



## Sales and Use Tax Revenue Report

Revenues remitted to City in November 2019

This report reflects the Sales and Use Tax revenue remitted to the City in November 2019. 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>\$15,340,880</b>
<b>0.62% 2C Road Tax</b>	<b>\$4,755,646</b>
<b>0.4% Public Safety Sales and Use Tax – PSST</b>	<b>\$3,068,176</b>
<b>0.1% Trails, Open Space and Parks Tax – TOPS</b>	<b>\$767,044</b>

- Sales and use tax combined – up 0.65% for the month and up 2.96% year-to-date
- Sales tax – up 1.32% for the month and up 3.56% year-to-date
- Use tax – down 6.00% for the month and down 6.91% 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>\$565,568</b>
<b>1.0% Auto Rental Tax</b>	<b>\$48,169</b>

- LART Combined – up 1.71% for the month and up 5.05% year-to-date
- Lodger’s Tax – up 3.17% for the month and up 5.18% year-to-date
- Auto Rental Tax – down 12.75% for the month and up 3.48% 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	26.67%	Furniture, Appliances, and Electronics	\$134,769
Furniture, Appliances, and Electronics	25.01%	Grocery Stores	\$133,396
Grocery Stores	24.23%	Business Services	\$96,561
Industries with Largest Month over Month % Decrease		Industries with Largest Month over Month \$ Decrease	
Building Materials	(13.19%)	Building Materials	(\$241,274)
Commercial Machines	(7.61%)	Miscellaneous Retail	(\$24,681)
Utilities	(2.79%)	Commercial Machines	(\$17,290)

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\***

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	9,706,324	10,490,529	11,692,339	12,681,848	13,636,338	7.53%
March	10,336,828	10,688,559	11,586,037	12,255,400	12,328,400	0.60%
April	12,342,059	12,710,215	14,799,738	15,414,109	16,281,663	5.63%
May	11,621,048	12,069,433	13,056,800	13,435,984	14,547,375	8.27%
June	12,064,442	12,641,363	13,953,991	14,872,085	14,658,061	(1.44%)
July	14,097,861	15,591,001	16,242,918	16,964,784	17,511,912	3.23%
August	13,166,898	13,314,854	13,884,315	15,019,049	16,064,102	6.96%
September	12,487,802	14,750,276	13,956,532	16,017,344	15,769,154	(1.55%)
October	13,853,333	15,546,825	15,964,795	16,669,036	16,835,541	1.00%
November	12,563,927	14,139,217	13,738,600	15,242,513	15,340,880	0.65%
<b>Total (Year-to-Date)</b>	<b>122,240,523</b>	<b>131,942,272</b>	<b>138,876,066</b>	<b>148,572,154</b>	<b>152,973,426</b>	<b>2.96%</b>
<b>Refunds (Year-to-Date)</b>	<b>847,768</b>	<b>1,100,423</b>	<b>417,674</b>	<b>422,966</b>	<b>380,041</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>121,392,755</b>	<b>130,841,849</b>	<b>138,458,392</b>	<b>148,149,188</b>	<b>152,593,385</b>	

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

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2015 through 2018 Average Monthly % of Annual Collections</u>
February	9,706,324	10,490,529	11,692,339	12,681,848	13,636,338	6.73%
March	10,336,828	10,688,559	11,586,037	12,255,400	12,328,400	6.78%
April	12,342,059	12,710,215	14,799,738	15,414,109	16,281,663	8.35%
May	11,621,048	12,069,433	13,056,800	13,435,984	14,547,375	7.58%
June	12,064,442	12,641,363	13,953,991	14,872,085	14,658,061	8.08%
July	14,097,861	15,591,001	16,242,918	16,964,784	17,511,912	9.50%
August	13,166,898	13,314,854	13,884,315	15,019,049	16,064,102	8.36%
September	12,487,802	14,750,276	13,956,532	16,017,344	15,769,154	8.64%
October	13,853,333	15,546,825	15,964,795	16,669,036	16,835,541	9.37%
November	12,563,927	14,139,217	13,738,600	15,242,513	15,340,880	8.41%
December	11,597,062	13,573,308	13,527,731	14,855,770		8.09%
January	14,820,707	16,551,945	17,783,127	17,814,894		10.11%
<b>Total for Year</b>	<b>148,658,292</b>	<b>162,067,524</b>	<b>170,186,924</b>	<b>181,242,818</b>	<b>152,973,427</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 October 31\***

