



# City of Boulder Finance

## REVENUE REPORT

February 2021

### Contents

Sales and Use Tax Summary.....	1
Other Tax Revenues.....	1
Revenue Trends and Changes .....	2
Retail Sales Tax .....	4
Marijuana Tax Revenues.....	8
Sugar Sweetened Beverage Tax Revenue .....	9
City Tax Descriptions.....	10
Exhibit 1: Sales and Use Tax by Category, Industry and Location.....	12
Exhibit 2: Sales Tax and Use Tax Separately by Industry and Location.....	13
Exhibit 3: Sales Tax and Use Tax Separately by Month .....	14

Tax & Licensing Division  
Joel Wagner, Tax and Special Projects Manager  
[wagnerj@bouldercolorado.gov](mailto:wagnerj@bouldercolorado.gov), 303-441-3871

This report provides information and analysis related to 2021 unaudited taxes and fees including sales and use tax, accommodations tax, admissions tax, disposable bag fee, electronic smoking device tax, food services tax, marijuana tax, short-term rental tax, sugar sweetened beverage tax, and the trash tax. The revenue reported below was received by the city through March 2021 and is largely attributed to economic activity through the month of February 2021. Details by industry, geographic zone and month are found on pages 3 through 7 of this report.

**Sales and Use Tax Summary**

Sources - Related to Current Economic Activity	YTD through February				
	2020	2021	\$ Change	YTD % Change	12 Month % Change
Sales Tax	\$14,870,016	\$15,352,198	482,182	3.24%	(7.98%)
Rec MJ Additional 3.5%*	253,810	314,781	60,971	24.02%	15.64%
Business Use Tax	1,726,863	1,733,176	6,313	0.37%	18.62%
Construction Use Tax	993,035	1,826,380	833,346	83.92%	26.94%
Motor Vehicle Use Tax	875,722	1,093,419	217,697	24.86%	10.63%
<b>Total Sales &amp; Use Tax based on current economic activity</b>	<b>\$18,719,446</b>	<b>\$20,319,954</b>	<b>\$1,600,508</b>	<b>8.55%</b>	<b>(2.34%)</b>
<b>Sources - Related to Prior Periods</b>					
Sales Tax Audit Revenue	7,343	1,123	(6,220)	(84.71%)	92.08%
Use Tax Audit Revenue	312,888	282,930	(29,958)	(9.57%)	(50.59%)
<b>Total Sales and Use Tax</b>	<b>\$19,039,677</b>	<b>\$20,604,007</b>	<b>\$1,564,330</b>	<b>8.22%</b>	<b>(2.61%)</b>

\* Additional sales tax on Recreational Marijuana is dedicated to the general fund.

**Other Tax Revenues**

Tax Type	February YTD Actual				
	2020	2021	\$ Change	YTD % Change	12 Month % Change
Accommodations Tax	\$798,502	\$300,165	(\$498,337)	(62.41%)	(68.06%)
Admissions Tax	115,178	11,279	(103,900)	(90.21%)	(92.75%)
Disposable Bag Fee	1,451	3,048	1,597	110.01%	(24.92%)
Electronic Smoking Device Tax	n/a	181,700	181,700	n/a	n/a
Food Service Tax	98,669	63,077	(35,591)	(36.07%)	(43.96%)
Rec Marijuana Excise Tax	147,295	186,119	38,824	26.36%	27.37%
Short-Term Rental Tax	181,480	123,962	(57,518)	(31.69%)	(59.58%)
Sugar Sweetened Beverage Tax	653,151	485,245	(167,905)	(25.71%)	(26.85%)
Trash Tax	21,189	19,314	(1,876)	(8.85%)	(4.24%)

## Revenue Trends and Changes

### Overview

YTD February activity reflects moderate public health restrictions, after Boulder County moved to “Level Orange” on January 4. Year to date (YTD) sales and use tax based upon current economic activity increased from 2020 by \$1,600,508 or 8.6%. On a rolling 12-Month basis, total sales and use tax based upon current economic activity declined by 2.3%.

The city also completes tax compliance audits which may result in additional revenue. This revenue relates to prior periods and is not reflective of current economic activity. Including audit revenue, total sales and use tax increased from 2020 by \$1,564,330 or 8.2%. On a rolling 12-Month basis, total sales and use tax declined by 2.6%.

### Sales Tax

YTD February 2021 sales tax (including audit revenue and the additional 3.5% recreational marijuana tax) increased by \$536,933 (or 3.6%) when compared to YTD February 2020. It is important to note that without a significant increase in Out of State revenues of \$1,237,922, YTD February sales tax would have declined by approximately 5.6%.

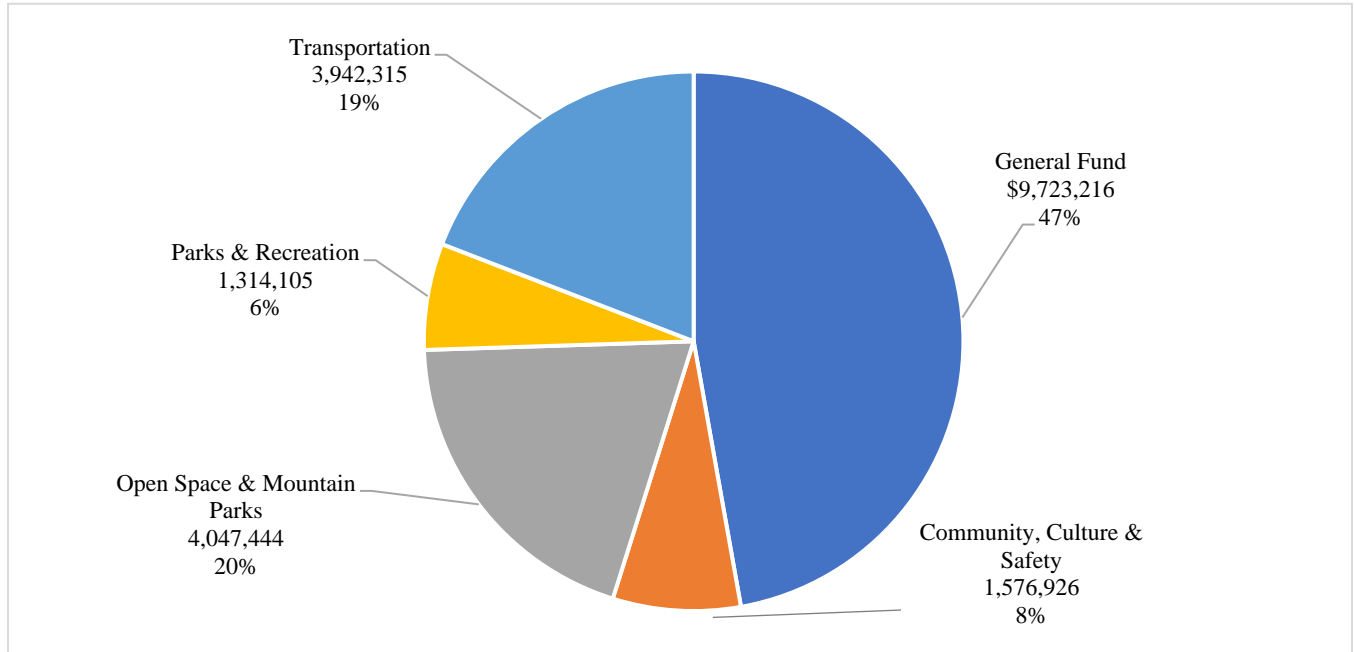
The effects of closures can still be seen across many industries, but signs of increased consumer spending and construction activity are appearing in others: Apparel Stores declined 9.9%, Automotive Trade declined 6.2%, Computer Related Business Sector declined by 6.6%, Eating Places declined 25.4% and All Other declined 3.9%. General Retail increased by 23.0%, primarily due to increased online retailer remittances, Building Material Retailers increased by 18.4%, Construction Sales increased by 23.8%, Consumer Electronics increased by 28.0%, and Recreational Marijuana increased by 21.0%.

