

CITY OF LONGMONT FINANCE DEPARTMENT

SALES AND USE TAX DIVISION

REVENUE ANALYSIS OF TAXES COLLECTED

May 2008

SUMMARY

| | | |
|-------------------------------|----|-----------|
| Total Collections this Month: | \$ | 3,534,267 |
| Compared to Last Year: | | 3,480,780 |
| Percentage change: | | 1.5 % |

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Visit our Website: http://ci.longmont.co.us/finance/sales_tax

Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

SALES AND USE TAX SUMMARY CITY OF LONGMONT May 2008

Overview

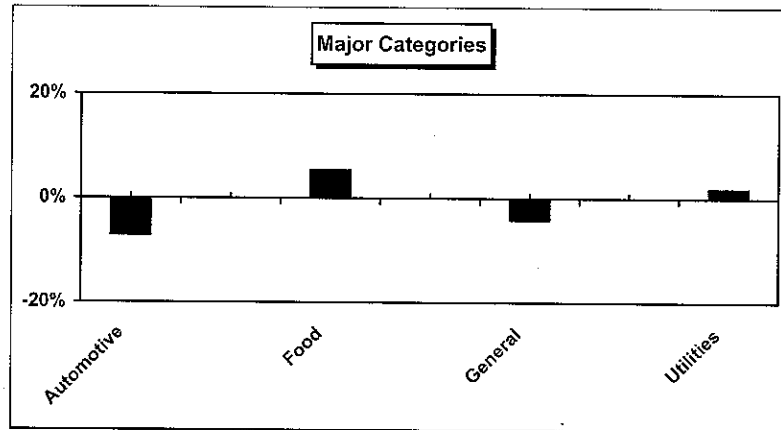
Month of May: Total collections for the month of May increased by 1.5% compared to last year. The Sales Tax Component increased by 1.9% while the Use Tax component increased by 2.4%.

Year to Date: Total collections through May are down by 0.5% in 2008. The sales tax component increased by 1.5% and the use tax component by 1.9%. The overall decrease is due to an unusually large audit in 2007.

Note: To ease year to year comparisons, this report normalizes all January 2007 collections as if they had been collected at the 3.275% rate. Stated differently, the January 2007 collections are not reported herein as actual. Rather the actual numbers have been increased by the ratio of 3.275/2.95. While this methodology simplifies the comparisons, it is important to remember the actual 2007 revenue dollars for year to date have been thus normalized in this report.

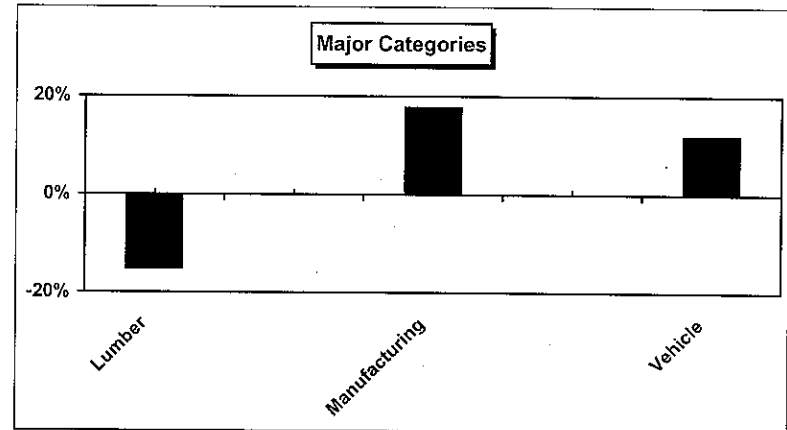
Sales Tax Activity

The *Automotive*, and *General* categories decreased by 7.1% and 4.1% respectively, while *Food* and *Utilities* increased by 5.3%, and 1.8% respectively.



Use Tax Activity

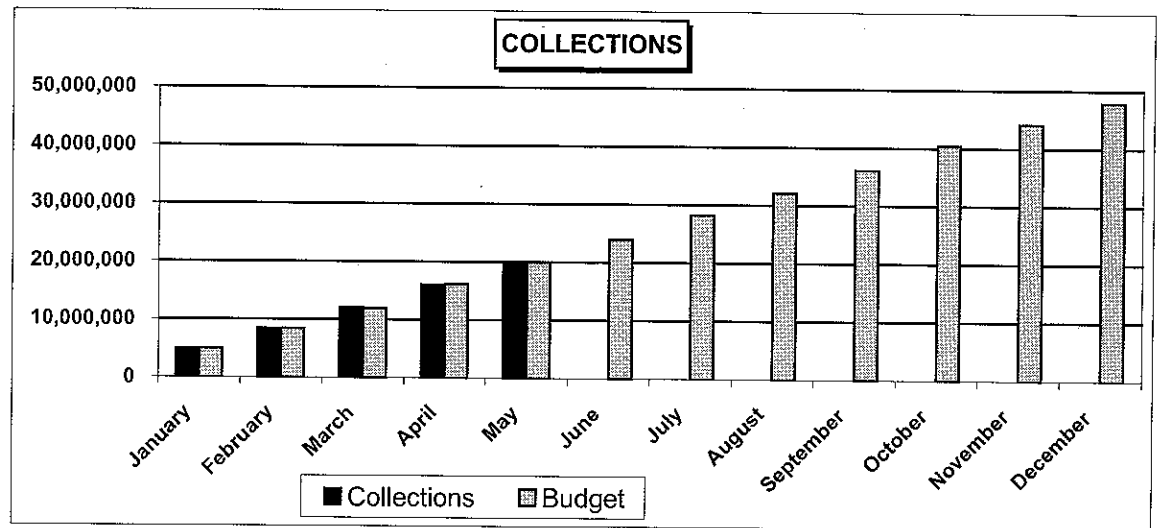
The *Manufacturing* and *Vehicle* categories show increases of 17.7% and 11.9% respectively, while the *Lumber* category shows a decrease of 15.2%.



