

CITY OF SALIDA, COLORADO
CITY SALES, COUNTY SALES, AND RETAIL MARIJUANA TAX REPORT
SEPTEMBER 2020



The City of Salida Sales Tax, Chaffee County Sales Tax, and Retail Marijuana Tax Report examines tax collections for the month of September 2020, which were remitted to the City of Salida in November 2020.

Summary Results for City Sales, Chaffee County Sales, and Retail Marijuana Taxes

September City sales tax collections increased by \$200,547 (32.9%) as compared to September 2019. At \$810,326, this is the highest sales tax month ever recorded for the City and is particularly unusual since this is for September and July is typically the highest collection month within the year. The City's portion of Chaffee County sales tax collections was up \$34,363, a 14.2% increase over September 2019. The State allocation of Marijuana Tax was up by \$5,624 (89.5%). In total, sales tax receipts YTD are 13.4% higher than last year at this time and are exceeding budget projections by 12.4%.

Current Month							
	September 2020	September 2019	2020 - 2019 \$ Change	2020 - 2019 % Change	September 2020 Budget	2020 Budget \$ Variance	2020 Budget % Variance
3% Sales Tax	\$ 810,326	\$ 609,779	\$ 200,547	32.9%	\$ 640,131	\$ 170,195	26.6%
Shared County Tax	\$ 276,572	\$ 242,209	\$ 34,363	14.2%	\$ 203,700	\$ 72,872	35.8%
Marijuana	\$ 11,906	\$ 6,282	\$ 5,624	89.5%	\$ 8,207	\$ 3,699	45.1%
Total	\$ 1,098,804	\$ 858,270	\$ 240,534	28.0%	\$ 852,038	\$ 246,766	29.0%
Year to Date							
	YTD 2020	YTD 2019	2020 - 2019 \$ Change	2020 - 2019 % Change	YTD 2020 Budget	2020 Budget \$ Variance	2020 Budget % Variance
3% Sales Tax	\$ 5,697,233	\$ 4,994,723	\$ 702,510	14.1%	\$ 5,168,714	\$ 528,519	10.2%
Shared County Tax	\$ 1,914,068	\$ 1,726,652	\$ 187,416	10.9%	\$ 1,610,700	\$ 303,368	18.8%
Marijuana	\$ 93,062	\$ 73,635	\$ 19,427	26.4%	\$ 74,901	\$ 18,161	24.2%
Total	\$ 7,704,363	\$ 6,795,010	\$ 909,353	13.4%	\$ 6,854,315	\$ 850,048	12.4%

