



Sales and Use Tax Revenue Report

This report reflects the Sales and Use Tax revenue remitted to the City in April 2023. Most of these collections represent business activity in the prior month but include 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 0.57% Road Repair, Maintenance, and Improvement Tax, known as the “2C2 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 | \$21,908,464 |
| 0.57% 2C2 Road Tax | \$6,246,013 |
| 0.4% Public Safety Sales and Use Tax – PSST | \$4,381,692 |
| 0.1% Trails, Open Space and Parks Tax – TOPS | \$1,095,423 |

- Sales and use tax combined – up 1.79% for the month and up 1.74% year-to-date
- Sales tax – up 1.06% for the month and up 0.91% year-to-date
- Use tax – up 18.86% for the month and up 22.21% year-to-date

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

| | |
|-----------------------------|------------------|
| 2.0% Lodger’s Tax | \$593,840 |
| 1.0% Auto Rental Tax | \$62,623 |

- LART Combined – up 2.41% for the month and up 6.21% year-to-date
- Lodger’s Tax – up 1.70% for the month and up 4.96% year-to-date
- Auto Rental Tax – up 9.68% for the month and up 18.31% 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 the Largest Month % Increase | | Industries with the Largest Month \$ Increase | |
|--|----------|---|-------------|
| Grocery Stores | 29.84% | Grocery Stores | \$211,923 |
| Restaurants | 6.19% | Miscellaneous Retail | \$180,389 |
| Miscellaneous Retail | 5.49% | Restaurants | \$166,016 |
| Industries with the Largest Month % Decrease | | Industries with the Largest Month \$ Decrease | |
| Utilities | (24.48%) | Building Materials | (\$213,184) |
| Medical Marijuana | (14.45%) | Utilities | (\$133,512) |
| Building Materials | (6.43%) | Furniture, Appliances, and Electronics | (\$105,946) |

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



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

| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>% Over(Under) Previous Year</u> |
|---------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--|
| February | 13,636,338 | 13,521,560 | 14,820,872 | 16,570,511 | 17,055,520 | 2.93% |
| March | 12,328,400 | 12,522,762 | 14,845,098 | 16,496,932 | 16,573,227 | 0.46% |
| April | 16,281,663 | 14,012,220 | 19,947,497 | 21,522,526 | 21,908,464 | 1.79% |
| Total (Year-to-Date) | 42,246,401 | 40,056,541 | 49,613,467 | 54,589,969 | 55,537,211 | 1.74% |
| Refunds (Year-to-Date) | 51,360 | 126,842 | 365,892 | 63,679 | 577,510 | |
| Net Revenue (Year-to-Date) | 42,195,041 | 39,929,699 | 49,247,575 | 54,526,290 | 54,959,701 | |

2.0% Combined Sales and Use Tax - General Fund

| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>2019 - 2022 Average Monthly % of Annual Collections</u> |
|---------------------------|-------------------|--------------------|--------------------|--------------------|-------------------|--|
| February | 13,636,338 | 13,521,560 | 14,820,872 | 16,570,511 | 17,055,520 | 8.62% |
| March | 12,328,400 | 12,522,762 | 14,845,098 | 16,496,932 | 16,573,227 | 8.28% |
| April | 16,281,663 | 14,012,220 | 19,947,497 | 21,522,526 | 21,908,464 | 10.57% |
| May | 14,547,375 | 11,380,836 | 17,972,500 | 20,345,448 | | 9.46% |
| June | 14,658,061 | 14,173,659 | 18,377,888 | 19,674,396 | | 9.85% |
| July | 17,511,912 | 17,562,800 | 22,545,636 | 23,599,909 | | 11.96% |
| August | 16,064,102 | 16,482,795 | 20,167,536 | 21,751,871 | | 10.97% |
| September | 15,769,154 | 16,073,297 | 19,586,887 | 21,323,489 | | 10.72% |
| October | 16,835,541 | 18,445,967 | 21,536,585 | 23,083,754 | | 11.77% |
| November | 15,340,880 | 16,563,991 | 18,980,128 | 20,176,529 | | 10.47% |
| December | 14,294,156 | 15,470,172 | 18,299,849 | 18,600,404 | | 9.82% |
| January | 18,240,741 | 20,079,785 | 24,083,867 | 24,646,593 | | 12.82% |
| Total for Year | 13,636,338 | 186,289,844 | 231,164,344 | 247,792,362 | 55,537,211 | 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 March 31***

| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--|
| February | 12,620,789 | 12,916,252 | 14,161,857 | 15,908,962 | 16,124,307 | 1.35% |
| March | 11,902,452 | 11,911,548 | 14,132,619 | 15,937,607 | 15,982,802 | 0.28% |
| April | 15,276,366 | 13,273,338 | 18,885,690 | 20,637,143 | 20,856,062 | 1.06% |
| Total (Year-to-Date) | 39,799,607 | 38,101,139 | 47,180,166 | 52,483,712 | 52,963,171 | 0.91% |

