



## Sales and Use Tax Revenue Report

This report reflects the Sales and Use Tax revenue remitted to the City in March 2021. 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 0.57% 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>\$14,845,098</b> |
| <b>0.57% 2C2 Road Tax</b>                           | <b>\$4,242,383</b>  |
| <b>0.4% Public Safety Sales and Use Tax – PSST</b>  | <b>\$2,969,019</b>  |
| <b>0.1% Trails, Open Space and Parks Tax – TOPS</b> | <b>\$742,255</b>    |

- Sales and use tax combined – up 18.54% for the month and up 13.91% year-to-date
- Sales tax – up 18.65% for the month and up 13.96% year-to-date
- Use tax – up 16.57% for the month and 12.74% 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>\$273,105</b> |
| <b>1.0% Auto Rental Tax</b> | <b>\$31,374</b>  |

- LART Combined – down 19.62% for the month and down 19.27% year-to-date
- Lodger's Tax – down 19.99% for the month and down 19.17% year-to-date
- Auto Rental Tax – down 16.23% for the month and down 20.15% 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 |             |
|--|----------|---|-------------|
| Miscellaneous Retail                     | 60.26%   | Miscellaneous Retail                      | \$836,048   |
| Building Materials                       | 41.22%   | Building Materials                        | \$492,175   |
| Commercial Machines                      | 36.33%   | Furniture/Appliances/Electronics          | \$186,552   |
| Industries with Largest Month % Decrease |          | Industries with Largest Month \$ Decrease |             |
| Hotel/Motel                              | (35.13%) | Hotel/Motel                               | (\$168,731) |
| Clothing                                 | (7.61%)  | Clothing                                  | (\$33,467)  |

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 February 28\***

| <u>Month Paid to City</u>             | <u>2017</u>       | <u>2018</u>       | <u>2019</u>       | <u>2020</u>       | <u>2021</u>       | <u>% Over(Under)<br/>Previous Year</u> |
|---------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--|
| February                              | 11,692,339        | 12,681,848        | 13,636,338        | 13,521,560        | 14,820,872        | 9.61%                                  |
| March                                 | 11,586,037        | 12,255,400        | 12,328,400        | 12,522,762        | 14,845,098        | 18.54%                                 |
| <b>Total (Year-to-Date)</b>           | <b>23,278,376</b> | <b>24,937,248</b> | <b>25,964,738</b> | <b>26,044,322</b> | <b>29,665,970</b> | <b>13.91%</b>                          |
| <b>Refunds<br/>(Year-to-Date)</b>     | <b>28,799</b>     | <b>150,544</b>    | <b>15,336</b>     | <b>108,179</b>    | <b>185,662</b>    |  |
| <b>Net Revenue<br/>(Year-to-Date)</b> | <b>23,249,577</b> | <b>24,786,704</b> | <b>25,949,402</b> | <b>25,936,143</b> | <b>29,480,308</b> |  |

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

| <u>Month Paid to City</u> | <u>2017</u>        | <u>2018</u>        | <u>2019</u>        | <u>2020</u>        | <u>2021</u>       | <u>2017 - 2020 Average<br/>Monthly % of<br/>Annual Collections</u> |
|---------------------------|--------------------|--------------------|--------------------|--------------------|-------------------|--|
| February                  | 11,692,339         | 12,681,848         | 13,636,338         | 13,521,560         | 14,820,872        | 7.13%  |
| March                     | 11,586,037         | 12,255,400         | 12,328,400         | 12,522,762         | 14,845,098        | 6.73%  |
| April                     | 14,799,738         | 15,414,109         | 16,281,663         | 14,012,220         |                   | 8.37%  |
| May                       | 13,056,800         | 13,435,984         | 14,547,375         | 11,380,836         |                   | 7.25%  |
| June                      | 13,953,991         | 14,872,085         | 14,658,061         | 14,173,659         |                   | 7.97%  |
| July                      | 16,242,918         | 16,964,784         | 17,511,912         | 17,562,800         |                   | 9.44%  |
| August                    | 13,884,315         | 15,019,049         | 16,064,102         | 16,482,795         |                   | 8.50%  |
| September                 | 13,956,532         | 16,017,344         | 15,769,154         | 16,073,297         |                   | 8.55%  |
| October                   | 15,964,795         | 16,669,036         | 16,835,541         | 18,445,967         |                   | 9.39%  |
| November                  | 13,738,600         | 15,242,513         | 15,340,880         | 16,563,991         |                   | 8.42%  |
| December                  | 13,527,731         | 14,855,770         | 14,294,156         | 15,470,172         |                   | 8.04%  |
| January                   | 17,783,127         | 17,814,894         | 18,240,741         | 20,079,785         |                   | 10.22%   |
| <b>Total for Year</b>     | <b>170,186,924</b> | <b>181,242,818</b> | <b>185,508,324</b> | <b>186,289,844</b> | <b>29,665,970</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 February 28\***