Sales tax remittances in the city’s retail nodes continue to show the effects of COVID capacity restrictions and reduced visitation: 29<sup>th</sup> Street mall declined 30.8%, Downtown declined 30.1%, Pearl Street Mall declined 16.6%, and the Hill declined 28.1%.

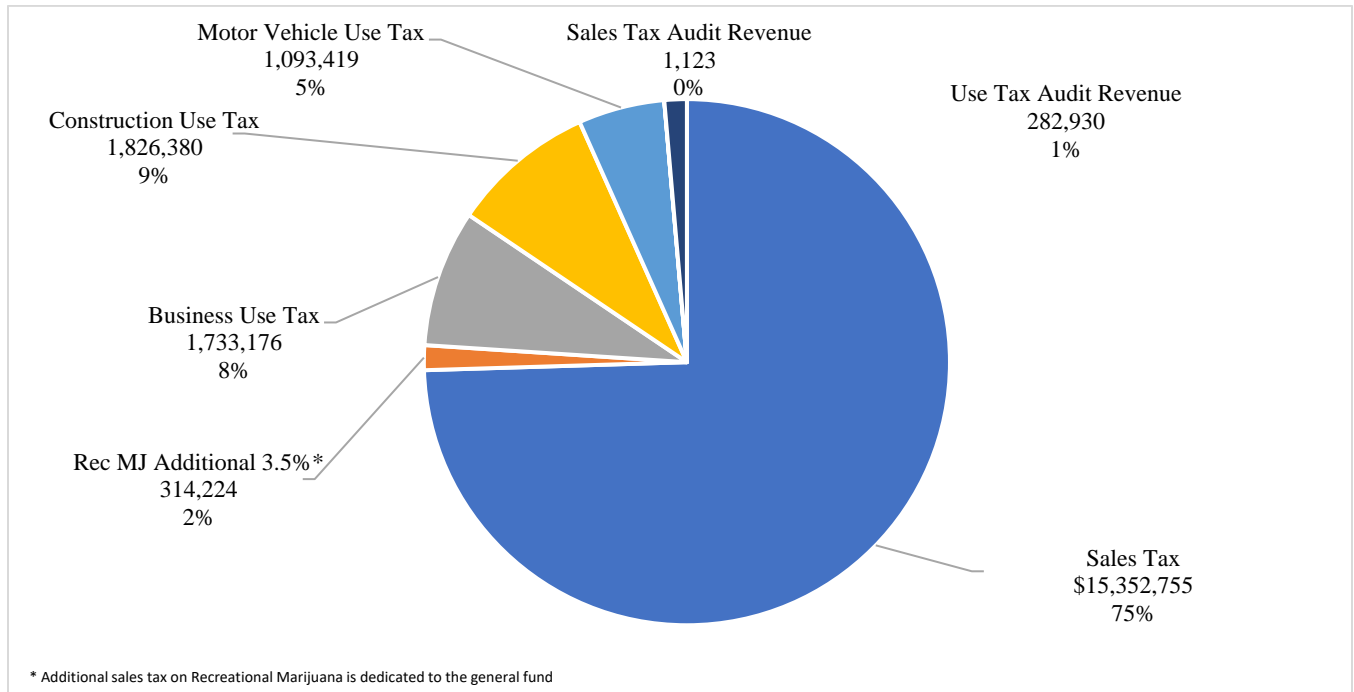
### Other Taxes

The effects of COVID-19 are still seen in other tax revenue categories. Shifting travel preferences as a result of COVID-19 are apparent in lodging taxes; Short-Term Rental tax declined by 32.7% but performed better than Accommodations tax, which declined by 62.4%. Declines in Sugar Sweetened Beverage tax (-25.7%) and Food Service Tax (-36.1%) reflect ongoing capacity restrictions at restaurants and fewer visitors and office workers eating out. Admissions tax declined by 90.2%, as most sporting events, concerts and theater performances have been cancelled. These declines are partially offset by the new 40% tax on Electronic Smoking Devices, which generated \$181,700 YTD, and Recreational Marijuana excise tax, which increased by 26.4%.

**Chart 1: YTD Sales and Use Tax by Fund**



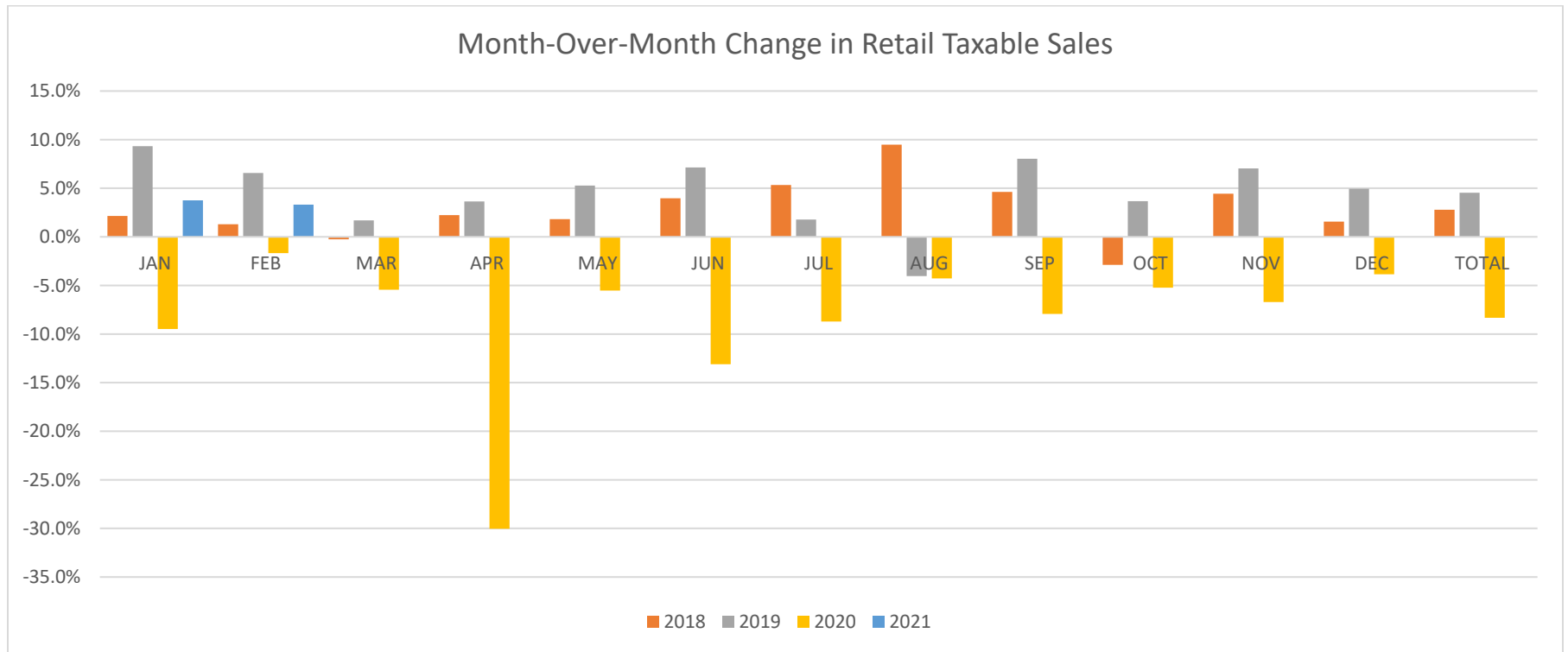
**Chart 2: YTD Sales & Use Tax by Type**