SALES & USE TAX COLLECTIONS - BUDGET TO ACTUAL

**May
2008**

| | Sales & Use 2008 BUDGET | Cumulative Sales & Use 2008 BUDGET | Cumulative % of 2008 Budget | Sales Tax 2008 ACTUAL | Use Tax 2008 ACTUAL | Total 2008 ACTUAL |
|--------------|-------------------------------|---|--------------------------------------|-----------------------------|---------------------------|-------------------------|
| January | 4,936,977 | 4,936,977 | 10.3 | 4,319,684 | 611,040 | 4,930,724 |
| February | 3,490,181 | 8,427,159 | 17.6 | 2,964,652 | 554,831 | 3,519,483 |
| March | 3,474,944 | 11,902,102 | 24.8 | 2,873,364 | 799,834 | 3,673,198 |
| April | 4,256,854 | 16,158,957 | 33.7 | 3,387,694 | 512,553 | 3,900,247 |
| May | 3,754,485 | 19,913,442 | 41.6 | 3,023,265 | 511,002 | 3,534,267 |
| June | 3,971,082 | 23,884,524 | 49.9 | | | |
| July | 4,358,207 | 28,242,731 | 58.9 | | | |
| August | 3,912,178 | 32,154,909 | 67.1 | | | |
| September | 3,972,083 | 36,126,992 | 75.4 | | | |
| October | 4,274,708 | 40,401,699 | 84.3 | | | |
| November | 3,779,002 | 44,180,701 | 92.2 | | | |
| December | 3,731,070 | 47,911,771 | 100.0 | | | |
| Total | \$ 47,911,771 | | | \$ 16,568,659 | 2,989,260 | 19,557,919 |



Note: Monthly budgets are based on 5 years of historical trend.
 * Variance in Public Safety Fund due to overestimate in 2008 Budget

**Revenue Growth Per Fund / Current Year to Previous Year
May 2008**

| | Normalized 2007 YTD Sales Tax | Normalized 2007 YTD Use Tax | Normalized 2007 YTD Total | 2008 YTD Sales Tax | 2008 YTD Use Tax | 2008 YTD Total | Sales Tax % Change 2007 - 2008 | Use Tax % Change 2007 - 2008 | Total % Change 2007 - 2008 | % Change needed to reach budget |
|-----------------|-------------------------------------|-----------------------------------|---------------------------------|--------------------------|---------------------|-------------------|--------------------------------------|------------------------------------|----------------------------------|---------------------------------------|
| General Fund | 8,681,628 | 1,524,710 | 10,206,338 | 10,118,265 | 108,070 | 10,226,334 | 16.5% | -92.9% | 0.2% | 2.55% |
| PIF Fund | 1,532,052 | 269,066 | 1,801,119 | - | 1,717,433 | 1,717,433 | n/a | 538.3% | -4.6% | 2.55% |
| Other Funds | 6,511,211 | 1,143,532 | 7,654,743 | 6,450,394 | 1,163,758 | 7,614,152 | -0.9% | 1.8% | -0.5% | 2.55% |
| All Funds Total | 16,724,891 | 2,937,309 | 19,662,200 | 16,568,659 | 2,989,260 | 19,557,919 | -0.9% | 1.8% | -0.5% | 2.55% |
| | | | | Budgeted Increase | | | 1.87% | 5.73% | 2.55% | |

General Fund

In 2007, the General Fund received 85% of the 2% non-earmarked portion of the City's 3.275% sales and use tax. For 2008, the City's financial policy changed the allocation of the 2% non-earmarked portion to be split as 100% of the sales tax and 5.92% of the use tax to the General Fund. This is intended to limit the impact that the volatile use tax could have on the General Fund. The result after five months is that the General Fund share of revenue from sales and use tax is up by 0.2%. The increase necessary to reach the 2008 budget is 2.55%.

Public Improvement Fund

For 2008 the City's financial policy allocates 94.08% of the 2% non-earmarked use tax to the Public Improvement Fund (PIF). After five months, the PIF is down by 4.6%, which is below the 2.55% increase needed to reach budget.

Other Funds

Includes: Streets Fund, Open Space and Public Safety Fund. Since the allocation to these funds is unchanged in 2008, they are presented here as a combined total. The growth comparison for these funds will reflect a true overall sales and use tax growth since the overall tax rate for each fund is comparable in the year to year comparison. These funds also need an overall 2.55% increase to reach budget.

FOR COLLECTIONS IN**May****2008****5****ACCOUNT GROUPS****May
2008****May
2007****INC
(DEC)****YTD
2008****YTD
2007****INC
(DEC)****GRAND TOTALS**

| | | | | | | |
|----------------------|-------------------------|-------------------------|---------------------|--------------------------|--------------------------|-----------------------|
| Active Accounts | 6,894 | 6,791 | 103 | 6,894 | 6,791 | 103 |
| Net Taxable Sales | 93,410,157 | 92,126,894 | 1.4 % | 511,709,920 | 507,081,354 | 0.9 % |
| Net Sales Tax | 3,021,014 | 2,964,528 | 1.9 % | 16,523,965 | 16,284,700 | 1.5 % |
| Delinquent Sales Tax | 0 | 14,018 | - | 26,419 | 327,960 | - |
| Use Tax | 511,002 | 498,995 | 2.4 % | 2,983,527 | 2,926,992 | 1.9 % |
| Delinquent Use Tax | 0 | 0 | - | 5,733 | 10,174 | - |
| Other Revenue* | 2,251 | 3,239 | - | 18,275 | 112,374 | - |
| Total Revenue | <u>3,534,267</u> | <u>3,480,780</u> | <u>1.5 %</u> | <u>19,557,919</u> | <u>19,662,200</u> | <u>(0.5) %</u> |

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

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

Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

FOR COLLECTIONS IN

May

2008

ACCOUNT GROUPS

01000 Apparel

| | May 2008 | May 2007 | INC (DEC) | YTD 2008 | YTD 2007 | INC (DEC) |
|----------------------|---------------|---------------|---------------|----------------|----------------|-----------------|
| Active Accounts | 88 | 93 | (5) | 88 | 93 | (5) |
| Net Taxable Sales | 1,875,023 | 1,864,710 | 0.6 % | 10,680,078 | 10,811,489 | (1.2) % |
| Net Sales Tax | 60,191 | 58,423 | 3.0 % | 340,728 | 342,747 | (0.6) % |
| Delinquent Sales Tax | 0 | 1,333 | - | 2,050 | 3,031 | - |
| Use Tax | 183 | 144 | 27.1 % | 1,065 | 7,012 | (84.8) % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 0 | - |
| Other Revenue | 279 | 399 | - | 668 | 1,590 | - |
| Total Revenue | 60,653 | 60,299 | 0.6 % | 344,511 | 354,380 | (2.8) % |
| % of Total Revenue | 1.7 % | 1.7 % | 0.0 % | 1.8 % | 1.8 % | 0.0 % |

