

CITY OF LOVELAND
SALES TAX COLLECTED: CASH BASIS
OCTOBER 2018

YEAR-TO-DATE COMPARISON

| <u>Geographical Area</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> | <u>% Inc/Dec</u> |
|---------------------------------|----------------------|----------------------|----------------------|-----------------------------|
| South East Loveland | \$ 8,566,358 | \$ 8,884,315 | \$ 8,566,358 | 3.7% |
| North West Loveland | 3,910,495 | 4,104,541 | 3,910,495 | 5.0% |
| North East Loveland | 3,580,164 | 3,591,666 | 3,580,164 | 0.3% |
| Centerra | 3,245,003 | 3,295,656 | 3,245,003 | 1.6% |
| Orchards Shopping Center | 2,373,043 | 2,463,915 | 2,373,043 | 3.8% |
| Promenade Shops | 2,083,862 | 1,998,757 | 2,083,862 | -4.1% |
| Thompson Valley Shopping Center | 1,804,554 | 1,918,548 | 1,804,554 | 6.3% |
| South West Loveland | 1,473,391 | 1,511,386 | 1,473,391 | 2.6% |
| Downtown | 1,149,479 | 1,178,705 | 1,149,479 | 2.5% |
| Outlet Mall | 1,193,243 | 1,112,014 | 1,193,243 | -6.8% |
| The Ranch | 738,111 | 766,238 | 738,111 | 3.8% |
| Airport | 679,850 | 678,185 | 679,850 | -0.2% |
| Columbine Shopping Center | 615,311 | 648,776 | 615,311 | 5.4% |
| All Other Areas | 5,790,962 | 6,127,365 | 5,790,962 | 5.8% |
| Total | \$ 37,203,826 | \$ 38,280,067 | \$ 37,203,826 | 2.9% |

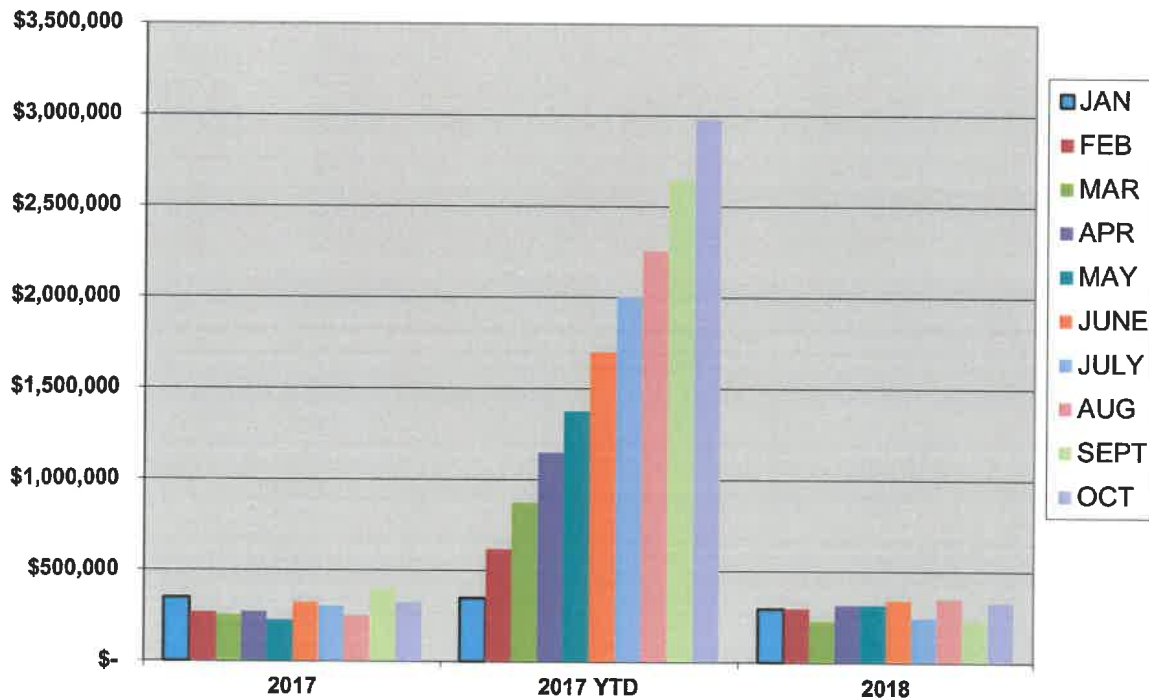
CITY OF LOVELAND
SALES TAX COLLECTED: CASH BASIS
Month of OCTOBER 2018

