



Sales and Use Tax Revenue Report
For business activity occurring in April 2015
Revenues remitted to City in May 2015

This report reflects the Sales and Use Tax revenue collections for the month of April 2015, which were remitted to the City in May 2015.

The 2.0% General Fund sales and use tax revenue is used for City operations such as police, fire, street repair, and park maintenance. 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.

| | |
|---|-----------------------|
| | <u>Revenue</u> |
| 2.0% Sales and Use Tax – General Fund | \$11,621,048 |
| 0.4% Public Safety Sales and Use Tax – PSST | \$2,324,210 |
| 0.1% Trails, Open Space and Parks Tax – TOPS | \$581,052 |

- Sales and use tax combined – up 10.97% for the month and up 6.14% year-to-date
- Sales tax – up 9.67% for the month and up 5.93% year-to-date
- Use tax – up 35.09% for the month and up 9.69% 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.

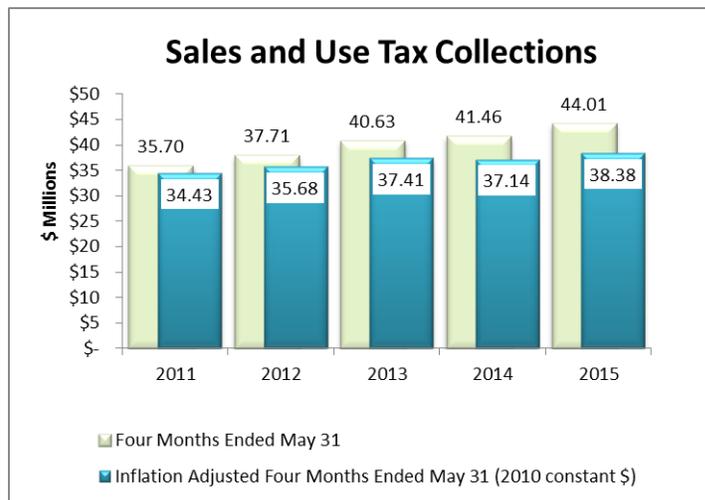
| | |
|-----------------------------|------------------|
| 2.0% Lodger's Tax | \$324,022 |
| 1.0% Auto Rental Tax | \$34,355 |

- LART Combined – up 33.70% for the month and up 14.46% year-to-date
- Lodger's Tax – up 36.39% for the month and up 15.48% year-to-date
- Auto Rental Tax – up 12.72% for the month and up 7.68% year-to-date

Below are the highlights of the analysis that compares current year 2.5% sales tax collections by major industry with the prior year.

| Industries with Largest Month over Month % Increase | | Industries with Largest Month over Month \$ Increase | |
|--|----------|---|-------------|
| Hotel/Motel | 46.76% | Hotel/Motel | \$191,593 |
| Business Services | 29.55% | Building Materials | \$175,849 |
| Medical Marijuana | 21.15% | Restaurants | \$170,106 |
| Industries with Largest Month over Month % Decrease | | Industries with Largest Month over Month \$ Decrease | |
| Commercial Machines | (30.61%) | Commercial Machines | (\$106,533) |
| Utilities | (5.82%) | Utilities | (\$20,945) |

The graph below shows a five-year comparison of sales and use tax collections. The table also includes collections adjusted for inflation to illustrate what the collections would be if the dollar had a constant value from year to year.



This report is also available on our website at coloradosprings.gov and search "Sales and Use Tax Revenue Reports."

Prepared by Sales Tax Division
June 15, 2015



**2.0% Combined Sales and Use Tax - General Fund
For Filing Period Ended April 30, 2015***

| <u>Month Paid to City</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>% Over(Under) Previous Year</u> |
|---------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--|
| February | 7,584,498 | 8,129,772 | 9,705,977 | 9,716,339 | 9,706,324 | (0.10%) |
| March | 8,214,130 | 9,048,100 | 9,665,221 | 9,547,747 | 10,336,828 | 8.26% |
| April | 10,322,104 | 10,658,023 | 11,052,923 | 11,725,868 | 12,342,059 | 5.25% |
| May | 9,581,055 | 9,878,312 | 10,210,765 | 10,472,202 | 11,621,048 | 10.97% |
| Total (Year-to-Date) | 35,701,787 | 37,714,207 | 40,634,886 | 41,462,156 | 44,006,259 | 6.14% |
| Refunds (Year-to-Date) | 115,695 | 204,726 | 109,939 | 384,838 | 439,235 | |
| Net Revenue (Year-to-Date) | 35,586,092 | 37,509,481 | 40,524,947 | 41,077,318 | 43,567,024 | |

