



Sales and Use Tax Report March 2020



Finance Department
Issued
April 13, 2020

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).

March 2020

General Fund

Retail Sales tax	\$1,853,086
General Use tax	\$84,082
Motor Vehicle tax	\$189,739

Capital Projects Fund

Building Use	\$70,541
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**March 2020
Total = \$2,197,448**

**March 2020
Year-to-Date
Total = \$9,358,547**

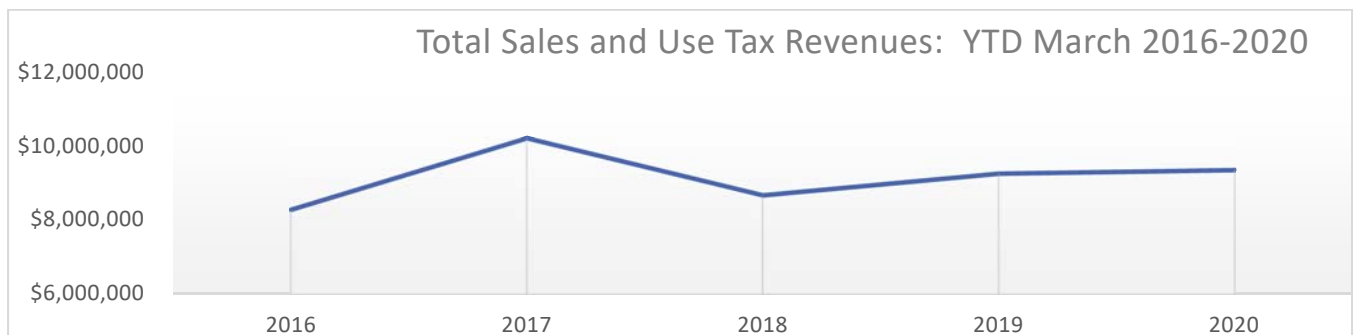
March 2020 Year-to-Date

General Fund

Retail Sales tax	\$7,859,223
General Use tax	\$495,223
Motor Vehicle tax	\$665,957

Capital Projects Fund

Building Use tax	\$338,144
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Sales and Use Tax Revenues – General Fund

