

**CITY OF LOUISVILLE**

**Revenue History  
2015 through 2019**

YEAR	MONTH	SALES TAX	CONS. USE TAX	BLDG USE TAX	AUTO USE TAX	LODGING TAX	AUDIT REVENUE	TOTAL
2019	JANUARY	1,071,558	127,245	82,854	201,074	21,423	18,826	1,522,980
	FEBRUARY	936,429	147,890	256,667	118,258	21,707	67,844	1,548,795
	MARCH	1,334,863	152,930	65,076	142,231	27,356	74,188	1,796,643
	APRIL	1,159,948	284,945	216,439	123,778	30,600	27,803	1,843,514
	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	13,671	2,310,329
	YTD TOTALS		16,086,625	1,720,626	2,088,265	1,736,096	454,714	1,380,924
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%
2016	JANUARY	886,723	222,163	174,842	100,855	25,767	8,203	1,418,554
	FEBRUARY	920,875	109,063	76,430	97,034	28,321	23,180	1,254,904
	MARCH	1,054,128	112,590	159,627	121,325	32,422	21,364	1,501,456
	APRIL	949,906	131,439	62,683	109,192	35,442	122,599	1,411,260
	MAY	1,032,963	93,047	235,856	90,115	48,597	24,809	1,525,386
	JUNE	1,216,853	145,283	510,772	109,738	56,221	8,832	2,047,699
	JULY	1,136,035	65,541	161,699	140,522	61,691	233	1,565,722
	AUGUST	1,050,800	124,102	155,447	112,981	60,005	3,013	1,506,350
	SEPTEMBER	1,153,466	101,636	64,269	115,244	49,801	12,266	1,496,681
	OCTOBER	1,003,857	244,682	305,287	124,471	46,278	3,267	1,727,843
	NOVEMBER	1,005,580	94,546	49,929	95,372	33,551	85,313	1,364,290
	DECEMBER	1,420,942	192,820	44,792	140,458	22,127	118,246	1,939,385
	YTD TOTALS		12,832,129	1,636,914	2,001,634	1,357,306	500,223	431,325
YTD Variance % to Prior Year		7.2%	28.6%	26.3%	-1.1%	7.2%	-6.4%	9.5%
2015	JANUARY	930,279	85,960	65,576	106,340	24,681	10,554	1,223,389
	FEBRUARY	751,446	89,441	35,569	113,225	23,429	64,859	1,077,969
	MARCH	966,850	124,548	136,921	111,521	30,900	52,296	1,423,036
	APRIL	926,082	94,037	93,561	89,588	34,080	72,649	1,309,996
	MAY	931,057	89,679	157,466	93,186	47,601	36,203	1,355,193
	JUNE	1,116,715	136,236	42,484	99,549	51,846	6,755	1,453,585
	JULY	1,026,333	68,703	472,951	107,445	57,071	29,908	1,762,410
	AUGUST	983,178	95,308	214,635	131,001	55,216	61,248	1,540,586
	SEPTEMBER	1,097,796	122,579	98,891	123,913	45,015	42,235	1,530,430
	OCTOBER	948,794	101,783	149,737	123,187	45,615	56,024	1,425,141
	NOVEMBER	933,235	119,106	72,504	131,168	28,694	19,884	1,304,591
	DECEMBER	1,360,790	145,597	45,098	142,083	22,498	8,276	1,724,342
	YTD TOTALS		11,972,557	1,272,978	1,585,392	1,372,205	466,646	460,891

**City of Louisville, Colorado  
Total Sales Tax Revenue  
2015 -2019**

Month Of Sale	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Projection	2019 Actual	Mnthly % Of 2018	Y-T-D % Of 2018	Mnthly % Of Proj.	Y-T-D % Of Proj.
Jan	938,911	890,050	1,054,675	1,150,144	1,235,501	1,071,177	93.1%	93.1%	86.7%	86.7%
Feb	808,454	922,502	866,877	999,636	1,108,808	987,642	98.8%	95.8%	89.1%	87.8%
Mar	979,639	1,055,715	1,189,196	1,259,719	1,381,243	1,362,876	108.2%	100.4%	98.7%	91.8%
Apr	968,100	964,682	1,045,769	1,132,162	1,300,348	1,181,395	104.3%	101.4%	90.9%	91.6%
May	944,922	1,043,401	1,192,302	1,287,256	1,385,890	1,225,638	95.2%	100.0%	88.4%	90.9%
Jun	1,120,140	1,218,023	1,859,310	1,467,403	1,584,556	1,583,559	107.9%	101.6%	99.9%	92.7%
Jul	1,038,928	1,136,243	1,149,068	1,252,821	1,374,703	1,396,010	111.4%	103.0%	101.5%	94.0%
Aug	993,159	1,053,719	1,134,443	1,202,431	1,342,865	2,287,534	190.2%	113.8%	170.3%	103.6%
Sep	1,103,330	1,154,610	1,256,653	1,432,059	1,466,245	1,520,636	106.2%	112.8%	103.7%	103.6%
Oct	954,697	1,003,914	1,160,202	1,187,678	1,315,011	1,484,215	125.0%	114.0%	112.9%	104.5%
Nov	935,693	1,011,439	1,124,996	1,132,530	1,306,087	1,209,275	106.8%	113.4%	92.6%	103.4%
Dec	1,364,240	1,422,983	1,571,740	1,896,863	1,812,354	1,882,142	99.2%	111.6%	103.9%	103.5%
<b>Totals</b>	<b>12,150,213</b>	<b>12,877,281</b>	<b>14,605,231</b>	<b>15,400,702</b>	<b>16,613,610</b>	<b>17,192,097</b>				
<b>% Of Change</b>	<b>6.1%</b>	<b>6.0%</b>	<b>13.4%</b>	<b>5.4%</b>	<b>7.9%</b>	<b>3.5%</b>				

**City of Louisville, Colorado  
Lodging Tax Revenue  
2015 -2019**

Month Of Sale	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Projection	2019 Actual	Mnthly % Of 2018	Y-T-D % Of 2018	Mnthly % Of Proj.	Y-T-D % Of Proj.
Jan	24,681	25,767	27,069	29,376	25,873	21,423	72.9%	72.9%	82.8%	82.8%
Feb	23,429	28,321	24,240	26,701	25,307	21,707	81.3%	76.9%	85.8%	84.3%
Mar	33,963	32,422	33,056	29,394	29,238	27,356	93.1%	82.5%	93.6%	87.6%
Apr	34,080	35,442	34,743	32,459	30,919	30,600	94.3%	85.7%	99.0%	90.8%
May	47,601	48,597	49,217	44,481	44,704	44,797	100.7%	89.8%	100.2%	93.5%
Jun	51,846	56,221	61,489	57,035	49,503	53,263	93.4%	90.7%	107.6%	96.9%
Jul	57,071	61,691	61,409	58,802	53,264	62,859	106.9%	94.2%	118.0%	101.2%
Aug	55,216	60,005	67,270	58,980	53,207	57,724	97.9%	94.8%	108.5%	102.5%
Sep	45,015	49,801	51,452	45,157	42,525	46,348	102.6%	95.7%	109.0%	103.3%
Oct	45,615	46,278	49,334	39,845	42,390	42,935	107.8%	96.9%	101.3%	103.0%
Nov	28,694	33,551	26,870	31,504	28,860	27,259	86.5%	96.2%	94.5%	102.5%
Dec	22,498	22,127	30,714	18,722	23,110	18,444	98.1%	96.2%	79.8%	101.3%
<b>Totals</b>	<b>469,709</b>	<b>500,223</b>	<b>516,863</b>	<b>472,526</b>	<b>448,900</b>	<b>454,714</b>				
<b>% Of Change</b>	<b>9.7%</b>	<b>6.5%</b>	<b>3.3%</b>	<b>-8.6%</b>	<b>-5.0%</b>	<b>1.3%</b>				

**City of Louisville, Colorado  
Auto Use Tax Revenue  
2015 -2019**

Month Of Sale	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Projection	2019 Actual	Mnthly % Of 2018	Y-T-D % Of 2018	Mnthly % Of Proj.	Y-T-D % Of Proj.
Jan	106,340	100,855	144,997	114,134	138,606	201,074	176.2%	176.2%	145.1%	145.1%
Feb	113,225	97,034	110,561	135,811	131,471	118,258	87.1%	127.8%	89.9%	118.2%
Mar	111,521	121,325	123,024	151,611	145,210	142,231	93.8%	114.9%	97.9%	111.1%
Apr	89,588	109,192	92,463	134,771	128,998	123,778	91.8%	109.1%	96.0%	107.5%
May	93,186	90,115	137,918	124,497	128,059	162,333	130.4%	113.1%	126.8%	111.2%
Jun	99,549	109,738	96,187	100,297	130,257	109,552	109.2%	112.6%	84.1%	106.8%
Jul	107,445	140,522	123,752	189,545	144,614	160,122	84.5%	107.0%	110.7%	107.4%
Aug	131,001	112,981	145,656	271,704	166,852	145,808	53.7%	95.2%	87.4%	104.4%
Sep	123,913	115,244	140,721	233,665	165,821	143,031	61.2%	89.7%	86.3%	102.1%
Oct	123,187	124,471	122,230	240,914	167,455	178,136	73.9%	87.5%	106.4%	102.6%
Nov	131,168	95,372	132,970	173,601	135,842	126,120	72.6%	86.1%	92.8%	101.7%
Dec	142,083	140,458	118,218	146,093	143,784	125,652	86.0%	86.1%	87.4%	100.5%
<b>Totals</b>	<b>1,372,205</b>	<b>1,357,306</b>	<b>1,488,699</b>	<b>2,016,642</b>	<b>1,726,970</b>	<b>1,736,096</b>				
<b>% Of Change</b>	<b>11.0%</b>	<b>-1.1%</b>	<b>9.7%</b>	<b>35.5%</b>	<b>-14.4%</b>	<b>0.5%</b>				

