

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



The City of Salida Sales Tax, Chaffee County Sales Tax, and Retail Marijuana Tax Report examines tax collections for the month of June 2019, which were remitted to the City of Salida in August 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 June 2019 City sales tax collections increased \$42,404 (6.8%) as compared to June 2018. The City has been seeing strong Sales Tax revenues all year, collections are up year to date by \$286,268 or 10.5%. This month is the highest sales tax revenue month ever although the percentage change from the previous year is not as high as in other months. Staff speculates that we may be meeting the top limit of our capacity for generating sales during the summer months and thus will see higher % increases in the non-capacity (non-summer) months. Chaffee County sales tax collections were up \$17,537 or 8.2% for June and the Marijuana Tax was also higher by \$2,418 (27.9%).

In total sales tax receipts are 9.9% higher than last year at this time and are exceeding budget projections by \$266,480 (7.0%) (budget spread based on previous year sales tax collection patterns). All industries are up year-to-date with grocery and lodging collections seeing the highest increases in sales.

	June 2019	June 2018	2019 - 2018 \$ Change	2019 - 2018 % Change	June 2019 Budget	2019 Budget \$ Variance	2019 Budget % Variance
3% Sales Tax	\$ 663,163	\$ 620,759	\$ 42,404	6.8%	\$ 637,271	\$ 25,892	4.1%
1% County Tax	\$ 232,492	\$ 214,956	\$ 17,537	8.2%	\$ 220,673	\$ 11,819	5.4%
Marijuana	\$ 11,094	\$ 8,676	\$ 2,418	27.9%	\$ 8,907	\$ 2,187	24.6%
Total	\$ 906,749	\$ 844,391	\$ 62,358	7.4%	\$ 866,852	\$ 39,897	4.6%

**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	\$ 3,025,265	\$ 2,738,996	\$ 286,268	10.5%	\$ 2,811,854	\$ 213,411	7.6%
1% County Tax	\$ 1,000,231	\$ 926,852	\$ 73,379	7.9%	\$ 951,506	\$ 48,725	5.1%
Marijuana	\$ 44,461	\$ 39,077	\$ 5,384	13.8%	\$ 40,117	\$ 4,344	10.8%
Total	\$ 4,069,956	\$ 3,704,925	\$ 365,031	9.9%	\$ 3,803,476	\$ 266,480	7.0%

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**3% Sales Tax by Industry**

