

**CITY OF LOUISVILLE**

**Revenue History  
2011 through 2016**

YEAR	MONTH	SALES TAX	USE TAX	BLDG USE TAX	AUTO USE TAX	LODGING TAX	AUDIT REVENUE	TOTAL	
2016	JANUARY	886,723	222,163	174,842	100,855	25,767	8,203	1,418,554	
	FEBRUARY	920,875	109,063	76,430	97,034	28,321	23,180	1,254,904	
	MARCH	1,054,128	112,590	159,627	121,325	32,422	21,364	1,501,456	
	APRIL	949,906	131,439	62,683	109,192	35,442	122,599	1,411,260	
	MAY	1,032,963	93,047	235,856	90,115	48,597	24,809	1,525,386	
	JUNE	1,216,853	145,283	510,772	109,738	56,221	8,832	2,047,699	
	JULY	1,136,035	65,541	161,699	140,522	61,691	233	1,565,722	
	AUGUST	1,050,800	124,102	155,447	112,981	60,005	3,013	1,506,350	
	SEPTEMBER	1,153,466	101,636	64,269	115,244	49,801	12,266	1,496,681	
	OCTOBER	1,003,857	244,682	305,287	124,471	46,278	3,267	1,727,843	
	NOVEMBER							-	-
	DECEMBER								-
	YTD TOTALS		10,405,607	1,349,547	1,906,913	1,121,477	444,545	227,767	15,455,856
YTD Variance % to Prior Year		7.5%	33.8%	29.9%	2.0%	7.0%	-47.4%	9.6%	
2015	JANUARY	930,279	85,960	65,576	106,340	24,681	10,554	1,223,389	
	FEBRUARY	751,446	89,441	35,569	113,225	23,429	64,859	1,077,969	
	MARCH	966,850	124,548	136,921	111,521	30,900	52,296	1,423,036	
	APRIL	926,082	94,037	93,561	89,588	34,080	72,649	1,309,996	
	MAY	931,057	89,679	157,466	93,186	47,601	36,203	1,355,193	
	JUNE	1,116,715	136,236	42,484	99,549	51,846	6,755	1,453,585	
	JULY	1,026,333	68,703	472,951	107,445	57,071	29,908	1,762,410	
	AUGUST	983,178	95,308	214,635	131,001	55,216	61,248	1,540,586	
	SEPTEMBER	1,097,796	122,579	98,891	123,913	45,015	42,235	1,530,430	
	OCTOBER	948,794	101,783	149,737	123,187	45,615	56,024	1,425,141	
	NOVEMBER	933,235	119,106	72,504	131,168	28,694	19,884	1,304,591	
	DECEMBER	1,360,790	145,597	45,098	142,083	22,498	8,276	1,724,342	
	YTD TOTALS		11,972,557	1,272,978	1,585,392	1,372,205	466,646	460,891	17,130,668
YTD Variance % to Prior Year		7.0%	18.7%	30.0%	11.0%	9.2%	-44.0%	7.3%	
2014	JANUARY	798,792	56,727	40,650	141,060	22,487	137,276	1,196,991	
	FEBRUARY	708,164	72,199	196,461	83,341	22,789	18,193	1,101,147	
	MARCH	891,756	88,634	99,076	98,457	27,659	145,636	1,351,217	
	APRIL	990,489	88,362	93,637	117,881	29,651	42,908	1,362,927	
	MAY	928,421	59,387	270,829	85,769	41,240	2,776	1,388,422	
	JUNE	1,013,900	111,632	102,883	88,813	47,149	29,230	1,393,608	
	JULY	866,647	114,724	70,466	79,622	54,076	15,679	1,201,213	
	AUGUST	983,356	87,629	46,088	105,531	51,658	156,497	1,430,760	
	SEPTEMBER	974,352	99,986	58,752	116,646	41,146	7,841	1,298,723	
	OCTOBER	876,022	79,004	57,992	109,404	40,328	51,399	1,214,149	
	NOVEMBER	867,460	66,255	157,394	85,387	27,146	212,991	1,416,633	
	DECEMBER	1,294,297	147,830	24,949	123,793	21,905	3,019	1,615,792	
	YTD TOTALS		11,193,655	1,072,369	1,219,177	1,235,702	427,234	823,445	15,971,583
YTD Variance % to Prior Year		7.5%	13.3%	1.6%	8.9%	12.4%	-5.7%	6.8%	
2013	JANUARY	777,242	(29,020)	184,731	86,731	20,848	75,241	1,115,772	
	FEBRUARY	669,879	70,363	69,470	80,297	19,921	12,621	922,552	
	MARCH	820,313	74,217	263,140	106,476	22,836	29,624	1,316,606	
	APRIL	870,965	61,435	78,235	95,575	26,040	13,499	1,145,748	
	MAY	918,954	69,690	54,267	83,905	35,636	121,805	1,284,257	
	JUNE	895,906	116,514	120,854	68,997	40,725	64,668	1,307,664	
	JULY	856,770	44,927	91,461	89,328	46,440	57,571	1,186,497	
	AUGUST	821,538	38,974	87,374	124,484	41,990	7,939	1,122,299	
	SEPTEMBER	1,017,791	114,209	19,729	90,523	37,157	11,137	1,290,547	
	OCTOBER	827,461	53,102	130,501	117,513	42,825	207,939	1,379,340	
	NOVEMBER	812,544	70,204	79,635	82,127	26,122	143,923	1,214,555	
	DECEMBER	1,125,418	261,530	20,236	108,929	19,492	126,849	1,662,455	
	YTD TOTALS		10,414,782	946,144	1,199,631	1,134,885	380,033	872,817	14,948,292
YTD Variance % to Prior Year		6.8%	-7.9%	40.5%	16.4%	3.9%	131.5%	12.0%	
2012	JANUARY	681,326	32,851	27,928	70,085	21,299	-	833,489	
	FEBRUARY	656,603	52,354	40,696	81,880	21,356	2,109	854,997	
	MARCH	816,468	79,749	109,195	79,824	24,428	2,410	1,112,074	
	APRIL	757,617	47,489	150,645	59,779	24,803	12,949	1,053,282	
	MAY	855,685	90,373	55,162	65,752	37,456	49,231	1,153,658	
	JUNE	890,833	108,900	89,259	80,272	45,122	9,662	1,224,048	
	JULY	794,745	27,905	88,794	80,362	40,743	12,508	1,045,056	
	AUGUST	776,002	24,579	62,942	88,605	46,121	160,774	1,159,024	
	SEPTEMBER	836,117	71,431	35,963	83,421	34,550	9,971	1,071,452	
	OCTOBER	737,769	30,677	87,218	116,085	31,783	2,806	1,006,338	
	NOVEMBER	855,913	51,205	15,558	76,425	20,814	7,825	1,027,740	
	DECEMBER	1,091,578	409,811	90,571	92,223	17,408	106,845	1,808,436	
	YTD TOTALS		9,750,654	1,027,323	853,932	974,711	365,884	377,090	13,349,594
YTD Variance % to Prior Year		7.0%	86.8%	16.2%	8.4%	9.0%	160.1%	13.4%	