**City of Louisville, Colorado  
Building Use Tax Revenue  
2015 -2019**

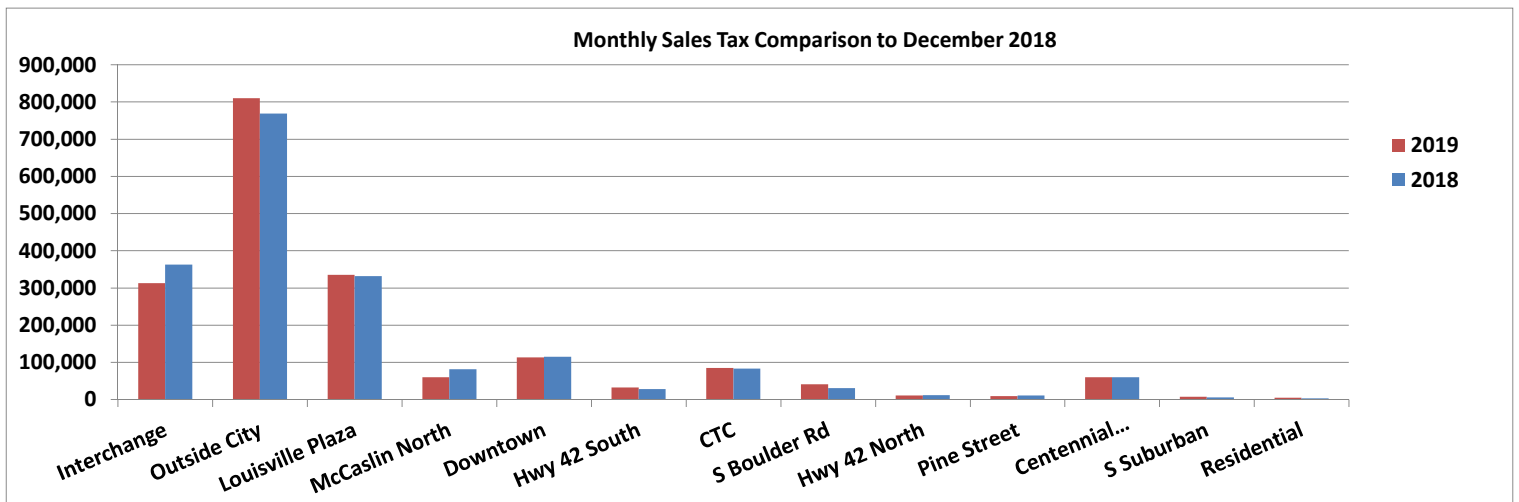
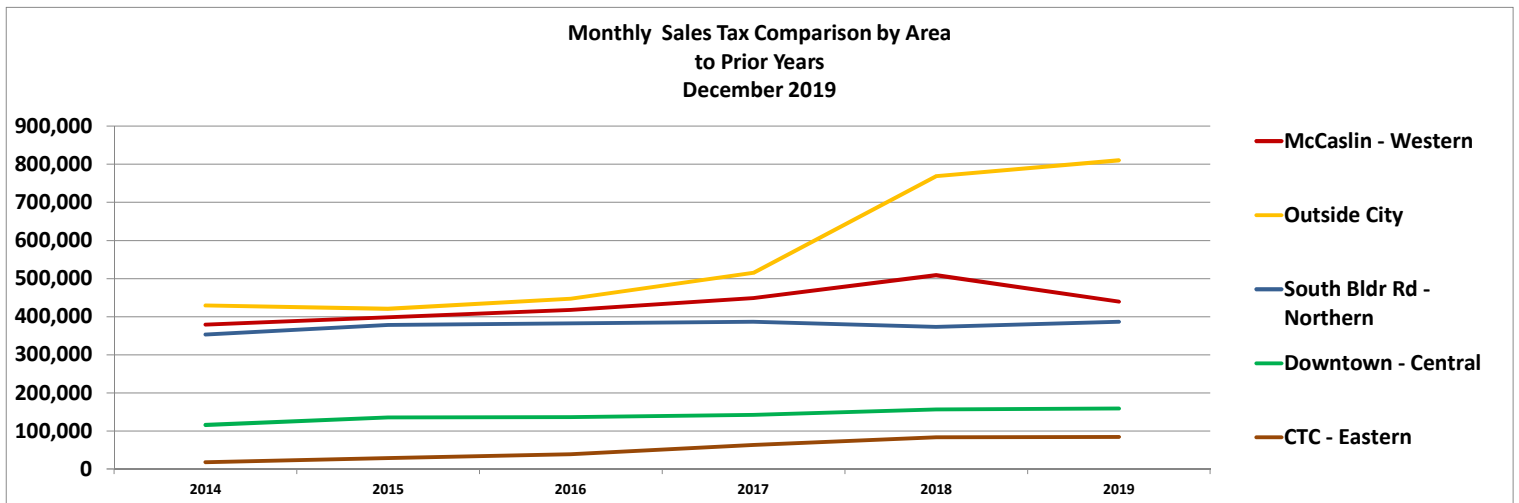
<b>Month Of Sale</b>	<b>2015 Actual</b>	<b>2016 Actual</b>	<b>2017 Actual</b>	<b>2018 Actual</b>	<b>2019 Projection</b>	<b>2019 Actual</b>	<b>Mnthly % Of 2018</b>	<b>Y-T-D % Of 2018</b>	<b>Mnthly % Of Proj.</b>	<b>Y-T-D % Of Proj.</b>
Jan	65,576	174,842	275,878	293,454	207,555	86,568	29.5%	29.5%	41.7%	41.7%
Feb	35,569	76,430	103,187	264,342	158,888	263,922	99.8%	62.8%	166.1%	95.6%
Mar	136,921	159,627	300,687	80,344	216,450	65,076	81.0%	65.1%	30.1%	71.3%
Apr	93,561	62,683	95,596	131,263	147,362	216,439	164.9%	82.1%	146.9%	86.5%
May	157,466	235,856	76,348	86,100	222,207	281,555	327.0%	106.8%	126.7%	95.9%
Jun	42,484	510,772	151,145	106,167	228,628	324,102	305.3%	128.7%	141.8%	104.8%
Jul	472,951	161,699	94,455	202,707	230,380	208,918	103.1%	124.2%	90.7%	102.5%
Aug	214,635	155,447	126,830	356,991	230,335	88,430	24.8%	100.9%	38.4%	93.5%
Sep	98,891	64,269	125,682	295,455	161,921	143,151	48.5%	92.4%	88.4%	93.0%
Oct	149,737	305,287	164,724	294,551	239,222	142,592	48.4%	86.2%	59.6%	89.1%
Nov	72,504	49,929	37,893	128,352	126,183	213,900	166.7%	90.8%	169.5%	93.8%
Dec	45,098	44,792	271,190	71,376	135,389	64,581	90.5%	90.8%	47.7%	91.1%
<b>Totals</b>	<b>1,585,392</b>	<b>2,001,634</b>	<b>1,823,614</b>	<b>2,311,102</b>	<b>2,304,520</b>	<b>2,099,233</b>				
<b>% Of Change</b>	<b>30.0%</b>	<b>26.3%</b>	<b>-8.9%</b>	<b>26.7%</b>	<b>-0.3%</b>	<b>-8.9%</b>				

**City of Louisville, Colorado  
Consumer Use Tax Revenue  
2015 -2019**

<b>Month Of Sale</b>	<b>2015 Actual</b>	<b>2016 Actual</b>	<b>2017 Actual</b>	<b>2018 Actual</b>	<b>2019 Projection</b>	<b>2019 Actual</b>	<b>Mnthly % Of 2018</b>	<b>Y-T-D % Of 2018</b>	<b>Mnthly % Of Proj.</b>	<b>Y-T-D % Of Proj.</b>
Jan	86,310	226,633	140,390	132,262	153,974	142,282	107.6%	107.6%	92.4%	92.4%
Feb	92,813	126,682	97,871	106,800	120,141	159,797	149.6%	126.4%	133.0%	110.2%
Mar	146,179	129,773	153,044	173,536	176,272	189,651	109.3%	119.2%	107.6%	109.2%
Apr	94,037	177,473	204,559	127,868	163,070	290,688	227.3%	144.8%	178.3%	127.5%
May	101,700	103,736	96,617	100,007	137,301	165,145	165.1%	147.9%	120.3%	126.2%
Jun	139,860	152,470	252,267	166,583	209,161	185,766	111.5%	140.4%	88.8%	118.1%
Jul	83,003	65,541	93,569	87,178	110,962	103,361	118.6%	138.3%	93.1%	115.5%
Aug	135,998	124,102	82,678	257,159	181,884	122,267	47.5%	118.0%	67.2%	108.5%
Sep	151,963	110,699	184,530	250,108	196,426	150,826	60.3%	107.7%	76.8%	104.2%
Oct	140,631	247,533	78,777	111,410	184,940	105,704	94.9%	106.8%	57.2%	98.9%
Nov	133,558	155,633	114,528	102,920	193,829	106,814	103.8%	106.6%	55.1%	94.2%
Dec	149,597	227,012	169,722	268,009	385,781	217,819	81.3%	103.0%	56.5%	87.6%
<b>Totals</b>	<b>1,455,649</b>	<b>1,847,288</b>	<b>1,668,551</b>	<b>1,883,839</b>	<b>2,213,740</b>	<b>1,940,122</b>				
<b>% Of Change</b>	<b>-0.9%</b>	<b>26.9%</b>	<b>-9.7%</b>	<b>12.9%</b>	<b>17.5%</b>	<b>-12.4%</b>				

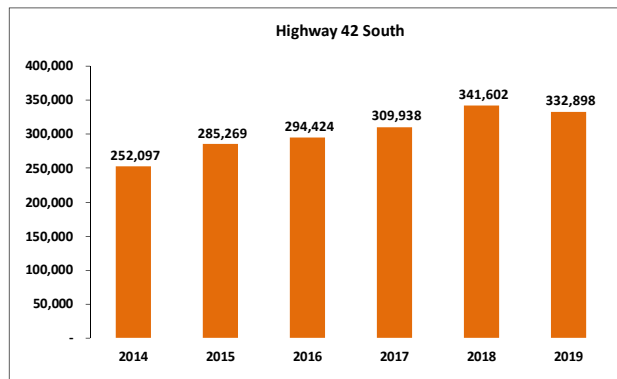
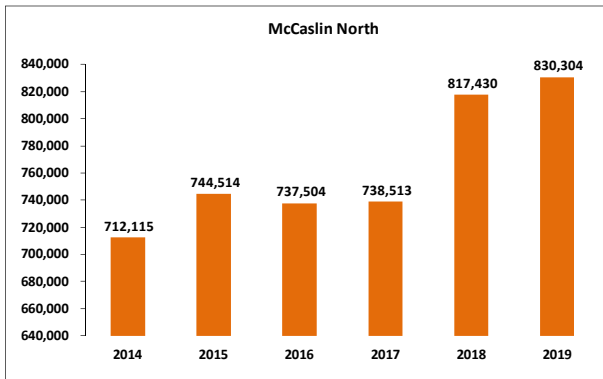
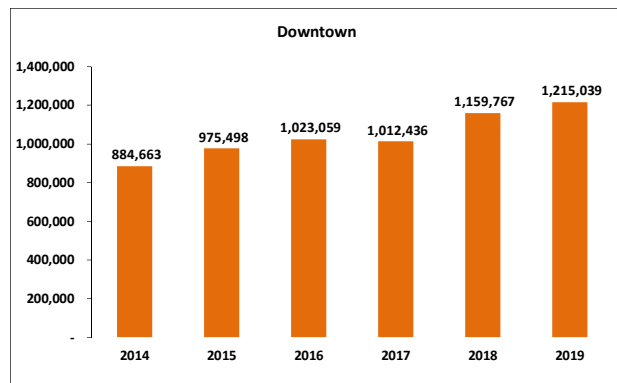
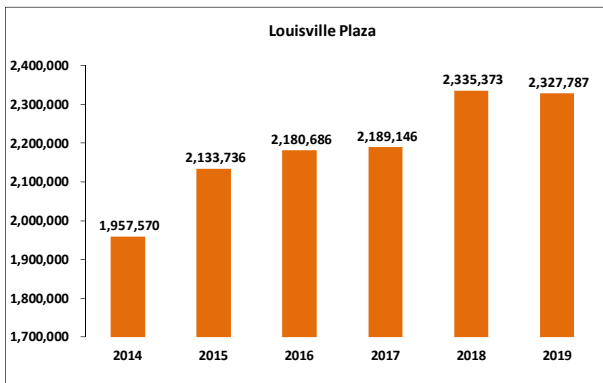
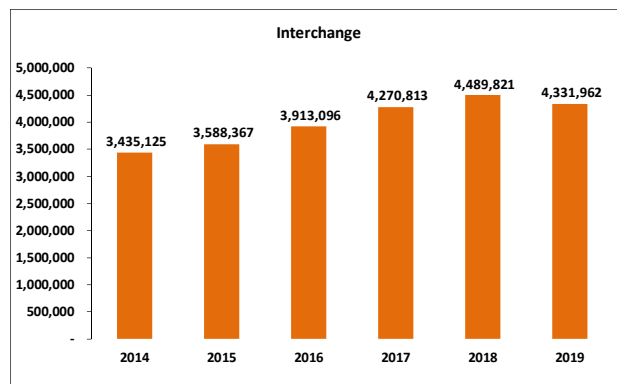
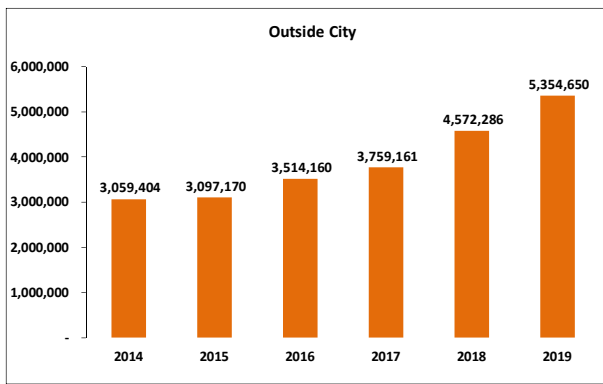
## Monthly Sales Tax Revenue Comparisons by Area (December 2019)

AREA NAME	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	% Of Total	% Change
Interchange	298,785	316,062	334,825	361,976	362,741	312,828	16.7%	-13.8%
Outside City	428,723	420,479	447,044	514,983	768,240	810,265	43.1%	5.5%
Louisville Plaza	300,500	320,644	316,041	324,802	331,287	334,847	17.8%	1.1%
McCasin North	66,517	69,909	68,266	76,304	80,935	59,359	3.2%	-26.7%
Downtown	77,540	95,214	96,503	99,407	114,694	112,931	6.0%	-1.5%
Hwy 42 South	21,877	26,527	26,661	27,928	28,193	31,833	1.7%	12.9%
CTC	17,934	28,523	38,813	63,187	83,004	84,241	4.5%	1.5%
S Boulder Rd	43,334	47,812	55,452	50,306	30,638	40,459	2.2%	32.1%
Hwy 42 North	9,194	9,508	10,379	11,416	11,141	10,654	0.6%	-4.4%
Pine Street	8,384	7,995	9,461	7,823	10,798	9,136	0.5%	-15.4%
Centennial Valley	11,077	6,947	7,860	3,118	59,286	59,602	3.2%	0.5%
S Suburban	2,702	5,447	6,248	6,584	5,732	7,229	0.4%	26.1%
Residential	7,730	5,724	3,389	6,216	2,712	4,722	0.3%	74.1%
<b>Total Revenue</b>	<b>1,294,297</b>	<b>1,360,790</b>	<b>1,420,942</b>	<b>1,554,048</b>	<b>1,889,403</b>	<b>1,878,105</b>		
<b>% Of Change</b>	<b>15.0%</b>	<b>5.1%</b>	<b>4.4%</b>	<b>9.4%</b>	<b>21.6%</b>	<b>-0.6%</b>		

