

CITY OF SALIDA, COLORADO
CITY SALES, COUNTY SALES, AND RETAIL MARIJUANA TAX REPORT
MARCH 2021



The City of Salida Sales Tax, Chaffee County Sales Tax, and Retail Marijuana Tax Report examines tax collections for the month of March 2021, which were remitted to the City of Salida in May 2021

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

March City sales tax collections increased by \$204,567 (39.1%) as compared to March 2020. The City's portion of Chaffee County sales tax collections was up \$96,380, a 58.8% increase over March 2020. The State allocation of the 15% Marijuana Tax was down by \$1,393 (-13.3%). In total, sales tax receipts are 42.9% higher for March and 29.2% higher year to date and are exceeding the conservative budget projections by \$736,340 or 38.4% year to date. The budget in this presentation is spread throughout the year in the same (seasonal) proportion as actual collections in previous years (not evenly throughout the year).

Current Month							
	March 2021	March 2020	2021 - 2020 \$ Change	2021 - 2020 % Change	March 2021 Budget	2021 Budget \$ Variance	2021 Budget % Variance
3% Sales Tax	\$ 727,635	\$ 523,068	\$ 204,567	39.1%	\$ 512,061	\$ 215,574	42.1%
Shared County Tax	\$ 260,389	\$ 164,008	\$ 96,380	58.8%	\$ 185,990	\$ 74,399	40.0%
Marijuana	\$ 9,077	\$ 10,469	\$ (1,393)	-13.3%	\$ 7,362	\$ 1,715	23.3%
Total	\$ 997,100	\$ 697,546	\$ 299,554	42.9%	\$ 705,413	\$ 291,688	41.3%
Year to Date							
	YTD 2021	YTD 2020	2021 - 2020 \$ Change	2021 - 2020 % Change	YTD 2021 Budget	2021 Budget \$ Variance	2021 Budget % Variance
3% Sales Tax	\$ 1,946,396	\$ 1,537,229	\$ 409,167	26.6%	\$ 1,388,440	\$ 557,957	40.2%
Shared County Tax	\$ 680,293	\$ 487,941	\$ 192,352	39.4%	\$ 507,024	\$ 173,269	34.2%
Marijuana	\$ 25,184	\$ 27,142	\$ (1,957)	-7.2%	\$ 20,070	\$ 5,115	25.5%
Total	\$ 2,651,874	\$ 2,052,312	\$ 599,561	29.2%	\$ 1,915,533	\$ 736,340	38.4%

