

# City of Boulder

## Sales & Use Tax Revenue Report

### March, 2003



Issued May 9, 2003

This report provides information and analysis related to sales and use tax collections for the fiscal year 2003. Any questions should be directed to Tom Hagerty, Deputy Finance Director, at (303) 441-3001.

As illustrated in the following chart, March 2003 actual year-to-date sales and use tax revenue has decreased by 10.31% over the comparable period in 2002.

MARCH YEAR-TO-DATE COMPARISONS – 2003 VERSUS 2002		
TAX CATEGORY	% CHANGE	% of TOTAL
Retail Sales Tax	-4.47%	83.85%
Business Use Tax	-16.49%	11.04%
Construction Use Tax	-65.67%	2.39%
Motor Vehicle Use Tax	-16.36%	3.06%
Refunds	245.96%	-0.33%
<b>Total YTD March Sales/Use Tax</b>	<b>-10.31%</b>	<b>100.00%</b>

Of greater significance for identifying trends is the percent change month by month for the year.

REVENUE CATEGORY	JAN	FEB	MAR
Retail Sales Tax	-14.68%	-0.74%	1.96%
Consumer Use Tax (incl. motor vehicles)	11.40%	-8.55%	-35.35%
Construction Use Tax	-51.19%	-78.50%	-50.93%
Total	-13.30%	-10.52%	-7.64%

- **Retail Sales Tax:** Year-to-date change is at -4.47% in the retail sales tax category, which makes up approximately 84% of sales / use tax revenue. There are several geographic areas in the City which are positive compared to 2002, and there are only two industry types showing a positive variance.

Positive categories are seen in the following:

- "Food Stores" increased by 2.07%
- "All Other" increased by 11.76%

Weaknesses are seen in the following retail categories:

- "Eating Places" decreased by 3.69%
- "Apparel Stores" decreased by 16.27%
- "Home Furnishings" decreased by 2.81%
- "General Retail" decreased by 3.34%
- "Transportation/Utilities" decreased by 12.54%
- "Automotive Trade" decreased by 10.06%
- "Building Material-Retail" decreased by 14.87%
- "Consumer Electronics" decreased by 11.90%
- "Computer Related Business" decreased by 13.69%

As with many other categories, core consumer retail (apparel stores and general retail) has shown a weakness.

The following chart details the “core consumer retail” components.

<b>CITYWIDE CORE RETAIL SALES TAX – MARCH YTD 2003 VERSUS 2002</b>			
<b>Category</b>	<b>2002</b>	<b>2003</b>	<b>Variance</b>
Apparel Stores	503,625	421,692	(16.27%)
Home Furnishings	623,835	606,291	(2.81%)
General Retail	2,872,756	2,776,822	(3.34%)
<b>Total</b>	<b>4,000,216</b>	<b>3,804,805</b>	<b>(4.89%)</b>

Given delays in redeveloping Crossroads Mall, interest exists regarding performance in the BURA area. The following charts provide such information for the year:

<b>CROSSROADS MALL – MARCH YTD 2003 VERSUS 2002</b>			
<b>Category</b>	<b>2002</b>	<b>2003</b>	<b>Variance</b>
Retail Sales Tax	331,827	254,577	(23.28%)
Consumer Use Tax	3,778	0	(100.00%)
Construction Use Tax	31	4,704	15,087.44%
<b>Total</b>	<b>335,636</b>	<b>259,280</b>	<b>(22.75%)</b>

<b>BURA EXCLUDING CROSSROADS MALL – MARCH YTD 2003 VERSUS 2002</b>			
<b>Category</b>	<b>2002</b>	<b>2003</b>	<b>Variance</b>
Retail Sales Tax	3,375,835	3,328,515	(1.40%)
Consumer Use Tax	58,941	66,162	12.25%
Construction Use Tax	6,868	13,448	95.80%
<b>Total</b>	<b>3,441,643</b>	<b>3,408,125</b>	<b>(0.97%)</b>

<b>TOTAL BURA – MARCH YTD 2003 VERSUS 2002</b>			
<b>Category</b>	<b>2002</b>	<b>2003</b>	<b>Variance</b>
Retail Sales Tax	3,707,662	3,583,092	(3.36%)
Consumer Use Tax	62,719	66,162	5.49%
Construction Use Tax	58,972	18,151	(69.22%)
<b>Total</b>	<b>3,829,352</b>	<b>3,667,405</b>	<b>(4.23%)</b>

Motor vehicle use tax has decreased by 16.36% compared to 2002.