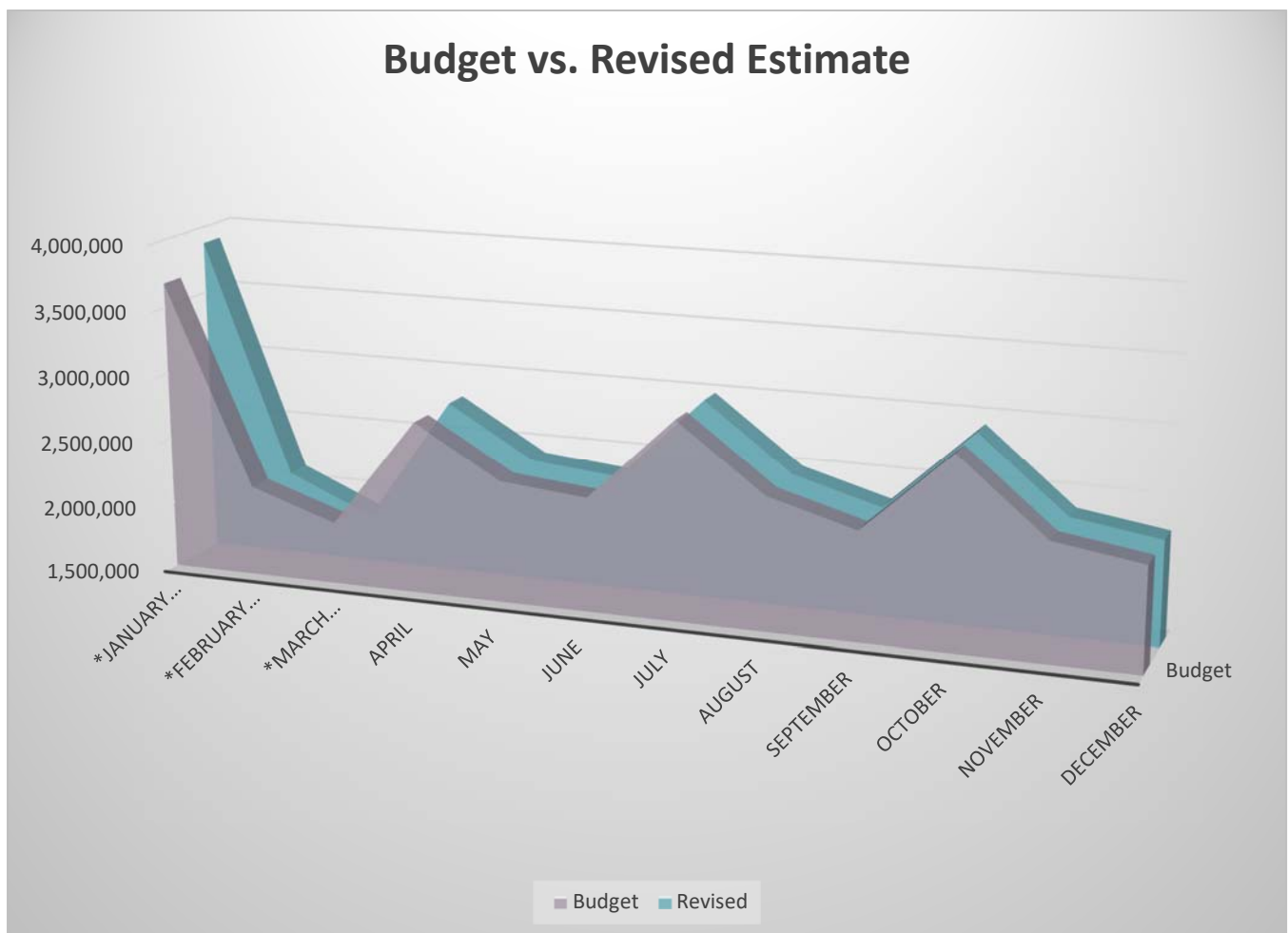
There are three major components of sales and use tax revenues that are reported on a monthly basis. These revenues are the primary funding source for the daily operations provided by the city.

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

Retail sales tax comprises 82% of General Fund tax revenue’s budget. Add general use tax and it is 87%.

The January through February Sales and Use Tax revenues were higher than the estimated budget; however, the March Sales and Use Tax revenues were lower.

Overall, the first quarter of 2020 is higher than the first quarter of 2019, by 1.9%. The graph represents revised estimates for 2020 compared to budget.

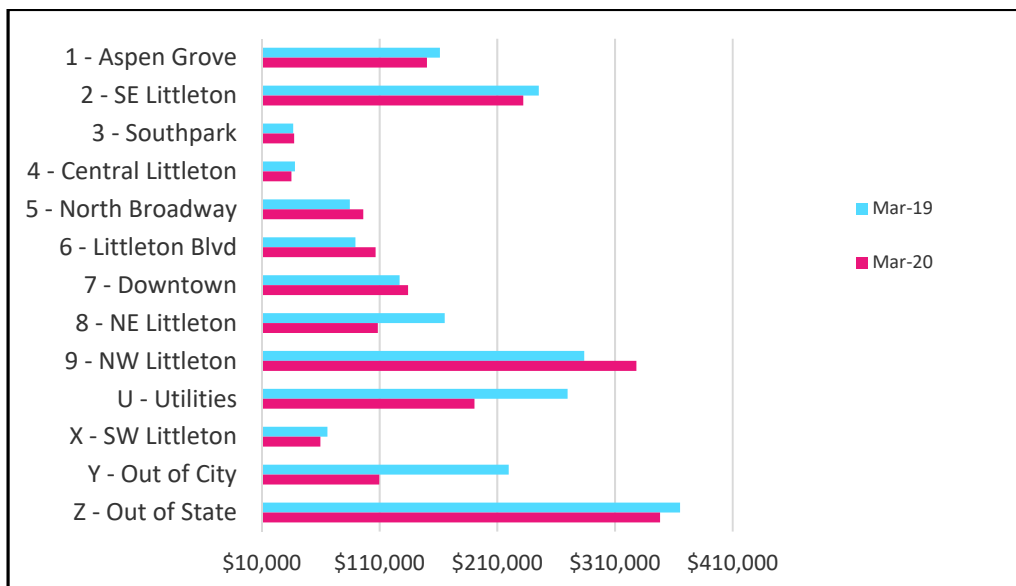


*Revised - Actual basis.

