# FINANCE MEMORANDUM #21-2022

**DATE:** Nov. 28, 2022

**TO:** Honorable Mayor Meredith Leighty and City Council Members

THROUGH: Heather Geyer, City Manager

FROM: Jason Loveland, Director of Finance / 2

**SUBJECT:** CB-1994 – Sales and Use Tax License Requirements

#### **PURPOSE**

To consider CB-1994, an ordinance on second reading to modify business licensing requirements by changes adopted by Senate Bill 22-032, and to eliminate the \$15 annual license fee.

#### **BACKGROUND**

Municipal Code Section 5-3-19 establishes the requirement to have a license to operate a business in the City. Each retail establishment conducting business in the City is required to complete an initial license application and pay a fee of \$15. Renewal of the license is required annually at a cost of \$15 but does not require a new application to be completed.

#### **UPDATE**

Senate Bill 22-032 added Section 39-26-802.9 to the Colorado Revised Statutes, which reads: "Retailers without physical presence or with only incidental physical presence in local taxing jurisdictions – streamlined application process and no fee for local general business license." The purpose of SB-032 is to simplify the process for a business to operate in Colorado by removing the need to obtain multiple licenses. The City will no longer have the authority to require a business license for online retailers that do not have a physical presence in the City. The only license that will be required for these businesses will be the State of Colorado business license. The State is working with local municipal tax leaders on the collection and transfer of the State business application information to provide cities. SB 22-032 does not limit licensing requirements for businesses with a physical presence within the City.

On Sept. 27, staff presented the Finance Committee a recommendation to eliminate the license fee for all businesses while maintaining the requirement for an application and renewal if the business holds a physical presence in the City. Eliminating the fee helps level the playing field between online and brick-and-mortar retailers to some extent. Continuing the application and renewal process for local businesses allows the City to create and maintain relationships with its local partners.

#### **BUDGET/TIME IMPLICATIONS**

Eliminating the \$15 fee reduces General Fund revenue by approximately \$45,000 annually. If the City maintained the \$15 fee for businesses maintaining a physical presence in the City, revenue would be reduced by approximately \$30,000 in the General Fund.

### **RECOMMENDATION**

Staff recommends approval of CB-1994 on second reading.

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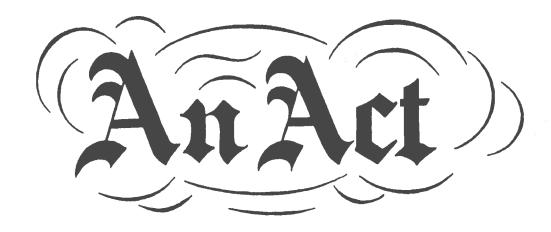
## **STAFF REFERENCE**

If Council members have questions, please contact Jason Loveland, Director of Finance, at 303.450.8817 or jloveland@northglenn.org.

## **ATTACHMENT**

1. Senate Bill 22-032

CB-1994 – Sales and Use Tax License Requirements



## SENATE BILL 22-032

BY SENATOR(S) Bridges and Woodward, Cooke, Donovan, Fields, Ginal, Hisey, Holbert, Kolker, Lee, Liston, Lundeen, Moreno, Pettersen, Priola, Rankin, Scott, Simpson, Smallwood, Winter, Zenzinger, Fenberg; also REPRESENTATIVE(S) Kipp and Van Winkle, Amabile, Bernett, Bird, Bockenfeld, Boesenecker, Exum, Herod, Hooton, Jodeh, Lindsay, Lontine, Lynch, McCormick, McLachlan, Roberts, Sandridge, Snyder, Titone, Van Beber, Weissman.

CONCERNING SIMPLIFICATION OF LOCAL SALES AND USE TAX COMPLIANCE AND ADMINISTRATION FOR RETAILERS THAT MAKE RETAIL SALES IN LOCAL TAXING JURISDICTIONS WHERE THEY HAVE LIMITED PHYSICAL PRESENCE, AND, IN CONNECTION THEREWITH, MAKING AN APPROPRIATION.

Be it enacted by the General Assembly of the State of Colorado:

**SECTION 1.** In Colorado Revised Statutes, add 39-26-802.9 as follows:

39-26-802.9. Retailers without physical presence or with only incidental physical presence in local taxing jurisdictions - streamlined application process and no fee for local general business license -

Capital letters or bold & italic numbers indicate new material added to existing law; dashes through words or numbers indicate deletions from existing law and such material is not part of the act.

