



## Sales and Use Tax Revenue Report

### Revenues remitted to City in November 2016

This report reflects the Sales and Use Tax revenue remitted to the City in November 2016. 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.

<b>2.0% Sales and Use Tax – General Fund</b>	<b>\$14,139,217</b>
<b>0.62% 2C Road Tax</b>	<b>\$4,370,897</b>
<b>0.4% Public Safety Sales and Use Tax – PSST</b>	<b>\$2,827,844</b>
<b>0.1% Trails, Open Space and Parks Tax – TOPS</b>	<b>\$706,960</b>

- Sales and use tax combined – up 12.54% for the month and up 7.94% year-to-date
- Sales tax – up 15.13% for the month and up 8.32% year-to-date
- Use tax – down 22.69% for the month and up 1.55% 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.

<b>2.0% Lodger's Tax</b>	<b>\$465,962</b>
<b>1.0% Auto Rental Tax</b>	<b>\$46,453</b>

- LART Combined – up 12.76% for the month and up 14.51% year-to-date
- Lodger's Tax – up 12.44% for the month and up 15.18% year-to-date
- Auto Rental Tax – up 16.06% for the month and up 7.55% year-to-date

Below are the highlights of the analysis that compares current sales tax collections by major industry with the prior year. Beginning with the first report for 2016 activity, industry analysis is reported based upon the 2.0% General Fund sales tax rate.

Industries with Largest Month over Month % Increase	Industries with Largest Month over Month \$ Increase
Commercial Machines 134.48%	Building Materials \$439,422
Building Materials 33.59%	Commercial Machines \$253,385
Furniture, Appliances, and Electronics 29.70%	Furniture, Appliances, and Electronics \$176,536
Industries with Largest Month over Month % Decrease	Industries with Largest Month over Month \$ Decrease
Department and Discount (7.39%)	Department and Discount (\$80,981)
Utilities (4.96%)	Utilities (\$12,387)

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



**2.0% Combined Sales and Use Tax - General Fund**  
**For Filing Period Ended October 31, 2016\***

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	8,129,772	9,705,977	9,716,339	9,706,324	10,490,529	8.08%
March	9,048,100	9,665,221	9,547,747	10,336,828	10,688,559	3.40%
April	10,658,023	11,052,923	11,725,868	12,342,059	12,710,215	2.98%
May	9,878,312	10,210,765	10,472,202	11,621,048	12,069,433	3.86%
June	10,265,022	10,894,780	12,056,689	12,064,442	12,641,363	4.78%
July	11,601,389	12,333,440	13,760,241	14,097,861	15,591,001	10.59%
August	10,726,772	11,122,002	11,996,628	13,166,898	13,314,854	1.12%
September	11,076,614	11,340,506	12,783,365	12,487,802	14,750,276	18.12%
October	11,565,523	11,937,140	12,888,589	13,853,333	15,546,825	12.22%
November	10,423,638	11,059,375	11,604,597	12,563,927	14,139,217	12.54%
<b>Total (Year-to-Date)</b>	<b>103,373,165</b>	<b>109,322,129</b>	<b>116,552,266</b>	<b>122,240,523</b>	<b>131,942,272</b>	<b>7.94%</b>
<b>Refunds (Year-to-Date)</b>	<b>439,553</b>	<b>401,810</b>	<b>824,418</b>	<b>847,768</b>	<b>1,100,423</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>102,933,612</b>	<b>108,920,319</b>	<b>115,727,848</b>	<b>121,392,755</b>	<b>130,841,849</b>	