Construction use tax has decreased by 65.67%.

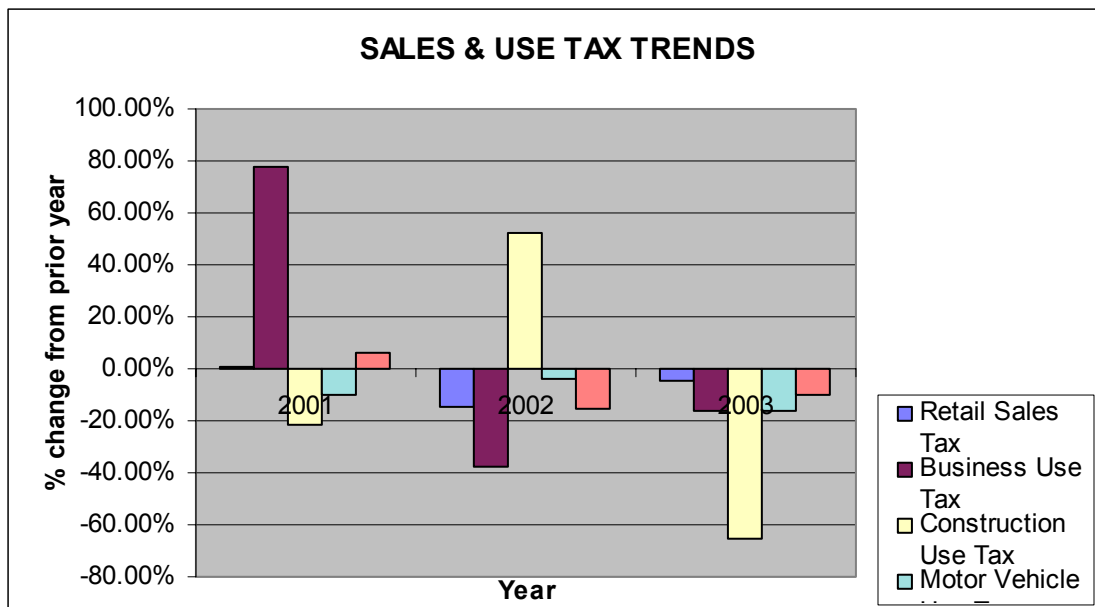
Business use tax (the complement of B to B retail sales tax) has experienced a year-to-date decrease of 16.49%.

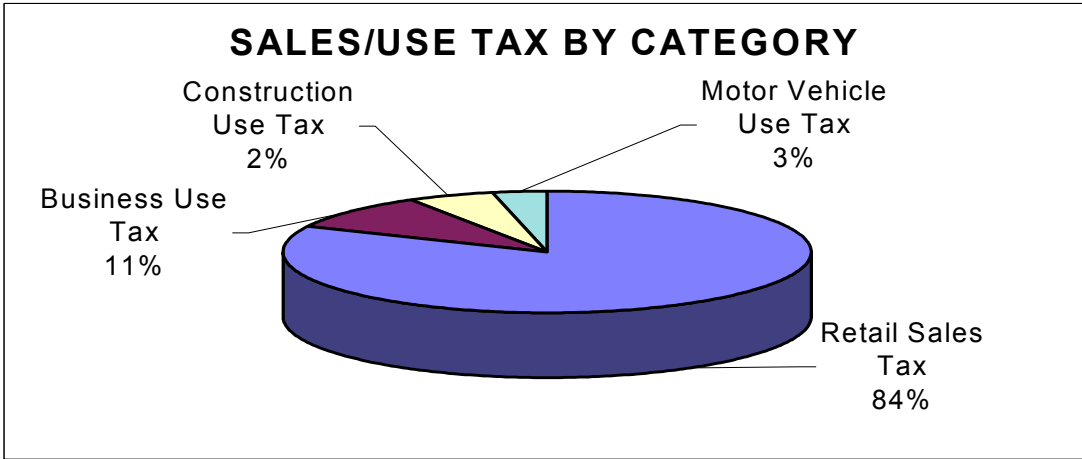
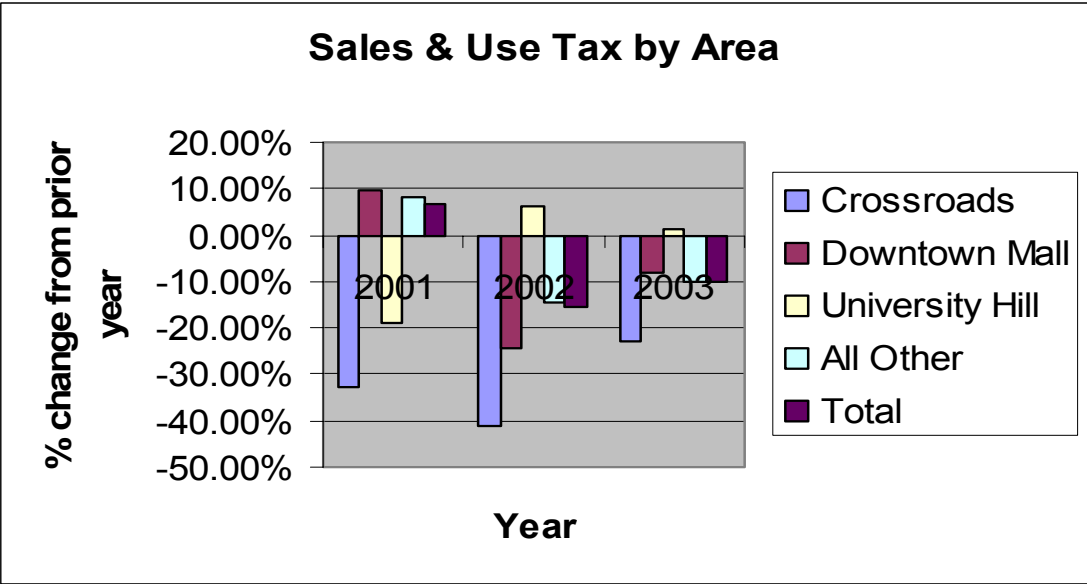
The total net sales & use tax decrease of 10.31% for the year is below the revised projection of a 5.56% decrease in our revised budget.

