

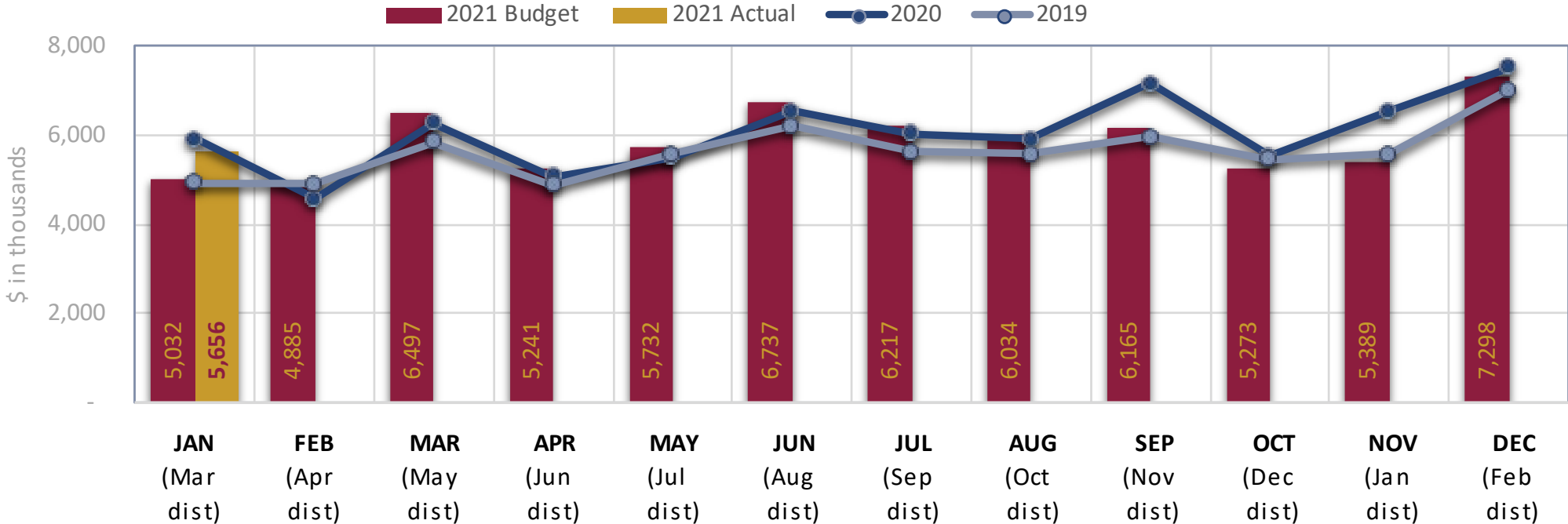
# Sales Tax Revenue Results

From March 22, 2021 Monthly Distribution

April 13, 2021 Council Work Session

# County Option Sales Tax

(0.25% tax — to General Fund)