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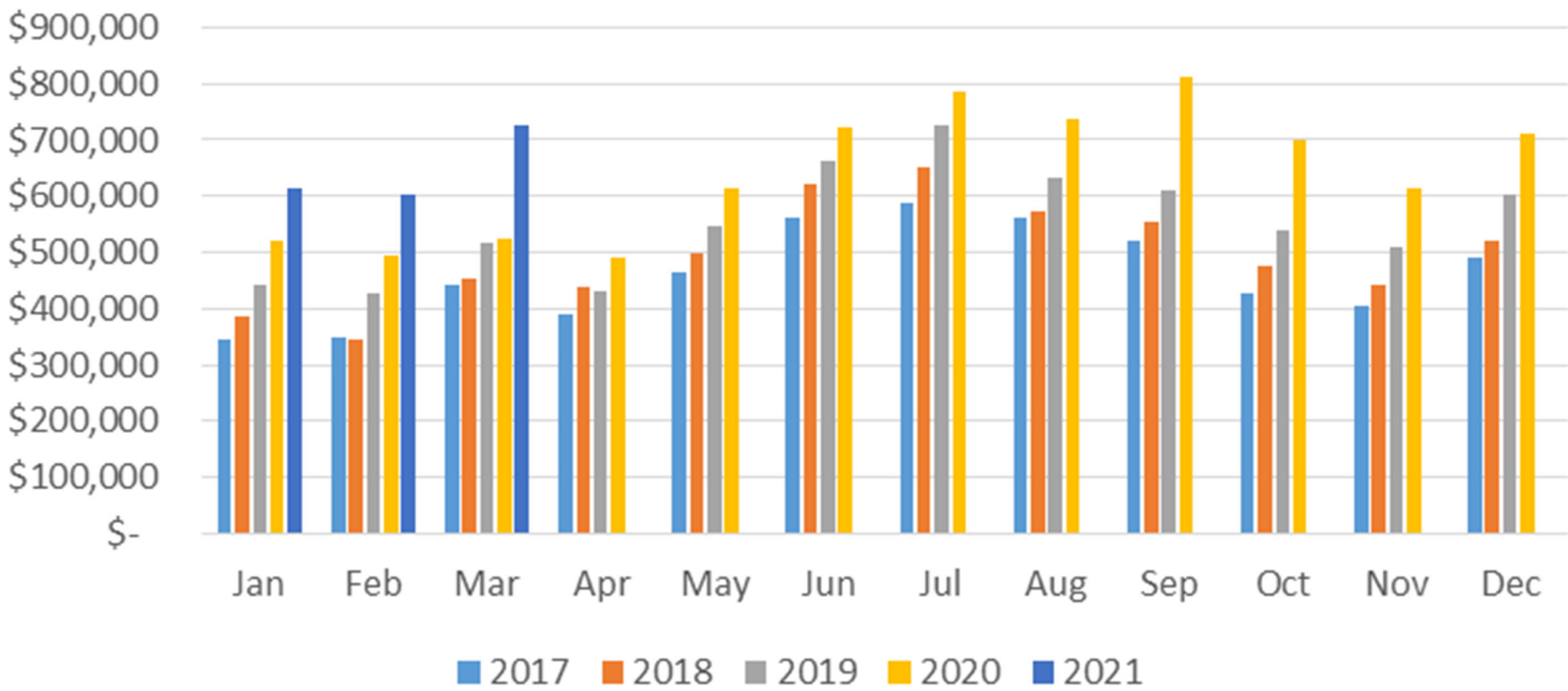


In the tracking by NAICS industry sector report, all of the significant sectors driving Salida's sales tax were up for the month. Accommodations and Food Services had the most robust growth, this industry had strict COVID restrictions in place during March of 2020.

