

# City of Boulder

## Sales & Use Tax Revenue Report

### May, 2003



Issued July 7, 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, May 2003 actual year-to-date sales and use tax revenue has decreased by 8.58% over the comparable period in 2002.

| MAY YEAR-TO-DATE COMPARISONS – 2003 VERSUS 2002 |               |                |
|---|---------------|----------------|
| TAX CATEGORY                                    | % CHANGE      | % of TOTAL     |
| Retail Sales Tax                                | -6.49%        | 82.12%         |
| Business Use Tax                                | 2.93%         | 11.70%         |
| Construction Use Tax                            | -40.78%       | 3.95%          |
| Motor Vehicle Use Tax                           | -13.66%       | 3.11%          |
| Refunds   | 1177.14%      | -0.88%         |
| <b>Total YTD May Sales/Use Tax</b>              | <b>-8.58%</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     | APR     | MAY    |
|---|---------|---------|---------|---------|--------|
| Retail Sales Tax                        | -14.68% | -0.74%  | 1.96%   | -9.94%  | -8.92% |
| Consumer Use Tax (incl. motor vehicles) | 11.40%  | -8.55%  | -35.35% | 11.99%  | 58.13% |
| Construction Use Tax                    | -51.19% | -78.50% | -50.93% | -46.17% | 93.03% |
| Total                                   | -13.30% | -10.52% | -7.64%  | -12.07% | 0.62%  |

- **Retail Sales Tax:** Year-to-date change is at -6.49% in the retail sales tax category, which makes up approximately 82% of sales / use tax revenue. There are several geographic areas in the City which are positive compared to 2002. No industry type shows a positive variance this month.

Weaknesses are seen in the following retail categories:

- "Food Stores" decreased by 2.08%
- "Eating Places" decreased by 4.35%
- "Apparel Stores" decreased by 16.57%
- "Home Furnishings" decreased by 5.56%.
- "General Retail" decreased by 5.02%
- "Transportation/Utilities decreased by 4.71%.
- "Automotive Trade" decreased by 9.72%
- "Building Material-Retail decreased by 8.59%
- "Construction Sales Tax" decreased by 14.81%
- "Consumer Electronics" decreased by 2.10%
- "Computer Related Business" decreased by 30.30%
- "All Other" decreased by 1.86%

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 – MAY YTD 2003 VERSUS 2002</b> |                  |                  |                 |
|--|------------------|------------------|-----------------|
| <b>Category</b>  | <b>2002</b>      | <b>2003</b>      | <b>Variance</b> |
| Apparel Stores   | 897,668          | 748,937          | (16.57%)        |
| Home Furnishings   | 1,023,819        | 966,852          | (5.56%)         |
| General Retail   | 4,716,074        | 4,479,378        | (5.02%)         |
| <b>Total</b>   | <b>6,637,561</b> | <b>6,195,167</b> | <b>(6.67%)</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 – MAY YTD 2003 VERSUS 2002</b> |                |                |                 |
|---|----------------|----------------|-----------------|
| <b>Category</b>                                   | <b>2002</b>    | <b>2003</b>    | <b>Variance</b> |
| Retail Sales Tax                                  | 535,775        | 388,400        | (27.51%)        |
| Consumer Use Tax                                  | 5,741          | 0              | (100.00%)       |
| Construction Use Tax                              | 31             | 6,325          | 20,322.54%      |
| <b>Total</b>                                      | <b>541,547</b> | <b>394,725</b> | <b>(27.11%)</b> |

| <b>BURA EXCLUDING CROSSROADS MALL – MAY YTD 2003 VERSUS 2002</b> |                  |                  |                 |
|--|------------------|------------------|-----------------|
| <b>Category</b>  | <b>2002</b>      | <b>2003</b>      | <b>Variance</b> |
| Retail Sales Tax   | 5,911,447        | 5,650,039        | (4.42%)         |
| Consumer Use Tax   | 170,691          | 111,181          | (34.86%)        |
| Construction Use Tax   | 82,700           | 64,078           | (22.52%)        |
| <b>Total</b>   | <b>6,164,838</b> | <b>5,852,298</b> | <b>(5.51%)</b>  |

| <b>TOTAL BURA – MAY YTD 2003 VERSUS 2002</b> |                  |                  |                 |
|--|------------------|------------------|-----------------|
| <b>Category</b>                              | <b>2002</b>      | <b>2003</b>      | <b>Variance</b> |
| Retail Sales Tax                             | 6,447,222        | 6,038,439        | (6.34%)         |
| Consumer Use Tax                             | 176,431          | 111,181          | (36.98%)        |
| Construction Use Tax                         | 170,722          | 70,403           | (58.76%)        |
| <b>Total</b>                                 | <b>6,794,375</b> | <b>6,220,022</b> | <b>(8.45%)</b>  |