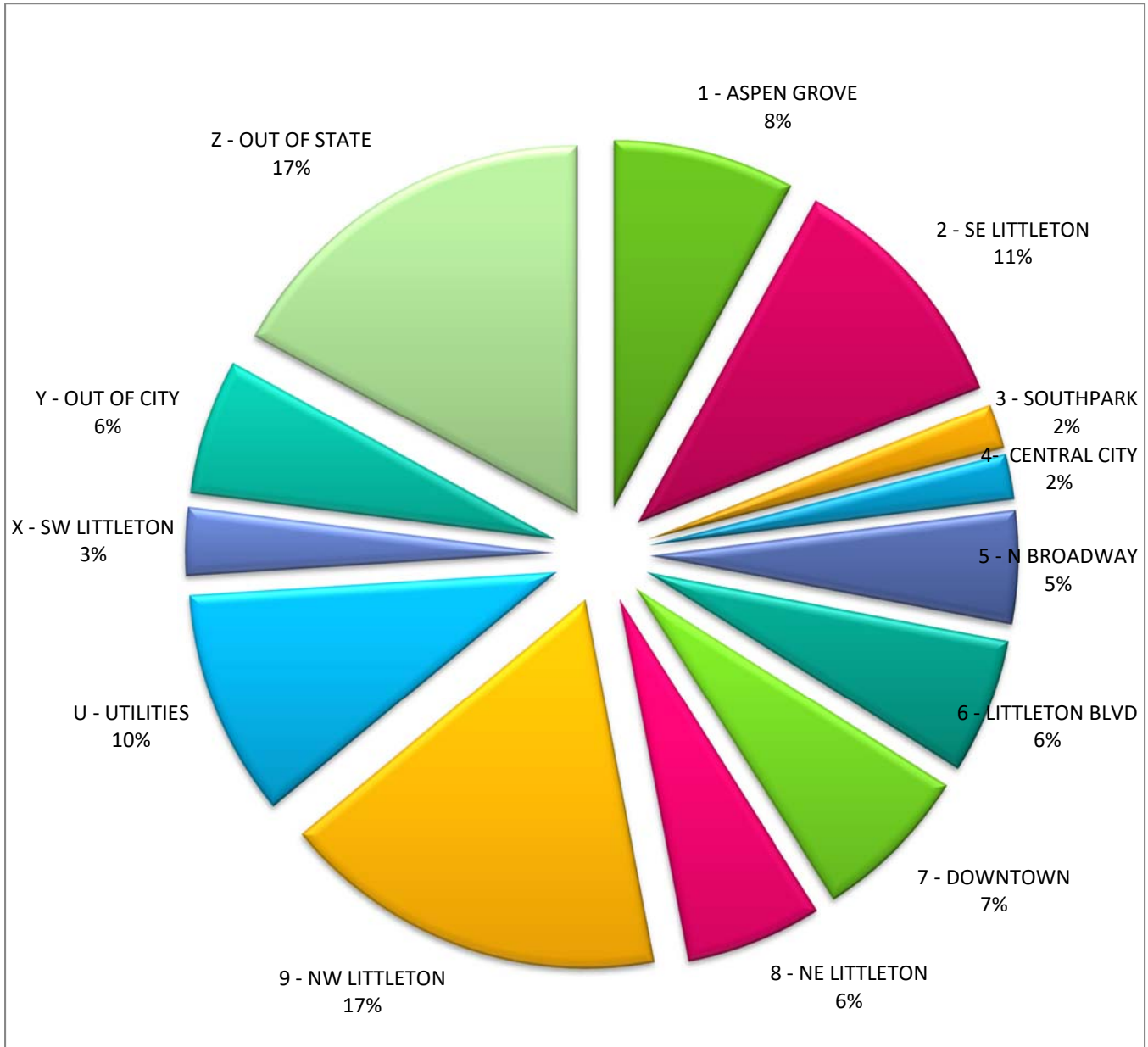
Sales and Use Tax by Geographic Location

The following chart reflects comparative retail sales tax and general use tax by geographical area for the periods noted.

