

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



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

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

July City sales tax collections increased by \$143,575 (18.3%) as compared to July 2020. The City's portion of Chaffee County sales tax collections was up \$55,490, a 20.0% increase over July 2020. The State allocation of the 15% Marijuana Tax was down by \$8,229 (-61.6%). In total, sales tax receipts are 17.7% higher for July and 27.2% higher year to date and are exceeding the amended budget projections by \$1,525,347 or 27.3% 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).

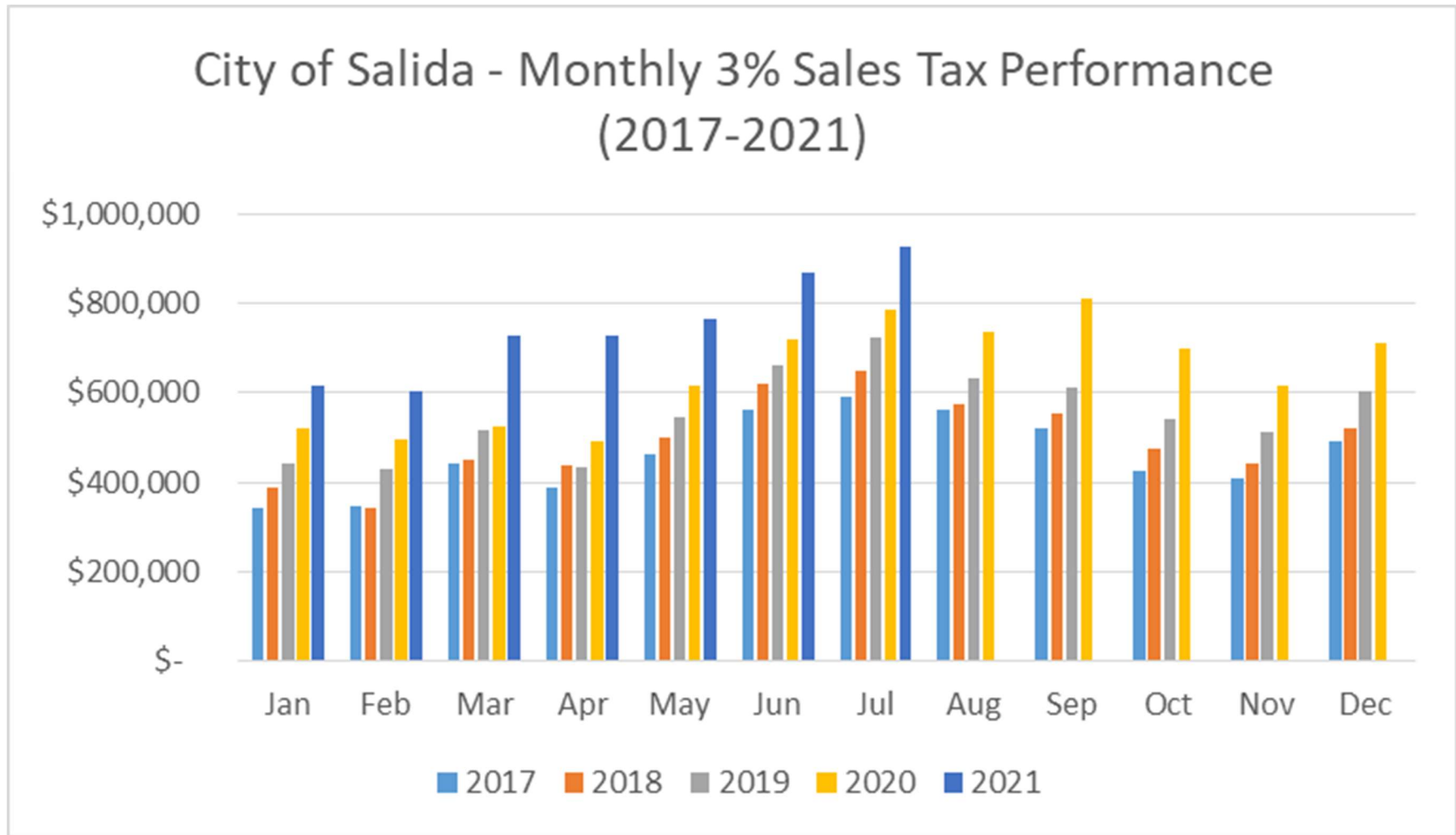
| <b>Current Month</b> |                     |                     |                          |                         |                     |                            |                           |
|----------------------|---------------------|---------------------|--------------------------|-------------------------|---------------------|----------------------------|---------------------------|
|                      | July<br>2021        | July<br>2020        | 2021 - 2020<br>\$ Change | 2021 - 2020<br>% Change | July<br>2021 Budget | 2021 Budget<br>\$ Variance | 2021 Budget<br>% Variance |
| 3% Sales Tax         | \$ 927,952          | \$ 784,377          | \$ 143,575               | 18.3%                   | \$ 788,166          | \$ 139,786                 | 17.7%                     |
| Shared County Tax    | \$ 333,147          | \$ 277,657          | \$ 55,490                | 20.0%                   | \$ 286,357          | \$ 46,790                  | 16.3%                     |