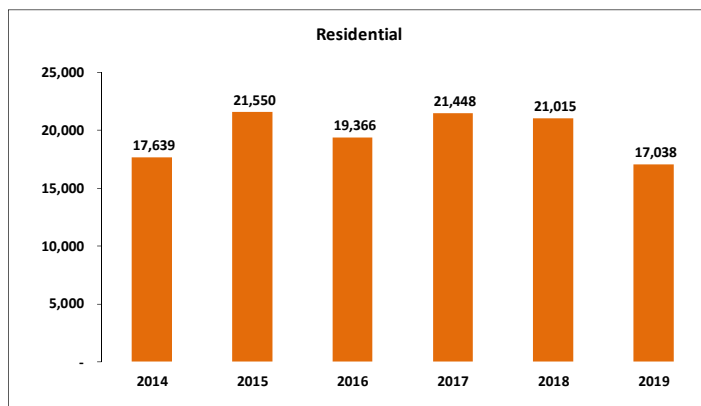
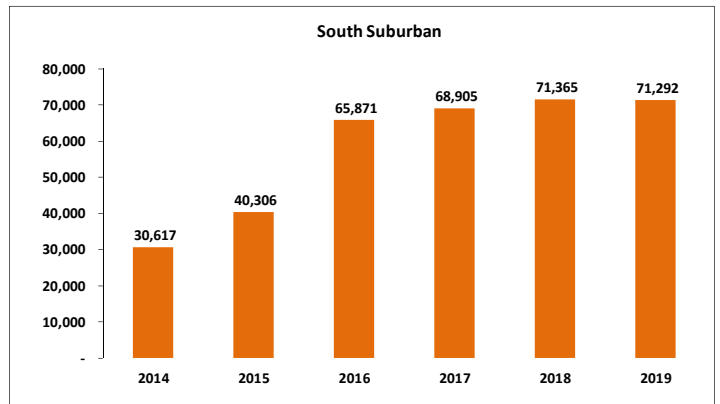
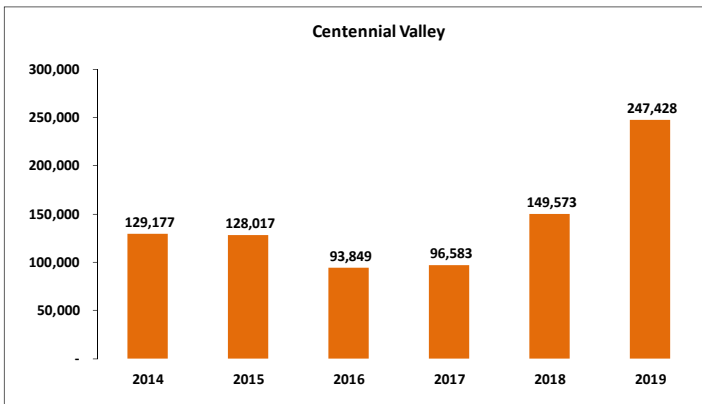
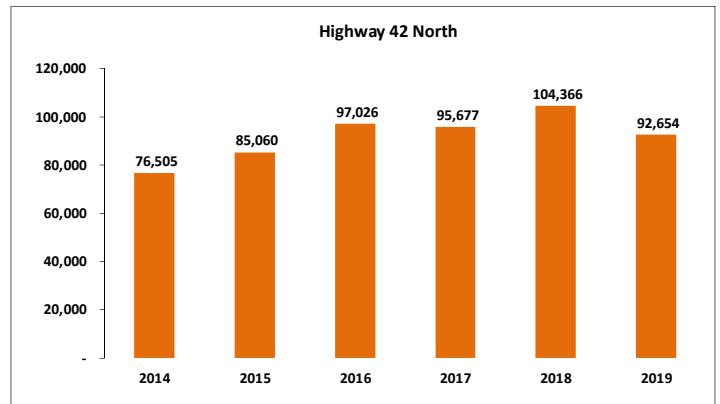
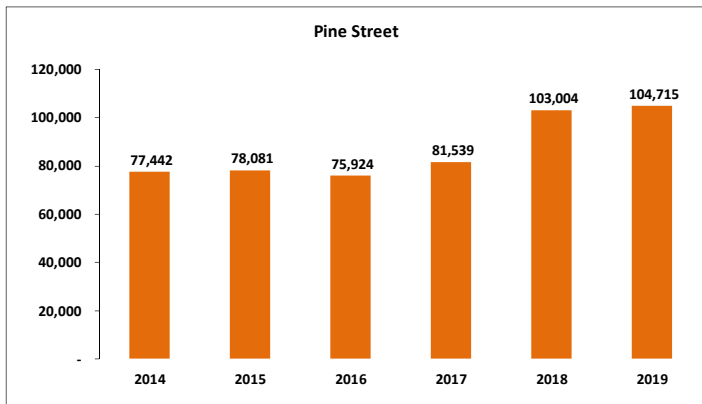
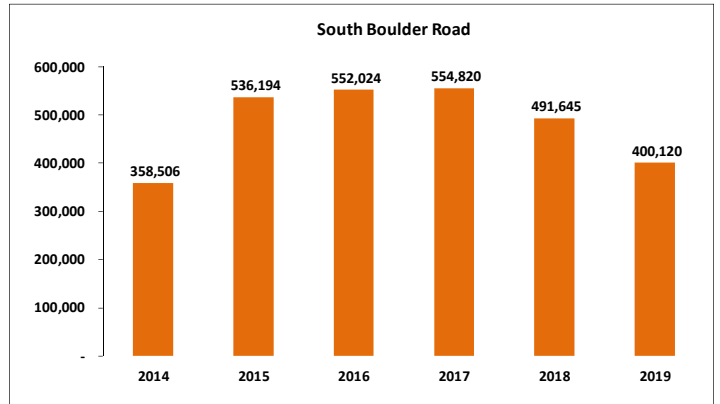
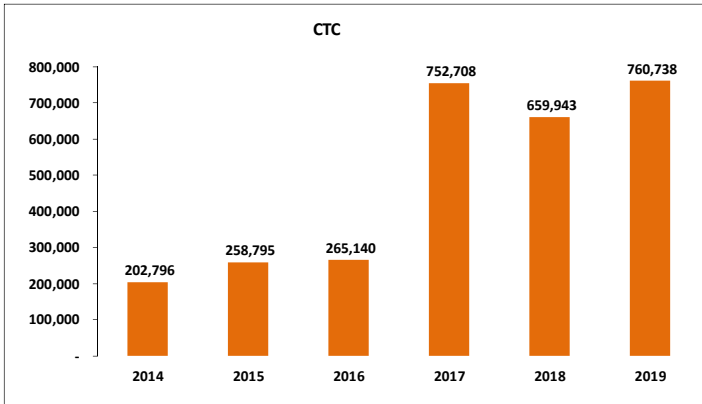


**CITY OF LOUISVILLE**  
**Revenue History by Area (Jan. - Dec. 2019)**

	2014	% Var	2015	% Var	2016	% Var	2017	% Var	2018	% Var	2019	% Var	% of Total
Outside City	3,059,404	5.9%	3,097,170	1.2%	3,514,160	13.5%	3,759,161	7.0%	4,572,286	21.6%	5,354,650	17.1%	33.29%
Interchange	3,435,125	2.4%	3,588,367	4.5%	3,913,096	9.0%	4,270,813	9.1%	4,489,821	5.1%	4,331,962	-3.5%	26.93%
Louisville Plaza	1,957,570	6.9%	2,133,736	9.0%	2,180,686	2.2%	2,189,146	0.4%	2,335,373	6.7%	2,327,787	-0.3%	14.47%
Downtown	884,663	7.9%	975,498	10.3%	1,023,059	4.9%	1,012,436	-1.0%	1,159,767	14.6%	1,215,039	4.8%	7.55%
McCaslin North	712,115	5.8%	744,514	4.5%	737,504	-0.9%	738,513	0.1%	817,430	10.7%	830,304	1.6%	5.16%
Hwy 42 South	252,097	11.0%	285,269	13.2%	294,424	3.2%	309,938	5.3%	341,602	10.2%	332,898	-2.5%	2.07%
CTC	202,796	-4.7%	258,795	27.6%	265,140	2.5%	752,708	183.9%	659,943	-12.3%	760,738	15.3%	4.73%
South Boulder Rd	358,506	162.0%	536,194	49.6%	552,024	3.0%	554,820	0.5%	491,645	-11.4%	400,120	-18.6%	2.49%
Pine Street	77,442	-15.8%	78,081	0.8%	75,924	-2.8%	81,539	7.4%	103,004	26.3%	104,715	1.7%	0.65%
Hwy 42 North	76,505	11.8%	85,060	11.2%	97,026	14.1%	95,677	-1.4%	104,366	9.1%	92,654	-11.2%	0.58%
Centennial Valley	129,177	190.9%	128,017	-0.9%	93,849	-26.7%	96,583	2.9%	149,573	54.9%	247,428	65.4%	1.54%
South Suburban	30,617	-31.9%	40,306	31.6%	65,871	63.4%	68,905	4.6%	71,365	3.6%	71,292	-0.1%	0.44%
Residential	17,639	-8.2%	21,550	22.2%	19,366	-10.1%	21,448	10.8%	21,015	-2.0%	17,038	-18.9%	0.11%
	11,193,655	7.5%	11,972,557	7.0%	12,832,129	7.2%	13,951,686	8.7%	15,317,190	9.8%	16,086,625	5.0%	

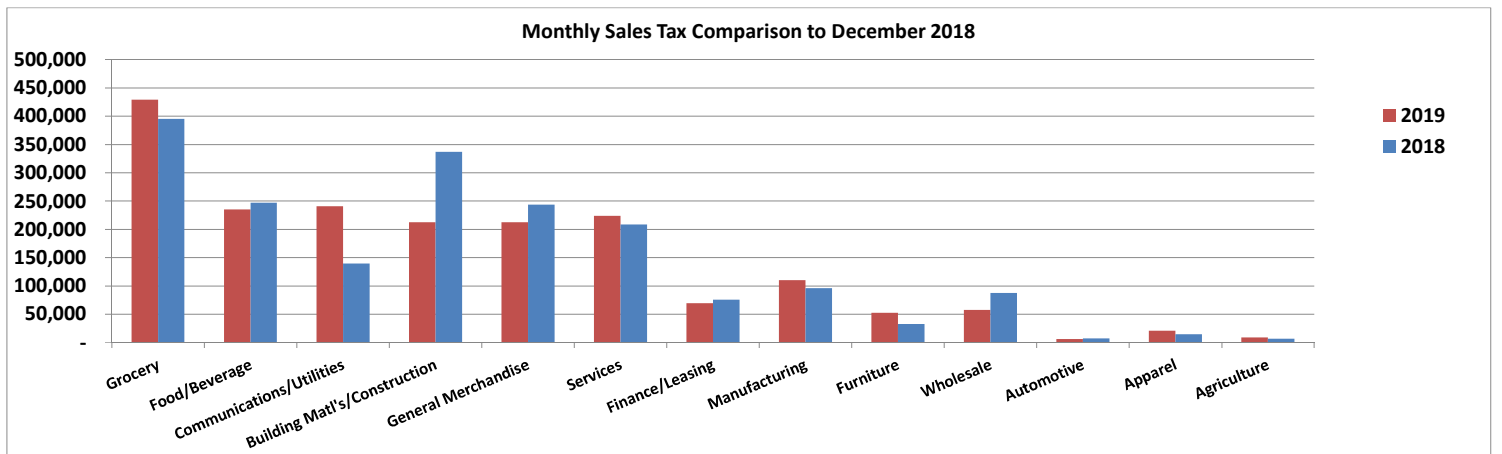
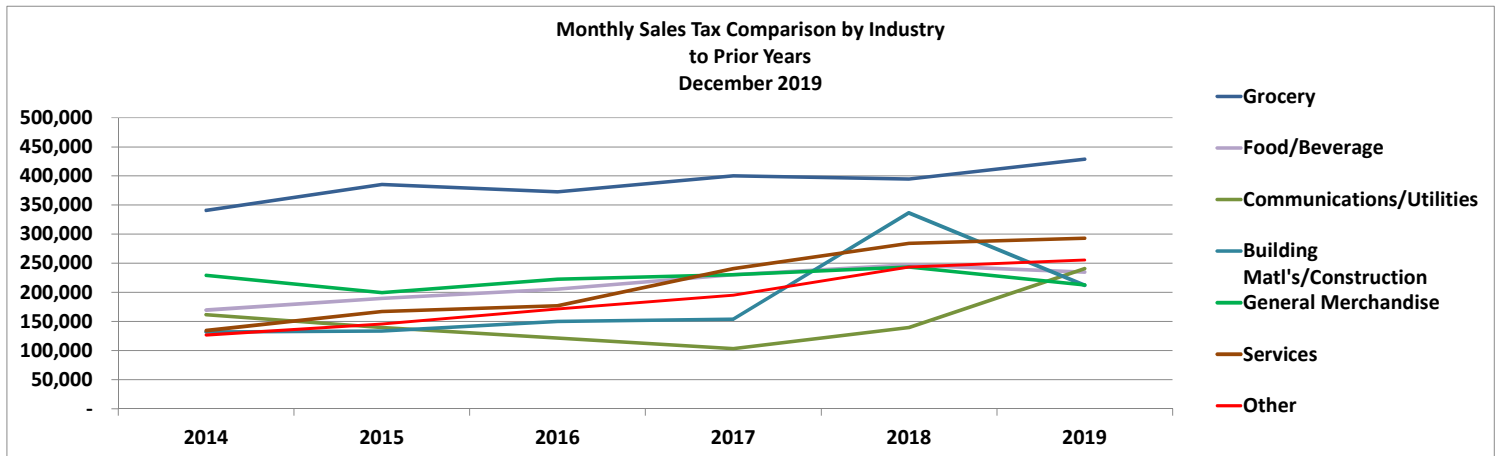