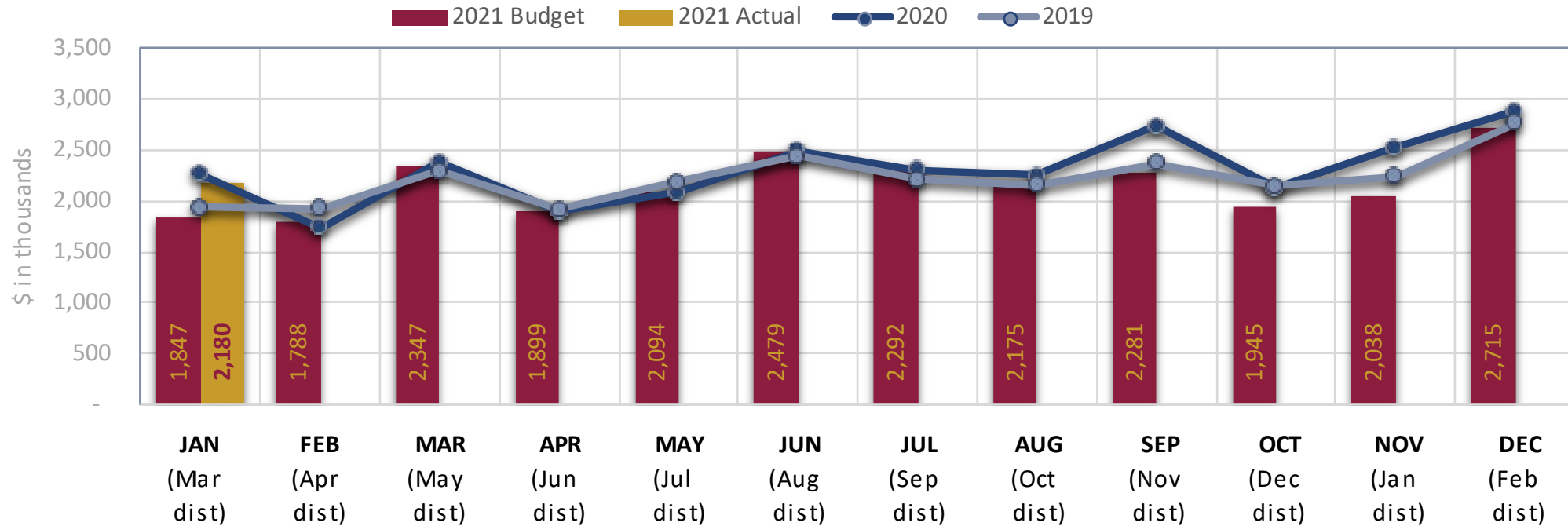


Variances:

'21 Actual vs. Budget	\$	624										
'21 vs. '20	\$	(265)										
	%	(4.5%)										
'21 vs. '19	%	14.6%										

# Zoo, Arts, & Parks Tax

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



**Variances:**

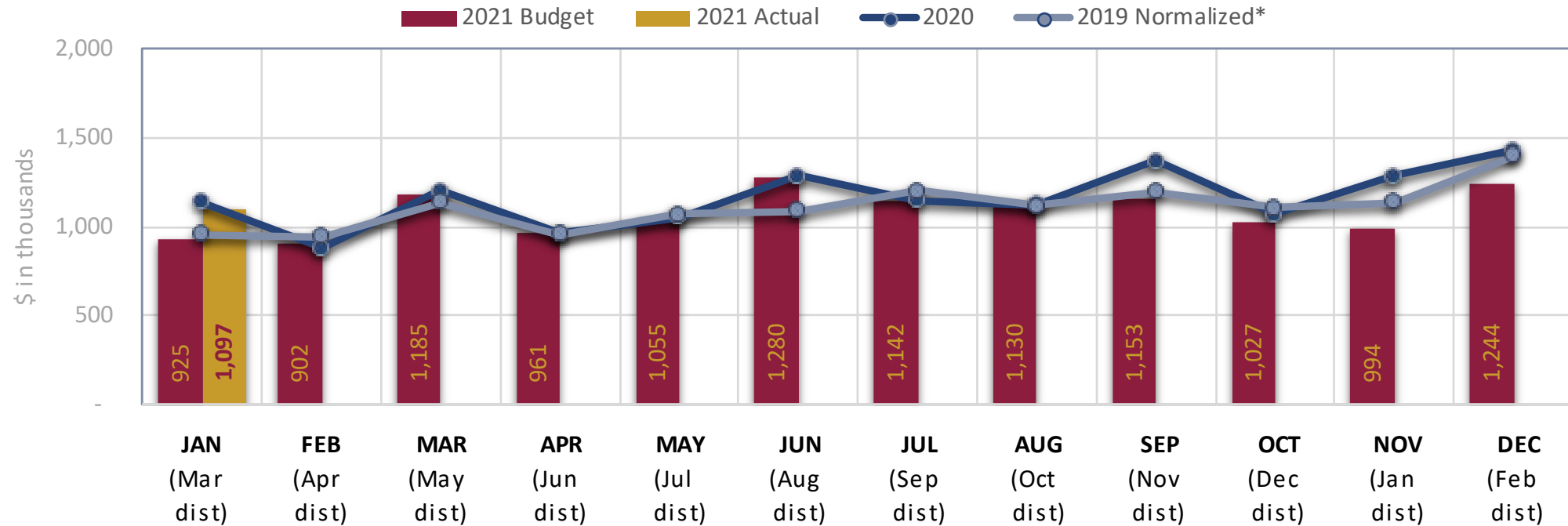
'21 Actual vs. Budget	\$	333										
'21 vs. '20	\$	(85)										
	%	(3.7%)										
'21 vs. '19	%	12.4%										

