



Sales and Use Tax Report October 2022



Finance Department
Issued
November 14, 2022

Summary

Sales and Use taxes are the city's largest source of revenue. Changes in sales tax revenues can significantly impact the ability to provide services by the city. Reporting on tax revenues allows for monitoring of tax revenues and understanding trends.

The 3.0% sales and use tax revenues (retail sales tax, general use tax and motor vehicle tax) is used for daily operations such as police, public works, community development, library, museum, and other general operations (General Fund).

The 3.0% building use tax revenues are used for capital and infrastructure needs (Capital Projects Fund).

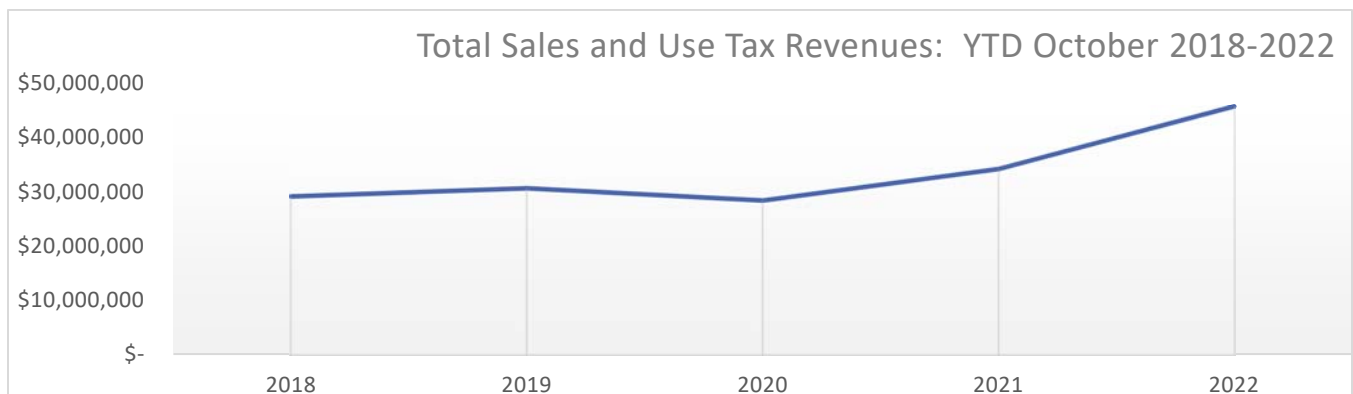
In November 2021, voters approved a 0.75% increase in sales and use tax to be used for capital improvement projects and was effective 1/1/2022.

October 2022	General Fund	Capital Projects Fund	3A Capital Fund
<i>Retail Sales Tax</i>	\$ 3,939,467	\$ -	\$ 966,570
<i>General Use Tax</i>	\$ 133,748	\$ -	\$ 33,425
<i>Building Use Tax</i>	\$ -	\$ 122,630	\$ 32,161
<i>Motor Vehicle Tax</i>	\$ 258,222	\$ -	\$ 64,555
Total	\$ 4,331,437	\$ 122,630	\$ 1,096,711

**October 2022
Total = \$5,550,778**

**October 2022
Year-to-Date Total =
\$45,781,570**

October 2022 Year-to-Date	General Fund	Capital Projects Fund	3A Capital Fund
<i>Retail Sales Tax</i>	\$ 33,223,426	\$ -	\$ 6,990,948
<i>General Use Tax</i>	\$ 1,194,383	\$ -	\$ 209,880
<i>Building Use Tax</i>	\$ -	\$ 908,895	\$ 206,504
<i>Motor Vehicle Tax</i>	\$ 2,595,597	\$ -	\$ 451,937
Total	\$ 37,013,406	\$ 908,895	\$ 7,859,269



Sales and Use Tax

Revenues – General Fund

There are three major components of sales and use tax revenues that are reported on a monthly basis. These revenues are the primary funding source for the daily operations provided by the city.

- Retail Sales Tax
- General Use Tax
- Vehicle Sales Tax

Retail sales tax comprises 84% of General Fund tax revenue's budget. Add general use tax and it is 88%. *This comparison does not include the 3A sales and use tax.*

October 2022 compared to October 2021:

- Retail sales tax revenues of \$3,939,467 were higher than 2021 by \$267,747 or 7%.
- General use tax revenues of \$133,748 were lower than 2021 by \$17,951 or 12%.
- Motor vehicle tax revenues of \$258,222 were higher than 2021 by \$24,041 or 10%

Overall, October 2022 compared to October 2021 sales and use taxes for the General Fund of \$4,331,438 were higher than 2021 by \$273,837 or 7%.

