



## Sales and Use Tax Revenue Report

### Revenues remitted to City in April 2016

This report reflects the Sales and Use Tax revenue remitted to the City in April 2016. 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>\$12,710,215</b>
<b>0.62% 2C Road Tax</b>	<b>\$3,924,909</b>
<b>0.4% Public Safety Sales and Use Tax – PSST</b>	<b>\$2,542,043</b>
<b>0.1% Trails, Open Space and Parks Tax – TOPS</b>	<b>\$635,511</b>

- Sales and use tax combined – up 2.98% for the month and up 4.64% year-to-date
- Sales tax – up 1.70% for the month and up 3.54% year-to-date
- Use tax – up 27.30% for the month and up 24.32% 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>\$315,002</b>
<b>1.0% Auto Rental Tax</b>	<b>\$38,451</b>

- LART Combined – up 22.36% for the month and up 21.60% year-to-date
- Lodger's Tax – up 24.99% for the month and up 23.14% year-to-date
- Auto Rental Tax – up 4.38% for the month and up 11.71% year-to-date

Below are the highlights of the analysis that compares current sales tax collections by major industry with the prior year. Beginning with the first report for 2016 activity, industry analysis is reported based upon the 2.0% General Fund sales tax rate.

Industries with Largest Month over Month % Increase		Industries with Largest Month over Month \$ Increase	
Medical Marijuana	26.84%	Building Materials	\$104,425
Grocery Stores	24.15%	Grocery Stores	\$93,050
Hotel/Motel	22.28%	Hotel/Motel	\$77,183
Industries with Largest Month over Month % Decrease		Industries with Largest Month over Month \$ Decrease	
Utilities	(16.43%)	Auto Dealer	(\$193,074)
Auto Dealer	(15.51%)	Restaurants	(\$74,715)
Department and Discount	(5.92%)	Department and Discount	(\$72,684)

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 March 31, 2016\***

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	8,129,772	9,705,977	9,716,339	9,706,324	10,490,529	8.08%
March	9,048,100	9,665,221	9,547,747	10,336,828	10,688,559	3.40%
April	10,658,023	11,052,923	11,725,868	12,342,059	12,710,215	2.98%
<b>Total (Year-to-Date)</b>	<b>27,835,895</b>	<b>30,424,121</b>	<b>30,989,954</b>	<b>32,385,211</b>	<b>33,889,303</b>	<b>4.64%</b>
<b>Refunds (Year-to-Date)</b>	<b>184,733</b>	<b>48,846</b>	<b>192,789</b>	<b>342,422</b>	<b>862,346</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>27,651,162</b>	<b>30,375,275</b>	<b>30,797,165</b>	<b>32,042,789</b>	<b>33,026,957</b>	

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

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2012 through 2015 Average Monthly % of Annual Collections</u>
February	8,129,772	9,705,977	9,716,339	9,706,324	10,490,529	6.75%
March	9,048,100	9,665,221	9,547,747	10,336,828	10,688,559	7.00%
April	10,658,023	11,052,923	11,725,868	12,342,059	12,710,215	8.30%
May	9,878,312	10,210,765	10,472,202	11,621,048		7.65%
June	10,265,023	10,894,780	12,056,690	12,064,442		8.21%
July	11,601,389	12,333,440	13,760,241	14,097,861		9.39%
August	10,726,772	11,122,002	11,996,628	13,166,898		8.52%
September	11,076,614	11,340,506	12,783,365	12,487,802		8.64%
October	11,565,523	11,937,140	12,888,589	13,853,333		9.11%
November	10,423,638	11,059,375	11,604,597	12,563,927		8.27%
December	10,082,204	10,763,691	11,047,401	11,597,062		7.88%
January	13,470,302	13,982,574	14,502,485	14,820,707		10.29%
<b>Total for Year</b>	<b>126,925,672</b>	<b>134,068,394</b>	<b>142,102,153</b>	<b>148,658,292</b>	<b>33,889,303</b>	<b>100.00%</b>

\* 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 March 31, 2016\***

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	7,805,280	9,236,992	9,278,479	9,076,295	9,895,629	9.03%
March	8,634,042	8,889,666	9,057,555	9,862,438	9,928,804	0.67%
April	10,096,254	10,466,694	10,958,358	11,722,804	11,921,924	1.70%
<b>Total (Year-to-Date)</b>	<b>26,535,576</b>	<b>28,593,352</b>	<b>29,294,392</b>	<b>30,661,537</b>	<b>31,746,357</b>	<b>3.54%</b>

**2.0% Use Tax - General Fund**  
**For Filing Period Ended March 31, 2016\***

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	324,492	468,985	437,859	630,029	594,900	(5.58%)
March	414,058	775,556	490,192	474,390	759,755	60.15%
April	561,769	586,229	767,511	619,255	788,291	27.30%
<b>Total (Year-to-Date)</b>	<b>1,300,319</b>	<b>1,830,770</b>	<b>1,695,562</b>	<b>1,723,674</b>	<b>2,142,946</b>	<b>24.32%</b>