**2.0% Combined Sales and Use Tax - General Fund**

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2012 through 2015 Average Monthly % of Annual Collections</u>
February	8,129,772	9,705,977	9,716,339	9,706,324	10,490,529	6.75%
March	9,048,100	9,665,221	9,547,747	10,336,828	10,688,559	7.00%
April	10,658,023	11,052,923	11,725,868	12,342,059	12,710,215	8.30%
May	9,878,312	10,210,765	10,472,202	11,621,048	12,069,433	7.65%
June	10,265,023	10,894,780	12,056,690	12,064,442	12,641,363	8.21%
July	11,601,389	12,333,440	13,760,241	14,097,861	15,591,001	9.39%
August	10,726,772	11,122,002	11,996,628	13,166,898	13,314,854	8.52%
September	11,076,614	11,340,506	12,783,365	12,487,802	14,750,276	8.64%
October	11,565,523	11,937,140	12,888,589	13,853,333	15,546,825	9.11%
November	10,423,638	11,059,375	11,604,597	12,563,927	14,139,217	8.27%
December	10,082,204	10,763,691	11,047,401	11,597,062		7.88%
January	13,470,302	13,982,574	14,502,485	14,820,707		10.29%
<b>Total for Year</b>	<b>126,925,672</b>	<b>134,068,394</b>	<b>142,102,153</b>	<b>148,658,292</b>	<b>131,942,272</b>	<b>100.00%</b>

\* 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 October 31, 2016\***

<b>Month Paid to City</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>% Over(Under) Previous Year</b>
February	7,805,280	9,236,992	9,278,479	9,076,295	9,895,629	9.03%
March	8,634,042	8,889,666	9,057,555	9,862,438	9,928,804	0.67%
April	10,096,254	10,466,694	10,958,358	11,722,804	11,921,924	1.70%
May	9,317,706	9,676,668	9,936,052	10,896,750	11,468,945	5.25%
June	9,753,118	10,397,675	11,439,443	11,458,356	12,102,306	5.62%
July	10,759,070	11,501,560	12,781,174	13,238,208	14,796,623	11.77%
August	10,161,663	10,464,702	11,322,704	12,500,282	12,760,099	2.08%
September	10,552,166	10,760,358	11,999,898	11,842,621	13,905,753	17.42%
October	10,920,496	11,091,098	12,037,036	12,992,719	14,633,829	12.63%
November	9,860,572	10,406,981	10,911,729	11,702,016	13,472,887	15.13%
<b>Total (Year-to-Date)</b>	<b>97,860,366</b>	<b>102,892,394</b>	<b>109,722,428</b>	<b>115,292,490</b>	<b>124,886,799</b>	<b>8.32%</b>

**2.0% Use Tax - General Fund**  
**For Filing Period Ended October 31, 2016\***

<b>Month Paid to City</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>% Over(Under) Previous Year</b>
February	324,492	468,985	437,859	630,029	594,900	(5.58%)
March	414,058	775,556	490,192	474,390	759,755	60.15%
April	561,769	586,229	767,511	619,255	788,291	27.30%
May	560,606	534,097	536,150	724,298	600,488	(17.09%)
June	511,904	497,105	617,246	606,086	539,057	(11.06%)
July	842,319	831,881	979,067	859,653	794,378	(7.59%)
August	565,109	657,301	673,924	666,616	554,755	(16.78%)
September	524,449	580,148	783,468	645,181	844,523	30.90%
October	645,028	846,042	851,554	860,614	912,996	6.09%
November	563,065	652,394	692,868	861,911	666,330	(22.69%)
<b>Total (Year-to-Date)</b>	<b>5,512,799</b>	<b>6,429,740</b>	<b>6,829,840</b>	<b>6,948,033</b>	<b>7,055,473</b>	<b>1.55%</b>



**0.62% 2C Road Tax**  
For Filing Period Ended October 31, 2016\*

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2012 through 2015 Monthly Average % of Annual Collections**</u>
February	-	-	-	-	3,037,921	6.75%
March	-	-	-	-	3,261,257	7.00%
April	-	-	-	-	3,924,909	8.30%
May	-	-	-	-	3,721,454	7.65%
June	-	-	-	-	3,909,675	8.21%
July	-	-	-	-	4,822,190	9.39%
August	-	-	-	-	4,117,193	8.52%
September	-	-	-	-	4,477,855	8.64%
October	-	-	-	-	4,789,152	9.11%
November	-	-	-	-	4,370,897	8.27%
December	-	-	-	-	-	7.88%
January	-	-	-	-	-	10.29%
<b>Total (Year-to-Date)</b>	-	-	-	-	40,432,503	100.00%
<b>Refunds (Year-to-Date)</b>	-	-	-	-	22,193	
<b>Net Revenue (Year-to-Date)</b>	-	-	-	-	40,410,310	

\*\* These percentages represent the average monthly collections in comparison to the full year's collections. See page 2 of this report for the details.



