



Sales and Use Tax Revenue Report

Revenues remitted to City in September 2017

This report reflects the Sales and Use Tax revenue remitted to the City in September 2017. The majority of these collections represents business activity occurring in the prior month but also includes delinquent filings.

The 2.0% General Fund sales and use tax revenue is used for City operations such as police, fire, street repairs, and park maintenance. The 0.62% Road Repair, Maintenance and Improvement Tax, known as the “2C Road Tax”, is dedicated to road improvement needs. The 0.4% Public Safety Sales Tax is used to fund public safety operating and capital improvement needs. The 0.1% TOPS tax is earmarked for the acquisition, development, and maintenance of trails, open space, and parks.

| | |
|---|---------------------|
| 2.0% Sales and Use Tax – General Fund | \$13,956,532 |
| 0.62% 2C Road Tax | \$4,324,343 |
| 0.4% Public Safety Sales and Use Tax – PSST | \$2,791,306 |
| 0.1% Trails, Open Space and Parks Tax – TOPS | \$697,827 |

- Sales and use tax combined – down 5.38% for the month and up 6.76% year-to-date
- Sales tax – down 4.07% for the month and up 6.91% year-to-date
- Use tax – down 27.00% for the month and up 4.15% year-to-date

The 2.0% Lodgers Tax and 1.0% Auto Rental Tax (LART) is used to attract visitors and to enhance the economy of the City and the Pikes Peak Region.

| | |
|-----------------------------|------------------|
| 2.0% Lodger's Tax | \$723,924 |
| 1.0% Auto Rental Tax | \$53,699 |

- LART Combined – up 5.88% for the month and up 14.86% year-to-date
- Lodger's Tax – up 7.31% for the month and up 15.71% year-to-date
- Auto Rental Tax – down 10.23% for the month and up 5.29% year-to-date

Below are the highlights of the analysis that compares current sales tax collections by major industry with the prior year.

| Industries with Largest Month over Month % Increase | Industries with Largest Month over Month \$ Increase |
|---|--|
| Hotel/Motel 12.20% | Miscellaneous Retail \$114,302 |
| Miscellaneous Retail 7.67% | Hotel/Motel \$113,274 |
| Grocery Stores 6.68% | Restaurants \$42,349 |
| Industries with Largest Month over Month % Decrease | Industries with Largest Month over Month \$ Decrease |
| Auto Dealer (37.27%) | Auto Dealer (\$753,298) |
| Business Services (12.62%) | Department and Discount (\$122,132) |
| Department and Discount (10.35%) | Business Services (\$36,473) |

This report is also available on our website at coloradosprings.gov .



2.0% Combined Sales and Use Tax - General Fund
For Filing Period Ended August 31*

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>% Over(Under) Previous Year</u> |
|---------------------------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--|
| February | 9,705,977 | 9,716,339 | 9,706,324 | 10,490,529 | 11,692,339 | 11.46% |
| March | 9,665,221 | 9,547,747 | 10,336,828 | 10,688,559 | 11,586,037 | 8.40% |
| April | 11,052,923 | 11,725,868 | 12,342,059 | 12,710,215 | 14,799,738 | 16.44% |
| May | 10,210,765 | 10,472,202 | 11,621,048 | 12,069,433 | 13,056,800 | 8.18% |
| June | 10,894,780 | 12,056,689 | 12,064,442 | 12,641,363 | 13,953,991 | 10.38% |
| July | 12,333,440 | 13,760,241 | 14,097,861 | 15,591,001 | 16,242,918 | 4.18% |
| August | 11,122,002 | 11,996,628 | 13,166,898 | 13,314,854 | 13,884,315 | 4.28% |
| September | 11,340,506 | 12,783,365 | 12,487,802 | 14,750,276 | 13,956,532 | (5.38%) |
| Total (Year-to-Date) | 86,325,614 | 92,059,079 | 95,823,263 | 102,256,230 | 109,172,671 | 6.76% |
| Refunds (Year-to-Date) | 217,849 | 685,385 | 697,704 | 977,746 | 221,502 | |
| Net Revenue (Year-to-Date) | 86,107,765 | 91,373,694 | 95,125,559 | 101,278,484 | 108,951,169 | |

