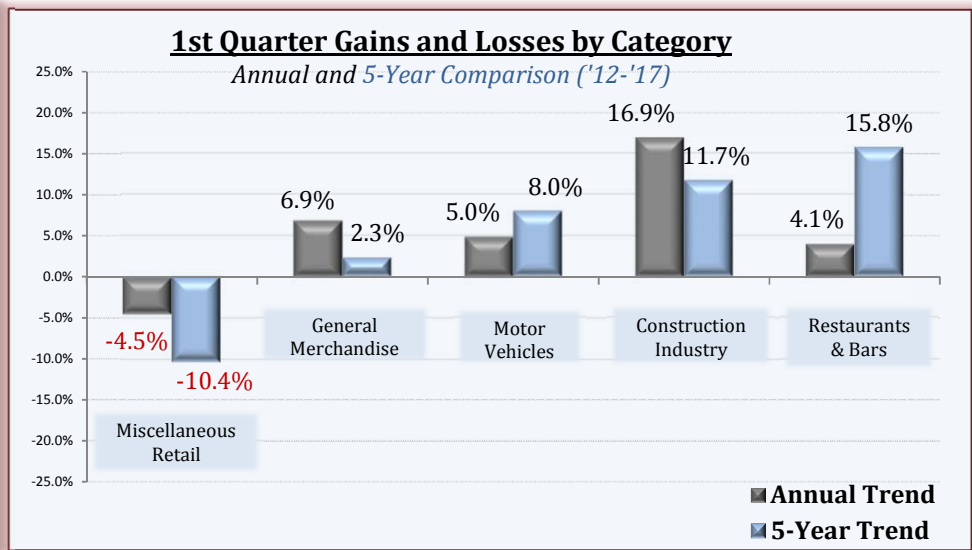
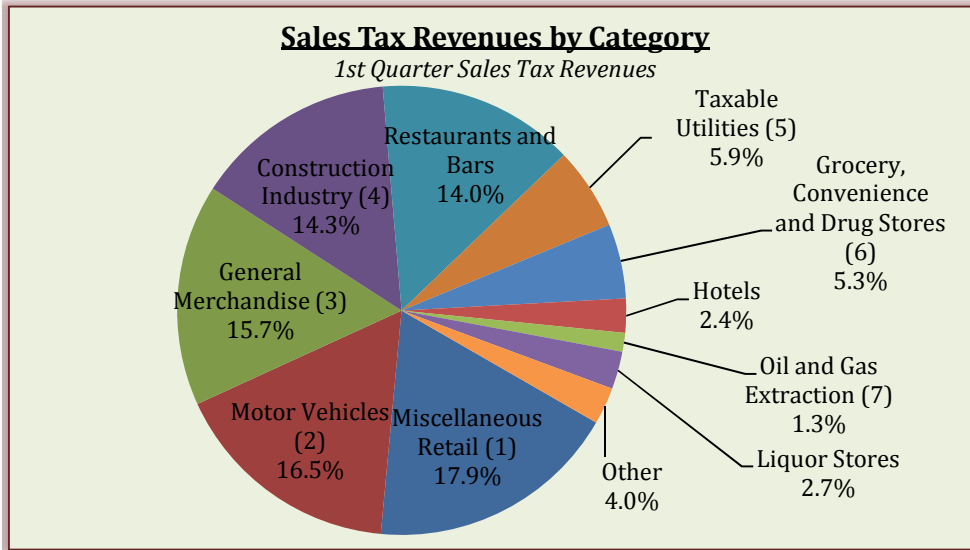


QUARTERLY SALES TAX REVENUE BY CATEGORY

This report shows sales tax revenues generated during the quarter (collected February - April) to demonstrate taxable retail activity by business category.



