



City of Woodland Park Staff Report for City Council

Meeting Date: August 20, 2020

<u>Agenda Item</u>	<u>Department</u>	<u>Presenter</u>
3D	Finance	Emily Katsimpalis Finance Director

ITEM:

Tax Revenue Update

BACKGROUND:

The attached report reflects the City's three percent sales tax revenue and lodging tax **received** July 2020 for **sales incurred** by taxpayers during the month of June 2020.

New/terminated business/sales tax licenses:

- 38 new business/sales tax licenses were issued or reactivated in July.
- 0 businesses terminated or inactivated their business license July.
- List of new business licenses are attached; new businesses within city limits are those that are highlighted.

**CITY OF WOODLAND PARK
HISTORICAL TAX COLLECTIONS**

June 2020

(unaudited)

Sales Tax Collection compared to prior years

MTD 2020 vs. MTD 2019 – 7.8% increase

YTD 2020 vs. YTD 2019 – 9.1% increase

YTD 2020 vs. YTD 2018 – 12.3% increase

YTD 2020 vs. YTD 2017 – 20% increase

Lodging Tax Collection compared to prior years

YTD 2020 vs. YTD 2019 – 40% decrease

(see charts and tables below)

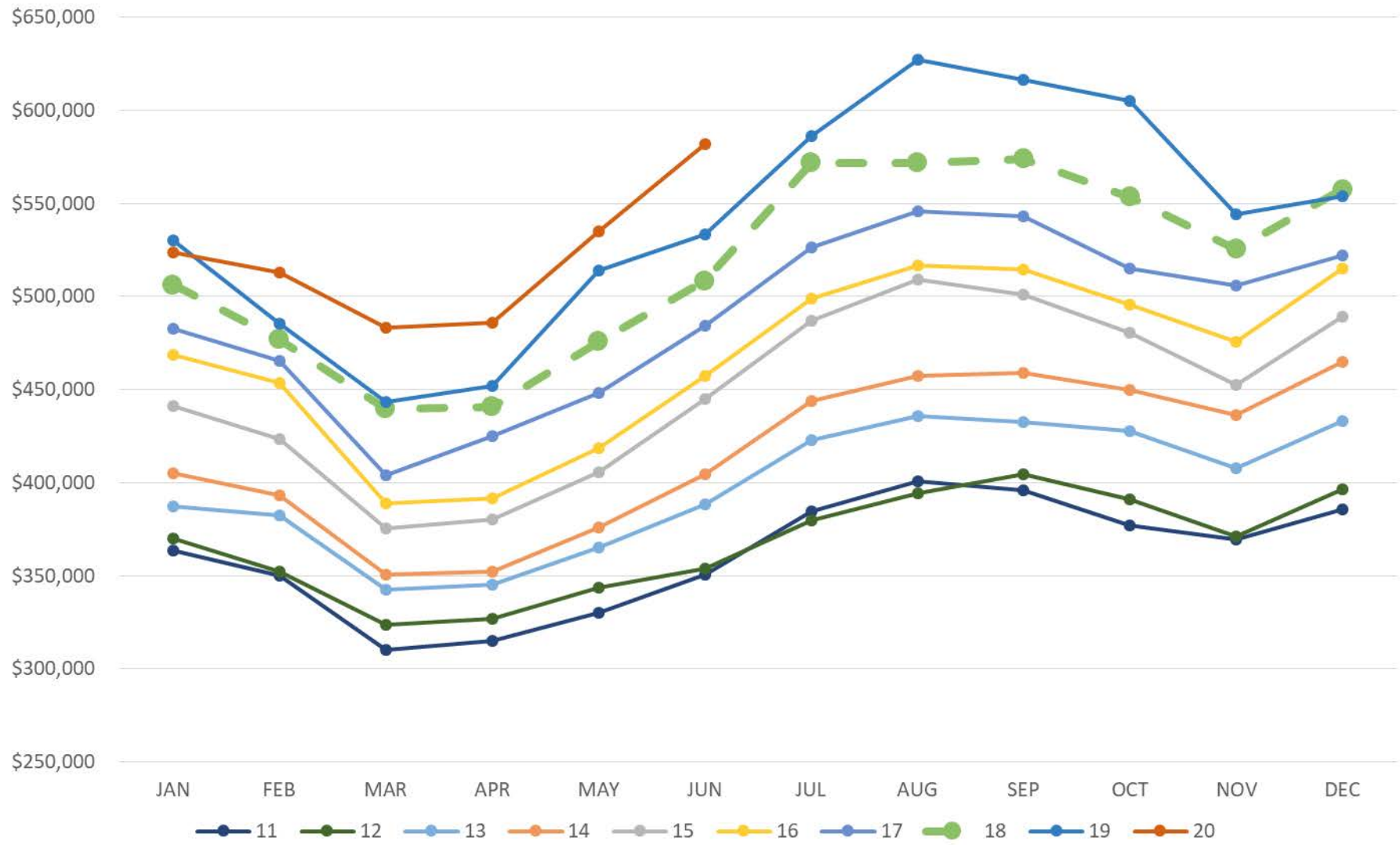
City of Woodland Park Sales Tax Collections 2017-2020