Motor vehicle use tax has decreased by 13.66% compared to 2002.

Construction use tax has decreased by 40.78%.

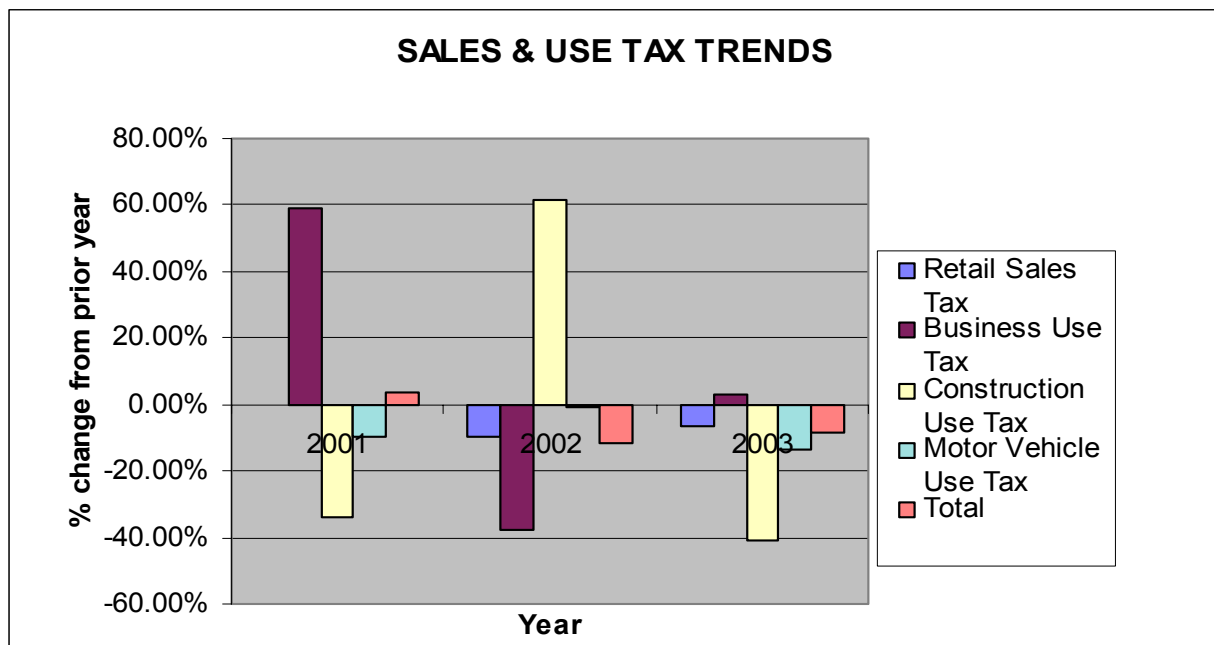
Business use tax (the complement of B to B retail sales tax) has experienced a year-to-date increase of 2.93%.

The total net sales & use tax decrease of 8.58% for the year is below the revised projection of a 5.56 % decrease in our revised budget.