| <u>Month Paid to City</u>   | <u>2017</u>       | <u>2018</u>       | <u>2019</u>       | <u>2020</u>       | <u>2021</u>       | <u>% Over(Under)<br/>Previous Year</u> |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--|
| February                    | 11,120,150        | 11,810,280        | 12,620,789        | 12,916,252        | 14,161,857        | 9.64%                                  |
| March                       | 10,958,522        | 11,459,020        | 11,902,452        | 11,911,548        | 14,132,619        | 18.65%                                 |
| <b>Total (Year-to-Date)</b> | <b>22,078,671</b> | <b>23,269,300</b> | <b>24,523,241</b> | <b>24,827,801</b> | <b>28,294,476</b> | <b>13.96%</b>                          |

**2.0% Use Tax - General Fund  
For Filing Period Ended February 28\***

| <u>Month Paid to City</u>   | <u>2017</u>      | <u>2018</u>      | <u>2019</u>      | <u>2020</u>      | <u>2021</u>      | <u>% Over(Under)<br/>Previous Year</u> |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February                    | 572,189          | 871,568          | 1,015,548        | 605,308          | 659,015          | 8.87%                                  |
| March                       | 627,515          | 796,380          | 425,949          | 611,214          | 712,479          | 16.57%                                 |
| <b>Total (Year-to-Date)</b> | <b>1,199,704</b> | <b>1,667,948</b> | <b>1,441,497</b> | <b>1,216,522</b> | <b>1,371,494</b> | <b>12.74%</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 February 28\***

| <b>Month Paid to City</b>   | <b>2C - 0.62%</b> |                  |                  |                  | <b>2C2 - 0.57%</b> |
|-----------------------------|-------------------|------------------|------------------|------------------|--------------------|
|                             | <b>2017</b>       | <b>2018</b>      | <b>2019</b>      | <b>2020</b>      | <b>2021</b>        |
| February                    | 3,619,264         | 3,930,688        | 4,227,205        | 4,198,197        | 4,234,101          |
| March                       | 3,587,521         | 3,796,692        | 3,821,694        | 3,882,045        | 4,242,383          |
| <b>Total (Year-to-Date)</b> | <u>7,206,785</u>  | <u>7,727,380</u> | <u>8,048,899</u> | <u>8,080,242</u> | <u>8,476,484</u>   |
| <b>Refunds</b>              |                   |                  |                  |                  |                    |
| <b>(Year-to-Date)</b>       | <u>6,448</u>      | <u>8,223</u>     | <u>4,754</u>     | <u>33,535</u>    | <u>57,555</u>      |
| <b>Net Revenue</b>          |                   |                  |                  |                  |                    |
| <b>(Year-to-Date)</b>       | <u>7,200,337</u>  | <u>7,719,157</u> | <u>8,044,145</u> | <u>8,046,707</u> | <u>8,418,929</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 February 28\***

| <u>Month Paid to City</u>             | <u>2017</u>      | <u>2018</u>      | <u>2019</u>      | <u>2020</u>      | <u>2021</u>      | <u>% Over(Under)<br/>Previous Year</u> |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February                              | 2,338,468        | 2,536,370        | 2,727,268        | 2,704,312        | 2,964,174        | 9.61%                                  |
| March                                 | 2,317,208        | 2,451,080        | 2,465,680        | 2,504,553        | 2,969,019        | 18.54%                                 |
| <b>Total (Year-to-Date)</b>           | <b>4,655,676</b> | <b>4,987,450</b> | <b>5,192,948</b> | <b>5,208,865</b> | <b>5,933,193</b> | <b>13.91%</b>                          |
| <b>Refunds<br/>(Year-to-Date)</b>     | <b>5,760</b>     | <b>29,564</b>    | <b>3,067</b>     | <b>21,636</b>    | <b>37,133</b>    |  |
| <b>Net Revenue<br/>(Year-to-Date)</b> | <b>4,649,916</b> | <b>4,957,886</b> | <b>5,189,881</b> | <b>5,187,229</b> | <b>5,896,060</b> |  |