| Marijuana            | \$ 5,135            | \$ 13,364           | \$ (8,229)               | -61.6%                  | \$ 11,335           | \$ (6,200)                 | -54.7%                    |
| <b>Total</b>         | <b>\$ 1,266,234</b> | <b>\$ 1,075,398</b> | <b>\$ 190,836</b>        | <b>17.7%</b>            | <b>\$ 1,085,857</b> | <b>\$ 180,377</b>          | <b>16.6%</b>              |
| <b>Year to Date</b>  |                     |                     |                          |                         |                     |                            |                           |
|                      | YTD<br>2021         | YTD<br>2020         | 2021 - 2020<br>\$ Change | 2021 - 2020<br>% Change | YTD<br>2021 Budget  | 2021 Budget<br>\$ Variance | 2021 Budget<br>% Variance |
| 3% Sales Tax         | \$ 5,234,688        | \$ 4,148,719        | \$ 1,085,970             | 26.2%                   | \$ 4,133,427        | \$ 1,101,261               | 26.6%                     |
| Shared County Tax    | \$ 1,821,616        | \$ 1,375,248        | \$ 446,368               | 32.5%                   | \$ 1,402,181        | \$ 419,434                 | 29.9%                     |
| Marijuana            | \$ 60,154           | \$ 71,080           | \$ (10,926)              | -15.4%                  | \$ 55,503           | \$ 4,651                   | 8.4%                      |
| <b>Total</b>         | <b>\$ 7,116,459</b> | <b>\$ 5,595,046</b> | <b>\$ 1,521,412</b>      | <b>27.2%</b>            | <b>\$ 5,591,112</b> | <b>\$ 1,525,347</b>        | <b>27.3%</b>              |

