

City of Santa Fe  
Gross Receipts Taxes Collected (less Water 1/4%)

BENCHMARK YEAR

| MONTH  | FY Actual 2007/08 |         | FY Actual 2010/11 |        | FY Actual 2011/12 |        | FY Actual 2012/13 |        | FY Actual 2013/14 |        | FY Actual 2014/15 |        | FY Actual 2015/16 |                    | \$ Diff to PY | FY Budget 2015/16 ** |        | Over/Under Budget |
|--------|-------------------|---------|-------------------|--------|-------------------|--------|-------------------|--------|-------------------|--------|-------------------|--------|-------------------|--------------------|---------------|----------------------|--------|-------------------|
|        | Inc/Dec           | %       | Inc/Dec           | %      | Inc/Dec           | %      | Inc/Dec           | %      | Inc/Dec           | %      | Inc/Dec           | %      | Inc/Dec           | % Actual to Budget |               |                      |        |                   |
| JUL    | 7,375,729         | 15.39%  | 6,253,785         | -8.06% | 6,868,168         | 9.82%  | 6,839,744         | -0.41% | 7,330,377         | 7.17%  | 6,798,972         | -7.25% | 7,774,939         | 14.35%             | 975,967       | 6,755,975.70         | 15.09% | 1,019,343         |
| AUG    | 8,237,747         | -2.16%  | 7,692,859         | 4.32%  | 7,651,436         | -0.54% | 7,557,228         | -1.23% | 7,638,713         | 1.08%  | 7,539,475         | -1.30% | 8,444,283         | 12.00%             | 904,808       | 7,491,374.79         | 12.72% | 952,908           |
| SEPT   | 7,534,469         | 9.30%   | 6,865,871         | -4.91% | 7,162,003         | 4.31%  | 7,251,040         | 1.24%  | 7,703,661         | 6.24%  | 8,480,942         | 10.09% | 8,559,891         | 0.93%              | 78,949        | 8,426,835.48         | 1.58%  | 133,056           |
| OCT    | 7,792,052         | 4.44%   | 7,300,775         | 2.35%  | 7,456,520         | 2.13%  | 7,541,435         | 1.14%  | 8,517,763         | 12.95% | 7,818,822         | -8.21% | 7,993,373         | 2.23%              | 174,551       | 7,768,939.66         | 2.89%  | 224,433           |
| NOV    | 7,767,989         | 2.05%   | 6,788,772         | -1.43% | 7,169,747         | 5.61%  | 7,047,078         | -1.71% | 7,535,998         | 6.94%  | 7,944,792         | 5.42%  | 8,073,909         | 1.63%              | 129,117       | 7,894,106.00         | 2.28%  | 179,803           |
| DEC    | 7,385,740         | -2.52%  | 6,492,101         | -2.60% | 6,576,396         | 1.30%  | 7,114,531         | 8.18%  | 7,538,502         | 5.96%  | 7,583,391         | 0.60%  | 7,878,333         | 3.89%              | 294,941       | 7,535,011.05         | 4.56%  | 343,322           |
| JAN    | 6,986,767         | 4.62%   | 6,284,002         | 2.70%  | 6,653,844         | 5.89%  | 6,672,604         | 0.28%  | 6,521,060         | -2.27% | 6,907,174         | 5.92%  | 6,903,343         | -0.06%             | (3,831)       | 6,863,107.52         | 0.59%  | 40,235            |
| FEB    | 8,725,121         | 8.61%   | 7,786,459         | 2.88%  | 8,240,913         | 5.84%  | 7,731,934         | -6.18% | 8,030,915         | 3.87%  | 8,726,808         | 8.67%  | 8,335,574         | -4.48%             | (391,234)     | 8,671,133.26         | -3.87% | (335,559)         |
| MAR    | 6,680,180         | -4.15%  | 5,705,183         | -1.20% | 6,242,865         | 9.42%  | 6,728,219         | 7.77%  | 6,166,993         | -8.34% | 6,284,911         | 1.91%  | 6,909,944         | 9.94%              | 625,034       | 6,244,814.58         | 10.65% | 665,130           |
| APR    | 5,957,049         | -4.68%  | 5,775,585         | 1.59%  | 6,318,974         | 9.41%  | 5,828,888         | -7.76% | 6,796,120         | 16.59% | 6,166,544         | -9.26% |                   |                    |               | 6,127,203.03         |        |                   |
| MAY    | 6,903,178         | -34.00% | 6,821,323         | 3.67%  | 7,132,860         | 4.57%  | 7,364,997         | 3.25%  | 7,269,258         | -1.30% | 7,487,082         | 3.00%  |                   |                    |               | 7,439,316.57         |        |                   |
| JUN    | 7,201,012         | -4.48%  | 6,687,665         | 7.65%  | 6,249,687         | -6.55% | 6,584,103         | 5.35%  | 6,979,991         | 6.01%  | 7,863,228         | 12.65% |                   |                    |               | 7,813,062.36         |        |                   |
| TOTALS | \$88,547,033      | 2.07%   | \$80,454,380      | 0.54%  | \$83,723,413      | 4.06%  | \$84,261,803      | 0.64%  | \$88,029,352      | 4.47%  | \$89,602,142      | 1.79%  | \$70,873,590      | 9.10%              | \$2,788,303   | \$89,030,500         |        | \$3,222,672       |

