# Sales Tax Revenue Results 

From February 23, 2021 Monthly Distribution

Presented March 9, 2021

| Sales Tax by Fund (\$M) |  | 2020 Actual$72.6$ | 2020 <br> Sept. <br> Forecast 69.0 | Difference |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| General Fund | $\begin{gathered} \text { County } \\ \text { Ootion } \end{gathered}$ |  |  | 3.6 | 5.2\% |
|  | zAP | 8.2 | 7.7 | 0.4 | 5.6\% |
|  | total | 80.7 | 76.7 | 4.0 | 5.2\% |
| Visitor Promo Fund | Transient <br> Room | 11.0 | 10.5 | 0.5 | 4.8\% |
| TRCC Fund | Transient Room Supp. | 1.5 | 1.4 | 0.1 | 5.0\% |
|  | Car Rental | 10.0 | 8.8 | 1.2 | 13.7\% |
|  | Restaurant | 22.0 | 21.5 | 0.5 | 2.3\% |
|  | total | 33.5 | 31.7 | 1.8 | 5.6\% |
| ZAP Fund | zAP | 19.5 | 18.5 | 1.0 | 5.6\% |
| Unincorp Muni Svcs | Local Option | 4.1 | 4.1 | (0.0) | (0\%) |
| Transportation Fund | Transportation | 14.0 | 13.2 | 0.8 | 6\% |
| TOTAL |  | 162.8 | 154.8 | 8.0 | 5.2\% |



| Sales Tax by Fund (\$M) |  | $\begin{gathered} 2020 \\ \text { Actual } \end{gathered}$ | $2019$ <br> Actual | Difference |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| General Fund | County | 72.6 | 67.6 | 5.0 | 7.4\% |
|  | zAP | 8.2 | 7.9 | 0.3 | 4.1\% |
|  | total | 80.7 | 75.4 | 5.3 | 7.1\% |
| Visitor Promo Fund | Transient Room | 11.0 | 21.1 | (10.1) | (47.8\%) |
| TRCC Fund | Transient Room Supp | 1.5 | 2.9 | (1.4) | (47.8\%) |
|  | Car Rental | 10.0 | 15.6 | (5.6) | (35.7\%) |
|  | Restaurant | 22.0 | 26.9 | (4.9) | (18.2\%) |
|  | total | 33.5 | 45.4 | (11.8) | (26.1\%) |
| ZAP Fund | zAP | 19.5 | 18.7 | 0.8 | 4.1\% |
| Unincorp Muni Svcs | Local Option | 4.1 | 5.2 | (1.1) | (21\%) |
| Transportation Fund | $\begin{aligned} & \text { Transport- } \\ & \text { ation* } \end{aligned}$ | 14.0 | 37.9 | (24.0) | (63.2\%) |
| TOTAL |  | 162.8 | 203.7 | (40.9) | (20.1\%) |



| Sales Tax by Fund (\$M) |  | 2021 <br> Budget | $2020$ <br> Actual | Difference |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| General Fund | $\begin{aligned} & \text { County } \\ & \text { Option } \end{aligned}$ | 70.5 | 72.6 | (2.1) | (2.8\%) |
|  | zAP | 7.7 | 8.2 | (0.5) | (6.4\%) |
|  | total | 78.2 | 80.7 | (2.6) | (3.2\%) |
| Visitor Promo Fund | Transient | 13.2 | 11.0 | 2.2 | 20.0\% |
| TRCC Fund | $\begin{gathered} \text { Transient } \\ \text { Room Supp. } \end{gathered}$ | 1.8 | 1.5 | 0.3 | 19.5\% |
|  | Car Rental | 11.5 | 10.0 | 1.5 | 14.9\% |
|  | Restaurant | 24.6 | 22.0 | 2.6 | 11.8\% |
|  | total | 37.9 | 33.5 | 4.4 | 13.1\% |
| ZAP Fund | zap | 18.2 | 19.5 | (1.2) | (6.4\%) |
| Unincorp Muni Svcs | Local Option | 4.4 | 4.1 | 0.3 | 7.5\% |
| Transportation Fund | $\begin{gathered} \text { Transport- } \\ \text { ation } \end{gathered}$ | 13.0 | 14.0 | (1.0) | (6.9\%) |
| TOTAL |  | 164.9 | 162.8 | 2.1 | 1.3\% |