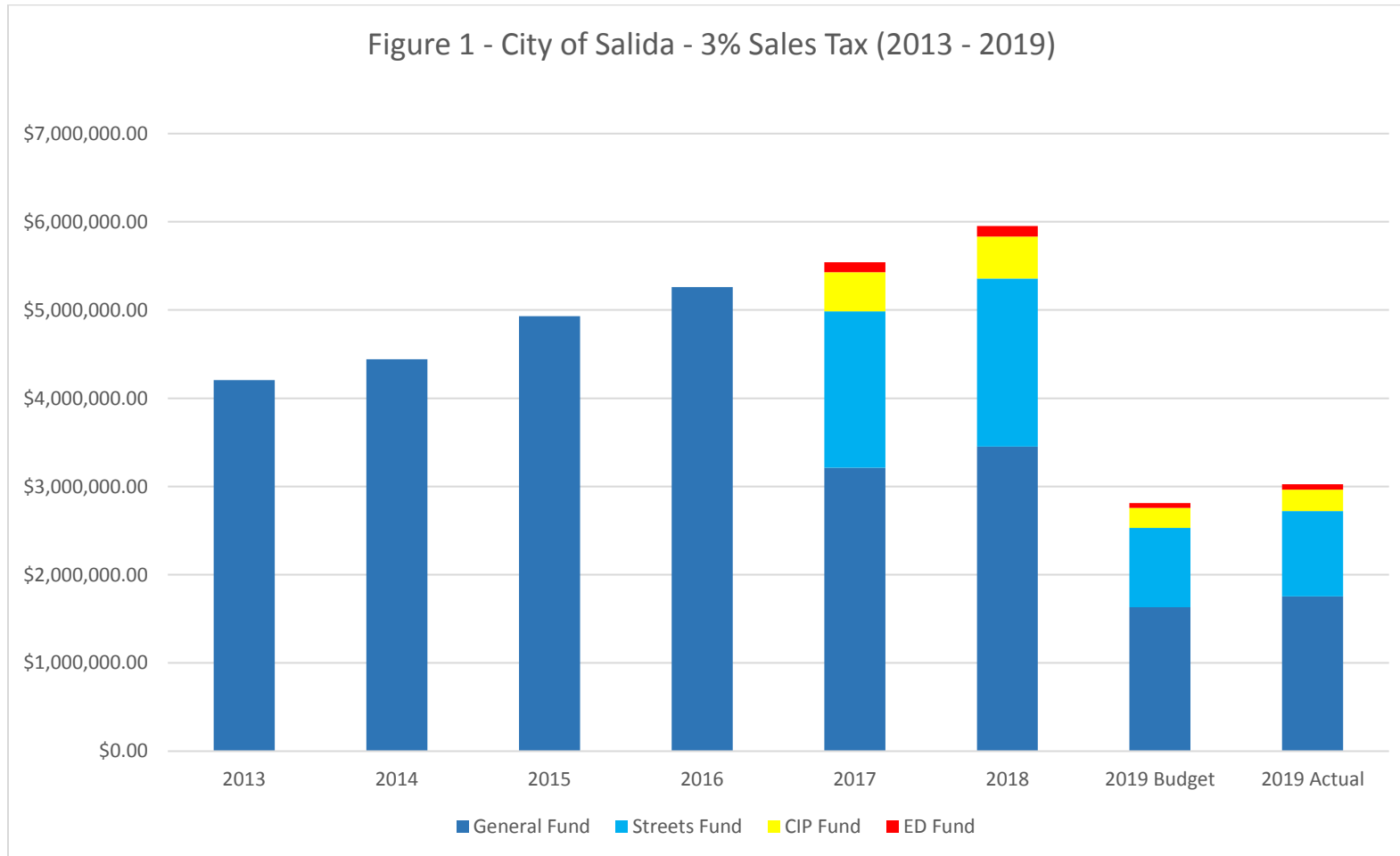
**Current Month**

	June 2019	June 2018	2019 - 2018 \$ Change	2019 - 2018 % Change
Retail	\$ 222,587	\$ 218,484	\$ 4,103	1.9%
Restaurants	\$ 90,464	\$ 90,614	\$ (150)	-0.2%
Grocery	\$ 55,359	\$ 19,108	\$ 36,251	189.7%
Lodging	\$ 53,350	\$ 45,321	\$ 8,029	17.7%
Building Supply	\$ 39,498	\$ 38,627	\$ 871	2.3%
Liquor	\$ 22,552	\$ 26,574	\$ (4,022)	-15.1%
Marijuana	\$ 25,056	\$ 18,114	\$ 6,942	38.3%
All Other	\$ 154,297	\$ 163,917	\$ (9,620)	-5.9%
<b>Total</b>	<b>\$ 663,163</b>	<b>\$ 620,759</b>	<b>\$ 42,404</b>	<b>6.8%</b>

