

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



The City of Salida Sales Tax, Chaffee County Sales Tax, and Retail Marijuana Tax Report examines tax collections for the month of March 2019, which were remitted to the City of Salida in May 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 March 2019 sales tax collections increased \$73,776.24 (12.09%) as compared to March 2018. Once again, Salida and Chaffee County saw net positive results from a record-breaking winter recreation season. Salida’s retail sales trends (up 17.12% year-to-date) differentiate from those collected across Chaffee County (10.32% YTD); it is our opinion that this can be directly attributed to snowpack conditions, historic skiing conditions, and the impact of Monarch Mountain on Salida’s economy. However, March did see a decline of -21.57% in Marijuana Sales Tax returns as compared to 2018, of which no clear explanation currently exists. City staff is currently looking at alternative sources of revenue increases – such as on-line sales tax collection and new businesses such as Natural Grocers opening in late 2018 – to better understand any underlying shifts in the local economy. Total sales tax receipts are exceeding budget by \$203,634.13 (12.39%) so far in 2019.

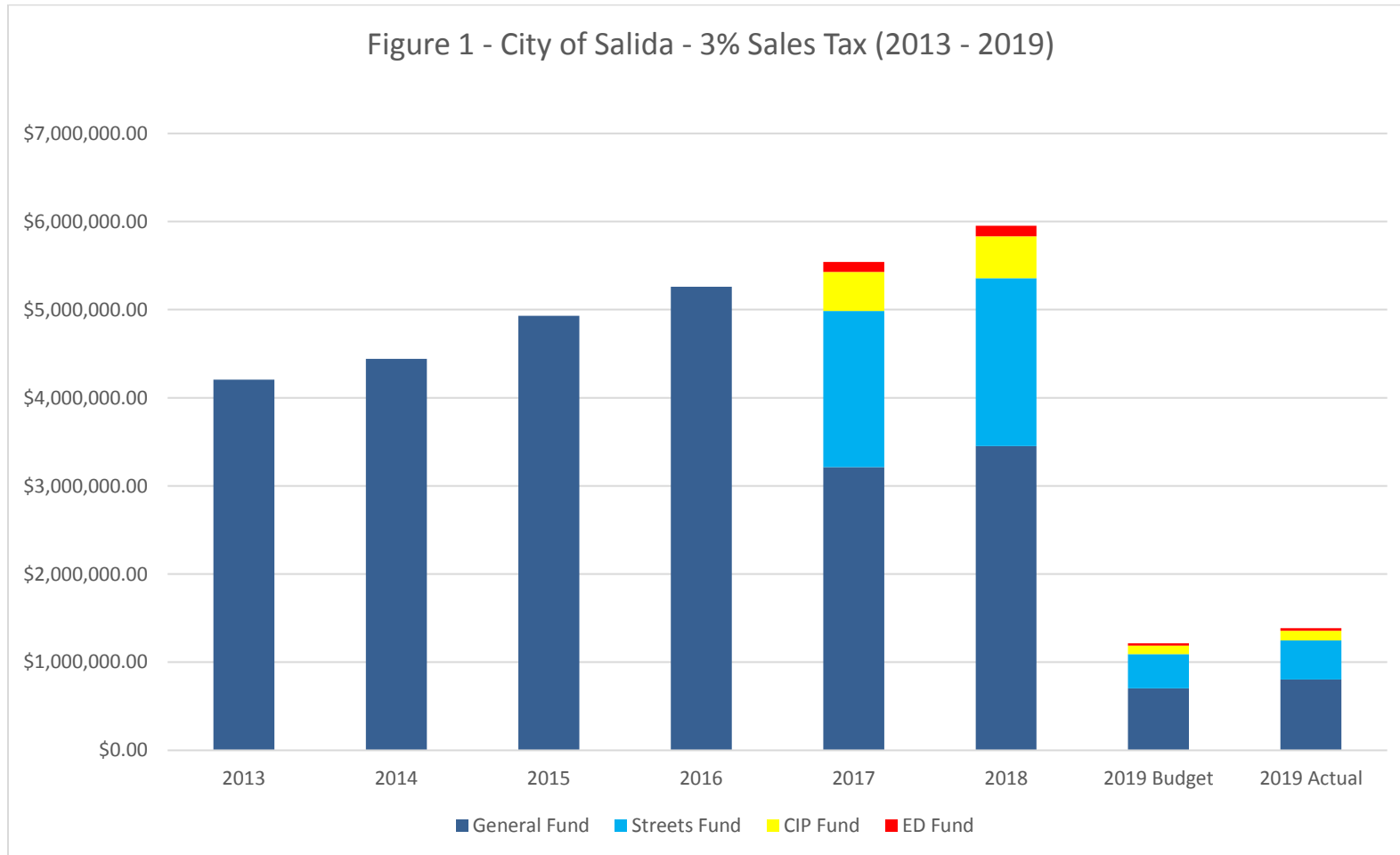
**CURRENT MONTH**

	March 2019	March 2018	2019 - 2018 \$ Change	2019 - 2018 % Change	March 2019 Budget	2019 Budget \$ Variance	2019 Budget % Variance
3% Sales Tax	\$515,575.86	\$452,066.74	\$63,509.12	14.05%	\$464,091.72	\$51,484.14	11.09%
1% County Tax	\$162,573.95	\$150,933.52	\$11,640.43	7.71%	\$154,948.35	\$7,625.60	4.92%
Marijuana	\$5,673.74	\$7,047.05	-\$1,373.31	-19.49%	\$7,234.50	-\$1,560.76	-21.57%
Total	\$683,823.55	\$610,047.31	\$73,776.24	12.09%	\$626,274.57	\$57,548.98	9.19%

