

CITY OF SALIDA, COLORADO
CITY SALES, COUNTY SALES, AND RETAIL MARIJUANA TAX REPORT
JANUARY 2019



The City of Salida Sales Tax, Chaffee County Sales Tax, and Retail Marijuana Tax Report examines tax collections for the month of January 2019, which were remitted to the City of Salida in March 2019, and includes an analysis for the year-to-date results along with prior-year results.

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

Total January 2019 sales tax collections increased \$65,719.74 (12.48%) as compared to January 2018. Very strong snow conditions, combined with positive local, state, national and international economic conditions had net positive impacts on Salida’s sales tax generation. We continue to see growth in trend lines that are comparable year-over-year since 2013. Salida’s retail sales trends (up 14.18% in January) differentiate from those collected across Chaffee County (which saw an increase of 7.25%); however, differentiation smooths out when controlled out over many months and years. Impacts of road closures or challenging weather conditions in January do not appear to have had an impact on overall sales in Salida. Challenges do lie ahead in terms of how the State of Colorado collects sales taxes, with new rules going into effect that will certainly change the monthly reporting totals for communities across Colorado. However, it is our belief that the new rules – intended to capture internet sales – will have a net positive impact on collections for the City of Salida in future months and years.

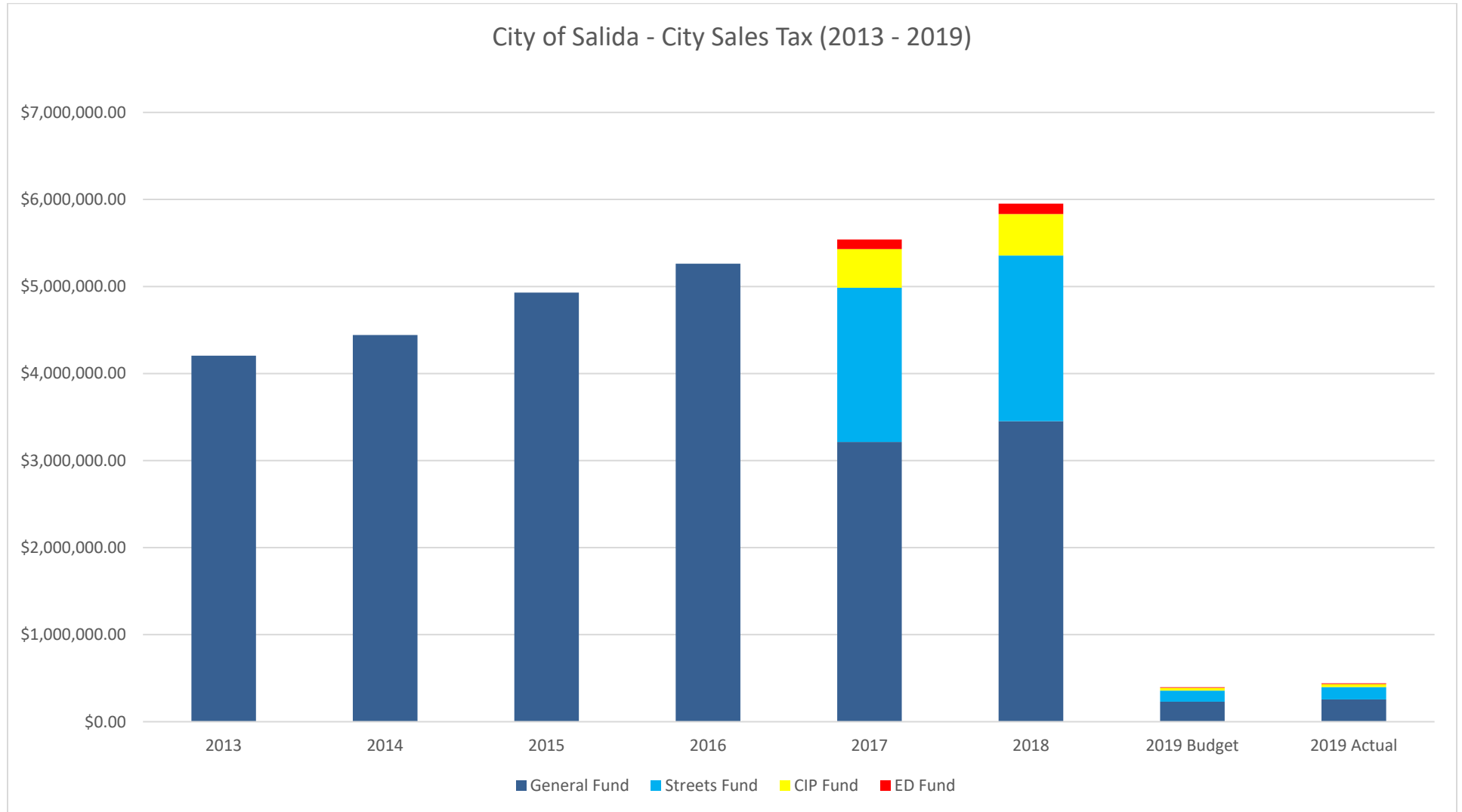
CURRENT MONTH

| | January 2019 | January 2018 | 2019 - 2018 \$ Change | 2019 - 2018 % Change | January 2019 Budget | 2019 Budget \$ Variance | 2019 Budget % Variance |
|---------------|-----------------|-----------------|--------------------------|-------------------------|------------------------|----------------------------|---------------------------|
| 3% Sales Tax | \$441,740.16 | \$386,888.69 | \$54,851.47 | 14.18% | \$397,179.93 | \$44,560.23 | 11.22% |
| 1% County Tax | \$144,370.24 | \$134,613.00 | \$9,757.24 | 7.25% | \$138,193.71 | \$6,176.53 | 4.47% |
| Marijuana | \$6,224.80 | \$5,113.77 | \$1,111.03 | 21.73% | \$5,249.80 | \$975.00 | 18.57% |
| Total | \$592,335.20 | \$526,615.46 | \$65,719.74 | 12.48% | \$540,623.43 | \$51,711.77 | 9.57% |

YEAR-TO-DATE

| | YTD 2019 | YTD 2018 | 2019 - 2018 \$ Change | 2019 - 2018 % Change | YTD 2019 Budget | 2019 Budget \$ Variance | 2019 Budget % Variance |
|---------------|--------------|--------------|--------------------------|-------------------------|--------------------|----------------------------|---------------------------|
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