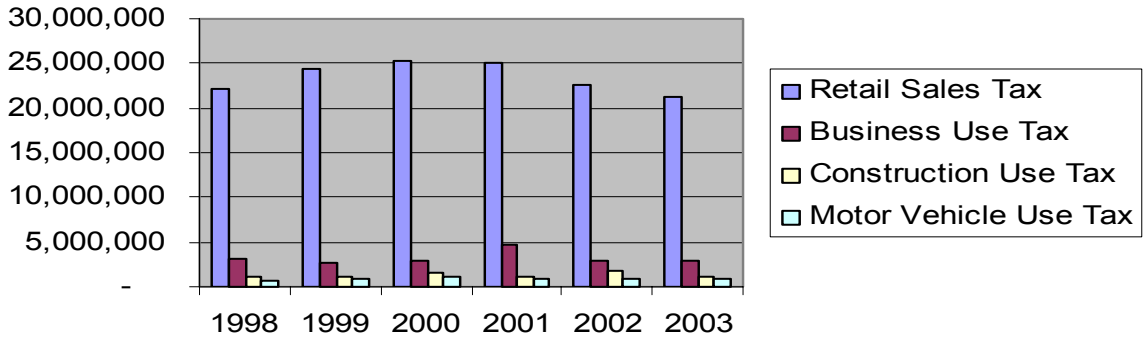
The following chart demonstrates (net of construction use tax) how the variance through May is distributed among business related activity and local retail activity. The chart shows that business related activity comprises 12.30% of the total negative variance while 87.70% of the negative variance is 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)                              | \$ 2,929,206 | \$ 3,014,946 | \$ 85,740     | (5.68%)   |
| Out-of State Retail Sales Tax ( approximation of business spending)  | \$ 2,812,517 | \$ 2,541,120 | (\$ 271,397)  | 17.99%  |
| Sub-total Business Related   | \$ 5,741,723 | \$ 5,556,066 | (\$ 185,657)  | 12.30%  |
| Retail Sales Tax (not including out-of-state)                        | \$19,815,342 | \$18,619,083 | (\$1,196,259) | 79.29%  |
| Motor Vehicle Use Tax  | \$ 928,225   | \$ 801,416   | (\$ 126,809)  | 8.41%   |
| Total Sales & Use Tax (not including Construction Use Tax & Refunds) | \$26,485,290 | \$24,976,565 | (\$1,508,725) | 100.00%   |

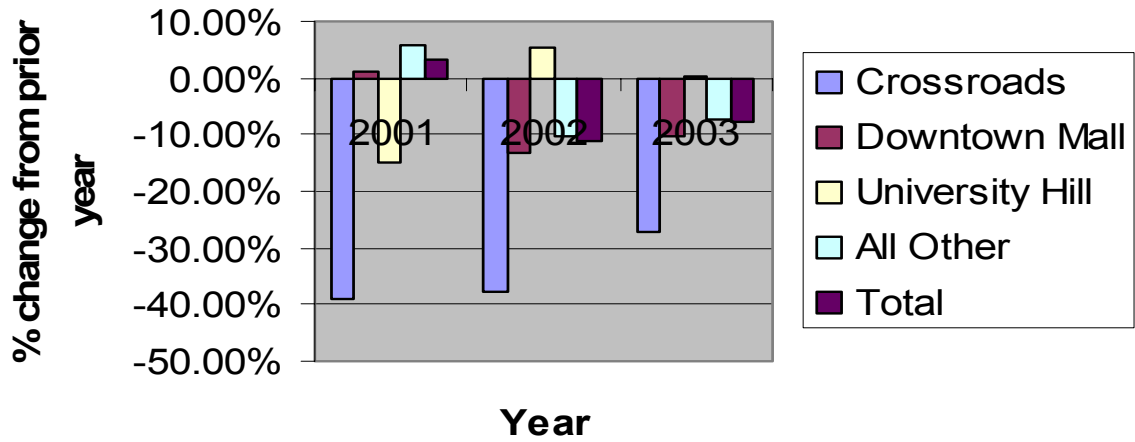
The following graphs illustrate trends by tax category over the three-year period, 2001 - 2003 through May and the proportion of the total generated by each category of tax.