| <u>Geographical Area</u> | <u>2018</u> | <u>% of Total</u> |
|---------------------------------|---------------------|--------------------------|
| South East Loveland | \$ 926,817 | 23.00% |
| North West Loveland | 429,133 | 10.70% |
| North East Loveland | 397,135 | 9.90% |
| Centerra | 327,157 | 8.10% |
| Orchards Shopping Center | 235,776 | 5.90% |
| Promenade Shops | 197,817 | 4.90% |
| Thompson Valley Shopping Center | 177,193 | 4.40% |
| South West Loveland | 170,423 | 4.20% |
| Downtown | 132,389 | 3.30% |
| Outlet Mall | 123,077 | 3.10% |
| The Ranch | 75,469 | 1.90% |
| Columbine Shopping Center | 66,581 | 1.70% |
| Airport | 58,787 | 1.50% |
| All Other Areas | 704,223 | 17.40% |
| Total of OCTOBER 2018 | \$ 4,021,977 | 100.00% |

City of Loveland
Motor Vehicle Use Tax Comparison (CASH BASIS)
2017-2018 Comparison

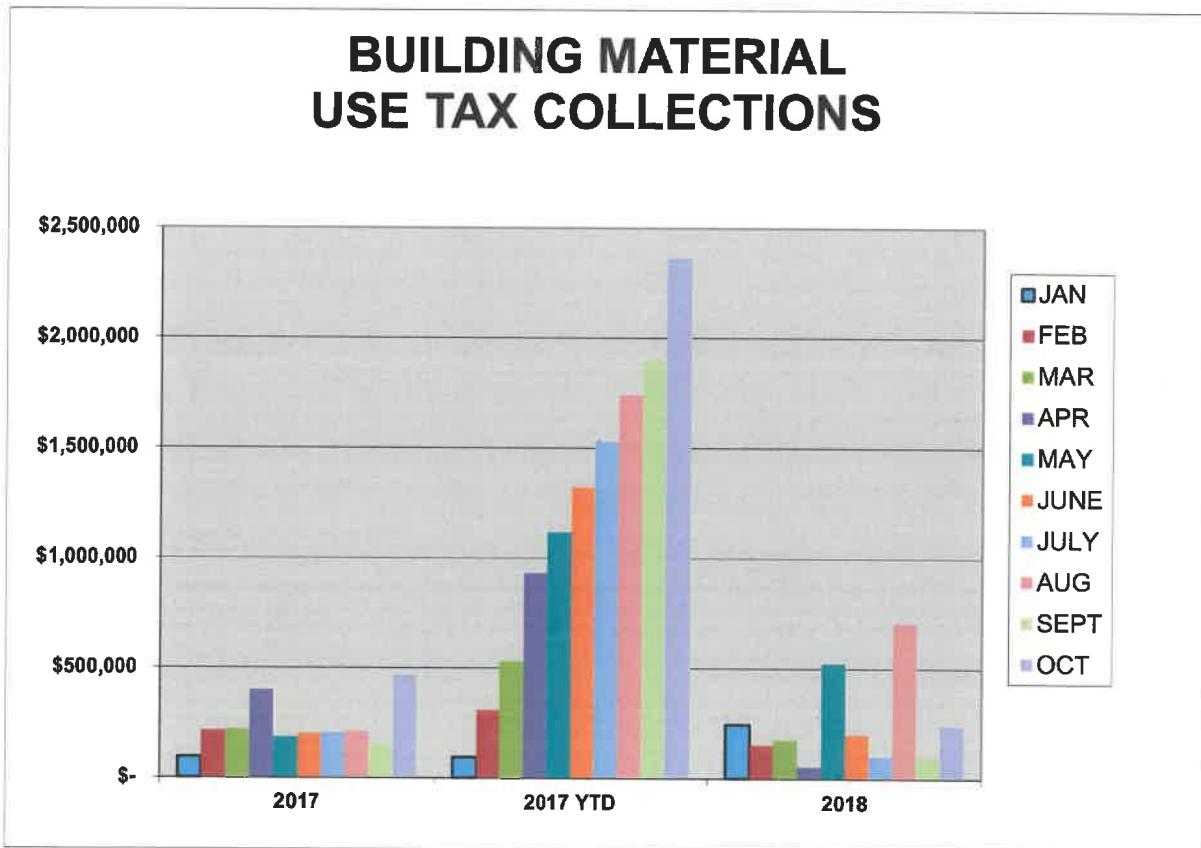
| | <u>2017</u> | <u>2017 YTD</u> | <u>2018</u> | <u>2018 YTD</u> | <u>Year to Date Inc/Dec over 2017</u> | <u>Curr Month Inc/Dec over 2017</u> |
|------|-------------|-----------------|-------------|-----------------|---|---|
| JAN | \$ 347,481 | \$ 347,481 | \$ 293,403 | \$ 293,403 | -15.6% | -15.6% |
| FEB | \$ 270,951 | \$ 618,432 | \$ 297,187 | \$ 590,590 | -4.5% | 9.7% |
| MAR | \$ 256,764 | \$ 875,196 | \$ 228,064 | \$ 818,654 | -6.5% | -11.2% |
| APR | \$ 274,218 | \$ 1,149,415 | \$ 316,749 | \$ 1,135,402 | -1.2% | 15.5% |
| MAY | \$ 227,617 | \$ 1,377,031 | \$ 315,857 | \$ 1,451,260 | 5.4% | 38.8% |
| JUNE | \$ 324,017 | \$ 1,701,048 | \$ 344,821 | \$ 1,796,080 | 5.6% | 6.4% |
| JULY | \$ 305,490 | \$ 2,006,537 | \$ 245,874 | \$ 2,041,954 | 1.8% | -19.5% |
| AUG | \$ 250,834 | \$ 2,257,371 | \$ 351,497 | \$ 2,393,451 | 6.0% | 40.1% |
| SEPT | \$ 397,300 | \$ 2,654,671 | \$ 236,188 | \$ 2,629,638 | -0.9% | -40.6% |
| OCT | \$ 325,016 | \$ 2,979,687 | \$ 329,612 | \$ 2,959,251 | -0.7% | 1.4% |

