



Sales and Use Tax Revenue Report

Revenues remitted to City in October 2019

This report reflects the Sales and Use Tax revenue remitted to the City in October 2019. 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	\$16,835,541
0.62% 2C Road Tax	\$5,218,998
0.4% Public Safety Sales and Use Tax – PSST	\$3,367,108
0.1% Trails, Open Space and Parks Tax – TOPS	\$841,777

- Sales and use tax combined – up 1.00% for the month and up 3.23% year-to-date
- Sales tax – up 1.44% for the month and up 3.80% year-to-date
- Use tax – down 6.89% for the month and down 7.09% 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	\$686,226
1.0% Auto Rental Tax	\$50,039

- LART Combined – down 3.28% for the month and up 5.40% year-to-date
- Lodger’s Tax – down 2.46% for the month and up 5.39% year-to-date
- Auto Rental Tax – down 13.26% for the month and up 5.58% 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
Business Services 33.89%	Grocery Stores \$134,769
Grocery Stores 20.91%	Business Services \$133,396
Medical Marijuana 20.16%	Restaurants \$96,561
Industries with Largest Month over Month % Decrease	Industries with Largest Month over Month \$ Decrease
Commercial Machines (21.30%)	Building Materials (\$138,995)
Building Materials (7.48%)	Commercial Machines (\$86,253)
Auto Repair and Leases (4.68%)	Auto Repair and Leases (\$36,985)

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



**2.0% Combined Sales and Use Tax - General Fund
For Filing Period Ended September 30***

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	9,706,324	10,490,529	11,692,339	12,681,848	13,636,338	7.53%
March	10,336,828	10,688,559	11,586,037	12,255,400	12,328,400	0.60%
April	12,342,059	12,710,215	14,799,738	15,414,109	16,281,663	5.63%
May	11,621,048	12,069,433	13,056,800	13,435,984	14,547,375	8.27%
June	12,064,442	12,641,363	13,953,991	14,872,085	14,658,061	(1.44%)
July	14,097,861	15,591,001	16,242,918	16,964,784	17,511,912	3.23%
August	13,166,898	13,314,854	13,884,315	15,019,049	16,064,102	6.96%
September	12,487,802	14,750,276	13,956,532	16,017,344	15,769,154	(1.55%)
October	13,853,333	15,546,825	15,964,795	16,669,036	16,835,541	1.00%
Total (Year-to-Date)	109,676,596	117,803,055	125,137,466	133,329,640	137,632,546	3.23%
Refunds (Year-to-Date)	844,321	1,009,128	222,394	421,020	339,277	
Net Revenue (Year-to-Date)	108,832,275	116,793,927	124,915,072	132,908,620	137,293,269	

2.0% Combined Sales and Use Tax - General Fund

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2015 through 2018 Average Monthly % of Annual Collections</u>
February	9,706,324	10,490,529	11,692,339	12,681,848	13,636,338	6.73%
March	10,336,828	10,688,559	11,586,037	12,255,400	12,328,400	6.78%
April	12,342,059	12,710,215	14,799,738	15,414,109	16,281,663	8.35%
May	11,621,048	12,069,433	13,056,800	13,435,984	14,547,375	7.58%
June	12,064,442	12,641,363	13,953,991	14,872,085	14,658,061	8.08%
July	14,097,861	15,591,001	16,242,918	16,964,784	17,511,912	9.50%
August	13,166,898	13,314,854	13,884,315	15,019,049	16,064,102	8.36%
September	12,487,802	14,750,276	13,956,532	16,017,344	15,769,154	8.64%
October	13,853,333	15,546,825	15,964,795	16,669,036	16,835,541	9.37%
November	12,563,927	14,139,217	13,738,600	15,242,513		8.41%
December	11,597,062	13,573,308	13,527,731	14,855,770		8.09%
January	14,820,707	16,551,945	17,783,127	17,814,894		10.11%
Total for Year	148,658,292	162,067,524	170,186,924	181,242,818	137,632,546	100.00%

* Filing period is the month the tax monies are collected by the retailer from their customers