02000 Automotive

| | | | | | | |
|----------------------|----------------|----------------|----------------|------------------|------------------|----------------|
| Active Accounts | 286 | 288 | (2) | 286 | 288 | (2) |
| Net Taxable Sales | 7,973,022 | 7,882,386 | 1.1 % | 38,853,684 | 41,712,199 | (6.9) % |
| Net Sales Tax | 255,779 | 251,619 | 1.7 % | 1,240,328 | 1,335,132 | (7.1) % |
| Delinquent Sales Tax | 0 | 0 | - | 1,797 | 4,127 | - |
| Use Tax | 1,762 | 1,802 | (2.2) % | 11,904 | 7,982 | 49.1 % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 4,413 | - |
| Other Revenue | 0 | 0 | - | 4,916 | 2,805 | - |
| Total Revenue | 257,541 | 253,421 | 1.6 % | 1,258,945 | 1,354,459 | (7.1) % |
| % of Total Revenue | 7.3 % | 7.3 % | 0.0 % | 6.4 % | 6.9 % | (0.5) % |

03000 Food

| | | | | | | |
|----------------------|----------------|----------------|---------------|------------------|------------------|---------------|
| Active Accounts | 365 | 356 | 9 | 365 | 356 | 9 |
| Net Taxable Sales | 26,846,012 | 25,287,913 | 6.2 % | 155,883,286 | 148,336,183 | 5.1 % |
| Net Sales Tax | 867,779 | 808,247 | 7.4 % | 5,033,736 | 4,779,235 | 5.3 % |
| Delinquent Sales Tax | 0 | 7,533 | - | 12,464 | 20,520 | - |
| Use Tax | 10,387 | 7,250 | 43.3 % | 58,440 | 51,560 | 13.3 % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 4,119 | - |
| Other Revenue | 50 | 0 | - | 1,689 | 3,991 | - |
| Total Revenue | 878,216 | 823,030 | 6.7 % | 5,106,329 | 4,859,424 | 5.1 % |
| % of Total Revenue | 24.8 % | 23.6 % | 1.2 % | 26.1 % | 24.7 % | 1.4 % |

Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

FOR COLLECTIONS IN

May

2008

ACCOUNT GROUPS

04000 Home Furnishings

| | May 2008 | May 2007 | INC (DEC) | YTD 2008 | YTD 2007 | INC (DEC) |
|----------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Active Accounts | 202 | 186 | 16 | 202 | 186 | 16 |
| Net Taxable Sales | 3,352,499 | 3,351,915 | 0.0 % | 20,076,459 | 20,881,090 | (3.9) % |
| Net Sales Tax | 107,876 | 107,303 | 0.5 % | 645,821 | 668,696 | (3.4) % |
| Delinquent Sales Tax | 0 | 586 | - | 1,708 | 4,948 | - |
| Use Tax | 900 | 794 | 13.4 % | 7,355 | 4,708 | 56.2 % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 0 | - |
| Other Revenue | 56 | 182 | - | 713 | 3,845 | - |
| Total Revenue | 108,832 | 108,865 | (0.0) % | 655,597 | 682,197 | (3.9) % |
| % of Total Revenue | 3.1 % | 3.1 % | 0.0 % | 3.4 % | 3.5 % | (0.1) % |

05000 General

| | | | | | | |
|----------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| Active Accounts | 430 | 404 | 26 | 430 | 404 | 26 |
| Net Taxable Sales | 20,389,745 | 20,748,459 | (1.7) % | 105,585,816 | 110,230,335 | (4.2) % |
| Net Sales Tax | 663,753 | 675,859 | (1.8) % | 3,436,708 | 3,585,283 | (4.1) % |
| Delinquent Sales Tax | 0 | 0 | - | 0 | 4,977 | - |
| Use Tax | 4,443 | 7,006 | (36.6) % | 20,101 | 34,421 | (41.6) % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 0 | - |
| Other Revenue | 0 | 145 | - | 2,256 | 1,383 | - |
| Total Revenue | 668,196 | 683,010 | (2.2) % | 3,459,065 | 3,626,065 | (4.6) % |
| % of Total Revenue | 18.9 % | 19.6 % | (0.7) % | 17.7 % | 18.4 % | (0.7) % |

06000 Lodging

| | | | | | | |
|----------------------|---------------|---------------|----------------|----------------|----------------|-----------------|
| Active Accounts | 18 | 20 | (2) | 18 | 20 | (2) |
| Net Taxable Sales | 1,461,654 | 1,171,373 | 24.8 % | 6,267,265 | 4,840,062 | 29.5 % |
| Net Sales Tax | 47,054 | 37,862 | 24.3 % | 202,409 | 156,717 | 29.2 % |
| Delinquent Sales Tax | 0 | 0 | - | 0 | 0 | - |
| Use Tax | 233 | 64 | 264.1 % | 849 | 49,768 | (98.3) % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 0 | - |
| Other Revenue | 806 | 0 | - | 1,023 | 706 | - |
| Total Revenue | 48,093 | 37,926 | 26.8 % | 204,281 | 207,191 | (1.4) % |
| % of Total Revenue | 1.4 % | 1.1 % | 0.3 % | 1.0 % | 1.1 % | (0.1) % |

Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

FOR COLLECTIONS IN

May

2008

ACCOUNT GROUPS

07000 Lumber

| | May 2008 | May 2007 | INC (DEC) | YTD 2008 | YTD 2007 | INC (DEC) |
|----------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| Active Accounts | 1,851 | 1,870 | (19) | 1,851 | 1,870 | (19) |
| Net Taxable Sales | 7,838,168 | 7,999,682 | (2.0) % | 32,370,076 | 31,750,289 | 2.0 % |
| Net Sales Tax | 255,039 | 260,235 | (2.0) % | 1,046,564 | 1,026,839 | 1.9 % |
| Delinquent Sales Tax | 0 | 0 | - | 1,238 | 1,017 | - |
| Use Tax | 45,323 | 104,556 | (56.7) % | 550,717 | 649,183 | (15.2) % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 0 | - |
| Other Revenue | 210 | 307 | - | 1,047 | 1,313 | - |
| Total Revenue | 300,572 | 365,098 | (17.7) % | 1,599,566 | 1,678,352 | (4.7) % |
| % of Total Revenue | 8.5 % | 10.5 % | (2.0) % | 8.2 % | 8.5 % | (0.3) % |