2.0% Combined Sales and Use Tax - General Fund

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2013 through 2016 Average Monthly % of Annual Collections</u> |
|---------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--|
| February | 9,705,977 | 9,716,339 | 9,706,324 | 10,490,529 | 11,692,339 | 6.75% |
| March | 9,665,221 | 9,547,747 | 10,336,828 | 10,688,559 | 11,586,037 | 6.86% |
| April | 11,052,923 | 11,725,868 | 12,342,059 | 12,710,215 | 14,799,738 | 8.15% |
| May | 10,210,765 | 10,472,202 | 11,621,048 | 12,069,433 | 13,056,800 | 7.56% |
| June | 10,894,780 | 12,056,690 | 12,064,442 | 12,641,363 | 13,953,991 | 8.12% |
| July | 12,333,440 | 13,760,241 | 14,097,861 | 15,591,001 | 16,242,918 | 9.50% |
| August | 11,122,002 | 11,996,628 | 13,166,898 | 13,314,854 | 13,884,315 | 8.45% |
| September | 11,340,506 | 12,783,365 | 12,487,802 | 14,750,276 | 13,956,532 | 8.75% |
| October | 11,937,140 | 12,888,589 | 13,853,333 | 15,546,825 | | 9.24% |
| November | 11,059,375 | 11,604,597 | 12,563,927 | 14,139,217 | | 8.41% |
| December | 10,763,691 | 11,047,401 | 11,597,062 | 13,573,308 | | 8.01% |
| January | 13,982,574 | 14,502,485 | 14,820,707 | 16,551,945 | | 10.20% |
| Total for Year | 134,068,394 | 142,102,153 | 148,658,292 | 162,067,524 | 109,172,671 | 100.00% |

* Filing period is the month the tax monies are collected by the retailer from their customers and also includes delinquent filings



2.0% Sales Tax - General Fund
For Filing Period Ended August 31*

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>% Over(Under)</u> <u>Previous Year</u> |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--|
| February | 9,236,992 | 9,278,479 | 9,076,295 | 9,895,629 | 11,120,150 | 12.37% |
| March | 8,889,666 | 9,057,555 | 9,862,438 | 9,928,804 | 10,958,522 | 10.37% |
| April | 10,466,694 | 10,958,358 | 11,722,804 | 11,921,924 | 13,852,072 | 16.19% |
| May | 9,676,668 | 9,936,052 | 10,896,750 | 11,468,945 | 12,285,535 | 7.12% |
| June | 10,397,675 | 11,439,443 | 11,458,356 | 12,102,306 | 13,381,002 | 10.57% |
| July | 11,501,560 | 12,781,174 | 13,238,208 | 14,796,623 | 15,178,386 | 2.58% |
| August | 10,464,702 | 11,322,704 | 12,500,282 | 12,760,099 | 13,353,405 | 4.65% |
| September | 10,760,358 | 11,999,898 | 11,842,621 | 13,905,753 | 13,340,039 | (4.07%) |
| Total (Year-to-Date) | 81,394,315 | 86,773,663 | 90,597,754 | 96,780,083 | 103,469,111 | 6.91% |

2.0% Use Tax - General Fund
For Filing Period Ended August 31*

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>% Over(Under)</u> <u>Previous Year</u> |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February | 468,985 | 437,859 | 630,029 | 594,900 | 572,189 | (3.82%) |
| March | 775,556 | 490,192 | 474,390 | 759,755 | 627,515 | (17.41%) |
| April | 586,229 | 767,511 | 619,255 | 788,291 | 947,666 | 20.22% |
| May | 534,097 | 536,150 | 724,298 | 600,488 | 771,265 | 28.44% |
| June | 497,105 | 617,246 | 606,086 | 539,057 | 572,989 | 6.29% |
| July | 831,881 | 979,067 | 859,653 | 794,378 | 1,064,532 | 34.01% |
| August | 657,301 | 673,924 | 666,616 | 554,755 | 530,910 | (4.30%) |
| September | 580,148 | 783,468 | 645,181 | 844,523 | 616,494 | (27.00%) |
| Total (Year-to-Date) | 4,931,304 | 5,285,418 | 5,225,509 | 5,476,146 | 5,703,560 | 4.15% |