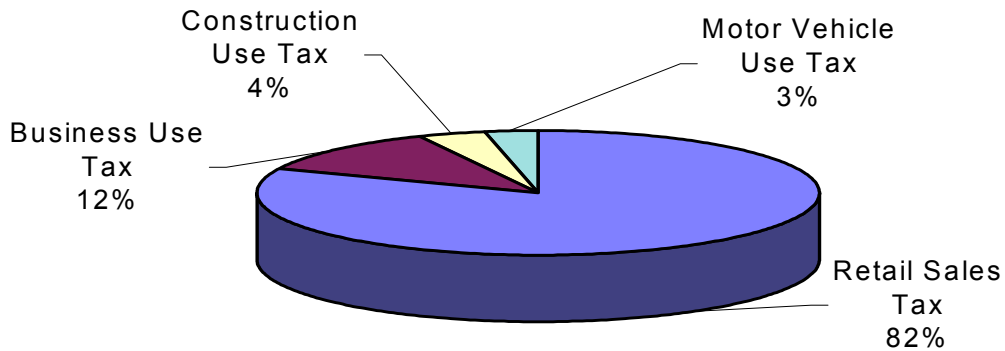
### Sales & Use Tax Collected by Category 1998-2003



### Sales & Use Tax by Area



### SALES/USE TAX BY CATEGORY



| <b>YTD RETAIL SALES TAX</b>  |  |
|--|--|
| <b>STRENGTHS:</b> <ul style="list-style-type: none"> <li>▪ East Downtown up by 12.49%</li> <li>▪ North Broadway up by 20.60%</li> <li>▪ UHGID up by 3.26%</li> <li>▪ North 28<sup>th</sup> St. Commercial up by 8.14%</li> <li>▪ N. Broadway Annex. Up by 3.80%</li> <li>▪ University of Colorado up by 3.23%</li> <li>▪ Gunbarrel Commercial up by 6.58%</li> <li>▪ Unlicensed Receipts up by 30.76%</li> <li>▪ Table Mesa up by 0.31%</li> </ul> | <b>WEAKNESSES:</b> <ul style="list-style-type: none"> <li>▪ Core Retail Categories(General Retail, Apparel Stores &amp; Home Furnishings) down by 6.67%</li> <li>▪ Building Materials Retail down by 8.59%</li> <li>▪ Eating Places down by 4.35%</li> <li>▪ Consumer Electronics down by 2.10%</li> <li>▪ Computer Related Business down by 30.30%</li> <li>▪ Pearl Street Mall down by 5.08%</li> <li>▪ Crossroads Mall down by 27.51%</li> <li>▪ Public Utilities down by 11.90%</li> </ul> |

| <b>YTD USE TAX</b>  |  |
|---|--|
| <b>STRENGTHS:</b> <ul style="list-style-type: none"> <li>▪ Unlicensed Receipts is up by 102.74%</li> <li>▪ Out of State is up by 42.57%</li> <li>▪ Downtown Extension is up by 100.79%</li> <li>▪ Basemar is up by 162.15%</li> <li>▪ Boulder Industrial is up by 19.08%</li> <li>▪ Gunbarrel Industrial is up by 8.46%</li> <li>▪ Apparel Stores is up by 505.70%</li> <li>▪ Consumer Electronics is up by 37.58%</li> </ul> | <b>WEAKNESSES</b> <ul style="list-style-type: none"> <li>▪ University of Colorado down by 78.36%</li> <li>▪ Boulder County down by 53.14%</li> <li>▪ All Other Boulder down by 22.61%</li> <li>▪ Pearl Street Mall is down by 66.90%</li> <li>▪ CAGID down by 10.66%</li> <li>▪ North Broadway down by 71.48%</li> </ul> |

| <b>COMBINED SALES &amp; USE TAX</b>   |  |
|---|--|
| <b>STRENGTHS:</b> <ul style="list-style-type: none"> <li>▪ Consumer Electronics is up by 0.50%</li> <li>▪ All Other is up by 8.54%</li> <li>▪ North Broadway is up by 2.63%</li> <li>▪ UHGID is up by 0.37%</li> <li>▪ North 28<sup>th</sup> St. Commercial is up by 3.35%</li> <li>▪ North Broadway Annex is up by 10.23%</li> <li>▪ Gunbarrel Commercial is up by 1.07%</li> <li>▪ Boulder Industrial is up by 7.36%</li> <li>▪ Unlicensed Receipts is up by 59.96%</li> <li>▪ Business Use Tax is up by 2.93%</li> </ul> | <b>WEAKNESSES:</b> <ul style="list-style-type: none"> <li>▪ General Retail down by 5.89%</li> <li>▪ Apparel Stores down by 13.96%</li> <li>▪ Pearl Street Mall down by 10.15%</li> <li>▪ Public Utilities down by 14.40%</li> <li>▪ Crossroads Mall down by 27.11%</li> <li>▪ Construction Use Tax down by 40.78%</li> </ul> |

**OTHER TAXES**

- Admissions Tax is down by 0.70%
- Accommodation Tax is down by 17.56%.

