



## Sales and Use Tax Revenue Report

### Revenues remitted to City in October 2018

This report reflects the Sales and Use Tax revenue remitted to the City in October 2018. 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>\$16,669,036</b>
<b>0.62% 2C Road Tax</b>	<b>\$5,167,388</b>
<b>0.4% Public Safety Sales and Use Tax – PSST</b>	<b>\$3,333,807</b>
<b>0.1% Trails, Open Space and Parks Tax – TOPS</b>	<b>\$833,452</b>

- Sales and use tax combined – up 4.41% for the month and up 6.55% year-to-date
- Sales tax – up 8.32% for the month and up 6.99% year-to-date
- Use tax – down 36.63% for the month and down 0.80% 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>\$703,554</b>
<b>1.0% Auto Rental Tax</b>	<b>\$57,690</b>

- LART Combined – up 6.64% for the month and up 6.97% year-to-date
- Lodger’s Tax – up 5.17% for the month and up 6.91% year-to-date
- Auto Rental Tax – up 28.54% for the month and up 7.72% 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
Commercial Machines 29.36%	Building Materials \$283,669
Building Materials 18.01%	Restaurants \$109,513
Auto Repair and Leases 15.72%	Auto Repair and Leases \$107,251
Industries with Largest Month over Month % Decrease	Industries with Largest Month over Month \$ Decrease
Medical Marijuana (15.06%)	Medical Marijuana (\$25,503)
Utilities (8.72%)	Utilities (\$24,309)
Miscellaneous Retail (0.23%)	Miscellaneous Retail (\$4,179)

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 September 30\***

<u>Month Paid to City</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>% Over(Under) Previous Year</u>
February	9,716,339	9,706,324	10,490,529	11,692,339	12,681,848	8.46%
March	9,547,747	10,336,828	10,688,559	11,586,037	12,255,400	5.78%
April	11,725,868	12,342,059	12,710,215	14,799,738	15,414,109	4.15%
May	10,472,202	11,621,048	12,069,433	13,056,800	13,435,984	2.90%
June	12,056,689	12,064,442	12,641,363	13,953,991	14,872,085	6.58%
July	13,760,241	14,097,861	15,591,001	16,242,918	16,964,784	4.44%
August	11,996,628	13,166,898	13,314,854	13,884,315	15,019,049	8.17%
September	12,783,365	12,487,802	14,750,276	13,956,532	16,017,344	14.77%
October	12,888,589	13,853,333	15,546,825	15,964,795	16,669,036	4.41%
<b>Total (Year-to-Date)</b>	<b>104,947,668</b>	<b>109,676,596</b>	<b>117,803,055</b>	<b>125,137,466</b>	<b>133,329,640</b>	<b>6.55%</b>
<b>Refunds (Year-to-Date)</b>	<b>711,799</b>	<b>844,321</b>	<b>1,009,128</b>	<b>222,394</b>	<b>421,020</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>104,235,869</b>	<b>108,832,275</b>	<b>116,793,927</b>	<b>124,915,072</b>	<b>132,908,620</b>	

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

<u>Month Paid to City</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2014 through 2017 Average Monthly % of Annual Collections</u>
February	9,716,339	9,706,324	10,490,529	11,692,339	12,681,848	6.68%
March	9,547,747	10,336,828	10,688,559	11,586,037	12,255,400	6.77%
April	11,725,868	12,342,059	12,710,215	14,799,738	15,414,109	8.28%
May	10,472,202	11,621,048	12,069,433	13,056,800	13,435,984	7.58%
June	12,056,690	12,064,442	12,641,363	13,953,991	14,872,085	8.14%
July	13,760,241	14,097,861	15,591,001	16,242,918	16,964,784	9.58%
August	11,996,628	13,166,898	13,314,854	13,884,315	15,019,049	8.40%
September	12,783,365	12,487,802	14,750,276	13,956,532	16,017,344	8.66%
October	12,888,589	13,853,333	15,546,825	15,964,795	16,669,036	9.35%
November	11,604,597	12,563,927	14,139,217	13,738,600		8.35%
December	11,047,401	11,597,062	13,573,308	13,527,731		7.98%
January	14,502,485	14,820,707	16,551,945	17,783,127		10.22%
<b>Total for Year</b>	<b>142,102,153</b>	<b>148,658,292</b>	<b>162,067,524</b>	<b>170,186,924</b>	<b>133,329,640</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 September 30\***