0.62% 2C Road Tax
For Filing Period Ended August 31*

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>% Over(Under)</u> <u>Previous Year</u> |
|----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--|
| February | - | - | - | 3,037,921 | 3,619,264 | 19.14% |
| March | - | - | - | 3,261,257 | 3,587,521 | 10.00% |
| April | - | - | - | 3,924,909 | 4,583,109 | 16.77% |
| May | - | - | - | 3,721,454 | 4,044,200 | 8.67% |
| June | - | - | - | 3,909,675 | 4,323,838 | 10.59% |
| July | - | - | - | 4,822,190 | 5,051,037 | 4.75% |
| August | - | - | - | 4,117,193 | 4,302,352 | 4.50% |
| September | - | - | - | 4,477,855 | 4,324,343 | (3.43%) |
| Total (Year-to-Date) | - | - | - | 31,272,453 | 33,835,664 | 8.20% |
| Refunds | | | | | | |
| (Year-to-Date) | | - | - | 15,553 | 55,698 | |
| Net Revenue | | | | | | |
| (Year-to-Date) | - | - | - | 31,256,900 | 33,779,966 | |



0.4% Public Safety Sales and Use Tax - PSST
For Filing Period Ended August 31*

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>% Over(Under) Previous Year</u> |
|---------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--|
| February | 1,941,195 | 1,943,268 | 1,941,265 | 2,098,106 | 2,338,468 | 11.46% |
| March | 1,933,044 | 1,909,549 | 2,067,366 | 2,137,713 | 2,317,208 | 8.40% |
| April | 2,210,584 | 2,345,174 | 2,468,412 | 2,542,043 | 2,959,948 | 16.44% |
| May | 2,042,154 | 2,094,442 | 2,324,210 | 2,413,887 | 2,611,360 | 8.18% |
| June | 2,178,956 | 2,411,338 | 2,412,888 | 2,528,273 | 2,790,798 | 10.38% |
| July | 2,466,688 | 2,752,048 | 2,819,572 | 3,118,200 | 3,248,583 | 4.18% |
| August | 2,224,400 | 2,399,325 | 2,633,380 | 2,662,971 | 2,776,863 | 4.28% |
| September | 2,268,101 | 2,556,673 | 2,497,560 | 2,950,055 | 2,791,306 | (5.38%) |
| Total (Year-to-Date) | 17,265,122 | 18,411,816 | 19,164,653 | 20,451,247 | 21,834,534 | 6.76% |
| Refunds (Year-to-Date) | 43,041 | 136,186 | 135,305 | 183,386 | 44,302 | |
| Net Revenue (Year-to-Date) | 17,222,081 | 18,275,630 | 19,029,348 | 20,267,861 | 21,790,232 | |

0.1% Trails, Open Space and Parks Tax - TOPS
For Filing Period Ended August 31*

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>% Over(Under) Previous Year</u> |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February | 485,299 | 485,817 | 485,316 | 524,526 | 584,616 | 11.46% |
| March | 483,261 | 477,386 | 516,841 | 534,427 | 579,301 | 8.40% |
| April | 552,646 | 586,293 | 617,103 | 635,511 | 739,987 | 16.44% |
| May | 510,538 | 523,610 | 581,052 | 603,472 | 652,840 | 8.18% |
| June | 544,740 | 602,834 | 603,222 | 632,068 | 697,700 | 10.38% |
| July | 616,672 | 688,012 | 704,893 | 779,550 | 812,146 | 4.18% |
| August | 556,101 | 599,831 | 658,345 | 665,743 | 694,216 | 4.28% |
| September | 567,025 | 639,169 | 624,390 | 737,514 | 697,827 | (5.38%) |
| Total (Year-to-Date) | 4,316,282 | 4,602,952 | 4,791,162 | 5,112,810 | 5,458,632 | 6.76% |
| Refunds (Year-to-Date) | 10,760 | 34,270 | 39,123 | 45,953 | 11,079 | |
| Net Revenue (Year-to-Date) | 4,305,522 | 4,568,682 | 4,752,039 | 5,066,857 | 5,447,553 | |