MOTOR VEHICLE USE TAX COLLECTIONS



City of Loveland
Building Material Use Tax Comparison (CASH BASIS)
2017-2018 Comparison

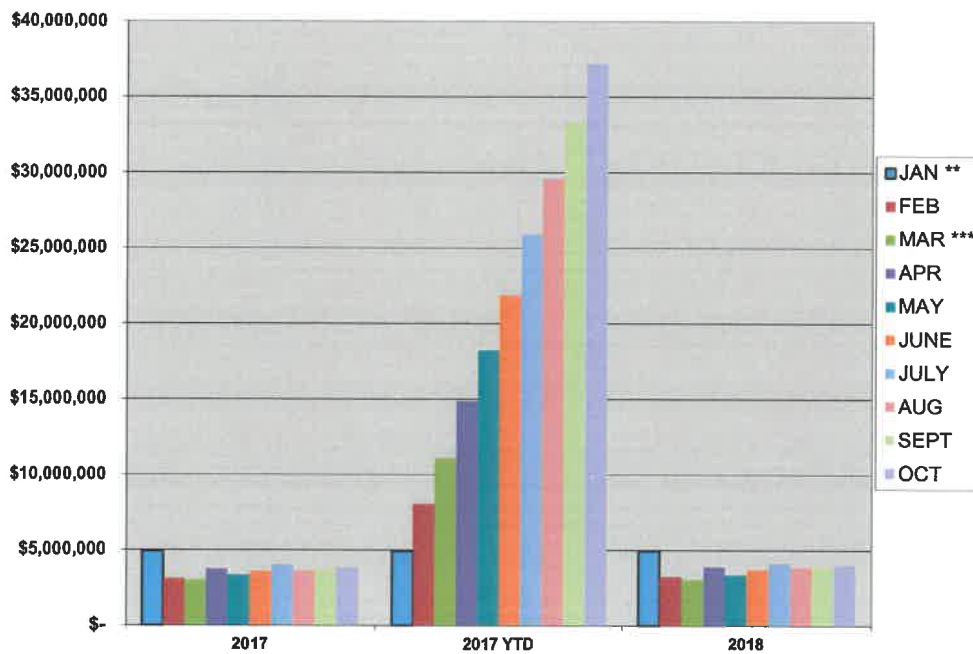
| | <u>2017</u> | <u>2017 YTD</u> | <u>2018</u> | <u>2018 YTD</u> | <u>Year to Date Inc/Dec over 2017</u> | <u>Curr Month Inc/Dec over 2017</u> |
|------|-------------|-----------------|-------------|-----------------|---|---|
| JAN | \$ 94,933 | \$ 94,933 | \$ 245,135 | \$ 245,135 | 158.2% | 158.2% |
| FEB | \$ 215,642 | \$ 310,575 | \$ 152,792 | \$ 397,927 | 28.1% | -29.1% |
| MAR | \$ 221,508 | \$ 532,083 | \$ 178,370 | \$ 576,298 | 8.3% | -19.5% |
| APR | \$ 401,367 | \$ 933,450 | \$ 57,196 | \$ 633,493 | -32.1% | -85.7% |
| MAY | \$ 186,168 | \$ 1,119,619 | \$ 524,847 | \$ 1,158,340 | 3.5% | 181.9% |
| JUNE | \$ 203,694 | \$ 1,323,312 | \$ 201,597 | \$ 1,359,938 | 2.8% | -1.0% |
| JULY | \$ 207,644 | \$ 1,530,956 | \$ 102,243 | \$ 1,462,181 | -4.5% | -50.8% |
| AUG | \$ 212,118 | \$ 1,743,075 | \$ 706,072 | \$ 2,168,253 | 24.4% | 232.9% |
| SEPT | \$ 152,466 | \$ 1,895,541 | \$ 98,558 | \$ 2,266,811 | 19.6% | -35.4% |
| OCT | \$ 467,692 | \$ 2,363,233 | \$ 241,369 | \$ 2,508,180 | 6.1% | -48.4% |