\* Approximately 70.5% to ZAP fund and 29.5% to General Fund for Recreation

Sales tax data is available from the State Tax Commission on a two-month lag. The Budget shown is the 2021 Adopted Budget

# Transportation Sales Tax

(20% of 0.25% tax to Transportation Fund)



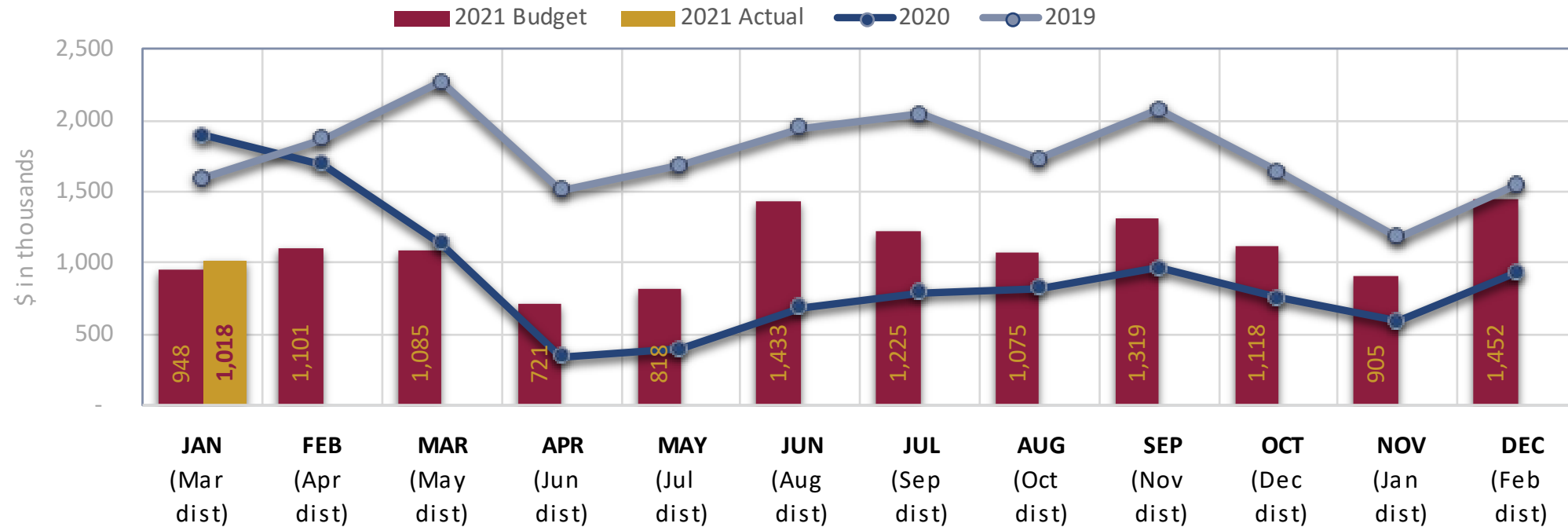
**Variances:**

'21 Actual vs. Budget	\$	172										
'21 vs. '20	\$	(40)										
	%	(3.5%)										
'21 vs. '19*	%	14.7%										

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

# Transient Room Tax

(4.25% tax to Visitor Promotion Fund)