**legislative declaration - definitions.** (1) THE GENERAL ASSEMBLY HEREBY FINDS AND DECLARES THAT:

- (a) LICENSING OF RETAILERS THAT ARE SUBJECT TO PAYMENT OF SALES AND USE TAXES IN ONE OR MORE LOCAL TAXING JURISDICTIONS BUT EITHER DO NOT HAVE PHYSICAL PRESENCE IN OR HAVE ONLY INCIDENTAL PHYSICAL PRESENCE IN THOSE LOCAL TAXING JURISDICTIONS IS A MATTER OF STATEWIDE CONCERN;
- (b) The State's electronic tax administration infrastructure, including the electronic sales and use tax simplification system created and brought online pursuant to section 39-26-802.7 and commonly known as SUTS, can be used to make the imposition, collection, and administration of local sales and use taxes collected by retailers that either do not have physical presence or have only incidental physical presence in the local taxing jurisdictions imposing the taxes simpler and more efficient so long as:
- (I) EACH LOCAL TAXING JURISDICTION IS REQUIRED TO GRANT A GENERAL BUSINESS LICENSE, FREE OF CHARGE, TO ANY RETAILER THAT HAS A STATE STANDARD RETAIL LICENSE AND EITHER DOES NOT HAVE PHYSICAL PRESENCE OR HAS ONLY INCIDENTAL PHYSICAL PRESENCE WITHIN THE LOCAL TAXING JURISDICTION SO LONG AS THE LOCAL TAXING JURISDICTION HAS NOT PREVIOUSLY REVOKED THE RETAILER'S GENERAL BUSINESS LICENSE DUE TO THE RETAILER'S FAILURE TO COMPLY WITH THE LOCAL TAXING JURISDICTION'S REQUIREMENTS FOR HOLDING A GENERAL BUSINESS LICENSE; AND
- (II) SUFFICIENT INFORMATION ABOUT ANY SUCH RETAILER IS COLLECTED WHEN THE RETAILER APPLIES FOR A STATE STANDARD RETAIL LICENSE TO ADDRESS ANY LOCAL TAXING JURISDICTION CONCERNS, INCLUDING BUT NOT LIMITED TO CONCERNS RELATING TO ADMINISTRATIVE EFFICIENCY, RETAILER COMPLIANCE, AND COLLECTION OF SALES AND USE TAX REVENUE;
- (c) BECAUSE IT IS IMPORTANT TO ENSURE THAT THE CONCERNS OF LOCAL TAXING JURISDICTIONS ARE ADDRESSED, IT IS NECESSARY AND APPROPRIATE TO REQUIRE THE DEPARTMENT OF REVENUE TO CONSULT WITH LOCAL TAXING JURISDICTIONS WHEN MODIFYING APPLICATION

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REQUIREMENTS FOR THE STATE STANDARD RETAIL LICENSE AS REQUIRED BY THIS SECTION; AND

- (d) It is appropriate to eliminate the cost of a general business license to a retailer that has a state standard retail license and either does not have physical presence in a local taxing jurisdiction or has only incidental physical presence within the local taxing jurisdiction by prohibiting a local taxing jurisdiction from charging a fee for a general business license to such a retailer until such time as the local taxing jurisdiction is required to allow any such retailer to make retail sales within the local taxing jurisdiction without applying separately to the local taxing jurisdiction for a general business license.
- (2) AS USED IN THIS SECTION, UNLESS THE CONTEXT OTHERWISE REQUIRES:
  - (a) "DEPARTMENT" MEANS THE DEPARTMENT OF REVENUE.
- (b) "GENERAL BUSINESS LICENSE" MEANS A LICENSE ISSUED BY A LOCAL TAXING JURISDICTION THAT A RETAILER MUST OBTAIN TO LEGALLY MAKE RETAIL SALES IN THE LOCAL TAXING JURISDICTION REGARDLESS OF WHETHER THE LICENSE IS CALLED A BUSINESS LICENSE, A SALES AND USE TAX LICENSE, OR BY ANOTHER NAME. AN OCCUPATIONAL LICENSE OR ANY OTHER LICENSE REQUIRED TO ENGAGE IN A BUSINESS ACTIVITY OTHER THAN MAKING RETAIL SALES OF GOODS IS NOT A GENERAL BUSINESS LICENSE.
- (c) "INCIDENTAL PHYSICAL PRESENCE" MEANS, WITH RESPECT TO A LOCAL TAXING JURISDICTION, PHYSICAL PRESENCE AS DESCRIBED IN SUBSECTION (2)(e)(I)(B), (2)(e)(I)(C), or (2)(e)(I)(E) of this section, or any combination of said subsections, within the local taxing Jurisdiction that occurs infrequently and is not regularly scheduled within the ordinary course of an individual or entity's business activities.
- (d) "LOCAL TAXING JURISDICTION" HAS THE MEANING SET FORTH IN SECTION 39-26-802.7 (1)(b).
- (e) (I) "PHYSICAL PRESENCE" MEANS, WITH RESPECT TO A LOCAL TAXING JURISDICTION, PERFORMING OR PROVIDING SERVICES OR SELLING.

