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**PRESS RELEASE - For Immediate Release April 20, 2009**

**MARCH SALES AND USE TAX COLLECTIONS**

(March sales tax collections are based on retail sales that occurred in February)

**Total Sales Tax:** - **6.2%**  
**Total Use Tax:** - **40.9%**  
**Total Combined Collections:** - **11.6%**

**Retail Sales Summary.** In February 2009, net taxable retail sales in Fort Collins decreased 5.4% over February 2008 (March sales tax collections are based on February retail sales). Net taxable retail sales totaled \$158.2 million compared to \$167.2 million a year ago.

**March Sales Tax Summary.** Actual sales tax collections of \$4,512,677 decreased by 6.2% compared to March 2008. The March collections are \$49,621 lower than the amount expected according to the sales tax seasonal patterns.

<b>March 2009 Sales Tax Categories</b>	
<p><b>STRENGTHS:</b></p> <ul style="list-style-type: none"> <li>• Four of the 16 retail categories were positive, and one reached a double-digit growth level.</li> <li>• General Merchandise Stores went up 4.6%.</li> <li>• Food Stores rose 0.2%.</li> <li>• Service Industries increased 8.6%.</li> </ul>	<p><b>WEAKNESSES:</b></p> <ul style="list-style-type: none"> <li>• Monthly collections were down in twelve categories.</li> <li>• Auto Dealers &amp; Service Stations decreased 25.3%.</li> <li>• Hotel &amp; Other Lodging Places fell 21.4%.</li> <li>• Manufacturing &amp; Wholesale Trade went down 18.0%</li> </ul>

**March Use Tax Summary.** Use Tax receipts totaled \$526,547 in March. Collections decreased compared to last March, down 40.9%. Car tax receipts decreased 25.3%. Building Permits receipts decreased 51.9%. Return Tax decreased 40.5% from 2008. The City is behind budget projections for the month by \$428,229 when compared to historical data.

**Total Sales and Use Tax Collections.** Total collections (based on the 3.0% tax rate) of \$5,039,223 were 11.6% lower than last March. Based on the combined sales and use tax trends, the City is behind total collections by \$477,851.

**Taxes for General Government Use.** In March, the total sales and use taxes for general government use, \$3,839,630 were down 11.3%, with sales tax decreasing 5.9% and use tax decreasing 40.9%. Collections are behind the combination of historic trends by \$338,955.

**Retail Sales in the City's Downtown Area.** The net taxable retail sales collected in March in the downtown area decreased 8.5% from the same period in 2008.

**Dedicated Sales and Use Taxes.** In March, each of the three dedicated quarter-cent taxes received \$361,237, a decrease of 13.5%.

Proceeds from the vendor fee savings to general purposes were \$84,464 compared to \$93,230 last March. The City received \$31,418 from vendor fee savings to economic vitality.

**Lodging Tax Receipts.** The City collected \$45,775 in lodging taxes in March. This was a decrease of 15.6% from March 2008.

**Spotlight on Retail Sales.** At the national level, February retail sales (as reported on March 12th) declined 9.8% compared to the decrease in Fort Collins' sales of 6.2%. February sales are the basis for the City's March sales tax collections (which are included in this report). Comparisons for the nation and Fort Collins for selected retail sectors are as follows:

Retail Sales Category	% Change from February 2008 United States	% Change from February 2008 Fort Collins
<b>Durable Goods:</b>		
Building Materials	- 10.3	- 5.9
Auto Dealers	- 23.5	- 25.3
Furniture	- 10.7	- 8.4
<b>Non-Durable Goods:</b>		
General Merchandise	+ 2.3	+ 4.6
Food Stores	+ 0.9	+ 0.2
Apparel	- 3.1	- 11.5
Restaurants	+ 2.8	- 3.0

**Building and Construction.** Building Permit use tax receipts were down in March, 51.9% below 2008. The Neighborhood & Building Services Department reported the following summary of activity for select permit types in March:

Type of Permit	Issued in March 2009	Valuation	Issued in March 2008	Valuation
Single Family Detached	15	\$3,294,575	29	\$5,589,686
Single Family Attached	0	0	0	0
Multi-Family # of Units	0 0	0	6 23	3,033,968
Residential Remodel	61	1,171,964	71	1,586,646
Office/Bank/Professional	0	0	1	120,937
Mercantile/Retail	1	650,000	0	0
Commercial Remodel/Addition	22	6,522,475	25	9,426,490

**Sales Tax Licenses.** The City received 116 applications for sales tax licenses for new businesses and 7 businesses terminated their licenses in March.