**MAY 2003 SALES AND USE TAX REVENUES**

| <b>Total Net Sales/Use Tax Receipts by Tax Category</b> | <b>MAY YTD Actual</b> |                   |                 |                   |
|---|-----------------------|-------------------|-----------------|-------------------|
|   | <b>2002</b>           | <b>2003</b>       | <b>% Change</b> | <b>% of Total</b> |
| Sales Tax   | 22,627,859            | 21,160,203        | -6.49%          | 82.12%            |
| Business Use Tax  | 2,929,206             | 3,014,946         | 2.93%           | 11.70%            |
| Construction Use Tax                                    | 1,719,892             | 1,018,596         | -40.78%         | 3.95%             |
| Motor vehicle   | 928,225               | 801,416           | -13.66%         | 3.11%             |
| Refunds   | -17,759               | -226,805          | 1177.14%        | -0.88%            |
| <b>Total Sales and Use Tax</b>                          | <b>28,187,423</b>     | <b>25,768,356</b> | <b>-8.58%</b>   | <b>100.00%</b>    |

| <b>Total Net Sales/Use Tax Receipts by Industry Type</b> | <b>MAY YTD Actual</b> |                   |                 |                   |
|--|-----------------------|-------------------|-----------------|-------------------|
|  | <b>2002</b>           | <b>2003</b>       | <b>% Change</b> | <b>% of Total</b> |
| Food Stores  | 3,709,793             | 3,628,428         | -2.19%          | 14.08%            |
| Eating Places  | 3,302,275             | 3,116,190         | -5.64%          | 12.09%            |
| Apparel Stores   | 902,175               | 776,238           | -13.96%         | 3.01%             |
| Home Furnishings   | 1,029,303             | 970,752           | -5.69%          | 3.77%             |
| General Retail   | 4,927,034             | 4,636,653         | -5.89%          | 17.99%            |
| Transportation/Utilities                                 | 2,630,366             | 2,446,337         | -7.00%          | 9.49%             |
| Automotive Trade   | 2,393,209             | 2,125,216         | -11.20%         | 8.25%             |
| Building Material-Retail                                 | 672,386               | 616,117           | -8.37%          | 2.39%             |
| Construction Use Tax                                     | 1,710,623             | 903,847           | -47.16%         | 3.51%             |
| Construction Sales Tax                                   | 105,141               | 89,569            | -14.81%         | 0.35%             |
| Consumer Electronics                                     | 511,247               | 513,823           | 0.50%           | 1.99%             |
| Computer Related Business Sector                         | 2,311,070             | 1,829,663         | -20.83%         | 7.10%             |
| All Other  | 4,000,559             | 4,342,329         | 8.54%           | 16.85%            |
| Refunds  | -17,759               | -226,805          | 1177.14%        | -0.88%            |
| <b>Total Sales and Use Tax</b>                           | <b>28,187,423</b>     | <b>25,768,356</b> | <b>-8.58%</b>   | <b>100.00%</b>    |