Prior Years' Comparison:

|            |              |       |              |        |              |       |              |       |              |       |              |       |  |              |                  |              |       |             |
|------------|--------------|-------|--------------|--------|--------------|-------|--------------|-------|--------------|-------|--------------|-------|--|--------------|------------------|--------------|-------|-------------|
| July - Mar | \$68,485,794 | 3.71% | \$61,169,807 | -0.61% | \$64,021,892 | 4.66% | \$64,483,814 | 0.72% | \$66,983,983 | 3.88% | \$68,085,287 | 1.64% | \$70,873,590   | 4.10%        | \$2,788,303      | \$67,650,918 | 4.76% | \$3,222,672 |
|            |              |       |              |        |              |       |              |       |              |       |              |       | <b>Amount over(under) budget year-to-date:</b>         | <b>4.76%</b> | <b>3,222,672</b> |              |       |             |
|            |              |       |              |        |              |       |              |       |              |       |              |       | <b>Current year-to-date vs. prior year-to-date:</b>    | <b>4.10%</b> | <b>2,788,303</b> |              |       |             |
|            |              |       |              |        |              |       |              |       |              |       |              |       | <b>Current year-to-date vs. FY 07-08 year-to-date:</b> | <b>3.49%</b> | <b>2,387,795</b> |              |       |             |

July 2005 1/4% GRT increase: WATER

| MONTH  | FY Actual 2007/08 |         | FY Actual 2010/11 |        | FISCAL YR 2011/12 |        | FISCAL YR 2012/13 |        | FISCAL YR 2013/14 |        | FISCAL YR 2014/15 |        | FISCAL YR 2015/16 |                    | \$ Diff to PY | FY Budget 2015/16 ** |        | Over/Under Budget |
|--------|-------------------|---------|-------------------|--------|-------------------|--------|-------------------|--------|-------------------|--------|-------------------|--------|-------------------|--------------------|---------------|----------------------|--------|-------------------|
|        | Inc/Dec           | %       | Inc/Dec           | %      | Inc/Dec           | %      | Inc/Dec           | %      | Inc/Dec           | %      | Inc/Dec           | %      | Inc/Dec           | % Actual to Budget |               |                      |        |                   |
| JUL    | 633,957           | 14.35%  | 545,951           | -7.89% | 598,654           | 9.65%  | 600,324           | 0.28%  | 642,087           | 6.96%  | 592,741           | -7.69% | 679,848           | 14.70%             | 87,107        | 597,047.47           | 13.87% | 82,800            |
| AUG    | 714,599           | -95.00% | 671,821           | 4.65%  | 667,629           | -0.62% | 659,002           | -1.29% | 669,004           | 1.52%  | 658,563           | -1.56% | 738,827           | 12.19%             | 80,264        | 663,347.25           | 11.38% | 75,480            |
| SEPT   | 653,432           | 9.04%   | 597,858           | -4.98% | 625,006           | 4.54%  | 634,132           | 1.46%  | 674,853           | 6.42%  | 740,624           | 9.75%  | 748,439           | 1.06%              | 7,815         | 746,004.64           | 0.33%  | 2,434             |
| OCT    | 676,530           | 3.87%   | 636,744           | 2.29%  | 648,133           | 1.79%  | 659,894           | 1.81%  | 742,357           | 12.50% | 683,760           | -7.89% | 699,199           | 2.26%              | 15,439        | 688,727.53           | 1.52%  | 10,472            |
| NOV    | 679,250           | 4.49%   | 590,905           | -0.92% | 625,532           | 5.86%  | 616,187           | -1.49% | 659,904           | 7.09%  | 687,996           | 4.26%  | 705,794           | 2.59%              | 17,798        | 692,994.30           | 1.85%  | 12,800            |
| DEC    | 647,257           | 2.30%   | 566,931           | -2.31% | 573,490           | 1.16%  | 622,564           | 8.56%  | 660,591           | 6.11%  | 662,701           | 0.32%  | 688,814           | 3.94%              | 26,113        | 667,515.27           | 3.19%  | 21,299            |
| JAN    | 612,303           | 2.59%   | 549,104           | 2.66%  | 580,657           | 5.75%  | 583,650           | 0.52%  | 569,976           | -2.34% | 603,027           | 5.80%  | 604,865           | 0.30%              | 1,839         | 607,407.57           | -0.42% | (2,542)           |
| FEB    | 765,368           | 9.23%   | 680,339           | 2.79%  | 722,984           | 6.27%  | 676,802           | -6.39% | 701,794           | 3.69%  | 761,418           | 8.50%  | 731,389           | -3.94%             | (30,029)      | 766,949.36           | -4.64% | (35,560)          |
| MAR    | 585,468           | -0.35%  | 499,794           | -0.75% | 543,902           | 8.83%  | 589,701           | 8.42%  | 538,357           | -8.71% | 548,184           | 1.83%  | 604,974           | 10.36%             | 56,790        | 552,166.60           | 9.56%  | 52,807            |
| APR    | 546,057           | 4.90%   | 499,776           | 0.71%  | 551,043           | 10.26% | 509,652           | -7.51% | 593,300           | 16.41% | 537,584           | -9.39% |                   |                    |               | 541,489.07           |        |                   |
| MAY    | 951,790           | 57.65%  | 594,603           | 3.83%  | 622,468           | 4.69%  | 643,878           | 3.44%  | 634,999           | -1.38% | 652,779           | 2.80%  |                   |                    |               | 657,521.86           |        |                   |
| JUN    | 631,448           | 4.36%   | 580,691           | 7.17%  | 543,012           | -6.49% | 574,631           | 5.82%  | 609,274           | 6.03%  | 685,350           | 12.49% |                   |                    |               | 690,329.08           |        |                   |
| TOTALS | \$8,097,459       | 8.74%   | \$7,014,517       | -1.37% | \$7,302,510       | 3.55%  | \$7,370,419       | 0.55%  | \$7,696,496       | 4.42%  | \$7,814,726       | 1.54%  | \$6,202,149       | 4.24%              | \$263,136     | \$7,871,500          |        | \$219,989         |