## APPENDIX

## County Option Sales Tax

(0.25\% tax - to General Fund)


## County Option Sales Tax

 (0.25\% tax - SLCo vs. All Counties Statewide)


Taxable Sales
Top 25 Economic Sectors (NAICS) and Filing Period - Salt Lake County

| In millions \$ |  |  |  | 2020 vs. 2019 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Economic Sector | $\begin{aligned} & 2019 \\ & (\$ M) \end{aligned}$ | $\begin{aligned} & 2020 \\ & (\$ M) \end{aligned}$ | Y/Y Var <br> (\$M) | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Full <br> Year |
| Utilities | 961 | 989 | 28 | 4.6\% | 6.4\% | 1.0\% | (2.5\%) | (2.0\%) | 9.6\% | 4.3\% | 3.6\% | 4.6\% | 4.9\% | (3.5\%) | 2.7\% | 2.9\% |
| Construction | 563 | 648 | 86 | 44.3\% | 19.9\% | 37.0\% | 36.1\% | 14.9\% | 10.4\% | 18.2\% | 16.8\% | 19.6\% | 10.4\% | 8.5\% | (11.6\%) | 15.3\% |
| Manufacturing | 1,324 | 1,539 | 214 | 10.6\% | 24.9\% | 15.8\% | 19.5\% | 9.5\% | 7.3\% | 7.7\% | 17.5\% | 17.3\% | 23.3\% | 16.6\% | 25.0\% | 16.2\% |
| Wholesale Trade-Durable Goods | 2,567 | 2,673 | 106 | 6.6\% | 6.2\% | 6.2\% | 1.3\% | (8.3\%) | 11.0\% | 0.5\% | (0.5\%) | (3.3\%) | 4.7\% | 7.4\% | 17.0\% | 4.1\% |
| Wholesale Trade-Nondurable Goods | 416 | 409 | (6) | 5.3\% | 9.6\% | (1.4\%) | (12.0\%) | (13.1\%) | (7.4\%) | (2.4\%) | (4.7\%) | (2.6\%) | (3.7\%) | 8.5\% | 6.5\% | (1.5\%) |
| Retail-Miscellaneous Retail Trade | 978 | 1,033 | 55 | 7.8\% | 11.1\% | 2.6\% | (5.8\%) | 2.8\% | (1.3\%) | 7.5\% | 4.4\% | 7.0\% | 14.0\% | 9.5\% | 9.3\% | 5.6\% |
| Retail-Motor Vehicle \& Parts Dealers | 3,390 | 3,586 | 196 | 6.1\% | 12.5\% | (24.1\%) | (5.4\%) | 20.4\% | 20.6\% | 8.6\% | 4.4\% | 8.2\% | 5.6\% | 0.2\% | 13.7\% | 5.8\% |
| Retail-Furniture \& Home Furnishings Stores | 594 | 606 | 12 | 3.7\% | 11.6\% | (17.3\%) | (36.0\%) | (16.5\%) | 14.9\% | 8.3\% | 5.9\% | 10.0\% | 14.8\% | 9.8\% | 8.9\% | 2.1\% |
| Retail-Electronics \& Appliance Stores | 713 | 688 | (25) | (8.2\%) | 20.9\% | 12.2\% | (7.5\%) | 1.8\% | (13.8\%) | 1.5\% | (22.0\%) | (5.2\%) | (5.7\%) | (6.7\%) | (1.6\%) | (3.5\%) |
| Retail-Build. Material, Garden Equip. \& Supplies Dealers | 1,601 | 1,927 | 326 | 4.7\% | 17.8\% | 13.3\% | 23.8\% | 22.6\% | 16.0\% | 16.5\% | 20.3\% | 25.8\% | 25.2\% | 24.8\% | 29.7\% | 20.4\% |
| Retail-Food \& Beverage Stores | 2,142 | 2,410 | 267 | 5.1\% | 8.8\% | 35.6\% | 13.4\% | 17.4\% | 9.9\% | 17.7\% | 3.9\% | 13.1\% | 9.1\% | 3.9\% | 11.3\% | 12.5\% |
| Retail-Health \& Personal Care Stores | 299 | 291 | (8) | 12.7\% | 22.8\% | (7.8\%) | (31.3\%) | (12.7\%) | (3.4\%) | 5.0\% | (22.0\%) | 1.4\% | 4.5\% | 3.0\% | 0.8\% | (2.8\%) |