**CITY OF LOUISVILLE**  
**Revenue History by Area (Jan. - Dec. 2019)**



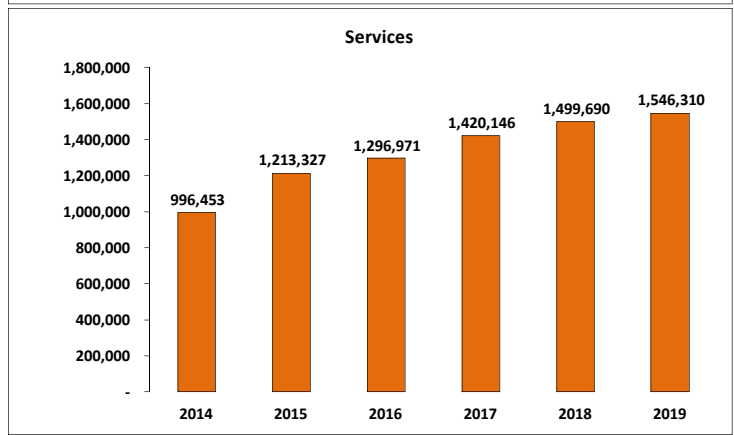
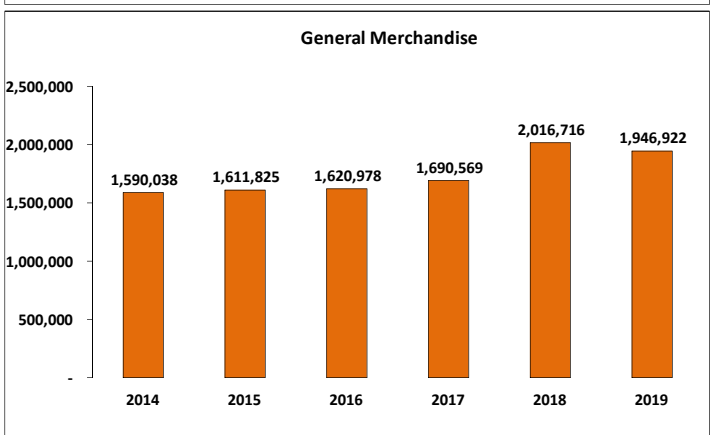
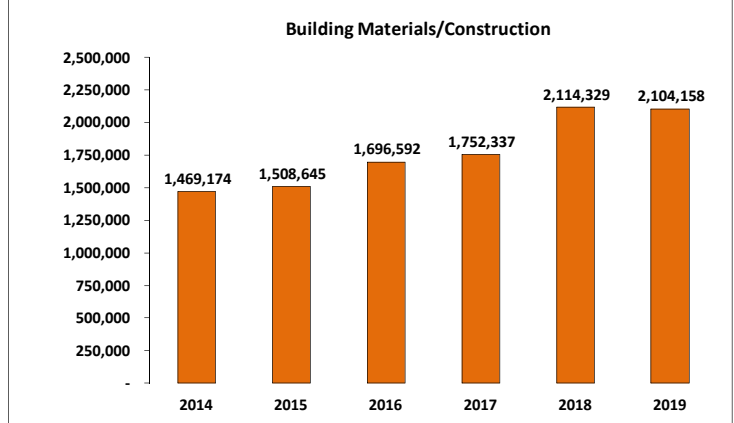
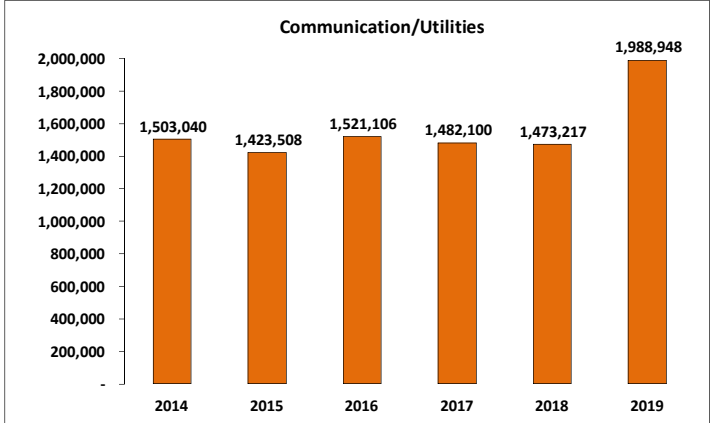
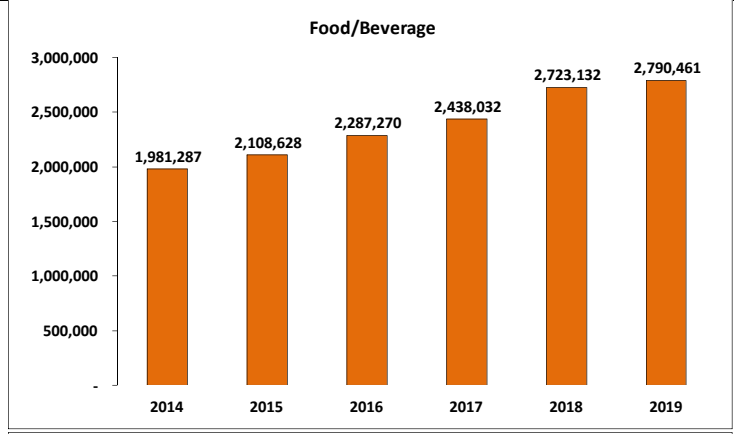
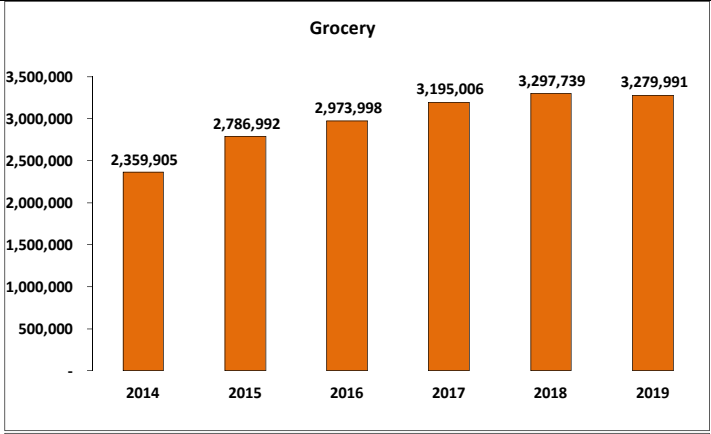
## Monthly Sales Tax Revenue Comparisons by Industry (December 2019)

AREA NAME	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	% Of Total	% Change
Grocery	340,801	385,388	372,500	400,050	394,932	428,895	22.8%	8.6%
Food/Beverage	169,540	189,970	205,752	230,162	247,024	234,817	12.5%	-4.9%
Communications/Utilities	161,779	139,626	121,438	103,345	139,455	240,745	12.8%	72.6%
Building Mat'l's/Construction	131,900	133,442	150,014	153,914	336,579	212,370	11.3%	-36.9%
General Merchandise	229,173	199,590	222,831	230,424	243,476	212,661	11.3%	-12.7%
Services	95,626	126,522	129,842	196,708	208,667	223,883	11.9%	7.3%
Finance/Leasing	38,747	40,634	46,999	44,222	75,451	69,115	3.7%	-8.4%
Manufacturing	42,599	39,004	75,655	90,251	96,020	109,950	5.9%	14.5%
Furniture	32,841	48,364	43,924	39,064	32,456	52,320	2.8%	61.2%
Wholesale	27,066	37,187	27,808	38,740	87,417	57,685	3.1%	-34.0%
Automotive	6,815	4,421	4,583	7,035	6,958	6,150	0.3%	-11.6%
Apparel	12,096	11,640	14,254	14,022	14,465	20,610	1.1%	42.5%
Agriculture	5,316	5,002	5,343	6,111	6,503	8,905	0.5%	36.9%
<b>Totals</b>	<b>1,294,297</b>	<b>1,360,790</b>	<b>1,420,942</b>	<b>1,554,048</b>	<b>1,889,403</b>	<b>1,878,105</b>		
<b>% Of Change</b>	<b>15.0%</b>	<b>5.1%</b>	<b>4.4%</b>	<b>9.4%</b>	<b>21.6%</b>	<b>-0.6%</b>		

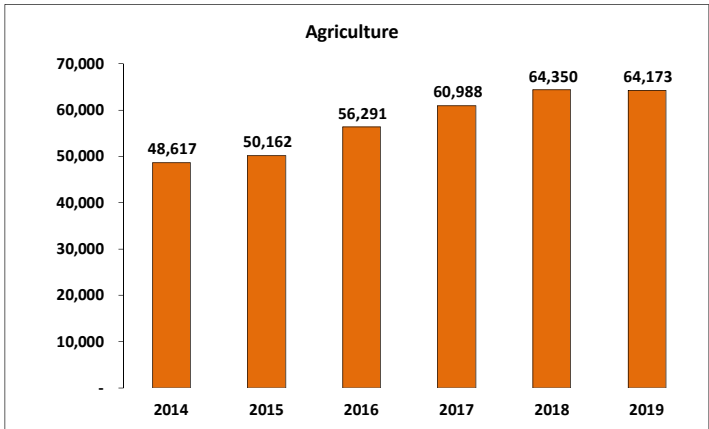
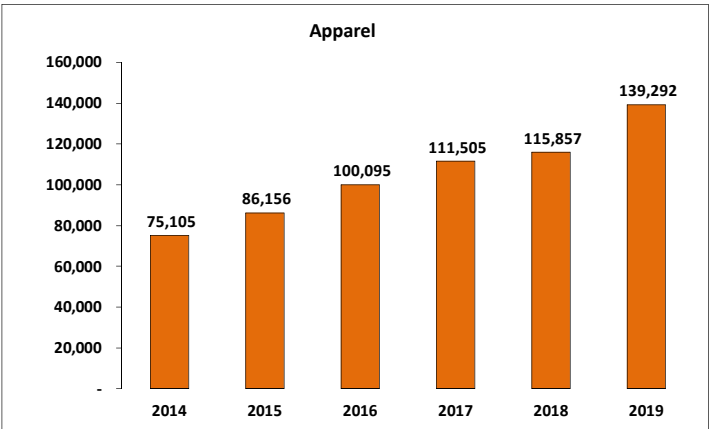
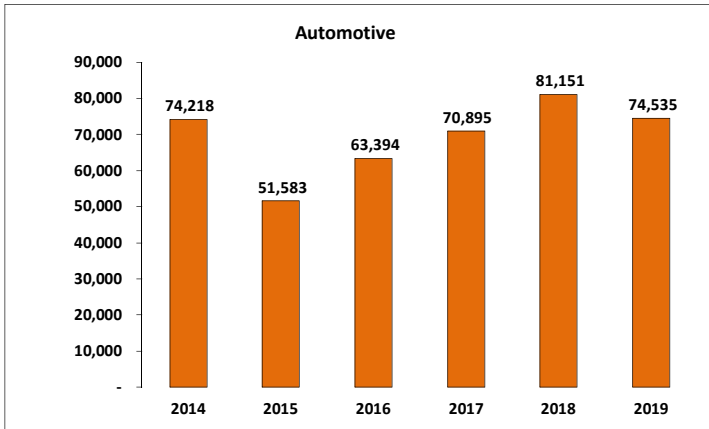
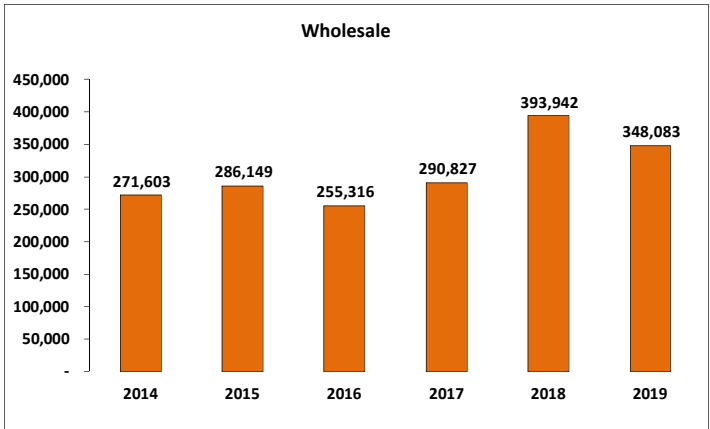
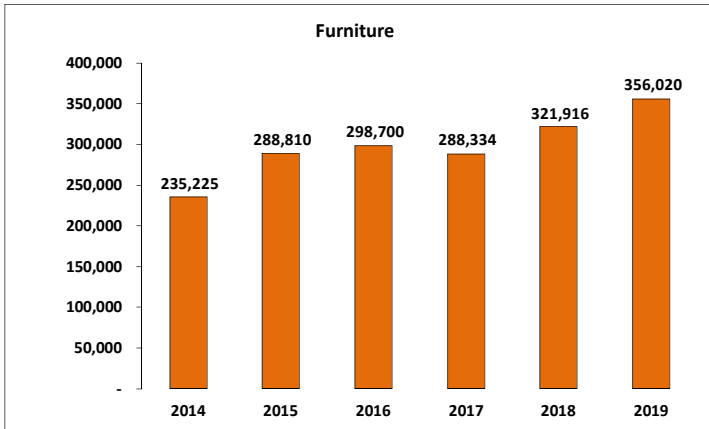
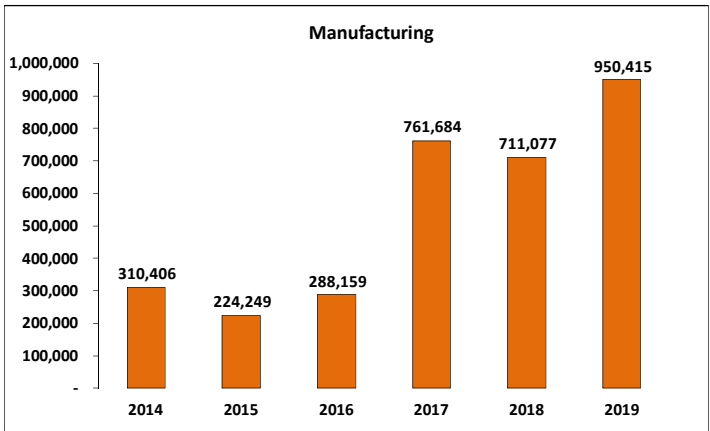
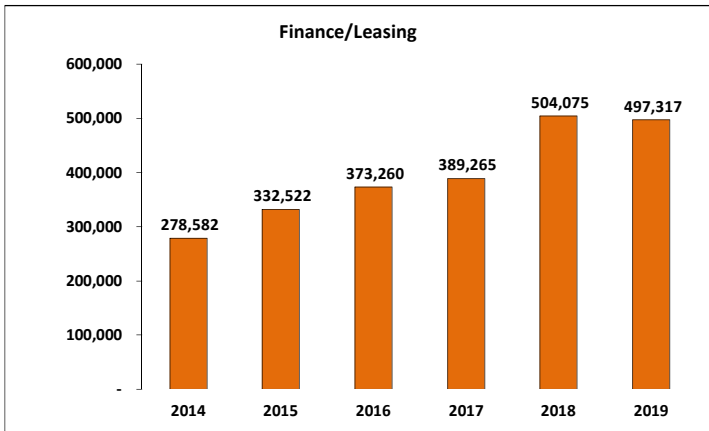


