



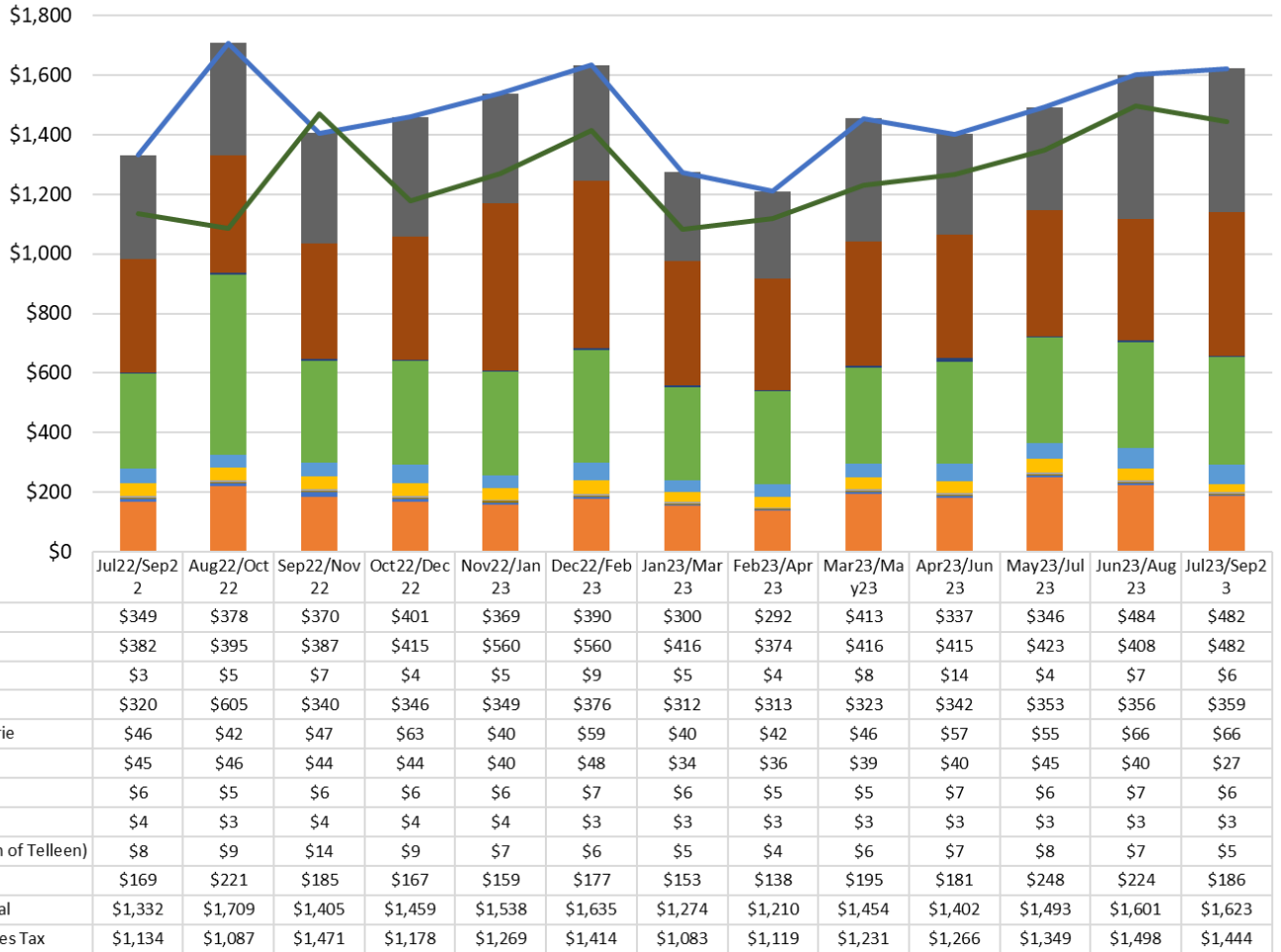
Monthly Sales Tax Update

September 2023 Receipts

Monthly Highlights (non-vehicle sales tax):

- There is a two-month delay between tax filing and receipts. As a statutory Town, the State collects sales tax on the Town's behalf and remits to the Town monthly.
- Total non-vehicle Sales Tax receipts for September 2023 (July filing month) was **\$1.623 million**, which exceeds the monthly budget of \$1.444 million by \$179k, or 12%.
- **\$22,079 (1.4%) increase** from August 2023 receipts (June filing month)
- **\$291K (22%) increase** compared to September 2022 receipts, mainly due to increased internet sales and growth in the Vista Ride/Hwy 7 and *All Others* zones.
- Excluding new and missing taxpayers, September sales tax receipts increased \$172K, or 15% compared to September 2022.