FINANCE DEPARTMENT  
SALES TAX DIVISION

**0.4% Public Safety Sales and Use Tax - PSST**  
**For Filing Period Ended October 31, 2016\***

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	1,625,954	1,941,195	1,943,268	1,941,265	2,098,106	8.08%
March	1,809,620	1,933,044	1,909,549	2,067,366	2,137,713	3.40%
April	2,131,605	2,210,584	2,345,174	2,468,412	2,542,043	2.98%
May	1,975,662	2,042,154	2,094,442	2,324,210	2,413,887	3.86%
June	2,053,004	2,178,956	2,411,338	2,412,888	2,528,273	4.78%
July	2,320,277	2,466,688	2,752,048	2,819,572	3,118,200	10.59%
August	2,145,354	2,224,400	2,399,325	2,633,380	2,662,971	1.12%
September	2,215,323	2,268,101	2,556,673	2,497,560	2,950,055	18.12%
October	2,313,105	2,387,428	2,577,717	2,770,667	3,109,365	12.22%
November	2,084,727	2,211,875	2,320,919	2,512,785	2,827,844	12.54%
<b>Total (Year-to-Date)</b>	<b>20,674,632</b>	<b>21,864,425</b>	<b>23,310,453</b>	<b>24,448,105</b>	<b>26,388,456</b>	<b>7.94%</b>
<b>Refunds (Year-to-Date)</b>	<b>90,412</b>	<b>79,833</b>	<b>163,993</b>	<b>165,319</b>	<b>207,921</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>20,584,220</b>	<b>21,784,592</b>	<b>23,146,460</b>	<b>24,282,786</b>	<b>26,180,535</b>	

**0.1% Trails, Open Space and Parks Tax - TOPS**  
**For Filing Period Ended October 31, 2016\***

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	406,489	485,299	485,817	485,316	524,526	8.08%
March	452,405	483,261	477,386	516,841	534,427	3.40%
April	532,901	552,646	586,293	617,103	635,511	2.98%
May	493,916	510,538	523,610	581,052	603,472	3.86%
June	513,251	544,740	602,834	603,222	632,068	4.78%
July	580,070	616,672	688,012	704,893	779,550	10.59%
August	536,339	556,101	599,831	658,345	665,743	1.12%
September	553,831	567,025	639,169	624,390	737,514	18.12%
October	578,276	596,857	644,429	692,667	777,343	12.22%
November	521,181	552,969	580,230	628,196	706,960	12.54%
<b>Total (Year-to-Date)</b>	<b>5,168,658</b>	<b>5,466,108</b>	<b>5,827,611</b>	<b>6,112,025</b>	<b>6,597,113</b>	<b>7.94%</b>
<b>Refunds (Year-to-Date)</b>	<b>21,917</b>	<b>19,958</b>	<b>41,222</b>	<b>46,626</b>	<b>52,088</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>5,146,741</b>	<b>5,446,150</b>	<b>5,786,389</b>	<b>6,065,399</b>	<b>6,545,025</b>	