08000 Professional

| | | | | | | |
|----------------------|---------------|---------------|----------------|----------------|----------------|-----------------|
| Active Accounts | 1,571 | 1,589 | (18) | 1,571 | 1,589 | (18) |
| Net Taxable Sales | 1,187,159 | 1,203,919 | (1.4) % | 8,416,064 | 9,220,438 | (8.7) % |
| Net Sales Tax | 37,873 | 37,570 | 0.8 % | 264,835 | 251,611 | 5.3 % |
| Delinquent Sales Tax | 0 | 865 | - | 0 | 39,297 | - |
| Use Tax | 27,788 | 10,646 | 161.0 % | 156,304 | 202,273 | (22.7) % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 517 | - |
| Other Revenue | 523 | 84 | - | 2,238 | 1,602 | - |
| Total Revenue | 66,184 | 49,165 | 34.6 % | 423,377 | 495,300 | (14.5) % |
| % of Total Revenue | 1.9 % | 1.4 % | 0.5 % | 2.2 % | 2.5 % | (0.3) % |

09000 Public Utility

| | | | | | | |
|----------------------|----------------|----------------|---------------|------------------|------------------|---------------|
| Active Accounts | 239 | 229 | 10 | 239 | 229 | 10 |
| Net Taxable Sales | 10,968,996 | 10,770,354 | 1.8 % | 63,803,754 | 62,700,706 | 1.8 % |
| Net Sales Tax | 355,440 | 350,466 | 1.4 % | 2,078,065 | 2,040,361 | 1.8 % |
| Delinquent Sales Tax | 0 | 0 | - | 935 | 0 | - |
| Use Tax | 8,854 | 7,233 | 22.4 % | 47,103 | 29,052 | 62.1 % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 0 | - |
| Other Revenue | 0 | 0 | - | 2,609 | 225 | - |
| Total Revenue | 364,294 | 357,699 | 1.8 % | 2,128,712 | 2,069,638 | 2.9 % |
| % of Total Revenue | 10.3 % | 10.3 % | 0.0 % | 10.9 % | 10.5 % | 0.4 % |

Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

FOR COLLECTIONS IN

May

2008

9

ACCOUNT GROUPS

10000 Unclassified

| | May 2008 | May 2007 | INC (DEC) | YTD 2008 | YTD 2007 | INC (DEC) |
|----------------------|----------------|----------------|-----------------|------------------|------------------|-----------------|
| Active Accounts | 1,518 | 1,468 | 50 | 1,518 | 1,468 | 50 |
| Net Taxable Sales | 8,852,265 | 10,241,715 | (13.6) % | 58,727,312 | 58,974,153 | (0.4) % |
| Net Sales Tax | 284,159 | 325,455 | (12.7) % | 1,879,757 | 1,865,048 | 0.8 % |
| Delinquent Sales Tax | 0 | 3,701 | - | 6,227 | 249,538 | - |
| Use Tax | 26,287 | 28,951 | (9.2) % | 135,961 | 151,666 | (10.4) % |
| Delinquent Use Tax | 0 | 0 | - | 5,733 | 0 | - |
| Other Revenue | 0 | 1,901 | - | 16 | 94,140 | - |
| Total Revenue | 310,446 | 360,008 | (13.8) % | 2,027,694 | 2,360,392 | (14.1) % |
| % of Total Revenue | 8.8 % | 10.3 % | (1.5) % | 10.4 % | 12.0 % | (1.6) % |

11200 Home Occupations

| | | | | | | |
|----------------------|--------------|--------------|-----------------|---------------|---------------|-----------------|
| Active Accounts | 100 | 79 | 21 | 100 | 79 | 21 |
| Net Taxable Sales | 250,548 | 251,817 | (0.5) % | 2,022,724 | 2,210,869 | (8.5) % |
| Net Sales Tax | 7,962 | 7,999 | (0.5) % | 64,442 | 70,457 | (8.5) % |
| Delinquent Sales Tax | 0 | 0 | - | 0 | 0 | - |
| Use Tax | 18 | 33 | (45.5) % | 90 | 160 | (43.8) % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 0 | - |
| Other Revenue | 0 | 0 | - | 56 | 25 | - |
| Total Revenue | 7,980 | 8,032 | (0.6) % | 64,588 | 70,642 | (8.6) % |
| % of Total Revenue | 0.2 % | 0.2 % | 0.0 % | 0.3 % | 0.4 % | (0.1) % |

12000 Manufacturing

| | | | | | | |
|----------------------|----------------|----------------|---------------|------------------|----------------|---------------|
| Active Accounts | 225 | 208 | 17 | 225 | 208 | 17 |
| Net Taxable Sales | 2,415,066 | 1,352,651 | 78.5 % | 9,023,402 | 5,413,541 | 66.7 % |
| Net Sales Tax | 78,109 | 43,490 | 79.6 % | 290,572 | 162,574 | 78.7 % |
| Delinquent Sales Tax | 0 | 0 | - | 0 | 505 | - |
| Use Tax | 157,358 | 123,702 | 27.2 % | 959,677 | 815,274 | 17.7 % |
| Delinquent Use Tax | 0 | 0 | - | 0 | 1,125 | - |
| Other Revenue | 327 | 221 | - | 1,044 | 749 | - |
| Total Revenue | 235,794 | 167,413 | 40.8 % | 1,251,293 | 980,227 | 27.7 % |
| % of Total Revenue | 6.7 % | 4.8 % | 1.9 % | 6.4 % | 5.0 % | 1.4 % |