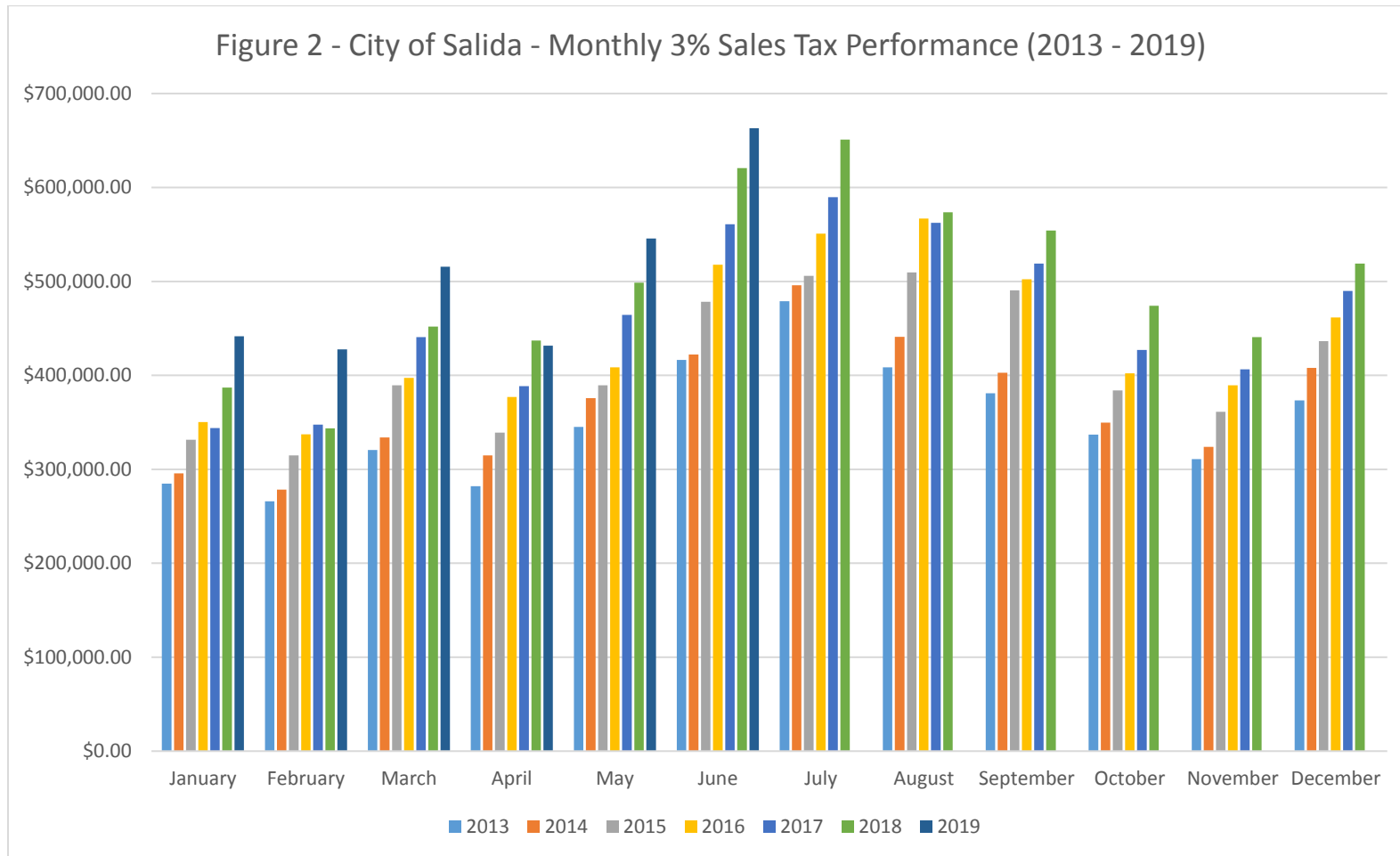
**Year to Date**

	YTD 2019	YTD 2018	2019 - 2018 \$ Change	2019 - 2018 % Change
Retail	\$ 1,160,780	\$ 1,082,971	\$ 77,809	7.2%
Restaurants	\$ 391,468	\$ 382,815	\$ 8,653	2.3%
Grocery	\$ 296,499	\$ 197,235	\$ 99,264	50.3%
Lodging	\$ 181,390	\$ 151,349	\$ 30,041	19.8%
Building Supply	\$ 172,520	\$ 167,782	\$ 4,738	2.8%
Liquor	\$ 90,225	\$ 87,538	\$ 2,687	3.1%
Marijuana	\$ 89,796	\$ 82,024	\$ 7,772	9.5%
All Other	\$ 642,587	\$ 587,282	\$ 55,304	9.4%
<b>Total</b>	<b>\$ 3,025,265</b>	<b>\$ 2,738,996</b>	<b>\$ 286,268</b>	<b>10.5%</b>