**2.0% Sales Tax - General Fund
For Filing Period Ended September 30***

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	9,076,295	9,895,629	11,120,150	11,810,280	12,620,789	6.86%
March	9,862,438	9,928,804	10,958,522	11,459,020	11,902,452	3.87%
April	11,722,804	11,921,924	13,852,072	14,550,594	15,276,366	4.99%
May	10,896,750	11,468,945	12,285,535	12,802,990	13,943,782	8.91%
June	11,458,356	12,102,306	13,381,002	14,218,115	14,112,056	(0.75%)
July	13,238,208	14,796,623	15,178,386	16,140,806	16,684,826	3.37%
August	12,500,282	12,760,099	13,353,405	14,358,296	15,398,397	7.24%
September	11,842,621	13,905,753	13,340,039	15,164,816	15,140,592	(0.16%)
October	12,992,719	14,633,829	14,576,023	15,788,946	16,016,132	1.44%
Total (Year-to-Date)	103,590,474	111,413,912	118,045,134	126,293,862	131,095,392	3.80%

**2.0% Use Tax - General Fund
For Filing Period Ended September 30***

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	630,029	594,900	572,189	871,568	1,015,548	16.52%
March	474,390	759,755	627,515	796,380	425,949	(46.51%)
April	619,255	788,291	947,666	863,515	1,005,297	16.42%
May	724,298	600,488	771,265	632,994	603,593	(4.64%)
June	606,086	539,057	572,989	653,970	546,005	(16.51%)
July	859,653	794,378	1,064,532	823,979	827,086	0.38%
August	666,616	554,755	530,910	660,753	665,705	0.75%
September	645,181	844,523	616,494	852,528	628,562	(26.27%)
October	860,614	912,996	1,388,771	880,090	819,409	(6.89%)
Total (Year-to-Date)	6,086,122	6,389,142	7,092,331	7,035,778	6,537,154	(7.09%)

* Filing period is the month the tax monies are collected by the retailer from their customers



0.62% 2C Road Tax
For Filing Period Ended September 30*

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under)</u> <u>Previous Year</u>
February	-	3,037,921	3,619,264	3,930,688	4,227,205	7.54%
March	-	3,261,257	3,587,521	3,796,692	3,821,694	0.66%
April	-	3,924,909	4,583,109	4,777,907	5,047,117	5.63%
May	-	3,721,454	4,044,200	4,165,095	4,508,287	8.24%
June	-	3,909,675	4,323,838	4,609,980	4,543,767	(1.44%)
July	-	4,822,190	5,051,037	5,258,995	5,428,554	3.22%
August	-	4,117,193	4,302,352	4,655,205	4,978,963	6.95%
September	-	4,477,855	4,324,343	4,962,019	4,888,217	(1.49%)
October	-	4,789,152	4,947,115	5,167,388	5,218,998	1.00%
Total (Year-to-Date)	-	36,061,606	38,782,779	41,323,968	42,662,803	3.24%
Refunds						
(Year-to-Date)	-	16,626	55,960	87,756	87,884	
Net Revenue						
(Year-to-Date)	-	36,044,980	38,726,819	41,236,212	42,574,919	

* Filing period is the month the tax monies are collected by the retailer from their customers



0.4% Public Safety Sales and Use Tax - PSST
For Filing Period Ended September 30*

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	1,941,265	2,098,106	2,338,468	2,536,370	2,727,268	7.53%
March	2,067,366	2,137,713	2,317,208	2,451,080	2,465,680	0.60%
April	2,468,412	2,542,043	2,959,948	3,082,822	3,256,333	5.63%
May	2,324,210	2,413,887	2,611,360	2,687,197	2,909,475	8.27%
June	2,412,888	2,528,273	2,790,798	2,974,417	2,931,612	(1.44%)
July	2,819,572	3,118,200	3,248,583	3,392,957	3,502,382	3.23%
August	2,633,380	2,662,971	2,776,863	3,003,810	3,212,820	6.96%
September	2,497,560	2,950,055	2,791,306	3,203,469	3,153,831	(1.55%)
October	2,770,667	3,109,365	3,192,959	3,333,807	3,367,108	1.00%
Total (Year-to-Date)	21,935,320	23,560,612	25,027,493	26,665,928	27,526,509	3.23%
Refunds (Year-to-Date)	164,629	189,662	44,480	83,621	56,768	
Net Revenue (Year-to-Date)	21,770,691	23,370,950	24,983,013	26,582,307	27,469,741	