| Retail-Gasoline Stations | 439 | 468 | 28 | 20.0\% | 16.5\% | 10.4\% | 7.8\% | 9.6\% | 6.0\% | 3.4\% | 4.0\% | 5.9\% | 5.1\% | (4.1\%) | (2.5\%) | 6.4\% |
| Retail-Clothing \& Clothing Accessories Stores | 949 | 777 | (173) | 4.1\% | 4.4\% | (43.0\%) | (70.8\%) | (38.3\%) | (16.8\%) | (27.8\%) | (3.8\%) | (7.7\%) | (8.9\%) | (8.9\%) | (5.3\%) | (18.2\%) |
| Retail-Sporting Goods, Hobby, Music, \& Book Stores | 490 | 563 | 73 | 8.5\% | 5.4\% | (4.9\%) | (9.8\%) | 16.3\% | 24.0\% | 19.3\% | 16.4\% | 19.7\% | 33.1\% | 39.1\% | 11.6\% | 14.8\% |
| Retail-General Merchandise Stores | 2,667 | 2,903 | 236 | 5.3\% | 6.2\% | 19.6\% | 6.5\% | 14.3\% | 7.5\% | 7.6\% | 4.4\% | 12.3\% | 9.6\% | 10.1\% | 4.9\% | 8.8\% |
| Nonstore Retailers | 1,290 | 2,127 | 837 | 79.5\% | 89.4\% | 78.0\% | 101.8\% | 110.1\% | 92.8\% | 97.8\% | 104.5\% | 54.7\% | 36.1\% | 43.3\% | 21.0\% | 64.9\% |
| Information | 1,183 | 1,175 | (8) | 11.1\% | 1.0\% | 2.1\% | (11.2\%) | (9.8\%) | 4.9\% | (1.6\%) | 3.5\% | (1.8\%) | (19.0\%) | 5.8\% | 6.5\% | (0.7\%) |
| Real Estate, Rental, \& Leasing | 959 | 850 | (109) | 11.7\% | 8.9\% | (7.1\%) | (22.1\%) | (19.3\%) | (17.7\%) | (18.4\%) | (21.3\%) | (13.6\%) | (8.9\%) | (10.0\%) | (12.3\%) | (11.4\%) |
| Professional, Scientific, \& Technical Services | 740 | 776 | 36 | (21.2\%) | 13.1\% | 20.9\% | 1.7\% | 6.2\% | 27.3\% | 31.2\% | (3.0\%) | (5.5\%) | 0.8\% | (3.6\%) | (1.9\%) | 4.8\% |
| Educational Services | 55 | 35 | (20) | (2.0\%) | (2.8\%) | (16.9\%) | (72.9\%) | (64.2\%) | (43.7\%) | (44.8\%) | (40.4\%) | (36.6\%) | (43.0\%) | (51.8\%) | (26.5\%) | (36.9\%) |
| Arts, Entertainment,And Recreation | 338 | 186 | (153) | (10.0\%) | 10.8\% | (55.8\%) | (70.1\%) | (58.0\%) | (53.3\%) | (42.1\%) | (44.0\%) | (43.1\%) | (57.5\%) | (52.5\%) | (58.9\%) | (45.2\%) |
| Accommodation | 681 | 375 | (306) | 17.9\% | 16.8\% | (45.0\%) | (87.7\%) | (76.3\%) | (67.3\%) | (60.8\%) | (55.4\%) | (59.5\%) | (53.6\%) | (56.6\%) | (32.8\%) | (44.9\%) |
| Food Services \& Drinking Places | 2,588 | 2,125 | (463) | 7.2\% | 11.4\% | (24.7\%) | (46.8\%) | (30.2\%) | (24.9\%) | (18.8\%) | (16.6\%) | (14.2\%) | (11.2\%) | (18.7\%) | (19.3\%) | (17.9\%) |
| Other Services-Execpt Public Administration | 753 | 735 | (18) | 3.1\% | 0.3\% | 4.5\% | (23.3\%) | (17.8\%) | 0.4\% | 6.5\% | (3.6\%) | (1.4\%) | (0.9\%) | 3.2\% | (5.7\%) | (2.5\%) |
| Total (Including smaller hidden sectors) | 29,422 | 30,626 | 1,205 | 8.6\% | 13.1\% | 0.9\% | (5.6\%) | 3.1\% | 5.6\% | 4.9\% | 2.8\% | 3.7\% | 4.4\% | 4.4\% | 4.6\% | 4.1\% |