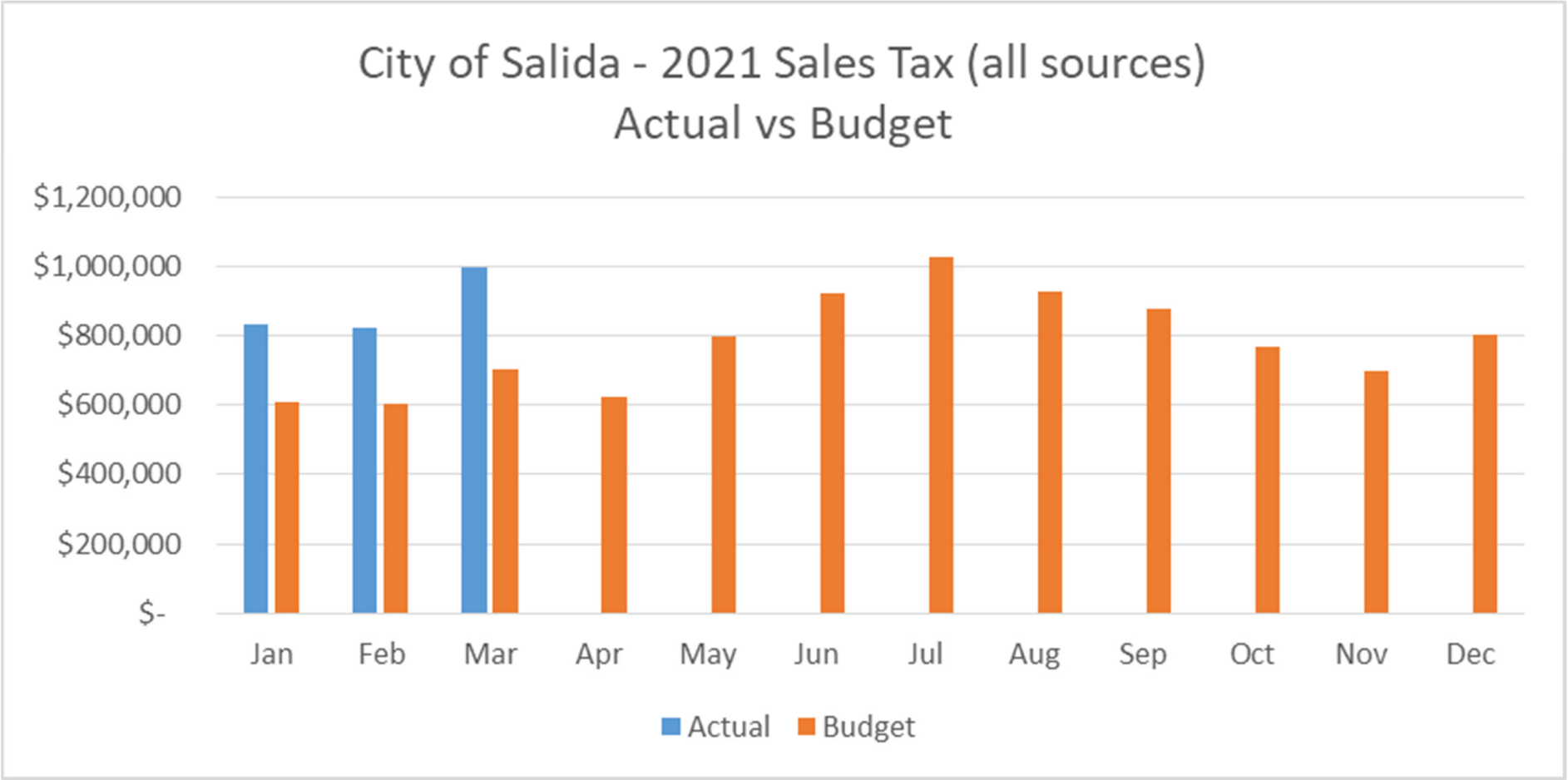
3% City Sales Tax by Industry Sector									
Current Month					Year to Date				
NAICS Sector	March 2021	March 2020	2021-2020 \$ Change	2021-2020 % Change	YTD 2021	YTD 2020	2021-2020 \$ Change	2021-2020 % Change	
Retail Trade	\$ 488,442	\$ 390,514	\$ 97,928	25.1%	\$ 1,349,335	\$ 1,108,814	\$ 240,521	21.7%	
Accommodation and Food Services	\$ 123,285	\$ 58,823	\$ 64,462	109.6%	\$ 313,554	\$ 216,313	\$ 97,241	45.0%	
Manufacturing	\$ 25,748	\$ 15,241	\$ 10,507	68.9%	\$ 63,216	\$ 43,814	\$ 19,402	44.3%	
Wholesale Trade	\$ 18,431	\$ 14,546	\$ 3,885	26.7%	\$ 53,652	\$ 35,659	\$ 17,993	50.5%	
Construction	\$ 13,542	\$ 10,006	\$ 3,536	35.3%	\$ 31,707	\$ 31,010	\$ 697	2.2%	
Information	\$ 6,293	\$ 5,422	\$ 872	16.1%	\$ 18,350	\$ 27,699	\$ (9,349)	-33.8%	
Real Estate, Rental & Leasing	\$ 3,808	\$ 3,149	\$ 659	20.9%	\$ 8,457	\$ 17,864	\$ (9,407)	-52.7%	
All Other	\$ 48,086	\$ 25,368	\$ 22,718	89.6%	\$ 108,125	\$ 56,057	\$ 52,068	92.9%	
Total	\$ 727,635	\$ 523,068	\$ 204,567	39.1%	\$ 1,946,396	\$ 1,537,229	\$ 409,167	26.6%	



City of Salida - Monthly 3% Sales Tax Performance
(2017-2021)



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