



# Beltrami County LOST

## Local Options Sales Tax Opportunities for Beltrami County

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# Background

- Beltrami County contacted UMN Extension to better understand what potential amounts of a local options sales tax the County could implement to help fund renovations of the County's Prison facility
- UMN Extension utilizes Minnesota Department of Revenue data to quantify and calculate these estimates



# Methodology

- **For Each NAICs Retail Category in report:**

- Actual Sales Tax data from Department of Revenue

- Estimated Residential & Non-Residential Sales data

- Potential Market in a retail sector that has yet to be tapped by local businesses.



# Summary of Key Findings

- In 2019, total taxable sales in Beltrami County were \$607 million. MN Revenue analysts estimate that approximately all \$607 million would be subject to a LOST. With 50 percent of sales derived from non-resident spending, Extension estimated that Beltrami County residents spent \$303 million of the total \$607 million in taxable sales subject to a LOST.

**Figure 5: Forecast with Upper and Lower Bound 2019-22**

	Forecast	Lower Bound	Upper Bound
2021	\$ 4,255,764	\$4,255,764	\$4,255,764
2022	\$ 4,353,935	\$4,180,270	\$4,527,600
2023	\$ 4,567,610	\$4,388,558	\$4,746,661
2024	\$ 4,781,285	\$4,596,962	\$4,965,607

# Retail Sectors of Interest

- Vehicle & Parts: 8.9% of total taxable sales
- Building Materials: 19.5% of total taxable sales
- General Merchandise: 16.3% of total taxable sales



# Questions?





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## Questions?

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