
CITY OF LONGMONT FINANCE DEPARTMENT

SALES AND USE TAX DIVISION

ANALYSIS OF TAXES

November 2024

SUMMARY

| Title | | Data |
|------------------------|----|-------------|
| Total Taxes This Month | \$ | 8,560,139 |
| Compared to Last Year | \$ | 9,259,684 |
| Percentage Change: | | -7.6% |

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SALES AND USE TAX SUMMARY
CITY OF LONGMONT

November 2024

Overview

Month of November: Total Sales and Use Tax for the month of November decreased overall by 7.6% compared to last year. Current Sales Tax collection increased by 0.2% and current Use Tax collection decreased 11.9%.

Year to Date: Total Sales and Use Tax through November increased by 2.9% for 2024. The sales Tax component increased by 2.8% and the Use Tax component increased by 3.7%.

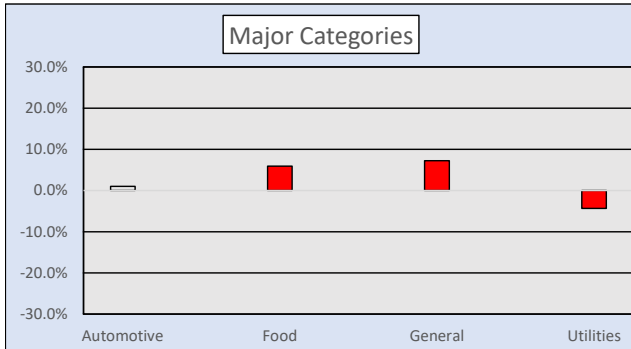
Important note in understanding year-to-year comparative basis within this report:

Page 4 focuses upon total revenue and reports year-to-year comparisons inclusive of delinquent payments. While both measurements are useful, it is important to understand that the Total % Change 2023-2024 on page 4 varies from the YTD Increase/(Decrease) column for sales and use tax components on page 5 because of the inclusion/exclusion of delinquencies.

Pages 5 through 10 show changes from 2023 to 2024 for sales and use tax that is paid on a current basis from tax filers. The comparative changes for delinquencies are purposefully left blank to keep the focus upon the trends of the current filing.

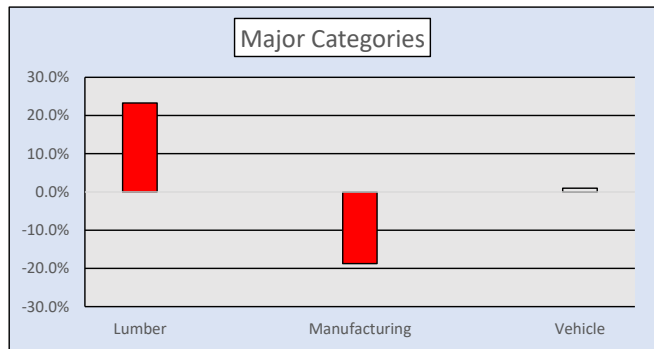
Sales Tax Activity

The Automotive, Food, and General categories showed increases of 1.0%, 5.9%, and 7.2%, respectively. However, the Utilities category showed a decrease of 4.3% when compared to 2023 year to date.



Use Tax Activity

The Lumber and Vehicles categories showed increases of 23.3% and 1.0%, respectively. However, the Manufacturing category showed a decrease of 18.7% when compared to 2023 year to date.

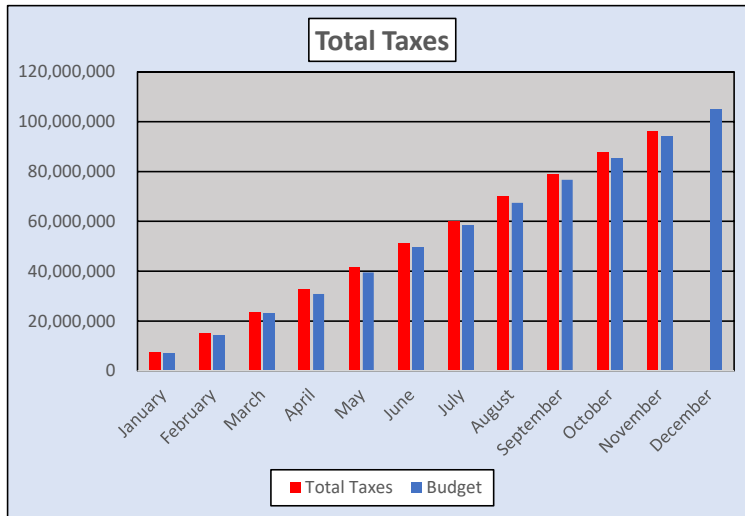


Sales & Use Tax - Budget To Actual

November

2024

| Month | Sale & Use 2024 Budget | Cumulative Sales & Use 2024 Budget | Cumulative % of 2024 Budget | Sales Tax 2024 Actual | Use Tax 2024 Actual | Total 2024 Actual |
|--------------|------------------------|------------------------------------|-----------------------------|-----------------------|----------------------|----------------------|
| January | \$ 7,155,082 | \$ 7,155,082 | 6.8% | \$ 6,635,533 | \$ 1,023,866 | \$ 7,659,399 |
| February | \$ 7,044,945 | \$ 14,200,027 | 13.5% | \$ 6,405,819 | \$ 1,051,627 | \$ 7,457,446 |
| March | \$ 8,757,551 | \$ 22,957,578 | 21.9% | \$ 7,481,722 | \$ 939,148 | \$ 8,420,870 |
| April | \$ 7,850,106 | \$ 30,807,684 | 29.4% | \$ 7,474,499 | \$ 1,755,545 | \$ 9,230,044 |
| May | \$ 8,624,046 | \$ 39,431,731 | 37.6% | \$ 7,560,567 | \$ 1,249,006 | \$ 8,809,572 |
| June | \$ 10,146,725 | \$ 49,578,455 | 47.3% | \$ 8,296,152 | \$ 1,362,763 | \$ 9,658,915 |
| July | \$ 8,920,340 | \$ 58,498,796 | 55.8% | \$ 7,387,949 | \$ 1,311,934 | \$ 8,699,883 |
| August | \$ 8,916,916 | \$ 67,415,712 | 64.3% | \$ 8,121,684 | \$ 2,111,649 | \$ 10,233,333 |
| September | \$ 9,228,799 | \$ 76,644,510 | 73.1% | \$ 7,778,844 | \$ 928,095 | \$ 8,706,939 |
| October | \$ 8,671,998 | \$ 85,316,508 | 81.3% | \$ 7,234,500 | \$ 1,601,857 | \$ 8,836,357 |
| November | \$ 8,651,458 | \$ 93,967,967 | 89.6% | \$ 7,383,142 | \$ 1,176,998 | \$ 8,560,139 |
| December | \$ 10,940,216 | \$ 104,908,183 | 100% | | | \$ - |
| Total | \$ 104,908,183 | | | \$ 81,760,411 | \$ 14,512,487 | \$ 96,272,898 |



