



Sales and Use Tax Revenue Report

Revenues remitted to City in October 2017

This report reflects the Sales and Use Tax revenue remitted to the City in October 2017. 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	\$15,964,795
0.62% 2C Road Tax	\$4,947,115
0.4% Public Safety Sales and Use Tax – PSST	\$3,192,959
0.1% Trails, Open Space and Parks Tax – TOPS	\$798,242

- Sales and use tax combined – up 2.69% for the month and up 6.23% year-to-date
- Sales tax – down 0.40% for the month and up 5.95% year-to-date
- Use tax – up 52.11% for the month and up 11.01% 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	\$668,962
1.0% Auto Rental Tax	\$44,880

- LART Combined – up 13.50% for the month and up 14.67% year-to-date
- Lodger's Tax – up 15.84% for the month and up 15.73% year-to-date
- Auto Rental Tax – down 12.76% for the month and up 2.87% 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	14.08%	Hotel/Motel	\$110,648
Hotel/Motel	13.42%	Miscellaneous Retail	\$101,014
Utilities	12.99%	Restaurants	\$45,567
Industries with Largest Month over Month % Decrease		Industries with Largest Month over Month \$ Decrease	
Commercial Machines	(26.08%)	Building Materials	(\$226,624)
Auto Dealer	(14.58%)	Auto Dealer	(\$210,336)
Building Materials	(12.58%)	Commercial Machines	(\$110,441)

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>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>% Over(Under) Previous Year</u>
February	9,705,977	9,716,339	9,706,324	10,490,529	11,692,339	11.46%
March	9,665,221	9,547,747	10,336,828	10,688,559	11,586,037	8.40%
April	11,052,923	11,725,868	12,342,059	12,710,215	14,799,738	16.44%
May	10,210,765	10,472,202	11,621,048	12,069,433	13,056,800	8.18%
June	10,894,780	12,056,689	12,064,442	12,641,363	13,953,991	10.38%
July	12,333,440	13,760,241	14,097,861	15,591,001	16,242,918	4.18%
August	11,122,002	11,996,628	13,166,898	13,314,854	13,884,315	4.28%
September	11,340,506	12,783,365	12,487,802	14,750,276	13,956,532	(5.38%)
October	11,937,140	12,888,589	13,853,333	15,546,825	15,964,795	2.69%
Total (Year-to-Date)	98,262,754	104,947,668	109,676,596	117,803,055	125,137,466	6.23%
Refunds (Year-to-Date)	397,155	711,799	844,321	1,009,128	222,394	
Net Revenue (Year-to-Date)	97,865,599	104,235,869	108,832,275	116,793,927	124,915,072	

2.0% Combined Sales and Use Tax - General Fund

<u>Month Paid to City</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2013 through 2016 Average Monthly % of Annual Collections</u>
February	9,705,977	9,716,339	9,706,324	10,490,529	11,692,339	6.75%
March	9,665,221	9,547,747	10,336,828	10,688,559	11,586,037	6.86%
April	11,052,923	11,725,868	12,342,059	12,710,215	14,799,738	8.15%
May	10,210,765	10,472,202	11,621,048	12,069,433	13,056,800	7.56%
June	10,894,780	12,056,690	12,064,442	12,641,363	13,953,991	8.12%
July	12,333,440	13,760,241	14,097,861	15,591,001	16,242,918	9.50%
August	11,122,002	11,996,628	13,166,898	13,314,854	13,884,315	8.45%
September	11,340,506	12,783,365	12,487,802	14,750,276	13,956,532	8.75%
October	11,937,140	12,888,589	13,853,333	15,546,825	15,964,795	9.24%
November	11,059,375	11,604,597	12,563,927	14,139,217		8.41%
December	10,763,691	11,047,401	11,597,062	13,573,308		8.01%
January	13,982,574	14,502,485	14,820,707	16,551,945		10.20%
Total for Year	134,068,394	142,102,153	148,658,292	162,067,524	125,137,466	100.00%