| <b>Total Net Sales/Use Tax Receipts by Geographic Area</b> | <b>MAY YTD Actual</b> |                   |                 |                   |
|--|-----------------------|-------------------|-----------------|-------------------|
|  | <b>2002</b>           | <b>2003</b>       | <b>% Change</b> | <b>% of Total</b> |
| North Broadway   | 440,706               | 452,313           | 2.63%           | 1.76%             |
| Downtown (former CAGID)                                    | 1,924,927             | 1,822,063         | -5.34%          | 7.07%             |
| Downtown Extension   | 196,769               | 159,957           | -18.71%         | 0.62%             |
| UHGID (the "hill")   | 355,149               | 356,475           | 0.37%           | 1.38%             |
| East Downtown  | 242,783               | 237,309           | -2.25%          | 0.92%             |
| N. 28th St. Commercial                                     | 1,676,539             | 1,732,748         | 3.35%           | 6.72%             |
| N. Broadway Annex  | 48,259                | 53,195            | 10.23%          | 0.21%             |
| University of Colorado                                     | 652,731               | 340,969           | -47.76%         | 1.32%             |
| Basemar  | 501,729               | 471,568           | -6.01%          | 1.83%             |
| BURA (w/o xrds)  | 6,164,837             | 5,825,298         | -5.51%          | 22.61%            |
| Crossroads   | 541,547               | 394,725           | -27.11%         | 1.53%             |
| Table Mesa   | 707,496               | 708,056           | 0.08%           | 2.75%             |
| The Meadows  | 457,399               | 395,573           | -13.52%         | 1.54%             |
| All Other Boulder  | 1,498,368             | 1,260,326         | -15.89%         | 4.89%             |
| Boulder County   | 351,917               | 239,511           | -31.94%         | 0.93%             |
| Metro Denver   | 1,179,692             | 835,066           | -29.21%         | 3.24%             |
| Colorado All Other   | 52,523                | 45,075            | -14.18%         | 0.17%             |
| Out of State   | 2,858,381             | 2,606,509         | -8.81%          | 10.12%            |
| Airport  | 3,108                 | 6,005             | 93.19%          | 0.02%             |
| Gunbarrel Industrial                                       | 1,297,887             | 1,202,445         | -7.35%          | 4.67%             |
| Gunbarrel Commercial                                       | 335,279               | 338,869           | 1.07%           | 1.32%             |
| Pearl Street Mall  | 841,240               | 755,895           | -10.15%         | 2.93%             |
| Boulder Industrial   | 2,701,629             | 2,900,577         | 7.36%           | 11.26%            |
| Unlicensed Receipts  | 175,668               | 280,997           | 59.96%          | 1.09%             |
| County Clerk   | 928,225               | 801,416           | -13.66%         | 3.11%             |
| Public Utilities   | 2,070,395             | 1,772,221         | -14.40%         | 6.88%             |
| Refunds  | -17,759               | -226,805          | 1177.14%        | -0.88%            |
| <b>Total Sales and Use Tax</b>                             | <b>28,187,423</b>     | <b>25,768,356</b> | <b>-8.58%</b>   | <b>100.00%</b>    |

| <b>Miscellaneous Tax Statistics</b> | <b>MAY YTD Actual</b> |             |                 |
|-------------------------------------|-----------------------|-------------|-----------------|
|                                     | <b>2002</b>           | <b>2003</b> | <b>% Change</b> |
| Total Food Service Tax              | 152,274               | 145,914     | -4.18%          |
| BURA Area Food Service Tax          | 35,109                | 33,110      | -5.69%          |
| Accommodations Tax                  | 882,085               | 727,160     | -17.56%         |
| Admissions Tax                      | 149,588               | 148,547     | -0.70%          |
| License Fees                        | 11,825                | 11,325      | -4.23%          |
| Trash Tax                           | 234,540               | 263,330     | 12.28%          |



