



Sales and Use Tax Revenue Report

This report reflects the Sales and Use Tax revenue remitted to the City in October 2021. Most 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.

2.0% Sales and Use Tax – General Fund	\$21,536,585
0.57% 2C2 Road Tax	\$6,139,253
0.4% Public Safety Sales and Use Tax – PSST	\$4,307,317
0.1% Trails, Open Space and Parks Tax – TOPS	\$1,076,829

- Sales and use tax combined – up 16.75% for the month and up 26.55% year-to-date
- Sales tax – up 18.07% for the month and up 27.37% year-to-date
- Use tax – down 9.81% for the month and up 10.16% 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	\$843,256
1.0% Auto Rental Tax	\$67,165

- LART Combined – up 61.59% for the month and up 94.74% year-to-date
- Lodger’s Tax – up 62.97% for the month and up 96.66% year-to-date
- Auto Rental Tax – up 46.06% for the month and up 74.27% 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	
Business Services	96.48%	Building Materials	\$536,262
Hotel/Motel	84.78%	Hotel/Motel	\$526,882
Furniture, Appliances, and Electronics	37.37%	Miscellaneous Retail	\$476,868
Industries with Largest Month % Decrease		Industries with Largest Month \$ Decrease	
Medical Marijuana	(34.00%)	Medical Marijuana	(\$87,037)

This report is 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>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>% Over(Under) 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%
April	14,799,738	15,414,109	16,281,663	14,012,220	19,947,497	42.36%
May	13,056,800	13,435,984	14,547,375	11,380,836	17,972,500	57.92%
June	13,953,991	14,872,085	14,658,061	14,173,659	18,377,888	29.66%
July	16,242,918	16,964,784	17,511,912	17,562,800	22,545,636	28.37%
August	13,884,315	15,019,049	16,064,102	16,482,795	20,167,536	22.36%
September	13,956,532	16,017,344	15,769,154	16,073,297	19,586,887	21.86%
October	15,964,795	16,669,036	16,835,541	18,445,967	21,536,585	16.75%
Total (Year-to-Date)	125,137,466	133,329,640	137,632,546	134,175,895	169,800,498	26.55%
Refunds (Year-to-Date)	222,394	421,020	339,277	736,122	553,124	
Net Revenue (Year-to-Date)	124,915,072	132,908,620	137,293,269	133,439,773	169,247,374	

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 Monthly % of 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	19,947,497	8.37%
May	13,056,800	13,435,984	14,547,375	11,380,836	17,972,500	7.25%
June	13,953,991	14,872,085	14,658,061	14,173,659	18,377,888	7.97%
July	16,242,918	16,964,784	17,511,912	17,562,800	22,545,636	9.44%
August	13,884,315	15,019,049	16,064,102	16,482,795	20,167,536	8.50%
September	13,956,532	16,017,344	15,769,154	16,073,297	19,586,887	8.55%
October	15,964,795	16,669,036	16,835,541	18,445,967	21,536,585	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%
Total for Year	170,186,924	181,242,818	185,508,324	186,289,844	169,800,500	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 September 30***

<u>Month Paid to City</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>% Over(Under) 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%
April	13,852,072	14,550,594	15,276,366	13,273,338	18,885,690	42.28%
May	12,285,535	12,802,990	13,943,782	10,763,507	17,302,367	60.75%
June	13,381,002	14,218,115	14,112,056	13,573,078	17,695,763	30.37%
July	15,178,386	16,140,806	16,684,826	16,841,827	21,666,956	28.65%
August	13,353,405	14,358,296	15,398,397	15,411,788	19,174,159	24.41%
September	13,340,039	15,164,816	15,140,592	15,491,128	18,960,171	22.39%
October	14,576,023	15,788,946	16,016,132	17,577,094	20,752,924	18.07%
Total (Year-to-Date)	118,045,134	126,293,862	131,095,392	127,759,560	162,732,505	27.37%

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

<u>Month Paid to City</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>% Over(Under) 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%
April	947,666	863,515	1,005,297	738,882	1,061,807	43.70%
May	771,265	632,994	603,593	617,329	670,133	8.55%
June	572,989	653,970	546,005	600,581	682,126	13.58%
July	1,064,532	823,979	827,086	720,973	878,680	21.87%
August	530,910	660,753	665,705	1,071,007	993,377	(7.25%)
September	616,494	852,528	628,562	582,169	626,716	7.65%
October	1,388,771	880,090	819,409	868,873	783,661	(9.81%)
Total (Year-to-Date)	7,092,331	7,035,778	6,537,154	6,416,337	7,067,993	10.16%