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	9,076,295	9,895,629	11,120,150	11,810,280	12,620,789	6.86%
March	9,862,438	9,928,804	10,958,522	11,459,020	11,902,452	3.87%
April	11,722,804	11,921,924	13,852,072	14,550,594	15,276,366	4.99%
May	10,896,750	11,468,945	12,285,535	12,802,990	13,943,782	8.91%
June	11,458,356	12,102,306	13,381,002	14,218,115	14,112,056	(0.75%)
July	13,238,208	14,796,623	15,178,386	16,140,806	16,684,826	3.37%
August	12,500,282	12,760,099	13,353,405	14,358,296	15,398,397	7.24%
September	11,842,621	13,905,753	13,340,039	15,164,816	15,140,592	(0.16%)
October	12,992,719	14,633,829	14,576,023	15,788,946	16,016,132	1.44%
November	11,702,016	13,472,887	12,959,244	13,839,754	14,022,254	1.32%
<b>Total (Year-to-Date)</b>	<b>115,292,490</b>	<b>124,886,799</b>	<b>131,004,378</b>	<b>140,133,616</b>	<b>145,117,646</b>	<b>3.56%</b>

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

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	630,029	594,900	572,189	871,568	1,015,548	16.52%
March	474,390	759,755	627,515	796,380	425,949	(46.51%)
April	619,255	788,291	947,666	863,515	1,005,297	16.42%
May	724,298	600,488	771,265	632,994	603,593	(4.64%)
June	606,086	539,057	572,989	653,970	546,005	(16.51%)
July	859,653	794,378	1,064,532	823,979	827,086	0.38%
August	666,616	554,755	530,910	660,753	665,705	0.75%
September	645,181	844,523	616,494	852,528	628,562	(26.27%)
October	860,614	912,996	1,388,771	880,090	819,409	(6.89%)
November	861,911	666,330	779,357	1,402,759	1,318,626	(6.00%)
<b>Total (Year-to-Date)</b>	<b>6,948,033</b>	<b>7,055,472</b>	<b>7,871,687</b>	<b>8,438,537</b>	<b>7,855,780</b>	<b>(6.91%)</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 October 31\***

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	-	3,037,921	3,619,264	3,930,688	4,227,205	7.54%
March	-	3,261,257	3,587,521	3,796,692	3,821,694	0.66%
April	-	3,924,909	4,583,109	4,777,907	5,047,117	5.63%
May	-	3,721,454	4,044,200	4,165,095	4,508,287	8.24%
June	-	3,909,675	4,323,838	4,609,980	4,543,767	(1.44%)
July	-	4,822,190	5,051,037	5,258,995	5,428,554	3.22%
August	-	4,117,193	4,302,352	4,655,205	4,978,963	6.95%
September	-	4,477,855	4,324,343	4,962,019	4,888,217	(1.49%)
October	-	4,789,152	4,947,115	5,167,388	5,218,998	1.00%
November	-	4,370,897	4,257,924	4,725,128	4,755,646	0.65%
<b>Total (Year-to-Date)</b>	-	40,432,503	43,040,704	46,049,097	47,418,448	2.97%
<b>Refunds (Year-to-Date)</b>	-	22,193	62,815	88,359	100,520	
<b>Net Revenue (Year-to-Date)</b>	-	40,410,310	42,977,889	45,960,738	47,317,928	

\* 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 October 31\***

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under)</u> <u>Previous Year</u>
February	1,941,265	2,098,106	2,338,468	2,536,370	2,727,268	7.53%
March	2,067,366	2,137,713	2,317,208	2,451,080	2,465,680	0.60%
April	2,468,412	2,542,043	2,959,948	3,082,822	3,256,333	5.63%
May	2,324,210	2,413,887	2,611,360	2,687,197	2,909,475	8.27%
June	2,412,888	2,528,273	2,790,798	2,974,417	2,931,612	(1.44%)
July	2,819,572	3,118,200	3,248,583	3,392,957	3,502,382	3.23%
August	2,633,380	2,662,971	2,776,863	3,003,810	3,212,820	6.96%
September	2,497,560	2,950,055	2,791,306	3,203,469	3,153,831	(1.55%)
October	2,770,667	3,109,365	3,192,959	3,333,807	3,367,108	1.00%
November	2,512,785	2,827,844	2,747,721	3,048,503	3,068,176	0.65%
<b>Total (Year-to-Date)</b>	<b>24,448,105</b>	<b>26,388,456</b>	<b>27,775,214</b>	<b>29,714,431</b>	<b>30,594,685</b>	<b>2.96%</b>
<b>Refunds</b>						
<b>(Year-to-Date)</b>	<b>165,319</b>	<b>207,921</b>	<b>83,536</b>	<b>84,010</b>	<b>64,921</b>	
<b>Net Revenue</b>						
<b>(Year-to-Date)</b>	<b>24,282,786</b>	<b>26,180,535</b>	<b>27,691,678</b>	<b>29,630,421</b>	<b>30,529,764</b>	