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



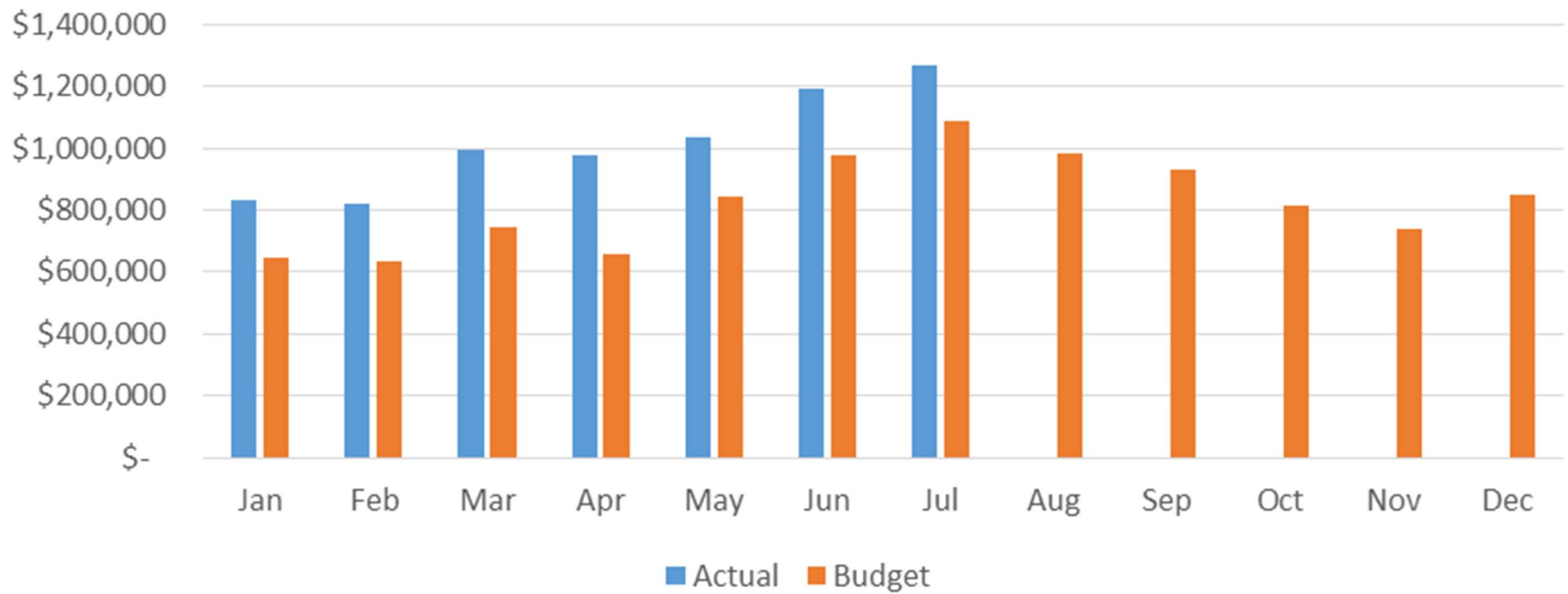
Below is the tracking by NAICS industry sector report for the 3% City sales tax collections.

| <b>3% City Sales Tax by Industry Sector</b> |                   |                   |                     |                    |                     |                     |                     |                    |  |
|---|-------------------|-------------------|---------------------|--------------------|---------------------|---------------------|---------------------|--------------------|--|
| <b>Current Month</b>                        |                   |                   |                     |                    | <b>Year to Date</b> |                     |                     |                    |  |
| NAICS Sector                                | July 2021         | July 2020         | 2021-2020 \$ Change | 2021-2020 % Change | YTD 2021            | YTD 2020            | 2021-2020 \$ Change | 2021-2020 % Change |  |
| Retail Trade                                | \$ 569,708        | \$ 534,944        | \$ 34,764           | 6.5%               | \$ 3,554,591        | \$ 2,998,456        | \$ 556,135          | 18.5%              |  |
| Accommodation and Food Services             | \$ 249,161        | \$ 152,385        | \$ 96,776           | 63.5%              | \$ 977,455          | \$ 592,579          | \$ 384,876          | 64.9%              |  |
| Manufacturing                               | \$ 22,745         | \$ 22,121         | \$ 624              | 2.8%               | \$ 155,972          | \$ 121,762          | \$ 34,211           | 28.1%              |  |
| Wholesale Trade                             | \$ 24,004         | \$ 17,684         | \$ 6,320            | 35.7%              | \$ 147,387          | \$ 105,566          | \$ 41,821           | 39.6%              |  |
| Construction                                | \$ 8,471          | \$ 9,492          | \$ (1,021)          | -10.8%             | \$ 74,155           | \$ 66,045           | \$ 8,110            | 12.3%              |  |
| Information                                 | \$ 7,296          | \$ 6,750          | \$ 546              | 8.1%               | \$ 47,533           | \$ 48,192           | \$ (659)            | -1.4%              |  |
| Real Estate, Rental & Leasing               | \$ 5,851          | \$ 5,289          | \$ 562              | 10.6%              | \$ 27,767           | \$ 23,480           | \$ 4,287            | 18.3%              |  |
| All Other                                   | \$ 40,716         | \$ 35,713         | \$ 5,003            | 14.0%              | \$ 249,828          | \$ 192,639          | \$ 57,189           | 29.7%              |  |
| <b>Total</b>                                | <b>\$ 927,952</b> | <b>\$ 784,377</b> | <b>\$ 143,575</b>   | <b>18.3%</b>       | <b>\$ 5,234,688</b> | <b>\$ 4,148,719</b> | <b>\$ 1,085,970</b> | <b>26.2%</b>       |  |





City of Salida - 2021 Sales Tax (all sources)  
Actual vs Budget



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