The following chart demonstrates (net of construction use tax) how the variance through March is distributed among business related activity and local retail activity. The chart shows that business related activity comprises 49.71% of the total negative variance while 41.36% of the negative variance is due to reductions in purchases by individuals.

Category	2002	2003	Variance	% of Total Variance (Net of Construction Use Tax)
Business Use Tax ( not including autos)	\$2,018,312	\$1,685,484	(\$332,828)	32.55%
Out-of State Retail Sales Tax ( approximation of business spending)	\$1,669,704	\$1,494,193	(\$175,511)	17.16%
Sub-total Business Related	\$3,688,016	\$3,179,677	(\$508,339)	49.71%
Retail Sales Tax (not including out-of-state)	\$11,731,195	\$11,308,212	(\$422,983)	41.36%
Motor Vehicle Use Tax	\$557,927	\$466,630	(\$91,297)	8.93%
Total Sales & Use Tax (not including Construction Use Tax & Refunds)	\$15,977,138	\$14,954,519	(\$1,022,619)	100%

The following graphs illustrate trends by tax category over the three-year period, 2000 - 2002 through December and the proportion of the total generated by each category of tax.





YTD RETAIL SALES TAX	
<p><b>STRENGTHS:</b></p> <ul style="list-style-type: none"> <li>▪ East Downtown up by 2.46%</li> <li>▪ North Broadway up by 38.30%</li> <li>▪ UHGID up by 4.93%</li> <li>▪ North 28<sup>th</sup> St. Commercial up by 10.00%</li> <li>▪ N. Broadway Annex. Up by 7.20</li> <li>▪ University of Colorado up by 3.35%</li> <li>▪ Gunbarrel Commercial up by 7.28%</li> <li>▪ Unlicensed Receipts up by 57.64%</li> <li>▪ Food Stores up by 2.07%</li> <li>▪ All Other up by 11.76%</li> </ul>	<p><b>WEAKNESSES:</b></p> <ul style="list-style-type: none"> <li>▪ Core Retail Categories (General Retail, Apparel Stores &amp; Home Furnishings) down by 4.89%</li> <li>▪ Building Materials Retail down by 14.87%</li> <li>▪ Eating Places down by 3.69%</li> <li>▪ Consumer Electronics down by 11.90%</li> <li>▪ Computer Related Business down by 23.30%</li> <li>▪ Pearl Street Mall down by 0.38%</li> <li>▪ Crossroads Mall down by 23.28%</li> <li>▪ Public Utilities down by 14.03%</li> </ul>