* 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 September 30***

<u>Month Paid to City</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>% Over(Under) Previous Year</u>
February	9,236,992	9,278,479	9,076,295	9,895,629	11,120,150	12.37%
March	8,889,666	9,057,555	9,862,438	9,928,804	10,958,522	10.37%
April	10,466,694	10,958,358	11,722,804	11,921,924	13,852,072	16.19%
May	9,676,668	9,936,052	10,896,750	11,468,945	12,285,535	7.12%
June	10,397,675	11,439,443	11,458,356	12,102,306	13,381,002	10.57%
July	11,501,560	12,781,174	13,238,208	14,796,623	15,178,386	2.58%
August	10,464,702	11,322,704	12,500,282	12,760,099	13,353,405	4.65%
September	10,760,358	11,999,898	11,842,621	13,905,753	13,340,039	(4.07%)
October	11,091,098	12,037,036	12,992,719	14,633,829	14,576,023	(0.40%)
Total (Year-to-Date)	92,485,412	98,810,699	103,590,474	111,413,912	118,045,134	5.95%

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

<u>Month Paid to City</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>% Over(Under) Previous Year</u>
February	468,985	437,859	630,029	594,900	572,189	(3.82%)
March	775,556	490,192	474,390	759,755	627,515	(17.41%)
April	586,229	767,511	619,255	788,291	947,666	20.22%
May	534,097	536,150	724,298	600,488	771,265	28.44%
June	497,105	617,246	606,086	539,057	572,989	6.29%
July	831,881	979,067	859,653	794,378	1,064,532	34.01%
August	657,301	673,924	666,616	554,755	530,910	(4.30%)
September	580,148	783,468	645,181	844,523	616,494	(27.00%)
October	846,042	851,554	860,614	912,996	1,388,771	52.11%
Total (Year-to-Date)	5,777,346	6,136,972	6,086,122	6,389,142	7,092,331	11.01%



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

<u>Month Paid to City</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>% Over(Under)</u> <u>Previous Year</u>
February	-	-	-	3,037,921	3,619,264	19.14%
March	-	-	-	3,261,257	3,587,521	10.00%
April	-	-	-	3,924,909	4,583,109	16.77%
May	-	-	-	3,721,454	4,044,200	8.67%
June	-	-	-	3,909,675	4,323,838	10.59%
July	-	-	-	4,822,190	5,051,037	4.75%
August	-	-	-	4,117,193	4,302,352	4.50%
September	-	-	-	4,477,855	4,324,343	(3.43%)
October	-	-	-	4,789,152	4,947,115	3.30%
Total (Year-to-Date)	-	-	-	36,061,606	38,782,779	7.55%
Refunds						
(Year-to-Date)		-	-	16,626	55,960	
Net Revenue						
(Year-to-Date)	-	-	-	36,044,980	38,726,819	



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

<u>Month Paid to City</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>% Over(Under) Previous Year</u>
February	1,941,195	1,943,268	1,941,265	2,098,106	2,338,468	11.46%
March	1,933,044	1,909,549	2,067,366	2,137,713	2,317,208	8.40%
April	2,210,584	2,345,174	2,468,412	2,542,043	2,959,948	16.44%
May	2,042,154	2,094,442	2,324,210	2,413,887	2,611,360	8.18%
June	2,178,956	2,411,338	2,412,888	2,528,273	2,790,798	10.38%
July	2,466,688	2,752,048	2,819,572	3,118,200	3,248,583	4.18%
August	2,224,400	2,399,325	2,633,380	2,662,971	2,776,863	4.28%
September	2,268,101	2,556,673	2,497,560	2,950,055	2,791,306	(5.38%)
October	2,387,428	2,577,717	2,770,667	3,109,365	3,192,959	2.69%
Total (Year-to-Date)	19,652,550	20,989,534	21,935,320	23,560,612	25,027,493	6.23%
Refunds (Year-to-Date)	78,902	141,469	164,629	189,662	44,480	
Net Revenue (Year-to-Date)	19,573,648	20,848,065	21,770,691	23,370,950	24,983,013	