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

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under)</u> <u>Previous Year</u>
February	485,316	524,526	584,616	634,092	681,817	7.53%
March	516,841	534,427	579,301	612,770	616,420	0.60%
April	617,103	635,511	739,987	770,705	814,083	5.63%
May	581,052	603,472	652,840	671,799	727,369	8.27%
June	603,222	632,068	697,700	743,604	732,903	(1.44%)
July	704,893	779,550	812,146	848,239	875,596	3.23%
August	658,345	665,743	694,216	750,952	803,205	6.96%
September	624,390	737,514	697,827	800,867	788,458	(1.55%)
October	692,667	777,343	798,242	833,452	841,777	1.00%
November	628,196	706,960	686,929	762,126	767,044	0.65%
<b>Total (Year-to-Date)</b>	<b>6,112,025</b>	<b>6,597,113</b>	<b>6,943,802</b>	<b>7,428,608</b>	<b>7,648,671</b>	<b>2.96%</b>
<b>Refunds</b>						
<b>(Year-to-Date)</b>	<b>46,626</b>	<b>52,088</b>	<b>20,888</b>	<b>21,016</b>	<b>16,238</b>	
<b>Net Revenue</b>						
<b>(Year-to-Date)</b>	<b>6,065,399</b>	<b>6,545,025</b>	<b>6,922,914</b>	<b>7,407,592</b>	<b>7,632,433</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 October 31\***

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	220,065	263,879	281,749	302,638	381,619	26.10%
March	230,045	281,289	301,850	323,779	354,216	9.40%
April	288,866	353,453	492,262	471,022	554,429	17.71%
May	358,377	403,239	492,094	534,605	546,327	2.19%
June	491,411	491,538	588,012	629,832	674,088	7.03%
July	599,878	711,755	825,485	892,741	904,810	1.35%
August	700,126	804,668	885,980	930,092	992,070	6.66%
September	618,183	734,429	777,623	886,320	898,022	1.32%
October	567,254	628,950	713,843	761,245	736,265	(3.28%)
November	454,444	512,415	558,081	603,413	613,737	1.71%
<b>Total (Year-to-Date)</b>	<b>4,528,649</b>	<b>5,185,615</b>	<b>5,916,977</b>	<b>6,335,687</b>	<b>6,655,582</b>	<b>5.05%</b>

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

<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	193,452	226,382	241,598	270,597	339,755	25.56%
March	193,951	246,039	265,595	291,645	311,409	6.78%
April	252,028	315,002	452,797	430,121	503,796	17.13%
May	324,022	367,964	455,126	497,430	500,678	0.65%
June	444,329	455,421	547,410	590,659	629,437	6.57%
July	558,831	668,890	775,271	839,697	851,086	1.36%
August	649,496	757,310	833,120	862,797	931,176	7.93%
September	570,261	674,613	723,924	820,195	838,952	2.29%
October	527,536	577,503	668,962	703,554	686,226	(2.46%)
November	414,420	465,962	516,859	548,202	565,568	3.17%
<b>Total (Year-to-Date)</b>	<b>4,128,326</b>	<b>4,755,086</b>	<b>5,480,663</b>	<b>5,854,897</b>	<b>6,158,083</b>	<b>5.18%</b>