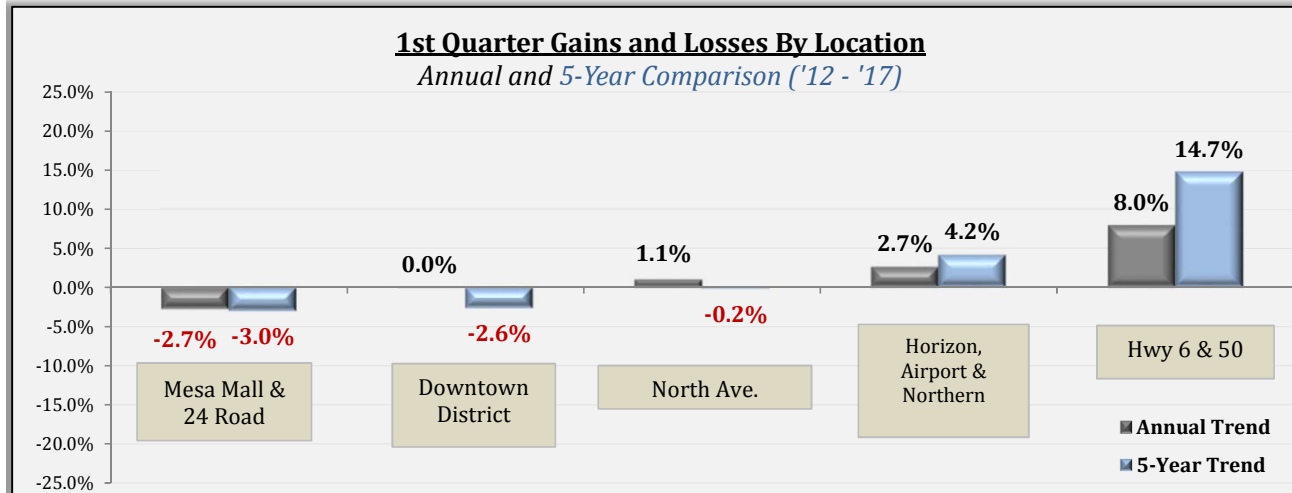
| 1st Quarter Revenues by CATEGORY | 2016 | 2017 | % of Total | Annual Change | 5-Year Change |
|--|---------------------|---------------------|---------------|---------------|---------------|
| Miscellaneous Retail (1) | \$ 1,797,015 | \$ 1,716,241 | 17.9% | -4.5% | -10.4% |
| Motor Vehicles (2) | \$ 1,503,477 | \$ 1,577,908 | 16.5% | 5.0% | 8.0% |
| General Merchandise (3) | \$ 1,401,861 | \$ 1,498,311 | 15.7% | 6.9% | 2.3% |
| Construction Industry (4) | \$ 1,175,697 | \$ 1,374,661 | 14.3% | 16.9% | 11.7% |
| Restaurants and Bars | \$ 1,288,396 | \$ 1,340,608 | 14.0% | 4.1% | 15.8% |
| Taxable Utilities (5) | \$ 820,303 | \$ 562,543 | 5.9% | -31.4% | -5.7% |
| Grocery, Convenience and Drug Stores (6) | \$ 471,721 | \$ 508,419 | 5.3% | 7.8% | 24.9% |
| Hotels | \$ 231,405 | \$ 232,609 | 2.4% | 0.5% | 7.2% |
| Oil and Gas Extraction (7) | \$ 114,949 | \$ 127,087 | 1.3% | 10.6% | -71.1% |
| Liquor Stores | \$ 244,403 | \$ 255,280 | 2.7% | 4.5% | 22.2% |
| Other: | | | | | |
| Business to Business (8) | \$ 277,582 | \$ 253,325 | 2.6% | -8.7% | 27.3% |
| Aviation Industry | \$ 60,238 | \$ 59,991 | 0.6% | -0.4% | -10.8% |
| Miscellaneous Leasing Companies | \$ 29,605 | \$ 38,203 | 0.4% | 29.0% | 34.3% |
| Miscellaneous Other | \$ 34,963 | \$ 34,914 | 0.4% | -0.1% | 5.1% |
| TOTAL | \$ 9,451,615 | \$ 9,580,100 | 100.0% | 1.4% | 1.6% |

Category Descriptions

(1) **Miscellaneous Retail**- furniture, electronics & appliances, sporting goods, clothing & accessories and other specialty retail stores, warehouse clubs and superstores.
 (2) **Motor Vehicles**- new and used auto dealerships, auto parts and accessories, tire distributors and repair shops.
 (3) **General Merchandise**- department stores,
 (4) **Construction Industry**- building materials, contractors and construction equipment.
 (5) **Taxable Utilities**- telecommunication, cable and commercial utilities. Residential utilities are exempt from sales tax.
 (6) **Grocery, Convenience and Drug Stores**- sales tax generated on taxable transactions only: food for home consumption, prescription medications and gasoline are all exempt from sales tax.
 (7) **Oil and Gas Extraction Industries**- SALES TAX ONLY remitted by support companies and suppliers of the oil and gas extraction industry. *Use tax remitted by this industry is not included in this amount.*
 (8) **Business to Business**- companies that sell directly to businesses (software, equipment, supplies, furniture).