<u>Month Paid to City</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>% Over(Under) Previous Year</u>
February	9,278,479	9,076,295	9,895,629	11,120,150	11,810,280	6.21%
March	9,057,555	9,862,438	9,928,804	10,958,522	11,459,020	4.57%
April	10,958,358	11,722,804	11,921,924	13,852,072	14,550,594	5.04%
May	9,936,052	10,896,750	11,468,945	12,285,535	12,802,990	4.21%
June	11,439,443	11,458,356	12,102,306	13,381,002	14,218,115	6.26%
July	12,781,174	13,238,208	14,796,623	15,178,386	16,140,806	6.34%
August	11,322,704	12,500,282	12,760,099	13,353,405	14,358,296	7.53%
September	11,999,898	11,842,621	13,905,753	13,340,039	15,164,816	13.68%
October	12,037,036	12,992,719	14,633,829	14,576,023	15,788,946	8.32%
<b>Total (Year-to-Date)</b>	<b>98,810,699</b>	<b>103,590,474</b>	<b>111,413,912</b>	<b>118,045,134</b>	<b>126,293,862</b>	<b>6.99%</b>

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

<u>Month Paid to City</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>% Over(Under) Previous Year</u>
February	437,859	630,029	594,900	572,189	871,568	52.32%
March	490,192	474,390	759,755	627,515	796,380	26.91%
April	767,511	619,255	788,291	947,666	863,515	(8.88%)
May	536,150	724,298	600,488	771,265	632,994	(17.93%)
June	617,246	606,086	539,057	572,989	653,970	14.13%
July	979,067	859,653	794,378	1,064,532	823,979	(22.60%)
August	673,924	666,616	554,755	530,910	660,753	24.46%
September	783,468	645,181	844,523	616,494	852,528	38.29%
October	851,554	860,614	912,996	1,388,771	880,090	(36.63%)
<b>Total (Year-to-Date)</b>	<b>6,136,972</b>	<b>6,086,122</b>	<b>6,389,142</b>	<b>7,092,331</b>	<b>7,035,778</b>	<b>(0.80%)</b>

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



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

<b><u>Month Paid to City</u></b>	<b><u>2014</u></b>	<b><u>2015</u></b>	<b><u>2016</u></b>	<b><u>2017</u></b>	<b><u>2018</u></b>	<b><u>% Over(Under)</u></b> <b><u>Previous Year</u></b>
February	-	-	3,037,921	3,619,264	3,930,688	8.60%
March	-	-	3,261,257	3,587,521	3,796,692	5.83%
April	-	-	3,924,909	4,583,109	4,777,907	4.25%
May	-	-	3,721,454	4,044,200	4,165,095	2.99%
June	-	-	3,909,675	4,323,838	4,609,980	6.62%
July	-	-	4,822,190	5,051,037	5,258,995	4.12%
August	-	-	4,117,193	4,302,352	4,655,205	8.20%
September	-	-	4,477,855	4,324,343	4,962,019	14.75%
October	-	-	4,789,152	4,947,115	5,167,388	4.45%
<b>Total (Year-to-Date)</b>	-	-	36,061,606	38,782,779	41,323,968	6.55%
<b>Refunds</b>						
<b>(Year-to-Date)</b>	-	-	16,626	55,960	87,756	
<b>Net Revenue</b>						
<b>(Year-to-Date)</b>	-	-	36,044,980	38,726,819	41,236,212	

\* 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>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>% Over(Under) Previous Year</u>
February	1,943,268	1,941,265	2,098,106	2,338,468	2,536,370	8.46%
March	1,909,549	2,067,366	2,137,713	2,317,208	2,451,080	5.78%
April	2,345,174	2,468,412	2,542,043	2,959,948	3,082,822	4.15%
May	2,094,442	2,324,210	2,413,887	2,611,360	2,687,197	2.90%
June	2,411,338	2,412,888	2,528,273	2,790,798	2,974,417	6.58%
July	2,752,048	2,819,572	3,118,200	3,248,583	3,392,957	4.44%
August	2,399,325	2,633,380	2,662,971	2,776,863	3,003,810	8.17%
September	2,556,673	2,497,560	2,950,055	2,791,306	3,203,469	14.77%
October	2,577,717	2,770,667	3,109,365	3,192,959	3,333,807	4.41%
<b>Total (Year-to-Date)</b>	<b>20,989,534</b>	<b>21,935,320</b>	<b>23,560,612</b>	<b>25,027,493</b>	<b>26,665,928</b>	<b>6.55%</b>
<b>Refunds (Year-to-Date)</b>	<b>141,469</b>	<b>164,629</b>	<b>189,662</b>	<b>44,480</b>	<b>83,621</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>20,848,065</b>	<b>21,770,691</b>	<b>23,370,950</b>	<b>24,983,013</b>	<b>26,582,307</b>	