Lodger's and Auto Rental Tax (LART) - LART Fund
For Filing Period Ended August 31*

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February | 195,110 | 197,826 | 220,065 | 263,879 | 281,749 | 6.77% |
| March | 216,275 | 241,727 | 230,045 | 281,289 | 301,850 | 7.31% |
| April | 234,619 | 251,084 | 288,866 | 353,453 | 492,262 | 39.27% |
| May | 287,035 | 268,044 | 358,377 | 403,239 | 492,094 | 22.04% |
| June | 377,172 | 428,539 | 491,411 | 491,538 | 588,012 | 19.63% |
| July | 506,300 | 529,965 | 599,878 | 711,755 | 825,485 | 15.98% |
| August | 510,501 | 599,605 | 700,126 | 804,668 | 885,980 | 10.11% |
| September | 515,504 | 593,084 | 618,183 | 734,429 | 777,623 | 5.88% |
| Total (Year-to-Date) | 2,842,516 | 3,109,874 | 3,506,951 | 4,044,250 | 4,645,054 | 14.86% |

2.0% Lodger's Tax - LART Fund

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February | 167,450 | 167,740 | 193,452 | 226,382 | 241,598 | 6.72% |
| March | 189,774 | 212,907 | 193,951 | 246,039 | 265,596 | 7.95% |
| April | 204,715 | 216,115 | 252,028 | 315,002 | 452,797 | 43.74% |
| May | 255,705 | 237,565 | 324,022 | 367,964 | 455,126 | 23.69% |
| June | 342,136 | 391,269 | 444,329 | 455,421 | 547,410 | 20.20% |
| July | 471,907 | 489,101 | 558,831 | 668,890 | 775,271 | 15.90% |
| August | 468,519 | 550,141 | 649,496 | 757,310 | 833,120 | 10.01% |
| September | 464,794 | 540,912 | 570,261 | 674,613 | 723,924 | 7.31% |
| Total (Year-to-Date) | 2,565,000 | 2,805,750 | 3,186,370 | 3,711,621 | 4,294,842 | 15.71% |