Location	Mar-19	Mar-20	Mar 19 vs. Mar 20	Month-to-Month % of Change	YTD	YTD % of Change
1 - Aspen Grove	\$161,207	\$150,297	-6.77%	↓	0.29%	↑
2 - SE Littleton	\$245,222	\$232,104	-5.35%	↓	1.03%	↑
3 - Southpark	\$36,604	\$37,426	2.25%	↑	-8.34%	↓
4 - Central Littleton	\$38,120	\$35,157	-7.77%	↓	19.73%	↑
5 - North Broadway	\$84,749	\$96,157	13.46%	↑	3.45%	↑
6 - Littleton Blvd	\$89,420	\$106,667	19.29%	↑	19.78%	↑
7 - Downtown	\$126,982	\$134,169	5.66%	↑	1.35%	↑
8 - NE Littleton	\$165,355	\$108,534	34.36%	↓	17.77%	↓
9 - NW Littleton	\$283,880	\$328,166	15.60%	↑	0.13%	↑
U - Utilities	\$269,730	\$190,693	29.30%	↓	34.12%	↓
X - SW Littleton	\$65,696	\$59,718	-9.10%	↓	28.17%	↑
Y - Out of City	\$219,696	\$109,777	50.03%	↓	-1.71%	↓
Z - Out of State	\$365,369	\$348,304	-4.67%	↓	12.28%	↑
Refund & Adjustments	-\$15,927	\$0				
Total - All Area	\$2,136,104	\$1,937,168	-9.31%	↓	1.39%	↑



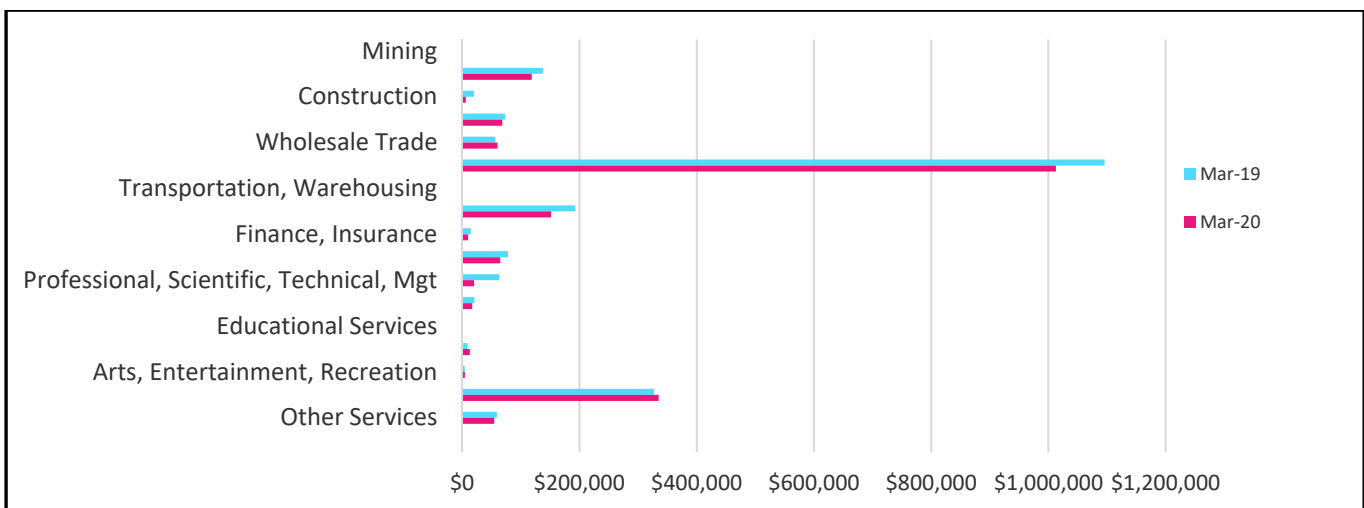
Sales and Use Tax Revenues
Percentage of Collections by Geographical Location
March 2020
(February Filing Period)



