



Sales and Use Tax Revenue Report

Revenues remitted to City in October 2020

This report reflects the Sales and Use Tax revenue remitted to the City in October 2020. 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	\$18,445,967
0.62% 2C Road Tax	\$5,718,237
0.4% Public Safety Sales and Use Tax – PSST	\$3,689,193
0.1% Trails, Open Space and Parks Tax – TOPS	\$922,298

- Sales and use tax combined – up 9.57% for the month and down 2.51% year-to-date
- Sales tax – up 9.75% for the month and down 2.54% year-to-date
- Use tax – up 6.04% for the month and down 1.85% 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	\$517,445
1.0% Auto Rental Tax	\$45,984

- LART Combined – down 23.47% for the month and down 42.79% year-to-date
- Lodger’s Tax – down 24.60% for the month and down 43.50% year-to-date
- Auto Rental Tax – down 8.10% for the month and down 33.99% 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 % Increase		Industries with Largest Month \$ Increase	
MEDICAL MARIJUANA	48.09%	MISC RETAIL	\$647,445
MISC RETAIL	35.33%	BUILDING MATERIALS	\$479,323
BUILDING MATERIALS	27.88%	FURN/APPLIANCES/ELECT	\$173,629
Industries with Largest Month % Decrease		Industries with Largest Month \$ Decrease	
HOTEL/MOTEL	(37.08%)	HOTEL/MOTEL	(\$366,259)
BUSINESS SERVICES	(22.24%)	BUSINESS SERVICES	(\$117,209)
COMMERCIAL MACHINES	(7.50%)	COMMERCIAL MACHINES	(\$23,907)

This report is 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>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>% Over(Under) Previous Year</u>
February	10,490,529	11,692,339	12,681,848	13,636,338	13,521,560	(0.84%)
March	10,688,559	11,586,037	12,255,400	12,328,400	12,522,762	1.58%
April	12,710,215	14,799,738	15,414,109	16,281,663	14,012,220	(13.94%)
May	12,069,433	13,056,800	13,435,984	14,547,375	11,380,836	(21.77%)
June	12,641,363	13,953,991	14,872,085	14,658,061	14,173,659	(3.30%)
July	15,591,001	16,242,918	16,964,784	17,511,912	17,562,800	0.29%
August	13,314,854	13,884,315	15,019,049	16,064,102	16,482,795	2.61%
September	14,750,276	13,956,532	16,017,344	15,769,154	16,073,297	1.93%
October	15,546,825	15,964,795	16,669,036	16,835,541	18,445,967	9.57%
Total (Year-to-Date)	117,803,055	125,137,466	133,329,640	137,632,546	134,175,896	(2.51%)
Refunds (Year-to-Date)	1,009,128	222,394	421,020	339,277	736,122	
Net Revenue (Year-to-Date)	116,793,927	124,915,072	132,908,620	137,293,269	133,439,774	

2.0% Combined Sales and Use Tax - General Fund

<u>Month Paid to City</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2016 - 2019 Average Monthly % of Annual Collections</u>
February	10,490,529	11,692,339	12,681,848	13,636,338	13,521,560	6.94%
March	10,688,559	11,586,037	12,255,400	12,328,400	12,522,762	6.70%
April	12,710,215	14,799,738	15,414,109	16,281,663	14,012,220	8.47%
May	12,069,433	13,056,800	13,435,984	14,547,375	11,380,836	7.60%
June	12,641,363	13,953,991	14,872,085	14,658,061	14,173,659	8.03%
July	15,591,001	16,242,918	16,964,784	17,511,912	17,562,800	9.49%
August	13,314,854	13,884,315	15,019,049	16,064,102	16,482,795	8.34%
September	14,750,276	13,956,532	16,017,344	15,769,154	16,073,297	8.65%
October	15,546,825	15,964,795	16,669,036	16,835,541	18,445,967	9.30%
November	14,139,217	13,738,600	15,242,513	15,340,880		8.36%
December	13,573,308	13,527,731	14,855,770	14,294,156		8.05%
January	16,551,945	17,783,127	17,814,894	18,240,741		10.07%
Total for Year	162,067,524	170,186,924	181,242,818	185,508,324	134,175,896	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>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>% Over(Under) Previous Year</u>
February	9,895,629	11,120,150	11,810,280	12,620,789	12,916,252	2.34%
March	9,928,804	10,958,522	11,459,020	11,902,452	11,911,548	0.08%
April	11,921,924	13,852,072	14,550,594	15,276,366	13,273,338	(13.11%)
May	11,468,945	12,285,535	12,802,990	13,943,782	10,763,507	(22.81%)
June	12,102,306	13,381,002	14,218,115	14,112,056	13,573,078	(3.82%)
July	14,796,623	15,178,386	16,140,806	16,684,826	16,841,827	0.94%
August	12,760,099	13,353,405	14,358,296	15,398,397	15,411,788	0.09%
September	13,905,753	13,340,039	15,164,816	15,140,592	15,491,128	2.32%
October	14,633,829	14,576,023	15,788,946	16,016,132	17,577,094	9.75%
Total (Year-to-Date)	111,413,912	118,045,134	126,293,862	131,095,392	127,759,560	(2.54%)