Taxable Sales
Year over Year Growth by City and Filing Period - Salt Lake County

| In millions \$ |  |  |  | 2020 vs. 2019 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| City | $\begin{aligned} & \hline 2019 \\ & (\$ \mathrm{M}) \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 2020 \\ & (\$ M) \\ & \hline \end{aligned}$ | Y/Y Var <br> (\$M) | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | $\begin{aligned} & \text { Full } \\ & \text { Year } \end{aligned}$ |
| CITIES |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Alta | 72 | 59 | (13) | 12.5\% | 10.4\% | (50.2\%) | (80.5\%) | (32.1\%) | (26.4\%) | 0.7\% | (4.3\%) | (35.4\%) | 12.2\% | 16.9\% | (27.1\%) | (17.5\%) |
| Bluffdale | 193 | 219 | 26 | 51.8\% | 112.0\% | 12.8\% | 51.8\% | (12.4\%) | 7.7\% | 53.6\% | (34.8\%) | 21.8\% | (8.7\%) | (22.7\%) | 36.6\% | 13.3\% |
| Brighton | - | 65 | 65 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| Cottonwood Heights | 583 | 642 | 59 | 5.9\% | 10.8\% | 11.0\% | 8.0\% | 9.7\% | 9.1\% | 10.1\% | 16.1\% | 10.8\% | 10.5\% | 9.0\% | 10.5\% | 10.2\% |
| Draper | 1,751 | 1,873 | 122 | 12.8\% | 15.8\% | (0.8\%) | (9.4\%) | 2.8\% | 17.1\% | 8.6\% | 4.9\% | 7.2\% | 7.1\% | 5.0\% | 12.0\% | 7.0\% |
| Herriman | 245 | 369 | 124 | 37.9\% | 41.8\% | 44.7\% | 73.1\% | 67.9\% | 64.5\% | 65.0\% | 58.5\% | 48.3\% | 40.5\% | 50.4\% | 34.3\% | 50.6\% |
| Holladay | 296 | 344 | 48 | 10.0\% | 24.1\% | 15.3\% | 15.0\% | 19.4\% | 11.7\% | 25.0\% | 24.5\% | 19.0\% | 24.5\% | 23.3\% | 2.6\% | 16.3\% |
| Midvale | 883 | 928 | 45 | 7.7\% | 10.0\% | 6.5\% | (5.9\%) | 0.8\% | 3.4\% | 5.0\% | 2.4\% | 4.4\% | 12.1\% | 10.1\% | 5.6\% | 5.1\% |
| Millcreek | 866 | 985 | 119 | 14.9\% | 17.7\% | 11.1\% | 2.7\% | 15.2\% | 12.0\% | 18.9\% | 16.4\% | 15.4\% | 20.6\% | 20.3\% | 6.5\% | 13.8\% |
| Murray | 2,307 | 2,246 | (60) | 5.6\% | 10.1\% | (12.9\%) | (24.8\%) | (6.6\%) | 3.6\% | (3.4\%) | (0.1\%) | 2.0\% | 5.4\% | (5.4\%) | (3.1\%) | (2.6\%) |
| Riverton | 640 | 751 | 111 | 9.0\% | 16.3\% | 13.3\% | 23.0\% | 26.1\% | 19.3\% | 18.6\% | 15.3\% | 21.9\% | 16.7\% | 15.7\% | 13.2\% | 17.3\% |
| Salt Lake City | 8,972 | 8,689 | (283) | 10.6\% | 13.3\% | (3.4\%) | (15.8\%) | (8.9\%) | (3.6\%) | (5.8\%) | (7.0\%) | (7.0\%) | (5.1\%) | (3.3\%) | 0.6\% | (3.2\%) |
| Sandy | 2,500 | 2,603 | 103 | 2.5\% | 8.2\% | (4.0\%) | (9.4\%) | 4.8\% | 7.1\% | 6.6\% | 9.3\% | 5.9\% | 7.1\% | 9.4\% | 2.2\% | 4.1\% |
| South Jordan | 1,683 | 1,876 | 192 | 12.8\% | 10.2\% | 10.2\% | 1.5\% | 17.5\% | 15.3\% | 13.8\% | 6.9\% | 15.2\% | 12.4\% | 14.3\% | 8.3\% | 11.4\% |