**City of Louisville, Colorado  
Total Sales Tax Revenue  
2012 -2016**

Month Of Sale	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Projection	2016 Actual	Mnthly % Of 2015	Y-T-D % Of 2015	Mnthly % Of Proj	Y-T-D % Of Proj
Jan	681,326	778,705	800,685	938,911	947,859	890,050	94.8%	94.8%	93.9%	93.9%
Feb	658,227	677,256	708,418	808,454	849,537	922,502	114.1%	103.7%	108.6%	100.8%
Mar	818,491	821,853	985,745	979,639	1,055,302	1,055,715	107.8%	105.2%	100.0%	100.5%
Apr	758,944	882,437	993,747	968,100	1,008,818	964,682	99.6%	103.7%	95.6%	99.3%
May	875,629	943,909	929,994	944,922	1,058,213	1,043,401	110.4%	105.1%	98.6%	99.1%
Jun	900,308	950,701	1,015,778	1,120,140	1,159,400	1,218,023	108.7%	105.8%	105.1%	100.3%
Jul	806,223	864,327	871,158	1,038,928	1,045,409	1,136,243	109.4%	106.3%	108.7%	101.5%
Aug	787,880	828,581	1,096,941	993,159	1,027,609	1,053,719	106.1%	106.3%	102.5%	101.6%
Sep	843,703	1,023,383	980,918	1,103,330	1,108,222	1,154,610	104.6%	106.1%	104.2%	101.9%
Oct	736,736	828,537	907,968	954,697	1,003,212	1,003,914	105.2%	106.0%	100.1%	101.7%
Nov	863,243	817,829	869,528	935,693	1,002,276	-	0.0%	96.8%	0.0%	92.7%
Dec	1,093,262	1,129,807	1,294,795	1,364,240	1,356,034	-	0.0%	85.9%	0.0%	82.7%
<b>Totals</b>	<b>9,823,972</b>	<b>10,547,325</b>	<b>11,455,676</b>	<b>12,150,213</b>	<b>12,621,890</b>	<b>10,442,859</b>				
<b>% Of Change</b>	<b>7.1%</b>	<b>7.4%</b>	<b>8.6%</b>	<b>6.1%</b>	<b>10.2%</b>					

**City of Louisville, Colorado  
Lodging Tax Revenue  
2012 -2016**

Month Of Sale	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Projection	2016 Actual	Mnthly % Of 2015	Y-T-D % Of 2015	Mnthly % Of Proj	Y-T-D % Of Proj
Jan	21,299	20,848	22,487	24,681	29,448	25,767	104.4%	104.4%	87.5%	87.5%
Feb	21,356	19,921	22,789	23,429	29,036	28,321	120.9%	112.4%	97.5%	92.5%
Mar	24,428	22,836	27,659	33,963	32,277	32,422	95.5%	105.4%	100.4%	95.3%
Apr	24,803	26,040	29,651	34,080	34,073	35,442	104.0%	105.0%	104.0%	97.7%
May	37,456	35,636	41,240	47,601	50,233	48,597	102.1%	104.1%	96.7%	97.4%
Jun	45,122	40,725	47,149	51,846	53,594	56,221	108.4%	105.2%	104.9%	99.2%
Jul	40,743	46,440	54,917	57,071	58,268	61,691	108.1%	105.8%	105.9%	100.5%
Aug	46,121	41,990	51,658	55,216	57,863	60,005	108.7%	106.3%	103.7%	101.1%
Sep	34,550	37,157	41,146	45,015	46,442	49,801	110.6%	106.8%	107.2%	101.8%
Oct	31,783	42,825	40,328	45,615	47,508	46,278	101.5%	106.2%	97.4%	101.3%
Nov	20,814	26,122	27,146	28,694	32,676	-	0.0%	99.4%	0.0%	94.3%
Dec	17,408	19,492	21,905	22,498	26,471	-	0.0%	94.6%	0.0%	89.3%
<b>Totals</b>	<b>365,884</b>	<b>380,033</b>	<b>428,075</b>	<b>469,709</b>	<b>497,890</b>	<b>444,545</b>				
<b>% Of Change</b>	<b>9.0%</b>	<b>3.9%</b>	<b>12.6%</b>	<b>9.7%</b>	<b>16.3%</b>					

