

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



The City of Salida Sales Tax, Chaffee County Sales Tax, and Retail Marijuana Tax Report examines tax collections for the month of February 2019, which were remitted to the City of Salida in April 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 February 2019 sales tax collections increased \$106,738.11 (22.96%) as compared to February 2018. Continuing and building snowpack conditions throughout the ski season combined with positive local, state, national and international economic conditions had net positive impacts on Salida’s sales tax generation. Growth trends in the City’s sales taxes so far in 2019 are generally greater than annual performance since 2013, but two months are not enough to set a new long-term trend. Salida’s retail sales trends (up 24.47% in February) differentiate from those collected across Chaffee County (which saw an increase of 17.3%); it is our opinion that this can be directly attributed to snowpack conditions and historic skiing conditions. Impacts of road closures or challenging weather conditions in January and February do not appear to have had an impact on overall sales in Salida. The takeaway is that great snow/skiing conditions are having a direct positive impact on Salida’s sales tax receipts in 2019. Total sales tax receipts are exceeding budget by \$146,085.15 (14.35%) in 2019.

CURRENT MONTH

	February 2019	February 2018	2019 - 2018 \$ Change	2019 - 2018 % Change	February 2019 Budget	2019 Budget \$ Variance	2019 Budget % Variance
3% Sales Tax	\$427,593.92	\$343,528.09	\$84,065.83	24.47%	\$352,665.94	\$74,927.98	21.25%
1% County Tax	\$135,876.01	\$115,840.75	\$20,035.26	17.30%	\$118,922.11	\$16,953.90	14.26%
Marijuana	\$8,107.62	\$5,470.60	\$2,637.02	48.20%	\$5,616.12	\$2,491.50	44.36%
Total	\$571,577.55	\$464,839.44	\$106,738.11	22.96%	\$477,204.17	\$94,373.38	19.78%

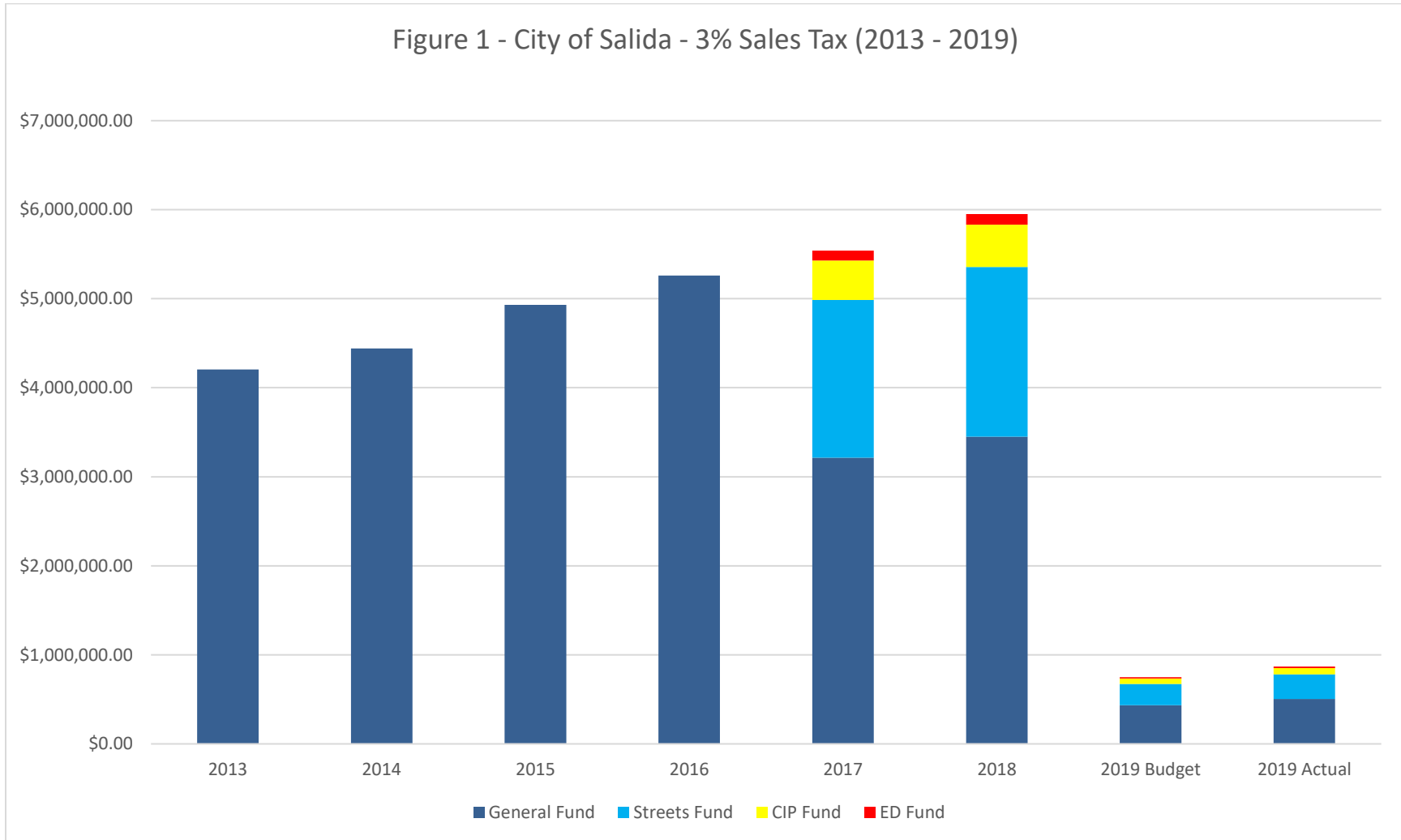
YEAR-TO-DATE

	YTD 2019	YTD 2018	2019 - 2018 \$ Change	2019 - 2018 % Change	YTD 2019 Budget	2019 Budget \$ Variance	2019 Budget % Variance
3% Sales Tax	\$869,334.08	\$730,416.78	\$138,917.30	19.02%	\$749,845.87	\$119,488.21	15.94%
1% County Tax	\$280,246.25	\$250,453.75	\$29,792.50	11.90%	\$257,115.82	\$23,130.43	9.00%
Marijuana	\$14,332.42	\$10,584.37	\$3,748.05	35.41%	\$10,865.91	\$3,466.51	31.90%
Total	\$1,163,912.75	\$991,454.90	\$172,457.85	17.39%	\$1,017,827.60	\$146,085.15	14.35%

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Figure 1 - City of Salida - 3% Sales Tax (2013 - 2019)



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Figure 2 - City of Salida - Monthly 3% Sales Tax Performance (2013 - 2019)