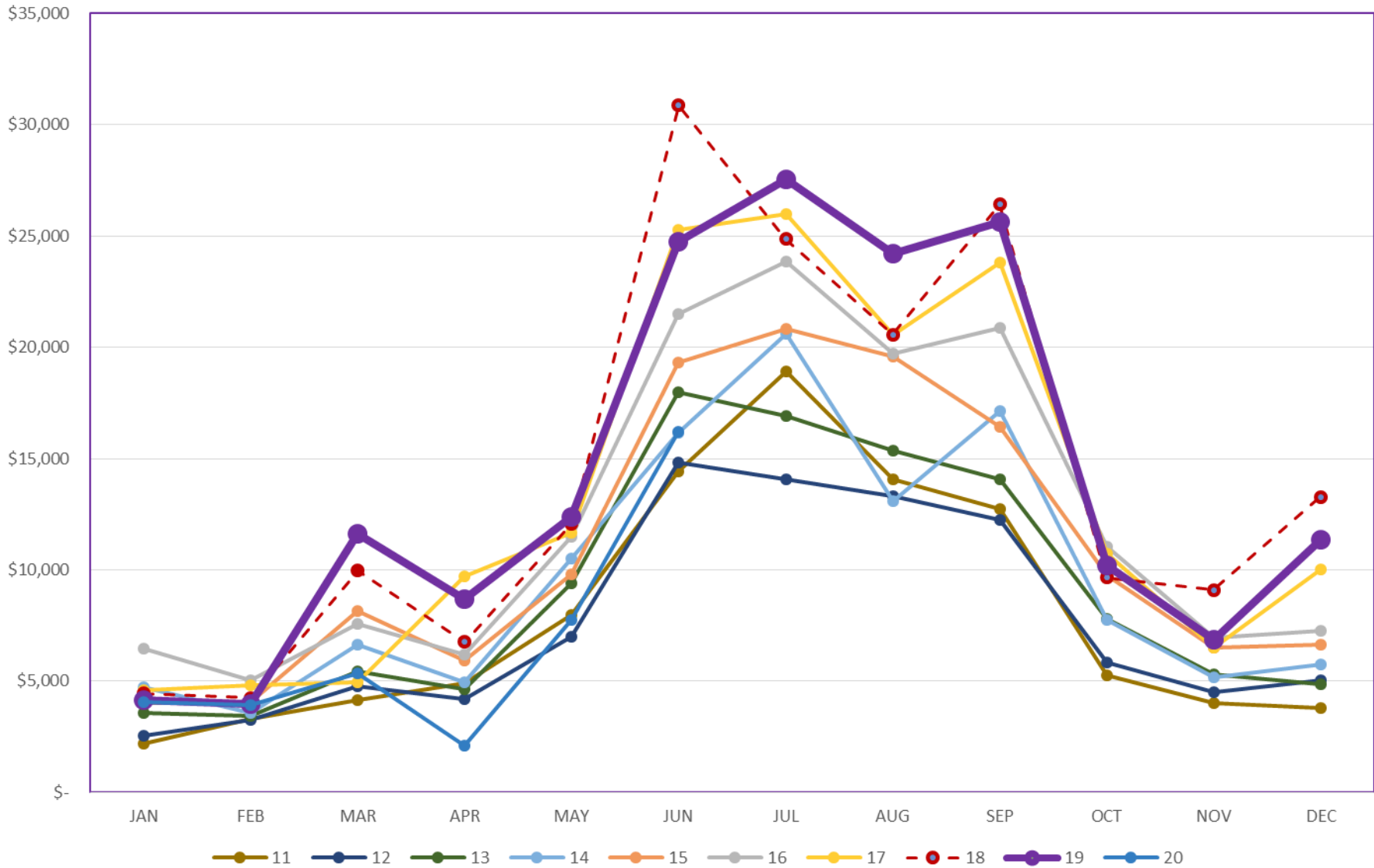
City of Woodland Park Sales Tax Collections 10-year history