**City of Louisville, Colorado  
Auto Use Tax Revenue  
2012 -2016**

Month Of Sale	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Projection	2016 Actual	Mnthly % Of 2015	Y-T-D % Of 2015	Mnthly % Of Proj	Y-T-D % Of Proj
Jan	70,085	86,731	141,060	106,340	116,166	100,855	94.8%	94.8%	86.8%	86.8%
Feb	81,880	80,297	83,341	113,225	109,975	97,034	85.7%	90.1%	88.2%	87.5%
Mar	79,824	106,476	98,457	111,521	119,663	121,325	108.8%	96.4%	101.4%	92.3%
Apr	59,779	95,575	117,881	89,588	107,962	109,192	121.9%	101.8%	101.1%	94.4%
May	65,752	83,905	85,769	93,186	105,168	90,115	96.7%	100.9%	85.7%	92.8%
Jun	80,272	68,997	88,813	99,549	112,643	109,738	110.2%	102.4%	97.4%	93.5%
Jul	80,362	89,328	79,622	107,445	112,730	140,522	130.8%	106.6%	124.7%	98.0%
Aug	88,605	124,484	105,531	131,001	129,335	112,981	86.2%	103.5%	87.4%	96.5%
Sep	83,421	90,523	116,646	123,913	132,590	115,244	93.0%	102.2%	86.9%	95.3%
Oct	116,085	117,513	109,404	123,187	134,637	124,471	101.0%	102.0%	92.4%	95.0%
Nov	76,425	82,127	85,387	131,168	108,529	-	0.0%	91.2%	0.0%	87.0%
Dec	92,223	108,929	123,793	142,083	117,113	-	0.0%	81.7%	0.0%	79.7%
<b>Totals</b>	<b>974,711</b>	<b>1,134,885</b>	<b>1,235,702</b>	<b>1,372,205</b>	<b>1,406,510</b>	<b>1,121,477</b>				
<b>% Of Change</b>	<b>8.4%</b>	<b>16.4%</b>	<b>8.9%</b>	<b>11.0%</b>	<b>13.8%</b>					