Year-to-date:

- Retail sales tax revenues of \$33,223,426 were higher than 2021 by \$4,170,777 or 14%.
- General use tax revenues of \$1,194,383 were higher than 2021 by \$110,508 or 10%.
- Motor vehicle tax revenues of \$2,595,597 were higher than 2021 by \$19,059 or less than 1%.

Overall, October 2022 compared to October 2021 sales and use taxes for the General Fund of \$37,013,406 were higher than 2021 by \$4,300,344 or 13%.

October 2022 compared to October 2020:

- Retail sales tax revenues of \$3,939,467 were higher than 2020 by \$1,148,858 or 41%.
- General use tax revenues of \$133,748 were lower than 2020 by \$24,938 or 16%.
- Motor vehicle tax revenues of \$258,222 were lower than 2020 by \$33,655 or 12%.

Overall, October 2022 compared to October 2020 sales and use taxes for the General Fund of \$4,331,438 were higher than 2020 by \$1,090,265 or 34%.

Year-to-date:

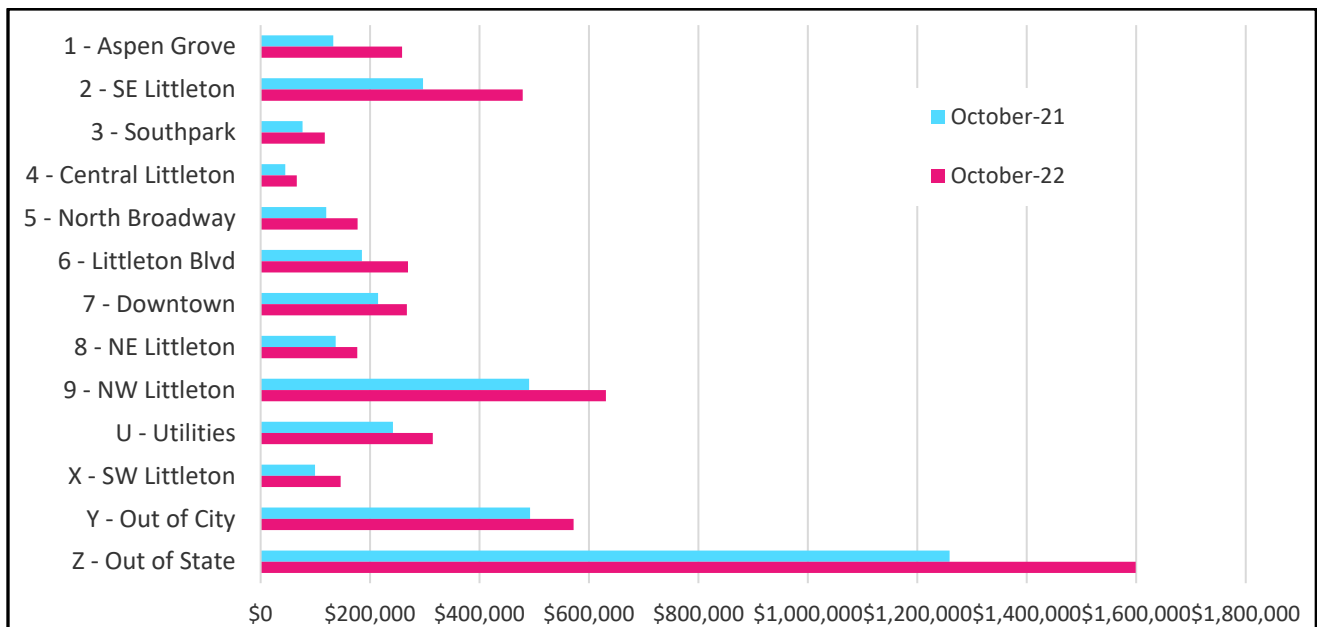
- Retail sales tax revenues of \$33,223,426 were higher than 2020 by \$8,992,972 or 37%.
- General use tax revenues of \$1,194,383 were higher than 2020 by \$46,471 or 4%.
- Motor vehicle tax revenues of \$2,595,597 were higher than 2020 by \$586,563 or 29%.

Overall, October 2021 compared to October 2020 sales and use taxes for the General Fund of \$37,013,406 higher than 2020 by \$9,626,006 or 35%.