Prior Years' Comparison:

|          |             |       |             |        |             |       |             |       |             |       |             |       |  |              |                |             |       |           |
|----------|-------------|-------|-------------|--------|-------------|-------|-------------|-------|-------------|-------|-------------|-------|--|--------------|----------------|-------------|-------|-----------|
| July-Mar | \$5,968,165 | 4.81% | \$5,339,447 | -0.45% | \$5,585,987 | 4.62% | \$5,642,256 | 1.01% | \$5,858,924 | 3.84% | \$5,939,013 | 1.37% | \$6,202,149  | 4.43%        | \$263,136      | \$5,982,160 | 3.68% | \$219,989 |
|          |             |       |             |        |             |       |             |       |             |       |             |       | <b>Amount over(under) budget year-to-date:</b>         | <b>3.68%</b> | <b>219,989</b> |             |       |           |
|          |             |       |             |        |             |       |             |       |             |       |             |       | <b>Current year-to-date vs. prior year-to-date:</b>    | <b>4.43%</b> | <b>263,136</b> |             |       |           |
|          |             |       |             |        |             |       |             |       |             |       |             |       | <b>Current year-to-date vs. FY 07-08 year-to-date:</b> | <b>3.92%</b> | <b>233,984</b> |             |       |           |

Increases - Significant

Decreases - Significant

City of Santa Fe  
Gross Receipts by Category  
Fiscal Years 2015-16 vs. 2014-15

March  
(December Activity)