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LEASING, RENTING, DELIVERING, OR INSTALLING TANGIBLE PERSONAL PROPERTY FOR STORAGE, USE, OR CONSUMPTION WITHIN THE LOCAL TAXING JURISDICTION. PHYSICAL PRESENCE INCLUDES ANY OF THE FOLLOWING ACTIVITIES:

- (A) DIRECTLY OR INDIRECTLY BY A SUBSIDIARY MAINTAINING A BUILDING, STORE, OFFICE, SALESROOM, WAREHOUSE, OR OTHER PLACE OF BUSINESS WITHIN THE LOCAL JURISDICTION;
- (B) SENDING ONE OR MORE EMPLOYEES, AGENTS, OR COMMISSIONED SALESPERSONS INTO THE LOCAL JURISDICTION TO SOLICIT BUSINESS, TO INSTALL, ASSEMBLE, REPAIR, SERVICE, OR ASSIST IN THE USE OF ITS PRODUCTS, OR FOR DEMONSTRATION OR OTHER REASONS;
- (C) MAINTAINING ONE OR MORE EMPLOYEES, AGENTS, OR COMMISSIONED SALESPERSONS ON DUTY AT A LOCATION WITHIN THE LOCAL TAXING JURISDICTION;
- (D) OWNING, LEASING, RENTING, OR OTHER WISE EXERTING CONTROL OVER REAL OR PERSONAL PROPERTY SALES WITHIN THE LOCAL TAXING JURISDICTION;
- (E) ENGAGING IN ACTIVITIES WITHIN THE TAXING JURISDICTION THAT ARE SUBJECT TO OTHER BUSINESS, FIRE, ZONING, OR OTHER REGULATIONS OF THE LOCAL JURISDICTION; OR
- (F) BEING SUBJECT TO TAXABLE PRIVILEGES OTHER THAN THE REQUIREMENT TO COLLECT SALES TAX IMPOSED BY THE LOCAL TAXING JURISDICTION.
- (II) INCIDENTAL PRESENCE BY EMPLOYEES, AGENTS, OR COMMISSIONED SALESPERSONS WITHIN A LOCAL TAXING JURISDICTION WHEN NOT OTHERWISE ENGAGED IN THE ACTIVITIES SET FORTH IN SUBSECTION (2)(e)(I) OF THIS SECTION DOES NOT CONSTITUTE PHYSICAL PRESENCE.
- (f) "State standard retail license" means a license issued under section 39-26-103 that authorizes a retailer to make retail sales in the state.
- (g) "SUTS" MEANS THE ELECTRONIC SALES AND USE TAX
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SIMPLIFICATION SYSTEM CREATED AND BROUGHT ONLINE PURSUANT TO SECTION 39-26-802.7.