**0.1% Trails, Open Space and Parks Tax - TOPS**  
**For Filing Period Ended February 28\***

| <u>Month Paid to City</u>             | <u>2017</u>      | <u>2018</u>      | <u>2019</u>      | <u>2020</u>      | <u>2021</u>      | <u>% Over(Under)<br/>Previous Year</u> |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February                              | 584,616          | 634,092          | 681,817          | 676,078          | 741,043          | 9.61%                                  |
| March                                 | 579,301          | 612,770          | 616,420          | 626,138          | 742,255          | 18.54%                                 |
| <b>Total (Year-to-Date)</b>           | <b>1,163,917</b> | <b>1,246,862</b> | <b>1,298,237</b> | <b>1,302,216</b> | <b>1,483,298</b> | <b>13.91%</b>                          |
| <b>Refunds<br/>(Year-to-Date)</b>     | <b>1,441</b>     | <b>7,391</b>     | <b>767</b>       | <b>5,409</b>     | <b>9,283</b>     |  |
| <b>Net Revenue<br/>(Year-to-Date)</b> | <b>1,162,476</b> | <b>1,239,471</b> | <b>1,297,470</b> | <b>1,296,807</b> | <b>1,474,015</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 February 28\***

| <u>Month Paid to City</u>   | <u>2017</u>    | <u>2018</u>    | <u>2019</u>    | <u>2020</u>    | <u>2021</u>    | <u>% Over(Under)<br/>Previous Year</u> |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|--|
| February                    | 281,749        | 302,638        | 381,619        | 378,996        | 307,281        | (18.92%)                               |
| March                       | 301,850        | 323,779        | 354,216        | 378,794        | 304,479        | (19.62%)                               |
| <b>Total (Year-to-Date)</b> | <b>583,599</b> | <b>626,417</b> | <b>735,835</b> | <b>757,790</b> | <b>611,761</b> | <b>(19.27%)</b>                        |

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

| <u>Month Paid to City</u>   | <u>2017</u>    | <u>2018</u>    | <u>2019</u>    | <u>2020</u>    | <u>2021</u>    | <u>% Over(Under)<br/>Previous Year</u> |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|--|
| February                    | 241,598        | 270,597        | 339,755        | 339,033        | 276,838        | (18.34%)                               |
| March                       | 265,595        | 291,645        | 311,409        | 341,341        | 273,105        | (19.99%)                               |
| <b>Total (Year-to-Date)</b> | <b>507,193</b> | <b>562,242</b> | <b>651,164</b> | <b>680,374</b> | <b>549,944</b> | <b>(19.17%)</b>                        |