**Lodger's and Auto Rental Tax (LART) - LART Fund**  
For Filing Period Ended October 31, 2016\*

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	178,513	195,110	197,826	220,065	263,879	19.91%
March	215,287	216,275	241,727	230,045	281,289	22.28%
April	234,893	234,619	251,084	288,866	353,453	22.36%
May	286,854	287,035	268,044	358,377	403,239	12.52%
June	356,980	377,172	428,539	491,411	491,538	0.03%
July	494,570	506,300	529,965	599,878	711,755	18.65%
August	466,451	510,501	599,605	700,126	804,668	14.93%
September	489,433	515,504	593,084	618,183	734,429	18.80%
October	413,185	407,941	470,388	567,254	628,950	10.88%
November	358,882	346,560	399,351	454,444	512,415	12.76%
<b>Total (Year-to-Date)</b>	<b>3,495,048</b>	<b>3,597,017</b>	<b>3,979,613</b>	<b>4,528,649</b>	<b>5,185,615</b>	<b>14.51%</b>

**2.0% Lodger's Tax - LART Fund**

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	151,961	167,450	167,740	193,452	226,382	17.02%
March	187,000	189,774	212,907	193,951	246,039	26.86%
April	202,321	204,715	216,115	252,028	315,002	24.99%
May	258,683	255,705	237,565	324,022	367,964	13.56%
June	325,617	342,136	391,269	444,329	455,421	2.50%
July	455,462	471,907	489,101	558,831	668,890	19.69%
August	419,493	468,519	550,141	649,496	757,310	16.60%
September	438,961	464,794	540,912	570,261	674,613	18.30%
October	378,677	377,325	430,121	527,536	577,503	9.47%
November	323,656	314,588	358,765	414,420	465,962	12.44%
<b>Total (Year-to-Date)</b>	<b>3,141,831</b>	<b>3,256,913</b>	<b>3,594,636</b>	<b>4,128,326</b>	<b>4,755,086</b>	<b>15.18%</b>

**1.0% Auto Rental Tax - LART Fund**

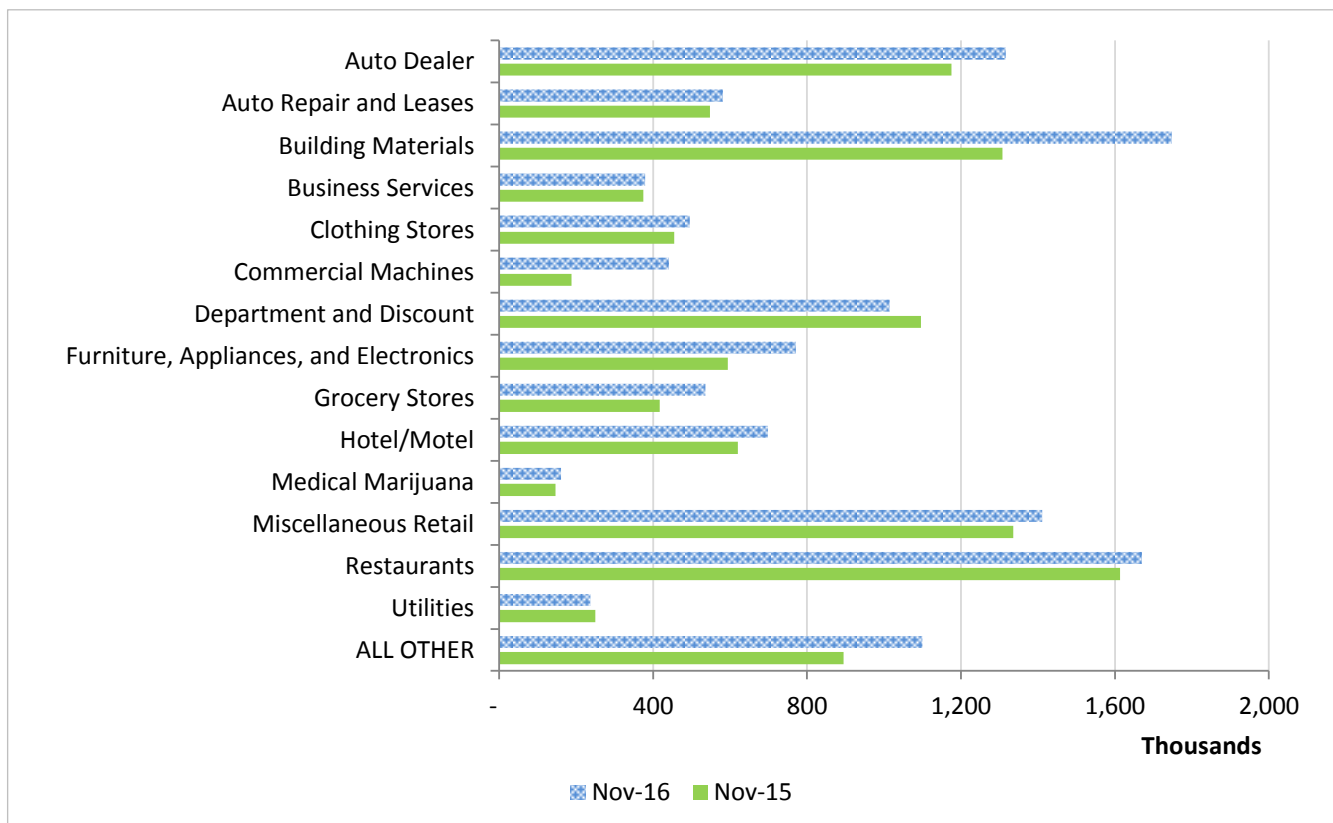
<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	26,552	27,660	30,086	26,613	37,497	40.90%
March	28,287	26,501	28,820	36,094	35,250	(2.34%)
April	32,572	29,904	34,969	36,838	38,451	4.38%
May	28,171	31,330	30,479	34,355	35,275	2.68%
June	31,363	35,036	37,270	47,082	36,117	(23.29%)
July	39,108	34,393	40,864	41,047	42,865	4.43%
August	46,958	41,982	49,464	50,630	47,358	(6.46%)
September	50,472	50,710	52,172	47,922	59,816	24.82%
October	34,508	30,616	40,267	39,718	51,447	29.53%
November	35,226	31,972	40,586	40,024	46,453	16.06%
<b>Total (Year-to-Date)</b>	<b>353,217</b>	<b>340,104</b>	<b>384,977</b>	<b>400,323</b>	<b>430,529</b>	<b>7.55%</b>



