



## Sales and Use Tax Revenue Report

This report reflects the Sales and Use Tax revenue remitted to the City in May 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.

|   |                     |
|---|---------------------|
| <b>2.0% Sales and Use Tax – General Fund</b>        | <b>\$19,010,722</b> |
| <b>0.57% 2C2 Road Tax</b>                           | <b>\$5,418,556</b>  |
| <b>0.4% Public Safety Sales and Use Tax – PSST</b>  | <b>\$3,802,144</b>  |
| <b>0.1% Trails, Open Space and Parks Tax – TOPS</b> | <b>\$950,536</b>    |

- Sales and use tax combined – down 6.56% for the month and down 0.52% year-to-date
- Sales tax – down 6.28% for the month and down 1.03% year-to-date
- Use tax – down 12.55% for the month and up 11.71% 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.

|                             |                  |
|-----------------------------|------------------|
| <b>2.0% Lodger’s Tax</b>    | <b>\$686,407</b> |
| <b>1.0% Auto Rental Tax</b> | <b>\$56,967</b>  |

- <sup>x</sup>LART Combined – down 23.56% for the month and down 5.25% year-to-date
- <sup>x</sup>Lodger’s Tax – down 25.18% for the month and down 6.93% year-to-date
- Auto Rental Tax – up 3.49% for the month and up 14.24% year-to-date

<sup>x</sup> May 2022 collections included delinquent payments for prior periods, which is one-time revenue and not reflective of that month’s activity. If these payments were removed from May 2022, Lodger’s Tax would show a decrease of 3.81% for the month and an increase of 2.01% year-to-date. LART combined would show a decrease of 3.29% for the month and an increase of 3.06% 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 |             |
|--|----------|---|-------------|
| Business Services                            | 38.89%   | Miscellaneous Retail                          | \$143,955   |
| Miscellaneous Retail                         | 5.40%    | Grocery Stores                                | \$37,632    |
| Grocery Stores                               | 4.58%    | Restaurants                                   | \$31,484    |
| Industries with the Largest Month % Decrease |          | Industries with the Largest Month \$ Decrease |             |
| Medical Marijuana                            | (18.19%) | Building Materials                            | (\$512,124) |
| Utilities                                    | (17.36%) | Auto Dealer                                   | (\$270,497) |
| Building Materials                           | (16.09%) | Utilities                                     | (\$74,106)  |

This report is available on our website at [coloradosprings.gov](http://coloradosprings.gov).



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

| <u>Month Paid to City</u>             | <u>2019</u>       | <u>2020</u>       | <u>2021</u>       | <u>2022</u>       | <u>2023</u>       | <u>% Over(Under)<br/>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%                                  |
| May                                   | 14,547,375        | 11,380,836        | 17,972,500        | 20,345,448        | 19,010,722        | (6.56%)                                |
| <b>Total (Year-to-Date)</b>           | <b>56,793,776</b> | <b>51,437,378</b> | <b>67,585,967</b> | <b>74,935,417</b> | <b>74,547,933</b> | <b>(0.52%)</b>                         |
| <b>Refunds<br/>(Year-to-Date)</b>     | <b>70,367</b>     | <b>336,727</b>    | <b>387,050</b>    | <b>254,347</b>    | <b>609,926</b>    |  |
| <b>Net Revenue<br/>(Year-to-Date)</b> | <b>56,723,409</b> | <b>51,100,651</b> | <b>67,198,917</b> | <b>74,681,070</b> | <b>73,938,007</b> |  |

**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<br/>Monthly % of<br/>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         | 19,010,722        | 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%   |
| <b>Total for Year</b>     | <b>13,636,338</b> | <b>186,289,844</b> | <b>231,164,344</b> | <b>247,792,362</b> | <b>74,547,933</b> | <b>100.00%</b>   |

\* 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 April 30\***

| <u>Month Paid to City</u>   | <u>2019</u>       | <u>2020</u>       | <u>2021</u>       | <u>2022</u>       | <u>2023</u>       | <u>% Over(Under)<br/>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%                                  |
| May                         | 13,943,782        | 10,763,507        | 17,302,367        | 19,433,829        | 18,213,525        | (6.28%)                                |
| <b>Total (Year-to-Date)</b> | <b>53,743,389</b> | <b>48,864,645</b> | <b>64,482,533</b> | <b>71,917,541</b> | <b>71,176,696</b> | <b>(1.03%)</b>                         |

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

| <u>Month Paid to City</u>   | <u>2019</u>      | <u>2020</u>      | <u>2021</u>      | <u>2022</u>      | <u>2023</u>      | <u>% Over(Under)<br/>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%                                 |
| May                         | 603,593          | 617,329          | 670,133          | 911,619          | 797,197          | (12.55%)                               |
| <b>Total (Year-to-Date)</b> | <b>3,050,387</b> | <b>2,572,733</b> | <b>3,103,434</b> | <b>3,017,876</b> | <b>3,371,237</b> | <b>11.71%</b>                          |