Revenue Growth Per Fund / Current Year to Previous Year

November 2024

| Fund | 2023 YTD Sales Tax | 2023 YTD Use Tax | 2023 YTD Total | 2024 YTD Sales Tax2 | 2024 YTD Use Tax2 | 2024 YTD Total2 | ST % ▲ | UT % ▲ | Total % ▲ | % ▲ needed to reach Budget |
|-----------------|--------------------|------------------|----------------|---------------------|-------------------|-----------------|--------|--------|-----------|----------------------------|
| General Fund | \$ 38,080,996 | \$ 6,739,183 | \$ 44,820,179 | \$ 39,251,532 | \$ 6,989,014 | \$ 46,240,546 | 3.1% | 3.7% | 3.17% | 1.81% |
| PIF Fund | \$ 6,720,184 | \$ 1,189,264 | \$ 7,909,448 | \$ 6,926,741 | \$ 1,233,357 | \$ 8,160,098 | 3.1% | 3.7% | 3.17% | 1.81% |
| Streets Fund | \$ 16,906,111 | \$ 2,973,171 | \$ 19,879,282 | \$ 17,371,223 | \$ 3,083,392 | \$ 20,454,615 | 2.8% | 3.7% | 2.89% | 1.53% |
| Open Space | \$ 4,508,271 | \$ 792,845 | \$ 5,301,116 | \$ 4,632,303 | \$ 822,236 | \$ 5,454,539 | 2.8% | 3.7% | 2.89% | 1.53% |
| Public Safety | \$ 13,074,050 | \$ 2,299,257 | \$ 15,373,308 | \$ 13,433,748 | \$ 2,384,488 | \$ 15,818,236 | 2.8% | 3.7% | 2.89% | 1.53% |
| LURA | \$ 281,665 | \$ - | \$ 281,665 | \$ 144,864 | \$ - | \$ 144,864 | -48.6% | N/A | -48.6% | -49.11% |
| All Funds Total | \$ 79,571,276 | \$ 13,993,721 | \$ 93,564,997 | \$ 81,760,411 | \$ 14,512,487 | \$ 96,272,898 | 2.8% | 3.7% | 2.9% | 1.53% |

| | | | |
|------------------------|-------|--------|-------|
| Budget Increase | 2.10% | -1.86% | 1.53% |
|------------------------|-------|--------|-------|

▲ = Change

General Fund The allocation of both the sales tax and the use tax to the General Fund is 85% of the 2% non-earmarked sales and use tax. The result after eleven months is that the General Fund sales and use tax is up by 3.17%. The 2024 budget only relies on a 1.81% increase in sales and use tax revenue.

Public Improvement Fund The allocation of both the sales tax and the use tax to the Public Improvement Fund is 15.0% of the 2% non-earmarked sales and use tax. After eleven months, The PIF sales and use tax revenue increased by 3.17%. The 2024 budget only relies on a 1.81% increase in sales and use tax revenue.

Streets Fund The Street Fund portion of the total 3.53% sales and use tax rate is 0.75%. After eleven months, the Street Fund sales and use tax revenue increased by 2.89%. The 2024 budget only relies on a 1.53% increase in sales and use tax revenue.

Open Space The Open Space Fund portion of the total 3.53% sales and use tax rates is 0.20%. After eleven months, the Open Space Fund sales and use tax revenue increased by 2.89%. The 2024 budget only relies on a 1.53% increase in sales and use tax revenue.

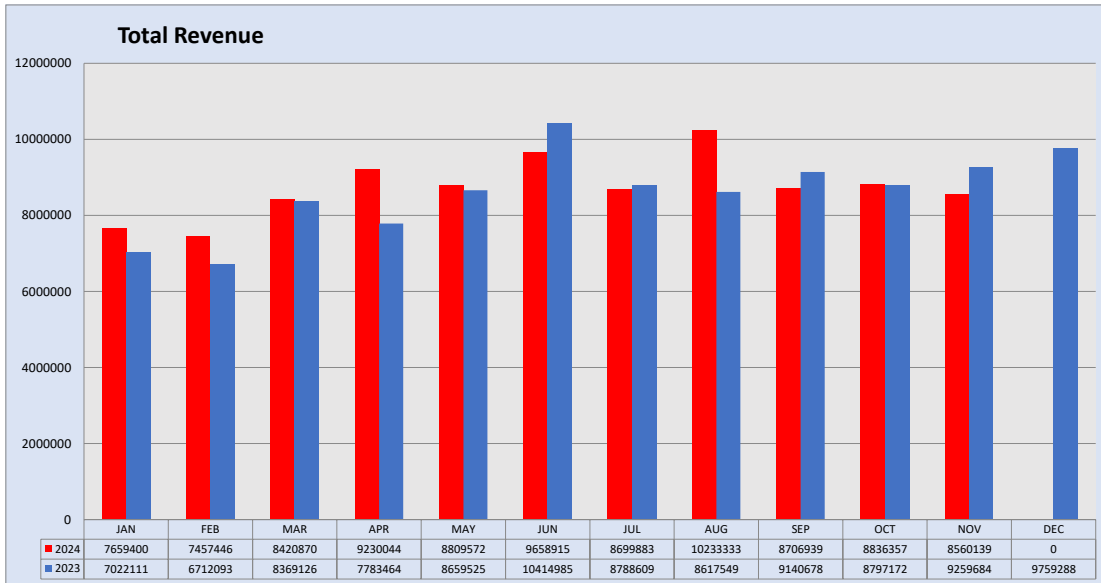
Public Safety The Public Safety Fund portion of the total 3.53% sales and use tax is 0.58%. After eleven months, Public Safety sales and use tax revenue increased by 2.89%. The 2024 budget only relies on a 1.53% increase in sales and use tax revenue.

LURA For 2024, an amount of \$160,437 was originally budgeted. Revenue to LURA is tax increment revenue from the Twin Peaks Urban Renewal Authority. Tax increment revenue is only on the 2.0% non-earmarked portion of sales tax from the URA district and does not begin until after the base sales tax amount of \$441,770 has been generated within the URA district. The URA year begins at November 1st. The base was met in December of 2023. In 2024, .10% of the 2.0 non-earmarked sales tax from the URA district goes to the Village at the Peaks debt service fund to accumulate monies toward repayment of the COP's.

SALES AND USE TAX
November 2024

ACCOUNT GROUPS

| <u>GRAND TOTALS</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|----------------------|--------------------|--------------------|--------------|---------------------|---------------------|--------------|
| Active Accounts | 10804 | 9846 | 958 | 10804 | 9846 | 958 |
| Net Taxable Sales | \$208,805,723 | \$217,793,560 | -4.1% | \$2,316,959,609 | \$2,248,342,512 | 3.1% |
| Net Sales Tax | \$7,190,827 | \$7,179,831 | 0.2% | \$79,633,859 | \$77,638,466 | 2.6% |
| Delinquent Sales Tax | \$157,995 | \$495,142 | | \$1,587,029 | \$1,345,358 | |
| Use Tax | \$1,175,782 | \$1,334,194 | -11.9% | \$14,313,198 | \$13,684,265 | 4.6% |
| Delinquent Use Tax | \$1,216 | \$46,406 | | \$199,290 | \$309,457 | |
| Other Revenue* | \$34,319 | \$204,111 | | \$539,522 | \$587,450 | |
| Total Revenue | \$8,560,139 | \$9,259,684 | -7.6% | \$96,272,898 | \$93,564,996 | 2.9% |



For reader ease, only significant items are displayed as increase / decrease percentages.

includes: penalties, interest and net prior period adjustments less refunds.