**Retail Industry Analysis**  
**2.0% Sales Tax**  
**November 2016 Compared with November 2015 Collections**  
**for the October Filing Period**

	2016*	2015*	Month-to-Month % of Change	Year-to-date % of Change
Auto Dealer	\$ 1,316,335	\$ 1,175,167	12.01%	6.67%
Auto Repair and Leases	\$ 581,944	\$ 548,013	6.19%	5.79%
Building Materials	\$ 1,747,422	\$ 1,308,000	33.59%	15.37%
Business Services	\$ 379,092	\$ 374,536	1.22%	29.87%
Clothing Stores	\$ 495,143	\$ 454,673	8.90%	8.60%
Commercial Machines	\$ 441,798	\$ 188,413	134.48%	13.23%
Department and Discount	\$ 1,014,913	\$ 1,095,894	(7.39%)	(4.82%)
Furniture, Appliances, and Electronics	\$ 770,938	\$ 594,402	29.70%	5.11%
Grocery Stores	\$ 536,253	\$ 417,322	28.50%	20.55%
Hotel/Motel	\$ 698,276	\$ 619,907	12.64%	15.95%
Medical Marijuana	\$ 160,939	\$ 146,665	9.73%	19.63%
Miscellaneous Retail	\$ 1,410,967	\$ 1,335,922	5.62%	5.49%
Restaurants	\$ 1,669,938	\$ 1,613,246	3.51%	3.61%
Utilities	\$ 237,514	\$ 249,901	(4.96%)	(8.89%)

\*Beginning with the first report for 2016 activity, industry analysis will be reported based upon the 2.0% General Fund sales tax rate.





**Retail Industry Analysis**  
**2.0% Sales Tax**  
**November 2016 Compared with November 2015 Collections**  
**for the October Filing Period**