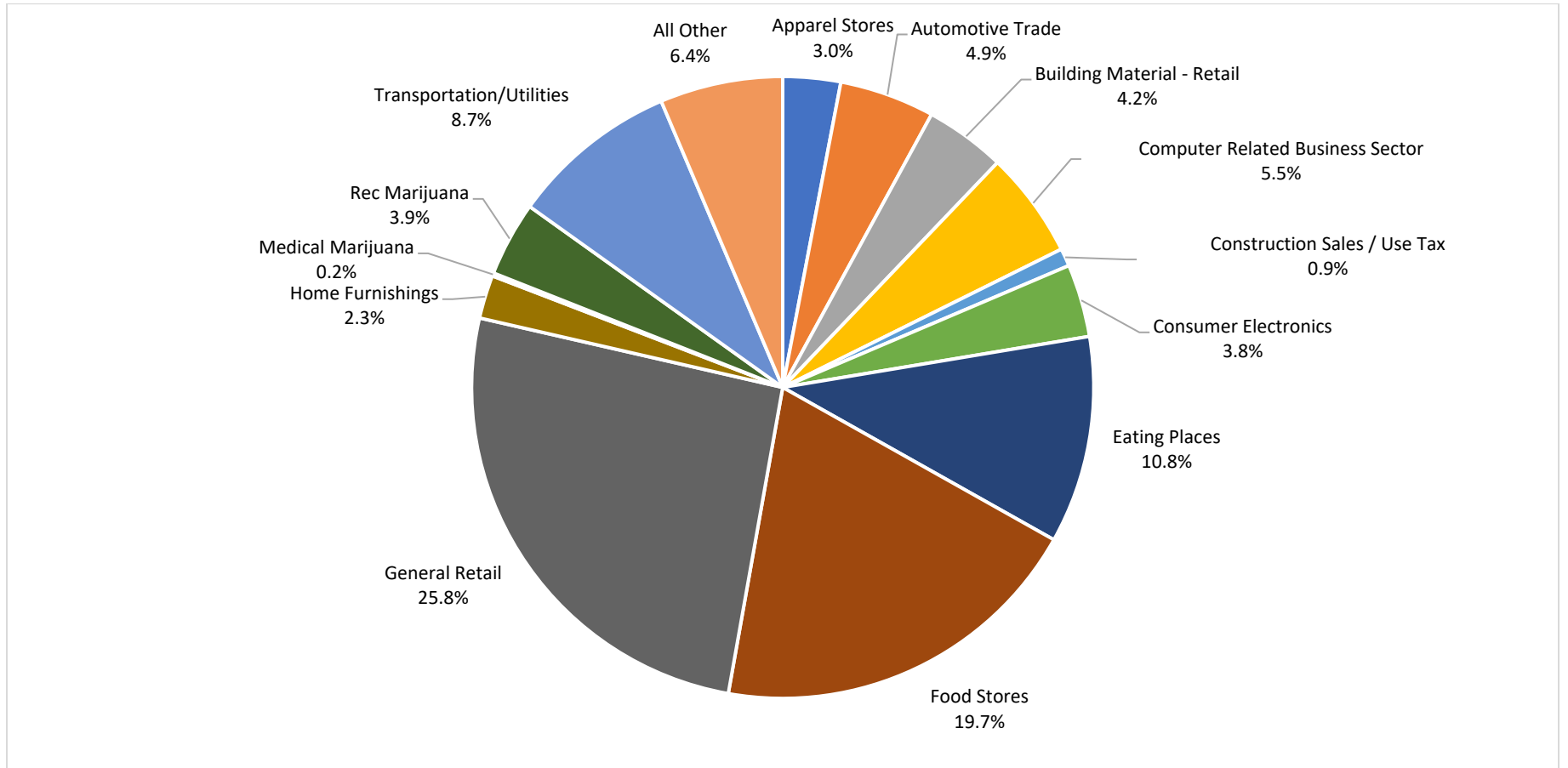
## Retail Sales Tax

- Retail sales tax including Recreational Marijuana additional sales tax and sales tax audit revenue comprises approximately 76.0% of total sales and use tax revenue for the period.
- Because there is strong seasonality to retail sales tax revenue, it is useful to compare same month-over-month revenue changes. February 2021 retail sales tax revenue was **up 3.3%** compared to February 2020 revenue (including audit revenue and the additional recreational marijuana sales tax).

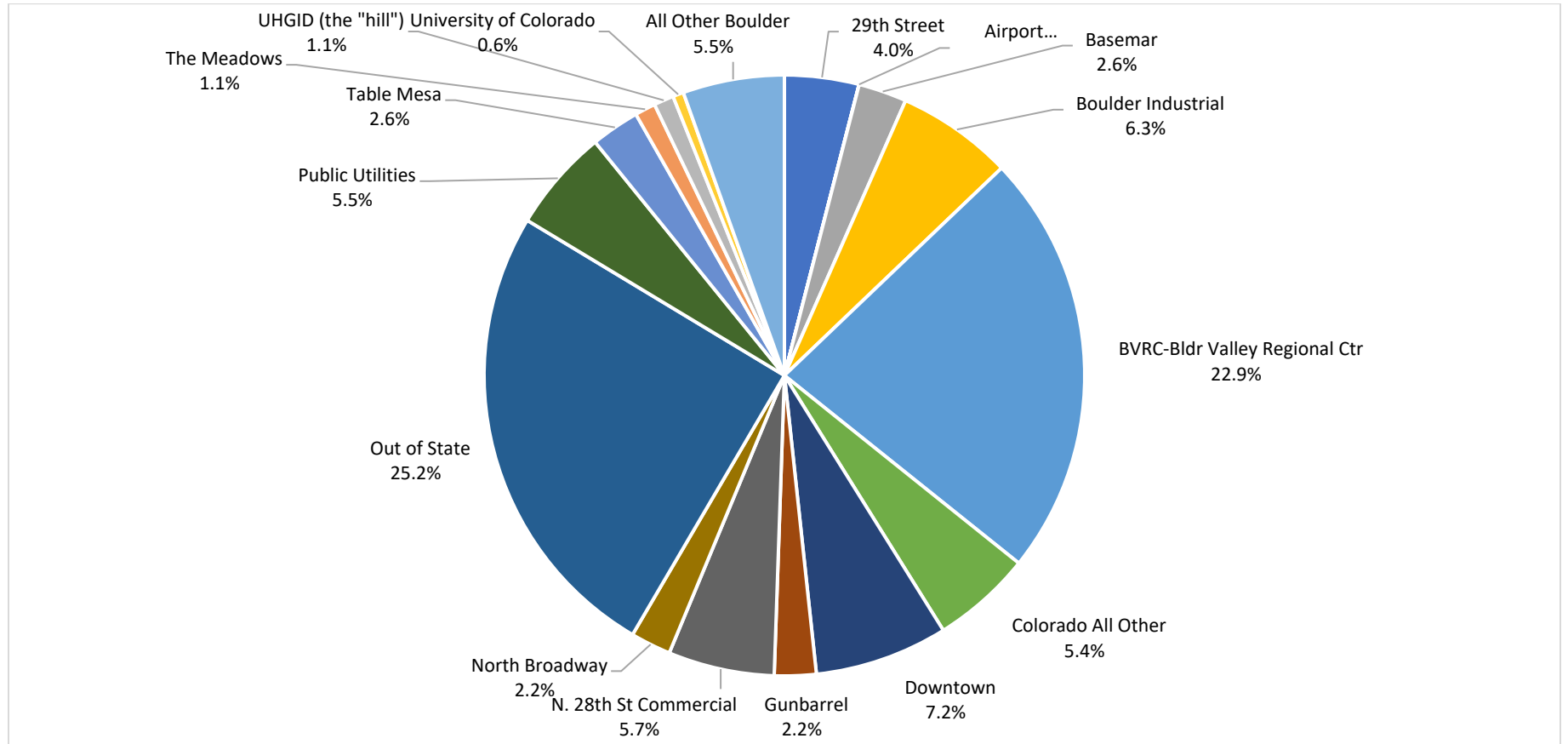
**Chart 3: Month-Over-Month Change in Retail Taxable Sales**