00000 Boulder County Vehicle

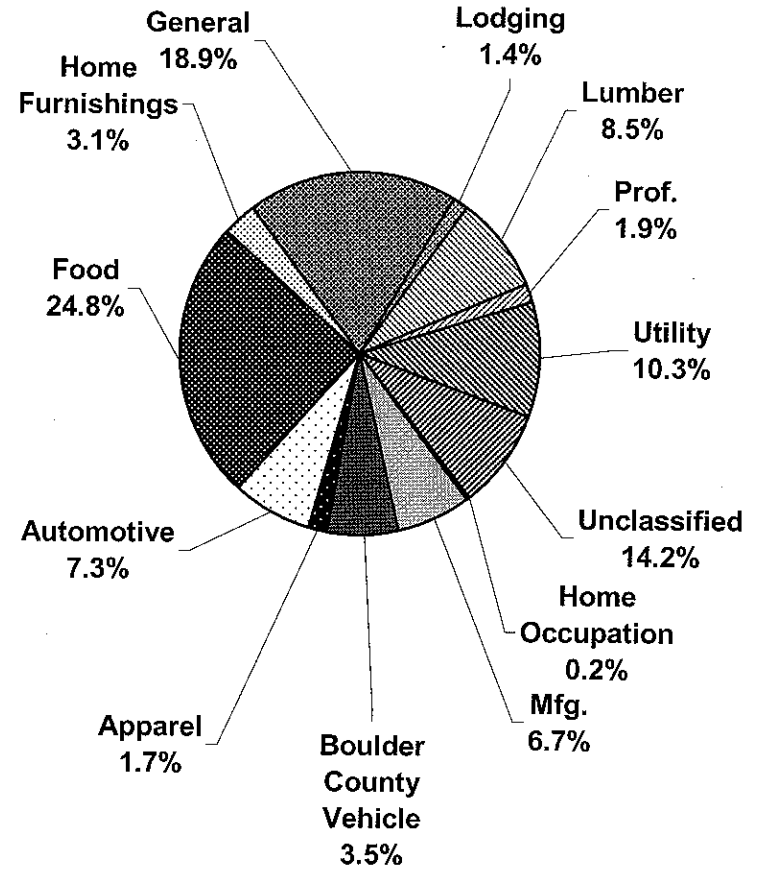
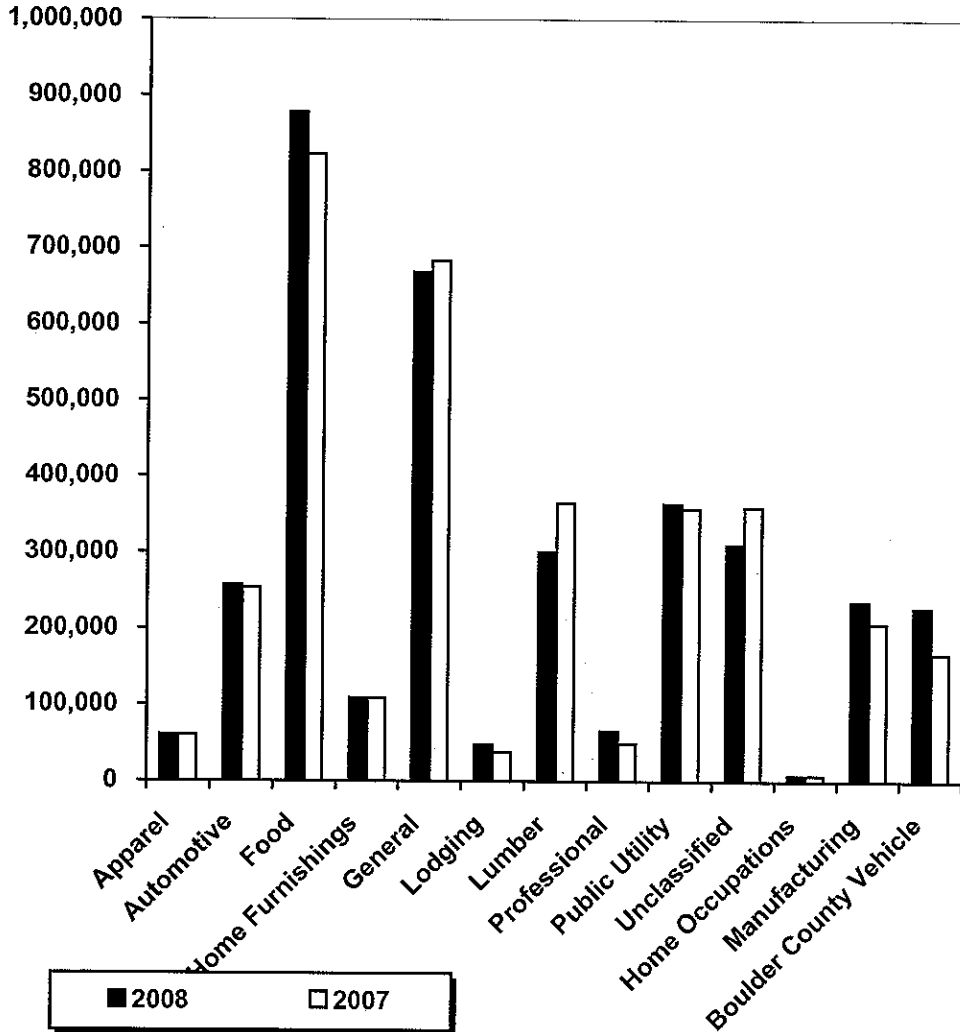
| | | | | | | |
|--------------------|----------------|----------------|---------------|------------------|----------------|---------------|
| Use Tax | 227,466 | 206,814 | 10.0 % | 1,033,961 | 923,933 | 11.9 % |
| % of Total Revenue | 6.4 % | 5.9 % | 0.5 % | 5.3 % | 4.7 % | 0.6 % |

Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

Net Sales & Use Tax Collections by Industry Type

For The Month Of

**May
2008**



Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

SUMMARY OF SALES & USE TAX ACTIVITY BY INDUSTRY

| ACCOUNT GROUP | | ACTIVE ACCTS | May 2008 | | INCR/ (DECR) | YTD 2008 | YTD 2007 | INCR/ (DECR) | |
|------------------------|--|--------------|--------------------------|-------------------|-------------------|--------------|--------------------|--------------------|----------------|
| ACCOUNT # | | | May 2008 | May 2007 | | | | | |
| Apparel | | 88 | Net Taxable Sales | 1,875,023 | 1,864,710 | 0.6 % | 10,680,078 | 10,811,489 | (1.2) % |
| 01000 | | | Total Revenue | 60,653 | 60,299 | 0.6 % | 344,511 | 354,380 | (2.8) % |
| Automotive | | 286 | Net Taxable Sales | 7,973,022 | 7,882,386 | 1.1 % | 38,853,684 | 41,712,199 | (6.9) % |
| 02000 | | | Total Revenue | 257,541 | 253,421 | 1.6 % | 1,258,945 | 1,354,459 | (7.1) % |
| Food | | 365 | Net Taxable Sales | 26,846,012 | 25,287,913 | 6.2 % | 155,883,286 | 148,336,183 | 5.1 % |
| 03000 | | | Total Revenue | 878,216 | 823,030 | 6.7 % | 5,106,329 | 4,859,424 | 5.1 % |
| Home Furnishings | | 202 | Net Taxable Sales | 3,352,499 | 3,351,915 | 0.0 % | 20,076,459 | 20,881,090 | (3.9) % |
| 04000 | | | Total Revenue | 108,832 | 108,865 | (0.0) % | 655,597 | 682,197 | (3.9) % |
| General | | 430 | Net Taxable Sales | 20,389,745 | 20,748,459 | (1.7) % | 105,585,816 | 110,230,335 | (4.2) % |
| 05000 | | | Total Revenue | 668,196 | 683,010 | (2.2) % | 3,459,065 | 3,626,065 | (4.6) % |
| Lodging | | 18 | Net Taxable Sales | 1,461,654 | 1,171,373 | 24.8 % | 6,267,265 | 4,840,062 | 29.5 % |
| 06000 | | | Total Revenue | 48,093 | 37,926 | 26.8 % | 204,281 | 207,191 | (1.4) % |
| Lumber | | 1,851 | Net Taxable Sales | 7,838,168 | 7,999,682 | (2.0) % | 32,370,076 | 31,750,289 | 2.0 % |
| 07000 | | | Total Revenue | 300,572 | 365,098 | (17.7) % | 1,599,566 | 1,678,352 | (4.7) % |
| Professional | | 1,571 | Net Taxable Sales | 1,187,159 | 1,203,919 | (1.4) % | 8,416,064 | 9,220,438 | (8.7) % |
| 08000 | | | Total Revenue | 66,184 | 49,165 | 34.6 % | 423,377 | 495,300 | (14.5) % |
| Public Utility | | 239 | Net Taxable Sales | 10,968,996 | 10,770,354 | 1.8 % | 63,803,754 | 62,700,706 | 1.8 % |
| 09000 | | | Total Revenue | 364,294 | 357,699 | 1.8 % | 2,128,712 | 2,069,638 | 2.9 % |
| Unclassified | | 1,518 | Net Taxable Sales | 8,852,265 | 10,241,715 | (13.6) % | 58,727,312 | 58,974,153 | (0.4) % |
| 10000 | | | Total Revenue | 310,446 | 360,008 | (13.8) % | 2,027,694 | 2,360,392 | (14.1) % |
| Home Occupations | | 100 | Net Taxable Sales | 250,548 | 251,817 | (0.5) % | 2,022,724 | 2,210,869 | (8.5) % |
| 11200 | | | Total Revenue | 7,980 | 8,032 | (0.6) % | 64,588 | 70,642 | (8.6) % |
| Manufacturing | | 225 | Net Taxable Sales | 2,415,066 | 1,352,651 | 78.5 % | 9,023,402 | 5,413,541 | 66.7 % |
| 12000 | | | Total Revenue | 235,794 | 167,413 | 40.8 % | 1,251,293 | 980,227 | 27.7 % |
| Boulder County Vehicle | | 1 | Net Taxable Sales | 0 | 0 | 0.0 % | 0 | 0 | 0.0 % |
| 00000 | | | Total Revenue | 227,466 | 206,814 | 10.0 % | 1,033,961 | 923,933 | 11.9 % |
| GRAND TOTALS | | 6,894 | Net Taxable Sales | 93,410,157 | 92,126,894 | 1.4 % | 511,709,920 | 507,081,354 | 0.9 % |
| | | | Total Revenue | 3,534,267 | 3,480,780 | 1.5 % | 19,557,919 | 19,662,200 | (0.5) % |

Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

| | |
|--|---|
| 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 shops, 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, and Specialty shops. |
| 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 Machines. |
| 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