**City of Woodland Park
Sales Tax Collections
Rolling 3-Month Average
10-Year History**



City of Woodland Park Lodging Tax Collections 5-Year History



Annual 3% Sales Tax Collection 10-Year History by Month (does not include the City's 1.09% sales tax for RE-2)

	11	12	13	14	15	16	17	18	19	20
JAN	\$293,508	\$304,571	\$323,621	\$337,313	\$360,348	\$377,888	\$356,613	\$414,283	\$409,798	\$468,475
FEB	\$288,866	\$306,084	\$324,061	\$327,397	\$347,055	\$360,223	\$382,348	\$394,349	\$335,333	\$429,745
MAR	\$348,880	\$359,606	\$380,656	\$386,803	\$418,812	\$428,017	\$473,419	\$510,278	\$584,507	\$550,768
APR	\$306,649	\$315,526	\$330,983	\$341,810	\$375,666	\$386,018	\$420,061	\$417,470	\$435,343	\$477,439
MAY	\$334,062	\$355,773	\$384,380	\$399,190	\$422,517	\$440,998	\$450,957	\$499,858	\$522,008	\$576,357
JUN	\$411,527	\$390,974	\$449,547	\$473,013	\$536,339	\$544,496	\$581,725	\$607,795	\$642,569	\$692,663
JUL	\$408,501	\$393,039	\$434,105	\$459,243	\$501,712	\$510,770	\$545,874	\$553,063	\$594,348	
AUG	\$382,666	\$398,219	\$424,025	\$439,395	\$489,560	\$494,905	\$510,191	\$554,799	\$644,473	
SEP	\$397,063	\$422,565	\$438,862	\$477,853	\$512,221	\$538,141	\$573,766	\$614,404	\$610,360	
OCT	\$350,740	\$351,905	\$421,024	\$431,819	\$440,193	\$453,849	\$460,952	\$491,494	\$560,010	
NOV	\$360,495	\$338,598	\$363,458	\$399,206	\$405,197	\$434,807	\$482,500	\$470,367	\$461,604	
DEC	\$445,725	\$498,801	\$514,984	\$563,532	\$622,513	\$657,016	\$622,098	\$710,516	\$640,506	
TOTALS	\$ 4,328,682	\$ 4,435,661	\$ 4,789,706	\$ 5,036,574	\$ 5,432,133	\$ 5,627,128	\$ 5,860,504	\$ 6,238,675	\$ 6,440,861	\$ 3,195,446
1% amount	\$1,442,894	\$1,478,554	\$1,596,569	\$1,678,858	\$1,810,711	\$1,875,709	\$1,953,501	\$2,079,558	\$2,146,954	\$1,065,149
2% amount	\$ 2,885,788	\$ 2,957,107	\$ 3,193,137	\$ 3,357,716	\$ 3,621,422	\$ 3,751,419	\$ 3,907,003	\$ 4,159,117	\$ 4,293,907	\$ 2,130,298