| 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> | <b>1,228,502</b> | <b>1,127,406</b> | <b>1,311,497</b> | <b>1,236,550</b> | <b>1,316,067</b> |           |           |           |           |           |           |           | <b>6,220,022</b> |         |  |
| Chg from prior yr (month)                  |             | -3.27%           | -5.26%           | -0.44%           | -15.48%          | -10.23%          | -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%           | -6.42%           | -7.25%           | -23.25%   | -33.52%   | -41.93%   | -48.55%   | -53.41%   | -57.83%   | -62.71%   |                  |         |  |
| <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> | <b>361,839</b>   | <b>289,594</b>   | <b>367,620</b>   | <b>329,404</b>   | <b>473,607</b>   |           |           |           |           |           |           |           | <b>1,822,063</b> |         |  |
| Chg from prior yr (month)                  |             | 6.31%            | -4.30%           | -6.58%           | -29.23%          | 11.97%           | -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%           | -10.22%          | -5.34%           | -26.01%   | -35.43%   | -43.25%   | -49.77%   | -54.54%   | -57.99%   | -63.08%   |                  |         |  |
| <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> | <b>118,922</b>   | <b>137,268</b>   | <b>171,601</b>   | <b>150,103</b>   | <b>178,002</b>   |           |           |           |           |           |           |           | <b>755,895</b>   |         |  |
| Chg from prior yr (month)                  |             | -12.94%          | 6.92%            | -13.93%          | -21.71%          | -3.86%           | -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%           | -11.92%          | -10.15%          | -31.83%   | -41.85%   | -50.01%   | -55.78%   | -59.40%   | -62.66%   | -66.79%   |                  |         |  |
| <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> | <b>480,762</b>   | <b>426,861</b>   | <b>539,222</b>   | <b>479,506</b>   | <b>651,608</b>   | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>2,577,959</b> |         |  |
| Chg from prior yr (month)                  |             | 0.80%            | -0.96%           | -9.05%           | -27.04%          | 7.15%            | -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%           | -10.74%          | -6.80%           | -27.81%   | -37.45%   | -45.42%   | -51.70%   | -56.08%   | -59.48%   | -64.25%   |                  |         |  |
| <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> | <b>1,709,264</b> | <b>1,554,267</b> | <b>1,850,719</b> | <b>1,716,056</b> | <b>1,967,675</b> | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>0</b>  | <b>8,797,981</b> |         |  |
| Chg from prior yr (month)                  |             | -2.16%           | -4.12%           | -3.11%           | -19.06%          | -5.14%           | -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%           | -7.68%           | -7.12%           | -24.64%   | -34.72%   | -43.00%   | -49.51%   | -54.22%   | -58.32%   | -63.18%   |                  |         |  |
| 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> | <b>101,114</b>   | <b>59,503</b>    | <b>70,940</b>    | <b>62,484</b>    | <b>62,434</b>    |           |           |           |           |           |           |           | <b>356,475</b>   |         |  |
| Chg from prior yr (month)                  |             | 1.21%            | 2.05%            | 0.85%            | -7.49%           | 5.72%            | -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%            | -0.69%           | 0.37%            | -17.64%   | -28.19%   | -39.04%   | -50.33%   | -54.97%   | -58.38%   | -61.61%   |                  |         |  |

USE >> SALES

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

| USE TAX BY CATEGORY |                  |                | Standard Industrial Code       | SALES TAX BY CATEGORY |                   |               |
|---------------------|------------------|----------------|--------------------------------|-----------------------|-------------------|---------------|
| MAY YTD Actual      |                  |                |                                | MAY YTD Actual        |                   |               |
| 2002                | 2003             | Incr/(Decr)    |                                | 2002                  | 2003              | Incr/(Decr)   |
| 29,420              | 24,688           | -16.09%        | Food Stores                    | 3,680,373             | 3,603,740         | -2.08%        |
| 100,824             | 54,037           | -46.40%        | Eating Places                  | 3,201,452             | 3,062,153         | -4.35%        |
| 4,507               | 27,301           | 505.70%        | Apparel Stores                 | 897,668               | 748,937           | -16.57%       |
| 5,485               | 3,899            | -28.90%        | Home Furnishings               | 1,023,819             | 966,852           | -5.56%        |
| 210,959             | 157,275          | -25.45%        | General Retail                 | 4,716,074             | 4,479,378         | -5.02%        |
| 145,690             | 78,667           | -46.00%        | Transportation/Utilities       | 2,484,676             | 2,367,670         | -4.71%        |
| 933,955             | 807,824          | -13.51%        | Automotive Trade               | 1,459,255             | 1,317,393         | -9.72%        |
| 4,807               | 5,880            | 22.32%         | Building Material-Retail       | 667,579               | 610,237           | -8.59%        |
| 1,710,623           | 903,847          | -47.16%        | Construction Use Tax           | 0                     | 0                 | na            |
| 0                   | 0                | na             | Construction Sales Tax         | 105,141               | 89,569            | -14.81%       |
| 33,585              | 46,208           | 37.58%         | Consumer Electronics           | 477,662               | 467,615           | -2.10%        |
| 922,934             | 862,172          | -6.58%         | Computer Related Business      | 1,388,136             | 967,491           | -30.30%       |
| 1,474,534           | 1,863,161        | 26.36%         | All Other                      | 2,526,025             | 2,479,167         | -1.86%        |
| <b>5,577,323</b>    | <b>4,834,958</b> | <b>-13.31%</b> | <b>Total Sales and Use Tax</b> | <b>22,627,859</b>     | <b>21,160,203</b> | <b>-6.49%</b> |