**0.62% 2C Road Tax**  
**For Filing Period Ended March 31, 2016\***

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2012 through 2015 Monthly Average % of Annual Collections**</u>
February	-	-	-	-	3,037,921	6.75%
March	-	-	-	-	3,261,257	7.00%
April	-	-	-	-	3,924,909	8.30%
May	-	-	-	-		7.65%
June	-	-	-	-		8.21%
July	-	-	-	-		9.39%
August	-	-	-	-		8.52%
September	-	-	-	-		8.64%
October	-	-	-	-		9.11%
November	-	-	-	-		8.27%
December	-	-	-	-		7.88%
January	-	-	-	-		10.29%
<b>Total (Year-to-Date)</b>	-	-	-	-	10,224,087	100.00%
<b>Refunds (Year-to-Date)</b>	-	-	-	-	2,186	
<b>Net Revenue (Year-to-Date)</b>	-	-	-	-	10,221,901	

\*\* These percentages represent the average monthly collections in comparison to the full year's collections. See page 2 of this report for the details.



**0.4% Public Safety Sales and Use Tax - PSST**  
For Filing Period Ended March 31, 2016\*

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	1,625,954	1,941,195	1,943,268	1,941,265	2,098,106	8.08%
March	1,809,620	1,933,044	1,909,549	2,067,366	2,137,713	3.40%
April	2,131,605	2,210,584	2,345,174	2,468,412	2,542,043	2.98%
<b>Total (Year-to-Date)</b>	<b>5,567,179</b>	<b>6,084,823</b>	<b>6,197,991</b>	<b>6,477,043</b>	<b>6,777,862</b>	<b>4.64%</b>
<b>Refunds (Year-to-Date)</b>	<b>36,947</b>	<b>9,241</b>	<b>38,557</b>	<b>68,485</b>	<b>160,388</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>5,530,232</b>	<b>6,075,582</b>	<b>6,159,434</b>	<b>6,408,558</b>	<b>6,617,474</b>	

**0.1% Trails, Open Space and Parks Tax - TOPS**  
For Filing Period Ended March 31, 2016\*

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	406,489	485,299	485,817	485,316	524,526	8.08%
March	452,405	483,261	477,386	516,841	534,427	3.40%
April	532,901	552,646	586,293	617,103	635,511	2.98%
<b>Total (Year-to-Date)</b>	<b>1,391,795</b>	<b>1,521,206</b>	<b>1,549,496</b>	<b>1,619,260</b>	<b>1,694,464</b>	<b>4.64%</b>
<b>Refunds (Year-to-Date)</b>	<b>9,236</b>	<b>2,310</b>	<b>9,640</b>	<b>17,121</b>	<b>40,098</b>	
<b>Net Revenue (Year-to-Date)</b>	<b>1,382,559</b>	<b>1,518,896</b>	<b>1,539,856</b>	<b>1,602,139</b>	<b>1,654,366</b>	



**Lodger's and Auto Rental Tax (LART) - LART Fund**  
**For Filing Period Ended March 31, 2016\***

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	178,513	195,110	197,826	220,065	263,879	19.91%
March	215,287	216,275	241,727	230,045	281,289	22.28%
April	234,893	234,619	251,084	288,866	353,453	22.36%
<b>Total (Year-to-Date)</b>	<b>628,693</b>	<b>646,004</b>	<b>690,637</b>	<b>738,976</b>	<b>898,621</b>	<b>21.60%</b>

**2.0% Lodger's Tax - LART Fund**  
**For Filing Period Ended March 31, 2016\***

<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	151,961	167,450	167,740	193,452	226,382	17.02%
March	187,000	189,774	212,907	193,951	246,039	26.86%
April	202,321	204,715	216,115	252,028	315,002	24.99%
<b>Total (Year-to-Date)</b>	<b>541,282</b>	<b>561,939</b>	<b>596,762</b>	<b>639,431</b>	<b>787,423</b>	<b>23.14%</b>