Annual Lodging Tax Collections 10-Year History by Month

	11	12	13	14	15	16	17	18	19	20
JAN	\$ 2,201	\$2,539	\$3,571	\$4,734	\$4,003	\$6,484	\$4,604	\$4,417	\$4,136	\$4,076
FEB	\$ 3,325	\$3,258	\$3,458	\$3,578	\$4,067	\$5,031	\$4,836	\$4,253	\$3,990	\$3,912
MAR	\$ 4,169	\$4,786	\$5,438	\$6,630	\$8,166	\$7,595	\$4,936	\$9,938	\$11,623	\$5,361
APR	\$ 4,922	\$4,192	\$4,648	\$4,947	\$5,924	\$6,177	\$9,705	\$6,768	\$8,666	\$2,089
MAY	\$ 7,982	\$6,998	\$9,411	\$10,522	\$9,799	\$11,504	\$11,652	\$12,073	\$12,368	\$7,764
JUN	\$ 14,425	\$14,814	\$17,999	\$16,144	\$19,332	\$21,492	\$25,295	\$30,867	\$24,744	\$16,203
JUL	\$ 18,909	\$14,078	\$16,913	\$20,630	\$20,852	\$23,862	\$25,998	\$24,867	\$27,564	
AUG	\$ 14,056	\$13,330	\$15,350	\$13,101	\$19,589	\$19,739	\$20,545	\$20,572	\$24,198	
SEP	\$ 12,718	\$12,267	\$14,067	\$17,127	\$16,412	\$20,863	\$23,805	\$26,415	\$25,655	
OCT	\$ 5,270	\$5,825	\$7,796	\$7,764	\$9,761	\$11,038	\$10,748	\$9,656	\$10,207	
NOV	\$ 4,010	\$4,516	\$5,325	\$5,185	\$6,490	\$6,936	\$6,524	\$9,092	\$6,843	
DEC	\$ 3,780	\$5,055	\$4,851	\$5,749	\$6,658	\$7,276	\$10,016	\$13,281	\$11,361	
TOTAL	\$ 95,767	\$91,658	\$108,827	\$116,111	\$131,053	\$147,997	\$158,664	\$172,198	\$171,357	\$39,405

New Businesses Started Between 07.01.2020 And 07.31.2020 - Sorted by Business Name - Including Contact Information