**2.0% Combined Sales and Use Tax - General Fund
Activity — Prior Years**

| <u>Month Paid to City</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> |
|-----------------------------|-------------------|-------------------|-------------------|--------------------|
| June | 9,490,762 | 10,265,023 | 10,894,780 | 12,056,690 |
| July | 11,144,133 | 11,601,389 | 12,333,440 | 13,760,241 |
| August | 10,289,011 | 10,726,772 | 11,122,002 | 11,996,628 |
| September | 10,095,404 | 11,076,614 | 11,340,506 | 12,783,365 |
| October | 10,564,005 | 11,565,523 | 11,937,140 | 12,888,589 |
| November | 9,474,692 | 10,423,638 | 11,059,375 | 11,604,597 |
| December | 8,970,556 | 10,082,204 | 10,763,691 | 11,047,401 |
| January | 12,839,022 | 13,470,302 | 13,982,574 | 14,502,485 |
| Total (Year-to-Date) | 82,867,585 | 89,211,465 | 93,433,508 | 100,639,996 |

* 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 April 30, 2015*

| <u>Month Paid to City</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--|
| February | 7,318,503 | 7,805,280 | 9,236,992 | 9,278,479 | 9,076,295 | (2.18%) |
| March | 7,748,727 | 8,634,042 | 8,889,666 | 9,057,555 | 9,862,438 | 8.89% |
| April | 9,778,869 | 10,096,254 | 10,466,694 | 10,958,358 | 11,722,804 | 6.98% |
| May | 8,961,454 | 9,317,706 | 9,676,668 | 9,936,052 | 10,896,750 | 9.67% |
| Total (Year-to-Date) | 33,807,553 | 35,853,282 | 38,270,020 | 39,230,444 | 41,558,287 | 5.93% |

2.0% Use Tax - General Fund
For Filing Period Ended April 30, 2015*

| <u>Month Paid to City</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February | 265,995 | 324,492 | 468,985 | 437,859 | 630,029 | 43.89% |
| March | 465,403 | 414,058 | 775,556 | 490,192 | 474,390 | (3.22%) |
| April | 543,234 | 561,769 | 586,229 | 767,511 | 619,255 | (19.32%) |
| May | 619,601 | 560,606 | 534,097 | 536,150 | 724,298 | 35.09% |
| Total (Year-to-Date) | 1,894,233 | 1,860,925 | 2,364,867 | 2,231,712 | 2,447,972 | 9.69% |



0.4% Public Safety Sales and Use Tax - PSST
For Filing Period Ended April 30, 2015*

| <u>Month Paid to City</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>% Over(Under) Previous Year</u> |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February | 1,516,900 | 1,625,954 | 1,941,195 | 1,943,268 | 1,941,265 | (0.10%) |
| March | 1,642,826 | 1,809,620 | 1,933,044 | 1,909,549 | 2,067,366 | 8.26% |
| April | 2,064,421 | 2,131,605 | 2,210,584 | 2,345,174 | 2,468,412 | 5.25% |
| May | 1,916,211 | 1,975,662 | 2,042,154 | 2,094,442 | 2,324,210 | 10.97% |
| Total (Year-to-Date) | 7,140,358 | 7,542,841 | 8,126,977 | 8,292,433 | 8,801,253 | 6.14% |
| Refunds (Year-to-Date) | 20,738 | 40,946 | 21,459 | 75,402 | 87,848 | |
| Net Revenue (Year-to-Date) | 7,119,620 | 7,501,895 | 8,105,518 | 8,217,031 | 8,713,405 | |