SALES AND USE TAX

SALES AND USE TAX

ACCOUNT GROUPS

| <u>1000 Apparel</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|----------------------|------------------|------------------|---------------|--------------------|--------------------|---------------|
| Active Accounts | 86 | 89 | (3) | 86 | 89 | (3) |
| Net Taxable Sales | \$4,957,917 | \$3,801,911 | 30.4% | \$39,337,696 | \$38,275,806 | 2.8% |
| Net Sales Tax | \$138,293 | \$133,536 | 3.6% | \$1,341,076 | \$1,296,590 | 3.4% |
| Delinquent Sales Tax | \$36,185 | \$110 | | \$42,338 | \$48,519 | |
| Use Tax | \$448 | \$135 | 231.9% | \$1,668 | \$4,193 | -60.2% |
| Delinquent Use Tax | \$2 | \$0 | | \$2 | \$6,538 | |
| Other Revenue* | \$0 | \$12 | | \$1,711 | \$8,151 | |
| Total Revenue | \$174,928 | \$133,793 | 30.7% | \$1,386,795 | \$1,363,991 | 1.7% |
| % of Total Revenue | 2.0% | 1.4% | 0.6% | 1.4% | 1.5% | 0.0% |

| <u>2000 Automotive</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|------------------------|------------------|------------------|--------------|--------------------|--------------------|---------------|
| Active Accounts | 383 | 382 | 1 | 383 | 382 | 1 |
| Net Taxable Sales | \$14,388,718 | \$14,067,356 | 2.3% | \$163,550,308 | \$162,466,738 | 0.7% |
| Net Sales Tax | \$501,952 | \$484,590 | 3.6% | \$5,685,132 | \$5,628,304 | 1.0% |
| Delinquent Sales Tax | \$3,405 | \$9,310 | | \$55,103 | \$72,756 | |
| Use Tax | \$2,415 | \$1,232 | 96.0% | \$29,403 | \$51,182 | -42.6% |
| Delinquent Use Tax | \$0 | \$0 | | \$0 | \$6,222 | |
| Other Revenue | \$2,105 | \$2,659 | | \$17,175 | \$23,188 | |
| Total Revenue | \$509,877 | \$497,791 | 2.4% | \$5,786,813 | \$5,781,652 | 0.1% |
| % of Total Revenue | 6.0% | 5.4% | 0.6% | 6.0% | 6.2% | -0.2% |

| <u>3000 Food</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|----------------------|--------------------|--------------------|---------------|---------------------|---------------------|--------------|
| Active Accounts | 718 | 668 | 50 | 718 | 668 | 50 |
| Net Taxable Sales | \$70,969,092 | \$70,186,215 | 1.1% | \$792,492,974 | \$745,488,030 | 6.3% |
| Net Sales Tax | \$2,496,400 | \$2,384,777 | 4.7% | \$27,519,889 | \$25,976,265 | 5.9% |
| Delinquent Sales Tax | \$22,202 | \$14,500 | | \$370,841 | \$172,613 | |
| Use Tax | \$16,645 | \$21,768 | -23.5% | \$181,488 | \$200,333 | -9.4% |
| Delinquent Use Tax | \$57 | \$0 | | \$410 | \$13,287 | |
| Other Revenue | \$15,393 | \$0 | | \$132,810 | \$108,924 | |
| Total Revenue | \$2,550,697 | \$2,421,045 | 5.4% | \$28,205,438 | \$26,471,421 | 6.6% |
| % of Total Revenue | 29.8% | 26.1% | 3.7% | 29.3% | 28.3% | 1.0% |

SALES AND USE TAX

ACCOUNT GROUPS

| <u>4000 Home Furnishings</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|------------------------------|--------------------|--------------------|---------------|---------------------|---------------------|---------------|
| Active Accounts | 368 | 381 | (13) | 368 | 381 | (13) |
| Net Taxable Sales | \$5,044,320 | \$5,512,731 | -8.5% | \$49,163,101 | \$51,997,091 | -5.5% |
| Net Sales Tax | \$161,452 | \$273,885 | -41.1% | \$1,666,407 | \$1,865,666 | -10.7% |
| Delinquent Sales Tax | \$82 | \$3,093 | | \$30,592 | \$36,778 | |
| Use Tax | \$390 | \$639 | -39.0% | \$8,723 | \$11,949 | -27.0% |
| Delinquent Use Tax | \$0 | \$3,074 | | \$24 | \$3,074 | |
| Other Revenue | \$28 | \$0 | | \$12,551 | \$17,494 | |
| Total Revenue | \$161,952 | \$280,691 | -42.3% | \$1,718,297 | \$1,934,961 | -11.2% |
| % of Total Revenue | 1.9% | 3.0% | -1.1% | 1.8% | 2.1% | -0.3% |
| | | | | | | |
| <u>5000 General</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
| Active Accounts | 2079 | 1629 | 450 | 2079 | 1629 | 450 |
| Net Taxable Sales | \$61,003,085 | \$62,577,364 | -2.5% | \$610,638,459 | \$564,167,801 | 8.2% |
| Net Sales Tax | \$2,093,804 | \$2,192,256 | -4.5% | \$21,088,373 | \$19,669,043 | 7.2% |
| Delinquent Sales Tax | \$54,374 | \$12,238 | | \$352,786 | \$172,820 | |
| Use Tax | \$5,687 | \$7,410 | -23.3% | \$106,337 | \$84,889 | 25.3% |
| Delinquent Use Tax | \$16 | \$0 | | \$594 | \$23,291 | |
| Other Revenue | \$5,214 | \$35,182 | | \$221,541 | \$166,437 | |
| Total Revenue | \$2,159,095 | \$2,247,086 | -3.9% | \$21,769,631 | \$20,116,481 | 8.2% |
| % of Total Revenue | 25.2% | 24.3% | 1.0% | 22.6% | 21.5% | 1.1% |
| | | | | | | |
| <u>6000 Lodging</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
| Active Accounts | 208 | 204 | 4 | 208 | 204 | 4 |
| Net Taxable Sales | \$1,546,444 | \$1,461,913 | 5.8% | \$26,946,784 | \$28,225,873 | -4.5% |
| Net Sales Tax | \$54,235 | \$51,296 | 5.7% | \$927,319 | \$980,273 | -5.4% |
| Delinquent Sales Tax | \$0 | \$0 | | \$18,030 | \$7,671 | |
| Use Tax | \$0 | \$79 | -100.0% | \$271 | \$1,103 | -75.4% |
| Delinquent Use Tax | \$0 | \$0 | | \$0 | \$0 | |
| Other Revenue | \$280 | \$0 | | \$2,437 | \$1,214 | |
| Total Revenue | \$54,515 | \$51,375 | 6.1% | \$948,057 | \$990,261 | -4.3% |
| % of Total Revenue | 0.6% | 0.6% | 0.1% | 1.0% | 1.1% | -0.1% |