**Chart 4: Sales Tax by Industry**



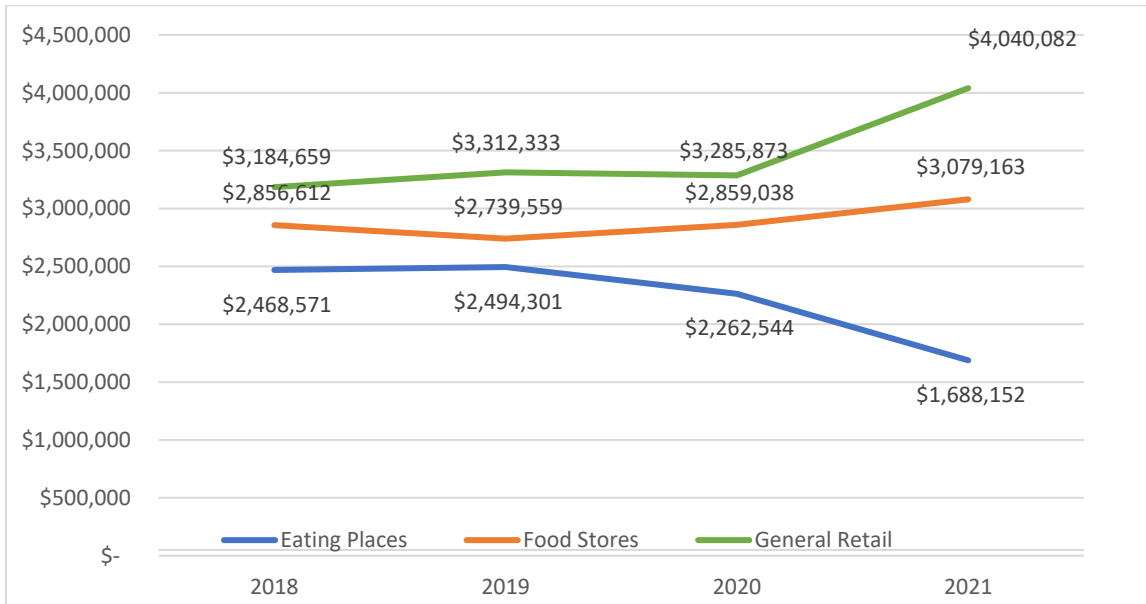
**Chart 5: Sales Tax by Geographic Area<sup>1</sup>**



<sup>1</sup> Some geographic sub-areas have been combined, see Exhibit 2 for sub-area breakdowns.

### Chart 6: Industry Trends – YTD Retail Sales Tax

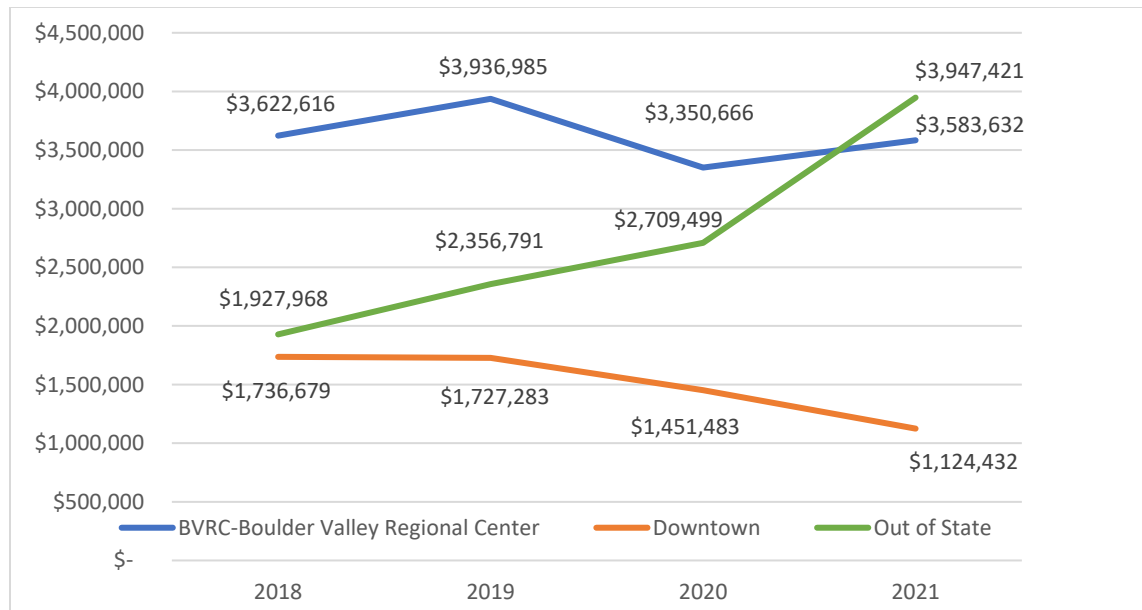
The chart below highlights the three-highest grossing industries. Combined these three industries generate over half of total retail sales tax revenue for the period.



Notes: Totals may not tie to exhibits due to rounding.  
 Industry groups were updated for several taxpayers during conversion to the new sales tax system in 2020. Prior periods have been adjusted to provide a consistent comparison. The prior year numbers in this report may not tie to prior publications.

### Chart 7: Geographic Area Trends – YTD Retail Sales Tax

The chart below highlights the three-highest grossing geographic areas. Combined these three areas generate over half of total retail sales tax revenue for the period.