0.1% Trails, Open Space and Parks Tax - TOPS
For Filing Period Ended April 30, 2015*

| <u>Month Paid to City</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>% Over(Under) Previous Year</u> |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|--|
| February | 379,225 | 406,489 | 485,299 | 485,817 | 485,316 | (0.10%) |
| March | 410,706 | 452,405 | 483,261 | 477,386 | 516,841 | 8.26% |
| April | 516,105 | 532,901 | 552,646 | 586,293 | 617,103 | 5.25% |
| May | 479,052 | 493,916 | 510,538 | 523,610 | 581,052 | 10.97% |
| Total (Year-to-Date) | 1,785,088 | 1,885,711 | 2,031,744 | 2,073,106 | 2,200,312 | 6.14% |
| Refunds (Year-to-Date) | 5,184 | 10,174 | 5,365 | 18,851 | 21,962 | |
| Net Revenue (Year-to-Date) | 1,779,904 | 1,875,537 | 2,026,379 | 2,054,255 | 2,178,350 | |



Lodger's and Auto Rental Tax (LART) - LART Fund
For Filing Period Ended April 30, 2015*

| <u>Month Paid to City</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>% Over(Under)</u> <u>Previous Year</u> |
|-----------------------------|----------------|----------------|----------------|----------------|------------------|--|
| February | 168,837 | 178,513 | 195,110 | 197,826 | 220,065 | 11.24% |
| March | 209,428 | 215,287 | 216,275 | 241,727 | 230,045 | (4.83%) |
| April | 247,267 | 234,893 | 234,619 | 251,084 | 288,866 | 15.05% |
| May | 276,636 | 286,854 | 287,035 | 268,044 | 358,377 | 33.70% |
| Total (Year-to-Date) | <u>902,168</u> | <u>915,547</u> | <u>933,039</u> | <u>958,681</u> | <u>1,097,353</u> | 14.46% |



2.0% Lodger's Tax - LART Fund
For Filing Period Ended April 30, 2015*

| <u>Month Paid to City</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|--|
| February | 140,966 | 151,961 | 167,450 | 167,740 | 193,452 | 15.33% |
| March | 181,281 | 187,000 | 189,774 | 212,907 | 193,951 | (8.90%) |
| April | 213,691 | 202,321 | 204,715 | 216,115 | 252,028 | 16.62% |
| May | 246,865 | 258,683 | 255,705 | 237,565 | 324,022 | 36.39% |
| Total (Year-to-Date) | 782,803 | 799,965 | 817,644 | 834,327 | 963,453 | 15.48% |

1.0% Auto Rental Tax - LART Fund
For Filing Period Ended April 30, 2015*

| <u>Month Paid to City</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>% Over(Under) Previous Year</u> |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|--|
| February | 27,871 | 26,552 | 27,660 | 30,086 | 26,613 | (11.54%) |
| March | 28,147 | 28,287 | 26,501 | 28,820 | 36,094 | 25.24% |
| April | 33,576 | 32,572 | 29,904 | 34,969 | 36,838 | 5.34% |
| May | 29,771 | 28,171 | 31,330 | 30,479 | 34,355 | 12.72% |
| Total (Year-to-Date) | 119,365 | 115,582 | 115,395 | 124,354 | 133,900 | 7.68% |