**CITY OF LOUISVILLE**  
**Revenue History by Industry (Jan. - Dec. 2019)**

	2014	% Var	2015	% Var	2016	% Var	2017	% Var	2018	% Var	2019	% Var	% of Total
Grocery	2,359,905	14.1%	2,786,992	18.1%	2,973,998	6.7%	3,195,006	7.4%	3,297,739	3.2%	3,279,991	-0.5%	20.4%
Food/Beverage	1,981,287	6.4%	2,108,628	6.4%	2,287,270	8.5%	2,438,032	6.6%	2,723,132	11.7%	2,790,461	2.5%	17.3%
Comm/Util.	1,503,040	4.9%	1,423,508	-5.3%	1,521,106	6.9%	1,482,100	-2.6%	1,473,217	-0.6%	1,988,948	35.0%	12.4%
Bldg Mat'l's.	1,469,174	-2.4%	1,508,645	2.7%	1,696,592	12.5%	1,752,337	3.3%	2,114,329	20.7%	2,104,158	-0.5%	13.1%
Merchandise	1,590,038	15.7%	1,611,825	1.4%	1,620,978	0.6%	1,690,569	4.3%	2,016,716	19.3%	1,946,922	-3.5%	12.1%
Services	996,453	-2.8%	1,213,327	21.8%	1,296,971	6.9%	1,420,146	9.5%	1,499,690	5.6%	1,546,310	3.1%	9.6%
Fin./Lease	278,582	4.3%	332,522	19.4%	373,260	12.3%	389,265	4.3%	504,075	29.5%	497,317	-1.3%	3.1%
Manufacturing	310,406	1.4%	224,249	-27.8%	288,159	28.5%	761,684	164.3%	711,077	-6.6%	950,415	33.7%	5.9%
Furniture	235,225	3.6%	288,810	22.8%	298,700	3.4%	288,334	-3.5%	321,916	11.6%	356,020	10.6%	2.2%
Wholesale	271,603	57.1%	286,149	5.4%	255,316	-10.8%	290,827	13.9%	393,942	35.5%	348,083	-11.6%	2.2%
Automotive	74,218	13.7%	51,583	-30.5%	63,394	22.9%	70,895	11.8%	81,151	14.5%	74,535	-8.2%	0.5%
Apparel	75,105	10.4%	86,156	14.7%	100,095	16.2%	111,505	11.4%	115,857	3.9%	139,292	20.2%	0.9%
Agriculture	48,617	17.3%	50,162	3.2%	56,291	12.2%	60,988	8.3%	64,350	5.5%	64,173	-0.3%	0.4%
	11,193,655	7.5%	11,972,557	7.0%	12,832,129	7.2%	13,951,686	8.7%	15,317,190	9.8%	16,086,625	5.0%	

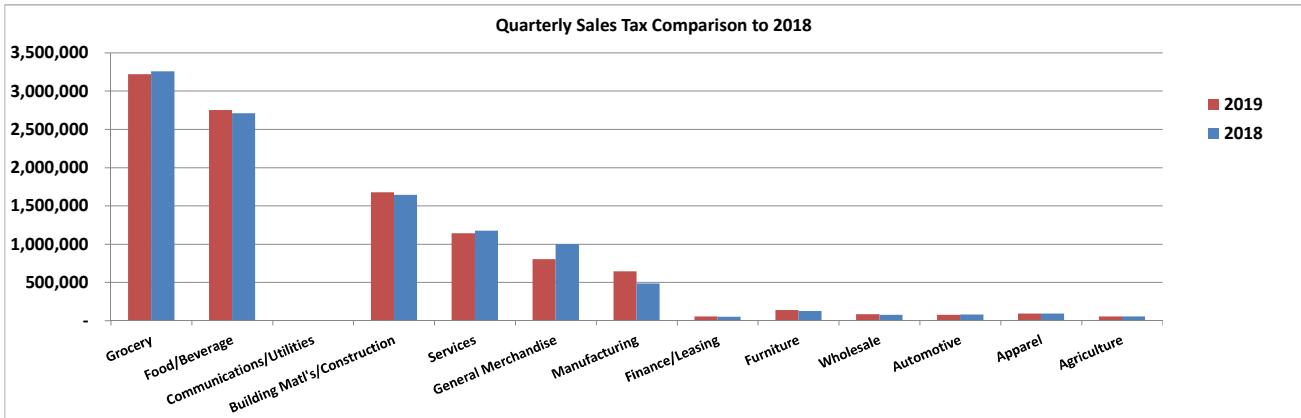
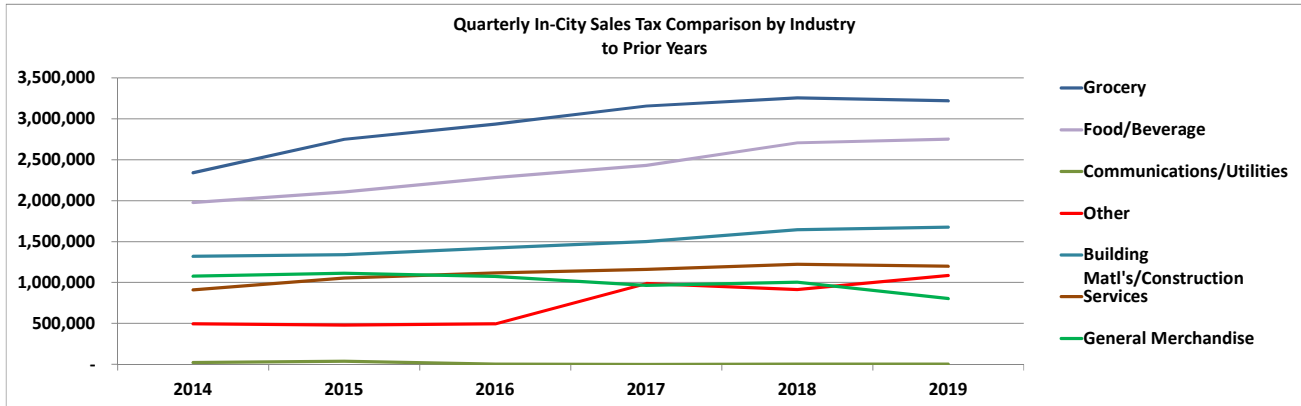






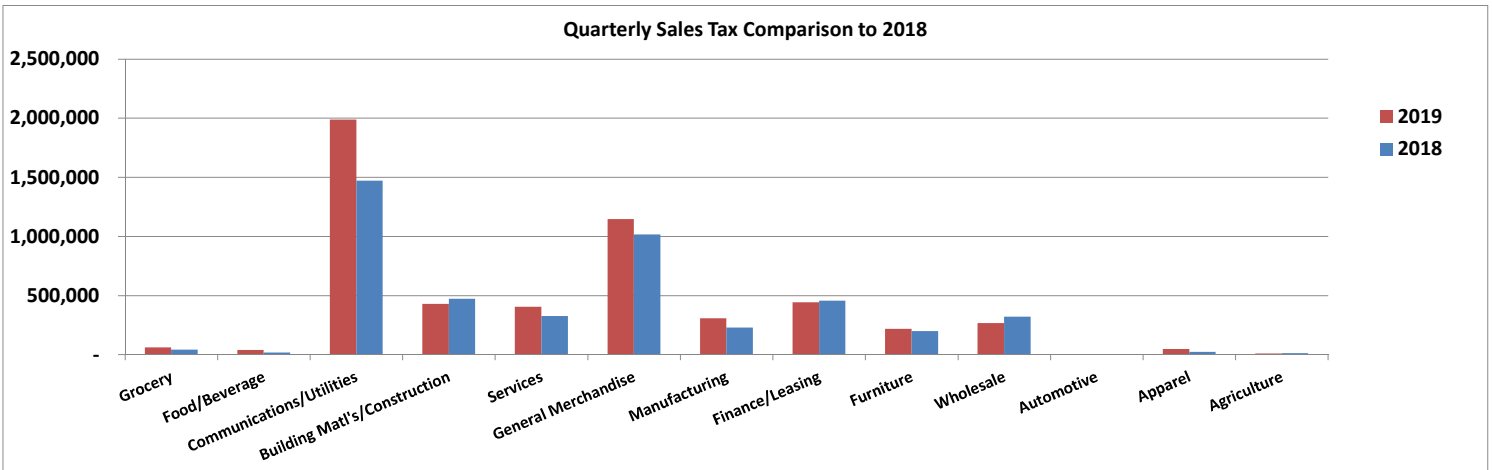
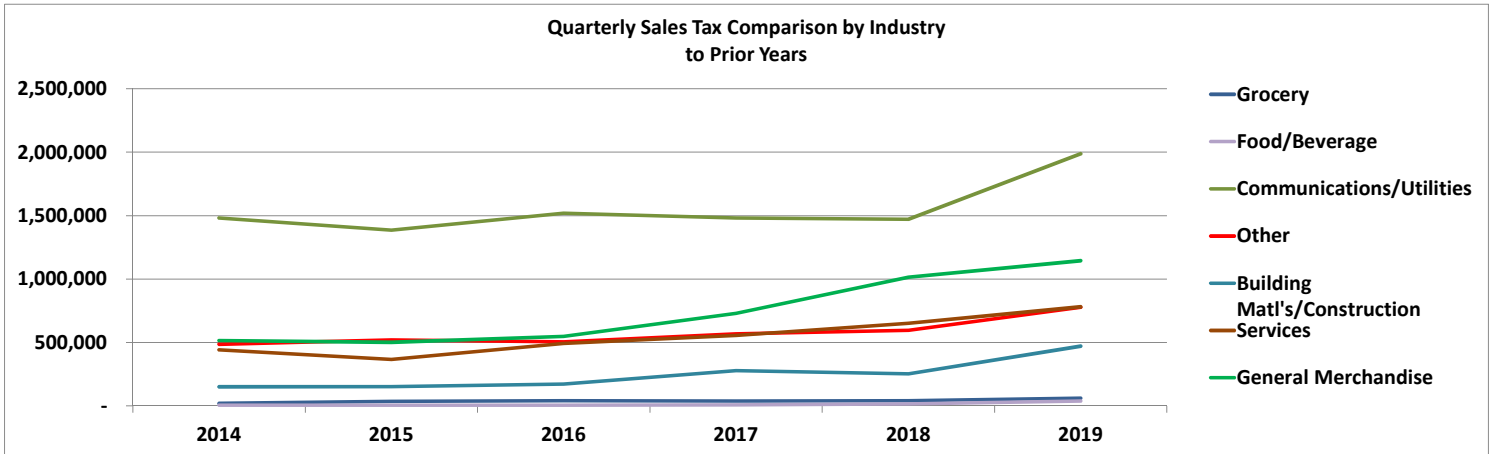
## Quarterly Sales Tax Revenue Comparisons by Industry - Inside City Area (December 2019)