**Collections for 2009 Compared to Prior Years.**

March Data Monthly	<u>Sales Tax Receipts</u>		<u>Use Tax Receipts</u>		<u>Combined Tax Receipts</u>	
	Monthly Amount Collected	Compared to Same Month of Prior Year	Monthly Amount Collected	Compared to Same Month of Prior Year	Monthly Amount Collected	Compared to Same Month of Prior Year
Year						
2009	4,512,677	-6.2%	526,547	-40.9%	5,039,223	-11.6%
2008	4,811,731	3.9%	890,569	43.9%	5,702,300	8.7%
2007	4,629,206	6.2%	618,790	-12.3%	5,247,996	3.7%
2006	4,357,405	-1.4%	705,572	-45.1%	5,062,977	-11.3%
2005	4,420,853	3.1%	1,285,277	33.6%	5,706,129	8.7%
2004	4,289,605	8.9%	961,976	25.3%	5,251,582	11.6%
2003	3,939,132	-0.8%	767,597	-2.7%	4,706,729	-1.1%
2002	3,971,955	-2.1%	789,144	-51.4%	4,761,099	-16.2%
2001	4,057,334		1,623,639		5,680,973	

March Data Year-to-Date	<u>Sales Tax Receipts</u>		<u>Use Tax Receipts</u>		<u>Combined Tax Receipts</u>	
	Year-to-Date Amount Collected	Compared to Same Period of Prior Year	Year-to-Date Amount Collected	Compared to Same Period of Prior Year	Year-to-Date Amount Collected	Compared to Same Period of Prior Year
Year						
2009	16,083,059	-3.5%	2,327,528	-17.5%	18,410,587	-5.5%
2008	16,665,675	1.6%	2,820,431	7.3%	19,486,107	2.4%
2007	16,399,950	-10.9%	2,628,443	7.1%	19,028,393	-8.8%
2006	18,413,610	18.0%	2,455,295	-33.3%	20,868,906	8.2%
2005	15,598,870	2.8%	3,681,932	30.7%	19,280,802	7.2%
2004	15,171,954	5.4%	2,818,104	-12.1%	17,990,058	2.2%
2003	14,400,396	-1.6%	3,206,169	18.2%	17,606,566	1.5%
2002	14,633,678	-3.2%	2,713,081	-36.9%	17,346,759	-10.6%
2001	15,109,944		4,296,962		19,406,906	