| South Salt Lake | 1,990 | 2,165 | 175 | 16.3\% | 16.2\% | 5.6\% | 5.2\% | 8.8\% | 8.9\% | 10.6\% | 4.9\% | 10.0\% | 8.5\% | 7.8\% | 6.6\% | 8.8\% |
| Taylorsville | 599 | 657 | 58 | 11.6\% | 12.4\% | 7.3\% | 10.4\% | 12.7\% | 8.0\% | 9.7\% | 6.6\% | 10.7\% | 7.5\% | 8.0\% | 11.2\% | 9.6\% |
| West Jordan | 1,888 | 2,157 | 270 | (7.6\%) | 18.4\% | 14.8\% | 11.8\% | 24.3\% | 16.9\% | 19.9\% | 14.4\% | 14.7\% | 19.6\% | 12.4\% | 13.3\% | 14.3\% |
| West Valley City | 2,841 | 2,981 | 140 | 11.6\% | 9.6\% | 1.7\% | 2.6\% | 7.7\% | 3.5\% | 3.1\% | 2.0\% | 5.2\% | (0.8\%) | 4.9\% | 9.6\% | 4.9\% |
| Subtotal | 28,307 | 29,610 | 1,302 | 9.8\% | 14.4\% | 1.6\% | (5.4\%) | 3.5\% | 5.9\% | 4.8\% | 2.5\% | 4.3\% | 4.6\% | 4.8\% | 5.8\% | 4.6\% |
| TOWNSHIPS \& OTHER |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Copperton Township | 3 | 6 | 3 | 134.6\% | 160.2\% | 378.9\% | 130.9\% | 156.3\% | 23.6\% | 129.3\% | 193.9\% | 303.2\% | 118.1\% | 40.7\% | (23.0\%) | 83.3\% |
| Emigration Canyon Township | 9 | 11 | 2 | 78.6\% | 52.2\% | 95.6\% | 70.3\% | 26.4\% | 0.3\% | (7.5\%) | (1.7\%) | 37.3\% | 10.1\% | (26.7\%) | 13.6\% | 18.5\% |
| Kearns Township | 133 | 187 | 53 | 33.0\% | 40.7\% | 36.6\% | 56.8\% | 62.7\% | 40.9\% | 57.7\% | 40.1\% | 32.7\% | 44.0\% | 30.9\% | 24.8\% | 40.1\% |
| Magna Township | 169 | 249 | 80 | 24.9\% | 49.8\% | 84.9\% | 50.4\% | 71.3\% | 73.7\% | 71.3\% | 57.8\% | 45.7\% | 47.5\% | 36.5\% | (1.4\%) | 47.1\% |
| Salt Lake County (Unincorporated) | 788 | 550 | (238) | (32.7\%) | (32.7\%) | (36.3\%) | (36.5\%) | (42.5\%) | (28.4\%) | (19.6\%) | (8.2\%) | (28.4\%) | (21.6\%) | (28.2\%) | (35.3\%) | (30.2\%) |
| White City Township | 8 | 12 | 4 | 44.8\% | 36.7\% | 47.1\% | 88.4\% | 70.2\% | 78.6\% | 44.7\% | 58.0\% | 47.3\% | 42.3\% | 36.9\% | 24.7\% | 48.6\% |
| Utah Data Center SL Co | 2 | 0 | (1) | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. |
| Subtotal | 1,113 | 1,015 | (98) | (18.1\%) | (15.1\%) | (12.9\%) | (11.1\%) | (10.1\%) | (2.6\%) | 6.8\% | 11.6\% | (8.9\%) | (0.5\%) | (6.6\%) | (21.5\%) | (8.8\%) |
| TOTAL | 29,420 | 30,625 | 1,204 | 8.6\% | 13.1\% | 0.9\% | (5.6\%) | 3.1\% | 5.6\% | 4.9\% | 2.8\% | 3.7\% | 4.4\% | 4.4\% | 4.6\% | 4.1\% |

## Zoo, Arts, \& Parks Tax

## (0.1\% tax to ZAP Fund and General Fund*)



[^0]
## Transient Room Tax

## (4.25\% tax to Visitor Promotion Fund)



## Transient Room Tax - Supplemental

( $0.5 \%$ tax to TRCC: Tourism, Recreation, Cultural \& Convention Fund)