**City of Louisville, Colorado  
Building Use Tax Revenue  
2012 -2016**

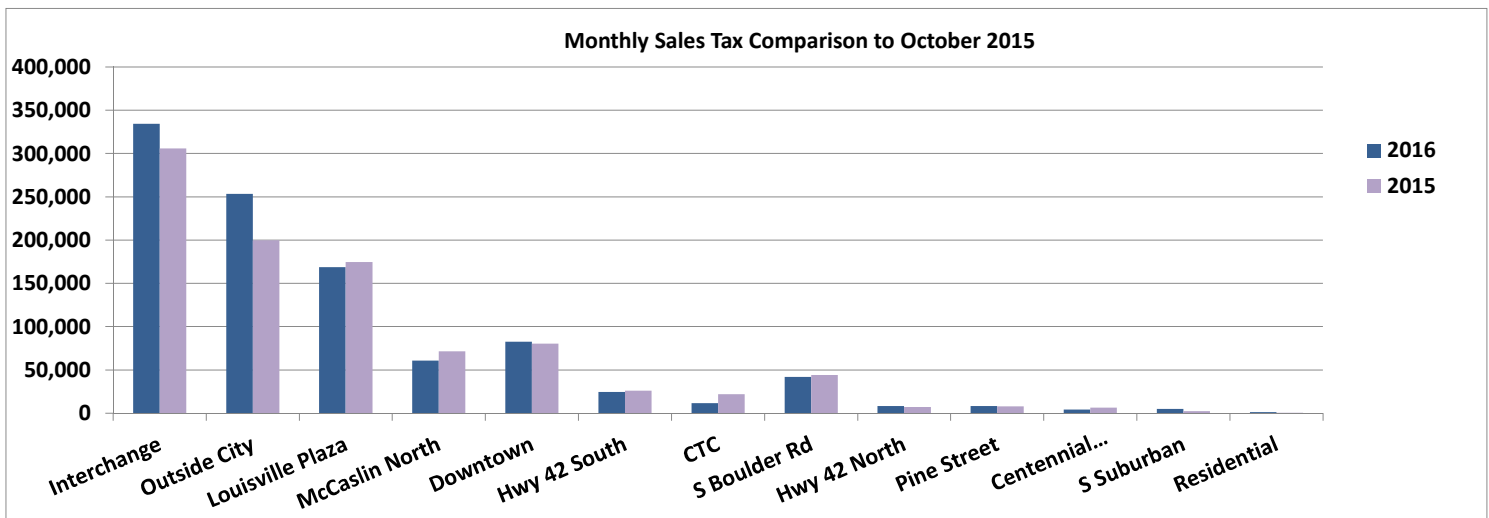
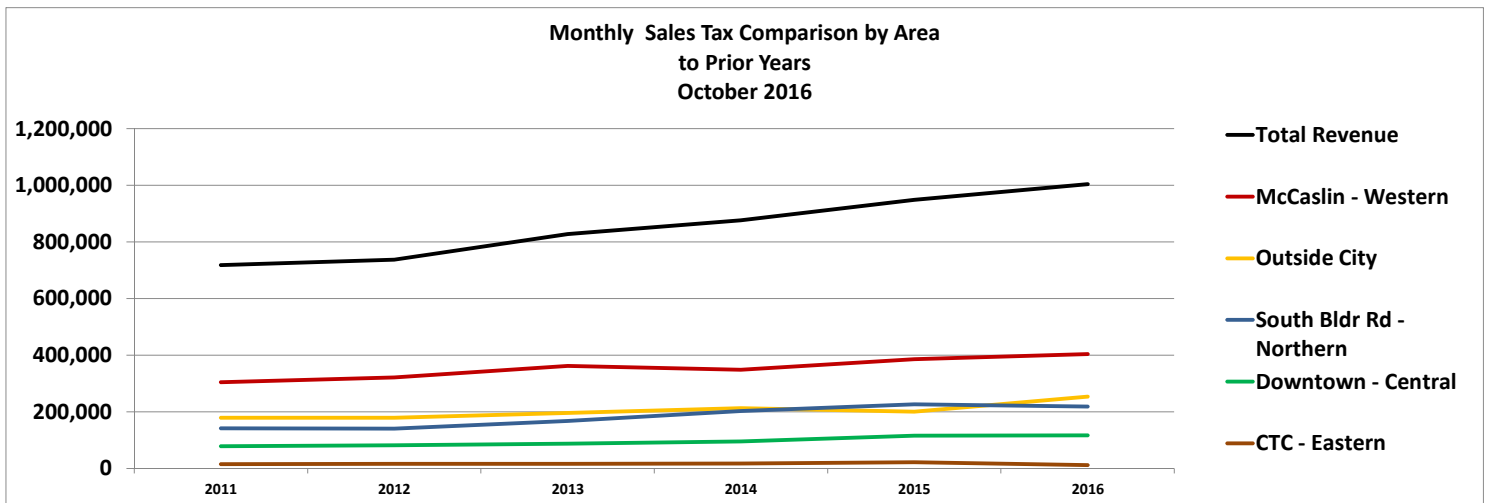
<b>Month Of Sale</b>	<b>2012 Actual</b>	<b>2013 Actual</b>	<b>2014 Actual</b>	<b>2015 Actual</b>	<b>2016 Projection</b>	<b>2016 Actual</b>	<b>Mnthly % Of 2015</b>	<b>Y-T-D % Of 2015</b>	<b>Mnthly % Of Proj</b>	<b>Y-T-D % Of Proj</b>
Jan	27,928	184,731	40,650	65,576	143,059	174,842	266.6%	266.6%	122.2%	122.2%
Feb	40,696	69,470	196,461	35,569	144,666	76,430	214.9%	248.4%	52.8%	87.3%
Mar	109,195	263,140	99,076	136,921	215,011	159,627	116.6%	172.6%	74.2%	81.7%
Apr	150,645	78,235	93,637	93,561	168,344	62,683	67.0%	142.8%	37.2%	70.6%
May	55,162	54,267	270,829	157,466	264,554	235,856	149.8%	145.1%	89.2%	75.8%
Jun	89,259	120,854	102,883	42,484	172,023	510,772	1202.3%	229.5%	296.9%	110.2%
Jul	88,794	91,461	70,466	472,951	261,448	161,699	34.2%	137.6%	61.8%	100.9%
Aug	62,942	87,374	46,088	214,635	210,929	155,447	72.4%	126.1%	73.7%	97.3%
Sep	35,963	19,729	58,752	98,891	138,209	64,269	65.0%	121.5%	46.5%	93.2%
Oct	87,218	130,501	57,992	149,737	190,930	305,287	203.9%	129.9%	159.9%	99.9%
Nov	15,558	79,635	157,394	72,504	153,028	-	0.0%	123.8%	0.0%	92.5%
Dec	90,571	20,236	24,949	45,098	120,739	-	0.0%	120.3%	0.0%	87.4%
<b>Totals</b>	<b>853,932</b>	<b>1,199,631</b>	<b>1,219,177</b>	<b>1,585,392</b>	<b>2,182,940</b>	<b>1,906,913</b>				
<b>% Of Change</b>	<b>16.2%</b>	<b>40.5%</b>	<b>1.6%</b>	<b>30.0%</b>	<b>79.1%</b>					