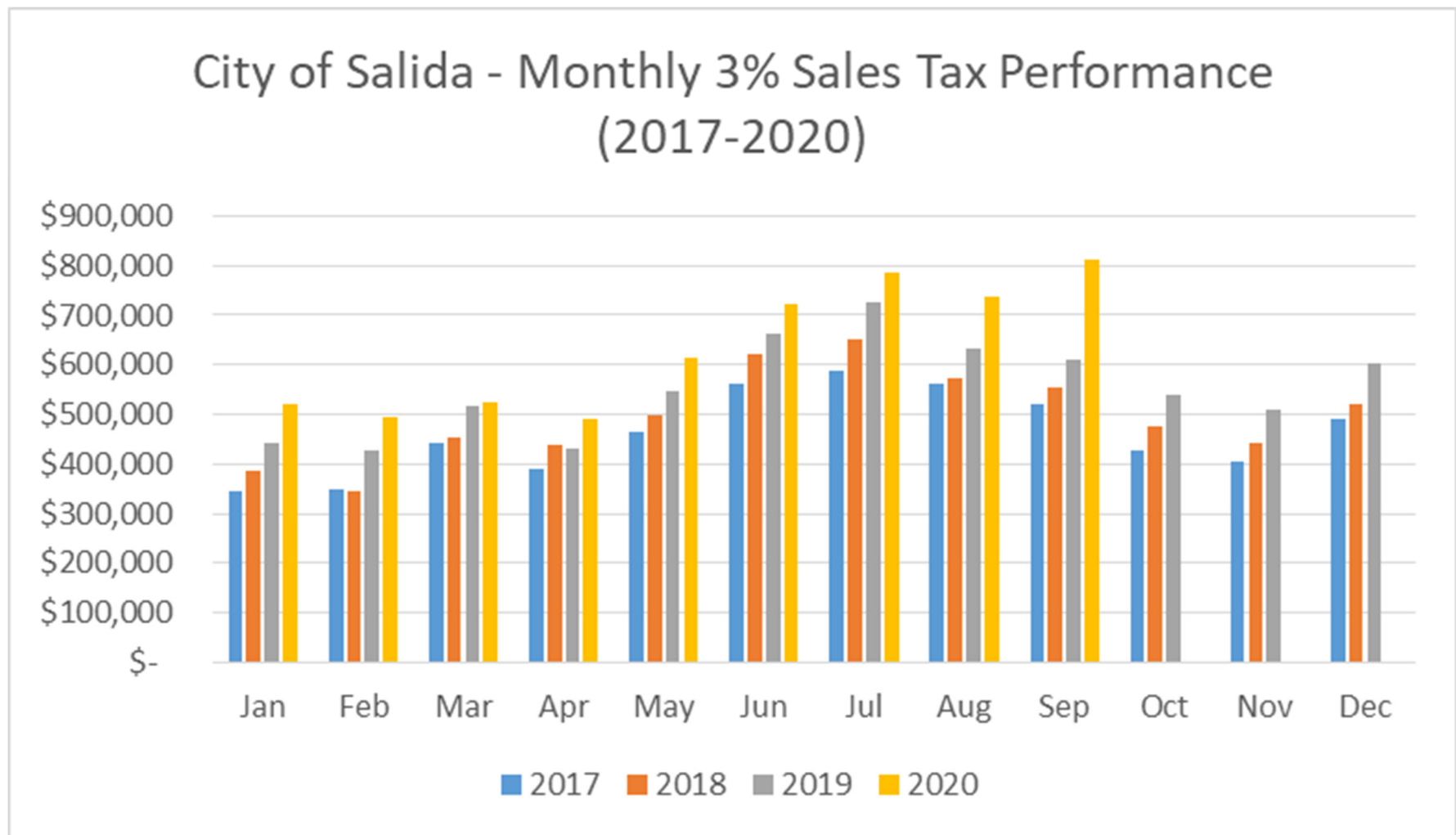
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In the tracking by NAICS industry sector report, Salida saw an unusually high increase over last year for September in both the Retail Trade and Accommodation and Food Services sectors. The Accommodation and Food Services sector is still down year to date, but September was a relief for this industry hit so hard by COVID-19. The remaining sectors, although smaller dollars to the City, have wide fluctuations up or down with the Real Estate, Rental & Leasing sector down significantly year to date. This sector includes several VRBO type rentals in addition to other types of rentals like equipment and vehicles. It should be noted, businesses select their own NAICS code and most VRBOs and Hotels are in the Accommodation and Food Service Sector.

3% City Sales Tax by Industry Sector									
Current Month					Year to Date				
NAICS Sector	September 2020	September 2019	2020-2019 \$ Change	2020-2019 % Change		YTD 2020	YTD 2019	2020-2019 \$ Change	2020-2019 % Change
Retail Trade	\$ 550,154	\$ 378,446	\$ 171,708	45.4%	Retail Trade	\$ 4,047,669	\$ 3,277,283	\$ 770,386	23.5%
Accommodation and Food Services	\$ 161,546	\$ 133,908	\$ 27,638	20.6%	Accommodation and Food Services	\$ 912,320	\$ 1,049,200	\$ (136,880)	-13.0%
Manufacturing	\$ 25,441	\$ 17,773	\$ 7,668	43.1%	Manufacturing	\$ 165,930	\$ 124,083	\$ 41,847	33.7%
Wholesale Trade	\$ 14,966	\$ 18,989	\$ (4,023)	-21.2%	Wholesale	\$ 136,848	\$ 120,721	\$ 16,127	13.4%
Construction	\$ 8,180	\$ 6,600	\$ 1,580	23.9%	Construction	\$ 76,348	\$ 65,098	\$ 11,250	17.3%
Information	\$ 6,205	\$ 7,716	\$ (1,511)	-19.6%	Information	\$ 59,036	\$ 68,693	\$ (9,657)	-14.1%
Real Estate, Rental & Leasing	\$ 6,145	\$ 11,731	\$ (5,586)	-47.6%	Real Estate, Rental & Leasing	\$ 33,735	\$ 53,342	\$ (19,607)	-36.8%
All Other	\$ 37,689	\$ 34,616	\$ 3,072	8.9%	All Other	\$ 265,347	\$ 236,303	\$ 29,044	12.3%
Total	\$ 810,326	\$ 609,779	\$ 200,547	32.9%	Total	\$ 5,697,233	\$ 4,994,723	\$ 702,510	14.1%

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