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

<u>Month Paid to City</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>% Over(Under) Previous Year</u>
February	485,817	485,316	524,526	584,616	634,092	8.46%
March	477,386	516,841	534,427	579,301	612,770	5.78%
April	586,293	617,103	635,511	739,987	770,705	4.15%
May	523,610	581,052	603,472	652,840	671,799	2.90%
June	602,834	603,222	632,068	697,700	743,604	6.58%
July	688,012	704,893	779,550	812,146	848,239	4.44%
August	599,831	658,345	665,743	694,216	750,952	8.17%
September	639,169	624,390	737,514	697,827	800,867	14.77%
October	644,429	692,667	777,343	798,242	833,452	4.41%
<b>Total (Year-to-Date)</b>	<b>5,247,381</b>	<b>5,483,829</b>	<b>5,890,154</b>	<b>6,256,873</b>	<b>6,666,482</b>	<b>6.55%</b>
<b>Refunds (Year-to-Date)</b>	<b>35,591</b>	<b>46,454</b>	<b>47,522</b>	<b>11,124</b>	<b>20,918</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>5,211,790</b>	<b>5,437,375</b>	<b>5,842,632</b>	<b>6,245,749</b>	<b>6,645,564</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 September 30\***

<u>Month Paid to City</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>% Over(Under) Previous Year</u>
February	197,826	220,065	263,879	281,749	302,638	7.41%
March	241,727	230,045	281,289	301,850	323,779	7.26%
April	251,084	288,866	353,453	492,262	471,022	(4.31%)
May	268,044	358,377	403,239	492,094	534,605	8.64%
June	428,539	491,411	491,538	588,012	629,832	7.11%
July	529,965	599,878	711,755	825,485	892,741	8.15%
August	599,605	700,126	804,668	885,980	930,092	4.98%
September	593,084	618,183	734,429	777,623	886,320	13.98%
October	470,388	567,254	628,950	713,843	761,245	6.64%
<b>Total (Year-to-Date)</b>	<b>3,580,262</b>	<b>4,074,205</b>	<b>4,673,200</b>	<b>5,358,897</b>	<b>5,732,274</b>	<b>6.97%</b>

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

<u>Month Paid to City</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>% Over(Under) Previous Year</u>
February	167,740	193,452	226,382	241,598	270,597	12.00%
March	212,907	193,951	246,039	265,595	291,645	9.81%
April	216,115	252,028	315,002	452,797	430,121	(5.01%)
May	237,565	324,022	367,964	455,126	497,430	9.29%
June	391,269	444,329	455,421	547,410	590,659	7.90%
July	489,101	558,831	668,890	775,271	839,697	8.31%
August	550,141	649,496	757,310	833,120	862,797	3.56%
September	540,912	570,261	674,613	723,924	820,195	13.30%
October	430,121	527,536	577,503	668,962	703,554	5.17%
<b>Total (Year-to-Date)</b>	<b>3,235,871</b>	<b>3,713,906</b>	<b>4,289,124</b>	<b>4,963,804</b>	<b>5,306,695</b>	<b>6.91%</b>