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

<u>Month Paid to City</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>% Over(Under) Previous Year</u>
February	594,900	572,189	871,568	1,015,548	605,308	(40.40%)
March	759,755	627,515	796,380	425,949	611,214	43.49%
April	788,291	947,666	863,515	1,005,297	738,882	(26.50%)
May	600,488	771,265	632,994	603,593	617,329	2.28%
June	539,057	572,989	653,970	546,005	600,581	10.00%
July	794,378	1,064,532	823,979	827,086	720,973	(12.83%)
August	554,755	530,910	660,753	665,705	1,071,007	60.88%
September	844,523	616,494	852,528	628,562	582,169	(7.38%)
October	912,996	1,388,771	880,090	819,409	868,873	6.04%
Total (Year-to-Date)	6,389,142	7,092,331	7,035,778	6,537,154	6,416,336	(1.85%)

* 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>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>% Over(Under) Previous Year</u>
February	3,037,921	3,619,264	3,930,688	4,227,205	4,198,197	(0.69%)
March	3,261,257	3,587,521	3,796,692	3,821,694	3,882,045	1.58%
April	3,924,909	4,583,109	4,777,907	5,047,117	4,343,766	(13.94%)
May	3,721,454	4,044,200	4,165,095	4,508,287	3,527,905	(21.75%)
June	3,909,675	4,323,838	4,609,980	4,543,767	4,393,829	(3.30%)
July	4,822,190	5,051,037	5,258,995	5,428,554	5,444,453	0.29%
August	4,117,193	4,302,352	4,655,205	4,978,963	5,109,657	2.62%
September	4,477,855	4,324,343	4,962,019	4,888,217	4,982,720	1.93%
October	4,789,152	4,947,115	5,167,388	5,218,998	5,718,237	9.57%
Total (Year-to-Date)	36,061,606	38,782,779	41,323,968	42,662,803	41,600,809	(2.49%)
Refunds (Year-to-Date)	16,626	55,960	87,756	87,884	228,194	
Net Revenue (Year-to-Date)	36,044,980	38,726,819	41,236,212	42,574,919	41,372,615	

* 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>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>% Over(Under) Previous Year</u>
February	2,098,106	2,338,468	2,536,370	2,727,268	2,704,312	(0.84%)
March	2,137,713	2,317,208	2,451,080	2,465,680	2,504,553	1.58%
April	2,542,043	2,959,948	3,082,822	3,256,333	2,802,444	(13.94%)
May	2,413,887	2,611,360	2,687,197	2,909,475	2,276,167	(21.77%)
June	2,528,273	2,790,798	2,974,417	2,931,612	2,834,731	(3.30%)
July	3,118,200	3,248,583	3,392,957	3,502,382	3,512,560	0.29%
August	2,662,971	2,776,863	3,003,810	3,212,820	3,296,559	2.61%
September	2,950,055	2,791,306	3,203,469	3,153,831	3,214,659	1.93%
October	3,109,365	3,192,959	3,333,807	3,367,108	3,689,193	9.57%
Total (Year-to-Date)	23,560,612	25,027,493	26,665,928	27,526,509	26,835,178	(2.51%)
Refunds (Year-to-Date)	189,662	44,480	83,621	56,768	147,225	
Net Revenue (Year-to-Date)	23,370,950	24,983,013	26,582,307	27,469,741	26,687,953	