<b>YTD USE TAX</b>	
<b>STRENGTHS:</b> <ul style="list-style-type: none"> <li>▪ CAGID is up by 26.92%</li> <li>▪ Unlicensed Receipts is up by 405.52%</li> <li>▪ Out of State is up by 59.37%</li> <li>▪ Apparel Stores is up by 737.99%</li> <li>▪ Gunbarrel Industrial is up by 2.74%</li> </ul>	<b>WEAKNESSES</b> <ul style="list-style-type: none"> <li>▪ University of Colorado down by 84.38%</li> <li>▪ Boulder County down by 81.30%</li> <li>▪ All Other Boulder down by 46.24%</li> <li>▪ Pearl Street Mall is down by 64.05%</li> </ul>

<b>COMBINED SALES &amp; USE TAX</b>	
<b>STRENGTHS:</b> <ul style="list-style-type: none"> <li>▪ Food Stores is up by 1.84%</li> <li>▪ All Other is up by 3.03%</li> <li>▪ North Broadway is up by 20.66%</li> <li>▪ UHGID is up by 1.31%</li> <li>▪ North 28<sup>th</sup> St. Commercial is up by 3.08%</li> <li>▪ North Broadway Annex is up by 16.58%</li> <li>▪ Gunbarrel Commercial is up by 2.81%</li> <li>▪ Unlicensed Receipts is up by 90.35%</li> </ul>	<b>WEAKNESSES:</b> <ul style="list-style-type: none"> <li>▪ General Retail down by 4.43%</li> <li>▪ Apparel Stores down by 11.53%</li> <li>▪ Pearl Street Mall down by 7.88%</li> <li>▪ Public Utilities down by 18.07%</li> <li>▪ Crossroads Mall down by 22.75%</li> <li>▪ Business Use Tax down by 16.49%</li> <li>▪ Construction Use Tax down by 65.67%</li> </ul>

**OTHER TAXES**

- Admissions Tax is up by 4.57%
- Accommodation Tax is down by 21.32%.

**MARCH 2003 SALES AND USE TAX REVENUES**

<b>Total Net Sales/Use Tax Receipts by Tax Category</b>	<b>MARCH YTD Actual</b>			
	<b>2002</b>	<b>2003</b>	<b>% Change</b>	<b>% of Total</b>
Sales Tax	13,400,899	12,802,405	-4.47%	83.85%
Business Use Tax	2,018,312	1,685,484	-16.49%	11.04%
Construction Use Tax	1,061,921	364,594	-65.67%	2.39%
Motor vehicle	557,927	466,630	-16.36%	3.06%
Refunds	-14,520	-50,234	245.96%	-0.33%
<b>Total Sales and Use Tax</b>	<b>17,024,538</b>	<b>15,268,878</b>	<b>-10.31%</b>	<b>100.00%</b>

<b>Total Net Sales/Use Tax Receipts by Industry Type</b>	<b>MARCH YTD Actual</b>			
	<b>2002</b>	<b>2003</b>	<b>% Change</b>	<b>% of Total</b>
Food Stores	2,118,700	2,157,709	1.84%	14.13%
Eating Places	1,882,913	1,790,474	-4.91%	11.73%
Apparel Stores	506,806	448,353	-11.53%	2.94%
Home Furnishings	627,968	608,283	-3.13%	3.98%
General Retail	2,997,397	2,864,477	-4.43%	18.76%
Transportation/Utilities	1,709,242	1,450,493	-15.14%	9.50%
Automotive Trade	1,404,767	1,228,909	-12.52%	8.05%
Building Material-Retail	340,627	291,608	-14.39%	1.91%
Construction Use Tax	1,083,722	338,511	-68.76%	2.22%
Construction Sales Tax	71,587	57,453	-19.74%	0.38%
Consumer Electronics	363,025	336,883	-7.20%	2.21%
Computer Related Business Sector	1,333,807	1,068,787	-19.87%	7.00%
All Other	2,598,496	2,677,173	3.03%	17.53%
Refunds	-14,520	-50,234	245.96%	-0.33%
<b>Total Sales and Use Tax</b>	<b>17,024,538</b>	<b>15,268,878</b>	<b>-10.31%</b>	<b>100.00%</b>