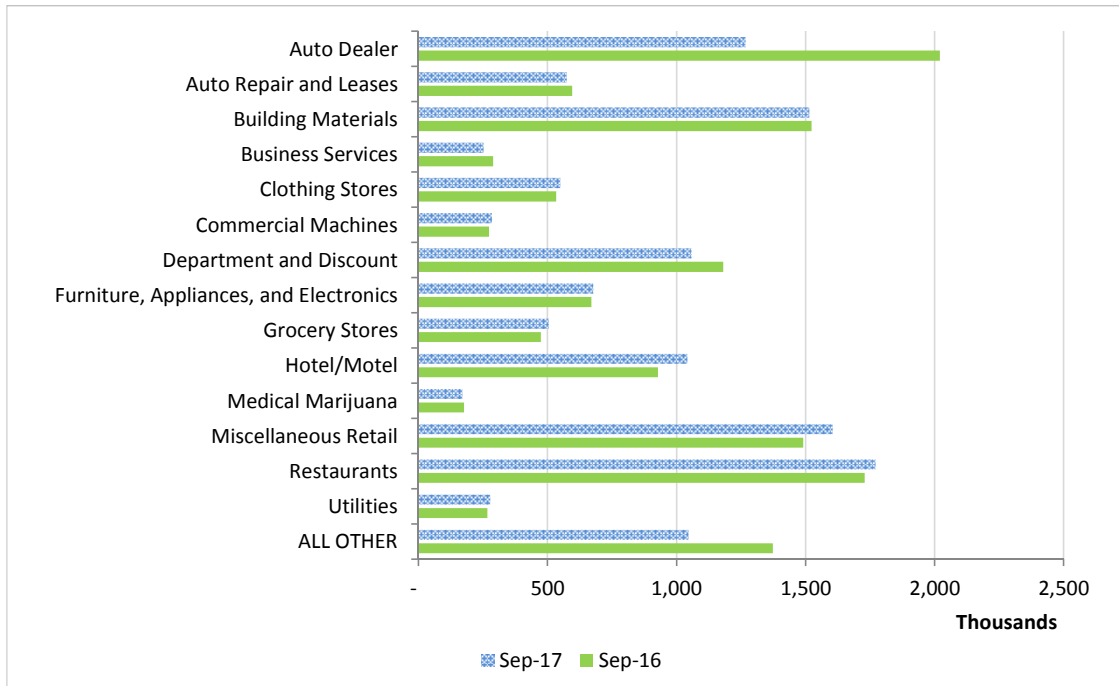
1.0% Auto Rental Tax - LART Fund

| <u>Month Paid to City</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|--|
| February | 27,660 | 30,086 | 26,613 | 37,497 | 40,151 | 7.08% |
| March | 26,501 | 28,820 | 36,094 | 35,250 | 36,255 | 2.85% |
| April | 29,904 | 34,969 | 36,838 | 38,451 | 39,465 | 2.64% |
| May | 31,330 | 30,479 | 34,355 | 35,275 | 36,967 | 4.80% |
| June | 35,036 | 37,270 | 47,082 | 36,117 | 40,602 | 12.42% |
| July | 34,393 | 40,864 | 41,047 | 42,865 | 50,214 | 17.14% |
| August | 41,982 | 49,464 | 50,630 | 47,358 | 52,858 | 11.62% |
| September | 50,710 | 52,172 | 47,922 | 59,816 | 53,699 | (10.23%) |
| Total (Year-to-Date) | 277,516 | 304,124 | 320,581 | 332,629 | 350,212 | 5.29% |



Retail Industry Analysis
2.0% Sales Tax
September 2017 Compared with September 2016 Collections
for the August Filing Period

| | 2017 | 2016 | Month-to-Month % of Change | Year-to-date % of Change |
|--|--------------|--------------|-------------------------------|-----------------------------|
| Auto Dealer | \$ 1,267,656 | \$ 2,020,955 | (37.27%) | (2.18%) |
| Auto Repair and Leases | \$ 574,344 | \$ 595,163 | (3.50%) | 7.66% |
| Building Materials | \$ 1,514,774 | \$ 1,523,924 | (0.60%) | 22.55% |
| Business Services | \$ 252,514 | \$ 288,987 | (12.62%) | (27.61%) |
| Clothing Stores | \$ 549,590 | \$ 533,924 | 2.93% | 4.97% |
| Commercial Machines | \$ 283,910 | \$ 273,726 | 3.72% | (4.55%) |
| Department and Discount | \$ 1,058,379 | \$ 1,180,510 | (10.35%) | (3.92%) |
| Furniture, Appliances, and Electronics | \$ 677,313 | \$ 670,187 | 1.06% | 4.98% |
| Grocery Stores | \$ 505,148 | \$ 473,504 | 6.68% | 15.59% |
| Hotel/Motel | \$ 1,041,647 | \$ 928,373 | 12.20% | 18.13% |
| Medical Marijuana | \$ 170,357 | \$ 176,170 | (3.30%) | 8.57% |
| Miscellaneous Retail | \$ 1,605,053 | \$ 1,490,751 | 7.67% | 8.57% |
| Restaurants | \$ 1,771,120 | \$ 1,728,771 | 2.45% | 7.85% |
| Utilities | \$ 277,839 | \$ 267,510 | 3.86% | 11.98% |





**Retail Industry Analysis
2.0% Sales Tax
September 2017 Compared with September 2016 Collections
for the August Filing Period**