13

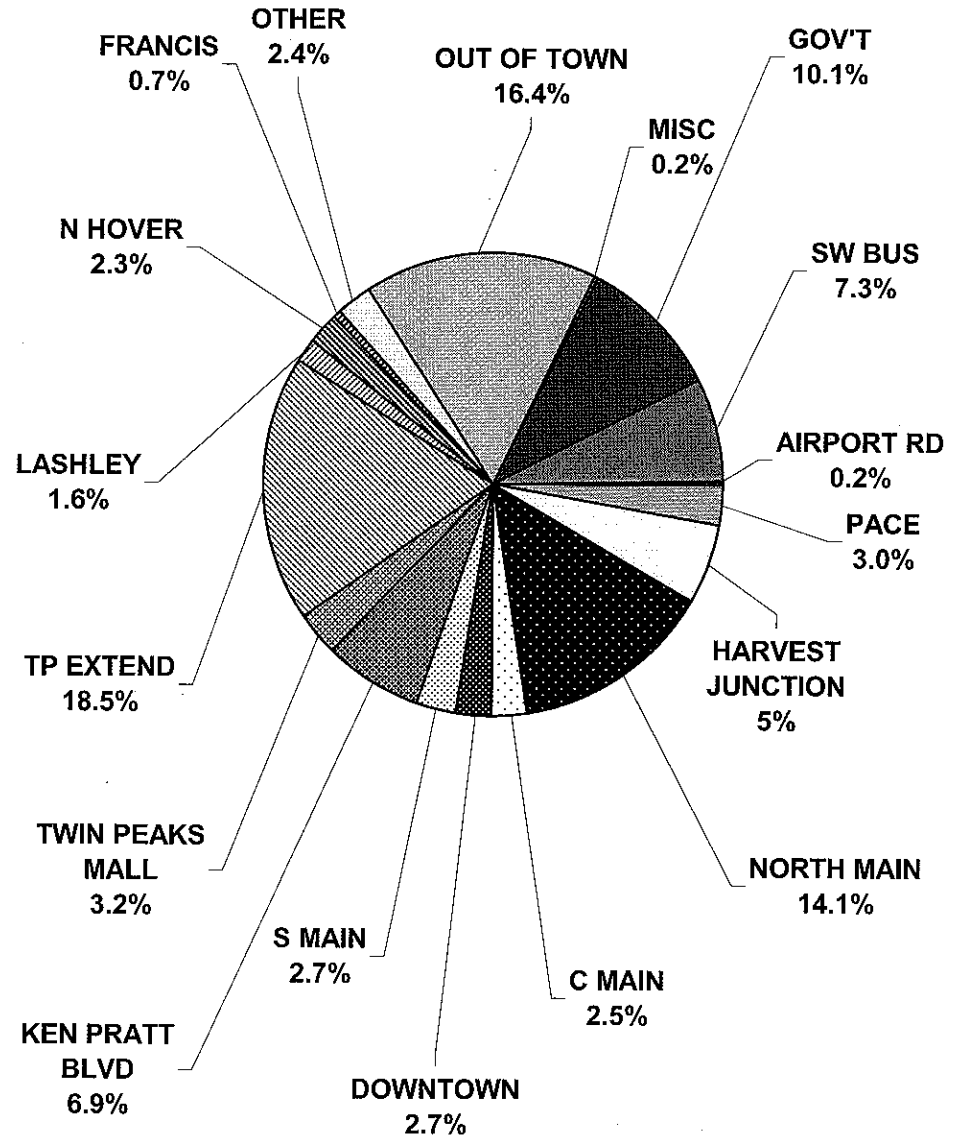
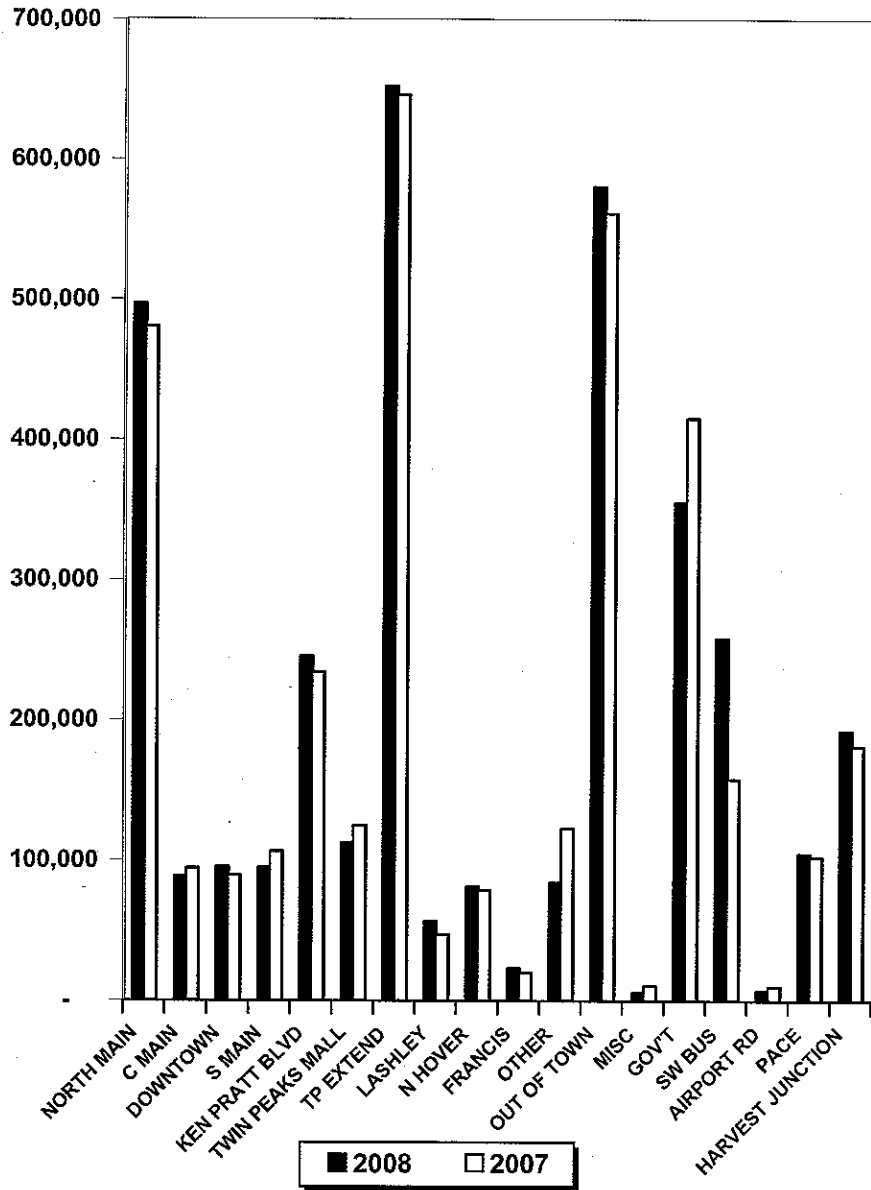
May
2008