<b>Total Net Sales/Use Tax Receipts by Geographic Area</b>	<b>MARCH YTD Actual</b>			
	<b>2002</b>	<b>2003</b>	<b>% Change</b>	<b>% of Total</b>
North Broadway	248,301	299,591	20.66%	1.96%
Downtown (former CAGID)	1,036,474	1,019,053	-1.68%	6.67%
Downtown Extension	122,468	101,608	-17.03%	0.67%
UHGID (the "hill")	228,553	231,557	1.31%	1.52%
East Downtown	150,129	134,886	-10.15%	0.88%
N. 28th St. Commercial	991,029	1,021,544	3.08%	6.69%
N. Broadway Annex	28,985	33,790	16.58%	0.22%
University of Colorado	591,732	267,567	-54.78%	1.75%
Basemar	295,878	276,575	-6.52%	1.81%
BURA (w/o xrds)	3,441,643	3,408,125	-0.97%	22.32%
Crossroads	335,636	259,280	-22.75%	1.70%
Table Mesa	425,684	421,022	-1.10%	2.76%
The Meadows	289,383	237,736	-17.85%	1.56%
All Other Boulder	921,222	675,508	-26.67%	4.42%
Boulder County	251,004	136,291	-45.70%	0.89%
Metro Denver	754,062	577,627	-23.40%	3.78%
Colorado All Other	25,807	25,283	-2.03%	0.17%
Out of State	1,697,243	1,538,080	-9.38%	10.07%
Airport	2,470	2,342	-5.18%	0.02%
Gunbarrel Industrial	797,555	753,904	-5.47%	4.94%
Gunbarrel Commercial	193,548	198,984	2.81%	1.30%
Pearl Street Mall	464,363	427,791	-7.88%	2.80%
Boulder Industrial	1,757,645	1,527,373	-13.10%	10.00%
Unlicensed Receipts	96,922	184,495	90.35%	1.21%
County Clerk	557,927	466,630	-16.36%	3.06%
Public Utilities	1,333,397	1,092,469	-18.07%	7.15%
Refunds	-14,520	-50,234	245.96%	-0.33%
<b>Total Sales and Use Tax</b>	<b>17,024,538</b>	<b>15,268,878</b>	<b>-10.31%</b>	<b>100.00%</b>

<b>Miscellaneous Tax Statistics</b>	<b>MARCH YTD Actual</b>		
	<b>2002</b>	<b>2003</b>	<b>% Change</b>
Total Food Service Tax	87,376	83,511	-4.42%
BURA Area Food Service Tax	20,138	19,193	-4.70%
Accommodations Tax	477,655	375,833	-21.32%
Admissions Tax	93,859	98,145	4.57%
License Fees	7,025	7,325	4.27%