0.1% Trails, Open Space and Parks Tax - TOPS
For Filing Period Ended September 30*

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	485,316	524,526	584,616	634,092	681,817	7.53%
March	516,841	534,427	579,301	612,770	616,420	0.60%
April	617,103	635,511	739,987	770,705	814,083	5.63%
May	581,052	603,472	652,840	671,799	727,369	8.27%
June	603,222	632,068	697,700	743,604	732,903	(1.44%)
July	704,893	779,550	812,146	848,239	875,596	3.23%
August	658,345	665,743	694,216	750,952	803,205	6.96%
September	624,390	737,514	697,827	800,867	788,458	(1.55%)
October	692,667	777,343	798,242	833,452	841,777	1.00%
Total (Year-to-Date)	5,483,829	5,890,154	6,256,873	6,666,482	6,881,627	3.23%
Refunds (Year-to-Date)	46,454	47,522	11,124	20,918	14,196	
Net Revenue (Year-to-Date)	5,437,375	5,842,632	6,245,749	6,645,564	6,867,431	

* Filing period is the month the tax monies are collected by the retailer from their customers



Lodger's and Auto Rental Tax (LART) - LART Fund
For Filing Period Ended September 30*

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	220,065	263,879	281,749	302,638	381,619	26.10%
March	230,045	281,289	301,850	323,779	354,216	9.40%
April	288,866	353,453	492,262	471,022	554,429	17.71%
May	358,377	403,239	492,094	534,605	546,327	2.19%
June	491,411	491,538	588,012	629,832	674,088	7.03%
July	599,878	711,755	825,485	892,741	904,810	1.35%
August	700,126	804,668	885,980	930,092	992,070	6.66%
September	618,183	734,429	777,623	886,320	898,022	1.32%
October	567,254	628,950	713,843	761,245	736,265	(3.28%)
Total (Year-to-Date)	4,074,205	4,673,200	5,358,897	5,732,274	6,041,846	5.40%

2.0% Lodger's Tax - LART Fund

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	193,452	226,382	241,598	270,597	339,755	25.56%
March	193,951	246,039	265,595	291,645	311,409	6.78%
April	252,028	315,002	452,797	430,121	503,796	17.13%
May	324,022	367,964	455,126	497,430	500,678	0.65%
June	444,329	455,421	547,410	590,659	629,437	6.57%
July	558,831	668,890	775,271	839,697	851,086	1.36%
August	649,496	757,310	833,120	862,797	931,176	7.93%
September	570,261	674,613	723,924	820,195	838,952	2.29%
October	527,536	577,503	668,962	703,554	686,226	(2.46%)
Total (Year-to-Date)	3,713,906	4,289,124	4,963,804	5,306,695	5,592,515	5.39%