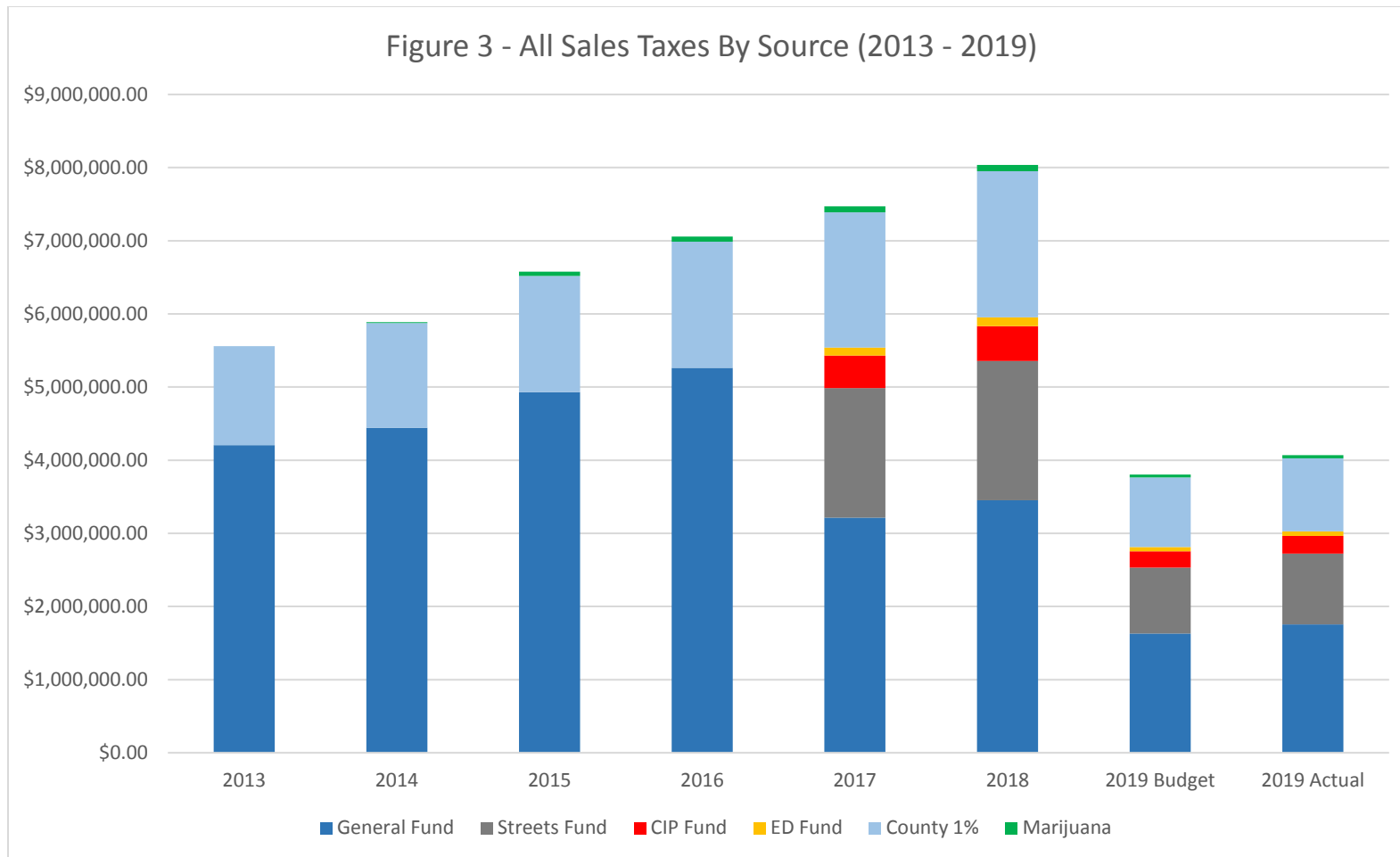
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