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

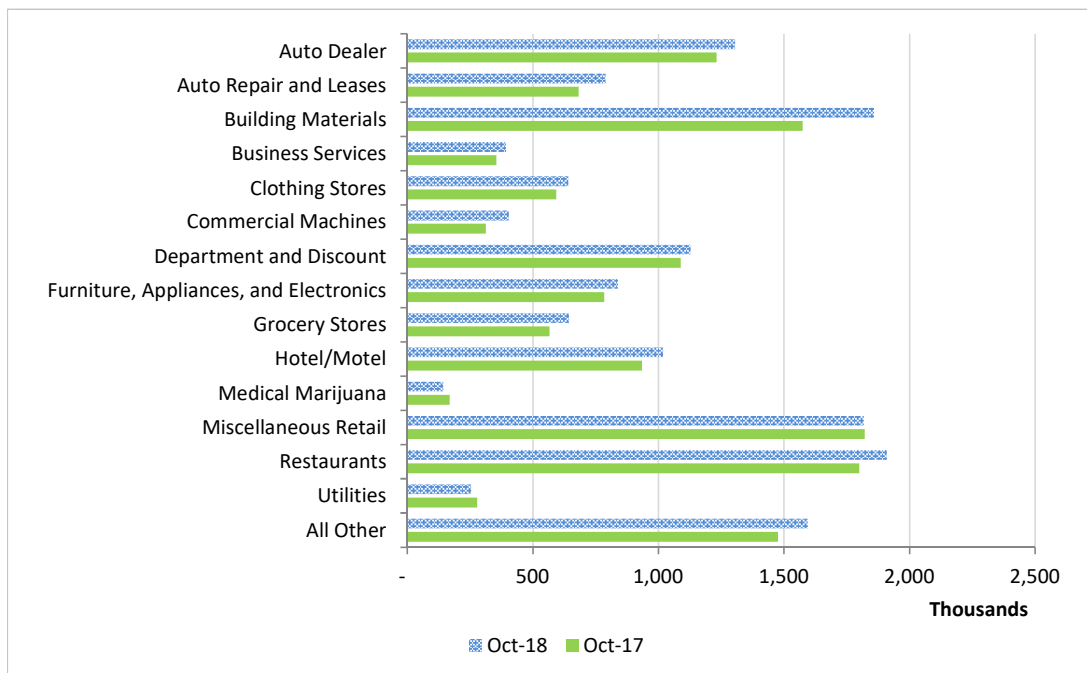
<u>Month Paid to City</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>% Over(Under) Previous Year</u>
February	30,086	26,613	37,497	40,151	32,041	(20.20%)
March	28,820	36,094	35,250	36,255	32,134	(11.37%)
April	34,969	36,838	38,451	39,465	40,901	3.64%
May	30,479	34,355	35,275	36,967	37,175	0.56%
June	37,270	47,082	36,117	40,602	39,173	(3.52%)
July	40,864	41,047	42,865	50,214	53,044	5.64%
August	49,464	50,630	47,358	52,858	67,296	27.31%
September	52,172	47,922	59,816	53,699	66,125	23.14%
October	40,267	39,718	51,447	44,880	57,690	28.54%
<b>Total (Year-to-Date)</b>	<b>344,391</b>	<b>360,299</b>	<b>384,076</b>	<b>395,092</b>	<b>425,579</b>	<b>7.72%</b>

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



**Retail Industry Analysis  
2.0% Sales Tax  
October 2018 Compared with October 2017 Collections  
for the September Filing Period**

	2018	2017	Month-to-Month % of Change	Year-to-date % of Change
Auto Dealer	\$ 1,305,590	\$ 1,232,290	5.95%	7.26%
Auto Repair and Leases	\$ 789,585	\$ 682,334	15.72%	6.19%
Building Materials	\$ 1,858,523	\$ 1,574,854	18.01%	4.37%
Business Services	\$ 393,633	\$ 354,587	11.01%	18.55%
Clothing Stores	\$ 641,639	\$ 593,289	8.15%	5.55%
Commercial Machines	\$ 404,868	\$ 312,967	29.36%	27.00%
Department and Discount	\$ 1,128,815	\$ 1,089,477	3.61%	4.45%
Furniture, Appliances, and Electronics	\$ 839,385	\$ 784,957	6.93%	8.55%
Grocery Stores	\$ 644,634	\$ 566,200	13.85%	12.59%
Hotel/Motel	\$ 1,018,772	\$ 935,011	8.96%	6.19%
Medical Marijuana	\$ 143,877	\$ 169,381	(15.06%)	(8.98%)
Miscellaneous Retail	\$ 1,818,383	\$ 1,822,562	(0.23%)	3.93%
Restaurants	\$ 1,909,462	\$ 1,799,949	6.08%	5.26%
Utilities	\$ 254,331	\$ 278,640	(8.72%)	1.88%
All Other	\$ 1,595,023	\$ 1,476,371	8.04%	13.07%





**Retail Industry Analysis**  
**2.0% Sales Tax**  
**October 2018 Compared with October 2017 Collections**  
**for the September Filing Period**