**City of Fort Collins**  
**Sales and Use Tax Summary**  
**March 2009**

	March			Year-to-Date		
	Actual 2008	Actual 2009	Actual % Increase	Actual 2008	Actual 2009	Actual % Increase
<b>SALES TAX RECEIPTS</b>						
Miscellaneous Retail	512,165	496,220	-3.1%	2,004,257	1,986,138	-0.9%
General Merchandise Stores	598,326	625,881	4.6%	2,307,805	2,384,216	3.3%
Apparel & Accessory Stores	165,158	146,109	-11.5%	662,882	601,113	-9.3%
Food Stores	689,763	691,061	0.2%	2,345,662	2,411,186	2.8%
Eating & Drinking Places	668,975	649,169	-3.0%	1,976,065	2,008,443	1.6%
Hotel & Other Lodging Places	70,632	55,551	-21.4%	194,082	167,014	-13.9%
Home Furnishings & Consumer Electronics	374,773	343,333	-8.4%	1,431,082	1,285,350	-10.2%
Building & Construction	238,823	224,644	-5.9%	838,981	774,695	-7.7%
Auto Dealers & Service Stations	336,387	251,294	-25.3%	1,037,985	852,008	-17.9%
Garages & Misc. Repairs	48,070	42,477	-11.6%	150,332	147,506	-1.9%
Transportation & Public Utilities	636,294	607,307	-4.6%	1,912,610	1,858,054	-2.9%
Manufacturing & Wholesale Trade	178,255	146,196	-18.0%	629,142	559,654	-11.0%
Business Services	203,149	144,482	-28.9%	720,561	579,277	-19.6%
Personal Services	36,784	29,985	-18.5%	131,337	114,811	-12.6%
Service Industries	48,570	52,760	8.6%	302,343	330,020	9.2%
Amusement & Recreation Services	5,607	6,204	10.6%	20,547	23,576	14.7%
<b>TOTAL SALES TAX</b>	<b>4,811,731</b>	<b>4,512,677</b>	<b>-6.2%</b>	<b>16,665,675</b>	<b>16,083,059</b>	<b>-3.5%</b>
Less:						
Streets and Transportation	(343,333)	(317,358)	-7.6%	(1,195,786)	(1,134,306)	-5.1%
Building on Basics Projects	(343,333)	(317,358)	-7.6%	(1,195,786)	(1,134,306)	-5.1%
Natural Areas and Parks	(343,333)	(317,358)	-7.6%	(1,195,786)	(1,134,306)	-5.1%
Vendor Fee Savings for General Purposes	(93,230)	(84,464)	-9.4%	(281,866)	(301,091)	6.8%
Vendor Fee Savings to Economic Vitality	(29,294)	(31,418)	7.3%	(103,846)	(114,590)	10.3%
<b>TOTAL GENERAL SALES TAX</b>	<b>3,659,207</b>	<b>3,444,720</b>	<b>-5.9%</b>	<b>12,692,605</b>	<b>12,264,461</b>	<b>-3.4%</b>
<b>USE TAX RECEIPTS</b>						
Building Permits	316,611	152,309	-51.9%	769,410	347,771	-54.8%
Car Tax	214,683	160,301	-25.3%	622,246	536,244	-13.8%
Return Tax	359,274	213,936	-40.5%	1,428,775	1,443,513	1.0%
<b>TOTAL USE TAX</b>	<b>890,569</b>	<b>526,547</b>	<b>-40.9%</b>	<b>2,820,431</b>	<b>2,327,528</b>	<b>-17.5%</b>
Less:						
Streets and Transportation	(74,214)	(43,879)	-40.9%	(235,036)	(193,961)	-17.5%
Building on Basics Projects	(74,214)	(43,879)	-40.9%	(235,036)	(193,961)	-17.5%
Natural Areas and Parks	(74,214)	(43,879)	-40.9%	(235,036)	(193,961)	-17.5%
<b>TOTAL GENERAL USE TAX</b>	<b>667,927</b>	<b>394,910</b>	<b>-40.9%</b>	<b>2,115,323</b>	<b>1,745,646</b>	<b>-17.5%</b>
<b>COMBINED RECEIPTS</b>						
SALES	4,811,731	4,512,677	-6.2%	16,665,675	16,083,059	-3.5%
USE	890,569	526,547	-40.9%	2,820,431	2,327,528	-17.5%
<b>COMBINED TOTAL</b>	<b>5,702,300</b>	<b>5,039,223</b>	<b>-11.6%</b>	<b>19,486,107</b>	<b>18,410,587</b>	<b>-5.5%</b>
Less:						
Streets and Transportation	(417,547)	(361,237)	-13.5%	(1,430,822)	(1,328,266)	-7.2%
Building on Basics Projects	(417,547)	(361,237)	-13.5%	(1,430,822)	(1,328,266)	-7.2%
Natural Areas and Parks	(417,547)	(361,237)	-13.5%	(1,430,822)	(1,328,266)	-7.2%
Vendor Fee Savings for General Purposes	(93,230)	(84,464)	-9.4%	(281,866)	(301,091)	6.8%
Vendor Fee Savings to Economic Vitality	(29,294)	(31,418)	7.3%	(103,846)	(114,590)	10.3%
<b>TOTAL DEDUCTIONS</b>	<b>(1,375,166)</b>	<b>(1,199,593)</b>	<b>-12.8%</b>	<b>(4,678,178)</b>	<b>(4,400,480)</b>	<b>-5.9%</b>
<b>TOTAL GENERAL TAX</b>	<b>4,327,134</b>	<b>3,839,630</b>	<b>-11.3%</b>	<b>14,807,929</b>	<b>14,010,107</b>	<b>-5.4%</b>







**City of Fort Collins  
Total General Sales & Use Tax  
Summary**

**2009 Budget** **\$ 58,140,160**  
**Projected Surplus/(Deficiency) based on**  
**Historical Collections:** **\$ (3,148,614)**

Month	Actual Receipts	Summary of Historical Collections	Over/(Under)	% of 2009 Amount Collected	Cumulative
January	\$ 5,914,980	\$ 6,099,861	\$ (184,881)	10.17%	10.17%
February	4,255,497	4,523,312	\$ (267,816)	7.32%	17.49%
March	3,839,630	4,178,585	\$ (338,955)	6.60%	24.10%
April	-	4,786,587		0.00%	24.10%
May	-	4,636,958		0.00%	24.10%
June	-	4,656,185		0.00%	24.10%
July	-	5,024,140		0.00%	24.10%
August	-	4,736,715		0.00%	24.10%
September	-	4,994,260		0.00%	24.10%
October	-	5,118,014		0.00%	24.10%
November	-	4,726,791		0.00%	24.10%
December	-	4,658,751		0.00%	24.10%
	<b>\$ 14,010,107</b>	<b>\$ 58,140,160</b>	<b>\$ (791,652)</b>	<b>24.10%</b>	