SALES AND USE TAX

ACCOUNT GROUPS

| <u>7000 Lumber</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|----------------------|------------------|--------------------|--------------|---------------------|---------------------|--------------|
| Active Accounts | 1066 | 1047 | 19 | 1066 | 1047 | 19 |
| Net Taxable Sales | \$11,893,398 | \$14,695,113 | -19.1% | \$175,010,538 | \$179,095,264 | -2.3% |
| Net Sales Tax | \$417,618 | \$517,049 | -19.2% | \$5,859,517 | \$6,201,911 | -5.5% |
| Delinquent Sales Tax | \$765 | \$355 | | \$283,281 | \$71,493 | |
| Use Tax | \$577,233 | \$574,752 | 0.4% | \$6,659,036 | \$5,401,480 | 23.3% |
| Delinquent Use Tax | \$41 | \$0 | | \$7,847 | \$7,208 | |
| Other Revenue | \$131 | \$249 | | \$44,029 | \$12,985 | |
| Total Revenue | \$995,788 | \$1,092,405 | -8.8% | \$12,853,710 | \$11,695,077 | 9.9% |
| % of Total Revenue | 11.6% | 11.8% | -0.2% | 13.4% | 12.5% | 0.9% |

| <u>8000 Professional</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|--------------------------|------------------|------------------|--------------|--------------------|--------------------|--------------|
| Active Accounts | 2143 | 2045 | 98 | 2143 | 2045 | 98 |
| Net Taxable Sales | \$4,175,301 | \$3,156,597 | 32.3% | \$48,205,608 | \$40,952,820 | 17.7% |
| Net Sales Tax | \$136,809 | \$107,427 | 27.4% | \$1,594,983 | \$1,398,821 | 14.0% |
| Delinquent Sales Tax | \$8,902 | \$2,616 | | \$80,507 | \$30,522 | |
| Use Tax | \$6,480 | \$5,514 | 17.5% | \$181,948 | \$200,705 | -9.3% |
| Delinquent Use Tax | \$542 | \$498 | | \$2,260 | \$3,593 | |
| Other Revenue | \$259 | \$11,877 | | \$13,743 | \$20,763 | |
| Total Revenue | \$152,992 | \$127,932 | 19.6% | \$1,873,441 | \$1,654,404 | 13.2% |
| % of Total Revenue | 1.8% | 1.4% | 0.4% | 1.9% | 1.8% | 0.2% |

| <u>9000 Public Utility</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|----------------------------|------------------|--------------------|---------------|--------------------|--------------------|---------------|
| Active Accounts | 399 | 387 | 12 | 399 | 387 | 12 |
| Net Taxable Sales | \$12,833,873 | \$24,605,645 | -47.8% | \$147,609,215 | \$170,001,858 | -13.2% |
| Net Sales Tax | \$451,927 | \$437,796 | 3.2% | \$5,303,956 | \$5,543,825 | -4.3% |
| Delinquent Sales Tax | \$21 | \$429,679 | | \$32,373 | \$443,112 | |
| Use Tax | \$3,162 | \$10,372 | -69.5% | \$74,113 | \$58,264 | 27.2% |
| Delinquent Use Tax | \$0 | \$42,356 | | \$38,637 | \$42,356 | |
| Other Revenue | \$1 | \$150,824 | | \$31,503 | \$152,269 | |
| Total Revenue | \$455,111 | \$1,071,027 | -57.5% | \$5,480,582 | \$6,239,826 | -12.2% |
| % of Total Revenue | 5.3% | 11.6% | -6.2% | 5.7% | 6.7% | -1.0% |

SALES AND USE TAX

ACCOUNT GROUPS

| <u>10000 Unclassified</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|---------------------------|------------------|------------------|--------------|--------------------|--------------------|--------------|
| Active Accounts | 3016 | 2684 | 332 | 3016 | 2684 | 332 |
| Net Taxable Sales | \$18,832,121 | \$15,832,587 | 18.9% | \$232,240,443 | \$239,082,500 | -2.9% |
| Net Sales Tax | \$637,243 | \$531,882 | 19.8% | \$7,831,214 | \$8,096,399 | -3.3% |
| Delinquent Sales Tax | \$22,644 | \$22,511 | | \$255,198 | \$273,861 | |
| Use Tax | \$13,955 | \$46,370 | -69.9% | \$184,181 | \$548,848 | -66.4% |
| Delinquent Use Tax | \$558 | \$353 | | \$128,704 | \$176,598 | |
| Other Revenue | \$10,887 | \$2,725 | | \$52,325 | \$70,643 | |
| Total Revenue | \$685,287 | \$603,841 | 13.5% | \$8,451,622 | \$9,166,349 | -7.8% |
| % of Total Revenue | 8.0% | 6.5% | 1.5% | 8.8% | 9.8% | -1.0% |

| <u>11000 Home Occupations</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|-------------------------------|-----------------|-----------------|---------------|------------------|------------------|---------------|
| Active Accounts | 143 | 153 | (10) | 143 | 153 | (10) |
| Net Taxable Sales | \$394,466 | \$438,631 | -10.1% | \$5,575,716 | \$6,549,859 | -14.9% |
| Net Sales Tax | \$13,352 | \$15,088 | -11.5% | \$185,221 | \$226,072 | -18.1% |
| Delinquent Sales Tax | \$231 | \$0 | | \$2,368 | \$514 | |
| Use Tax | \$0 | \$1 | -100.0% | \$29 | \$18 | 61.1% |
| Delinquent Use Tax | \$0 | \$0 | | \$0 | \$3 | |
| Other Revenue | \$4 | \$0 | | \$381 | \$203 | |
| Total Revenue | \$13,587 | \$15,089 | -10.0% | \$187,999 | \$226,810 | -17.1% |
| % of Total Revenue | 0.2% | 0.2% | 0.0% | 0.2% | 0.2% | 0.0% |