Sales & Use Tax Revenue by Geographic Area																
Area	Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%Change	
<b>BURA w/XRDS</b>	1996	1,181,131	1,134,224	1,326,598	1,200,956	1,306,179	1,383,216	1,237,236	1,353,044	1,428,586	1,258,620	1,274,345	2,191,077	16,275,212	13.57%	
<b>GEO 10 w/11</b>	1997	1,156,274	1,131,902	1,294,658	1,231,021	1,214,174	1,557,567	1,254,500	1,405,286	1,483,154	1,302,088	1,397,220	2,104,361	16,532,205	1.58%	
	1998	1,215,420	1,257,664	1,515,888	1,362,454	1,401,933	1,499,131	1,384,527	1,533,499	1,624,802	1,327,344	1,596,561	2,350,220	18,069,443	9.30%	
	1999	1,311,472	1,482,196	1,584,004	1,372,446	1,654,872	1,679,044	1,514,815	1,640,758	1,712,453	1,559,109	1,627,381	2,544,103	19,682,652	8.93%	
	2000	1,455,110	1,499,236	1,671,638	1,475,824	1,504,878	1,711,382	1,523,878	1,570,948	1,701,246	1,489,380	1,492,678	2,388,311	19,484,509	-1.01%	
	2001	1,329,571	1,327,360	1,537,786	1,323,442	1,438,423	1,484,451	1,265,185	1,423,177	1,469,611	1,410,880	1,391,257	2,040,862	17,442,005	-10.48%	
	2002	1,269,971	1,190,005	1,317,303	1,463,015	1,466,090	1,397,764	1,251,934	1,355,399	1,377,342	1,261,131	1,398,711	1,931,711	16,680,377	-4.37%	
	<b>2003</b>	1,228,502	1,127,406	1,311,497										<b>3,667,405</b>		
Chg from prior yr (month)		-3.27%	-5.26%	-0.44%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%			
Chg from prior yr (year)		-3.27%	-4.23%	-2.91%	-30.02%	-45.31%	-54.75%	-60.80%	-65.76%	-69.66%	-72.53%	-75.13%	-78.01%			
<b>Downtown Area</b>	1996	247,860	247,492	339,280	269,390	295,516	350,846	312,067	314,479	390,526	291,778	274,103	426,162	3,759,499	7.70%	
<b>GEO 22 (fmr CAGID)</b>	1997	243,200	246,082	362,118	275,560	300,720	356,372	309,322	340,214	479,992	306,495	302,513	422,591	3,945,178	4.94%	
	1998	258,915	270,106	338,786	316,831	359,266	323,804	340,568	395,237	367,534	345,701	401,998	444,557	4,163,302	5.53%	
	1999	277,120	308,848	364,321	321,645	411,722	414,073	379,572	374,938	424,501	354,409	358,335	578,914	4,568,398	9.73%	
	2000	312,314	440,343	399,289	359,600	384,974	463,454	373,697	360,906	480,383	401,873	314,026	626,922	4,917,781	7.65%	
	2001	328,098	380,211	433,470	324,902	295,414	450,214	360,737	377,434	429,640	441,350	367,550	466,660	4,655,679	-5.33%	
	2002	340,356	302,600	393,518	465,479	422,975	537,489	359,308	388,917	416,692	380,881	328,982	598,384	4,935,580	6.01%	
	<b>2003</b>	361,839	289,594	367,620										<b>1,019,053</b>		
Chg from prior yr (month)		6.31%	-4.30%	-6.58%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%			
Chg from prior yr (year)		6.31%	1.32%	-1.68%	-32.15%	-47.06%	-58.62%	-63.89%	-68.26%	-71.91%	-74.58%	-76.50%	-79.35%			
<b>Pearl St Mall</b>	1996	101,169	110,653	140,981	128,109	165,400	203,498	172,394	186,350	177,326	150,855	133,992	236,294	1,907,022	14.78%	
<b>GEO 26</b>	1997	109,897	138,883	165,366	139,504	167,841	212,273	190,516	176,073	172,914	170,460	148,732	245,629	2,038,088	6.87%	
	1998	108,966	136,749	176,270	151,553	169,661	417,564	176,816	210,299	200,303	143,858	194,114	306,987	2,393,141	17.42%	
	1999	140,629	141,582	243,455	149,430	198,410	270,060	206,311	193,227	258,208	203,818	184,809	340,674	2,530,613	5.74%	
	2000	170,546	172,745	217,576	203,633	193,146	308,381	236,957	231,205	243,501	209,456	169,159	374,931	2,731,237	7.93%	
	2001	150,110	149,897	314,090	166,718	189,596	280,507	214,250	213,434	236,077	169,179	159,098	283,240	2,526,197	-7.51%	
	2002	136,601	128,386	199,375	191,732	185,145	267,537	191,226	212,196	197,323	152,320	162,649	251,662	2,276,154	-9.90%	
	<b>2003</b>	118,922	137,268	171,601										<b>427,791</b>		
Chg from prior yr (month)		-12.94%	6.92%	-13.93%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%			