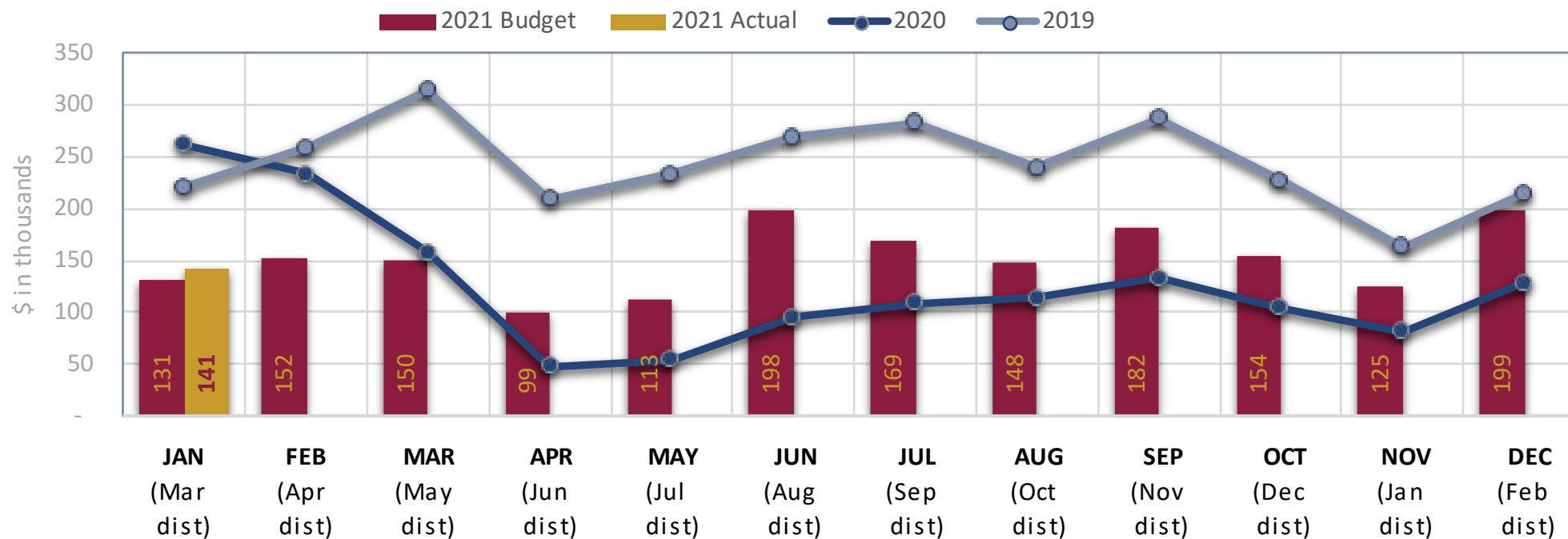
**Variances:**

'21 Actual vs. Budget	\$	70											
'21 vs. '20	\$	(875)											
	%	(46.2%)											
'21 vs. '19	%	(36.3%)											
'21 Budget vs. '20	%	(49.9%)	(34.8%)	(4.8%)	108.6%	108.6%	108.5%	55.3%	30.3%	36.9%	48.1%	53.4%	55.8%



# Transient Room Tax - Supplemental

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



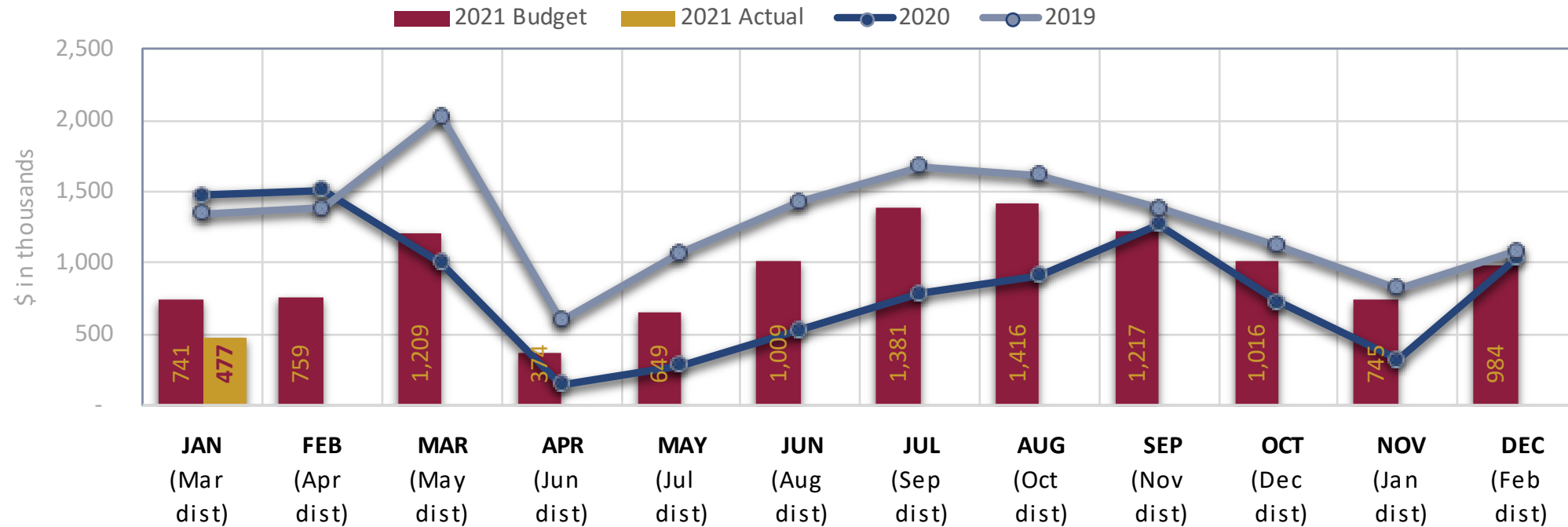
Variances:

'21 Actual vs. Budget	\$	10											
'21 vs. '20	\$	(121)											
	%	(46.2%)											
'21 vs. '19	%	(36.3%)											
'21 Budget vs. '20	%	(50.0%)	(35.0%)	(4.9%)	107.0%	108.2%	108.1%	54.8%	29.6%	36.5%	47.4%	53.1%	54.2%



# Car Rental Tax

(3% & 4% tax to TRCC Fund)



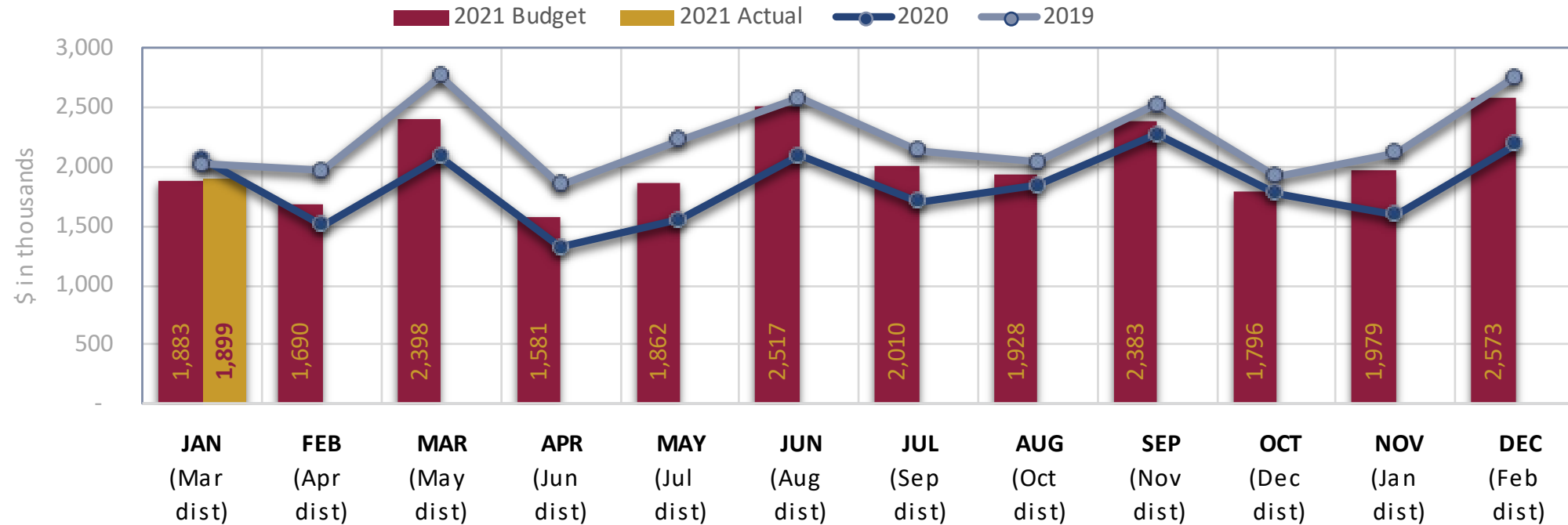
## Variances:

'21 Actual vs. Budget	\$	(264)											
'21 vs. '20	\$	(999)											
	%	(67.7%)											
'21 vs. '19	%	(64.6%)											
'21 Budget vs. '20	%	(49.8%)	(49.8%)	20.5%	150.8%	130.8%	90.7%	75.7%	55.6%	(4.1%)	39.7%	133.6%	(5.6%)



# Restaurant Tax

(1% tax to TRCC Fund)