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

<u>Month Paid to City</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>% Over(Under) Previous Year</u>
February	524,526	584,616	634,092	681,817	676,078	(0.84%)
March	534,427	579,301	612,770	616,420	626,138	1.58%
April	635,511	739,987	770,705	814,083	700,611	(13.94%)
May	603,472	652,840	671,799	727,369	569,042	(21.77%)
June	632,068	697,700	743,604	732,903	708,683	(3.30%)
July	779,550	812,146	848,239	875,596	878,140	0.29%
August	665,743	694,216	750,952	803,205	824,140	2.61%
September	737,514	697,827	800,867	788,458	803,665	1.93%
October	777,343	798,242	833,452	841,777	922,298	9.57%
Total (Year-to-Date)	5,890,154	6,256,873	6,666,482	6,881,627	6,708,795	(2.51%)
Refunds (Year-to-Date)	47,522	11,124	20,918	14,196	36,824	
Net Revenue (Year-to-Date)	5,842,632	6,245,749	6,645,564	6,867,431	6,671,971	

* 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>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>% Over(Under) Previous Year</u>
February	263,879	281,749	302,638	381,619	378,996	(0.69%)
March	281,289	301,850	323,779	354,216	378,794	6.94%
April	353,453	492,262	471,022	554,429	205,452	(62.94%)
May	403,239	492,094	534,605	546,327	140,310	(74.32%)
June	491,538	588,012	629,832	674,088	176,743	(73.78%)
July	711,755	825,485	892,741	904,810	324,937	(64.09%)
August	804,668	885,980	930,092	992,070	630,852	(36.41%)
September	734,429	777,623	886,320	898,022	657,041	(26.83%)
October	628,950	713,843	761,245	736,265	563,429	(23.47%)
Total (Year-to-Date)	4,673,200	5,358,897	5,732,274	6,041,845	3,456,554	(42.79%)

2.0% Lodger's Tax - LART Fund

<u>Month Paid to City</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>% Over(Under) Previous Year</u>
February	226,382	241,598	270,597	339,755	339,033	(0.21%)
March	246,039	265,595	291,645	311,409	341,341	9.61%
April	315,002	452,797	430,121	503,796	171,925	(65.87%)
May	367,964	455,126	497,430	500,678	127,290	(74.58%)
June	455,421	547,410	590,659	629,437	160,859	(74.44%)
July	668,890	775,271	839,697	851,086	299,025	(64.87%)
August	757,310	833,120	862,797	931,176	591,115	(36.52%)
September	674,613	723,924	820,195	838,952	611,935	(27.06%)
October	577,503	668,962	703,554	686,226	517,445	(24.60%)
Total (Year-to-Date)	4,289,124	4,963,804	5,306,695	5,592,515	3,159,968	(43.50%)