**1.0% Auto Rental Tax - LART Fund**  
**For Filing Period Ended March 31, 2016\***

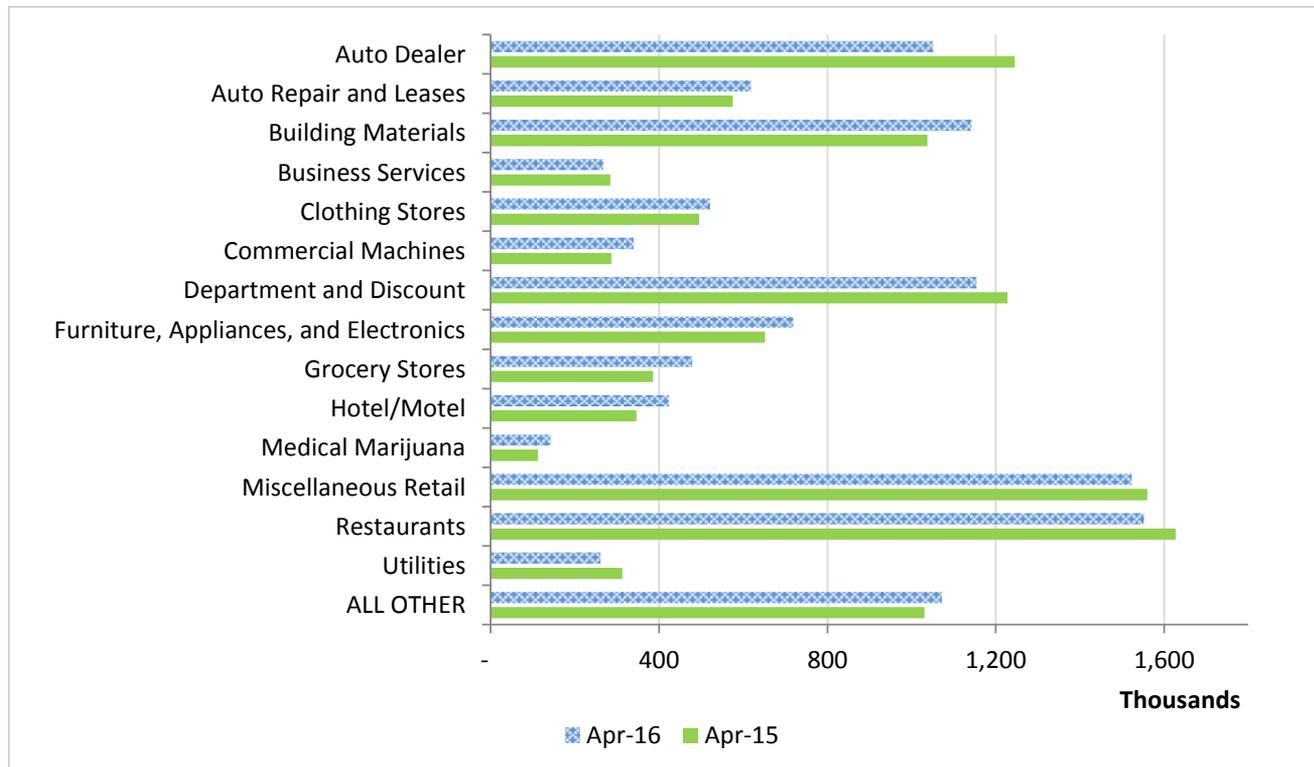
<u>Month Paid to City</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>% Over(Under) Previous Year</u>
February	26,552	27,660	30,086	26,613	37,497	40.90%
March	28,287	26,501	28,820	36,094	35,250	(2.34%)
April	32,572	29,904	34,969	36,838	38,451	4.38%
<b>Total (Year-to-Date)</b>	<b>87,411</b>	<b>84,065</b>	<b>93,875</b>	<b>99,545</b>	<b>111,198</b>	<b>11.71%</b>



**Retail Industry Analysis  
2.0% Sales Tax  
April 2016 Compared with April 2015 Collections  
for the March Filing Period**

	<u>2016*</u>	<u>2015*</u>	<u>Month-to-Month % of Change</u>	<u>Year-to-date % of Change</u>
Auto Dealer	\$ 1,051,677	\$ 1,244,751	(15.51%)	(5.93%)
Auto Repair and Leases	\$ 618,454	\$ 575,263	7.51%	4.31%
Building Materials	\$ 1,142,259	\$ 1,037,834	10.06%	9.47%
Business Services	\$ 267,524	\$ 283,968	(5.79%)	(4.38%)
Clothing Stores	\$ 520,846	\$ 494,730	5.28%	8.10%
Commercial Machines	\$ 339,194	\$ 287,016	18.18%	5.03%
Department and Discount	\$ 1,154,924	\$ 1,227,608	(5.92%)	(3.10%)
Furniture, Appliances, and Electronics	\$ 719,048	\$ 651,780	10.32%	9.97%
Grocery Stores	\$ 478,376	\$ 385,326	24.15%	19.44%
Hotel/Motel	\$ 423,655	\$ 346,472	22.28%	22.68%
Medical Marijuana	\$ 141,872	\$ 111,855	26.84%	28.04%
Miscellaneous Retail	\$ 1,522,774	\$ 1,559,956	(2.38%)	(1.33%)
Restaurants	\$ 1,552,560	\$ 1,627,275	(4.59%)	2.61%
Utilities	\$ 260,996	\$ 312,307	(16.43%)	(11.84%)

\*Beginning with the first report for 2016 activity, industry analysis will be reported based upon the 2.0% General Fund sales tax rate.





**Retail Industry Analysis**  
**2.0% Sales Tax**  
**April 2016 Compared with April 2015 Collections**  
**for the March Filing Period**