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

<u>Month Paid to City</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>% Over(Under) Previous Year</u>
February	485,299	485,817	485,316	524,526	584,616	11.46%
March	483,261	477,386	516,841	534,427	579,301	8.40%
April	552,646	586,293	617,103	635,511	739,987	16.44%
May	510,538	523,610	581,052	603,472	652,840	8.18%
June	544,740	602,834	603,222	632,068	697,700	10.38%
July	616,672	688,012	704,893	779,550	812,146	4.18%
August	556,101	599,831	658,345	665,743	694,216	4.28%
September	567,025	639,169	624,390	737,514	697,827	(5.38%)
October	596,857	644,429	692,667	777,343	798,242	2.69%
Total (Year-to-Date)	4,913,139	5,247,381	5,483,829	5,890,154	6,256,873	6.23%
Refunds (Year-to-Date)	19,725	35,591	46,454	47,522	11,124	
Net Revenue (Year-to-Date)	4,893,414	5,211,790	5,437,375	5,842,632	6,245,749	



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

<u>Month Paid to City</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>% Over(Under) Previous Year</u>
February	195,110	197,826	220,065	263,879	281,749	6.77%
March	216,275	241,727	230,045	281,289	301,850	7.31%
April	234,619	251,084	288,866	353,453	492,262	39.27%
May	287,035	268,044	358,377	403,239	492,094	22.04%
June	377,172	428,539	491,411	491,538	588,012	19.63%
July	506,300	529,965	599,878	711,755	825,485	15.98%
August	510,501	599,605	700,126	804,668	885,980	10.11%
September	515,504	593,084	618,183	734,429	777,623	5.88%
October	407,941	470,388	567,254	628,950	713,843	13.50%
Total (Year-to-Date)	3,250,457	3,580,262	4,074,205	4,673,200	5,358,897	14.67%

2.0% Lodger's Tax - LART Fund

<u>Month Paid to City</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>% Over(Under) Previous Year</u>
February	167,450	167,740	193,452	226,382	241,598	6.72%
March	189,774	212,907	193,951	246,039	265,596	7.95%
April	204,715	216,115	252,028	315,002	452,797	43.74%
May	255,705	237,565	324,022	367,964	455,126	23.69%
June	342,136	391,269	444,329	455,421	547,410	20.20%
July	471,907	489,101	558,831	668,890	775,271	15.90%
August	468,519	550,141	649,496	757,310	833,120	10.01%
September	464,794	540,912	570,261	674,613	723,924	7.31%
October	377,325	430,121	527,536	577,503	668,962	15.84%
Total (Year-to-Date)	2,942,325	3,235,871	3,713,906	4,289,124	4,963,805	15.73%