| LOCATION | | % OF AREA TO TOTAL | May 2008 | May 2007 | INCR/ (DECR) | YTD 2008 | YTD 2007 | INCR/ (DECR) |
|---------------------|-------------------|-----------------------|-------------|-------------|-----------------|-------------|-------------|-----------------|
| NORTH MAIN | Net Taxable Sales | 16.2% | 15,134,395 | 14,681,752 | 3.1 % | 78,899,691 | 75,531,889 | 4.5 % |
| | Total Revenue | 14.1% | 496,712 | 480,332 | 3.4 % | 2,584,826 | 2,485,806 | 4.0 % |
| CENTRAL MAIN | Net Taxable Sales | 3.0% | 2,775,171 | 2,917,373 | (4.9) % | 14,437,962 | 15,174,913 | (4.9) % |
| | Total Revenue | 2.5% | 88,631 | 94,184 | (5.9) % | 465,699 | 489,756 | (4.9) % |
| DOWNTOWN | Net Taxable Sales | 3.1% | 2,925,904 | 2,717,166 | 7.7 % | 14,629,355 | 12,976,407 | 12.7 % |
| | Total Revenue | 2.7% | 95,461 | 88,999 | 7.3 % | 485,810 | 437,393 | 11.1 % |
| SOUTH MAIN | Net Taxable Sales | 3.1% | 2,902,885 | 3,276,339 | (11.4) % | 14,109,205 | 17,212,734 | (18.0) % |
| | Total Revenue | 2.7% | 94,635 | 106,322 | (11.0) % | 460,804 | 564,852 | (18.4) % |
| KEN PRATT BOULEVARD | Net Taxable Sales | 8.1% | 7,562,049 | 7,172,318 | 5.4 % | 37,475,450 | 37,089,737 | 1.0 % |
| | Total Revenue | 6.9% | 245,286 | 234,108 | 4.8 % | 1,223,442 | 1,219,668 | 0.3 % |
| TWIN PEAKS MALL | Net Taxable Sales | 3.6% | 3,330,659 | 3,741,116 | (11.0) % | 22,448,921 | 25,558,590 | (12.2) % |
| | Total Revenue | 3.2% | 112,607 | 124,650 | (9.7) % | 754,743 | 846,957 | (10.9) % |
| TW PKS SQ EXTENDED | Net Taxable Sales | 21.3% | 19,908,378 | 19,713,316 | 1.0 % | 107,357,151 | 108,875,361 | (1.4) % |
| | Total Revenue | 18.5% | 652,521 | 646,101 | 1.0 % | 3,522,702 | 3,579,279 | (1.6) % |
| LASHLEY | Net Taxable Sales | 1.7% | 1,598,018 | 1,421,681 | 12.4 % | 7,434,853 | 7,571,816 | (1.8) % |
| | Total Revenue | 1.6% | 56,488 | 47,107 | 19.9 % | 408,372 | 246,643 | 65.6 % |
| NORTH HOVER | Net Taxable Sales | 2.7% | 2,499,556 | 2,467,658 | 1.3 % | 13,091,729 | 12,587,438 | 4.0 % |
| | Total Revenue | 2.3% | 81,195 | 78,262 | 3.7 % | 428,730 | 407,837 | 5.1 % |
| FRANCIS | Net Taxable Sales | 0.8% | 720,689 | 607,492 | 18.6 % | 3,191,133 | 3,109,026 | 2.6 % |
| | Total Revenue | 0.7% | 22,979 | 19,815 | 16.0 % | 102,176 | 99,874 | 2.3 % |
| ALL OTHERS | Net Taxable Sales | 2.3% | 2,142,776 | 2,161,782 | (0.9) % | 12,377,953 | 10,476,824 | 18.1 % |
| | Total Revenue | 2.4% | 84,085 | 122,688 | (31.5) % | 493,167 | 811,490 | (39.2) % |
| OUT OF TOWN | Net Taxable Sales | 17.9% | 16,725,852 | 16,897,240 | (1.0) % | 109,930,645 | 107,920,825 | 1.9 % |
| | Total Revenue | 16.4% | 580,444 | 561,394 | 3.4 % | 3,816,753 | 3,775,776 | 1.1 % |
| MISCELLANEOUS | Net Taxable Sales | 0.2% | 170,994 | 323,691 | (47.2) % | 2,345,338 | 3,316,299 | (29.3) % |
| | Total Revenue | 0.2% | 5,562 | 10,440 | (46.7) % | 86,066 | 117,163 | (26.5) % |
| CITY, BLDR CO | Net Taxable Sales | 2.8% | 2,606,118 | 3,297,178 | (21.0) % | 14,345,746 | 14,677,441 | (2.3) % |
| | Total Revenue | 10.1% | 355,438 | 415,116 | (14.4) % | 2,022,233 | 1,995,976 | 1.3 % |
| SW BUSINESS | Net Taxable Sales | 3.3% | 3,069,163 | 1,814,669 | 69.1 % | 11,050,913 | 8,780,105 | 25.9 % |
| | Total Revenue | 7.3% | 258,007 | 157,793 | 63.5 % | 1,016,830 | 941,608 | 8.0 % |
| AIRPORT ROAD | Net Taxable Sales | 0.2% | 222,314 | 310,579 | (28.4) % | 1,224,682 | 1,560,251 | (21.5) % |
| | Total Revenue | 0.2% | 7,062 | 9,924 | (28.8) % | 40,061 | 51,567 | (22.3) % |
| PACE | Net Taxable Sales | 3.4% | 3,214,265 | 3,145,453 | 2.2 % | 18,384,262 | 17,575,974 | 4.6 % |
| | Total Revenue | 3.0% | 104,885 | 102,280 | 2.5 % | 600,860 | 573,615 | 4.7 % |
| HARVEST JUNCTION | Net Taxable Sales | 6.3% | 5,900,971 | 5,460,091 | 8.1 % | 28,974,931 | 27,085,724 | 7.0 % |
| | Total Revenue | 5.4% | 192,269 | 181,265 | 6.1 % | 1,044,645 | 1,016,940 | 2.7 % |
| TOTALS | Net Taxable Sales | 100.0% | 93,410,157 | 92,126,894 | 1.4 % | 511,709,920 | 507,081,354 | 0.9 % |
| | Total Revenue | 100.0% | 3,534,267 | 3,480,780 | 1.5 % | 19,557,919 | 19,662,200 | (0.5) % |

Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

SUMMARY OF SALES & USE TAX ACTIVITY BY GEOGRAPHICAL LOCATION

For The Month Of
May
2008



Note: Revenue received January 2007 has been normalized to the 3.275% sales tax rate, which took effect January 2007, in order to accurately compare collections at different rates.

| | |
|----------------------------|--|
| NORTH MAIN | Business between TERRY and EMERY from HWY 66 to 17TH AVE. |
| CENTRAL MAIN | Business between TERRY and EMERY from 17TH AVE. to LONGS PEAK AVE. |
| DOWNTOWN | Business between TERRY and EMERY from LONGS PEAK AVE. to a half block South of 1ST Ave. and between EMERY and MARTIN from 4TH AVE. to one block South of 1ST. AVE. |
| SOUTH MAIN | Business between TERRY and EMERY from South of 1ST AVE. to PIKE ROAD, except business with a KEN PRATT BOULEVARD address. |
| KEN PRATT BOULEVARD | Business on KEN PRATT BOULEVARD from MAIN STREET to SUNSET plus Business triangulated by NELSON ROAD to SUNSET and BURLINGTON NORTHERN RIGHT OF WAY, and business on PRATT PARKWAY from 1ST to KEN PRATT BOULEVARD. |
| TWIN PEAKS MALL | Business on the TWIN PEAKS MALL Complex. |
| TW PKS SQ 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 MALL. |
| 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. |
| NORTH HOVER | Business on HOVER ST between HWY 66 and MOUNTAIN VIEW AVE. |
| FRANCIS | Business on FRANCIS ST. between 11TH AVE. and 17TH AVE. |
| ALL OTHERS | All other licensed business within the City limits of Longmont. |
| OUT OF TOWN | All out of town Business licensed to collect Longmont taxes. |
| MISCELLANEOUS | Non-licensed and Temporary Business. |
| CITY, BLDR CO | City Utilities and Building Permits, as well as Boulder County Motor Vehicle. |
| 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. |
| AIRPORT ROAD | Business generally located on AIRPORT ROAD North of PIKE ROAD, South of NELSON ROAD. |
| PACE STREET | Business generally located on PACE STREET North of EAST MOUNTAIN VIEW, South of HIGHWAY 66. |
| HARVEST JUNCTION | Businesses generally located on KEN PRATT BOULEVARD East of MAIN STREET and West of LEFTHAND CREEK. |

LODGERS TAX**May
2008**

| | <u>CURRENT</u> | <u>YTD</u> |
|--------------|-------------------------|------------|
| January | | |
| February | 19,308 | 19,308 |
| March | 22,025 | 41,333 |
| April | 22,520 | 63,853 |
| May | 25,853 | 89,706 |
| June | | |
| July | | |
| August | | |
| September | | |
| October | | |
| November | | |
| December | | |
| Total | <u>\$ 89,706</u> | |