- (3) (a) IN ORDER TO ENABLE THE STREAMLINING OF THE IMPOSITION. COLLECTION, AND ADMINISTRATION OF SALES AND USE TAXES IMPOSED BY LOCAL TAXING JURISDICTIONS ON RETAIL SALES MADE BY RETAILERS THAT HAVE A STATE STANDARD RETAIL LICENSE AND EITHER DO NOT HAVE PHYSICAL PRESENCE WITHIN A LOCAL TAXING JURISDICTION OR HAVE ONLY INCIDENTAL PHYSICAL PRESENCE WITHIN A LOCAL TAXING JURISDICTION BY STREAMLINING THE APPLICATION PROCESS FOR AND ELIMINATING THE EXPENSE OF GENERAL BUSINESS LICENSES FOR SUCH RETAILERS, THE DEPARTMENT OF REVENUE SHALL REQUIRE SUFFICIENT INFORMATION TO BE COLLECTED FROM SUCH A RETAILER, WHEN THE RETAILER APPLIES FOR OR RENEWS A STATE STANDARD RETAIL BUSINESS LICENSE THROUGH SUTS OR BY OTHER MEANS OR AT ANY OTHER TIME TO THE EXTENT NECESSARY, AND MADE AVAILABLE TO LOCAL TAXING JURISDICTIONS TO ENSURE THAT CONCERNS OF LOCAL TAXING JURISDICTIONS, INCLUDING BUT NOT LIMITED TO CONCERNS RELATING TO ADMINISTRATIVE EFFICIENCY, RETAILER COMPLIANCE, AND COLLECTION OF SALES AND USE TAX REVENUE, ARE ADDRESSED. IN DETERMINING WHAT INFORMATION TO COLLECT AND HOW TO MAKE THE INFORMATION COLLECTED AVAILABLE TO LOCAL TAXING JURISDICTIONS AS REQUIRED BY THIS SUBSECTION (3)(a), THE DEPARTMENT SHALL CONSULT WITH LOCAL TAXING JURISDICTIONS, INCLUDING BUT NOT LIMITED TO LARGE, MEDIUM, AND SMALL HOME RULE AND NONHOME RULE MUNICIPALITIES AND LARGE, MEDIUM, AND SMALL COUNTIES. THE DEPARTMENT SHALL ALSO CONSULT WITH RETAILERS TO ADDRESS ANY REASONABLE CONCERNS THEY MAY HAVE.
- (b) The department shall accomplish the tasks set forth in subsection (3)(a) of this section expeditiously so that no later than July 1, 2023, and sooner if feasible, a retailer that has a state standard retail license and either does not have physical presence within a local taxing jurisdiction or has only incidental physical presence within a local taxing jurisdiction can make retail sales within the local taxing jurisdiction without having to apply separately to the local taxing jurisdiction for a general business license.
- (4) (a) On and after July 1, 2022, a local taxing jurisdiction shall not charge a fee for a general business license to a retailer

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THAT HAS A STATE STANDARD RETAIL LICENSE, MAKES RETAIL SALES WITHIN THE LOCAL TAXING JURISDICTION, AND EITHER DOES NOT HAVE PHYSICAL PRESENCE IN THE LOCAL TAXING JURISDICTION OR HAS ONLY INCIDENTAL PHYSICAL PRESENCE WITHIN THE LOCAL TAXING JURISDICTION.

(b) On and after July 1, 2023, a local taxing jurisdiction SHALL NOT REQUIRE A RETAILER THAT HAS A STATE STANDARD RETAIL LICENSE, MAKES RETAIL SALES WITHIN THE LOCAL TAXING JURISDICTION. AND EITHER DOES NOT HAVE PHYSICAL PRESENCE IN THE LOCAL TAXING JURISDICTION TO OR HAS ONLY INCIDENTAL PHYSICAL PRESENCE WITHIN THE LOCAL TAXING JURISDICTION TO APPLY SEPARATELY TO THE LOCAL TAXING JURISDICTION FOR A GENERAL BUSINESS LICENSE. IF THE LOCAL TAXING JURISDICTION REQUIRES A GENERAL BUSINESS LICENSE, IT SHALL AUTOMATICALLY ISSUE A GENERAL BUSINESS LICENSE AT NO CHARGE TO SUCH A RETAILER USING THE INFORMATION PROVIDED BY THE DEPARTMENT PURSUANT TO SUBSECTION (3) OF THIS SECTION; EXCEPT THAT A LOCAL TAXING JURISDICTION IS NOT REQUIRED TO ISSUE A GENERAL BUSINESS LICENSE TO A RETAILER IF THE LOCAL TAXING JURISDICTION HAS PREVIOUSLY REVOKED A GENERAL BUSINESS LICENSE HELD BY THE RETAILER FOR A VIOLATION OF ITS LOCAL CODE. IN ADDITION, NOTHING IN THIS SUBSECTION (4)(b) PROHIBITS A LOCAL TAXING JURISDICTION FROM SUSPENDING OR REVOKING A GENERAL BUSINESS LICENSE FOR A VIOLATION OF ITS LOCAL CODE.