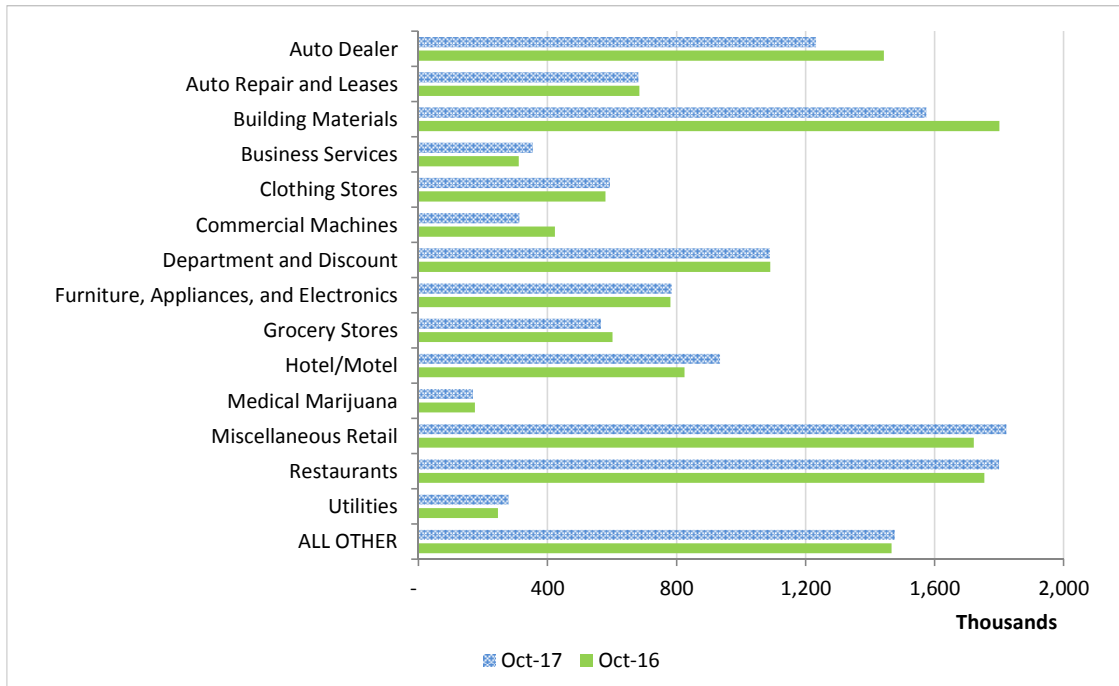
1.0% Auto Rental Tax - LART Fund

<u>Month Paid to City</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>% Over(Under) Previous Year</u>
February	27,660	30,086	26,613	37,497	40,151	7.08%
March	26,501	28,820	36,094	35,250	36,255	2.85%
April	29,904	34,969	36,838	38,451	39,465	2.64%
May	31,330	30,479	34,355	35,275	36,967	4.80%
June	35,036	37,270	47,082	36,117	40,602	12.42%
July	34,393	40,864	41,047	42,865	50,214	17.14%
August	41,982	49,464	50,630	47,358	52,858	11.62%
September	50,710	52,172	47,922	59,816	53,699	(10.23%)
October	30,616	40,267	39,718	51,447	44,880	(12.76%)
Total (Year-to-Date)	308,132	344,391	360,299	384,076	395,092	2.87%



**Retail Industry Analysis
2.0% Sales Tax
October 2017 Compared with October 2016 Collections
for the September Filing Period**

	2017	2016	Month-to-Month % of Change	Year-to-date % of Change
Auto Dealer	\$ 1,232,290	\$ 1,442,626	(14.58%)	(3.79%)
Auto Repair and Leases	\$ 682,334	\$ 684,713	(0.35%)	6.57%
Building Materials	\$ 1,574,854	\$ 1,801,478	(12.58%)	17.26%
Business Services	\$ 354,587	\$ 310,817	14.08%	(23.92%)
Clothing Stores	\$ 593,289	\$ 579,421	2.39%	4.63%
Commercial Machines	\$ 312,967	\$ 423,408	(26.08%)	(8.09%)
Department and Discount	\$ 1,089,477	\$ 1,090,979	(0.14%)	(3.50%)
Furniture, Appliances, and Electronics	\$ 784,957	\$ 781,060	0.50%	4.37%
Grocery Stores	\$ 566,200	\$ 601,899	(5.93%)	12.57%
Hotel/Motel	\$ 935,011	\$ 824,363	13.42%	17.47%
Medical Marijuana	\$ 169,381	\$ 175,219	(3.33%)	7.04%
Miscellaneous Retail	\$ 1,822,562	\$ 1,721,547	5.87%	8.22%
Restaurants	\$ 1,799,949	\$ 1,754,382	2.60%	7.22%
Utilities	\$ 278,640	\$ 246,615	12.99%	12.09%



**Retail Industry Analysis
2.0% Sales Tax
October 2017 Compared with October 2016 Collections
for the September Filing Period**