Payid/ Location Co	Customer Name/ Business Name/ Contact Name	Business Phone/ Corr Phone/ Contact Phone	Business Address/ Location Address	Sector/SIC#-Description/ Contact Email	Start Date	Business Type/ Tax Description	IntCnt Files	Res	Exmt	Pdlr
08781.1 02000	3RD GENERATION CONSTRUCTION 3G CONSTRUCTION & ROOFING MICHAEL TRICHAK	(719)422-2027 (719)422-2027 (719)422-2027	835 E Platte Ave, Colorado Springs, CO 80905 Colorado Springs	310-CONTRACTOR-ROOFING 3gconstruction@gmail.com	07.16.2020	LLC BUSINESS LICENSE YEARLY	THEY	No	No	No
08773.1 02000	ACE CONSTRUCTION AND EXTERI ACE CONSTRUCTION AND EXTERI ROBERT POND	(719)495-6291 (719)495-6291 (719)495-6291	13395 Voyager Pkwy #312, Colorado Springs, CO 80921 Colorado Springs	310-CONTRACTOR-ROOFING contactus@aceconstructionexter	07.08.2020	Corp BUSINESS LICENSE YEARLY	THEY	No	No	No
08739.1 03000	ADVANTAGE BUILDING SOLUTION ADVANTAGE BUILDING SOLUTION KEITH BLEEKER	(719)393-3405 (719)393-3405 (719)393-3405	1115 Short St, Canon City, CO 81212 State Of Colorado	230-CONTRACTOR-GENERAL keithadex@gmail.com	07.01.2020	LLC BUSINESS LICENSE YEARLY	THEY	No	No	No
08778.1 04000	APTIVE ENVIRONMENTAL, LLC APTIVE ENVIRONMENTAL, LLC PIERCE BALDWIN	(720)339-2847 (720)339-2847 (720)339-2847	5132 N 300 West Suite 150, Provo, UT 84604 Out Of State	590-SALES/DOOR-TO-DOOR & HOME s.frausto@goaptive.com	07.14.2020	LLC BUSINESS LICENSE YEARLY	THEY	No	No	No
08758.1 01000	ASPEN HEIDEKRUEGER ASPEN HEIDEKRUEGER HEIDE KRUEGER	(719)722-9584 (719)722-9584 (719)722-9584	146 Huntington Ln, Divide, CO 80814 Teller County	590-SALES/DOOR-TO-DOOR & HOME aspensheidekrueger99@gmail.com	07.01.2020	Indvl BUSINESS LICENSE YEARLY	THEY	No	No	No
08777.1 04000	BIG DOG RENEWABLE ENERGY BIG DOG RENEWABLE ENERGY TERISSA MORAIN	(208)242-3352 (208)242-3352 (208)242-3352	620 Pheasant Ridge Dr, Chubbuck, ID 83202 Out Of State	438-HOME CARE SERVICES terissa@bigdogsolar.com	07.14.2020	Corp BUSINESS LICENSE YEARLY SALES TAX YEARLY	THEY	No	No	No
08807.1 6000	COOK RECTOR LAW COOK RECTOR LAW ETHAN RECTOR	(719)375-5619 (719)375-5619 (719)375-5619	6215 Corporate Dr Ste 200, Colorado Springs, CO 80919 Woodland Park	465-LEGAL SERVICES erector@cookrector.com	07.01.2020	Corp BUSINESS LICENSE YEARLY	THEY	No	No	No
08799.1 6000	CSWP ENTERPRISES, INC. ALLIANCE INSURANCE OF THE R CARL PASH	(719)687-6364 (719)687-6364 (719)687-6364	101 Sundial Dr Ste B-1, Woodland Park, CO 80863 Woodland Park	450-INSURANCE carl.p@allinsgrp.com	07.27.2020	LLC BUSINESS LICENSE YEARLY	THEY	No	No	No
08756.1 04000	DIALPAD, INC. DIALPAD, INC. CRAIG WALKER	(678)723-1324 (678)723-1324 (678)723-1324	1595 Peachtree Pkwy Ste 204-337, Cumming, GA 30041 Out Of State	625-TELEMARKETING registrationsupport@gsaudits.c	07.01.2020	Corp BUSINESS LICENSE YEARLY SALES TAX QUTRLY	THEY	No	No	No
08794.1 04000	DIRECT HOLDINGS AMERICAS LL DIRECT HOLDINGS AMERICAS LL THEODORE ALAN MACKINNEY	(703)663-4503 (703)663-4503 (703)663-4503	3600 Mansell Rd Ste. 125, Alpharetta, GA 30022 Out Of State	453-INTERNET SALES dhai@taxconnex.com	07.01.2020	LLC BUSINESS LICENSE YEARLY SALES TAX QUTRLY USE TAX QUTRLY	THEY	No	No	No
08780.1 03000	DISH WIRELESS FINANCING LLC DISH WIRELESS FINANCING LLC JASON ERDMANN	(720)514-5336 (720)514-5336 (720)514-5336	9601 S Meridian Blvd, Englewood, CO 80112 State Of Colorado	360-ELECTRONICS-SERVICE/SUPPLI businesslicense@dish.com	07.15.2020	LLC BUSINESS LICENSE YEARLY SALES TAX QUTRLY USE TAX QUTRLY	THEY	No	No	No

New Businesses Started Between 07.01.2020 And 07.31.2020 - Sorted by Business Name - Including Contact Information