## Car Rental Tax

## (3\% \& 4\% tax to TRCC Fund)

2020 vs. 2019
June Adj. Budget
Sept. Projection
$\longrightarrow$ Actual

in thousands \$

|  |  |  |
| ---: | ---: | ---: |
| Actual | Dec | Full Year |
| vs. Sept. Projection | $\mathbf{4 6 5}$ | $\mathbf{1 , 2 0 5}$ |
| vs. Budget | 370 | 10,005 |
| vs. PY | $(45)$ | $(5,550)$ |



## Restaurant Tax

## (1\% tax to TRCC Fund)



## Transportation Sales Tax (20\% of $0.25 \%$ tax to Transportation Fund)

2020 vs. 2019

in thousands \$

|  | Dec | Full Year |
| ---: | ---: | ---: |
| Actual | 1,433 | 13,958 |
| vs. Sept. Projection | 199 | 758 |
| vs. Budget | 190 | 1,558 |
| vs. PY Actual | 34 | $(23,966)$ |
| vs. PY Norm. |  | 34 |

## Local Option Sales Tax <br> (1\% tax to Unincorporated Municipal Services Fund)



## Sales Tax Revenue Summary

- December actuals were close to or above projection
- Full Year results well above projection except for Local Option tax
- Room and Car Rental taxes slowly improving
- Restaurant worsened in November \& December

Full Year Sales (Mar-Feb Distributions)

| thousands \$ | Variance, <br> Actual vs. <br> Sept. <br> Projection | Variance, Actual <br> vs. Prior Year |  |
| :--- | ---: | ---: | ---: |
| General Fund | 3,986 | 5,323 | $7.1 \%$ |
| TRCC Fund | 1,772 | $(11,849)$ | $(26.1 \%)$ |
| Visitor Promotion Fund | 501 | $(10,088)$ | $(47.8 \%)$ |
| ZAP Fund | 1,031 | 761 | $4.1 \%$ |
| CO Transportation Fund* | 758 | 646 | $4.9 \%$ |
| Unincorp. County Fund | $(8)$ | $(1,117)$ | $(21.4 \%)$ |
| TOTAL* | $\mathbf{8 , 0 3 9}$ | $\mathbf{( 1 6 , 3 2 4 )}$ | $\mathbf{( 9 . 1 \% )}$ |

* Transportation tax normalized for comparison purposes by multiplying the County's revenue by 20\% prior to 3Q 2019,
to match the current ongoing allocation \%.


## 2020 Full Year Sales Tax Results

December Sales (Feb Distribution)

| Tax | Actual | Variance, Act vs. Sep. Projection* |  | Variance, Actual vs. Adj Budget |  | Variance, Actual vs. Prior Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| County Option | 7,529 | 515 | 7.3\% | 1,291 | 20.7\% | 511 | 7.3\% |
| ZAP | 2,875 | 219 | 8.3\% | 424 | 17.3\% | 105 | 3.8\% |
| TRT | 932 | 103 | 12.5\% | (244) | (20.7\%) | (616) | (39.8\%) |
| TRT Sup | 129 | 18 | 16.1\% | (28) | (17.6\%) | (85) | (39.8\%) |
| Car Rental | 1,043 | 465 | 80.6\% | 370 | 55.0\% | (45) | (4.1\%) |
| Restaurant | 2,194 | (40) | (1.8\%) | 496 | 29.2\% | (560) | (20.3\%) |
| CO Transportation | 1,433 | 199 | 16.1\% | 190 | 15.3\% | 34 | 2.4\% |
| Local Option | 404 | (11) | (2.8\%) | 4 | 1.0\% | (131) | (24.5\%) |
| TOTAL | 16,539 | 1,468 | 9.7\% | 2,504 | 17.8\% | (788) | (4.5\%) |