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

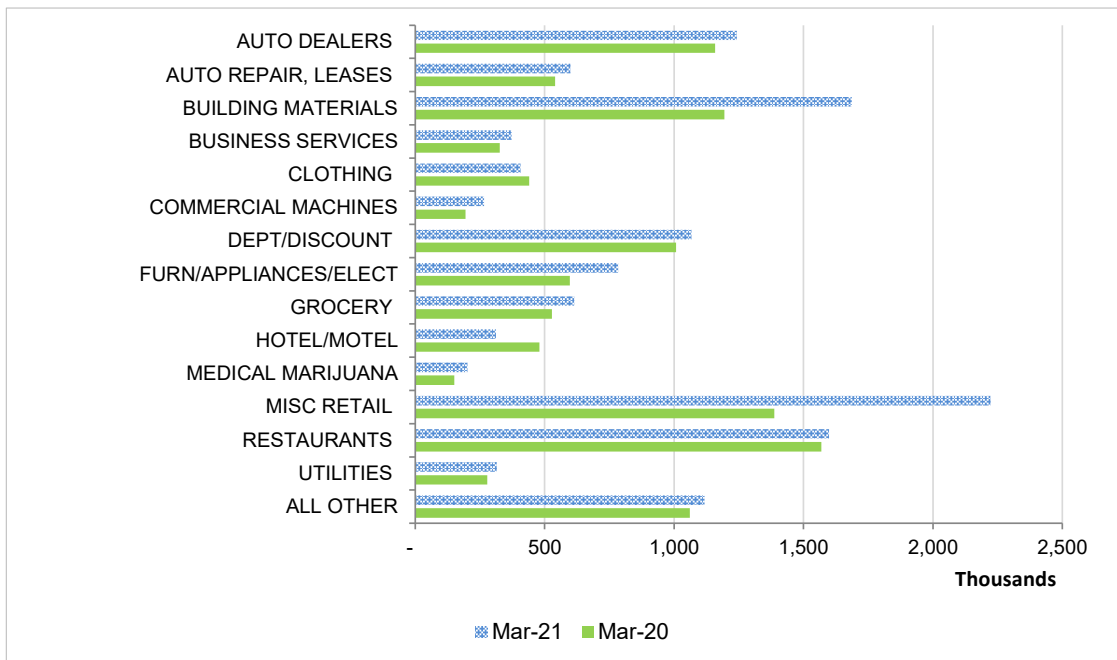
| <u>Month Paid to City</u>   | <u>2017</u>   | <u>2018</u>   | <u>2019</u>   | <u>2020</u>   | <u>2021</u>   | <u>% Over(Under)<br/>Previous Year</u> |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|--|
| February                    | 40,151        | 32,041        | 41,864        | 39,963        | 30,443        | (23.82%)                               |
| March                       | 36,255        | 32,134        | 42,807        | 37,453        | 31,374        | (16.23%)                               |
| <b>Total (Year-to-Date)</b> | <b>76,406</b> | <b>64,175</b> | <b>84,671</b> | <b>77,416</b> | <b>61,817</b> | <b>(20.15%)</b>                        |

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



**Retail Industry Analysis  
2.0% Sales Tax  
March 2021 Compared with March 2020 Collections  
for the February Filing Period**

|  | 2021         | 2020         | Month-to-Month % of Change | Year-to-date % of Change |
|--|--------------|--------------|----------------------------|--------------------------|
| Auto Dealer                            | \$ 1,242,290 | \$ 1,158,089 | 7.27%                      | 7.84%                    |
| Auto Repair and Leases                 | \$ 599,556   | \$ 540,836   | 10.86%                     | 6.70%                    |
| Building Materials                     | \$ 1,686,233 | \$ 1,194,058 | 41.22%                     | 37.48%                   |
| Business Services                      | \$ 372,807   | \$ 326,269   | 14.26%                     | 3.99%                    |
| Clothing Stores                        | \$ 406,547   | \$ 440,014   | (7.61%)                    | (5.21%)                  |
| Commercial Machines                    | \$ 265,534   | \$ 194,778   | 36.33%                     | 13.74%                   |
| Department and Discount                | \$ 1,066,714 | \$ 1,008,228 | 5.80%                      | 10.50%                   |
| Furniture, Appliances, and Electronics | \$ 784,196   | \$ 597,644   | 31.21%                     | 30.40%                   |
| Grocery Stores                         | \$ 614,926   | \$ 527,407   | 16.59%                     | 12.08%                   |
| Hotel/Motel                            | \$ 311,518   | \$ 480,249   | (35.13%)                   | (36.74%)                 |
| Medical Marijuana                      | \$ 201,726   | \$ 151,305   | 33.32%                     | 36.95%                   |
| Miscellaneous Retail                   | \$ 2,223,459 | \$ 1,387,411 | 60.26%                     | 63.37%                   |
| Restaurants                            | \$ 1,598,163 | \$ 1,568,552 | 1.89%                      | (5.00%)                  |
| Utilities                              | \$ 315,700   | \$ 278,212   | 13.47%                     | 0.47%                    |
| All Other                              | \$ 1,117,738 | \$ 1,060,482 | 5.40%                      | (1.94%)                  |



**Retail Industry Analysis  
2.0% Sales Tax  
March 2021 Percentage Collections by Industry  
for the February Filing Period**