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

| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February | 1,015,548 | 605,308 | 659,015 | 661,549 | 931,213 | 40.76% |
| March | 425,949 | 611,214 | 712,479 | 559,325 | 590,425 | 5.56% |
| April | 1,005,297 | 738,882 | 1,061,807 | 885,383 | 1,052,402 | 18.86% |
| Total (Year-to-Date) | 2,446,794 | 1,955,404 | 2,433,300 | 2,106,257 | 2,574,040 | 22.21% |

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



2C/2C2 Road Tax¹
For Filing Period Ended March 31*

| | 2C - 0.62% | | 2C2 - 0.57% | | | |
|----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--|
| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>% Over(Under)</u> <u>Previous Year</u> |
| February | 4,227,205 | 4,198,197 | 4,234,101 | 4,722,855 | 4,861,616 | 2.94% |
| March | 3,821,694 | 3,882,045 | 4,242,383 | 4,702,443 | 4,723,856 | 0.46% |
| April | 5,047,117 | 4,343,766 | 5,689,085 | 6,135,124 | 6,246,013 | 1.81% |
| Total (Year-to-Date) | 13,096,016 | 12,424,008 | 14,165,569 | 15,560,422 | 15,831,485 | 1.74% |
| Refunds | | | | | | |
| (Year-to-Date) | 15,922 | 39,319 | 63,259 | 18,650 | 177,226 | |
| Net Revenue | | | | | | |
| (Year-to-Date) | 13,080,094 | 12,384,689 | 14,102,310 | 15,541,772 | 15,654,259 | |

¹ In November of 2019, voters in Colorado Springs passed Issue 2C2, agreeing to continue investment in our roads for years 2021-2025, at a sales tax rate of 0.57%, reduced from 0.62% for Issue 2C that was passed by voters in November 2015, for years 2016-2020.

* 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 March 31*

| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>% Over(Under)</u> <u>Previous Year</u> |
|---|------------------|------------------|------------------|-------------------|-------------------|--|
| February | 2,727,268 | 2,704,312 | 2,964,174 | 3,314,103 | 3,411,103 | 2.93% |
| March | 2,465,680 | 2,504,553 | 2,969,019 | 3,299,387 | 3,314,645 | 0.46% |
| April | 3,256,333 | 2,802,444 | 3,989,500 | 4,304,505 | 4,381,692 | 1.79% |
| Total (Year-to-Date) | 8,449,280 | 8,011,308 | 9,922,693 | 10,917,995 | 11,107,440 | 1.74% |
| Refunds (Year-to-Date) | 10,272 | 25,368 | 40,813 | 12,736 | 115,502 | |
| Net Revenue (Year-to-Date) | 8,439,008 | 7,985,940 | 9,881,880 | 10,905,259 | 10,991,938 | |

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

| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>% Over(Under)</u> <u>Previous Year</u> |
|---|------------------|------------------|------------------|------------------|------------------|--|
| February | 681,817 | 676,078 | 741,043 | 828,525 | 852,776 | 2.93% |
| March | 616,420 | 626,138 | 742,255 | 824,847 | 828,661 | 0.46% |
| April | 814,083 | 700,611 | 997,375 | 1,076,126 | 1,095,423 | 1.79% |
| Total (Year-to-Date) | 2,112,320 | 2,002,827 | 2,480,674 | 2,729,498 | 2,776,860 | 1.74% |
| Refunds (Year-to-Date) | 2,568 | 6,343 | 10,203 | 3,184 | 28,867 | |
| Net Revenue (Year-to-Date) | 2,109,752 | 1,996,484 | 2,470,471 | 2,726,314 | 2,747,993 | |

* 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 March 31*

| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|------------------|----------------|------------------|------------------|------------------|--|
| February | 381,619 | 378,996 | 307,281 | 414,748 | 470,342 | 13.40% |
| March | 354,216 | 378,794 | 304,479 | 497,159 | 522,501 | 5.10% |
| April | 554,429 | 205,452 | 471,257 | 640,988 | 656,463 | 2.41% |
| Total (Year-to-Date) | 1,290,264 | 963,242 | 1,083,018 | 1,552,895 | 1,649,306 | 6.21% |

2.0% Lodger's Tax - LART Fund

| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|------------------|----------------|----------------|------------------|------------------|--|
| February | 339,755 | 339,033 | 276,838 | 371,268 | 417,911 | 12.56% |
| March | 311,409 | 341,341 | 273,105 | 452,648 | 465,897 | 2.93% |
| April | 503,796 | 171,925 | 425,691 | 583,893 | 593,840 | 1.70% |
| Total (Year-to-Date) | 1,154,960 | 852,299 | 975,635 | 1,407,809 | 1,477,648 | 4.96% |