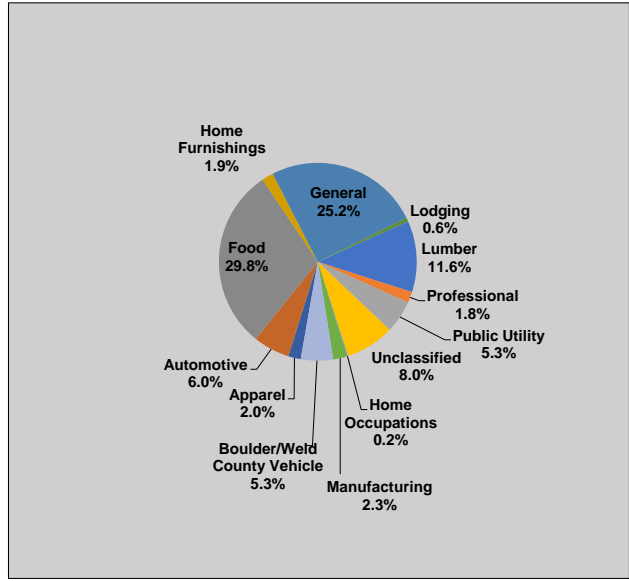
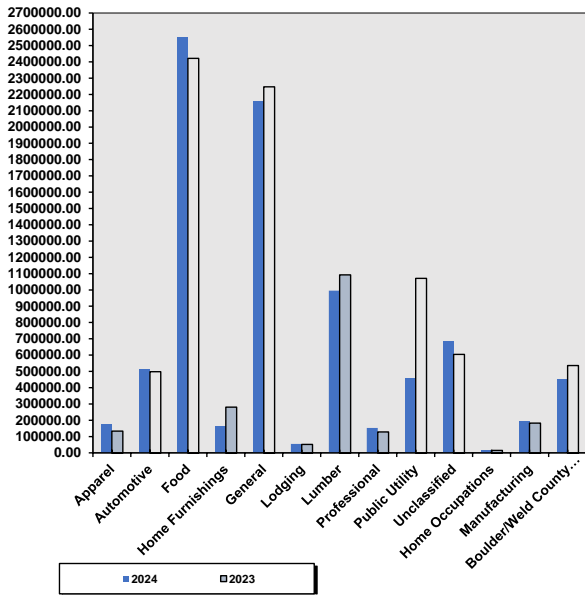
| <u>12000 Manufacturing</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|----------------------------|------------------|------------------|-------------|--------------------|--------------------|---------------|
| Active Accounts | 193 | 177 | 16 | 193 | 177 | 16 |
| Net Taxable Sales | \$2,766,988 | \$1,457,497 | 89.8% | \$26,188,767 | \$22,038,872 | 18.8% |
| Net Sales Tax | \$87,742 | \$50,249 | 74.6% | \$630,772 | \$755,297 | -16.5% |
| Delinquent Sales Tax | \$9,184 | \$730 | | \$63,612 | \$14,699 | |
| Use Tax | \$97,526 | \$130,391 | -25.2% | \$1,261,933 | \$1,552,619 | -18.7% |
| Delinquent Use Tax | \$0 | \$125 | | \$20,812 | \$27,287 | |
| Other Revenue | \$17 | \$583 | | \$9,316 | \$5,179 | |
| Total Revenue | \$194,469 | \$182,078 | 6.8% | \$1,986,445 | \$2,355,081 | -15.7% |
| % of Total Revenue | 2.3% | 2.0% | 0.3% | 2.1% | 2.5% | -0.5% |

| <u>00000 Boulder/Weld County Vehicle</u> | November-24 | November-23 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/_(DECR) |
|--|-------------|-------------|-------------|-------------|-------------|--------------|
| Use Tax | \$451,841 | \$535,531 | -15.6% | \$5,624,068 | \$5,568,682 | 1.0% |
| % of Total Revenue | 5.3% | 5.8% | -0.5% | 5.8% | 6.0% | -0.1% |

Net Sales & Use Tax by Industry Type

For The Month of

November 2024



Summary Of Sales & Use Tax Activity By Industry

November

2024

| Account Group/ | Account Number | Active Accounts | NTS / Total Rev. | November 2024 | November 2023 | INCR/(DECR) | YTD 2024 | YTD 2023 | INCR/ (DECR) |
|------------------------------|----------------|-----------------|-------------------|----------------------|----------------------|--------------|------------------------|------------------------|--------------|
| Apparel | | | Net Taxable Sales | \$4,957,917 | \$3,801,911 | 30.4% | \$39,337,696 | \$38,275,806 | 2.8% |
| 1000 | 86 | | Total Revenue | \$174,928 | \$133,793 | 30.7% | \$1,386,795 | \$1,363,991 | 1.7% |
| Automotive | | | Net Taxable Sales | \$14,388,718 | \$14,067,356 | 2.3% | \$163,550,308 | \$162,466,738 | 0.7% |
| 2000 | 383 | | Total Revenue | \$509,877 | \$497,791 | 2.4% | \$5,786,813 | \$5,781,652 | 0.1% |
| Food | | | Net Taxable Sales | \$70,969,092 | \$70,186,215 | 1.1% | \$792,492,974 | \$745,488,030 | 6.3% |
| 3000 | 718 | | Total Revenue | \$2,550,697 | \$2,421,045 | 5.4% | \$28,205,438 | \$26,471,421 | 6.6% |
| Home Furnishings | | | Net Taxable Sales | \$5,044,320 | \$5,512,731 | -8.5% | \$49,163,101 | \$51,997,091 | -5.5% |
| 4000 | 368 | | Total Revenue | \$161,952 | \$280,691 | -42.3% | \$1,718,297 | \$1,934,961 | -11.2% |
| General | | | Net Taxable Sales | \$61,003,085 | \$62,577,364 | -2.5% | \$610,638,459 | \$564,167,801 | 8.2% |
| 5000 | 2079 | | Total Revenue | \$2,159,095 | \$2,247,086 | -3.9% | \$21,769,631 | \$20,116,481 | 8.2% |
| Lodging | | | Net Taxable Sales | \$1,546,444 | \$1,461,913 | 5.8% | \$26,946,784 | \$28,225,873 | -4.5% |
| 6000 | 208 | | Total Revenue | \$54,515 | \$51,375 | 6.1% | \$948,057 | \$990,261 | -4.3% |
| Lumber | | | Net Taxable Sales | \$11,893,398 | \$14,695,113 | -19.1% | \$175,010,538 | \$179,095,264 | -2.3% |
| 7000 | 1066 | | Total Revenue | \$995,788 | \$1,092,405 | -8.8% | \$12,853,710 | \$11,695,077 | 9.9% |
| Professional | | | Net Taxable Sales | \$4,175,301 | \$3,156,597 | 32.3% | \$48,205,608 | \$40,952,820 | 17.7% |
| 8000 | 2143 | | Total Revenue | \$152,992 | \$127,932 | 19.6% | \$1,873,441 | \$1,654,404 | 13.2% |
| Public Utility | | | Net Taxable Sales | \$12,833,873 | \$24,605,645 | -47.8% | \$147,609,215 | \$170,001,858 | -13.2% |
| 9000 | 399 | | Total Revenue | \$455,111 | \$1,071,027 | -57.5% | \$5,480,582 | \$6,239,826 | -12.2% |
| Unclassified | | | Net Taxable Sales | \$18,832,121 | \$15,832,587 | 18.9% | \$232,240,443 | \$239,082,500 | -2.9% |
| 10000 | 3016 | | Total Revenue | \$685,287 | \$603,841 | 13.5% | \$8,451,622 | \$9,166,349 | -7.8% |
| Home Occupations | | | Net Taxable Sales | \$394,466 | \$438,631 | -10.1% | \$5,575,716 | \$6,549,859 | -14.9% |
| 11000 | 143 | | Total Revenue | \$13,587 | \$15,089 | -10.0% | \$187,999 | \$226,810 | -17.1% |
| Manufacturing | | | Net Taxable Sales | \$2,766,988 | \$1,457,497 | 89.8% | \$26,188,767 | \$22,038,872 | 18.8% |
| 12000 | 193 | | Total Revenue | \$194,469 | \$182,078 | 6.8% | \$1,986,445 | \$2,355,081 | -15.7% |
| Boulder/Weld County Vehicles | | | Net Taxable Sales | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 0000 | 2 | | Total Revenue | \$451,841 | \$535,531 | -15.6% | \$5,624,068 | \$5,568,682 | 1.0% |
| GRAND TOTALS | 10804 | | Net Taxable Sales | \$208,805,723 | \$217,793,560 | -4.1% | \$2,316,959,609 | \$2,248,342,512 | 3.1% |
| | | | Total Revenue | \$8,560,139 | \$9,259,684 | -7.6% | \$96,272,898 | \$93,564,996 | 2.9% |