1.0% Auto Rental Tax - LART Fund

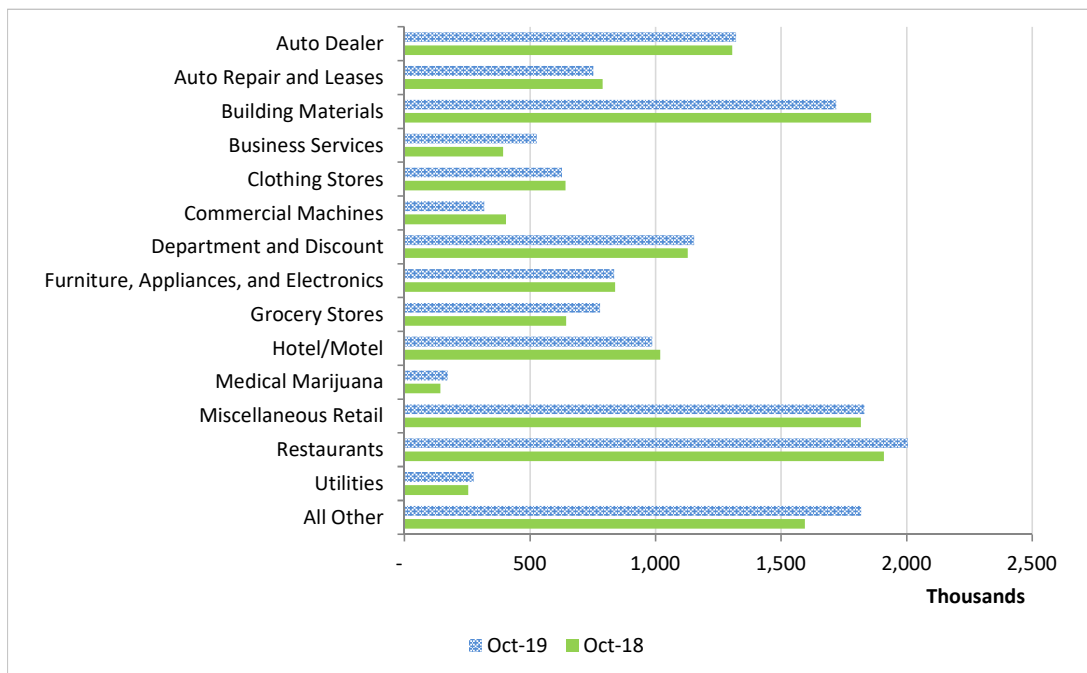
<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	26,613	37,497	40,151	32,041	41,864	30.66%
March	36,094	35,250	36,255	32,134	42,807	33.21%
April	36,838	38,451	39,465	40,901	50,633	23.80%
May	34,355	35,275	36,967	37,175	45,649	22.80%
June	47,082	36,117	40,602	39,173	44,651	13.98%
July	41,047	42,865	50,214	53,044	53,724	1.28%
August	50,630	47,358	52,858	67,296	60,894	(9.51%)
September	47,922	59,816	53,699	66,125	59,070	(10.67%)
October	39,718	51,447	44,880	57,690	50,039	(13.26%)
Total (Year-to-Date)	360,299	384,076	395,092	425,579	449,331	5.58%

* Filing period is the month the tax monies are collected by the retailer from their customers



**Retail Industry Analysis
2.0% Sales Tax
October 2019 Compared with October 2018 Collections
for the September Filing Period**

	2019	2018	Month-to-Month % of Change	Year-to-date % of Change
Auto Dealer	\$ 1,321,564	\$ 1,305,590	1.22%	(2.14%)
Auto Repair and Leases	\$ 752,600	\$ 789,585	(4.68%)	5.67%
Building Materials	\$ 1,719,528	\$ 1,858,523	(7.48%)	4.41%
Business Services	\$ 527,029	\$ 393,633	33.89%	17.71%
Clothing Stores	\$ 627,347	\$ 641,639	(2.23%)	2.22%
Commercial Machines	\$ 318,615	\$ 404,868	(21.30%)	(4.18%)
Department and Discount	\$ 1,153,837	\$ 1,128,815	2.22%	2.07%
Furniture, Appliances, and Electronics	\$ 835,248	\$ 839,385	(0.49%)	2.01%
Grocery Stores	\$ 779,403	\$ 644,634	20.91%	9.87%
Hotel/Motel	\$ 987,754	\$ 1,018,772	(3.04%)	4.07%
Medical Marijuana	\$ 172,883	\$ 143,877	20.16%	8.55%
Miscellaneous Retail	\$ 1,832,619	\$ 1,818,383	0.78%	(2.90%)
Restaurants	\$ 2,006,023	\$ 1,909,462	5.06%	5.91%
Utilities	\$ 276,107	\$ 254,331	8.56%	4.76%
All Other	\$ 1,819,761	\$ 1,595,023	14.09%	3.88%



**Retail Industry Analysis
2.0% Sales Tax
October 2019 Percentage Collections by Industry
for the September Filing Period**