Fund Totals (and Transportation normalized*)

| General Fund | $\mathbf{8 , 3 7 9}$ | 580 | $7.4 \%$ | 1,416 | $20.3 \%$ | 542 | $6.9 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| TRCC Fund | $\mathbf{3 , 3 6 5}$ | 443 | $15.2 \%$ | 838 | $33.2 \%$ | $(690)$ | $(17.0 \%)$ |
| Visitor Promotion F | $\mathbf{9 3 2}$ | 103 | $12.5 \%$ | $(244)$ | $(20.7 \%)$ | $(616)$ | $(39.8 \%)$ |
| ZAP Fund | $\mathbf{2 , 0 2 6}$ | 155 | $8.3 \%$ | 299 | $17.3 \%$ | 74 | $3.8 \%$ |
| CO Transportation | $\mathbf{1 , 4 3 3}$ | 199 | $16.1 \%$ | 190 | $15.3 \%$ | 34 | $2.4 \%$ |
| Unincorp. County F | $\mathbf{4 0 4}$ | $(11)$ | $(2.8 \%)$ | 4 | $1.0 \%$ | $(131)$ | $(24.5 \%)$ |
| TOTAL* | $\mathbf{1 6 , 5 3 9}$ | $\mathbf{1 , 4 6 8}$ | $\mathbf{9 . 7 \%}$ | $\mathbf{2 , 5 0 4}$ | $\mathbf{1 7 . 8 \%}$ | $\mathbf{( 7 8 8 )}$ | $\mathbf{( 4 . 5 \% )}$ |

Full Year Sales (Mar-Feb Distributions)

| Actual | Variance, Act vs. Sep. Projection* |  | Variance, Actual vs. Adj Budget |  | Variance, Actual vs. Prior Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 72,554 | 3,554 | 5.2\% | 9,154 | 14.4\% | 5,003 | 7.4\% |
| 27,663 | 1,463 | 5.6\% | 3,063 | 12.5\% | 1,080 | 4.1\% |
| 11,001 | 501 | 4.8\% | (999) | (8.3\%) | $(10,088)$ | (47.8\%) |
| 1,523 | 73 | 5.0\% | (127) | (7.7\%) | $(1,396)$ | (47.8\%) |
| 10,005 | 1,205 | 13.7\% | 1,005 | 11.2\% | $(5,550)$ | (35.7\%) |
| 21,994 | 494 | 2.3\% | 5,394 | 32.5\% | $(4,902)$ | (18.2\%) |
| 13,958 | 758 | 5.7\% | 1,558 | 12.6\% | $(23,966)$ | (63.2\%) |
| 4,092 | (8) | (0.2\%) | (308) | (7.0\%) | $(1,117)$ | (21.4\%) |
| 162,789 | 8,039 | 5.2\% | 18,739 | 13.0\% | $(40,936)$ | (20.1\%) |

Full Year

| '20 Sept Proj |
| ---: |
| vs '19 Actual |
| $2.1 \%$ |
| $(1.4 \%)$ |
| $(50.2 \%)$ |
| $(50.3 \%)$ |
| $(43.4 \%)$ |
| $(20.1 \%)$ |
| $(65.2 \%)$ |
| $(21.3 \%)$ |
| $(24.0 \%)$ |

Fund Totals (and Transportation normalized*)

| $\mathbf{8 0 , 7 2 8}$ | 3,986 | $5.2 \%$ | 10,059 | $14.2 \%$ | 5,323 | $7.1 \%$ |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{3 3 , 5 2 2}$ | 1,772 | $5.6 \%$ | 6,272 | $23.0 \%$ | $(11,849)$ | $(26.1 \%)$ |
| $\mathbf{1 1 , 0 0 1}$ | 501 | $4.8 \%$ | $(999)$ | $(8.3 \%)$ | $(10,088)$ | $(47.8 \%)$ |
| $\mathbf{1 9 , 4 8 9}$ | 1,031 | $5.6 \%$ | 2,158 | $12.5 \%$ | 761 | $4.1 \%$ |
| $\mathbf{1 3 , 9 5 8}$ | 758 | $5.7 \%$ | 1,558 | $12.6 \%$ | 646 | $4.9 \%$ |
| $\mathbf{4 , 0 9 2}$ | $(8)$ | $(0.2 \%)$ | $(308)$ | $(7.0 \%)$ | $(1,117)$ | $(21.4 \%)$ |
| $\mathbf{1 6 2 , 7 8 9}$ | 8,039 | $5.2 \%$ | 18,739 | $\mathbf{1 3 . 0 \%}$ | $(16,324)$ | $(9.1 \%)$ |


| $1.8 \%$ |
| ---: |
| $(30.0 \%)$ |
| $(50.2 \%)$ |
| $(1.4 \%)$ |
| $(0.8 \%)$ |
| $(21.3 \%)$ |
| $(13.6 \%)$ |