| Category                                | March<br>2015-2016 | March<br>2014-2015 | Dollar<br>Difference | Percent<br>Difference |
|---|--------------------|--------------------|----------------------|-----------------------|
| Agriculture, forestry, hunting, fishing | 12,112             | 4,171              | 7,941                | 190.39%               |
| Mining                                  | 0                  | 166                | (166)                | 0.00%                 |
| Utilities                               | 779,011            | 333,304            | 445,707              | 133.72%               |
| Construction                            | 622,281            | 540,628            | 81,653               | 15.10%                |
| Manufacturing                           | 109,235            | 83,984             | 25,251               | 30.07%                |
| Wholesale                               | 85,142             | 125,754            | (40,612)             | -32.29%               |
| Retail                                  | 1,936,690          | 1,777,308          | 159,382              | 8.97%                 |
| Transportation & warehousing            | 27,438             | 16,447             | 10,991               | 66.83%                |
| Information & Cultural Indust.          | 312,538            | 237,775            | 74,763               | 31.44%                |
| Finance & insurance                     | 105,871            | 101,601            | 4,270                | 4.20%                 |
| Real estate, rental & leasing           | 177,494            | 125,303            | 52,191               | 41.65%                |
| Prof, Scientific, Technical             | 625,255            | 600,815            | 24,440               | 4.07%                 |
| Management of companies                 | 14,537             | 0                  | 14,537               | 0.00%                 |
| Admin & Support, Waste Mgt              | 63,789             | 52,517             | 11,272               | 21.46%                |
| Educational Services                    | 51,250             | 35,858             | 15,392               | 42.92%                |
| Health Care & Social Assist             | 334,511            | 451,652            | (117,141)            | -25.94%               |
| Arts, Entertainment & Recr              | 54,658             | 36,045             | 18,613               | 51.64%                |
| Accommodation & Food                    | 813,923            | 769,886            | 44,037               | 5.72%                 |
| Other Services                          | 680,887            | 712,386            | (31,499)             | -4.42%                |
| Public Administration                   | 0                  | 0                  | 0                    | 0.00%                 |
| Unclassified                            | 66,328             | 95,440             | (29,112)             | -30.50%               |
| State reimb-food/med tax                | 631,576            | 691,590            | (60,014)             | -8.68%                |
| Muni. Equivalent Distribution           | 10,393             | 40,467             | (30,074)             | -74.32%               |
| <b>Total Distribution</b>               | <b>7,514,919</b>   | <b>6,833,097</b>   | <b>681,822</b>       | <b>9.98%</b>          |

City of Santa Fe  
GRT Analysis By Category  
Fiscal Years 2015-16 vs. 2014-15

Cumulative YTD  
(May - January Activity)

| Category                                | July-Mar<br>2015-2016 | July-Mar<br>2014-2015 | Dollar<br>Difference | Percent<br>Difference |
|---|-----------------------|-----------------------|----------------------|-----------------------|
| Agriculture, forestry, hunting, fishing | 111,401               | 107,801               | 3,600                | 3.34%                 |
| Mining                                  | 12,790                | 14,026                | (1,236)              | 0.00%                 |
| Utilities                               | 1,979,458             | 2,050,769             | (71,311)             | -3.48%                |
| Construction                            | 6,400,077             | 6,220,766             | 179,311              | 2.88%                 |
| Manufacturing                           | 1,263,015             | 1,160,657             | 102,358              | 8.82%                 |
| Wholesale                               | 1,353,928             | 1,194,669             | 159,259              | 13.33%                |
| Retail                                  | 21,499,545            | 21,232,138            | 267,407              | 1.26%                 |
| Transportation & warehousing            | 195,057               | 158,035               | 37,022               | 23.43%                |
| Information and Cultural Indust         | 2,867,057             | 2,716,587             | 150,470              | 5.54%                 |
| Finance & Insurance                     | 1,005,204             | 935,564               | 69,640               | 7.44%                 |
| Real estate, rental & leasing           | 2,071,127             | 1,471,690             | 599,437              | 40.73%                |
| Professional, Scientific, Tech          | 6,005,805             | 5,936,387             | 69,418               | 1.17%                 |
| Management of companies                 | 101,141               | 100,644               | 497                  | 0.49%                 |
| Admin & Support, Waste Mgt              | 721,596               | 691,313               | 30,283               | 4.38%                 |
| Educational Services                    | 567,149               | 510,281               | 56,868               | 11.14%                |
| Health care and social assist           | 3,743,369             | 3,523,056             | 220,313              | 6.25%                 |
| Arts, Entertainment & Recr              | 538,962               | 448,880               | 90,082               | 20.07%                |
| Accommodation & Food                    | 10,359,098            | 9,467,335             | 891,763              | 9.42%                 |
| Other Services                          | 7,381,831             | 7,183,322             | 198,509              | 2.76%                 |
| Public Administration                   | 122                   | 0                     | 122                  | 0.00%                 |
| Unclassified                            | 626,458               | 899,072               | (272,614)            | -30.32%               |
| State reimb-food/med tax                | 8,006,883             | 7,654,760             | 352,123              | 4.60%                 |
| Muni. Equivalent Distribution           | 264,667               | 346,547               | (81,880)             | -23.63%               |
| <b>Total Distribution</b>               | <b>77,075,740</b>     | <b>74,024,299</b>     | <b>3,051,441</b>     | <b>4.12%</b>          |