**Variances:**

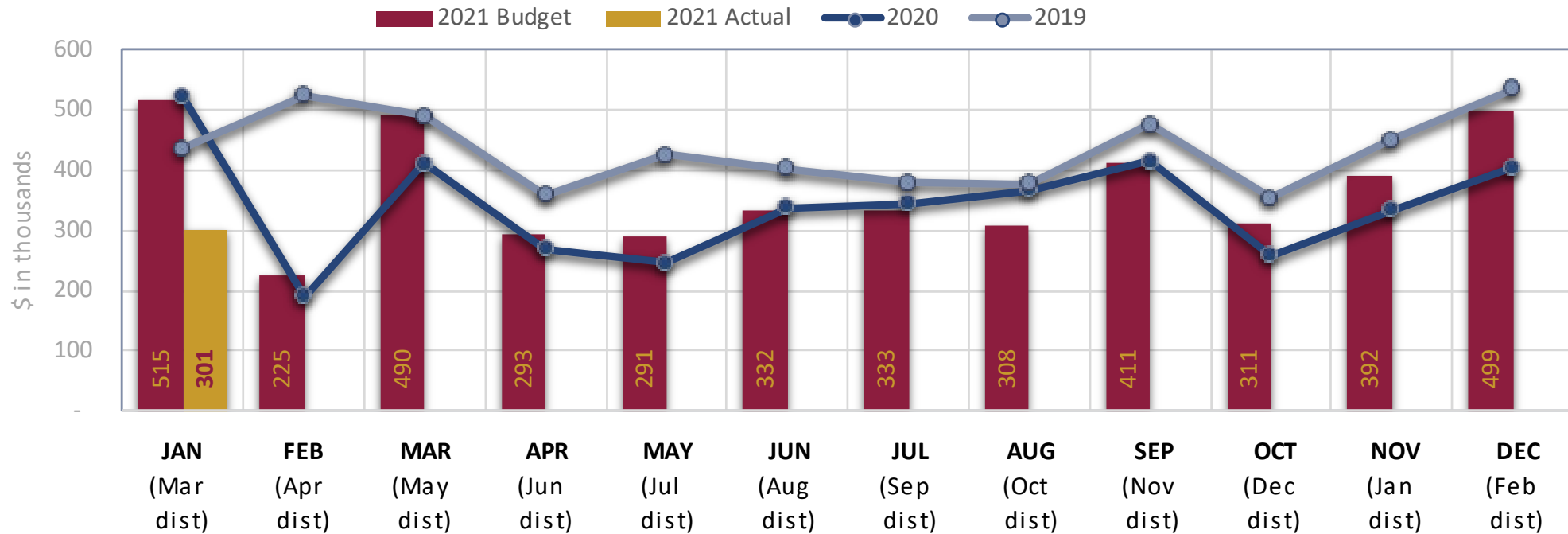
'21 Actual vs. Budget	\$	16										
'21 vs. '20	\$	(167)										
	%	(8.1%)										
'21 vs. '19	%	(6.2%)										
'21 Budget vs. '20	%	(8.9%)	12.1%	15.2%	20.2%	20.2%	20.2%	18.2%	4.7%	4.8%	1.3%	23.9%





# Local Option Sales Tax

(1% tax to Unincorporated Municipal Services Fund)



**Variances:**

'21 Actual vs. Budget	\$	(214)										
'21 vs. '20	\$	(219)										
	%	(42.1%)										
'21 vs. '19	%	(31.0%)										

# Sales Tax Revenue Summary

- Most taxes were favorable to budget
- Car Rental taxes significantly below budget and 4Q 2020
- Local Option tax was worse than budget but in line with 4Q 2020

## January Sales (Mar Distribution)

<i>thousands \$</i>	<i>Variance, Actual vs. Budget</i>	<i>Variance, Actual vs. Prior Year</i>	
<b>General Fund</b>	723	(290)	(4.4%)
<b>TRCC Fund</b>	(238)	(1,287)	(33.8%)
<b>Visitor Promotion Fund</b>	70	(875)	(46.2%)
<b>ZAP Fund</b>	235	(60)	(3.7%)
<b>CO Transportation Fund</b>	172	(40)	(3.5%)
<b>Unincorp. County Fund</b>	(214)	(219)	(42.1%)
<b>TOTAL</b>	<b>747</b>	<b>(2,769)</b>	<b>(17.8%)</b>

