



Sales Tax Trend Report and Other General Fund Financial Highlights Through JUNE 2017

City Sales Tax Collections

Based on vendor reporting date	2010	2011	2012	2013	2014	2015	2016	2017	'16 vs. '15	'17 vs. '16
January	\$ 225,902	\$ 241,375	\$ 256,212	\$ 284,842	\$ 295,704	\$ 331,448	\$ 350,309	\$ 343,874	5.7%	-1.8%
February	226,968	237,458	263,576	265,938	278,374	314,835	337,226	347,631	7.1%	3.1%
March	264,269	287,272	308,751	320,642	334,011	389,540	397,318	440,614	2.0%	10.9%
April	234,460	255,869	281,908	282,046	314,939	339,040	376,977	388,431	11.2%	3.0%
May	259,013	300,053	314,112	345,069	375,896	378,264	408,439	464,245	8.0%	13.7%
June	362,260	350,946	399,280	416,414	422,145	478,252	517,900	560,937	8.3%	8.3%
July	375,063	397,998	433,332	479,025	495,831	506,072	550,871		8.9%	
August	350,636	391,738	382,105	408,462	440,899	509,564	567,094		11.3%	
September	281,025	328,714	359,758	380,952	402,939	490,513	502,357		2.4%	
October	252,248	283,245	296,262	337,046	349,717	384,043	402,167		4.7%	
November	274,775	276,479	298,506	310,816	323,864	361,364	389,488		7.8%	
December	310,297	327,816	358,520	373,482	408,007	436,420	461,592		5.8%	
Total Amount	\$ 3,416,916	\$ 3,678,962	\$ 3,952,322	\$ 4,204,733	\$ 4,442,327	\$ 4,919,355	\$ 5,261,737	\$ 2,545,732		7.0%
Annual Increase (Decrease)	\$ (44,870)	\$ 262,046	\$ 273,360	\$ 252,411	\$ 237,594	\$ 477,028	\$ 342,383	\$ 157,563		
% Change	-1.3%	7.7%	7.4%	6.4%	5.7%	10.7%	7.0%	6.6%		

3% City Sales Tax Rate

Chaffee County Sales Tax

(Salida's allocation)	2010	2011	2012	2013	2014	2015	2016	2017	'16 vs. '15	'17 vs. '16
January	\$ 76,982	\$ 81,517	\$ 81,305	\$ 93,330	\$ 93,452	\$ 104,602	\$ 113,981	\$ 115,589	9.0%	1.4%
February	79,454	80,664	85,158	85,096	89,295	98,201	106,373	117,205	8.3%	10.2%
March	96,147	94,390	97,619	103,018	108,758	128,636	129,149	144,950	0.4%	12.2%
April	81,012	86,164	88,848	86,467	102,686	103,699	117,829	120,971	13.6%	2.7%
May	93,431	111,445	104,974	114,730	116,805	122,636	129,804	151,286	5.8%	16.5%
June	131,095	122,789	133,487	136,503	142,779	157,270	178,282	192,724	13.4%	8.1%
July	143,556	142,640	147,832	152,147	159,465	174,639	189,535		8.5%	
August	127,661	131,904	128,110	139,335	146,256	166,890	193,401		15.9%	
September	107,193	115,554	121,425	123,639	139,676	162,424	170,832		5.2%	
October	84,580	93,876	98,411	108,140	111,043	112,126	130,341		16.2%	
November	97,377	86,000	92,847	96,334	96,110	119,365	121,753		2.0%	
December	108,316	109,183	114,751	115,403	126,093	135,983	144,028		5.9%	
Total Amount	\$ 1,226,804	\$ 1,256,125	\$ 1,294,766	\$ 1,354,142	\$ 1,432,420	\$ 1,586,472	\$ 1,725,309	\$ 842,726		8.8%
Annual Increase (Decrease)	\$ (5,796)	\$ 23,525	\$ 38,641	\$ 59,376	\$ 78,278	\$ 154,051	\$ 138,837	\$ 67,307		
% Change	-0.5%	1.9%	3.1%	4.6%	5.8%	10.8%	8.8%	8.7%		

City Tax Allocation:										
Capital Improvements	797,280	858,424	922,209	981,104	1,036,543	1,147,850	1,227,739	140,779	79,889	(1,086,960)
Capital Expenditures	205,015	220,738	237,139	252,284	266,540	295,161	315,704	n/a	20,543	
Economic Development	22,779	24,526	26,349	28,032	29,616	32,796	35,078	50,660	2,283	15,582
Unrestricted General Fund	1,252,869	1,348,953	1,449,185	1,541,736	1,628,853	1,803,764	1,929,304	1,038,913	125,540	(890,391)
Streets / Other Infrastructure	1,138,972	1,226,321	1,317,441	1,401,578	1,480,776	n/a	n/a	n/a		
Streets - Capital Expenditure						1,229,839	1,315,434	1,315,380	85,596	(55)
Streets - Maintain & Repair						409,946	438,478	n/a	28,532	

Comparison to Budget										
Final Budget	\$ 4,461,200	\$ 4,880,000	\$ 5,158,600	\$ 5,509,400	\$ 5,781,000	\$ 6,415,400	\$ 6,490,000	\$ 7,336,691		\$ 846,691
Received	4,643,719	4,935,087	5,247,088	5,558,876	5,874,747	6,505,826	6,987,046	3,388,458		(3,598,588)
Over (Under)	\$ 182,519	\$ 55,087	\$ 88,488	\$ 49,476	\$ 93,747	\$ 90,426	\$ 497,046	\$ (3,948,233)		
Budget Variance	4.1%	1.1%	1.7%	0.9%	1.6%	1.4%	7.7%	-53.8%		

Taxable Sales in Salida	\$ 113,897,186	\$ 122,632,065	\$ 131,744,070	\$ 140,157,776	\$ 148,077,565	\$ 163,978,492	\$ 175,391,249	\$ 84,857,732		
Annual Growth	-1.3%	7.7%	7.4%	6.4%	5.7%	10.7%	7.0%			

Other General Fund Financial Data:								NOT FINAL		
Total Revenues	\$ 6,558,190	\$ 6,584,366	\$ 7,573,659	\$ 7,434,040	\$ 7,553,028	\$ 9,414,226	\$ 9,287,803			
Total Expenditures **	6,289,604	6,373,605	6,714,330	7,317,153	7,279,976	8,993,886	7,771,315			
Over (Under)	\$ 268,586	\$ 210,761	\$ 859,329	\$ 116,887	\$ 273,052	\$ 420,340	\$ 1,516,488			
Sales Tax as a percentage of total revenue excluding grant revenue	70.8%	75.0%	69.3%	74.8%	77.8%	69.1%	75.2%			
	75.7%	77.1%	78.3%	75.4%	79.9%	77.5%	80.3%			
Grant Revenue	\$ 421,924	\$ 184,726	\$ 871,321	\$ 62,642	\$ 200,965	\$ 1,020,765	\$ 590,739			
Percentage of total revenue	6.4%	2.8%	11.5%	0.8%	2.7%	10.8%	6.4%			
Cash Balance	\$ 1,795,017	\$ 2,302,823	\$ 2,588,134	\$ 2,895,445	\$ 3,450,073	\$ 3,131,723	\$ 4,872,092			
Debt Balance	\$ 2,530,452	\$ 1,782,823	\$ 1,706,045	\$ 1,600,585	\$ 1,491,483	\$ 1,378,614	\$ 1,262,426			

** Includes cash transfers from the General Fund to the SteamPlant Event Center Fund and, in 2014 and 2015, also to the Water and Sewer Funds.