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

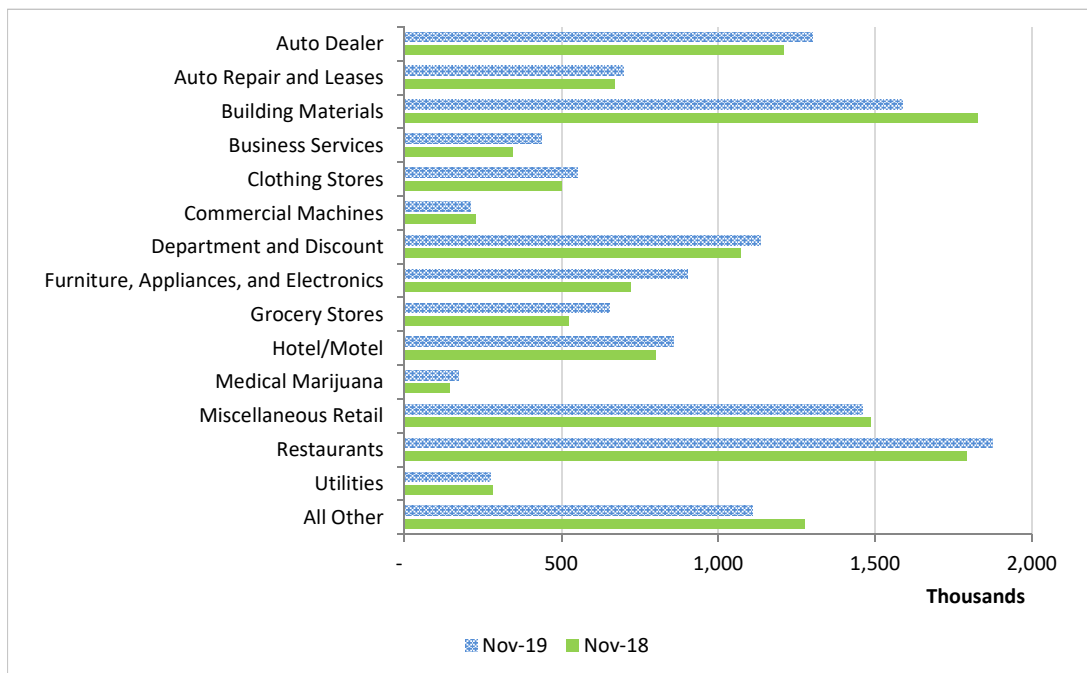
<u>Month Paid to City</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>% Over(Under) Previous Year</u>
February	26,613	37,497	40,151	32,041	41,864	30.66%
March	36,094	35,250	36,255	32,134	42,807	33.21%
April	36,838	38,451	39,465	40,901	50,633	23.80%
May	34,355	35,275	36,967	37,175	45,649	22.80%
June	47,082	36,117	40,602	39,173	44,651	13.98%
July	41,047	42,865	50,214	53,044	53,724	1.28%
August	50,630	47,358	52,858	67,296	60,894	(9.51%)
September	47,922	59,816	53,699	66,125	59,070	(10.67%)
October	39,718	51,447	44,880	57,690	50,039	(13.26%)
November	40,024	46,453	41,222	55,211	48,169	(12.75%)
<b>Total (Year-to-Date)</b>	<b>400,323</b>	<b>430,529</b>	<b>436,313</b>	<b>480,790</b>	<b>497,500</b>	<b>3.48%</b>

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



**Retail Industry Analysis  
2.0% Sales Tax  
November 2019 Compared with November 2018 Collections  
for the October Filing Period**

	2019	2018	Month-to-Month % of Change	Year-to-date % of Change
Auto Dealer	\$ 1,299,538	\$ 1,211,303	7.28%	(1.24%)
Auto Repair and Leases	\$ 698,615	\$ 670,660	4.17%	5.51%
Building Materials	\$ 1,587,778	\$ 1,829,052	(13.19%)	2.45%
Business Services	\$ 437,823	\$ 345,640	26.67%	18.59%
Clothing Stores	\$ 551,151	\$ 503,609	9.44%	2.91%
Commercial Machines	\$ 209,794	\$ 227,084	(7.61%)	(4.42%)
Department and Discount	\$ 1,134,832	\$ 1,072,863	5.78%	2.43%
Furniture, Appliances, and Electronics	\$ 902,893	\$ 722,244	25.01%	4.31%
Grocery Stores	\$ 652,715	\$ 525,396	24.23%	11.14%
Hotel/Motel	\$ 856,254	\$ 799,726	7.07%	4.36%
Medical Marijuana	\$ 171,784	\$ 146,985	16.87%	9.38%
Miscellaneous Retail	\$ 1,459,962	\$ 1,484,643	(1.66%)	(2.79%)
Restaurants	\$ 1,874,521	\$ 1,793,079	4.54%	5.78%
Utilities	\$ 275,578	\$ 283,475	(2.79%)	4.02%
All Other	\$ 1,108,467	\$ 1,276,018	(13.13%)	2.24%



**Retail Industry Analysis  
2.0% Sales Tax  
November 2019 Percentage Collections by Industry  
for the October Filing Period**