Retail Sales and General Use Tax by Geographic Location

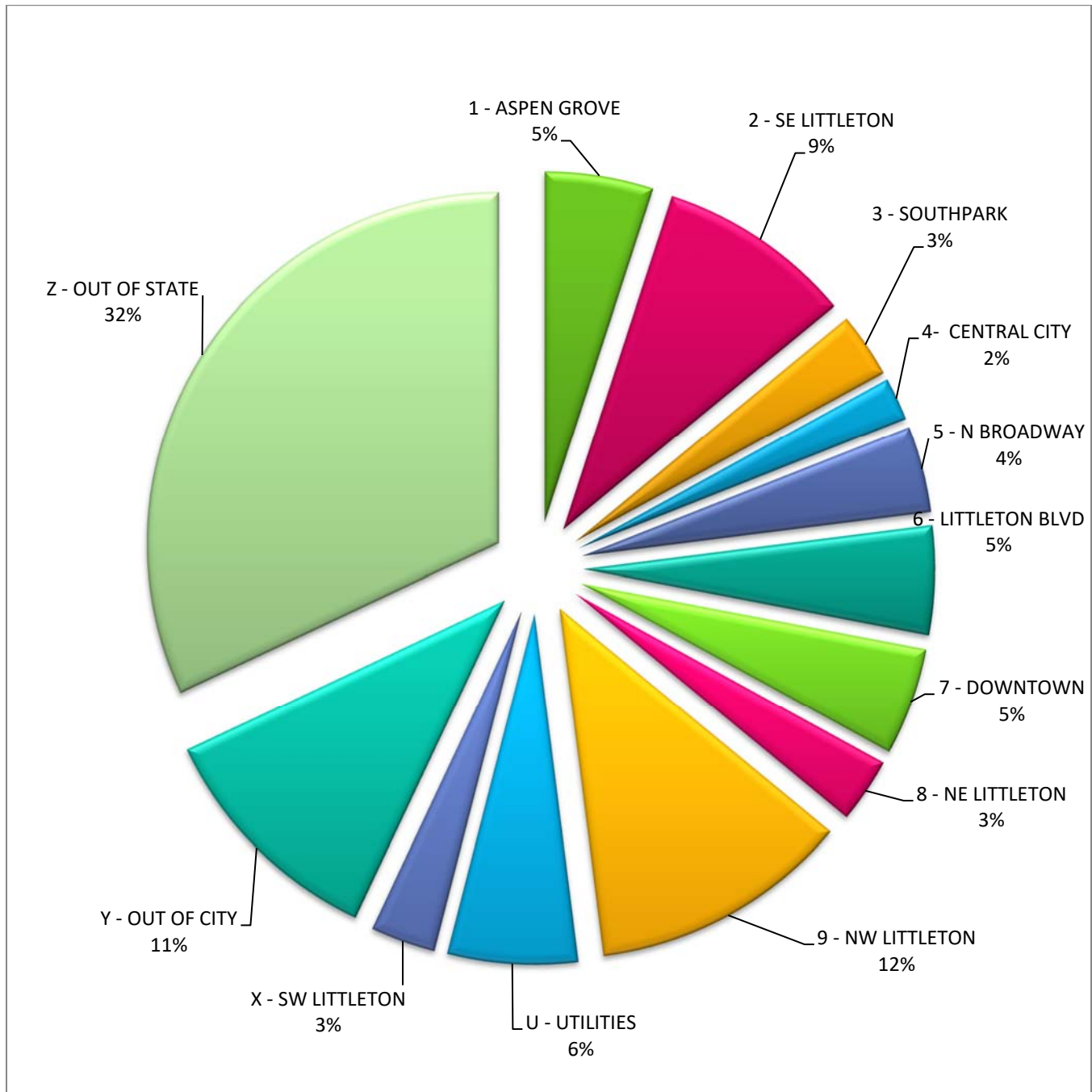
The following chart reflects comparative retail sales tax and general use tax by geographical area for the periods. This includes all sales and use tax revenues – both the General Fund and the 3A Capital Fund, total of 3.75% sales tax rate.