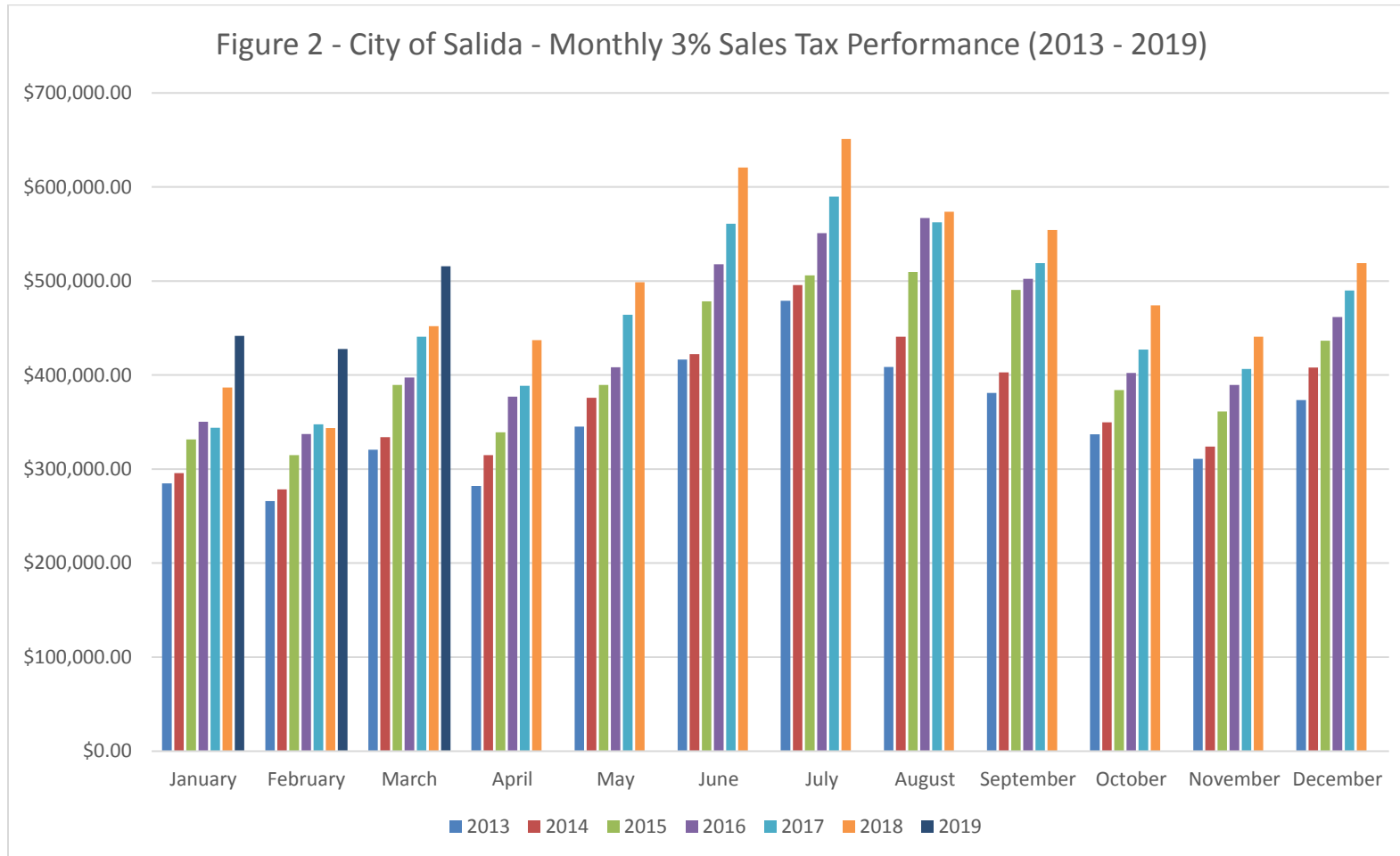
**YEAR-TO-DATE**

	YTD 2019	YTD 2018	2019 - 2018 \$ Change	2019 - 2018 % Change	YTD 2019 Budget	2019 Budget \$ Variance	2019 Budget % Variance
3% Sales Tax	\$1,384,909.94	\$1,182,483.52	\$202,426.42	17.12%	\$1,213,937.58	\$170,972.36	14.08%
1% County Tax	\$442,820.20	\$401,387.27	\$41,432.93	10.32%	\$412,064.17	\$30,756.03	7.46%
Marijuana	\$20,006.16	\$17,631.42	\$2,374.74	13.47%	\$18,100.42	\$1,905.74	10.53%
Total	\$1,847,736.30	\$1,601,502.21	\$246,234.09	15.38%	\$1,644,102.17	\$203,634.13	12.39%

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