**SECTION 2.** In Colorado Revised Statutes, 29-2-106, amend (4)(c)(I) and (6) as follows:

29-2-106. Collection - administration - enforcement. (4) (c) (I) Notwithstanding the provisions of section 39-21-113, C.R.S.; the executive director of the department of revenue shall report monthly to each municipality and county for which the department of revenue collects a sales tax information identifying licensed vendors within the municipality or county, INCLUDING THE LICENSING INFORMATION REQUIRED BY SECTION 39-26-802.9 (3), and, where the chief administrative officer or his designee has executed a memorandum of understanding with the department of revenue providing for control of confidential data, the status of each vendor's account including the amount of such municipality's or county's sales tax collected and paid by each such vendor. The executive director of the department may, in his discretion, provide additional information to a municipality or county concerning collection and administration of such

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municipality's or county's sales tax if such a memorandum has been executed.

(6) The executive director of the department of revenue may, in his THE EXECUTIVE DIRECTOR'S discretion, exchange information with the proper official of any home rule city which THAT imposes a sales and use tax relative to gross sales reported, changes in gross sales resulting from audits, and other information concerning licensed vendors MAKING RETAIL SALES within the jurisdiction of the home rule city, INCLUDING THE LICENSING INFORMATION REQUIRED BY SECTION 39-26-802.9 (3).

**SECTION 3.** Appropriation. For the 2022-23 state fiscal year, \$2,100 is appropriated to the department of revenue for use by the taxation services division. This appropriation is from the general fund. To implement this act, the department may use this appropriation for personal services.

SECTION 4. Safety clause. The general assembly hereby finds,

determines, and declares that this act is necessary for the immediate preservation of the public peace, health, or safety.

Steve Fenberg

PRESIDENT OF THE SENATE

Alec Garnett

SPEAKER OF THE HOUSE

OF REPRESENTATIVES

Cindi L. Markwell
SECRETARY OF

THE SENATE

Robin Jones

CHIEF CLERK OF THE HOUSE

OF REPRESENTATIVES

APPROVED April 21, 2022 ato 1:38 pm (Date and Time)

Jared S Polis

GOVERNOR OF THE STATE OF COLORADO

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SPONSORED BY: MAYOR LEIGHTY

COUNCIL MEMBER'S BILL

ORDINANCE NO.

No. CB-1994

A BILL FOR AN ORDINANCE AMENDING ARTICLE 3 OF CHAPTER 5 OF THE NORTHGLENN MUNICIPAL CODE REGARDING SALES AND USE TAX LICENSING

Series of 2022

Series of 2022

BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF NORTHGLENN, COLORADO, THAT:

- <u>Section 1</u>. Section 5-3-4, subsection (a) of the Northglenn Municipal Code is amended by the addition thereto of the following definitions:
  - (32.5) "Incidental physical presence" means physical presence as described in subsection (a)(56)(B), (a)(56)(C), or (a)(56)(E) of this definition, or any combination of said subsections, within the City that occurs infrequently and is not regularly scheduled within the ordinary course of an individual or entity's business activities.
  - (54.5) "Physical Presence" means performing or providing services or selling, leasing, renting, delivering, or installing tangible personal property for storage, use, or consumption within the City. Physical presence includes any of the following activities:
  - (A) Directly or indirectly by a subsidiary maintaining a building, store, office, salesroom, warehouse, or other place of business within the City;
  - (B) Sending one or more employees, agents, or commissioned salespersons into the City to solicit business, to install, assemble, repair, service, or assist in the use of its products, or for demonstration or other reasons;
  - (C) Maintaining one or more employees, agents, or commissioned salespersons on duty at a location within the City;
  - (D) Owning, leasing, renting, or otherwise exerting control over real or personal property sales within the City;
  - (E) Engaging in activities within the City that are subject to other business, fire, zoning, or other regulations of the City; or
  - (F) Being subject to taxable privileges other than the requirement to collect sales tax imposed by the City.