Location	October-21	October-22	Month-to-Month % of Change	Up/Down	YTD Oct-21	YTD Oct-22	YTD % Change	Up/Down
1 - Aspen Grove	\$132,741	\$258,556	94.78%	↑	\$1,653,093	\$2,228,339	34.80%	↑
2 - SE Littleton	\$296,975	\$478,925	61.27%	↑	\$3,030,499	\$4,109,445	35.60%	↑
3 - Southpark	\$76,657	\$117,474	53.25%	↑	\$585,684	\$926,687	58.22%	↑
4 - Central Littleton	\$45,258	\$66,200	46.27%	↑	\$393,376	\$501,283	27.43%	↑
5 - North Broadway	\$120,083	\$177,148	47.52%	↑	\$1,117,432	\$1,512,700	35.37%	↑
6 - Littleton Blvd	\$185,094	\$269,419	45.56%	↑	\$1,432,970	\$2,278,670	59.02%	↑
7 - Downtown	\$214,565	\$267,332	24.59%	↑	\$1,700,321	\$2,332,818	37.20%	↑
8 - NE Littleton	\$137,176	\$176,745	28.85%	↑	\$1,135,205	\$1,407,007	23.94%	↑
9 - NW Littleton	\$490,593	\$630,910	28.60%	↑	\$4,886,300	\$6,231,684	27.53%	↑
U - Utilities	\$241,916	\$314,810	30.13%	↑	\$2,448,832	\$3,221,505	31.55%	↑
X - SW Littleton	\$99,573	\$146,399	47.03%	↑	\$952,911	\$1,271,357	33.42%	↑
Y - Out of City	\$492,509	\$572,117	16.16%	↑	\$2,691,379	\$4,111,684	52.77%	↑
Z - Out of State	\$1,259,090	\$1,599,058	27.00%	↑	\$8,124,101	\$11,554,970	42.23%	↑
Refund & Adjustments	\$31,190	-\$1,884			-\$15,579	-\$69,512		
Total - All Area	\$3,823,420	\$5,073,210	32.69%	↑	\$30,136,524	\$41,618,638	38.10%	↑



Note: Out of City = Colorado companies collecting sales tax on sales to Littleton residents; Out of State = Non-Colorado companies collecting sales tax on sales to Littleton residents.

Retail Sales and General Use Tax Revenues
Percentage of Collections by Geographical Location
October 2022
(September Filing Period)

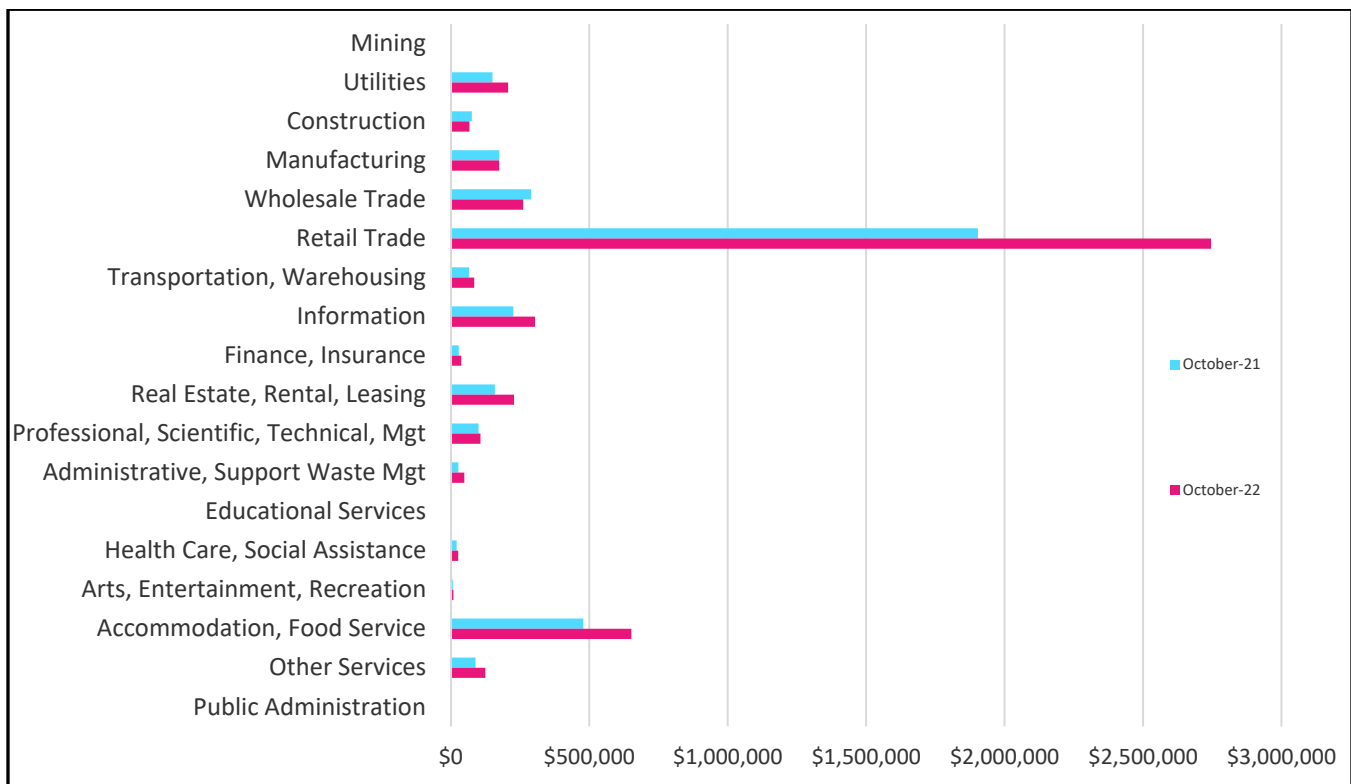


Note: Out of City = Colorado companies collecting sales tax on sales to Littleton residents; Out of State = Non-Colorado companies collecting sales tax on sales to Littleton residents.