# APPENDIX

# 2021 Sales Taxes

## January Sales (Mar Distribution)

*in thousands \$*

<b>Fund Tax</b>	<b>Actual</b>	<b>Budget</b>	<i>Variance, Actual vs. Budget</i>		<b>Prior Year</b>	<i>Variance, Actual vs. Prior Year</i>		<i>Variance, Budget vs. PY</i>	
GF <b>County Option</b>	<b>5,656</b>	5,032	624	12.4%	5,921	(265)	(4.5%)	(2,054)	(2.8%)
Z+GF <b>ZAP</b>	<b>2,180</b>	1,847	333	18.0%	2,265	(85)	(3.7%)	(1,763)	(6.4%)
VP <b>TRT</b>	<b>1,018</b>	948	70	7.3%	1,892	(875)	(46.2%)	2,199	20.0%
TRCC <b>TRT Sup</b>	<b>141</b>	131	10	7.5%	262	(121)	(46.2%)	297	19.5%
TRCC <b>Car Rental</b>	<b>477</b>	741	(264)	(35.6%)	1,476	(999)	(67.7%)	1,495	14.9%
TRCC <b>Restaurant</b>	<b>1,899</b>	1,883	16	0.8%	2,066	(167)	(8.1%)	2,606	11.8%
TRX <b>CO Transportation</b>	<b>1,097</b>	925	172	18.6%	1,137	(40)	(3.5%)	(960)	(6.9%)
Uni <b>Local Option</b>	<b>301</b>	515	(214)	(41.5%)	520	(219)	(42.1%)	308	7.5%
<b>TOTAL</b>	<b>12,769</b>	<b>12,022</b>	<b>747</b>	<b>6.2%</b>	<b>15,538</b>	<b>(2,769)</b>	<b>(17.8%)</b>	<b>2,129</b>	<b>1.3%</b>

### Fund Totals

<b>General Fund</b>	<b>6,300</b>	5,578	723	13.0%	6,590	(290)	(4.4%)	(2,575)	(3.2%)
<b>TRCC Fund</b>	<b>2,517</b>	2,755	(238)	(8.6%)	3,804	(1,287)	(33.8%)	4,398	13.1%
<b>Visitor Promotion Fund</b>	<b>1,018</b>	948	70	7.3%	1,892	(875)	(46.2%)	2,199	20.0%
<b>ZAP Fund</b>	<b>1,536</b>	1,301	235	18.0%	1,595	(60)	(3.7%)	(1,242)	(6.4%)
<b>CO Transportation Fund</b>	<b>1,097</b>	925	172	18.6%	1,137	(40)	(3.5%)	(960)	(6.9%)
<b>Unincorp. County Fund</b>	<b>301</b>	515	(214)	(41.5%)	520	(219)	(42.1%)	308	7.5%
<b>TOTAL</b>	<b>12,769</b>	<b>12,022</b>	<b>747</b>	<b>6.2%</b>	<b>15,538</b>	<b>(2,769)</b>	<b>(17.8%)</b>	<b>2,129</b>	<b>1.3%</b>



# 2021 Budget vs. 2020 Actuals

Sales Tax by Fund (\$M)		2021 Budget	2020 Actual	Difference		Sept. Fcst
General Fund	County Option	70.5	72.6	(2.1)	(2.8%)	2.2%
	ZAP	7.7	8.2	(0.5)	(6.4%)	(1.1%)
	TOTAL	78.2	80.7	(2.6)	(3.2%)	
Visitor Promo Fund	Transient Room	13.2	11.0	2.2	20.0%	25.5%
TRCC Fund	Transient Room Supp.	1.8	1.5	0.3	19.5%	25.5%
	Car Rental	11.5	10.0	1.5	14.9%	30.7%
	Restaurant	24.6	22.0	2.6	11.8%	14.4%
	TOTAL	37.9	33.5	4.4	13.1%	
ZAP Fund	ZAP	18.2	19.5	(1.2)	(6.4%)	(1.1%)
Unincorp Muni Svcs	Local Option	4.4	4.1	0.3	7.5%	
Transportation Fund	Transportation	13.0	14.0	(1.0)	(6.9%)	(1.5%)
TOTAL		164.9	162.8	2.1	1.3%	