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



**2C/2C2 Road Tax<sup>1</sup>**  
**For Filing Period Ended April 30\***

|                                  | <b>2C - 0.62%</b>  |                    | <b>2C2 - 0.57%</b> |                    |                    |  |
|----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--|
| <b><u>Month Paid to City</u></b> | <b><u>2019</u></b> | <b><u>2020</u></b> | <b><u>2021</u></b> | <b><u>2022</u></b> | <b><u>2023</u></b> | <b><u>% Over(Under)</u></b><br><b><u>Previous Year</u></b> |
| 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%  |
| May                              | 4,508,287          | 3,527,905          | 5,124,653          | 5,799,085          | 5,418,556          | (6.56%)  |
| <b>Total (Year-to-Date)</b>      | <u>17,604,304</u>  | <u>15,951,913</u>  | <u>19,290,222</u>  | <u>21,359,507</u>  | <u>21,250,041</u>  | <u>(0.51%)</u>   |
| <b>Refunds</b>                   |                    |                    |                    |                    |                    |  |
| <b>(Year-to-Date)</b>            | <u>21,814</u>      | <u>104,382</u>     | <u>64,950</u>      | <u>76,829</u>      | <u>186,912</u>     |  |
| <b>Net Revenue</b>               |                    |                    |                    |                    |                    |  |
| <b>(Year-to-Date)</b>            | <u>17,582,490</u>  | <u>15,847,531</u>  | <u>19,225,272</u>  | <u>21,282,678</u>  | <u>21,063,129</u>  |  |

<sup>1</sup> 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 April 30\***

| <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><br><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%  |
| May   | 2,909,475         | 2,276,167         | 3,594,500         | 4,069,090         | 3,802,144         | (6.56%)                                      |
| <b>Total (Year-to-Date)</b>                 | <b>11,358,755</b> | <b>10,287,476</b> | <b>13,517,193</b> | <b>14,987,085</b> | <b>14,909,584</b> | <b>(0.52%)</b>                               |
| <b>Refunds</b><br><b>(Year-to-Date)</b>     | <b>14,073</b>     | <b>67,345</b>     | <b>41,912</b>     | <b>50,869</b>     | <b>121,985</b>    |  |
| <b>Net Revenue</b><br><b>(Year-to-Date)</b> | <b>11,344,682</b> | <b>10,220,131</b> | <b>13,475,281</b> | <b>14,936,216</b> | <b>14,787,599</b> |  |

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

| <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><br><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%  |
| May   | 727,369          | 569,042          | 898,625          | 1,017,271        | 950,536          | (6.56%)                                      |
| <b>Total (Year-to-Date)</b>                 | <b>2,839,689</b> | <b>2,571,869</b> | <b>3,379,298</b> | <b>3,746,769</b> | <b>3,727,396</b> | <b>(0.52%)</b>                               |
| <b>Refunds</b><br><b>(Year-to-Date)</b>     | <b>3,519</b>     | <b>16,846</b>    | <b>10,477</b>    | <b>12,712</b>    | <b>30,488</b>    |  |
| <b>Net Revenue</b><br><b>(Year-to-Date)</b> | <b>2,836,170</b> | <b>2,555,023</b> | <b>3,368,821</b> | <b>3,734,057</b> | <b>3,696,908</b> |  |

\* 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 April 30\***

| <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><br><u>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%  |
| May                         | 546,327          | 140,310          | 509,232          | 972,435 <sup>⌘</sup> | 743,374          | (23.56%)                                     |
| <b>Total (Year-to-Date)</b> | <b>1,836,591</b> | <b>1,103,552</b> | <b>1,592,250</b> | <b>2,525,330</b>     | <b>2,392,680</b> | <b>(5.25%)</b>                               |

**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)</u><br><u>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%  |
| May                         | 500,678          | 127,290        | 464,095          | 917,387 <sup>⌘</sup> | 686,407          | (25.18%)                                     |
| <b>Total (Year-to-Date)</b> | <b>1,655,638</b> | <b>979,589</b> | <b>1,439,730</b> | <b>2,325,196</b>     | <b>2,164,055</b> | <b>(6.93%)</b>                               |

**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)</u><br><u>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%  |
| May                         | 45,649         | 13,020         | 45,137         | 55,048         | 56,967         | 3.49%  |
| <b>Total (Year-to-Date)</b> | <b>180,953</b> | <b>123,964</b> | <b>152,520</b> | <b>200,134</b> | <b>228,625</b> | <b>14.24%</b>                                |