QUARTERLY SALES TAX REVENUE BY LOCATION

This report shows sales tax revenues generated during the quarter (collected February - April) to demonstrate taxable retail activity by business location.



Sales Tax Districts

- (1) Highway 6 & 50 from 1st and Grand to Fruita.
- (2) Mesa Mall and 24 Road Corridor North to I-70 Business Loop.
- (3) North Avenue from 1st Street to I70B.
- (4) Downtown District: 1st Street to 7th Street and Belford Avenue South to Pitkin.
- (5) Horizon Drive, Airport and Northern Industrial.
- (6) Patterson Road from 24 Road to I70B.
- (7) Northwest Industrial: North of Highway 6 & 50, West of the 24 Road Corridor.
- (8) Southern Industrial and Riverside Parkway: South of Highway 6 & 50, Downtown District and I70B to the Colorado River.
- (9) Northwest Commercial and Business Park: North of Highway 6 & 50, East of 24 Road Corridor and West of 1st Street.
- (10) Orchard Avenue and Metro: South of Patterson Road and North of I70B and 6 & 50, excluding North Avenue and Downtown District.
- (11) Highway 50 from 5th Street Bridge East.
- (12) I70B from Downtown to Interstate 70.
- (13) Highway 340 Corridor from Colorado River to Fruita.
- (14) Area Wide Collections: taxable transactions not limited to one area (taxable utilities, financing companies, etc.).

| 1st Quarter Revenues by LOCATION | 2016 | 2017 | % of Total | Annual Change | 5- Year Change |
|---|---------------------|---------------------|-------------|---------------|----------------|
| Highway 6 & 50 (1) | \$ 2,094,746 | \$ 2,261,565 | 23.6% | 8.0% | 14.7% |
| Mesa Mall & 24 Road Corridor (2) | \$ 1,924,730 | \$ 1,872,334 | 19.5% | -2.7% | -3.0% |
| North Avenue (3) | \$ 1,081,788 | \$ 1,093,253 | 11.4% | 1.1% | -0.2% |
| Downtown District (4) | \$ 510,693 | \$ 510,883 | 5.3% | 0.0% | -2.6% |
| Horizon, Airport, & Northern Industrial (5) | \$ 443,524 | \$ 455,306 | 4.8% | 2.7% | 4.2% |
| Patterson Road Corridor (6) | \$ 272,532 | \$ 304,483 | 3.2% | 11.7% | 12.1% |
| Northwest Industrial (7) | \$ 261,607 | \$ 300,069 | 3.1% | 14.7% | -32.9% |
| Southern Industrial & Riverside Parkway (8) | \$ 270,205 | \$ 288,619 | 3.0% | 6.8% | 6.3% |
| Northwest Commercial & Business Park (9) | \$ 170,045 | \$ 205,230 | 2.2% | 20.7% | -3.7% |
| Orchard Avenue Mixed Use, Metro Area (10) | \$ 195,607 | \$ 197,913 | 2.1% | 1.2% | 6.7% |
| Highway 50 (11) | \$ 182,424 | \$ 185,860 | 1.9% | 1.9% | -0.2% |
| I-70B Corridor (12) | \$ 132,605 | \$ 164,325 | 1.7% | 23.9% | 43.5% |
| Highway 340 Corridor (13) | \$ 68,338 | \$ 76,801 | 0.8% | 12.4% | 44.9% |
| Area Wide Collections (14) | \$ 1,106,321 | \$ 825,549 | 8.6% | -25.4% | -14.1% |
| Outside Mesa County | \$ 628,237 | \$ 706,948 | 7.4% | 12.5% | 11.8% |
| Residential & Unincorporated Mesa County | \$ 108,213 | \$ 130,962 | 1.4% | 21.0% | -0.4% |
| TOTAL | \$ 9,451,615 | \$ 9,580,100 | 100% | 1.4% | 1.6% |