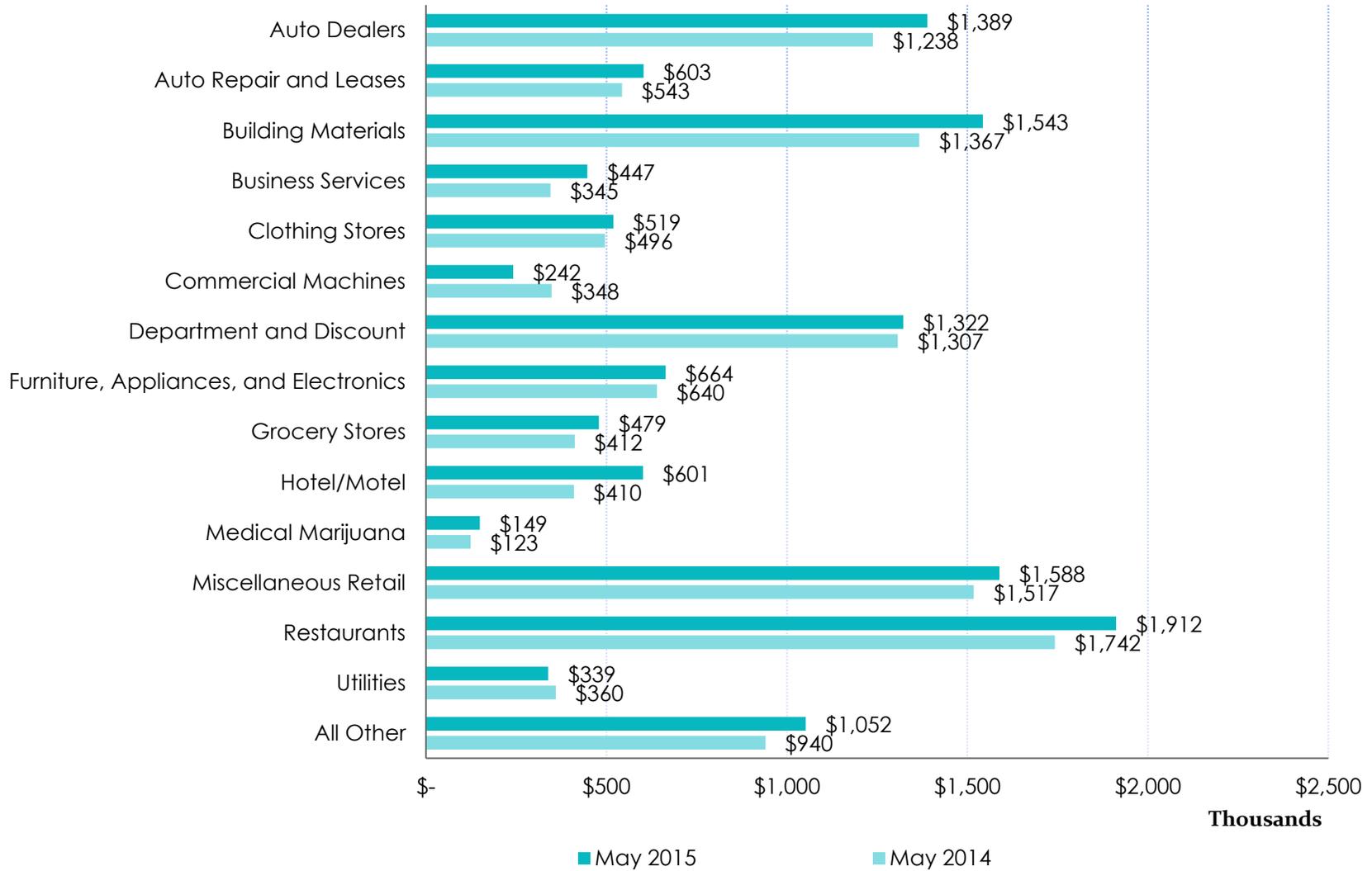


**Retail Industry Analysis
2.5% Sales Tax
May 2015 Compared with May 2014**

| | <u>May 2015</u> | <u>May 2014</u> | <u>Month-to-Month % of Change</u> | <u>Year-to-date % of Change</u> |
|--|-----------------|-----------------|-----------------------------------|---------------------------------|
| Auto Dealer | \$ 1,388,833 | \$ 1,238,126 | 12.17% | 12.11% |
| Auto Repair and Leases | \$ 602,868 | \$ 543,021 | 11.02% | 9.53% |
| Building Materials | \$ 1,542,643 | \$ 1,366,794 | 12.87% | 6.28% |
| Business Services | \$ 447,078 | \$ 345,106 | 29.55% | (2.78%) |
| Clothing Stores | \$ 518,793 | \$ 496,013 | 4.59% | 2.81% |
| Commercial Machines | \$ 241,528 | \$ 348,061 | (30.61%) | (30.52%) |
| Department and Discount | \$ 1,322,250 | \$ 1,307,084 | 1.16% | 2.33% |
| Furniture, Appliances, and Electronics | \$ 663,663 | \$ 639,831 | 3.72% | (0.43%) |
| Grocery Stores | \$ 478,935 | \$ 411,980 | 16.25% | 18.91% |
| Hotel/Motel | \$ 601,305 | \$ 409,712 | 46.76% | 25.01% |
| Medical Marijuana | \$ 149,301 | \$ 123,235 | 21.15% | 12.79% |
| Miscellaneous Retail | \$ 1,588,309 | \$ 1,517,481 | 4.67% | (0.40%) |
| Restaurants | \$ 1,912,319 | \$ 1,742,213 | 9.76% | 7.02% |
| Utilities | \$ 338,640 | \$ 359,585 | (5.82%) | (0.32%) |

Sales Tax by Industry

May 2015 Compared with May 2014



Sales Tax by Industry May 2015