[^1]
## 2020 Sales Tax Projections

Full Year
in thousands \$

| Fund |  | Sept. <br> Projection | Prior Year | Variance Projection |  | Budget (Jun Adjusted) | Budget <br> (Orig.) | Variance, Orig. | usted vs. get | Prior Year | Variance, Budge | djusted PY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GF | County Option | 69,000 | 67,551 | 1,449 | 2.1\% | 63,400 | 69,700 | $(6,300)$ | (9.0\%) | 67,551 | $(4,151)$ | (6.1\%) |
| Z+GF |  | 26,200 | 26,583 | (383) | (1.4\%) | 24,600 | 27,200 | $(2,600)$ | (9.6\%) | 26,583 | $(1,983)$ | (7.5\%) |
| VP | TRT | 10,500 | 21,089 | $(10,589)$ | (50.2\%) | 12,000 | 21,300 | $(9,300)$ | (43.7\%) | 21,089 | $(9,089)$ | (43.1\%) |
| TRCC | TRT Sup | 1,450 | 2,919 | $(1,469)$ | (50.3\%) | 1,650 | 2,950 | $(1,300)$ | (44.1\%) | 2,919 | $(1,269)$ | (43.5\%) |
| TRCC | Car Rental | 8,800 | 15,555 | $(6,755)$ | (43.4\%) | 9,000 | 15,900 | $(6,900)$ | (43.4\%) | 15,555 | $(6,555)$ | (42.1\%) |
| TRCC | Restaurant | 21,500 | 26,896 | $(5,396)$ | (20.1\%) | 16,600 | 28,200 | $(11,600)$ | (41.1\%) | 26,896 | $(10,296)$ | (38.3\%) |
| TRX | CO Transportation | 13,200 | 37,924 | $(24,724)$ | (65.2\%) | 12,400 | 13,600 | $(1,200)$ | (8.8\%) | 37,924 | $(25,524)$ | (67.3\%) |
| Uni | Local Option | 4,100 | 5,209 | $(1,109)$ | (21.3\%) | 4,400 | 4,900 | (500) | (10.2\%) | 5,209 | (809) | (15.5\%) |
| TOTAL |  | 154,750 | 203,726 | $(48,976)$ | (24.0\%) | 144,050 | 183,750 | $(39,700)$ | (21.6\%) | 203,726 | $(59,676)$ | (29.3\%) |

Fund Totals (and Transportation normalized*)

| General Fund | 76,742 | 75,406 | 1,336 | 1.8\% | 70,669 | 77,738 | $(7,068)$ | (9.1\%) | 75,406 | $(4,737)$ | (6.3\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TRCC Fund | 31,750 | 45,371 | $(13,621)$ | (30.0\%) | 27,250 | 47,050 | $(19,800)$ | (42.1\%) | 45,371 | $(18,121)$ | (39.9\%) |
| Visitor Promotion Fund | 10,500 | 21,089 | $(10,589)$ | (50.2\%) | 12,000 | 21,300 | $(9,300)$ | (43.7\%) | 21,089 | $(9,089)$ | (43.1\%) |
| ZAP Fund | 18,458 | 18,728 | (270) | (1.4\%) | 17,331 | 19,162 | $(1,832)$ | (9.6\%) | 18,728 | $(1,397)$ | (7.5\%) |
| CO Transportation Fund* | 13,200 | 13,312 | (112) | (0.8\%) | 12,400 | 13,600 | $(1,200)$ | (8.8\%) | 13,312 | (912) | (6.8\%) |
| Unincorp. County Fund | 4,100 | 5,209 | $(1,109)$ | (21.3\%) | 4,400 | 4,900 | (500) | (10.2\%) | 5,209 | (809) | (15.5\%) |
| TOTAL* | 154,750 | 179,114 | (24,364) | (13.6\%) | 144,050 | 183,750 | $(39,700)$ | (21.6\%) | 179,114 | $(35,064)$ | (19.6\%) |


[^0]:    * Approximately $70.5 \%$ to ZAP fund and 29.5\% to General Fund for Recreation

[^1]:    * County Option Transportation Fund figures have been normalized at 20\% for 4Q'18-2Q'19 to exclude the impact of the 2019 change in allocation to SLCo (blue font).