Retail Sales and General Use Tax Trends by NAICS – Industry

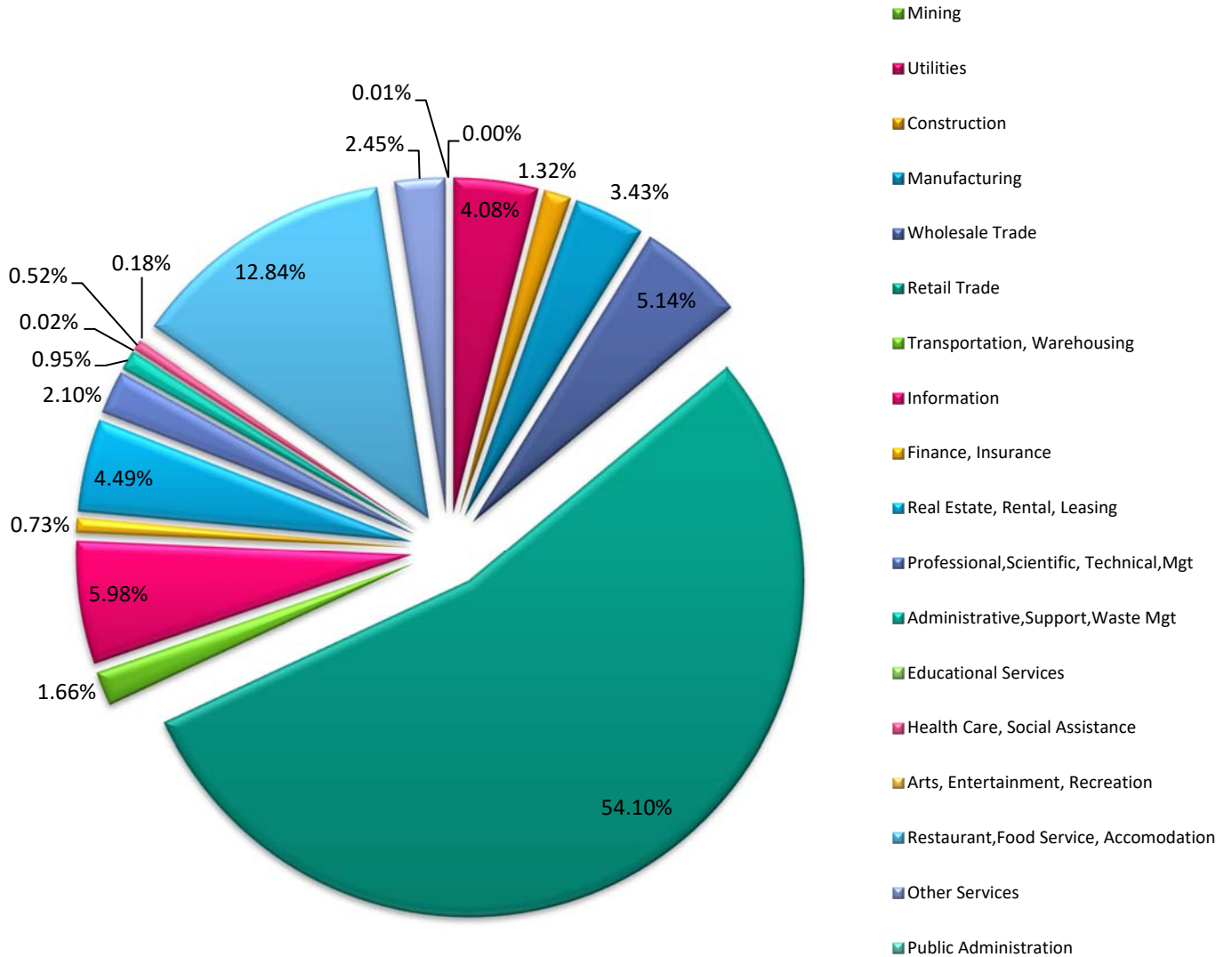
The following chart reflects comparative retail sales tax and general use tax by NAICS sectors for the periods. This includes all sales and use tax revenues – both the General Fund and the 3A Capital Fund, total of 3.75%.