City of Loveland
Retail Sales Tax (CASH BASIS)
2017-2018 Comparison

| | <u>2017</u> | <u>2017 YTD</u> | <u>2018</u> | <u>2018 YTD</u> | <u>Year to Date Inc/Dec over 2017</u> | <u>Curr Month Inc/Dec over 2017</u> |
|---------|--------------|-----------------|--------------|-----------------|---|---|
| JAN ** | \$ 4,937,924 | \$ 4,937,924 | \$ 4,958,980 | \$ 4,958,980 | 0.4% | 0.4% |
| FEB | \$ 3,129,483 | \$ 8,067,407 | \$ 3,261,442 | \$ 8,220,422 | 1.9% | 4.2% |
| MAR *** | \$ 3,034,547 | \$ 11,101,954 | \$ 3,072,264 | \$ 11,292,686 | 1.7% | 1.2% |
| APR | \$ 3,772,342 | \$ 14,874,296 | \$ 3,919,893 | \$ 15,212,579 | 2.3% | 3.9% |
| MAY | \$ 3,370,239 | \$ 18,244,535 | \$ 3,396,303 | \$ 18,608,882 | 2.0% | 0.8% |
| JUNE | \$ 3,631,821 | \$ 21,876,357 | \$ 3,730,869 | \$ 22,339,751 | 2.1% | 2.7% |
| JULY | \$ 4,052,726 | \$ 25,929,082 | \$ 4,151,928 | \$ 26,491,679 | 2.2% | 2.4% |
| AUG | \$ 3,662,650 | \$ 29,591,732 | \$ 3,890,793 | \$ 30,382,472 | 2.7% | 6.2% |
| SEPT | \$ 3,727,595 | \$ 33,319,327 | \$ 3,875,619 | \$ 34,258,091 | 2.8% | 4.0% |
| OCT | \$ 3,884,499 | \$ 37,203,826 | \$ 4,021,977 | \$ 38,280,067 | 2.9% | 3.5% |