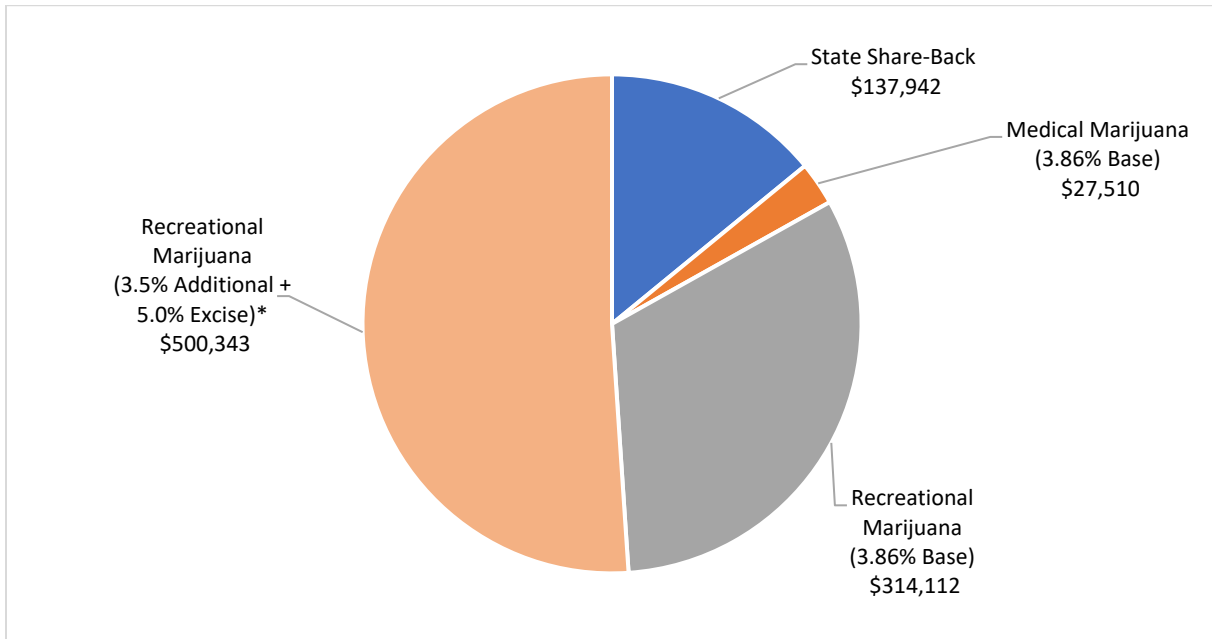
Notes: Downtown includes Pearl Street Mall, Downtown, Downtown Extension, and East Downtown  
 Totals may not tie to exhibits due to rounding.



## Marijuana Tax Revenues

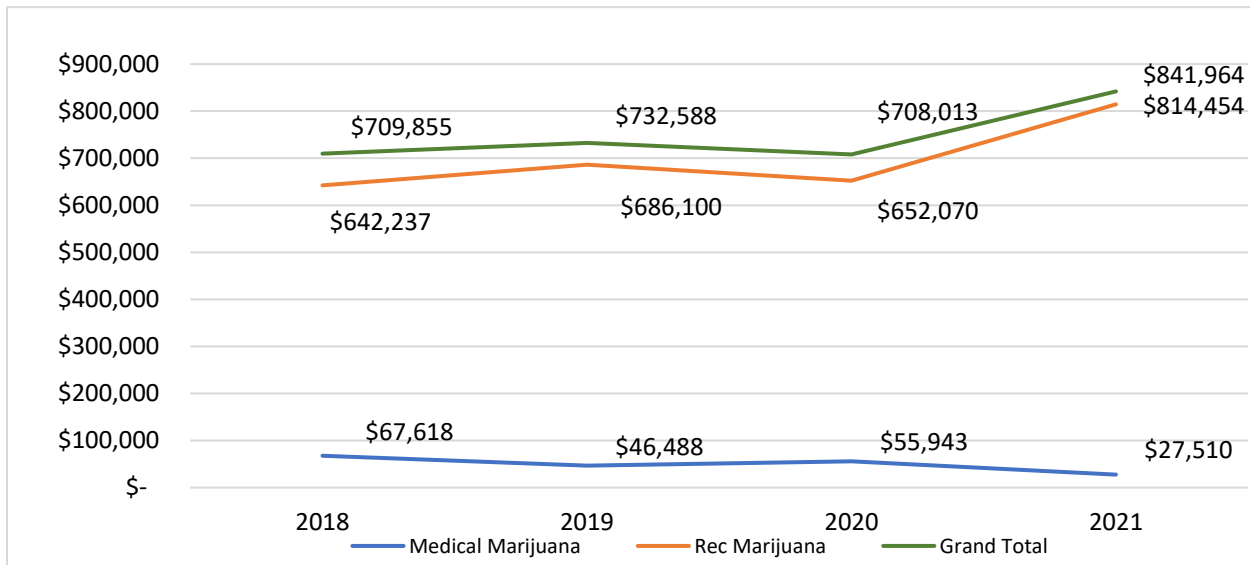
The City of Boulder collects revenue from the sale of both medical and recreational marijuana. The City collects the base 3.86% sales and use tax on medical and recreational marijuana. The city also collects an additional 3.50% sales and use tax on recreational marijuana, and a 5.0% excise tax when marijuana is transferred from a cultivation facility to a dispensary, testing facility or facility that produces marijuana infused products. In addition, the city receives a revenue share back from state recreational marijuana taxes, which is reflected in Chart 8 below.

**Chart 8: Distribution of YTD Marijuana Revenues**



\*Dedicated to the General Fund.

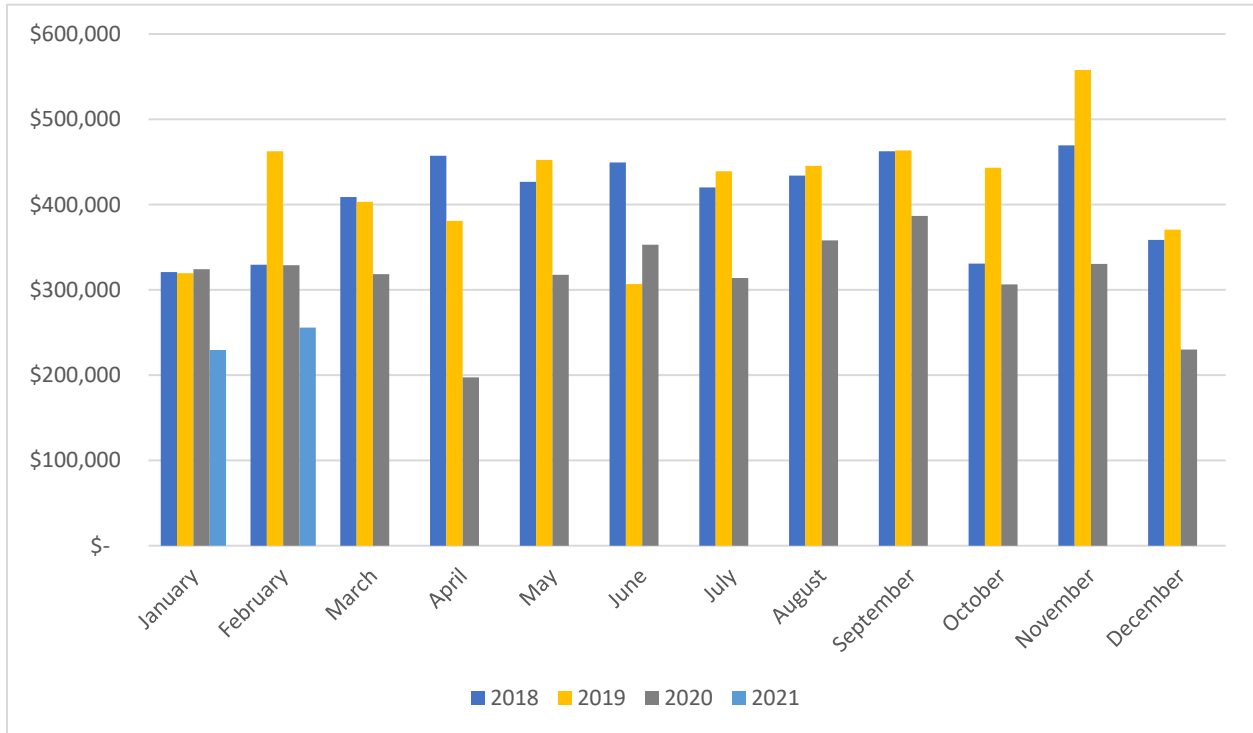
**Chart 9: Historical Trends for YTD Marijuana Revenues<sup>2</sup>**



<sup>2</sup> Rec Marijuana excludes state share back payments.  
Note: Totals may not tie to exhibits due to rounding.