1.0% Auto Rental Tax - LART Fund

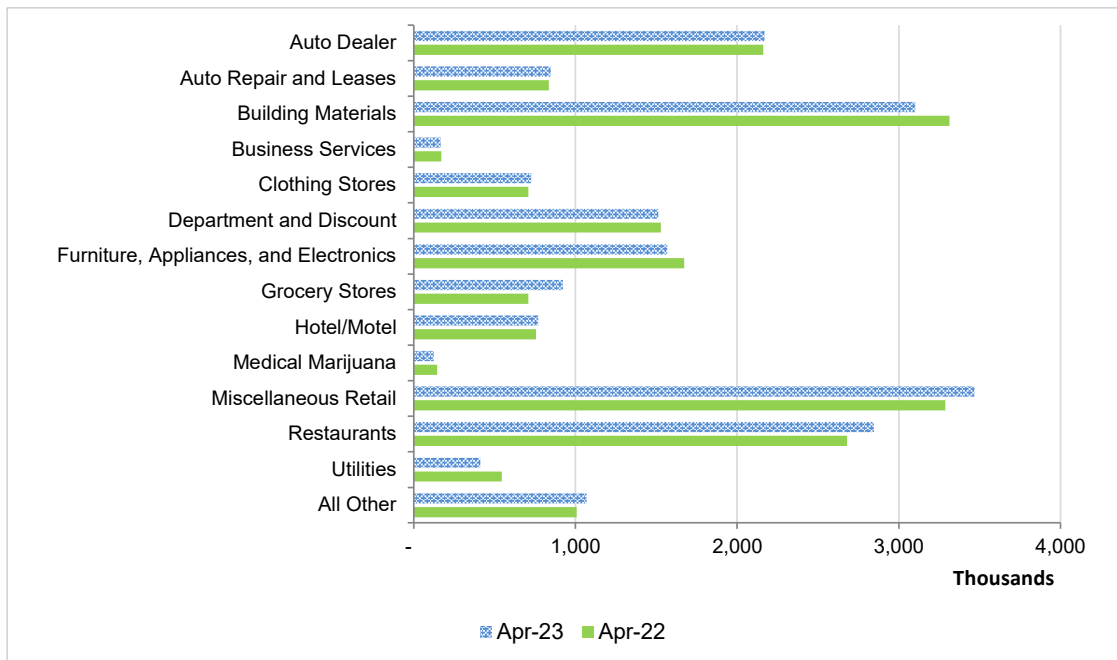
| <u>Month Paid to City</u> | <u>2019</u> | <u>2020</u> | <u>2021</u> | <u>2022</u> | <u>2023</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|--|
| February | 41,864 | 39,963 | 30,443 | 43,480 | 52,431 | 20.59% |
| March | 42,807 | 37,453 | 31,374 | 44,511 | 56,604 | 27.17% |
| April | 50,633 | 33,528 | 45,566 | 57,095 | 62,623 | 9.68% |
| Total (Year-to-Date) | 135,304 | 110,944 | 107,383 | 145,086 | 171,658 | 18.31% |

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



**Retail Industry Analysis
2.0% Sales Tax
April 2023 Compared with April 2022 Collections
for the March Filing Period**

| | 2023 | 2022 | Month-to-Month % of Change | Year-to-date % of Change |
|--|--------------|--------------|----------------------------|--------------------------|
| Auto Dealer | \$ 2,169,757 | \$ 2,161,660 | 0.37% | 5.71% |
| Auto Repair and Leases | \$ 847,174 | \$ 835,347 | 1.42% | 5.76% |
| Building Materials | \$ 3,100,887 | \$ 3,314,071 | (6.43%) | (9.31%) |
| Business Services | \$ 166,329 | \$ 170,840 | (2.64%) | 0.81% |
| Clothing Stores | \$ 726,525 | \$ 709,593 | 2.39% | 0.35% |
| Department and Discount | \$ 1,512,269 | \$ 1,529,170 | (1.11%) | (1.59%) |
| Furniture, Appliances, and Electronics | \$ 1,567,765 | \$ 1,673,711 | (6.33%) | (10.80%) |
| Grocery Stores | \$ 922,080 | \$ 710,157 | 29.84% | 13.05% |
| Hotel/Motel | \$ 770,824 | \$ 756,248 | 1.93% | 8.59% |
| Medical Marijuana | \$ 124,273 | \$ 145,272 | (14.45%) | (13.88%) |
| Miscellaneous Retail | \$ 3,468,709 | \$ 3,288,320 | 5.49% | 7.47% |
| Restaurants | \$ 2,846,131 | \$ 2,680,115 | 6.19% | 7.41% |
| Utilities | \$ 411,977 | \$ 545,489 | (24.48%) | (8.07%) |
| All Other | \$ 1,069,850 | \$ 1,008,631 | 6.07% | (0.01%) |



**Retail Industry Analysis
2.0% Sales Tax
April 2023 Percentage Collections by Industry
for the March Filing Period**