**City of Louisville, Colorado  
Consumer Use Tax Revenue  
2012 -2016**

<b>Month Of Sale</b>	<b>2012 Actual</b>	<b>2013 Actual</b>	<b>2014 Actual</b>	<b>2015 Actual</b>	<b>2016 Projection</b>	<b>2016 Actual</b>	<b>Mnthly % Of 2015</b>	<b>Y-T-D % Of 2015</b>	<b>Mnthly % Of Proj</b>	<b>Y-T-D % Of Proj</b>
Jan	32,851	37,090	140,825	86,310	79,188	226,633	262.6%	262.6%	286.2%	286.2%
Feb	52,354	74,247	73,497	92,813	76,742	126,682	136.5%	197.2%	165.1%	226.6%
Mar	79,749	85,187	111,992	146,179	120,252	129,773	88.8%	148.5%	107.9%	174.9%
Apr	51,813	61,435	122,627	94,037	88,715	177,473	188.7%	157.5%	200.0%	181.0%
May	118,389	123,930	60,387	101,700	107,817	103,736	102.0%	146.7%	96.2%	161.7%
Jun	108,900	117,226	127,410	139,860	135,030	152,470	109.0%	138.7%	112.9%	150.8%
Jul	27,905	82,469	122,959	83,003	86,223	65,541	79.0%	132.0%	76.0%	141.5%
Aug	162,310	39,698	129,430	135,998	125,863	124,102	91.3%	125.7%	98.6%	135.0%
Sep	71,431	118,185	99,986	151,963	124,548	110,699	72.8%	118.0%	88.9%	128.9%
Oct	34,241	233,281	88,790	140,631	136,714	247,533	176.0%	124.9%	181.1%	135.5%
Nov	51,205	190,782	240,584	133,558	165,289	-	0.0%	112.1%	0.0%	117.5%
Dec	410,995	366,082	149,849	149,597	348,959	-	0.0%	100.6%	0.0%	91.8%
<b>Totals</b>	<b>1,202,143</b>	<b>1,529,611</b>	<b>1,468,338</b>	<b>1,455,649</b>	<b>1,595,340</b>	<b>1,464,643</b>				
<b>% Of Change</b>	<b>116.2%</b>	<b>27.2%</b>	<b>-4.0%</b>	<b>-0.9%</b>	<b>8.6%</b>					