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



2C/2C2 Road Tax¹
For Filing Period Ended September 30*

<u>Month Paid to City</u>	<u>2C - 0.62%</u>				<u>2C2 - 0.57%</u>
	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
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
April	4,583,109	4,777,907	5,047,117	4,343,766	5,689,085
May	4,044,200	4,165,095	4,508,287	3,527,905	5,124,653
June	4,323,838	4,609,980	4,543,767	4,393,829	5,239,285
July	5,051,037	5,258,995	5,428,554	5,444,453	6,426,629
August	4,302,352	4,655,205	4,978,963	5,109,657	5,749,024
September	4,324,343	4,962,019	4,888,217	4,982,720	5,582,809
October	4,947,115	5,167,388	5,218,998	5,718,237	6,139,253
Total (Year-to-Date)	38,782,779	41,323,968	42,662,803	41,600,809	48,427,221
Refunds					
(Year-to-Date)	55,960	87,756	87,884	228,194	116,020
Net Revenue					
(Year-to-Date)	38,726,819	41,236,212	42,574,919	41,372,615	48,311,201

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 September 30*

<u>Month Paid to City</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>% Over(Under)</u> <u>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%
April	2,959,948	3,082,822	3,256,333	2,802,444	3,989,500	42.36%
May	2,611,360	2,687,197	2,909,475	2,276,167	3,594,500	57.92%
June	2,790,798	2,974,417	2,931,612	2,834,731	3,675,578	29.66%
July	3,248,583	3,392,957	3,502,382	3,512,560	4,509,127	28.37%
August	2,776,863	3,003,810	3,212,820	3,296,559	4,033,508	22.36%
September	2,791,306	3,203,469	3,153,831	3,214,659	3,917,377	21.86%
October	3,192,959	3,333,807	3,367,108	3,689,193	4,307,317	16.75%
Total (Year-to-Date)	25,027,493	26,665,928	27,526,509	26,835,178	33,960,100	26.55%
Refunds (Year-to-Date)	44,480	83,621	56,768	147,225	77,632	
Net Revenue (Year-to-Date)	24,983,013	26,582,307	27,469,741	26,687,953	33,882,468	

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

<u>Month Paid to City</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>% Over(Under)</u> <u>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%
April	739,987	770,705	814,083	700,611	997,375	42.36%
May	652,840	671,799	727,369	569,042	898,625	57.92%
June	697,700	743,604	732,903	708,683	918,895	29.66%
July	812,146	848,239	875,596	878,140	1,127,282	28.37%
August	694,216	750,952	803,205	824,140	1,008,377	22.36%
September	697,827	800,867	788,458	803,665	979,345	21.86%
October	798,242	833,452	841,777	922,298	1,076,829	16.75%
Total (Year-to-Date)	6,256,873	6,666,482	6,881,627	6,708,795	8,490,026	26.55%
Refunds (Year-to-Date)	11,124	20,918	14,196	36,824	19,407	
Net Revenue (Year-to-Date)	6,245,749	6,645,564	6,867,431	6,671,971	8,470,619	

* 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 September 30*

<u>Month Paid to City</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>% Over(Under) 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%)
April	492,262	471,022	554,429	205,452	471,257	129.38%
May	492,094	534,605	546,327	140,310	509,232	262.93%
June	588,012	629,832	674,088	176,743	720,533	307.67%
July	825,485	892,741	904,810	324,937	1,099,832	238.48%
August	885,980	930,092	992,070	630,852	1,279,440	102.81%
September	777,623	886,320	898,022	657,041	1,128,743	71.79%
October	713,843	761,245	736,265	563,429	910,421	61.59%
Total (Year-to-Date)	5,358,897	5,732,274	6,041,845	3,456,554	6,731,218	94.74%

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) 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%)
April	452,797	430,121	503,796	171,925	425,691	147.60%
May	455,126	497,430	500,678	127,290	464,095	264.60%
June	547,410	590,659	629,437	160,859	665,766	313.88%
July	775,271	839,697	851,086	299,025	1,021,561	241.63%
August	833,120	862,797	931,176	591,115	1,194,901	102.14%
September	723,924	820,195	838,952	611,935	1,049,152	71.45%
October	668,962	703,554	686,226	517,445	843,256	62.97%
Total (Year-to-Date)	4,963,804	5,306,695	5,592,515	3,159,968	6,214,365	96.66%