## Sugar Sweetened Beverage Tax Revenue

The Sugar Sweetened Beverage Product Distribution Tax is a voter-initiated tax that was adopted by Boulder voters in the November 2016 election and went into effect on July 1, 2017. It places a 2 cent per ounce excise tax on the distribution of beverages with added sugar and other sweeteners.



**Note:** October 2018 Sugar-Sweetened Beverage Revenue is lower than average due to several accounts that did not file and pay taxes. These collections were recorded in February 2019 and are reflected in the chart above. June 2018 is lower due to several accounts that were paid late (in July). November 2019 is higher than average due to the posting of an audit of a large taxpayer.

# City Tax Descriptions

## Accommodations Tax

This tax is charged for the leasing or renting of any room, hotel/motel room, or other public accommodation located in the city and used for overnight lodging purposes (for less than a 30-night stay). The current accommodations tax rate is 7.5%.

## Admissions Tax

This tax is charged for admission to an event such as concerts, nightclubs and theatres. The tax rate for admission to an event is 5.0% of the price of the ticket or admission. Any admission fee paid or charged to participate in a racing event which includes running, walking, biking, or swimming is exempt from this tax.

## Business Use Tax

Use tax applies to all furniture, fixtures, equipment, supplies and materials purchased for use by your business that are not for resale. If a person or business hasn't paid the proper city sales tax to the vendor on a taxable purchase, they must report use tax directly to the City. The current City of Boulder use tax rate is 3.86%.

## Construction Use Tax

Construction Use Tax is paid at the time of a building permit application and is based upon 50% of the valuation of the project. If the project valuation is more than \$25,000, after the project is complete the contractor is required to file a reconciliation return to determine whether additional tax is due, or a refund is due based upon the actual value of taxable personal property and services included in project. This tax is therefore dependent upon the number and value of construction projects permitted in a year and can vary significantly year to year, and because it is collected at the time of permitting the revenue is in advance of visible construction activity. The current construction use tax rate is 3.86%.

## Disposable Bag Fee

The city requires a 10-cent fee for disposable plastic and paper checkout bags at all grocery stores in Boulder. The bag fee does not apply to restaurants, bulk or produce bags, newspaper bags, or any other kind of food packaging bags.

## Electronic Smoking Device Tax

This additional tax of 40% is applied to sales of Electronic Smoking Devices (ESDs), including any refill, cartridge or any other ESD component intended to simulate smoking in the delivery of nicotine or any other substance, even if marketed as nicotine-free, through inhalation from the product. This tax is in addition to the city's 3.86% sales tax on the sale of ESDs.

## Food Service Tax

This tax is applied to food and beverage prepared and served by food service establishments. The food service tax of 0.15% is added to the current sales tax rate of 3.86% resulting in a total tax rate of 4.01%. This tax is not applied to food purchased for home consumption from grocery/convenience stores.

## Marijuana Taxes

The city's 3.86% sales tax applies to the sale of both medical and recreational marijuana. In addition, the city has a 3.5% additional recreational marijuana tax and 5.0% excise tax on the transfer of marijuana from a recreational marijuana cultivation facility to a marijuana infused product facility, testing facility or recreational marijuana store. In addition, the city receives a revenue share back from state recreational marijuana taxes.

### Motor Vehicle Use Tax

If sales tax is not paid at the time of purchasing a vehicle, a Motor Vehicle Use Tax is due at the time a vehicle is registered or titled to an address within the city. The current use tax rate is 3.86%.

### Short Term Rental Tax

This tax is charged for leasing or renting properties by Boulder homeowners for less than 30 days at a time. The current short-term rental tax rate is 7.5%.

### Sugar Sweetened Beverage Product Distribution Tax

The Sugar Sweetened Beverage Product Distribution Tax is a voter-initiated tax that was adopted by Boulder voters in the November 2016 election. It places a 2-cent per ounce excise tax on the distribution of beverages with added sugar and other sweeteners. The tax took effect on July 1, 2017 and revenue will be spent on health promotion, general wellness programs and chronic disease prevention that improve health equity, and other health programs (especially for residents with low income and those most affected by chronic disease) linked to sugary drink consumption.

### Trash Tax

The trash tax is an occupation tax on trash haulers serving customers within the city limits and helps fund waste reduction efforts in Boulder. Most haulers pass the tax on to customers as part of their trash service bills. Boulder also has a waste hauling ordinance that applies to all haulers. The current trash tax rates are \$3.50 per month for households and \$0.85 per cubic yard of trash for businesses and multifamily units that use centralized dumpsters.

## Exhibit 1: Sales and Use Tax by Category, Industry and Location

Total Net Sales/Use Tax Receipts by Tax Category	February YTD Actual				
	2020	2021	% of Total	YTD % Change	12 Month % Change
Sales Tax	\$15,131,169	\$15,668,102	76.04%	3.55%	(7.21%)
Business Use Tax	2,039,751	2,016,106	9.79%	(1.16%)	10.84%
Construction Use Tax	993,035	1,826,380	8.86%	83.92%	25.23%
Motor Vehicle Use Tax	875,722	1,093,419	5.31%	24.86%	10.63%
<b>Total Sales and Use Tax</b>	<b>\$19,039,677</b>	<b>\$20,604,007</b>	<b>100.00%</b>	<b>8.22%</b>	<b>(2.61%)</b>

Total Net Sales/Use Tax Receipts by Industry Type	February YTD Actual				
	2020	2021	% of Total	YTD % Change	12 Month % Change
Apparel Stores	\$522,943	\$475,709	2.31%	(9.03%)	(26.51%)
Automotive Trade	1,710,669	1,876,933	9.11%	9.72%	(2.64%)
Building Material - Retail	557,262	658,523	3.20%	18.17%	8.77%
Computer Related Business Sector	1,343,940	1,657,692	8.05%	23.35%	19.35%
Construction Sales / Use Tax	978,781	1,975,796	9.59%	101.86%	29.97%
Consumer Electronics	493,474	617,080	2.99%	25.05%	(1.50%)
Eating Places	2,291,676	1,692,408	8.21%	(26.15%)	(37.61%)
Food Stores	2,930,017	3,107,599	15.08%	6.06%	2.50%
General Retail	3,473,780	4,301,218	20.88%	23.82%	(0.26%)
Home Furnishings	356,462	354,342	1.72%	(0.59%)	(20.39%)
Medical Marijuana	55,943	27,510	0.13%	(50.82%)	(16.78%)
Rec Marijuana	504,775	628,335	3.05%	24.48%	17.34%
Transportation/Utilities	1,401,814	1,422,870	6.91%	1.50%	(11.05%)
All Other	2,418,140	1,807,991	8.77%	(25.23%)	(0.62%)
<b>Total Sales and Use Tax</b>	<b>\$19,039,677</b>	<b>\$20,604,007</b>	<b>100.00%</b>	<b>8.22%</b>	<b>(2.61%)</b>