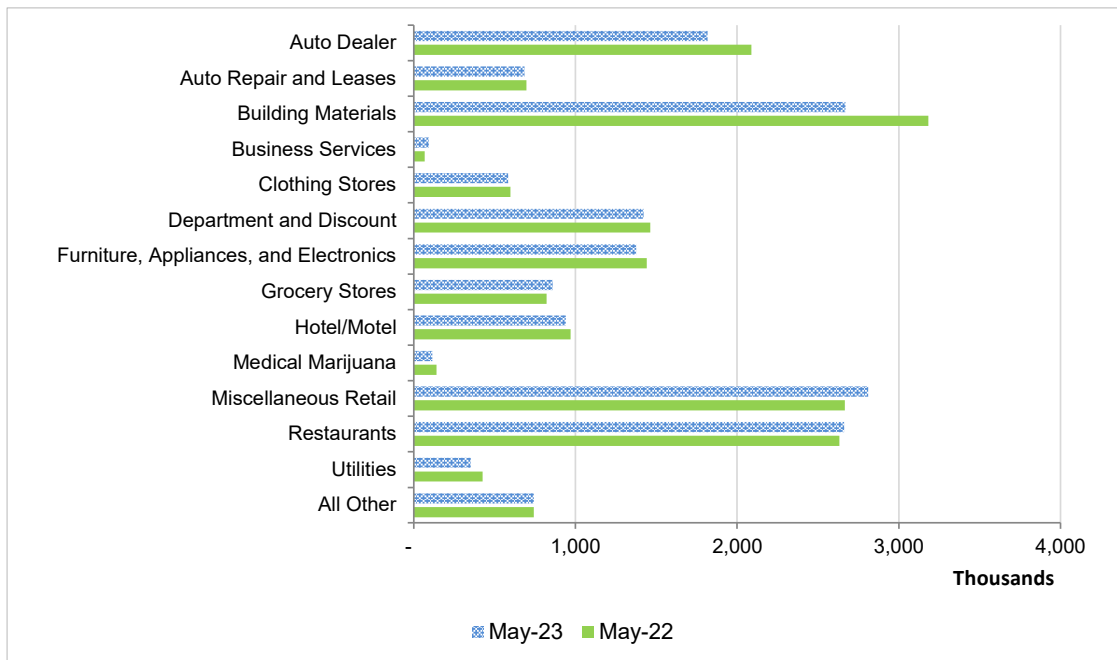
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⌘ May 2022 collections included delinquent payments for prior periods, which is one-time revenue and not reflective of that month's activity. If these payments were removed from the May 2022 Lodger's Tax would show a decrease of 3.81% for the month and an increase of 2.01% year-to-date. LART combined would show a decrease of 3.29% for the month and an increase of 3.06% year-to-date.



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

|  | 2023         | 2022         | Month-to-Month % of Change | Year-to-date % of Change |
|--|--------------|--------------|----------------------------|--------------------------|
| Auto Dealer                            | \$ 1,818,108 | \$ 2,088,605 | (12.95%)                   | 0.46%                    |
| Auto Repair and Leases                 | \$ 686,131   | \$ 697,385   | (1.61%)                    | 3.88%                    |
| Building Materials                     | \$ 2,670,617 | \$ 3,182,741 | (16.09%)                   | (11.23%)                 |
| Business Services                      | \$ 94,004    | \$ 67,684    | 38.89%                     | 7.38%                    |
| Clothing Stores                        | \$ 584,208   | \$ 598,440   | (2.38%)                    | (0.38%)                  |
| Department and Discount                | \$ 1,421,115 | \$ 1,464,216 | (2.94%)                    | (1.95%)                  |
| Furniture, Appliances, and Electronics | \$ 1,376,274 | \$ 1,442,376 | (4.58%)                    | (9.29%)                  |
| Grocery Stores                         | \$ 859,579   | \$ 821,947   | 4.58%                      | 10.76%                   |
| Hotel/Motel                            | \$ 940,837   | \$ 969,984   | (3.00%)                    | 4.49%                    |
| Medical Marijuana                      | \$ 116,128   | \$ 141,946   | (18.19%)                   | (15.00%)                 |
| Miscellaneous Retail                   | \$ 2,810,650 | \$ 2,666,695 | 5.40%                      | 6.95%                    |
| Restaurants                            | \$ 2,663,364 | \$ 2,631,880 | 1.20%                      | 5.72%                    |
| Utilities                              | \$ 352,779   | \$ 426,885   | (17.36%)                   | (10.13%)                 |
| All Other                              | \$ 742,077   | \$ 742,706   | (0.08%)                    | (0.03%)                  |



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