INDUSTRY NAME	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	% Of Total	% Change
Grocery	2,339,900	2,751,107	2,934,453	3,157,170	3,256,414	3,219,724	30.0%	-1.1%
Food/Beverage	1,976,171	2,103,879	2,281,932	2,429,301	2,707,340	2,752,714	25.6%	1.7%
Communications/Utilities	21,812	38,040	670	404	2,314	1,093	0.0%	-52.8%
Building Mat'l's/Construction	1,318,104	1,336,619	1,418,666	1,498,596	1,643,693	1,675,478	15.6%	1.9%
Services	872,954	1,007,859	1,067,164	1,109,084	1,173,875	1,141,777	10.6%	-2.7%
General Merchandise	1,075,500	1,111,382	1,072,888	962,118	1,001,117	802,161	7.5%	-19.9%
Manufacturing	180,175	125,370	141,175	613,618	483,855	643,870	6.0%	33.1%
Finance/Leasing	35,593	45,142	47,421	48,634	49,313	55,028	0.5%	11.6%
Furniture	92,456	119,977	100,785	93,120	124,694	137,991	1.3%	10.7%
Wholesale	40,207	68,478	58,342	68,926	73,798	81,566	0.8%	10.5%
Automotive	71,159	49,816	61,527	70,543	81,023	73,769	0.7%	-9.0%
Apparel	67,278	72,835	84,497	91,811	93,782	92,462	0.9%	-1.4%
Agriculture	42,942	44,884	48,450	49,201	53,685	54,341	0.5%	1.2%
<b>Totals</b>	<b>8,134,251</b>	<b>8,875,387</b>	<b>9,317,969</b>	<b>10,192,526</b>	<b>10,744,904</b>	<b>10,731,975</b>		
<b>% Of Change</b>	<b>8.1%</b>	<b>9.1%</b>	<b>5.0%</b>	<b>9.4%</b>	<b>5.4%</b>	<b>-0.1%</b>		



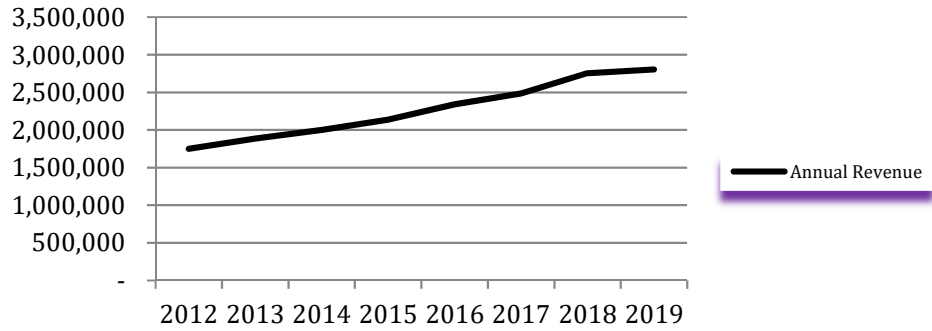
## Quarterly Sales Tax Revenue Comparisons by Industry - Outside City Area (December 2019)

INDUSTRY NAME	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	% Of Total	% Change
Grocery	20,005	35,885	39,546	37,836	41,325	60,267	1.1%	45.8%
Food/Beverage	5,116	4,750	5,338	8,731	15,792	37,747	0.7%	139.0%
Communications/Utilities	1,481,228	1,385,468	1,520,437	1,481,696	1,470,903	1,987,855	37.1%	35.1%
Building Mat'l's/Construction	151,071	172,025	277,926	253,741	470,636	428,679	8.0%	-8.9%
Services	123,500	205,468	229,807	311,061	325,815	404,533	7.6%	24.2%
General Merchandise	514,538	500,443	548,090	728,451	1,015,599	1,144,761	21.4%	12.7%
Manufacturing	130,232	98,879	146,983	148,066	227,222	306,545	5.7%	34.9%
Finance/Leasing	242,989	287,381	325,838	340,632	454,762	442,289	8.3%	-2.7%
Furniture	142,769	168,833	197,915	195,214	197,221	218,030	4.1%	10.6%
Wholesale	231,396	217,671	196,974	221,900	320,144	266,517	5.0%	-16.8%
Automotive	3,060	1,767	1,867	352	128	766	0.0%	498.4%
Apparel	7,827	13,320	15,598	19,695	22,075	46,830	0.9%	112.1%
Agriculture	5,676	5,278	7,840	11,787	10,665	9,833	0.2%	-7.8%
<b>Totals</b>	<b>3,059,404</b>	<b>3,097,170</b>	<b>3,514,160</b>	<b>3,759,161</b>	<b>4,572,286</b>	<b>5,354,650</b>		
<b>% Of Change</b>	<b>5.9%</b>	<b>1.2%</b>	<b>13.5%</b>	<b>7.0%</b>	<b>21.6%</b>	<b>17.1%</b>		

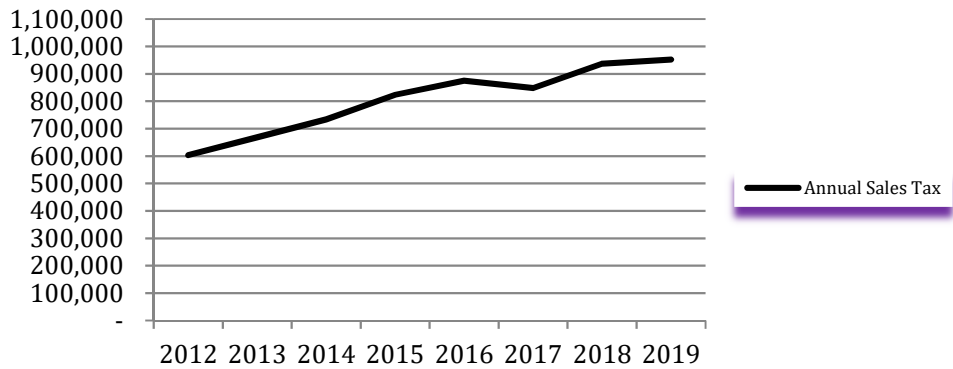


**Restaurant Graphs  
December 2019**

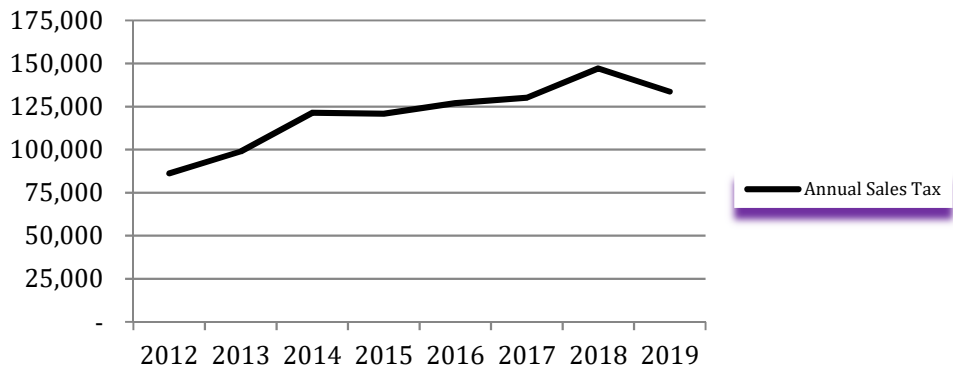
**Restaurants - All Locations**



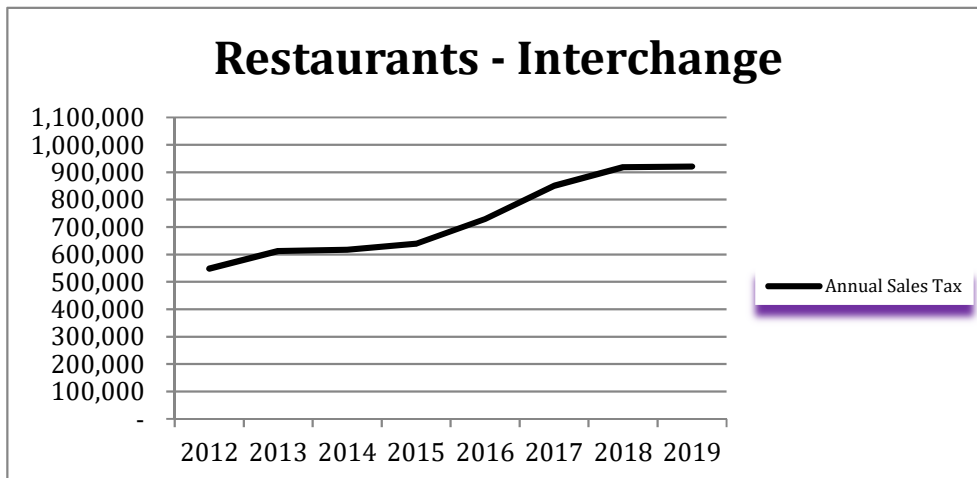
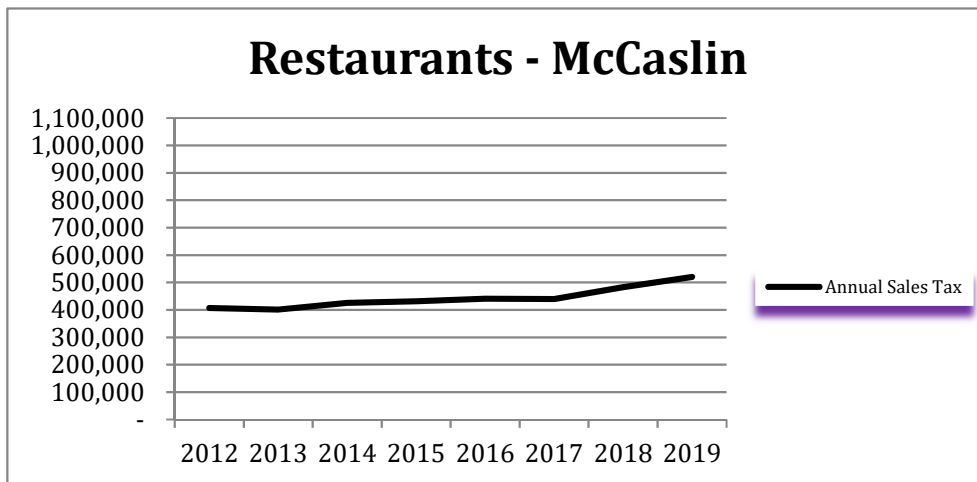
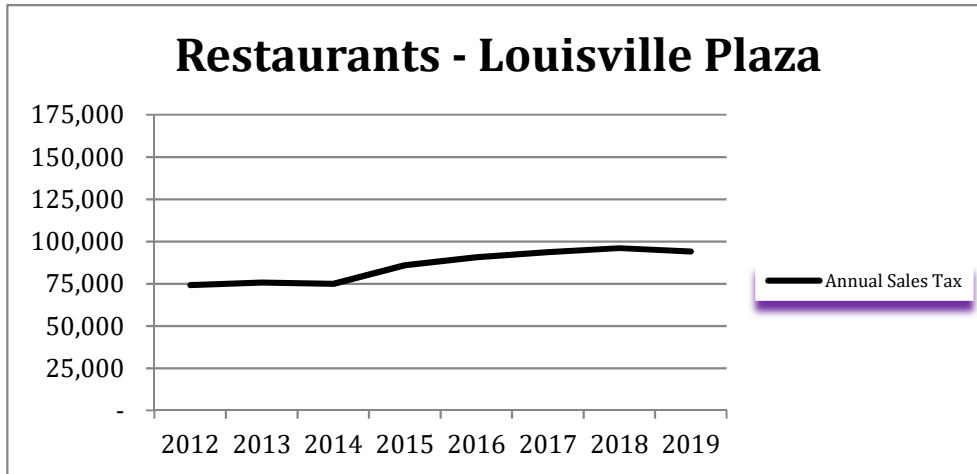
**Restaurants - Downtown**