Incidental presence by employees, agents, or commissioned salespersons within the City when not otherwise engaged in the activities set forth in this definition does not constitute physical presence.

Section 2. Section 5-3-8 of the Northglenn Municipal Code is amended to read as follows:

### **Section 5-3-8.** Licenses for Retailers.

- (a) EXCEPT AS PROVIDED BY SECTION 5-3-19, it shall be unlawful for any person to engage in the business of selling at retail, as the same is defined in this Code, tangible personal property and services subject to the tax imposed by this Code, without first having obtained a license therefor, as provided by Section 5-3-19.
- (b) EXCEPT AS PROVIDED BY SECTION 5-3-19, every person, retailer or lessor who comes within the definition of "engaged in business in the City," as defined, shall obtain a Sales and Use Tax License in order to do business in the City of Northglenn.
- Section 3. Section 5-3-19 of the Northglenn Municipal Code is amended to read as follows:

# Section 5-3-19. <u>Retailer and Consumer License – Application Contents.</u>

- (a) Application-Content. Northglenn retailer and consumer licenses shall be granted only upon application stating the name, address, and date of birth of the person desiring such license, the name of such business and the character thereof, the applicable Federal Identification number and State of Colorado license number of the business, the physical location of the business, the physical location phone number, and the contact phone number, fax, and email address. Other facts may be required by the Finance Director such as, but not limited to, the date of birth, driver's license number, and social security number of an officer or owner of the business. The application must be signed and dated under the penalty of perjury by an owner or officer of the business. A valid digital signature is accepted and held as a written signature. Any person doing business as a wholesaler shall obtain a retailer's license if any sales are made at retail as defined herein. Applications for such licenses shall be made to the Finance Director. The City Clerk shall issue and renew such licenses. THE PROVISIONS OF THIS SECTION 5-3-19 SHALL NOT APPLY TO A RETAILER THAT DOES NOT HAVE A PHYSICAL PRESENCE OR INCIDENTAL PHYSICAL PRESENCE IN THE CITY.
- (b) <u>Each Retail Establishment to be Licensed</u>. In case business is transacted at two or more separate places by one person, a separate license for each place of business shall be required; however, consolidated tax returns may be filed for those various locations as set forth in subsection 5-3-18(b).
- (c) <u>Form of License-License Non-transferable</u>. Each license shall be numbered and shall show the name, residence, mailing address and place and character of business of the licensee and shall be posted in a conspicuous place in the place of business for which it is issued. No license shall be transferable.

- (d) <u>License Fee</u>. Each application for and renewal of a license shall be accompanied by payment of an annual fee in the amount of fifteen dollars (\$15.00). An exempt institution license, as required by Section 5-3-9, shall be exempt from this license fee.
- (e) (d) Expiration, Renewal and Renewal Fees. All licenses issued shall expire on December 31st of each calendar year. On or before December 31 of each calendar year the holder of a license may apply for a renewal license to the Department of Finance for a renewal license for the calendar year next ensuing. A license for a new business or for a transfer CHANGE of ownership issued on or after October 1st of each calendar year shall be valid for the next complete calendar year subject to the renewal provisions of this section and subject further to the licensee's compliance with this article. All applications for renewal license shall be made on forms VIA METHODS prescribed and furnished by the Department of Finance. Failure to obtain a renewal license by the December 31 expiration date of the original license shall result in payment of an increased renewal fee according to the following schedule:

Renewal after January 1 - \$2.00 penalty - Total Due \$17.00

Renewal after February 1-\$5.00 penalty - Total Due \$20.00

Renewal after March 1 - \$7.50 penalty - Total Due \$22.50

Renewal after April 1 \$10.00 penalty - Total Due \$25.00

INTRODUCED, READ AND ORDERED POSTED this 14th day of November 2022.

Muredin Lighty

MEREDITH LEIGHTY

Mayor

ATTEST:

JOHANNA SMALL, CMC

City Clerk

2022.	PASSED ON SECOND AND FINAL READING this day of	
		MEREDITH LEIGHTY Mayor
ATTE	EST:	
JOHA City (	ANNA SMALL, CMC Clerk	
APPR	ROVED AS TO FORM:	