RETAIL SALES TAX COLLECTIONS

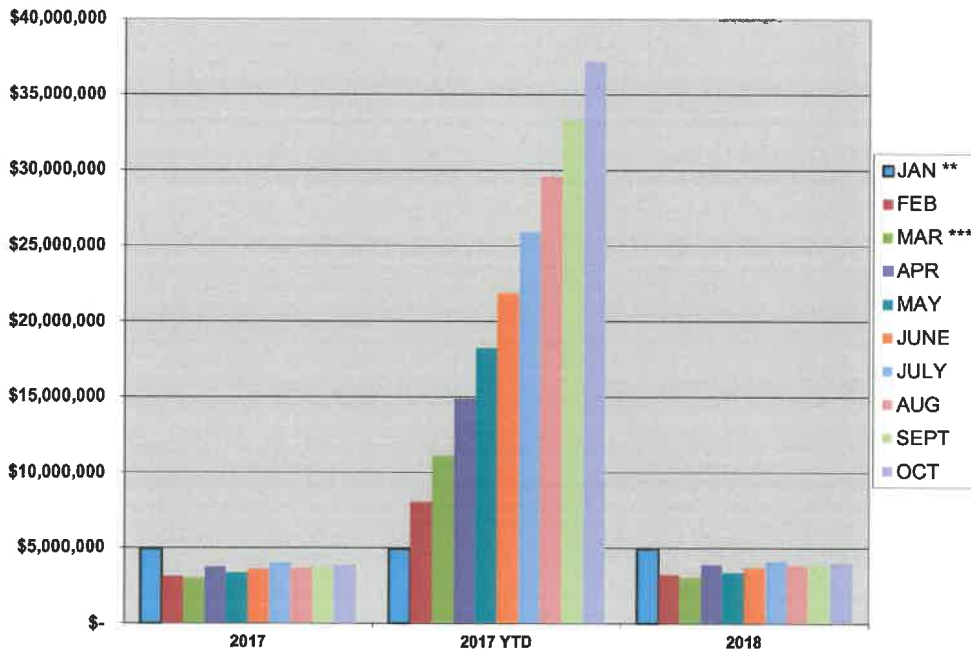


* Indicates Quarterly Returns also included
 ** Indicates Quarterly and Yearly Returns also included
 *** Journal Entry Adjustment Correction

City of Loveland
Retail Sales Tax (CASH BASIS)
2017-2018 Comparison

| | <u>2017</u> | <u>2017 YTD</u> | <u>2018</u> | <u>2018 YTD</u> | Year to Date Inc/Dec over <u>2017</u> | Curr Month Inc/Dec over <u>2017</u> |
|---------|--------------|-----------------|--------------|-----------------|---|---|
| JAN ** | \$ 4,937,924 | \$ 4,937,924 | \$ 4,958,980 | \$ 4,958,980 | 0.4% | 0.4% |
| FEB | \$ 3,129,483 | \$ 8,067,407 | \$ 3,261,442 | \$ 8,220,422 | 1.9% | 4.2% |
| MAR *** | \$ 3,034,547 | \$ 11,101,954 | \$ 3,072,264 | \$ 11,292,686 | 1.7% | 1.2% |
| APR | \$ 3,772,342 | \$ 14,874,296 | \$ 3,919,893 | \$ 15,212,579 | 2.3% | 3.9% |
| MAY | \$ 3,370,239 | \$ 18,244,535 | \$ 3,396,303 | \$ 18,608,882 | 2.0% | 0.8% |
| JUNE | \$ 3,631,821 | \$ 21,876,357 | \$ 3,730,869 | \$ 22,339,751 | 2.1% | 2.7% |
| JULY | \$ 4,052,726 | \$ 25,929,082 | \$ 4,151,928 | \$ 26,491,679 | 2.2% | 2.4% |
| AUG | \$ 3,662,650 | \$ 29,591,732 | \$ 3,890,793 | \$ 30,382,472 | 2.7% | 6.2% |
| SEPT | \$ 3,727,595 | \$ 33,319,327 | \$ 3,875,619 | \$ 34,258,091 | 2.8% | 4.0% |
| OCT | \$ 3,884,499 | \$ 37,203,826 | \$ 4,021,977 | \$ 38,280,067 | 2.9% | 3.5% |

RETAIL SALES TAX COLLECTIONS



* Indicates Quarterly Returns also included
 ** Indicates Quarterly and Yearly Returns also included
 *** Journal Entry Adjustment Correction