Chg from prior yr (year)		-12.94%	-3.32%	-7.88%	-34.80%	-49.15%	-61.42%	-67.09%	-71.71%	-74.98%	-77.02%	-78.87%	-81.21%			
<b>Downtown w/Mall</b>	1996	349,029	358,145	480,261	397,499	460,916	554,344	484,461	500,830	567,853	442,633	408,095	662,456	5,852,200	13.59%	
<b>Sub-total 22 &amp; 26</b>	1997	353,098	384,965	527,484	415,064	468,561	568,645	499,839	516,287	652,905	476,955	451,245	668,220	5,983,266	2.24%	
	1998	367,881	406,855	515,056	468,384	528,927	741,368	517,383	605,536	567,838	489,559	596,112	751,544	6,556,443	9.58%	
	1999	417,748	450,430	607,776	471,076	610,133	684,132	585,884	568,165	682,710	558,227	543,144	919,587	7,099,011	8.28%	
	2000	482,860	613,087	616,865	563,233	578,120	771,835	610,653	592,111	723,885	611,329	483,186	1,001,853	7,649,018	7.75%	
	2001	478,208	530,108	747,561	491,620	485,010	730,721	574,987	590,868	665,717	610,528	526,648	749,899	7,181,876	-6.11%	
	2002	476,958	430,986	592,893	657,211	608,120	805,027	550,534	601,114	614,015	533,201	491,631	850,045	7,211,734	0.42%	
	<b>2003</b>	480,762	426,861	539,222	0	0	0	0	0	0	0	0	0	<b>1,446,844</b>		
Chg from prior yr (month)		0.80%	-0.96%	-9.05%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%			
Chg from prior yr (year)		0.80%	-0.04%	-3.60%	-32.96%	-47.69%	-59.49%	-64.90%	-69.36%	-72.89%	-75.35%	-77.26%	-79.94%			
<b>BURA&amp;Downtown</b>	1996	1,530,160	1,492,369	1,806,859	1,598,455	1,767,095	1,937,560	1,721,697	1,853,874	1,996,439	1,701,252	1,682,440	2,853,533	22,127,412	13.57%	
<b>Sub-total 22/26/10/11</b>	1997	1,509,371	1,516,867	1,822,143	1,646,085	1,682,734	2,126,212	1,754,338	1,921,573	2,136,060	1,779,042	1,848,465	2,772,581	22,515,471	1.75%	
	1998	1,583,301	1,664,519	2,030,944	1,830,838	1,930,860	2,240,500	1,901,910	2,139,035	2,192,640	1,816,903	2,192,672	3,101,764	24,625,886	9.37%	
	1999	1,729,220	1,932,626	2,191,780	1,843,522	2,265,004	2,363,176	2,100,698	2,208,922	2,395,163	2,117,336	2,170,525	3,463,690	26,138,663	8.75%	
	2000	1,937,971	2,112,324	2,288,503	2,039,557	2,082,998	2,483,217	2,134,531	2,163,060	2,425,130	2,100,708	1,975,864	3,390,164	27,731,526	1.31%	
	2001	1,807,779	1,857,468	2,285,347	1,815,063	1,923,433	2,215,172	1,840,172	2,014,045	2,135,327	2,021,408	1,917,905	2,790,762	24,623,881	-9.25%	
	2002	1,746,929	1,620,991	1,910,196	2,120,226	2,074,210	2,202,790	1,802,468	1,956,513	1,991,357	1,794,332	1,890,342	2,781,757	23,892,111	-2.97%	
	<b>2003</b>	1,709,264	1,554,267	1,850,719	0	0	0	0	0	0	0	0	0	<b>5,114,250</b>		
Chg from prior yr (month)		-2.16%	-4.12%	-3.11%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%			
Chg from prior yr (year)		-2.16%	-3.10%	-3.10%	-30.87%	-46.01%	-56.20%	-62.05%	-66.86%	-70.65%	-73.39%	-75.77%	-78.59%			
Area	Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	%Change	
<b>UHGID</b>	1996	84,972	81,217	81,875	59,120	62,290	79,113	64,358	87,200	125,795	66,657	58,421	78,209	929,227	0.12%	
<b>GEO 04</b>	1997	86,390	60,026	67,180	65,490	60,568	65,081	62,703	62,268	133,603	64,882	53,008	70,771	851,971	-8.31%	
	1998	63,419	95,085	68,589	67,326	60,062	65,784	55,580	105,311	86,072	72,057	56,285	74,850	870,421	2.17%	
	1999	92,636	61,129	61,990	56,385	66,461	75,023	60,047	107,991	89,747	62,713	62,837	77,412	874,372	0.45%	
	2000	82,499	116,172	66,597	60,797	71,308	81,383	59,991	88,155	140,290	68,069	57,951	67,997	961,208	9.93%	
	2001	84,134	65,147	65,440	60,960	61,781	92,797	61,382	88,144	124,040	68,117	61,387	87,147	920,477	-4.24%	
	2002	99,901	58,310	70,342	67,541	59,055	77,670	63,583	88,336	132,887	73,933	64,933	72,146	928,637	0.89%	
	<b>2003</b>	101,114	59,503	70,940										<b>231,557</b>		
Chg from prior yr (month)		1.21%	2.05%	0.85%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%			
Chg from prior yr (year)		1.21%	1.52%	1.31%	-21.80%	-34.80%	-46.50%	-53.35%	-60.40%	-67.73%	-70.75%	-72.96%	-75.06%			