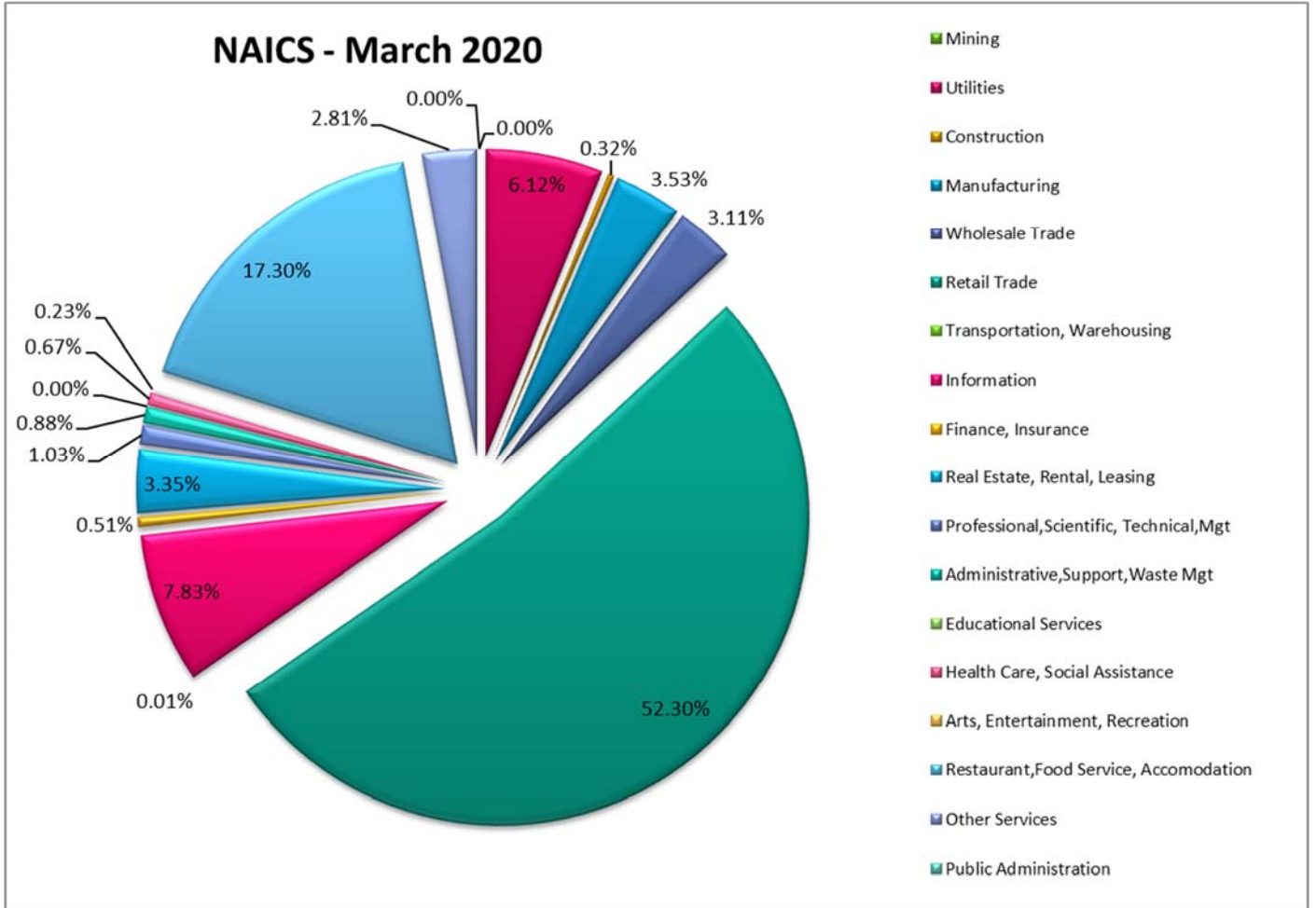
Sales and Use Tax Trends by NAICS – Industry

The following chart reflects comparative retail sales tax and general use tax by NAICS sectors for the periods noted.