Industries

| Account | Group | Industry Descriptions |
|---------|---------------------------|---|
| 1000 | Apparel | Clothing Stores, Shoe and Boot stores, Shoe Repair shops, and other miscellaneous items related to the clothing industry. |
| 2000 | Automotive | Accessories; such as tires, batteries, and auto parts, Aircraft sales and service, Boat sales, Car sales, Customizing, Leasing, Repair Shop, and Service Stations |
| 3000 | Food | Bakeries, Bars, Candy stores, Fruit & Vegetable stands, Grocery stores, Liquor stores, Meat cutting stores, Restaurants, and Water sold in containers. |
| 4000 | Home Furnishings | Carpets, Electrical appliance sales and repairs, Home Furnishings, Household appliances, Interior Decorators, Musical Instruments, Radios, Records, Tapes, Televisions, Upholsterers, and Repair supplies. |
| 5000 | General | Department Stores, Drug Stores, Fabrics shops, Sewing supplies, Hardware stores, Jewelry stores, Leather goods, Salvage yards, Second Hand Stores, Sporting Goods & Guns, Variety, Specialty shops, and Marijuana outlets. |
| 6000 | Lodging | Hotels, Motels, and Boarding Houses that rent for a period of less than 30 days. |
| 7000 | Lumber | Building Contractors, Building hardware and machinery, Building material dealers, Electrical Equipment Suppliers, Fencing, Glass, Heating and air conditioning installers and suppliers, Painters and paint stores, Plumbers and plumbing suppliers, Tile, Wallpaper, and other Miscellaneous Building Supplies. |
| 8000 | Professional | Accountants, Advertising agencies, Attorneys, Auctioneers, Banks, Barber shops, Beauty shops, Bookkeepers, Child care, Commission dealers, Dentists, Doctors, Graphic Designs, Insurance sales, Optical sales, Photographers, Professional Sales, Realtors, Sale Barns, Training Services, and Travel agencies. |
| 9000 | Public Utility | Cable TV, Gas Companies, Electric utility suppliers, Telephones, and Telephone Systems. |
| 10000 | Unclassified Group Retail | Agricultural Equipment, Agricultural supplies, Animal Products, Book Stores, Business Forms, Computer Equipment, Clubs, Concessionaire's, Florists, Janitorial Supplies, Lawn and garden supplies, Magazines, Machine shops, Medical Supplies, Mortuaries, Office Equipment, Pet Shops, Pool Supplies, Restaurant Equipment, Recreation Parlors, School supplies, and Vending |
| 11000 | Home Occupation | Amway, Aloe Vera, Avon, Shaklee and all other Door to Door Sales. |
| 12000 | Manufacturing | This category includes all manufacturing processes that occur in the City of Longmont. |