Total Net Sales/Use Tax Receipts by Geographic Area	February YTD Actual				
	2020	2021	% of Total	YTD % Change	12 Month % Change
29th Street	\$916,285	\$636,227	3.09%	(30.56%)	(39.90%)
Airport	\$73,432	35,134	0.17%	(52.15%)	1020.02%
Basemar	\$438,194	417,023	2.02%	(4.83%)	(9.61%)
Boulder County	\$201,781	236,354	1.15%	17.13%	24.65%
Boulder Industrial	\$1,920,535	2,088,799	10.14%	8.76%	(7.70%)
BVRC-Boulder Valley Regional Center	\$3,446,541	3,653,190	17.73%	6.00%	(5.83%)
Colorado All Other	\$91,686	42,698	0.21%	(53.43%)	0.35%
County Clerk	\$875,722	1,093,419	5.31%	24.86%	10.63%
Downtown	\$933,404	811,616	3.94%	(13.05%)	(50.91%)
Downtown Extension	\$79,945	365,705	1.77%	357.45%	26.41%
East Downtown	\$85,446	134,128	0.65%	56.97%	(13.35%)
Gunbarrel Commercial	\$136,000	243,211	1.18%	78.83%	16.05%
Gunbarrel Industrial	\$1,195,303	830,007	4.03%	(30.56%)	(1.24%)
Metro Denver	\$516,175	523,702	2.54%	1.46%	(3.15%)
N. 28th St Commercial	\$928,698	926,776	4.50%	(0.21%)	0.63%
N. Broadway Annex	\$220,447	45,238	0.22%	(79.48%)	22.28%
North Broadway	\$305,755	336,853	1.63%	10.17%	(8.18%)
Out of State	\$2,746,482	4,019,667	19.51%	46.36%	28.27%
Pearl Street Mall	\$396,071	332,643	1.61%	(16.01%)	(36.36%)
Public Utilities	\$816,140	885,441	4.30%	8.49%	(2.13%)
Table Mesa	\$380,943	414,879	2.01%	8.91%	(6.57%)
The Meadows	\$158,883	179,953	0.87%	13.26%	7.15%
UHGD (the "hill")	\$233,920	174,511	0.85%	(25.40%)	(25.93%)
University of Colorado	\$337,872	44,544	0.22%	(86.82%)	(22.37%)
Unlicensed Receipts	\$251,480	(110,073)	(0.53%)	(143.77%)	(57.36%)
All Other Boulder	\$1,352,535	2,242,362	10.88%	65.79%	30.77%
<b>Total Sales and Use Tax</b>	<b>\$19,039,677</b>	<b>\$20,604,007</b>	<b>100.00%</b>	<b>8.22%</b>	<b>(2.61%)</b>

Note: 2020 revenues have been restated to exclude penalties and interest erroneously reported in 2020. See December 2020 Revenue report for more detail.

## Exhibit 2: Sales Tax and Use Tax Separately by Industry and Location

SALES TAX BY INDUSTRY					INDUSTRY	USE TAX BY INDUSTRY				
February YTD						February YTD				
2020	2021	\$ Change	YTD % Change	12 Month % Change		2020	2021	\$ Change	YTD % Change	12 Month % Change
521,375	469,570	(51,805)	(9.94%)	(26.63%)	Apparel Stores	1,568	6,139	4,571	291.61%	(2.98%)
825,948	774,900	(51,048)	(6.18%)	(13.94%)	Automotive Trade	884,721	1,102,032	217,312	24.56%	10.42%
554,349	656,563	102,215	18.44%	8.80%	Building Material - Retail	2,914	1,959	(954)	(32.76%)	4.18%
928,713	867,105	(61,608)	(6.63%)	28.88%	Computer Related Business Sector	415,227	790,587	375,360	90.40%	(3.14%)
116,981	144,828	27,846	23.80%	14.23%	Construction Sales / Use Tax	861,800	1,830,969	969,169	112.46%	31.39%
463,044	592,662	129,618	27.99%	(0.29%)	Consumer Electronics	30,431	24,419	(6,012)	(19.76%)	(24.15%)
2,262,544	1,688,152	(574,392)	(25.39%)	(37.37%)	Eating Places	29,133	4,256	(24,876)	(85.39%)	(69.88%)
2,859,038	3,079,163	220,126	7.70%	2.99%	Food Stores	70,980	28,436	(42,544)	(59.94%)	(28.85%)
3,285,873	4,040,082	754,209	22.95%	0.22%	General Retail	187,907	261,136	73,230	38.97%	(6.61%)
353,712	352,949	(763)	(0.22%)	(20.22%)	Home Furnishings	2,750	1,393	(1,357)	(49.36%)	(58.18%)
55,064	25,272	(29,792)	(54.10%)	(12.49%)	Medical Marijuana	879	2,238	1,359	154.71%	(80.16%)
502,521	607,869	105,348	20.96%	14.99%	Rec Marijuana	2,254	20,466	18,213	808.03%	315.76%
1,360,393	1,368,155	7,762	0.57%	(11.71%)	Transportation/Utilities	41,421	54,715	13,294	32.10%	9.77%
1,041,615	1,000,831	(40,784)	(3.92%)	(15.31%)	All Other	1,376,525	807,160	(569,365)	(41.36%)	15.82%
<b>15,131,169</b>	<b>15,668,102</b>	<b>536,933</b>	<b>3.55%</b>	<b>(7.21%)</b>	<b>Total</b>	<b>3,908,508</b>	<b>4,935,905</b>	<b>1,027,397</b>	<b>26.29%</b>	<b>16.08%</b>

SALES TAX BY LOCATION					LOCATION	USE TAX BY LOCATION				
February YTD						February YTD				
2020	2021	\$ Change	YTD % Change	12 Month % Change		2020	2021	\$ Change	YTD % Change	12 Month % Change
905,699	626,374	(279,325)	(30.84%)	(40.43%)	29th Street	10,586	9,853	(733)	(6.93%)	(8.03%)
3,216	1,632	(1,584)	(49.25%)	7.36%	Airport	70,216	33,502	(36,714)	(52.29%)	1465.97%
428,865	408,200	(20,665)	(4.82%)	(8.66%)	Basemar	9,329	8,823	(506)	(5.43%)	(22.41%)
182,178	173,008	(9,170)	(5.03%)	(19.17%)	Boulder County	19,604	63,347	43,743	223.14%	406.11%
1,055,483	980,380	(75,103)	(7.12%)	(10.92%)	Boulder Industrial	865,052	1,108,419	243,367	28.13%	(3.67%)
3,350,666	3,583,632	232,966	6.95%	(5.56%)	BVRC-Boulder Valley Regional Center	95,875	69,557	(26,317)	(27.45%)	(11.38%)
89,581	42,068	(47,514)	(53.04%)	6.64%	Colorado All Other	2,104	630	(1,474)	(70.05%)	(38.63%)
0	0	0	0.00%	0.00%	County Clerk	875,722	1,093,419	217,697	24.86%	10.63%
900,464	629,323	(271,141)	(30.11%)	(41.93%)	Downtown	32,940	182,293	149,353	453.41%	(78.73%)
78,584	77,287	(1,297)	(1.65%)	(15.00%)	Downtown Extension	1,361	288,418	287,057	21091.32%	517.47%
79,929	90,479	10,550	13.20%	(11.33%)	East Downtown	5,518	43,649	38,131	691.07%	(19.95%)
135,665	240,948	105,283	77.60%	16.03%	Gunbarrel Commercial	335	2,263	1,928	576.03%	23.17%
236,138	110,953	(125,184)	(53.01%)	(17.97%)	Gunbarrel Industrial	959,165	719,054	(240,112)	(25.03%)	3.60%
522,689	509,988	(12,701)	(2.43%)	(0.43%)	Metro Denver	-6,513	13,714	20,228	(310.57%)	(36.17%)
917,882	896,174	(21,709)	(2.37%)	(1.19%)	N. 28th St Commercial	10,816	30,602	19,786	182.92%	30.92%
77,324	43,052	(34,272)	(44.32%)	(29.83%)	N. Broadway Annex	143,123	2,186	(140,937)	(98.47%)	144.99%
283,649	298,061	14,411	5.08%	(11.07%)	North Broadway	22,105	38,793	16,687	75.49%	29.32%
2,709,499	3,947,421	1,237,922	45.69%	30.74%	Out of State	36,983	72,246	35,263	95.35%	(40.29%)
392,507	327,344	(65,163)	(16.60%)	(41.22%)	Pearl Street Mall	3,564	5,299	1,736	48.70%	92.83%
796,379	863,931	67,552	8.48%	(1.84%)	Public Utilities	19,761	21,510	1,749	8.85%	(10.69%)
370,107	410,062	39,955	10.80%	(8.09%)	Table Mesa	10,836	4,817	(6,019)	(55.54%)	222.12%
157,051	174,837	17,786	11.32%	3.50%	The Meadows	1,832	5,116	3,284	179.20%	248.31%
233,691	168,019	(65,671)	(28.10%)	(30.83%)	UHGD (the "hill")	230	6,492	6,263	2727.51%	1278.97%
337,872	90,907	(246,965)	(73.09%)	(65.86%)	University of Colorado	0	-46,363	(46,363)	-	13766.87%
132,613	117,601	(15,011)	(11.32%)	45.24%	Unlicensed Receipts	118,867	-227,674	(346,541)	(291.54%)	(112.45%)
753,439	856,422	102,983	13.67%	(10.18%)	All Other Boulder	599,097	1,385,940	786,844	131.34%	84.07%
<b>15,131,169</b>	<b>15,668,102</b>	<b>536,933</b>	<b>3.55%</b>	<b>(7.21%)</b>	<b>Total</b>	<b>3,908,508</b>	<b>4,935,905</b>	<b>1,027,397</b>	<b>26.29%</b>	<b>16.08%</b>

