



City of Evans
Finance Department
970-475-1101
www.evanscolorado.gov
www.weareevans.com



Sales Tax

A SUSTAINABLE FUTURE REVENUE

December sales tax collections finished the year with an increase of 23.1% as compared to 2013.

update

Evans In Brief

December receipts were 4.0% higher than the same period last year.

The city's base increased 31.2% compared to the same month last year.

The industrial sector increased 19.1%, reversing last month's decrease of 3.0%

The commercial sector ended the month with a .02% decrease over the same period last year.

Utilities reported a decrease of 20.8%, slowing significantly from November's increase of 6.1%.

Motor vehicle decreased 32.0%, over the same month last year.

Total YTD Sales Tax: +23.1%
YTD Actual vs. Budget: +3,176,341

STRENGTHS:

- Greeley unemployment increased to 4.0% in September, which is below the state unemployment rate of 4.7%, according to the *Bureau of Labor Statistics*.
- Home sale prices in Evans have increased by 17.2% over the past year, with a predicted increase of 6.4% within the next year, as stated by *Zillow*.

WEAKNESSES:

- Cautionary outlook in motor vehicle due to significant swings in collections over the past 3 years.
- Monitoring the Industrial sector due to past volatility and recent fluctuations.

Category	2013 YTD	2014 YTD	% Change
Base	1,758,681	2,404,013	37%
Commercial	1,852,981	1,976,098	7%
Industrial	1,858,856	2,807,173	51%
Utilities	730,101	720,536	-1%
Motor Vehicle	1,456,752	1,519,251	4%



2014 Results

With another year complete, we now have a full four years of data under the self-collection model with which to evaluate the City's sales tax by major business group.

Our big winner for 2014 growth was again our industrial sector, reporting a 51% year over year increase. This exceeds last year's outcome, where the industrial sector experienced a 35% growth rate. The base category continues to grow strong, ending the year with a 37% increase.



Total Sales Tax Collection Summary

Sales Taxes for December 2014

	Monthly Collections 2013	YTD Collections 2013	Monthly Collections 2014	YTD Collections 2014	Seasonal Trend for Annual Projections	Projected YTD Collections
Jan	\$509,054	\$509,054	\$717,381	\$717,381.00	\$455,258	\$455,258
Feb	\$534,655	\$1,043,710	\$687,989	\$1,405,370	\$481,021	\$936,279
Mar	\$582,182	\$1,625,892	\$809,410	\$2,214,780	\$511,346	\$1,447,625
April	\$589,284	\$2,215,176	\$827,625	\$3,042,405	\$517,369	\$1,964,994
May	\$594,521	\$2,809,697	\$798,678	\$3,841,083	\$515,735	\$2,480,729
June	\$649,387	\$3,459,084	\$747,881	\$4,588,964	\$531,817	\$3,012,546
July	\$658,999	\$4,118,083	\$830,305	\$5,419,269	\$529,131	\$3,541,677
Aug	\$656,811	\$4,774,894	\$763,769	\$6,183,038	\$546,974	\$4,088,651
Sept	\$693,642	\$5,468,537	\$872,584	\$7,055,622	\$548,246	\$4,636,897
Oct	\$692,793	\$6,161,330	\$795,771	\$7,851,393	\$538,963	\$5,175,860
Nov	\$699,737	\$6,861,067	\$747,779	\$8,599,172	\$504,744	\$5,680,604
Dec	\$796,305	\$7,657,372	\$827,898	\$9,427,071	\$570,126	\$6,250,730