NAICS SECTORS	Mar-19	Mar-20	Mar 19 vs. Mar 20	Month-to-Month % of Change	YTD	YTD % of Change
Mining	\$0	\$0	0.00%	↑	0.00%	↑
Utilities	\$138,039	\$118,643	-14.05%	↓	-10.50%	↓
Construction	\$19,728	\$6,146	-68.85%	↓	22.03%	↑
Manufacturing	\$73,319	\$68,419	-6.68%	↓	-2.04%	↓
Wholesale Trade	\$56,310	\$60,280	7.05%	↑	-0.40%	↓
Retail Trade	\$1,095,927	\$1,012,964	-7.57%	↓	7.50%	↑
Transportation, Warehousing	\$408	\$248	-39.27%	↓	-65.93%	↓
Information	\$192,967	\$151,719	-21.38%	↓	-31.61%	↓
Finance, Insurance	\$14,447	\$9,969	-31.00%	↓	5.35%	↑
Real Estate, Rental, Leasing	\$78,262	\$64,880	-17.10%	↓	-16.06%	↓
Professional, Scientific, Technical, Mgt	\$63,242	\$19,973	-68.42%	↓	16.31%	↑
Administrative, Support Waste Mgt	\$20,454	\$17,041	-16.68%	↓	0.22%	↑
Educational Services	\$39	\$0	100.00%	↓	48.55%	↑
Health Care, Social Assistance	\$8,573	\$12,944	50.99%	↑	-5.65%	↓
Arts, Entertainment, Recreation	\$4,079	\$4,444	8.94%	↑	39.33%	↑
Accommodation, Food Service	\$327,077	\$335,117	2.46%	↑	4.56%	↑
Other Services	\$59,159	\$54,381	-8.08%	↓	5.15%	↑
Public Administration	\$0	\$0	100.00%	↓	-50.72%	↓
Refund & Adjustments	-\$15,927	\$0				
TOTAL	\$2,136,104	\$1,937,168	-9.31%	↓	1.39%	↑



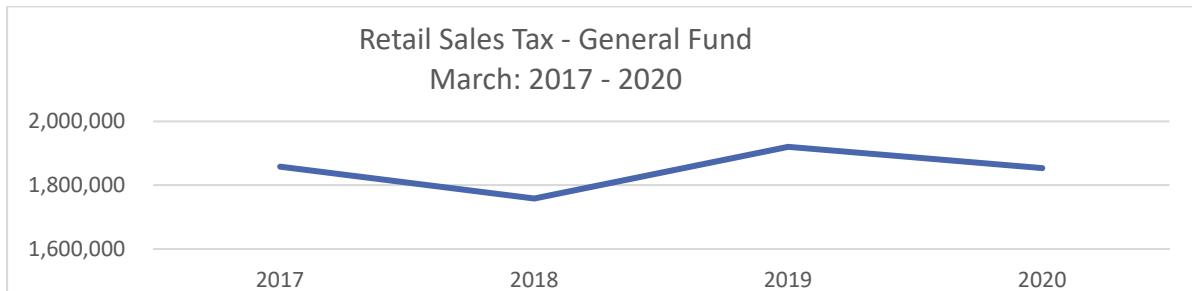
**Sales and Use Tax Revenues
Percentage of Collections by Industry (NAICS)
March 2020
(February Filing Period)**



Sales and Use Tax Revenues for March 2020
(filing period February 2020)