## Monthly Sales Tax Revenue Comparisons by Area (October 2016)

AREA NAME	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	% Of Total	% Change
Interchange	248,724	254,374	297,323	281,101	305,709	334,263	33.3%	9.3%
Outside City	178,689	178,338	195,520	213,272	199,848	253,400	25.2%	26.8%
Louisville Plaza	125,261	126,583	149,565	155,294	174,726	168,518	16.8%	-3.6%
McCaslin North	52,786	57,691	60,935	63,667	71,616	60,651	6.0%	-15.3%
Downtown	52,882	54,080	62,918	66,816	80,517	82,425	8.2%	2.4%
Hwy 42 South	17,235	17,904	17,140	21,267	26,032	24,379	2.4%	-6.3%
CTC	15,107	16,300	16,083	16,770	21,897	11,678	1.2%	-46.7%
S Boulder Rd	9,545	8,081	12,654	43,486	43,949	41,867	4.2%	-4.7%
Hwy 42 North	6,676	5,271	5,015	4,326	7,266	8,144	0.8%	12.1%
Pine Street	6,859	8,092	5,795	6,416	7,956	8,332	0.8%	4.7%
Centennial Valley	233	6,194	625	667	6,316	4,115	0.4%	-34.8%
S Suburban	3,028	3,439	2,905	2,498	2,482	4,761	0.5%	91.8%
Residential	1,098	1,420	984	440	479	1,324	0.1%	176.4%
<b>Total Revenue</b>	<b>718,122</b>	<b>737,769</b>	<b>827,461</b>	<b>876,022</b>	<b>948,794</b>	<b>1,003,857</b>		
<b>% Of Change</b>	<b>4.8%</b>	<b>2.7%</b>	<b>12.2%</b>	<b>5.9%</b>	<b>8.3%</b>	<b>5.8%</b>		



## Monthly Sales Tax Revenue Comparisons by Industry (October 2016)

AREA NAME	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	% Of Total	% Change
Grocery	135,613	146,568	165,210	196,426	228,487	233,118	23.2%	2.0%
Food/Beverage	129,722	139,998	157,569	165,573	185,387	195,978	19.5%	5.7%
Communications/Utilities	103,769	110,029	109,982	111,470	101,261	120,938	12.0%	19.4%
Building Materials	103,287	94,365	124,858	111,802	121,133	130,272	13.0%	7.5%
Services	77,120	77,991	86,169	81,326	109,600	104,566	10.4%	-4.6%
General Merchandise	74,250	67,639	75,015	72,691	79,967	75,382	7.5%	-5.7%
Other Retail	21,536	30,901	29,058	50,778	29,426	37,017	3.7%	25.8%
Manufacturing	16,699	16,058	9,485	14,216	13,472	11,638	1.2%	-13.6%
Finance/Leasing	21,632	14,244	17,365	18,091	23,523	26,952	2.7%	14.6%
Furniture	12,190	14,661	19,560	15,474	21,075	19,818	2.0%	-6.0%
Wholesale	11,766	11,577	13,743	24,476	18,176	20,843	2.1%	14.7%
Automotive	5,610	6,077	4,454	4,479	3,697	4,864	0.5%	31.6%
Apparel	3,606	5,687	5,385	5,082	7,286	7,129	0.7%	-2.2%
Construction	169	1,056	5,694	806	1,165	10,163	1.0%	772.0%
Agriculture	1,153	918	3,915	3,333	5,139	5,180	0.5%	0.8%
<b>Totals</b>	<b>718,122</b>	<b>737,769</b>	<b>827,461</b>	<b>876,022</b>	<b>948,794</b>	<b>1,003,857</b>		
<b>% Of Change</b>	<b>4.8%</b>	<b>2.7%</b>	<b>12.2%</b>	<b>18.7%</b>	<b>8.3%</b>	<b>5.8%</b>		