| USE TAX BY CATEGORY |                  |                | Geographic Code                | SALES TAX BY CATEGORY |                   |               |
|---------------------|------------------|----------------|--------------------------------|-----------------------|-------------------|---------------|
| MAY YTD Actual      |                  |                |                                | MAY YTD Actual        |                   |               |
| 2002                | 2003             | Incr/(Decr)    |                                | 2002                  | 2003              | Incr/(Decr)   |
| 85,996              | 24,526           | -71.48%        | North Broadway                 | 354,710               | 427,787           | 20.60%        |
| 261,545             | 233,664          | -10.66%        | CAGID                          | 1,663,382             | 1,588,400         | -4.51%        |
| 3,221               | 6,468            | 100.79%        | Downtown Extension             | 193,548               | 153,489           | -20.70%       |
| 8,753               | -1,219           | -113.93%       | UHGD (the "hill")              | 346,396               | 357,694           | 3.26%         |
| 36,368              | 5,115            | -85.94%        | East Downtown                  | 206,414               | 232,194           | 12.49%        |
| 90,832              | 18,036           | -80.14%        | N. 28th St. Commercial         | 1,585,708             | 1,714,712         | 8.14%         |
| 567                 | 3,689            | 550.63%        | N. Broadway Annex              | 47,692                | 49,506            | 3.80%         |
| 407,955             | 88,281           | -78.36%        | University of Colorado         | 244,776               | 252,688           | 3.23%         |
| 2,625               | 6,882            | 162.15%        | Basemar                        | 499,104               | 464,686           | -6.90%        |
| 253,390             | 175,259          | -30.83%        | BURA                           | 5,911,447             | 5,650,039         | -4.42%        |
| 5,772               | 6,325            | 9.58%          | Crossroads                     | 535,775               | 388,400           | -27.51%       |
| 3,737               | 2,134            | -42.89%        | Table Mesa                     | 703,759               | 705,922           | 0.31%         |
| 47,977              | 5,288            | -88.98%        | The Meadows                    | 409,422               | 390,285           | -4.67%        |
| 735,911             | 569,543          | -22.61%        | All Other Boulder              | 762,457               | 690,783           | -9.40%        |
| 88,306              | 41,380           | -53.14%        | Boulder County                 | 263,611               | 198,132           | -24.84%       |
| 93,359              | 44,400           | -52.44%        | Metro Denver                   | 1,086,333             | 790,667           | -27.22%       |
| 355                 | 421              | 18.46%         | Colorado All Other             | 52,168                | 44,654            | -14.40%       |
| 45,864              | 65,389           | 42.57%         | Out of State                   | 2,812,517             | 2,541,120         | -9.65%        |
| 23                  | 49               | 114.10%        | Airport                        | 3,085                 | 5,956             | 93.04%        |
| 1,011,667           | 1,097,287        | 8.46%          | Gunbarrel Industrial           | 286,221               | 105,158           | -63.26%       |
| 17,930              | 634              | -96.46%        | Gunbarrel Commercial           | 317,349               | 338,234           | 6.58%         |
| 68,891              | 22,803           | -66.90%        | Pearl Street Mall              | 772,349               | 733,092           | -5.08%        |
| 1,204,773           | 1,434,679        | 19.08%         | Boulder Industrial             | 1,496,857             | 1,465,899         | -2.07%        |
| 71,263              | 144,476          | 102.74%        | Unlicensed Receipts            | 104,404               | 136,521           | 30.76%        |
| 928,225             | 801,416          | -13.66%        | County Clerk                   | 0                     | 0                 | -             |
| 102,018             | 38,035           | -62.72%        | Public Utilities               | 1,968,377             | 1,734,186         | -11.90%       |
| <b>5,577,323</b>    | <b>4,834,958</b> | <b>-13.31%</b> | <b>Total Sales and Use Tax</b> | <b>22,627,859</b>     | <b>21,160,203</b> | <b>-6.49%</b> |