Summary of Sales & Use Tax Activity By Geographical Location

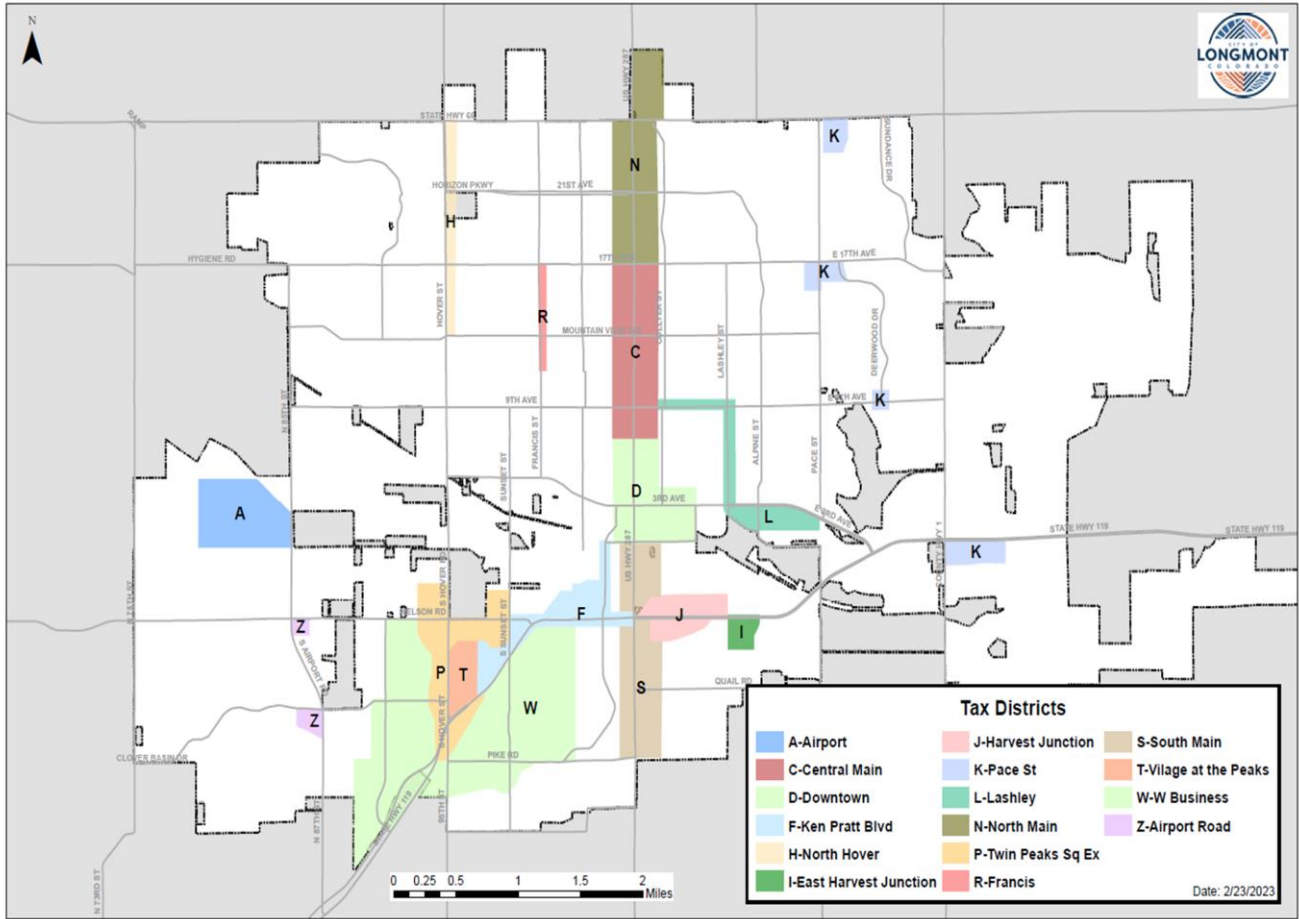
November

2024

| LOCATION | NTS / Total Rev. | % Of Total | November-24 | November-23 | INCR/ (DECR) | % Of Total YTD | YTD 2024 | YTD 2023 | INCR/ (DECR) |
|---------------------------------|-------------------|------------|---------------|---------------|--------------|----------------|-----------------|-----------------|--------------|
| North Main | Net Taxable Sales | 9.7% | \$20,199,766 | \$20,551,645 | -1.7% | 9.8% | \$227,288,761 | \$230,510,077 | -1.4% |
| | Total Revenue | 8.4% | \$717,755 | \$728,828 | -1.5% | 8.4% | \$8,092,231 | \$8,202,538 | -1.3% |
| Central Main | Net Taxable Sales | 2.1% | \$4,386,294 | \$4,365,506 | 0.5% | 2.3% | \$52,787,912 | \$51,827,979 | 1.9% |
| | Total Revenue | 1.7% | \$149,579 | \$169,818 | -11.9% | 1.9% | \$1,860,561 | \$1,860,066 | 0.0% |
| Downtown | Net Taxable Sales | 3.9% | \$8,085,395 | \$8,138,930 | -0.7% | 4.0% | \$93,457,170 | \$98,237,458 | -4.9% |
| | Total Revenue | 3.4% | \$288,028 | \$283,343 | 1.7% | 3.4% | \$3,302,410 | \$3,488,556 | -5.3% |
| South Main | Net Taxable Sales | 2.1% | \$4,323,766 | \$4,410,431 | -2.0% | 2.3% | \$52,607,626 | \$53,375,421 | -1.4% |
| | Total Revenue | 1.8% | \$152,567 | \$157,626 | -3.2% | 1.9% | \$1,868,187 | \$1,896,545 | -1.5% |
| Ken Pratt Boulevard | Net Taxable Sales | 5.6% | \$11,673,477 | \$11,258,903 | 3.7% | 5.8% | \$134,263,500 | \$126,026,318 | 6.5% |
| | Total Revenue | 4.9% | \$416,566 | \$395,575 | 5.3% | 4.9% | \$4,723,745 | \$4,457,273 | 6.0% |
| Village At The Peaks | Net Taxable Sales | 7.5% | \$15,742,980 | \$21,905,644 | -28.1% | 6.9% | \$160,587,324 | \$162,932,667 | -1.4% |
| | Total Revenue | 6.7% | \$572,113 | \$916,030 | -37.5% | 6.1% | \$5,914,603 | \$5,997,482 | -1.4% |
| Twin Peaks Square Ext. | Net Taxable Sales | 12.3% | \$25,581,150 | \$25,098,127 | 1.9% | 12.6% | \$291,529,149 | \$288,000,384 | 1.2% |
| | Total Revenue | 10.6% | \$905,533 | \$887,345 | 2.0% | 10.7% | \$10,347,548 | \$10,226,742 | 1.2% |
| Lashley | Net Taxable Sales | 1.4% | \$3,016,752 | \$3,648,853 | -17.3% | 1.6% | \$37,586,751 | \$40,436,556 | -7.0% |
| | Total Revenue | 1.2% | \$106,823 | \$130,059 | -17.9% | 1.4% | \$1,339,010 | \$1,446,967 | -7.5% |
| North Hover | Net Taxable Sales | 1.8% | \$3,733,225 | \$4,464,546 | -16.4% | 2.0% | \$45,559,263 | \$46,482,563 | -2.0% |
| | Total Revenue | 1.8% | \$152,242 | \$161,895 | -6.0% | 1.7% | \$1,645,200 | \$1,654,275 | -0.5% |
| Francis | Net Taxable Sales | 0.4% | \$841,941 | \$1,632,294 | -48.4% | 0.4% | \$9,863,578 | \$9,570,038 | 3.1% |
| | Total Revenue | 0.3% | \$29,406 | \$25,427 | 15.6% | 0.4% | \$414,623 | \$349,230 | 18.7% |
| All Others | Net Taxable Sales | 3.5% | \$7,267,845 | \$6,439,249 | 12.9% | 4.1% | \$93,974,177 | \$85,634,829 | 9.7% |
| | Total Revenue | 3.5% | \$299,650 | \$352,156 | -14.9% | 4.2% | \$4,044,541 | \$3,750,192 | 7.8% |
| Out of Town | Net Taxable Sales | 27.6% | \$57,576,054 | \$62,066,587 | -7.2% | 26.8% | \$621,525,303 | \$600,894,411 | 3.4% |
| | Total Revenue | 24.0% | \$2,058,385 | \$2,298,225 | -10.4% | 23.2% | \$22,341,043 | \$21,611,949 | 3.4% |
| Miscellaneous | Net Taxable Sales | 0.3% | \$526,537 | \$308,014 | 70.9% | 0.2% | \$3,763,084 | \$6,083,233 | -38.1% |
| | Total Revenue | 0.2% | \$21,185 | \$11,648 | 81.9% | 0.1% | \$139,876 | \$221,168 | -36.8% |
| City, Boulder Co/ Weld Co | Net Taxable Sales | 2.7% | \$5,560,336 | \$5,130,486 | 8.4% | 3.1% | \$71,474,568 | \$69,016,922 | 3.6% |
| | Total Revenue | 14.2% | \$1,218,831 | \$1,288,217 | -5.4% | 15.3% | \$14,777,156 | \$13,278,980 | 11.3% |
| SW Business | Net Taxable Sales | 0.9% | \$1,927,405 | \$2,033,530 | -5.2% | 1.1% | \$25,616,697 | \$30,559,032 | -16.2% |
| | Total Revenue | 1.0% | \$89,128 | \$169,416 | -47.4% | 1.5% | \$1,455,433 | \$2,282,350 | -36.2% |
| Airport Road | Net Taxable Sales | 0.2% | \$441,661 | \$392,065 | 12.6% | 0.2% | \$4,340,710 | \$6,038,377 | -28.1% |
| | Total Revenue | 0.3% | \$27,242 | \$16,206 | 68.1% | 0.0% | \$33,191 | \$400,005 | -91.7% |
| Pace | Net Taxable Sales | 5.6% | \$11,786,677 | \$11,872,813 | -0.7% | 5.6% | \$128,708,072 | \$127,622,398 | 0.9% |
| | Total Revenue | 5.0% | \$429,720 | \$431,879 | -0.5% | 4.8% | \$4,623,274 | \$4,758,676 | -2.8% |
| Harvest Junct & E. Harvest Junc | Net Taxable Sales | 12.5% | \$26,095,954 | \$24,048,655 | 8.5% | 11.3% | \$261,722,685 | \$214,652,353 | 21.9% |
| | Total Revenue | 10.8% | \$923,349 | \$834,532 | 10.6% | 9.7% | \$9,329,802 | \$7,657,513 | 21.8% |
| Airport | Net Taxable Sales | 0.0% | \$38,508 | \$27,282 | 41.1% | 0.0% | \$303,280 | \$441,496 | -31.3% |
| | Total Revenue | 0.0% | \$2,037 | \$1,459 | 39.6% | 0.0% | \$20,464 | \$24,489 | -16.4% |
| Grand Total | Net Taxable Sales | 100% | \$208,805,723 | \$217,793,560 | -4.1% | | \$2,316,959,610 | \$2,248,342,512 | 3.1% |
| Grand Total | Total Revenue | 100% | \$8,560,139 | \$9,259,684 | -7.6% | | \$96,272,898 | \$93,564,996 | 2.9% |