Payid/ Location Co	Customer Name/ Business Name/ Contact Name	Business Phone/ Corr Phone/ Contact Phone	Business Address/ Location Address	Sector/SIC#-Description/ Contact Email	Start Date	Business Type/ Tax Description	IntCnt Files	Res	Exmt	Pdlr
08796.1 02000	FINSTERWALD IRRIGATION AND FINSTERWALD IRRIGATION AND JAMES FINSTERWALD	(719)502-0735 (719)502-0735 (719)502-0735	2232 W Uintah St, Colorado Springs, CO 80904 Colorado Springs	280-CONTRACTOR-LANDSCAPING finsterirr@gmail.com	07.21.2020	LLC BUSINESS LICENSE YEARLY	THEY	No	No	No
08772.1 6000	GREG RATLIFF GREG RATLIFF GREG RATLIFF	(719)687-0581 (719)687-0581 (719)687-0581	6 Aspen Rd, Woodland Park, CO 80863 Woodland Park	235-CONTRACTOR-CARPENTRY	07.08.2020	Indvl BUSINESS LICENSE YEARLY	THEY	No	No	No
08779.1 01000	HANDS ON AIR & HOME SERVICE HANDS ON AIR & HOME SERVICE BRIAN BRADY	(719)357-6683 (719)357-6683 (719)357-6683	466 Duesouth Rd, Florissant, CO 80816 Teller County	270-CONTRACTOR-HEATING handsonac@gmail.com	07.15.2020	LLC BUSINESS LICENSE YEARLY	THEY	No	No	No
08802.1 02000	HENNESSEY ROOFING, LLC HENNESSEY ROOFING, LLC TOM HENNESSEY	(719)464-5677 (719)464-5677 (719)464-5677	7827 Swiftrun Rd, Colorado Springs, CO 80920 Colorado Springs	310-CONTRACTOR-ROOFING tom@hennesseyroofing.com	07.28.2020	LLC BUSINESS LICENSE YEARLY USE TAX	THEY	No	No	No
08775.1 04000	HOFFMAN SUPPLY CO INC JOHNSTONE SUPPLY AMY OR JOHN BUNSELMEYER	(417)862-6771 (417)862-6771 (417)862-6771	501 N Belcrest Ave, Springfield, MO 65802 Out Of State	345-DISTRIBUTOR amy.bunselmeyer@hoffmansupply.	07.14.2020	LLC BUSINESS LICENSE YEARLY SALES TAX	THEY	No	No	No
08797.1 03000	J&J LOGGING WATSON TRUCKING JASON WATSON	(970)596-2277 (970)596-2277 (970)596-2277	10861 Ingalls Cir, Westminster, CO 80020 State Of Colorado	150-BLDG MTRLS-LUMBER jason@watsontruckingllc.com	07.24.2020	LLC BUSINESS LICENSE YEARLY SALES TAX	THEY	No	No	No
08793.1 6000	L&C SPORTSWEAR L&C SPORTSWEAR STEVEN RADKE	(651)800-6240 (651)800-6240 (651)800-6240	520 West Us 24, Woodland Park, CO 80863 Woodland Park	210-CLOTHING/SHOES scradke1205@gmail.com	07.22.2020	Indvl BUSINESS LICENSE YEARLY SALES TAX	THEY	No	No	No
08813.1 03000	LKQ CENTRAL , INC. LKQ CENTRAL , INC. BRIAN RILEY	(615)781-5200 (615)781-5200 (615)781-5200	5846 Crossings Blvd, Antioch, TN 37013 State Of Colorado	345-DISTRIBUTOR salestax@lkqcorp.com	07.01.2020	Corp BUSINESS LICENSE YEARLY SALES TAX	THEY	No	No	No
08792.1 04000	LUXOTTICA OF AMERICA LUXOTTICA OF AMERICA LISA DAUGHERTY	(513)765-6242 (513)765-6242 (513)765-6242	PO BOX 8509 Mason, OH 45040 Out Of State	453-INTERNET SALES salestax@luxotticaretail.com	07.23.2020	LLC BUSINESS LICENSE YEARLY SALES TAX USE TAX	THEY	No	No	No
08810.1 02000	MECHANICAL CONCEPTS INC. MECHANICAL CONCEPTS INC. DAVID SHERMAN	(719)629-7120 (719)629-7120 (719)629-7120	9 S Limit St, Colorado Springs, CO 80905 Colorado Springs	270-CONTRACTOR-HEATING daves.mechanicalconcepts@gmail	07.31.2020	Corp BUSINESS LICENSE YEARLY SALES TAX USE TAX	THEY	No	No	No

New Businesses Started Between 07.01.2020 And 07.31.2020 - Sorted by Business Name - Including Contact Information