NAICS SECTORS	October-21	October-22	Month-to-Month % of Change	Up/Down	YTD Oct-21	YTD Oct-22	YTD % Change	Up/Down
Mining	\$29	\$0	0.00%	▲	\$29	\$0	0.00%	▲
Utilities	\$150,235	\$206,854	37.69%	↑	\$1,348,904	\$1,904,014	41.15%	↑
Construction	\$75,387	\$67,128	-10.96%	↓	\$396,323	\$447,004	12.79%	↑
Manufacturing	\$174,819	\$174,191	-0.36%	↓	\$968,197	\$1,304,115	34.70%	↑
Wholesale Trade	\$289,709	\$260,852	-9.96%	↓	\$1,328,979	\$1,717,332	29.22%	↑
Retail Trade	\$1,903,562	\$2,745,633	44.24%	↑	\$16,390,665	\$23,542,810	43.64%	↑
Transportation, Warehousing	\$65,051	\$84,175	29.40%	↑	\$913,834	\$849,588	-7.03%	↓
Information	\$225,024	\$303,584	34.91%	↑	\$1,912,890	\$2,441,250	27.62%	↑
Finance, Insurance	\$27,924	\$37,243	33.37%	↑	\$161,949	\$185,967	14.83%	↑
Real Estate, Rental, Leasing	\$158,668	\$227,969	43.68%	↑	\$1,062,535	\$1,312,703	23.54%	↑
Professional, Scientific, Technical, Mgt	\$99,637	\$106,605	6.99%	↑	\$525,385	\$704,773	34.14%	↑
Administrative, Support Waste Mgt	\$27,173	\$48,148	77.19%	↑	\$205,355	\$244,701	19.16%	↑
Educational Services	\$247	\$792	220.84%	↑	\$2,337	\$3,452	47.69%	↑
Health Care, Social Assistance	\$20,500	\$26,550	29.51%	↑	\$153,503	\$186,011	21.18%	↑
Arts, Entertainment, Recreation	\$6,898	\$9,056	31.29%	↑	\$66,534	\$91,450	37.45%	↑
Accommodation, Food Service	\$478,576	\$651,581	36.15%	↑	\$3,989,779	\$5,749,419	44.10%	↑
Other Services	\$88,590	\$124,349	40.36%	↑	\$724,522	\$1,002,461	38.36%	↑
Public Administration	\$201	\$382	0.00%	▲	\$384	\$1,101	186.63%	↑
Refund & Adjustments	\$31,190	-\$1,884			-\$15,579	-\$69,512		
TOTAL	\$3,823,420	\$5,073,210	32.69%	↑	\$30,136,524	\$41,618,638	38.10%	↑



Retail Sales and General Use Tax Revenues
Percentage of Collections by Industry (NAICS)
October 2022
(September Filing Period)

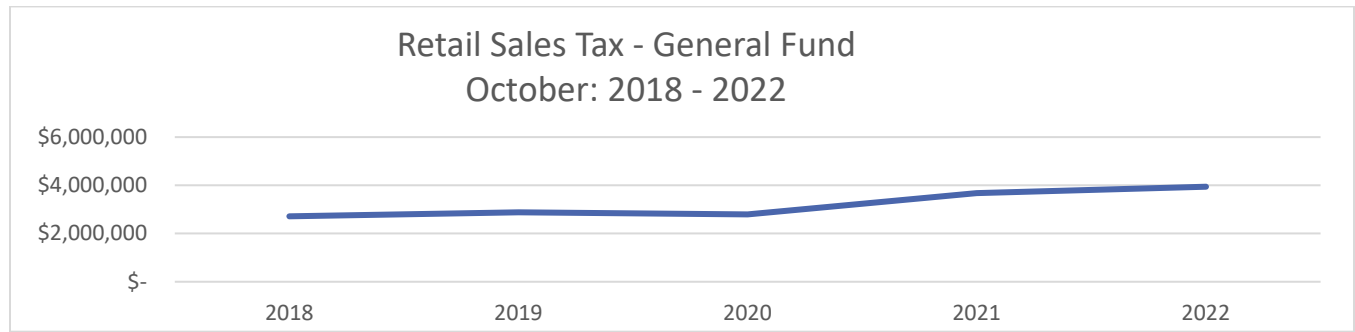
NAICS - October 2022



Sales and Use Tax Revenues for October 2022 (September Filing Period)