1.0% Auto Rental Tax - LART Fund

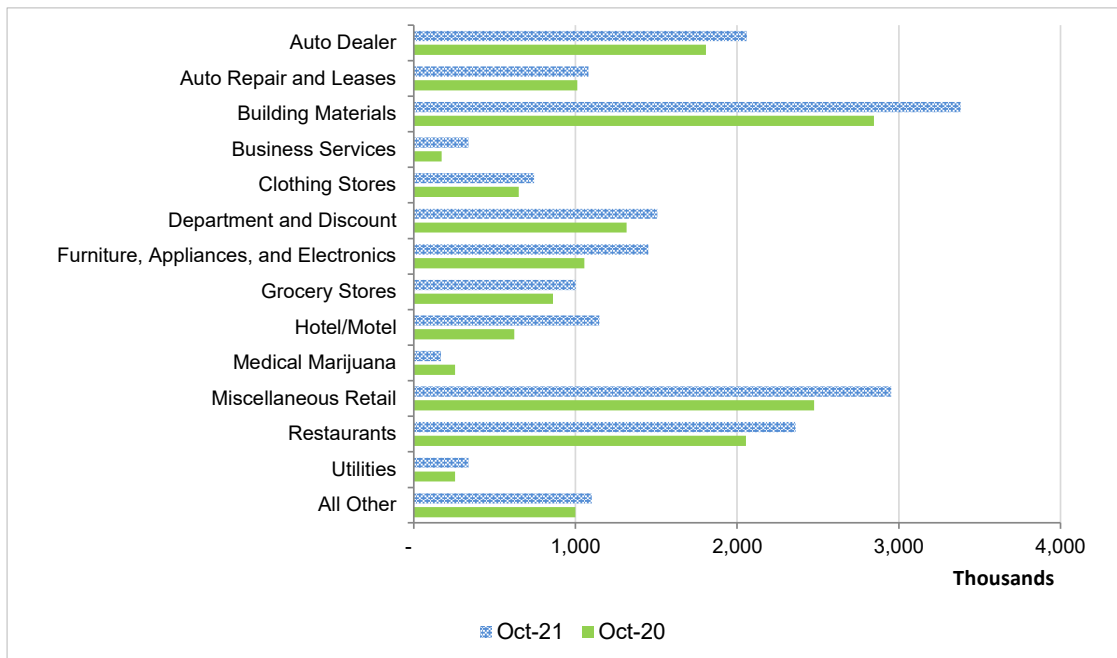
<u>Month Paid to City</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>% Over(Under) Previous Year</u>
February	40,151	32,041	41,864	39,963	30,443	(23.82%)
March	36,255	32,134	42,807	37,453	31,374	(16.23%)
April	39,465	40,901	50,633	33,528	45,566	35.91%
May	36,967	37,175	45,649	13,020	45,137	246.67%
June	40,602	39,173	44,651	15,883	54,767	244.81%
July	50,214	53,044	53,724	25,912	78,271	202.06%
August	52,858	67,296	60,894	39,737	84,539	112.75%
September	53,699	66,125	59,070	45,106	79,591	76.45%
October	44,880	57,690	50,039	45,984	67,165	46.06%
Total (Year-to-Date)	395,092	425,579	449,331	296,586	516,853	74.27%

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



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

	2021	2020	Month-to-Month % of Change	Year-to-date % of Change
Auto Dealer	\$ 2,061,437	\$ 1,806,829	14.09%	16.98%
Auto Repair and Leases	\$ 1,080,363	\$ 1,012,567	6.70%	15.83%
Building Materials	\$ 3,383,164	\$ 2,846,902	18.84%	24.20%
Business Services	\$ 338,820	\$ 172,445	96.48%	21.28%
Clothing Stores	\$ 745,773	\$ 649,310	14.86%	40.96%
Department and Discount	\$ 1,506,639	\$ 1,316,285	14.46%	10.75%
Furniture, Appliances, and Electronics	\$ 1,451,394	\$ 1,056,540	37.37%	36.12%
Grocery Stores	\$ 1,002,721	\$ 862,548	16.25%	6.64%
Hotel/Motel	\$ 1,148,367	\$ 621,485	84.78%	102.18%
Medical Marijuana	\$ 168,979	\$ 256,016	(34.00%)	(8.42%)
Miscellaneous Retail	\$ 2,953,689	\$ 2,476,821	19.25%	60.77%
Restaurants	\$ 2,361,217	\$ 2,054,346	14.94%	28.94%
Utilities	\$ 338,310	\$ 257,015	31.63%	23.98%
All Other	\$ 1,101,072	\$ 999,726	10.14%	8.23%



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