City of Loveland

Summary of Sales Tax Collections by Industry Code

| Description | Ten months ended October 31, 2018 | | | | | Ten months ended October 31, 2017 | | | | |
|--|-----------------------------------|---------------------|-------------------|-------------|----------------------|-----------------------------------|---------------------|-------------|---------------|--------------|
| | October 2018 | October 2017 | \$ Change | % Change | YTD 2018 | YTD 2017 | \$ Change | % Change | % of Total | Cumulative % |
| Department Stores & General Merchandise | \$ 665,558 | \$ 644,077 | 21,481 | 3.3% | 6,750,076 | 6,420,083 | \$ 329,993 | 5.1% | 17.6% | 17.6% |
| Restaurants & Bars | 567,570 | 534,073 | 33,497 | 6.3% | 5,242,747 | 4,980,626 | 252,121 | 5.1% | 13.7% | 31.3% |
| Grocery Stores & Specialty Foods | 417,444 | 402,003 | 15,441 | 3.8% | 4,375,324 | 4,171,048 | 204,276 | 4.9% | 11.4% | 42.8% |
| Building Material & Lawn & Garden Supplies | 383,726 | 327,379 | 56,347 | 17.2% | 3,245,299 | 3,170,557 | 74,742 | 2.4% | 8.5% | 51.2% |
| Motor Vehicle Dealers, Auto Parts & Leasing | 274,960 | 337,203 | (62,243) | -18.5% | 3,090,283 | 3,079,737 | 10,546 | 0.3% | 8.1% | 59.3% |
| Clothing & Clothing Accessories Stores | 228,520 | 234,019 | (5,499) | -2.3% | 2,187,196 | 2,253,033 | (65,837) | -2.9% | 5.7% | 65.0% |
| Utilities | 179,653 | 172,888 | 6,765 | 4.0% | 1,852,073 | 1,746,604 | 105,469 | 6.0% | 4.8% | 69.9% |
| Used Merchandise Stores | 196,009 | 179,166 | 16,843 | 9.4% | 1,475,349 | 1,428,522 | 46,827 | 3.3% | 3.9% | 73.7% |
| Sporting Goods, Hobby, Book & Music Stores | 123,287 | 141,631 | (18,344) | -13.0% | 1,234,089 | 1,410,026 | (175,937) | -12.5% | 3.2% | 76.9% |
| Electronic Shopping & Mail-Order Houses | 133,504 | 111,861 | 21,643 | 19.3% | 1,233,640 | 955,786 | 277,854 | 29.1% | 3.2% | 80.2% |
| Consumer Goods & Commercial Equipment Rental | 112,880 | 100,255 | 12,625 | 12.6% | 1,032,871 | 964,892 | 67,979 | 7.0% | 2.7% | 82.9% |
| Beer, Wine & Liquor Stores | 94,412 | 94,673 | (261) | -0.3% | 966,010 | 962,210 | 3,800 | 0.4% | 2.5% | 85.4% |
| Hotels, Motels & Other Accommodations | 107,990 | 101,416 | 6,574 | 6.5% | 914,552 | 854,401 | 60,151 | 7.0% | 2.4% | 87.8% |
| Broadcasting & Telecommunications | 86,939 | 95,672 | (8,733) | -9.1% | 854,881 | 929,603 | (74,722) | -8.0% | 2.2% | 90.0% |
| Electronics & Appliance Stores | 77,599 | 71,707 | 5,892 | 8.2% | 662,882 | 651,977 | 10,905 | 1.7% | 1.7% | 91.7% |
| Health & Personal Care Stores | 56,390 | 57,932 | (1,542) | -2.7% | 554,912 | 583,906 | (28,994) | -5.0% | 1.4% | 93.2% |
| Furniture & Home Furnishing Stores | 50,749 | 50,690 | 59 | 0.1% | 459,623 | 559,431 | (99,808) | -17.8% | 1.2% | 94.4% |
| Gasoline Stations with Convenience Stores | 45,060 | 40,578 | 4,482 | 11.0% | 416,476 | 383,065 | 33,411 | 8.7% | 1.1% | 95.5% |
| Office Supplies, Stationery & Gift Stores | 30,246 | 16,892 | 13,354 | 79.1% | 253,016 | 181,349 | 71,667 | 39.5% | 0.7% | 96.1% |
| All Other Categories | 189,481 | 170,584 | 18,897 | 11.1% | 1,478,768 | 1,506,970 | (28,201) | -1.9% | 3.9% | 100.0% |
| Total | \$ 4,021,977 | \$ 3,884,499 | \$ 137,478 | 3.5% | \$ 38,280,067 | \$ 37,203,826 | \$ 1,076,242 | 2.9% | 100.0% | |