 | 371,254 | 6,497,663 | 190,547,302 |  | 3.41\% |
|  | 2013 | 732,539 | 941,380 | 298,613 | 577,351 | 366,959 | 728,141 | 845,123 | 1,182,131 | 1,196,147 | 876,749 | 622,491 | 1,511,632 | 9,879,256 | 289,714,252 | 52.04\% | 3.41\% |
|  | 2014 | 716,119 | 1,111,061 | 600,233 | 430,524 | 571,269 | 1,688,472 | 373,129 | 379,130 | 713,014 | 908,032 | 325,754 | 1,557,635 | 9,374,372 | 263,325,056 | -9.11\% | 3.56\% |
|  | 2015 | 387,123 | 680,064 | 2,527,741 | 776,513 | 1,008,019 | 985,050 | 583,353 | 986,617 | 532,910 | 1,329,731 | 850,259 | 763,790 | 11,411,170 | 295,626,166 | 12.27\% | 3.86\% |
|  | 2016 | 1,545,717 | 1,134,734 | 968,302 | 1,481,245 | 1,362,485 | 900,269 | 1,360,909 | 464,057 | 1,326,163 | 379,898 | 667,293 | 460,763 | 12,051,835 | 312,223,705 | 5.61\% | 3.86\% |
|  | 2017 | 1,151,588 | 511,519 | 747,890 | 408,887 | 458,555 | 1,517,412 | 633,799 | 576,268 | 917,519 | 371,415 | 1,563,238 | 1,039,648 | 9,897,738 | 256,418,083 | -17.87\% | 3.86\% |
|  | 2018 | 750,070 | 567,218 | 1,301,336 | 1,741,557 | 1,665,150 | 981,039 | 708,659 | 1,225,118 | 968,412 | 1,311,886 | 1,026,592 | 771,012 | 13,018,049 | 337,255,155 | 31.53\% | 3.86\% |
| Change from prior year (month) |  | -34.87\% | 10.89\% | 74.00\% | 325.93\% | 263.13\% | -35.35\% | 11.81\% | 112.60\% | 5.55\% | 253.21\% | -34.33\% | -25.84\% |  |  |  |  |
| Change from prior year (YTD) |  | -34.87\% | -20.79\% | 8.61\% | 54.62\% | 83.79\% | 46.09\% | 42.09\% | 48.86\% | 43.12\% | 53.81\% | 38.26\% | 31.53\% | 31.53\% |  |  |  |
| TOTAL |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 2012 | 6,512,315 | 7,594,986 | 7,927,866 | 7,068,572 | 7,546,786 | 8,764,489 | 6,491,941 | 8,561,878 | 8,882,987 | 8,079,534 | 7,229,887 | 11,445,724 | 96,106,965 | 2,818,386,070 |  | 3.41\% |
|  | 2013 | 7,421,718 | 7,528,557 | 8,449,682 | 7,151,142 | 7,476,254 | 9,660,683 | 7,841,262 | 8,894,882 | 10,035,056 | 8,590,192 | 7,363,947 | 12,959,626 | 103,373,001 | 3,031,466,305 | 7.56\% | 3.41\% |
|  | 2014 | 7,607,004 | 8,654,678 | 9,430,540 | 8,778,270 | 8,228,603 | 12,533,606 | 8,450,953 | 9,569,517 | 10,707,479 | 9,373,039 | 8,369,295 | 12,953,810 | 114,656,794 | 3,220,696,461 | 6.24\% | 3.56\% |
|  | 2015 | 8,550,499 | 9,451,089 | 13,309,705 | 9,269,562 | 9,928,180 | 11,896,145 | 9,686,223 | 11,305,233 | 12,256,328 | 11,295,692 | 8,946,290 | 14,104,659 | 129,999,605 | 3,367,865,415 | 4.57\% | 3.86\% |
|  | 2016 | 10,142,808 | 10,923,815 | 11,160,409 | 10,508,085 | 10,871,663 | 12,117,024 | 11,569,833 | 10,634,038 | 13,184,471 | 9,701,977 | 9,500,589 | 14,325,614 | 134,640,326 | 3,488,091,347 | 3.57\% | 3.86\% |
|  | 2017 | 10,037,898 | 8,489,583 | 11,568,731 | 9,162,830 | 9,768,428 | 12,426,944 | 10,098,340 | 10,708,164 | 12,417,294 | 10,611,072 | 10,519,646 | 18,729,962 | 134,538,892 | 3,485,463,523 | -0.08\% | 3.86\% |
|  | 2018 | 9,890,075 | 8,889,851 | 12,499,586 | 10,968,337 | 11,355,679 | 12,626,078 | 11,017,456 | 11,910,289 | 13,866,798 | 11,946,949 | 10,634,885 | 15,042,727 | 140,648,710 | 3,643,748,976 | 4.54\% | 3.86\% |
| Change from prior year (month) |  | -1.47\% | 4.71\% | 8.05\% | 19.70\% | 16.25\% | 1.60\% | 9.10\% | 11.23\% | 11.67\% | 12.59\% | 1.10\% | -19.69\% |  |  |  |  |
| Change from prior year (YTD) |  | -1.47\% | 1.36\% | 3.93\% | 7.61\% | 9.33\% | 7.77\% | 7.96\% | 8.38\% | 8.82\% | 9.20\% | 8.46\% | 4.54\% | 4.54\% |  |  |  |


[^0]:    ${ }^{1}$ Some geographic sub-areas have been combined, see Exhibit 2 for sub-area breakdowns.

[^1]:    ${ }^{2}$ Rec Marijuana excludes state share back payments. Note: Totals may not tie to exhibits due to rounding.