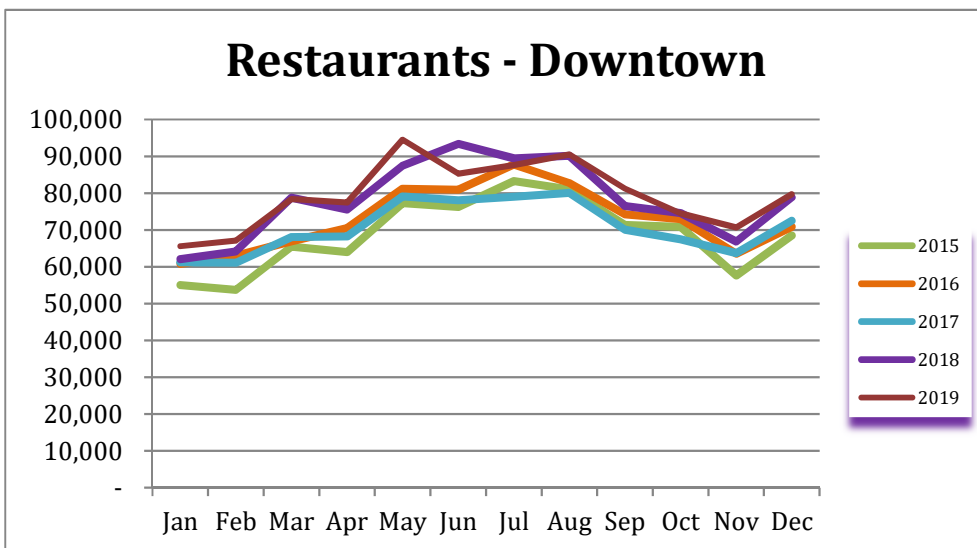
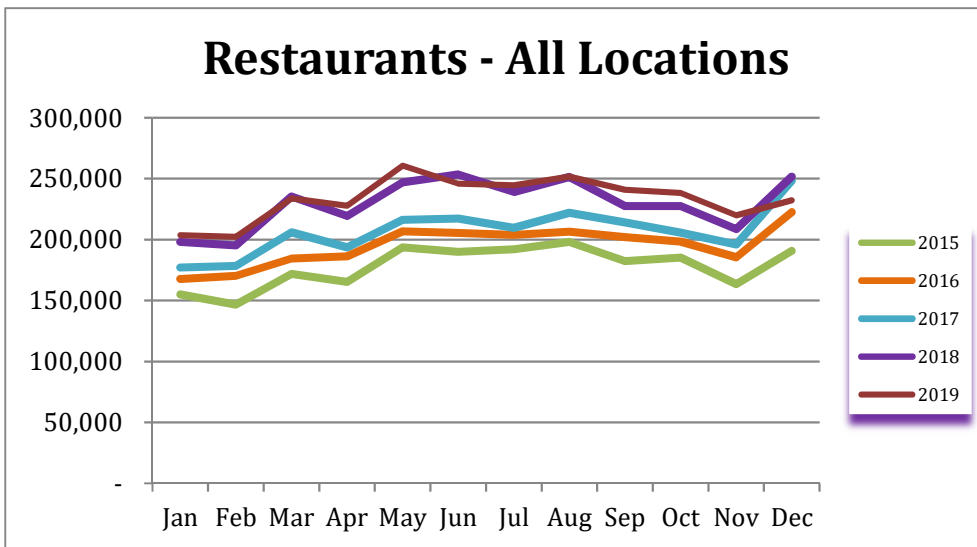
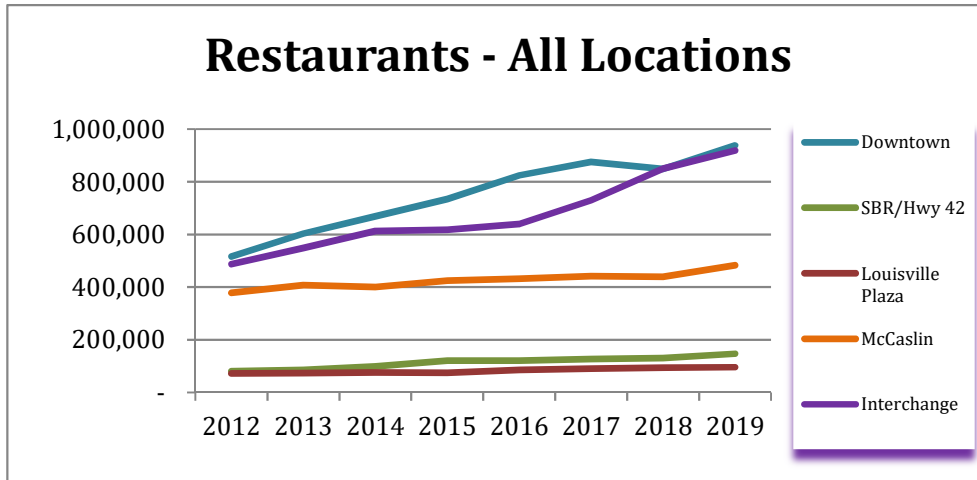
**Restaurants - SBR/Hwy 42**



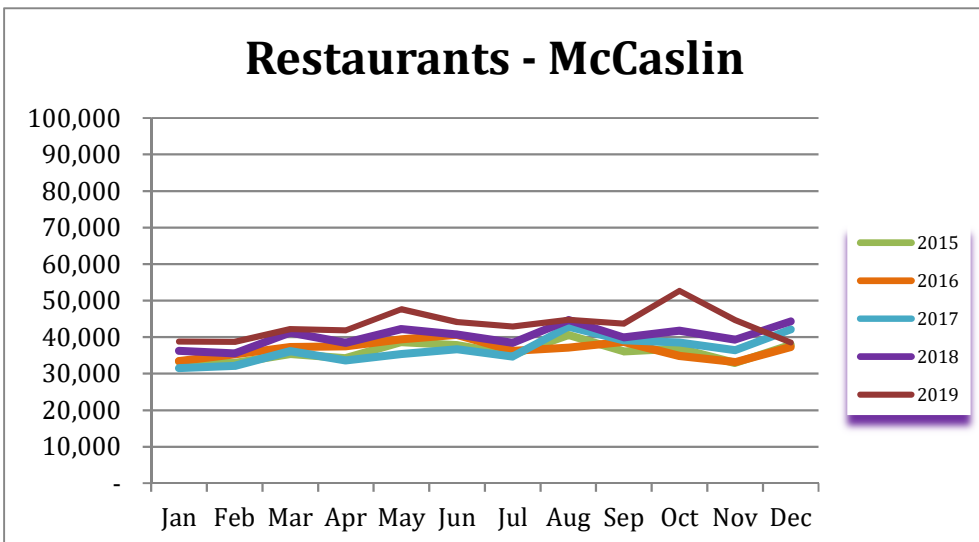
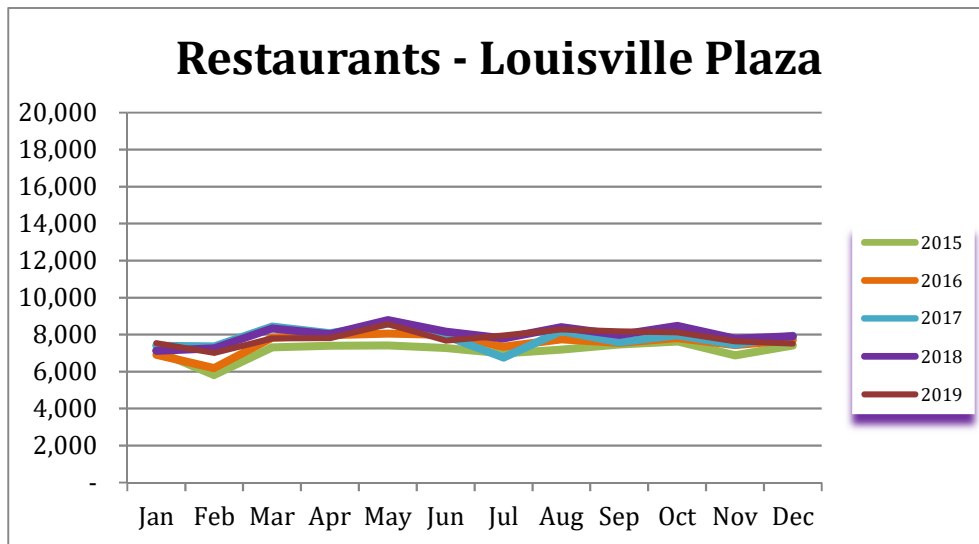
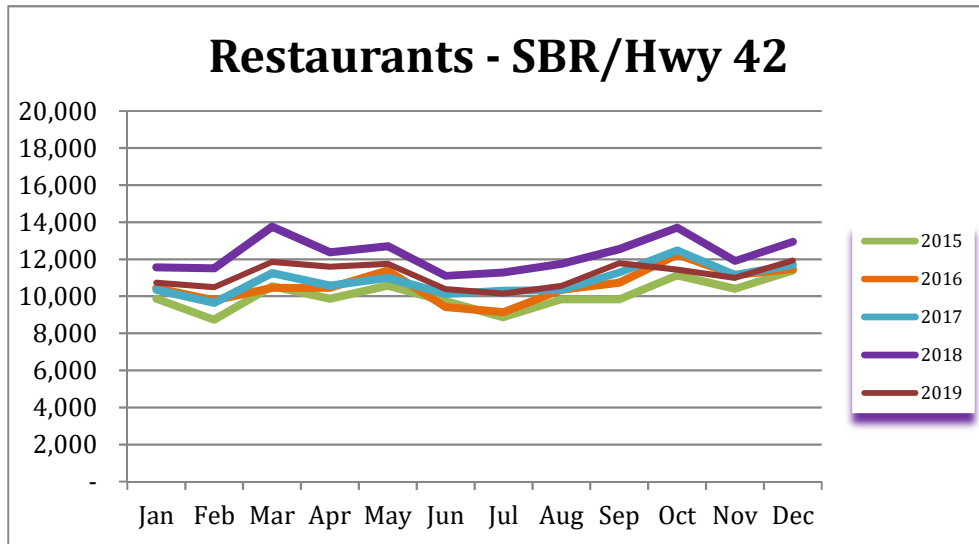
**Restaurant Graphs  
December 2019**



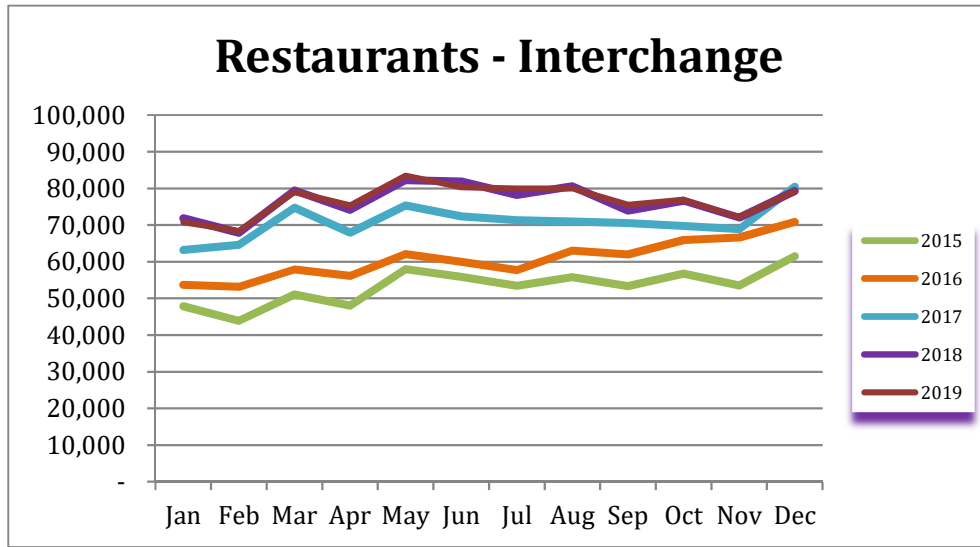
## Restaurant Graphs December 2019



**Restaurant Graphs  
December 2019**



Restaurant Graphs  
December 2019



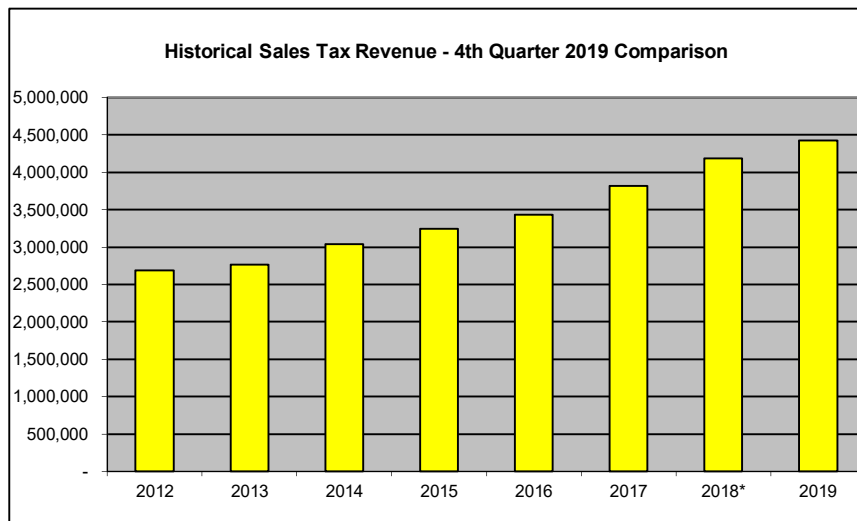


**CITY OF LOUISVILLE**  
**2018 HISTORICAL SALES TAX REVENUE (COMPARISONS FROM 2012 - 2019)**  
**12/31/2019**

MONTH	2012	2013	2014	2015	2016	2017	2018*	2019
January	681,326	777,242	798,792	930,279	886,723	1,052,366	1,141,972	1,071,558
February	656,603	669,879	708,164	751,446	920,875	864,842	984,046	936,429
March	816,468	820,313	891,756	966,850	1,054,128	1,182,825	1,254,090	1,334,863
April	757,617	870,965	990,489	926,082	949,906	1,044,230	1,131,949	1,159,948
May	855,685	918,954	928,421	931,057	1,032,963	1,183,115	1,284,619	1,223,169
June	890,833	895,906	1,013,900	1,116,715	1,216,853	1,336,406	1,458,894	1,579,107
July	794,745	856,770	866,647	1,026,333	1,136,035	1,137,813	1,247,212	1,366,196
August	776,002	821,538	983,356	983,178	1,050,800	1,119,641	1,198,848	1,488,654
September	836,117	1,017,791	974,352	1,097,796	1,153,466	1,209,258	1,425,270	1,501,976
October	737,769	827,461	876,022	948,794	1,003,857	1,154,708	1,187,020	1,338,241
November	855,913	812,544	867,460	933,235	1,005,580	1,112,434	1,113,867	1,208,379
December	1,091,578	1,125,418	1,294,297	1,360,790	1,420,942	1,554,048	1,889,403	1,878,105
Total Tax	\$ 9,750,654	\$ 10,414,782	\$ 11,193,655	\$ 11,972,557	\$ 12,832,129	\$ 13,951,686	\$ 15,317,190	\$ 16,086,625
Tax Variance %	7.0%	6.8%	7.5%	7.0%	7.2%	8.7%	9.8%	5.0%