1.0% Auto Rental Tax - LART Fund

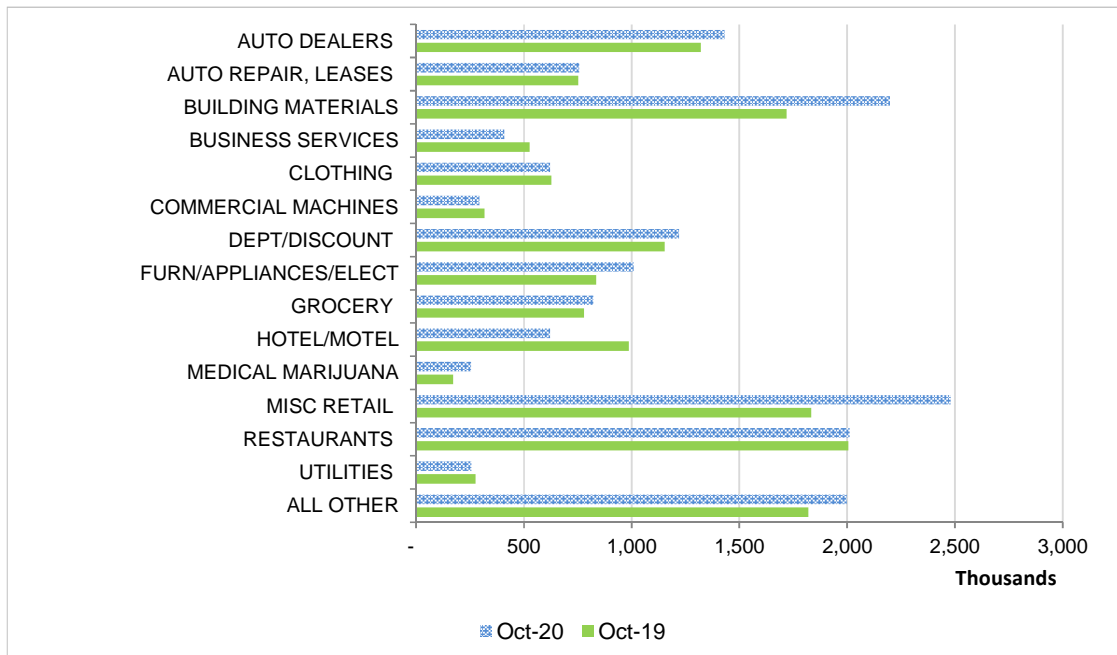
<u>Month Paid to City</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>% Over(Under) Previous Year</u>
February	37,497	40,151	32,041	41,864	39,963	(4.54%)
March	35,250	36,255	32,134	42,807	37,453	(12.51%)
April	38,451	39,465	40,901	50,633	33,528	(33.78%)
May	35,275	36,967	37,175	45,649	13,020	(71.48%)
June	36,117	40,602	39,173	44,651	15,883	(64.43%)
July	42,865	50,214	53,044	53,724	25,912	(51.77%)
August	47,358	52,858	67,296	60,894	39,737	(34.74%)
September	59,816	53,699	66,125	59,070	45,106	(23.64%)
October	51,447	44,880	57,690	50,039	45,984	(8.10%)
Total (Year-to-Date)	384,076	395,092	425,579	449,331	296,586	(33.99%)

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



**Retail Industry Analysis
2.0% Sales Tax
October 2020 Compared with October 2019 Collections
for the September Filing Period**

	2020	2019	Month-to-Month % of Change	Year-to-date % of Change
Auto Dealer	\$ 1,431,435	\$ 1,321,564	8.31%	0.96%
Auto Repair and Leases	\$ 756,482	\$ 752,600	0.52%	(6.92%)
Building Materials	\$ 2,198,851	\$ 1,719,528	27.88%	11.89%
Business Services	\$ 409,820	\$ 527,029	(22.24%)	0.52%
Clothing Stores	\$ 622,482	\$ 627,347	(0.78%)	(22.56%)
Commercial Machines	\$ 294,708	\$ 318,615	(7.50%)	(26.52%)
Department and Discount	\$ 1,220,009	\$ 1,153,837	5.73%	5.38%
Furniture, Appliances, and Electronics	\$ 1,008,877	\$ 835,248	20.79%	(1.17%)
Grocery Stores	\$ 822,099	\$ 779,403	5.48%	8.29%
Hotel/Motel	\$ 621,495	\$ 987,754	(37.08%)	(50.93%)
Medical Marijuana	\$ 256,016	\$ 172,883	48.09%	40.37%
Miscellaneous Retail	\$ 2,480,064	\$ 1,832,619	35.33%	7.80%
Restaurants	\$ 2,011,804	\$ 2,006,023	0.29%	(15.35%)
Utilities	\$ 257,015	\$ 276,107	(6.91%)	(11.91%)
All Other	\$ 1,997,678	\$ 1,819,761	9.78%	2.66%





Retail Industry Analysis
2.0% Sales Tax
October 2020 Percentage Collections by Industry
for the September Filing Period