USE >> SALES

COMPARISON OF YEAR-TO-DATE ACTUAL REVENUE FOR THE YEAR 2003 TO COMPARABLE PERIOD IN 2002

USE TAX BY CATEGORY

SALES TAX BY CATEGORY

MARCH YTD Actual			Standard Industrial Code	MARCH YTD Actual		
2002	2003			2002	2003	Incr/(Decr)
16,090	11,594	-27.94%	Food Stores	2,102,610	2,146,115	2.07%
60,522	35,337	-41.61%	Eating Places	1,822,391	1,755,137	-3.69%
3,182	26,661	737.99%	Apparel Stores	503,625	421,692	-16.27%
4,133	1,992	-51.80%	Home Furnishings	623,835	606,291	-2.81%
124,641	87,656	-29.67%	General Retail	2,872,756	2,776,822	-3.34%
114,680	55,963	-51.20%	Transportation/Utilities	1,594,563	1,394,530	-12.54%
561,888	470,825	-16.21%	Automotive Trade	842,878	758,084	-10.06%
3,096	4,261	37.62%	Building Material-Retail	337,531	287,347	-14.87%
1,083,722	338,511	-68.76%	Construction Use Tax	0	0	na
0	0	na	Construction Sales Tax	71,587	57,453	-19.74%
28,286	41,991	48.45%	Consumer Electronics	334,739	294,892	-11.90%
591,609	499,503	-15.57%	Computer Related Business	742,198	569,285	-23.30%
1,046,310	942,415	-9.93%	All Other	1,552,186	1,734,758	11.76%
<b>3,638,159</b>	<b>2,516,707</b>	<b>-30.82%</b>	<b>Total Sales and Use Tax</b>	<b>13,400,899</b>	<b>12,802,405</b>	<b>-4.47%</b>

USE TAX BY CATEGORY

SALES TAX BY CATEGORY

MARCH YTD Actual			Geographic Code	MARCH YTD Actual		
2002	2003	Incr/(Decr)		2002	2003	Incr/(Decr)
39,889	11,350	-71.55%	North Broadway	208,412	288,241	38.30%
85,085	107,994	26.92%	CAGID	951,389	911,059	-4.24%
1,910	5,807	204.07%	Downtown Extension	120,558	95,801	-20.54%
5,972	-2,004	-133.56%	UHGD (the "hill")	222,581	233,561	4.93%
19,521	1,070	-94.52%	East Downtown	130,608	133,816	2.46%
68,493	6,788	-90.09%	N. 28th St. Commercial	922,536	1,014,756	10.00%
280	3,018	977.54%	N. Broadway Annex	28,705	30,773	7.20%
392,111	61,265	-84.38%	University of Colorado	199,621	206,302	3.35%
1,352	4,479	231.28%	Basemar	294,526	272,097	-7.62%
65,809	79,610	20.97%	BURA	3,375,835	3,328,515	-1.40%
3,809	4,704	23.48%	Crossroads	331,827	254,577	-23.28%
534	1,640	207.07%	Table Mesa	425,149	419,382	-1.36%
45,623	3,224	-92.93%	The Meadows	243,760	234,512	-3.79%
471,796	253,645	-46.24%	All Other Boulder	449,425	421,864	-6.13%
66,686	12,471	-81.30%	Boulder County	184,318	123,821	-32.82%
79,946	25,274	-68.39%	Metro Denver	674,116	552,352	-18.06%
296	421	42.01%	Colorado All Other	25,510	24,862	-2.54%
27,539	43,887	59.37%	Out of State	1,669,704	1,494,193	-10.51%
16	49	207.74%	Airport	2,454	2,293	-6.56%
646,830	664,556	2.74%	Gunbarrel Industrial	150,725	89,348	-40.72%
8,649	627	-92.75%	Gunbarrel Commercial	184,899	198,357	7.28%
54,640	19,641	-64.05%	Pearl Street Mall	409,722	408,150	-0.38%
902,717	678,169	-24.87%	Boulder Industrial	854,928	849,204	-0.67%
9,113	46,070	405.52%	Unlicensed Receipts	87,809	138,426	57.64%
557,927	466,630	-16.36%	County Clerk	0	0	-
81,616	16,324	-80.00%	Public Utilities	1,251,782	1,076,145	-14.03%
<b>3,638,159</b>	<b>2,516,707</b>	<b>-30.82%</b>	<b>Total Sales and Use Tax</b>	<b>13,400,899</b>	<b>12,802,405</b>	<b>-4.47%</b>