Note: 2020 revenues have been restated to exclude penalties and interest erroneously reported in 2020. See December 2020 Revenue report for more detail.

### Exhibit 3: Sales Tax and Use Tax Separately by Month

REVENUE CATEGORY	YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	Taxable Sales	% Change in Taxable	
																Sales	Tax Rate
<b>Retail Sales Tax</b>	2016	7,281,270	7,416,204	0	0	0	0	0	0	0	0	0	0	14,697,474	380,763,575	n/a	3.86%
	2017	7,685,193	6,938,514	0	0	0	0	0	0	0	0	0	0	14,623,707	378,852,513	-0.50%	3.86%
	2018	7,849,997	7,028,188	0	0	0	0	0	0	0	0	0	0	14,878,185	385,445,207	1.74%	3.86%
	2019	8,590,452	7,489,624	0	0	0	0	0	0	0	0	0	0	16,080,076	416,582,280	8.08%	3.86%
	2020	7,766,715	7,364,454	0	0	0	0	0	0	0	0	0	0	15,131,170	391,999,212	-5.90%	3.86%
	<b>2021</b>	<b>8,059,343</b>	<b>7,608,759</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>15,668,102</b>	<b>405,909,370</b>	<b>3.55%</b>	<b>3.86%</b>
Change from prior year (month)		3.77%	3.32%														
Change from prior year (YTD)		3.77%	3.55%														
<b>Business Use Tax</b>	2016	1,010,174	2,081,706	0	0	0	0	0	0	0	0	0	0	3,091,880	80,100,520	n/a	3.86%
	2017	834,820	673,000	0	0	0	0	0	0	0	0	0	0	1,507,821	39,062,713	-51.23%	3.86%
	2018	874,373	888,081	0	0	0	0	0	0	0	0	0	0	1,762,455	45,659,451	16.89%	3.86%
	2019	871,308	955,369	0	0	0	0	0	0	0	0	0	0	1,826,677	47,323,239	3.64%	3.86%
	2020	655,058	1,384,693	0	0	0	0	0	0	0	0	0	0	2,039,752	52,843,303	11.66%	3.86%
	<b>2021</b>	<b>1,093,683</b>	<b>922,423</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,016,106</b>	<b>52,230,729</b>	<b>-1.16%</b>	<b>3.86%</b>
Change from prior year (month)		66.96%	-33.38%														
Change from prior year (YTD)		66.96%	-1.16%														
<b>Construction Use Tax</b>	2016	1,545,717	1,134,734	0	0	0	0	0	0	0	0	0	0	2,680,451	69,441,736	n/a	3.86%
	2017	1,151,587	511,519	0	0	0	0	0	0	0	0	0	0	1,663,106	43,085,648	-37.95%	3.86%
	2018	750,069	566,915	0	0	0	0	0	0	0	0	0	0	1,316,984	34,118,756	-20.81%	3.86%
	2019	444,168	1,245,000	0	0	0	0	0	0	0	0	0	0	1,689,168	43,760,829	28.26%	3.86%
	2020	182,837	810,198	0	0	0	0	0	0	0	0	0	0	993,035	25,726,283	-41.21%	3.86%
	<b>2021</b>	<b>1,015,642</b>	<b>810,738</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,826,380</b>	<b>47,315,552</b>	<b>83.92%</b>	<b>3.86%</b>
Change from prior year (month)		455.49%	0.07%														
Change from prior year (YTD)		455.49%	83.92%														
<b>Motor Vehicle Use Tax</b>	2016	305,647	291,171	0	0	0	0	0	0	0	0	0	0	596,818	15,461,605	n/a	3.86%
	2017	366,296	366,550	0	0	0	0	0	0	0	0	0	0	732,845	18,985,629	22.79%	3.86%
	2018	415,636	406,364	0	0	0	0	0	0	0	0	0	0	821,999	21,295,316	12.17%	3.86%
	2019	558,802	409,378	0	0	0	0	0	0	0	0	0	0	968,180	25,082,383	17.78%	3.86%
	2020	459,561	416,162	0	0	0	0	0	0	0	0	0	0	875,722	22,687,101	-9.55%	3.86%
	<b>2021</b>	<b>553,658</b>	<b>539,761</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,093,419</b>	<b>28,326,907</b>	<b>24.86%</b>	<b>3.86%</b>
Change from prior year (month)		20.48%	1.66%														
Change from prior year (YTD)		20.48%	24.86%														
<b>TOTAL</b>	2016	10,142,808	10,923,815	0	0	0	0	0	0	0	0	0	0	21,066,623	545,767,435	n/a	3.86%
	2017	10,037,896	8,489,583	0	0	0	0	0	0	0	0	0	0	18,527,479	479,986,503	-12.05%	3.86%
	2018	9,890,075	8,889,548	0	0	0	0	0	0	0	0	0	0	18,779,623	486,518,731	1.36%	3.86%
	2019	10,464,730	10,099,371	0	0	0	0	0	0	0	0	0	0	20,564,101	532,748,731	9.50%	3.86%
	2020	9,064,170	9,975,507	0	0	0	0	0	0	0	0	0	0	19,039,677	493,255,873	-7.41%	3.86%
	<b>2021</b>	<b>10,722,326</b>	<b>9,881,681</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>20,604,007</b>	<b>533,782,558</b>	<b>8.22%</b>	<b>3.86%</b>
Change from prior year (month)		18.29%	-0.94%														
Change from prior year (YTD)		18.29%	8.22%														