QUARTERLY SUMMARY	2012	2013	2014	2015	2016	2017	2018*	2019
1st Quarter	2,154,396	2,267,435	2,398,712	2,648,576	2,861,726	3,100,032	3,380,108	3,342,849
2nd Quarter	2,504,135	2,685,825	2,932,810	2,973,855	3,199,722	3,563,751	3,875,462	3,962,225
3rd Quarter	2,406,864	2,696,099	2,824,355	3,107,307	3,340,301	3,466,712	3,871,330	4,356,826
4th Quarter	2,685,259	2,765,423	3,037,779	3,242,820	3,430,379	3,821,190	4,190,290	4,424,725
Tax Incr/(Decr)	168,251	80,164	272,355	205,041	187,559	390,811	369,100	234,435
Tax Variance %	6.7%	3.0%	9.8%	6.7%	5.8%	11.4%	9.7%	5.6%

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

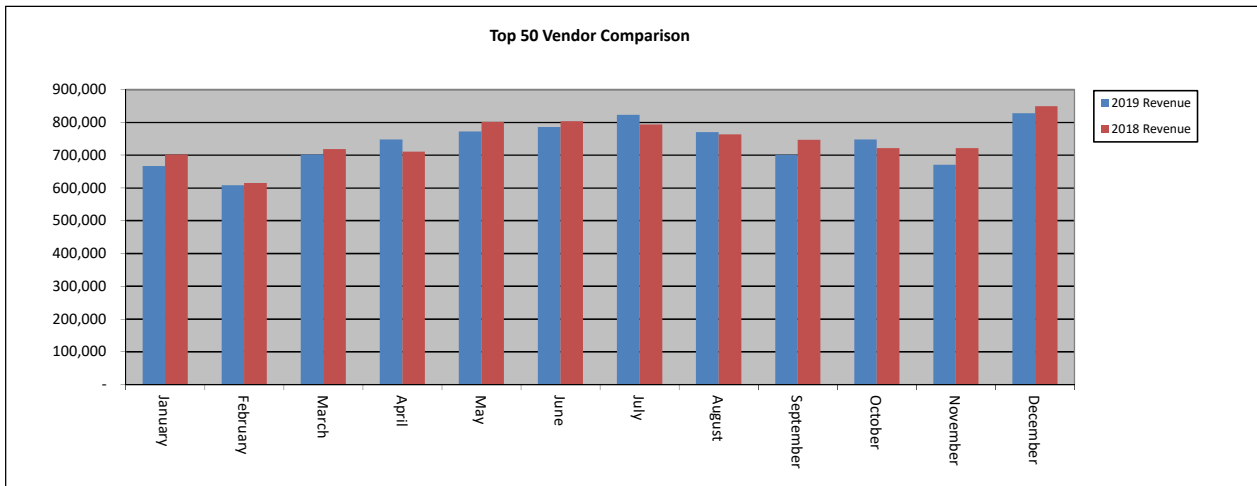


## CITY OF LOUISVILLE

### Top 50 Vendors Revenue for Yr 2019 with 2018 Comparisons

	Sales Tax 2019	Sales Tax 2018	Incr/(Decr)	Variance % 2019	% Top 50 Vendors to Total Tax
January	667,138	701,908	(34,770)	-5.0%	75.0%
February	608,536	615,116	(6,580)	-1.1%	66.0%
March	701,846	718,622	(16,775)	-2.3%	66.5%
April	748,363	710,933	37,430	5.3%	77.6%
May	772,267	802,174	(29,907)	-3.7%	74.0%
June	786,284	803,577	(17,293)	-2.2%	64.6%
July	822,814	794,362	28,452	3.6%	72.4%
August	770,096	763,295	6,801	0.9%	73.1%
September	701,643	746,731	(45,088)	-6.0%	60.8%
October	748,147	721,313	26,834	3.7%	74.5%
November	670,842	721,357	(50,515)	-7.0%	66.3%
December	828,129	849,946	(21,817)	-2.6%	58.2%
Totals	\$ 8,826,106	\$ 8,949,334	(123,228)	-1.4%	68.5%

Top 50 Vendor Summary		
YTD 2019 compared with 2018:	Incr/(Decr)	% Variance
Top 50 vendors	(123,228.34)	-1.4%
General Mds.	\$ (226,370.05)	-23.7%
Grocery	\$ 69,282.18	2.2%
Home Improvement	\$ 33,507.28	2.1%
Hotels	\$ (25,967.39)	-4.4%
Restaurants	\$ 84,386.33	5.7%
Telecom/Utilities	\$ (32,588.79)	-2.9%



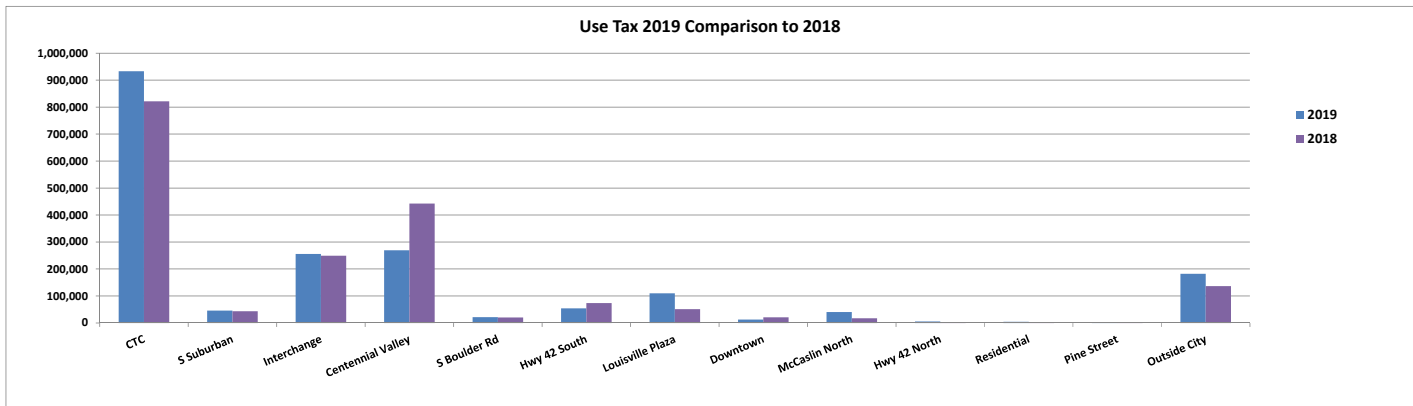
**AUDITS/ASSESSMENTS****Revenue Collected**

<b>Tax Type</b>	<b>2019</b>	<b>2018</b>
<b>Sales Tax</b>	<b>1,105,472.83</b>	<b>83,512.09</b>
<b>Consumer Use Tax</b>	<b>219,495.41</b>	<b>439,743.76</b>
<b>Building Use Tax</b>	<b>(19,907.63)</b>	<b>(24,461.33)</b>
<b>Lodging Tax</b>	<b>-</b>	<b>-</b>
<b>Penalties &amp; Interest</b>	<b>75,863.13</b>	<b>70,765.23</b>
<b>Total Audit/Assessment Revenue</b>	<b>\$ 1,380,923.74</b>	<b>\$ 569,559.75</b>

<b>Tax Returns Processed</b>	<b>2019</b>	<b>2018</b>
	<b>25,066</b>	<b>21,033</b>

## Annual Consumer Use Tax Revenue Comparisons by Area (2011 - 2019)

AREA NAME	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	% Of Total
CTC	229,339	627,942	791,492	614,982	453,003	868,208	682,209	821,793	933,322	48.1%
S Suburban	46,929	70,928	208,783	106,505	51,318	42,563	55,080	43,927	46,197	2.4%
Interchange	39,367	43,091	168,240	316,135	358,168	309,690	271,366	249,432	256,172	13.2%
Centennial Valley	138,664	252,079	127,490	130,945	203,007	280,834	235,597	442,846	269,399	13.9%
S Boulder Rd	100	2,022	139,876	116,699	78,801	39,012	117,584	20,724	21,527	1.1%
Hwy 42 South	429	16,136	45,465	43,133	69,206	91,493	87,634	73,728	54,173	2.8%
Louisville Plaza	34,454	36,925	17,483	22,101	42,110	45,236	30,533	51,088	110,305	5.7%
Downtown	3,078	6,064	15,785	13,697	13,101	9,369	17,074	20,971	12,726	0.7%
McCaslin North	7,101	13,632	9,598	17,483	30,504	19,852	23,325	17,631	40,662	2.1%
Hwy 42 North	709	7,613	3,354	1,379	1,702	2,290	2,241	2,672	5,897	0.3%
Residential	1,413	1,224	2,488	1,685	1,586	835	3,151	2,153	4,286	0.2%
Pine Street	548	752	180	247	363	556	246	113	3,103	0.2%
Outside City	53,935	123,735	(621)	83,347	152,782	137,351	142,512	136,763	182,355	9.4%
<b>Totals</b>	<b>556,065</b>	<b>1,202,143</b>	<b>1,529,611</b>	<b>1,468,338</b>	<b>1,455,649</b>	<b>1,847,288</b>	<b>1,668,551</b>	<b>1,883,839</b>	<b>1,940,122</b>	
<b>% Of Change</b>	<b>N/A</b>	<b>116.2%</b>	<b>27.2%</b>	<b>-4.0%</b>	<b>-0.9%</b>	<b>26.9%</b>	<b>-9.7%</b>	<b>12.9%</b>	<b>3.0%</b>	



## Annual Use Tax Revenue Comparisons by Industry (2011 - 2019)

AREA NAME	2011 Actual	2012 Actual	2013 Actual	2014 Actual	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Actual	% Of Total
<b>Manufacturing</b>	150,950	393,208	644,936	552,458	597,994	1,002,250	552,780	668,187	858,493	44.2%
<b>Services</b>	257,245	490,507	415,442	414,989	463,335	413,909	615,714	895,040	653,599	33.7%
<b>Wholesale</b>	880	14,633	141,514	49,362	79,303	85,952	103,784	56,000	108,588	5.6%
<b>Food/Beverage</b>	11,133	15,435	82,102	158,669	43,248	44,367	37,416	36,494	40,590	2.1%
<b>Communications/Utilities</b>	21,504	94,730	64,567	16,090	30,064	73,072	47,448	21,648	40,833	2.1%
<b>Apparel</b>	39,868	34,350	41,183	39,676	45,472	33,045	10,893	33,727	8,450	0.4%
<b>Finance/Leasing</b>	5,431	14,386	35,660	38,720	55,358	65,614	77,735	69,301	131,457	6.8%
<b>Miscellaneous Retail</b>	15,282	80,162	79,693	73,669	71,668	38,150	32,007	25,742	-	0.0%
<b>Grocery</b>	25,283	25,265	7,817	3,758	9,988	9,887	126,684	4,398	15,418	0.8%
<b>Construction</b>	748	6,718	6,521	48,347	32,728	63,769	25,304	17,881	10,374	0.5%
<b>Building Materials</b>	4,157	7,629	5,797	53,821	6,010	9,303	14,371	36,349	25,587	1.3%
<b>General Merchandise</b>	22,611	22,976	3,205	9,165	4,396	4,608	22,604	13,904	43,493	2.2%
<b>Agriculture</b>	355	308	881	1,820	8,198	1,622	952	1,161	2,073	0.1%
<b>Furniture</b>	618	1,461	243	7,523	7,228	1,396	858	4,006	1,165	0.1%
<b>Automotive</b>	-	374	52	271	661	344	1	1	2	0.0%
<b>Totals</b>	<b>556,065</b>	<b>1,202,143</b>	<b>1,529,611</b>	<b>1,468,338</b>	<b>1,455,649</b>	<b>1,847,288</b>	<b>1,668,551</b>	<b>1,883,839</b>	<b>1,940,122</b>	
<b>% Of Change</b>	<b>N/A</b>	<b>116.2%</b>	<b>27.2%</b>	<b>-4.0%</b>	<b>-0.9%</b>	<b>26.9%</b>	<b>-9.7%</b>	<b>12.9%</b>	<b>3.0%</b>	