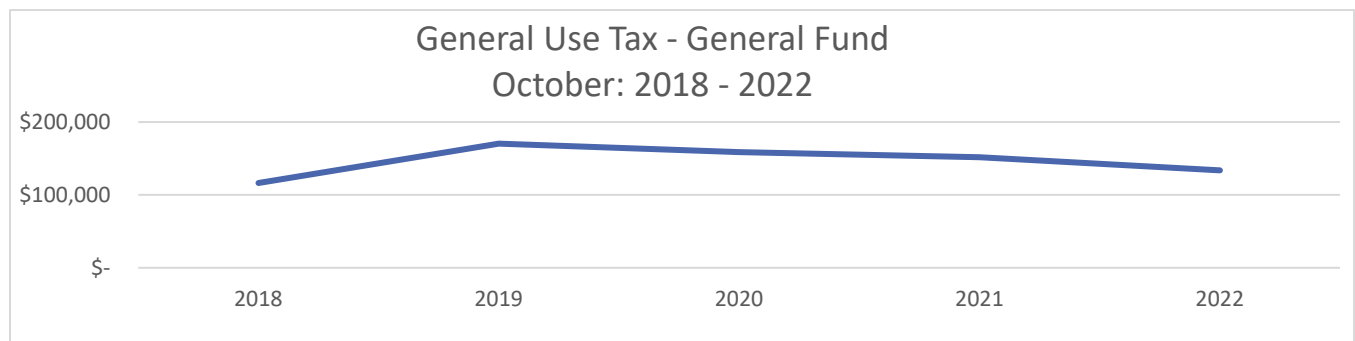
Retail Sales Tax - General Fund

										% Over(Under)	
	2018		2019		2020		2021		2022	Previous Year	
Jan	\$	3,403,656	\$	3,450,672	\$	3,876,757	\$	3,748,875	\$	4,699,789	25.37%
Feb	\$	2,042,580	\$	2,102,509	\$	2,129,380	\$	2,243,614	\$	2,574,343	14.74%
Mar	\$	1,757,717	\$	1,919,958	\$	1,853,086	\$	2,072,372	\$	2,573,621	24.19%
Apr	\$	2,618,715	\$	2,669,311	\$	2,331,844	\$	3,168,973	\$	3,518,254	11.02%
May	\$	2,194,168	\$	2,337,502	\$	1,753,173	\$	2,509,024	\$	2,529,329	0.81%
June	\$	2,285,872	\$	2,308,593	\$	2,084,197	\$	2,629,480	\$	3,289,136	25.09%
Jul	\$	2,735,229	\$	2,934,241	\$	2,989,524	\$	3,523,110	\$	4,014,397	13.94%
Aug	\$	2,375,024	\$	2,423,481	\$	2,254,442	\$	2,768,978	\$	3,060,975	10.55%
Sep	\$	2,191,357	\$	2,335,351	\$	2,167,441	\$	2,716,503	\$	3,024,115	11.32%
Oct	\$	2,716,828	\$	2,877,411	\$	2,790,610	\$	3,671,720	\$	3,939,467	7.29%
YTD Total	\$	24,321,144	\$	25,359,030	\$	24,230,454	\$	29,052,649	\$	33,223,426	14.36%



General Use Tax - General Fund

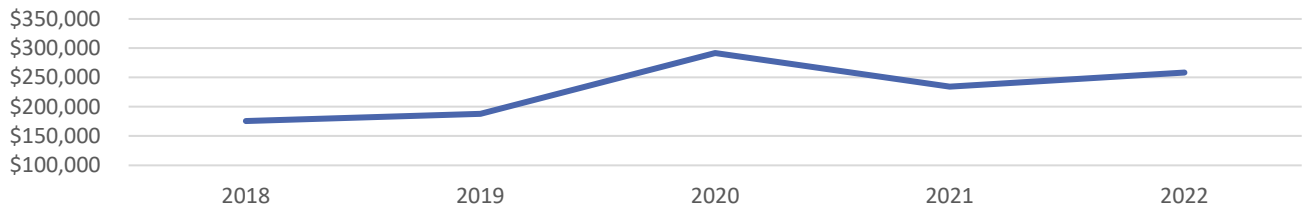
										% Over(Under)	
	2018		2019		2020		2021		2022	Previous Year	
Jan	\$	300,586	\$	305,592	\$	353,871	\$	235,971	\$	267,060	13.17%
Feb	\$	244,152	\$	245,014	\$	57,270	\$	107,411	\$	131,974	22.87%
Mar	\$	45,818	\$	216,146	\$	84,082	\$	123,701	\$	74,321	-39.92%
Apr	\$	168,105	\$	214,415	\$	82,690	\$	91,078	\$	122,262	34.24%
May	\$	181,455	\$	55,965	\$	44,583	\$	77,082	\$	62,223	-19.28%
Jun	\$	133,400	\$	66,304	\$	76,121	\$	37,058	\$	83,970	126.59%
Jul	\$	146,384	\$	134,036	\$	107,466	\$	113,023	\$	153,755	36.04%
Aug	\$	89,275	\$	195,341	\$	104,039	\$	72,899	\$	51,245	-29.71%
Sep	\$	111,084	\$	68,122	\$	79,105	\$	73,952	\$	113,825	53.92%
Oct	\$	116,494	\$	170,398	\$	158,687	\$	151,700	\$	133,748	-11.83%
YTD Total	\$	1,536,752	\$	1,671,335	\$	1,147,912	\$	1,083,875	\$	1,194,383	10.20%