Approximate Geographical Area of Designation

| Abbreviation | Designation | Description |
|--------------|----------------------------|--|
| N | North Main | Business between Terry and Emery from Hwy 66 to 17th Ave, including the Walmart Development. |
| C | Central Main | Business between Terry and Emery from 17th Ave to Longs Peak Ave. |
| D | Downtown | Business between Terry and Emery from Longs Peak Ave. to half block South of 1st Ave. and between Emery and Martin from 4th Ave. to one block South of 1st Ave. |
| S | South Main | Business between Terry and Emery from South of 1st Ave. to Pike Road except business with a Ken Pratt Blvd. address. |
| F | Ken Pratt Blvd. | Business on Ken Pratt Blvd. from Main Street to Sunset plus Business triangulated by Nelson Rd. to Sunset and Burlington Northern Right of Way, and business on Pratt Parkway from 1st to Ken Pratt Boulevard. |
| T | Village At The Peaks | Business on the Village At The Peaks Urban Renewal Authority. |
| P | Twin Peaks Square Extended | Business generally South of Rogers Road, West of South Sunset Street, East of Dry Creek Drive, North of Burlington Northern Right of Way, excluding Twin Peaks Urban Renewal Authority. |
| L | Lashley | Business on Lashley from 9th Ave to Rogers Road, plus all of Weaver Business Park and business on 9th Ave. from Emery to Lashley. |
| H | North Hover | Business on Hover St between HWY 66 and Mountain View Ave. |
| R | Francis | Business on Francis St. between 11th Ave. and 17th Ave. |
| E | All Others | All other licensed business within the City limits of Longmont. |
| O | Out of Town | All out of town Business licensed to collect Longmont taxes. |
| A | Airport | Business located at the Vance Brand Municipal Airport. |
| X | Miscellaneous | Non-licensed and Temporary Business. |
| V | City, Boulder CO, Weld CO | City Utilities and Building Permits, as well as Boulder County Motor Vehicle. |
| W | SW Business | Business generally located North of Lefthand Creek, East of Burlington Northern Right of Way, West of South Bowen and South of Old Dry Creek. Also South of Nelson Road, East of Clover Creek Drive, West and North of Burlington Northern Right of Way. |
| Z | Airport Rd | Business generally located on Airport Rd. North of Pike Road, South of Nelson Road. |
| K | Pace Street | Business generally located on and east of Pace Street and South of Highway 66. |
| J | Harvest Junction | Business Generally located on Ken Pratt Boulevard East of Main Street and West of Lefthand Creek. |
| I | East Harvest Junction | Businesses generally located by Costco East of Harvest Junction and Ken Pratt Boulevard. |



LODGER TAX

November

2024

| Month | 2024 Monthly | % Change | 2023 Monthly | 2024 YTD | % Change | 2023 YTD |
|--------------|---------------------|-----------------|---------------------|-----------------|-----------------|-----------------|
| January | \$26,740 | 7.1% | \$24,966 | \$26,740 | 7.1% | \$24,966 |
| February | \$25,962 | -28.7% | \$36,434 | \$52,703 | -14.2% | \$61,400 |
| March | \$32,947 | -17.2% | \$39,802 | \$85,649 | -15.4% | \$101,202 |
| April | \$41,511 | -4.4% | \$43,441 | \$127,160 | -12.1% | \$144,643 |
| May | \$50,417 | -4.1% | \$52,598 | \$177,577 | -10.0% | \$197,241 |
| June | \$61,982 | -20.6% | \$78,088 | \$239,559 | -13.0% | \$275,329 |
| July | \$69,911 | 8.6% | \$64,385 | \$309,470 | -8.9% | \$339,714 |
| August | \$60,114 | -3.0% | \$61,983 | \$369,584 | -8.0% | \$401,697 |
| September | \$54,129 | -4.7% | \$56,796 | \$423,713 | -7.6% | \$458,493 |
| October | \$49,093 | 8.9% | \$45,099 | \$472,807 | -6.1% | \$503,591 |
| November | \$27,985 | -3.7% | \$29,048 | \$500,791 | -6.0% | \$532,639 |
| December | | 0.0% | | | 0.0% | |
| Total | \$500,791 | | \$532,639 | | | |

SPECIAL MARIJUANA TAX

November

2024

| Month | 2024 Month | % Change | 2023 Month | 2024 YTD | % Change | 2023 YTD |
|--------------|-------------------------|-----------------|-------------------------|-----------------|-----------------|-----------------|
| January | \$47,212 | 1.5% | \$46,513 | \$47,212 | 1.5% | \$46,513 |
| February | \$61,836 | 42.5% | \$43,392 | \$109,048 | 21.3% | \$89,905 |
| March | \$49,886 | -1.6% | \$50,707 | \$158,933 | 13.0% | \$140,613 |
| April | \$44,853 | -3.0% | \$46,244 | \$203,787 | 9.1% | \$186,857 |
| May | \$28,241 | -38.8% | \$46,156 | \$232,028 | -0.4% | \$233,013 |
| June | \$26,393 | -19.5% | \$32,779 | \$258,422 | -2.8% | \$265,792 |
| July | \$45,675 | -30.8% | \$66,035 | \$304,096 | -8.4% | \$331,827 |
| August | \$43,536 | -8.8% | \$47,738 | \$347,632 | -8.4% | \$379,565 |
| September | \$34,415 | -27.4% | \$47,398 | \$382,047 | -10.5% | \$426,963 |
| October | \$35,939 | -21.8% | \$45,945 | \$417,986 | -11.6% | \$472,908 |
| November | \$35,963 | 22.3% | \$29,400 | \$453,949 | -9.6% | \$502,308 |
| December | | 0.0% | | | 0.0% | |
| Total | <u>\$453,949</u> | | <u>\$502,308</u> | | | |