Non Vehicle Sales Tax Revenues by Month
Actual vs Budget
(in thousands)





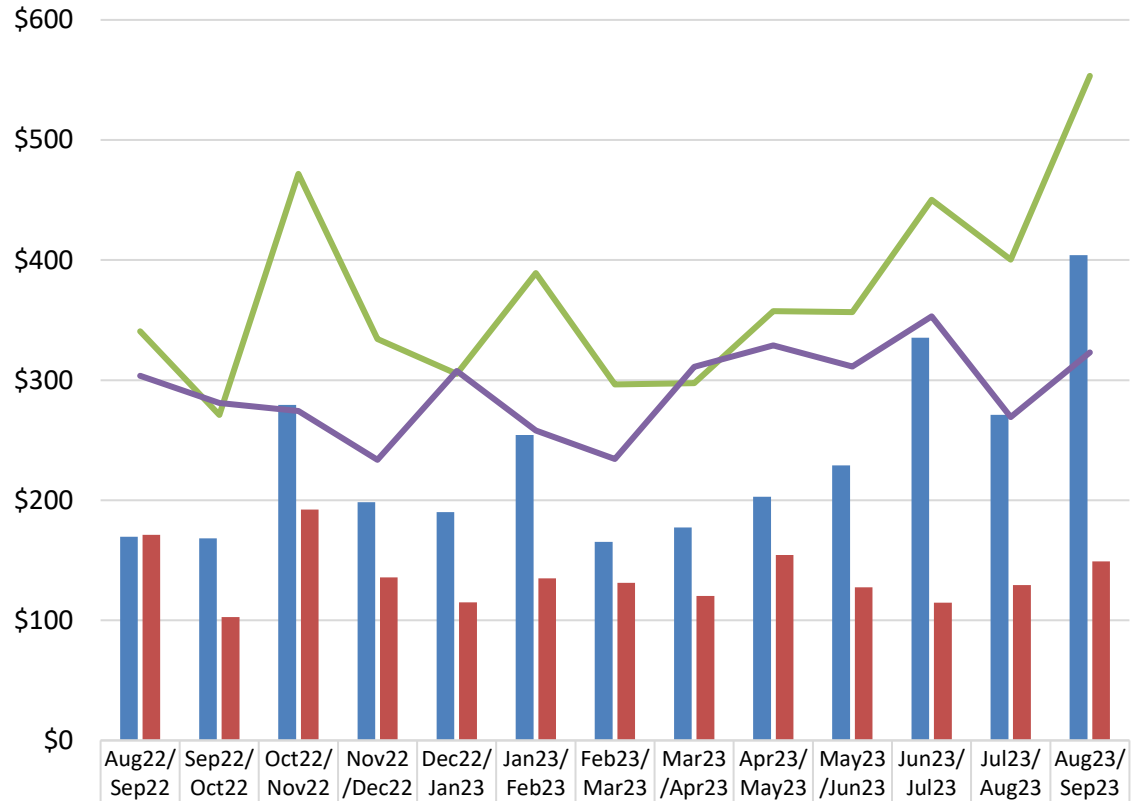
Monthly Sales Tax Update

September 2023 Receipts

Monthly Highlights (vehicle sales tax):

- Vehicle sales tax receipts have a one-month delay. The counties collect taxes and remit to the Town monthly.
- Total vehicle Sales Tax receipts for September 2023 (August sales) was **\$553K**, which is more than the monthly budget of \$323K by \$230K, or 71%.
- **\$153K (38%) increase** from August 2023 receipts (July sales).
- **\$213K (62%) increase** compared to September 2022 receipts.
- Total vehicle sales tax receipts YTD are **\$3.101 million**, which exceeds the monthly budget to date of \$2.390 million by \$712K, or 30%.
- The budget per month is based on monthly trends from the prior year.