Motor Vehicles Sales Tax - General Fund

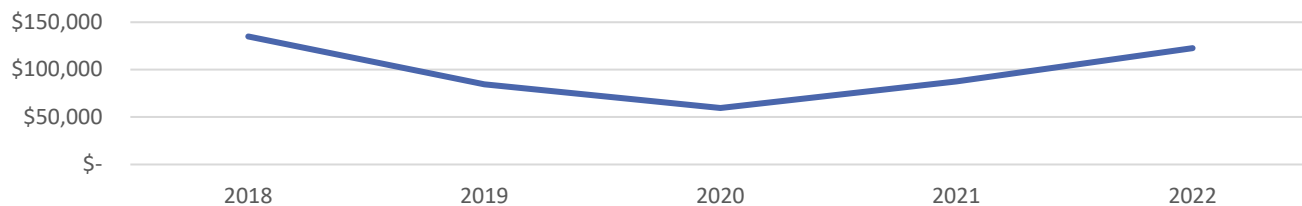
	2018		2019		2020		2021		2022		% Over(Under) Previous Year
Jan	\$	171,716	\$	265,667	\$	230,784	\$	234,540	\$	251,266	7.13%
Feb	\$	219,743	\$	178,221	\$	245,434	\$	231,482	\$	250,648	8.28%
Mar	\$	181,305	\$	170,884	\$	189,739	\$	176,969	\$	285,936	61.57%
Apr	\$	223,326	\$	188,914	\$	128,498	\$	256,418	\$	291,587	13.72%
May	\$	223,445	\$	254,847	\$	141,362	\$	243,853	\$	257,081	5.42%
Jun	\$	208,257	\$	221,066	\$	104,010	\$	297,421	\$	219,902	-26.06%
Jul	\$	194,183	\$	211,933	\$	215,149	\$	301,968	\$	266,100	-11.88%
Aug	\$	230,833	\$	228,190	\$	220,763	\$	274,705	\$	266,429	-3.01%
Sep	\$	200,232	\$	263,073	\$	241,419	\$	325,000	\$	248,427	-23.56%
Oct	\$	175,714	\$	187,700	\$	291,877	\$	234,181	\$	258,222	10.27%
YTD Total	\$	2,028,753	\$	2,170,493	\$	2,009,034	\$	2,576,538	\$	2,595,597	0.74%

Motor Vehicle Sales Tax
October: 2018 - 2022

**Building Use Tax - Capital Projects Fund**

	2018		2019		2020		2021		2022		% Over(Under) Previous Year
Jan	\$	74,220	\$	67,084	\$	148,259	\$	181,172	\$	33,009	-81.78%
Feb	\$	113,758	\$	282,498	\$	119,344	\$	74,461	\$	51,328	-31.07%
Mar	\$	118,006	\$	53,536	\$	70,541	\$	84,061	\$	100,499	19.55%
Apr	\$	215,873	\$	216,396	\$	239,204	\$	96,500	\$	55,622	-42.36%
May	\$	35,561	\$	271,609	\$	42,430	\$	55,287	\$	142,649	158.02%
Jun	\$	39,023	\$	217,245	\$	91,675	\$	211,214	\$	102,708	-51.37%
Jul	\$	49,308	\$	110,643	\$	76,644	\$	394,193	\$	78,290	-80.14%
Aug	\$	437,181	\$	63,265	\$	116,646	\$	221,733	\$	82,769	-62.67%
Sep	\$	57,699	\$	118,146	\$	76,299	\$	106,169	\$	139,391	31.29%
Oct	\$	135,067	\$	84,435	\$	59,517	\$	87,441	\$	122,630	40.24%
YTD Total	\$	1,275,695	\$	1,484,857	\$	1,040,559	\$	1,512,230	\$	908,895	-39.90%

Building Use Tax:
October: 2018 - 2022



City of Littleton Sales Tax