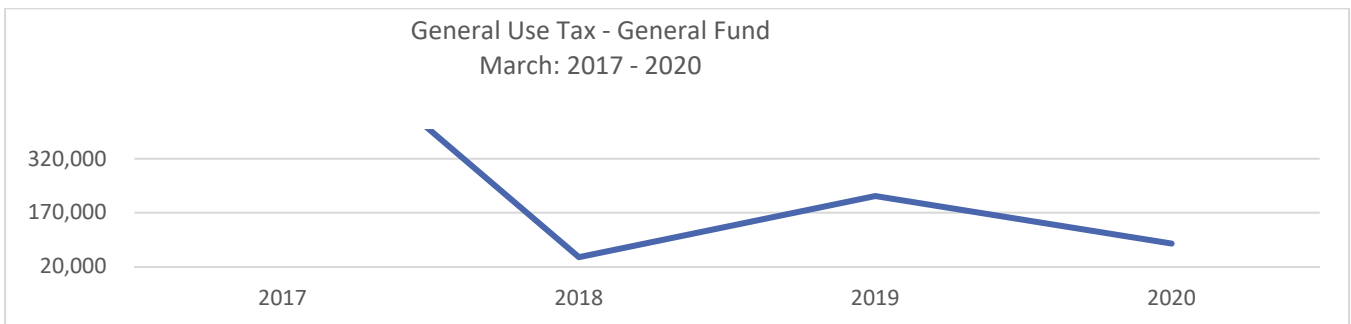
Retail Sales Tax - General Fund

	2017		2018		2019		2020		% Over(Under) Previous Year
Jan	\$	3,536,813	\$	3,403,656	\$	3,450,672	\$	3,876,757	12.35%
Feb	\$	1,950,087	\$	2,042,580	\$	2,102,509	\$	2,129,380	1.28%
Mar	\$	1,857,651	\$	1,757,717	\$	1,919,958	\$	1,853,086	-3.48%
YTD Total	\$	7,344,551	\$	7,203,953	\$	7,473,139	\$	7,859,223	



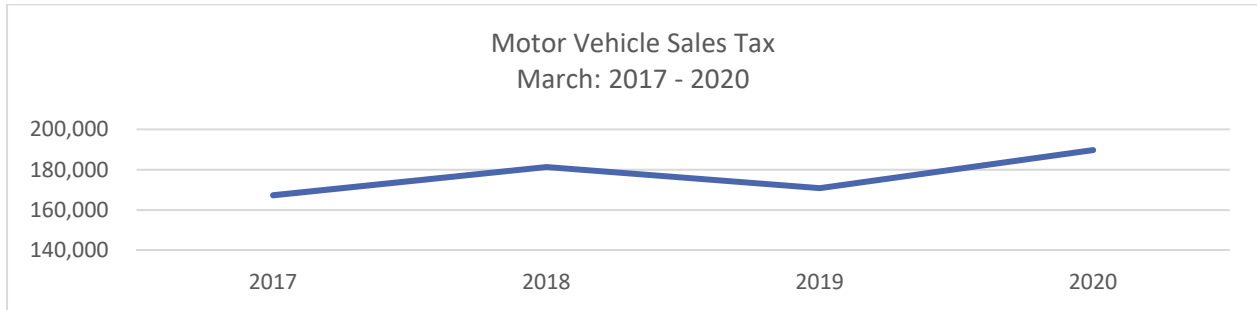
General Use Tax - General Fund

	2017		2018		2019		2020		% Over(Under) Previous Year
Jan	\$	830,938	\$	300,586	\$	305,592	\$	353,871	15.80%
Feb	\$	213,864	\$	244,152	\$	245,014	\$	57,270	-76.63%
Mar	\$	750,081	\$	45,818	\$	216,146	\$	84,082	-61.10%
YTD Total	\$	1,794,883	\$	590,556	\$	766,752	\$	495,223	



Motor Vehicles Sales Tax - General Fund

	2017		2018		2019		2020		% Over(Under) Previous Year
Jan	\$	204,789	\$	171,716	\$	265,667	\$	230,784	-13.13%
Feb	\$	196,886	\$	219,743	\$	178,221	\$	245,434	37.71%
Mar	\$	167,350	\$	181,305	\$	170,884	\$	189,739	11.03%
YTD Total	\$	569,026	\$	572,764	\$	614,772	\$	665,957	



Building Use Tax Revenues – Capital Projects Fund

Building Use Tax - Capital Projects Fund

	2017		2018		2019		2020		% Over(Under) Previous Year
Jan	\$	39,235	\$	74,220	\$	67,084	\$	148,259	121.00%
Feb	\$	102,902	\$	113,758	\$	282,498	\$	119,344	-57.75%
Mar	\$	362,226	\$	118,006	\$	53,536	\$	70,541	31.76%
YTD Total	\$	504,363	\$	305,984	\$	403,118	\$	338,144	