Payid/ Location Co	Customer Name/ Business Name/ Contact Name	Business Phone/ Corr Phone/ Contact Phone	Business Address/ Location Address	Sector/SIC#-Description/ Contact Email	Start Date	Business Type/ Tax Description	IntCnt Files	Res	Exmt	Pdlr
08795.1	MEGA MOUNTAIN LLC	(708)336-0333	149 Potlatch Trl, Woodland Park, CO 80863							
6000	MEGA MOUNTAIN LLC	(708)336-0333	Woodland Park	555-PHYSICAL FITNESS-SERVICE/S	07.24.2020	LLC	THEY	No	No	No
	ROBERT COLE	(708)336-0333		robbie@megamontain.org		BUSINESS LICENSE YEARLY				
08788.1	MICROSOFT CORPORATION	(425)538-8488	Microsoft Way, Redmond, WA 98052							
04000	MICROSOFT CORPORATION	(425)538-8488	Out Of State	453-INTERNET SALES	07.01.2020	Corp	THEY	No	No	No
	ROB HOLMAN	(425)538-8488		msft-tax@microsoft.com		BUSINESS LICENSE YEARLY				
						SALES TAX	MNTHLY			
08744.1	O'SHEA GUITARS, LLC	(719)400-8901	902 Blue Spruce St, Woodland Park, CO 80863							
6000	O'SHEA GUITARS, LLC	(719)400-8901	Woodland Park	605-SPECIALTY SHOPS/GIFTS	07.01.2020	LLC	THEY	No	No	No
	DANIEL P O'SHEA	(719)400-8901		osheaguitars@gmail.com		BUSINESS LICENSE YEARLY				
						SALES TAX	YEARLY			
08776.1	PAINTED OEM PARTS LLC	(719)231-1957	546 8th St Se C 16, Loveland, CO 80537							
03000	PAINTED OEM PARTS LLC	(719)231-1957	State Of Colorado	453-INTERNET SALES	07.14.2020	LLC	THEY	No	No	No
	SEAN ARNOLD	(719)231-1957		sean.arnold@paintedoemparts.co		BUSINESS LICENSE YEARLY				
						SALES TAX	QUTRLY			
08770.1	PROFESSIONAL OFFICE SERVICE(319)235-6777		2757 Barton Ave, Waterloo, IN 50704							
04000	PROFESSIONAL OFFICE SERVICE(319)235-6777		Out Of State	45-ART WORK/GRAPHIC ARTISTS	07.01.2020	Corp	THEY	No	No	No
	MARK WEAK	(319)235-6777		rspain@poscorp.com		BUSINESS LICENSE YEARLY				
						SALES TAX	QUTRLY			
08747.1	ROYALTY COMPANIES OF INDIAN(812)523-8392		2099 E Tipton St, Seymour, IN 47274							
04000	ROYALTY COMPANIES OF INDIAN(812)523-8392		Out Of State	310-CONTRACTOR-ROOFING	07.06.2020	Corp	THEY	No	No	No
	DARREN A ROYALTY	(812)523-8392		licensing@royaltytyroofing.com		BUSINESS LICENSE YEARLY				
08789.1	SAKARA LIFE, INC.	(917)261-3593	580 Broadway, New York, NY 10012							
04000	SAKARA LIFE, INC.	(917)261-3593	Out Of State	453-INTERNET SALES	07.23.2020	Corp	THEY	No	No	No
	AMY AN	(917)261-3593		billing@sakaralife.com		BUSINESS LICENSE YEARLY				
						SALES TAX	SMIYRLY			
08659.1	SPORT OBERMEYER, LTD.	(970)920-6679	115 Aspen Airport Business, Aspen, CO 81611							
03000	SPORT OBERMEYER, LTD.	(970)920-6679	State Of Colorado	453-INTERNET SALES	07.01.2020	Corp	THEY	No	No	No
	BRETT ANDERSON	(970)920-6679		banderson@obermeyer.com		BUSINESS LICENSE YEARLY				
						SALES TAX	MNTHLY			
08771.1	SUMMIT HEATING AND COOLING (719)286-3500		6034 Mapleton Dr, Colorado Springs, CO 80918							
02000	SUMMIT HEATING AND COOLING (719)286-3500		Colorado Springs	270-CONTRACTOR-HEATING	07.07.2020	Corp	THEY	No	No	No
	KEVIN DALTON	(719)286-3500		office@summit-heatingandcooling		BUSINESS LICENSE YEARLY				
08805.1	SUMMIT VIEW LAND & HOME INC(719)499-0597		4164 Austin Bluffs Pkwy # 133, Colorado Springs, CO 80918							
02000	SUMMIT VIEW ROOFING (719)499-0597		Colorado Springs	310-CONTRACTOR-ROOFING	07.28.2020	LLC	THEY	No	No	No
	ROBERT CUPP	(719)499-0597		rcupp@summitviewroofing.com		BUSINESS LICENSE YEARLY				
						USE TAX	SMIYRLY			
08816.1	TELECOM EVOLUTIONS LLC	(405)755-8177 x 2204	2204 BOX 720128 Oklahoma, OK 73172							
04000	TELECOM EVOLUTIONS LLC	(405)755-8177 x 2004	Out Of State	625-TELEMARKETING	07.01.2020	LLC	THEY	No	No	No