Vehicle Sales Tax Revenues by Month
Actual vs Budget
(in thousands)



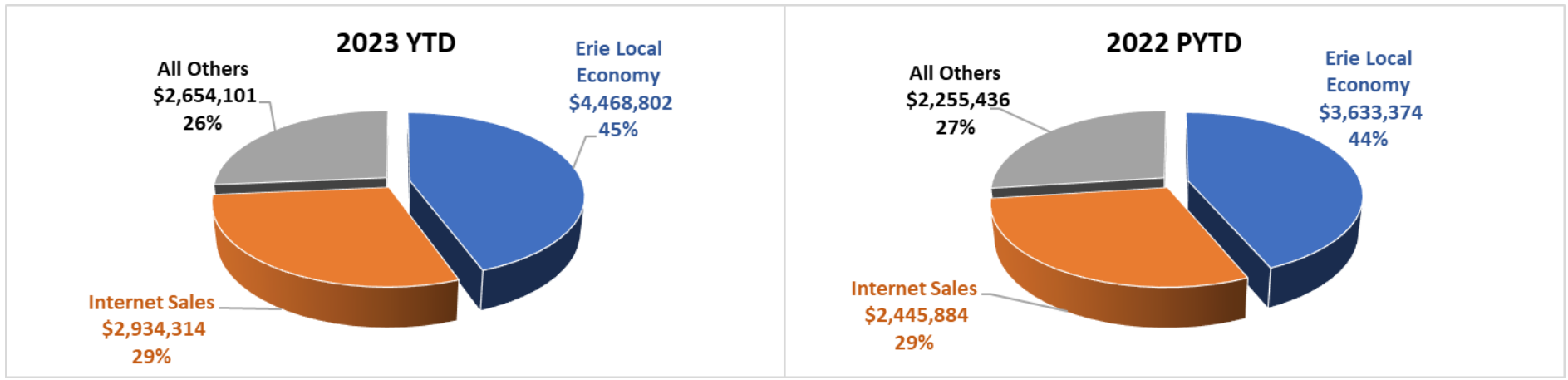
	Aug22/ Sep22	Sep22/ Oct22	Oct22/ Nov22	Nov22/ Dec22	Dec22/ Jan23	Jan23/ Feb23	Feb23/ Mar23	Mar23/ Apr23	Apr23/ May23	May23/ Jun23	Jun23/ Jul23	Jul23/ Aug23	Aug23/ Sep23
Weld County	\$170	\$168	\$279	\$198	\$190	\$254	\$165	\$177	\$203	\$229	\$335	\$271	\$404
Boulder County	\$171	\$103	\$192	\$136	\$115	\$135	\$131	\$120	\$154	\$128	\$115	\$129	\$149
Vehicle Sales Tax Total	\$341	\$271	\$472	\$334	\$305	\$389	\$297	\$298	\$357	\$357	\$450	\$400	\$553
Vehicle Budgeted Sales Tax	\$304	\$281	\$274	\$234	\$308	\$258	\$234	\$311	\$329	\$311	\$353	\$269	\$323



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Non-vehicle Sales tax breakdown by Local Economy vs. Others



- 45% of the total non-vehicle sales tax receipts as of September 2023 (July filing month) are generated from within Erie, compared to 44% during the same period in 2022.
- The “All Others” category includes sales tax generated from vendors outside of Erie, utilities, and cable companies. This category makes up 26% in September 2023, compared to 27% in 2022 mainly due to growth in the local economy.
- Internet sales continues to make up a significant portion of Erie’s total non-vehicle sales tax revenues. 29% of the 2023 non-vehicle tax receipts come from internet sales, remaining the same as 2022.
- Of the \$1.623 million of non-vehicle sales tax receipts in September, \$757,000 (47%) comes from the top 10 taxpayers, compared to \$546,000 (41%) in September 2022.
- Overall, we’ve seen an increase in the Erie local economy over the last year, and we expect it to continue to grow as more businesses come online such as King Soopers at Nine Mile.



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Food and Drinks Establishments Sales tax breakdown by Economic Zone

Sales tax from food and drink establishments make up 17% of the non-vehicle sales tax generated from businesses within Erie and 8% of the total non-vehicle sales tax including internet and other sales. September 2023 sales tax receipts (July filing month) from these establishments are \$122,000, which is the same as the prior month and \$20,000 (24%) higher than September 2022 receipts.