New Businesses Started Between 07.01.2020 And 07.31.2020 - Sorted by Business Name - Including Contact Information

Payid/ Location Co	Customer Name/ Business Name/ Contact Name	Business Phone/ Corr Phone/ Contact Phone	Business Address/ Location Address	Sector/SIC#-Description/ Contact Email	Start Date	Business Type/ Tax Description	IntCnt Files	Res	Exmt	Pdlr
	JAMES MURPHY	(405)755-8177 x	2104	tevolutions@telecompliance.net		BUSINESS LICENSE SALES TAX USE TAX	YEARLY YEARLY YEARLY			
08790.1 02000	THORNTON PLUMBING AND REPAI THORNTON PLUMBING AND REPAI DARREL THORNTON	(719)491-3547 (719)491-3547 (719)491-3547	14646 Air Garden Ln, Colorado Springs, CO 80921 Colorado Springs	300-CONTRACTOR-PLUMBING thornpi@gmail.com	07.23.2020	LLC BUSINESS LICENSE USE TAX	THEY YEARLY SMIYRLY	No	No	No
08774.1 6000	THV CONSULTING THV CONSULTING MATT FREDELL	(719)491-4025 (719)491-4025 (719)491-4025	81 Arapahoe Trl, Woodland Park, CO 80863 Woodland Park	225-CONSULTANT mattfredell@yahoo.com	07.13.2020	Corp BUSINESS LICENSE	THEY YEARLY	No	No	No
08791.1 04000	TIGER HOSPITALITY LLC TIGER HOSPITALITY LLC TALIB FAKHRI	(310)709-0823 (310)709-0823 (310)709-0823	12386 Osborne Pl, Pacoima, CA 91331-2013 Out Of State	350-DRY CLEANING & LAUNDROMAT tiger@altextiles.com	07.23.2020	LLC BUSINESS LICENSE SALES TAX	THEY YEARLY QUTRLY	No	No	No
08798.1 01000	TRINITY BUILDING CONTRACTOR TRINITY BUILDING CONTRACTOR TJ BELCHER	(719)246-5842 (719)246-5842 (719)246-5842	4569 Us Hwy 24 W, Florissant, CO 80816 Teller County	230-CONTRACTOR-GENERAL trinitybuildingcontractor@gmai	07.27.2020	Indvl BUSINESS LICENSE	THEY YEARLY	No	No	No
08806.1 04000	UNICITY USA, INC. UNICITY USA, INC. CLAYTON BARTON	(801)714-1319 (801)714-1319 (801)714-1319	1201 N 800 E, Orem, UT 84097 Out Of State	453-INTERNET SALES salestax@unicity.com	07.29.2020	Corp BUSINESS LICENSE SALES TAX	THEY YEARLY QUTRLY	No	No	No
08804.1 03000	WHITE KNIGHT PEST CONTROL WHITE KNIGHT PEST CONTROL JUSTIN HANSON	(720)500-2019 (720)500-2019 (720)500-2019	11480 Cherokee St Unit M, Northglenn, CO 80234 State Of Colorado	438-HOME CARE SERVICES team@whiteknightpest.com	07.29.2020	Indvl BUSINESS LICENSE	THEY YEARLY	No	No	No

Record Count: 38

**CITY OF WOODLAND PARK
ANNUAL BUSINESS LICENSE REVENUE
Ten year history
(2020 as of July)**

