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

**JULY SALES AND USE TAX COLLECTIONS**

(July sales tax collections are based on retail sales that occurred in June)

**Total Sales Tax:** - 4.7%  
**Total Use Tax:** 9.5%  
**Total Combined Collections:** - 2.8%

**Retail Sales Summary.** In June 2009, net taxable retail sales in Fort Collins decreased 4.7% over June 2008 (July sales tax collections are based on June retail sales). Net taxable retail sales totaled \$183.2 million compared to \$192.3 million a year ago.

**July Sales Tax Summary.** Actual sales tax collections of \$5,286,655 decreased by 4.7% compared to July 2008. The July collections are \$109,938 lower than the amount expected according to the sales tax seasonal patterns.

July 2009 Sales Tax Categories	
<p><b>STRENGTHS:</b></p> <ul style="list-style-type: none"> <li>• Five of the 16 retail categories were positive.</li> <li>• Eating &amp; Drinking Places went up 2.7%.</li> <li>• Personal Services rose 34.7%.</li> <li>• Service Industries increased 15.9%.</li> </ul>	<p><b>WEAKNESSES:</b></p> <ul style="list-style-type: none"> <li>• Monthly collections were down in eleven categories.</li> <li>• Miscellaneous Retail decreased 7.5%.</li> <li>• General Merchandise Stores fell 6.0%.</li> <li>• Home Furnishings &amp; Consumer Electronics went down 7.3%.</li> </ul>

**July Use Tax Summary.** Use Tax receipts totaled \$933,214 in July. Collections increased compared to last July, up 9.5%. Car tax receipts decreased 13.8%. Building Permits receipts decreased 17.7%. Return Tax increased 23.0% from 2008. The City is ahead of budget projections for the month by \$65,773 when compared to historical data. ***The City received a one-time use tax payment of approximately \$400,000 from a taxpayer in the Manufacturing & Wholesale Trade category. After the one-time payment is deducted, total use tax collections for July 2009 would be down 37.7% and the year to date use tax collections would be down 31.7%.***

**Total Sales and Use Tax Collections.** Total collections (based on the 3.0% tax rate) of \$6,219,869 were 2.8% lower than last July. Based on the combined sales and use tax trends, the City is behind total collections by \$44,165 for the month.

**Taxes for General Government Use.** In July, the total sales and use taxes for general government use of \$4,702,509 were down 2.9%, with sales tax decreasing 4.8% and use tax increasing 9.5%. Collections are behind the combination of historic trends by \$152,752 for the month.

**Retail Sales in the City's Downtown Area.** The net taxable retail sales collected in July in the downtown area decreased 10.8% from the same period in 2008.

**Dedicated Sales and Use Taxes.** In July, each of the three dedicated quarter-cent taxes received \$461,014 a decrease of 2.3%.

Proceeds from the vendor fee savings to general purposes were \$99,592 compared to \$101,859 last July. The City received \$34,727 from vendor fee savings to economic vitality.

**Lodging Tax Receipts.** The City collected \$95,610.47 in lodging taxes in July. This was a decrease of 3.3% from July 2008.

**Spotlight on Retail Sales.** At the national level, June retail sales (as reported on July 14th) declined 10.0% compared to the decrease in Fort Collins' sales of 4.7%. June sales are the basis for the City's July 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 June 2008 United States	% Change from June 2008 Fort Collins
<b>Durable Goods:</b>		
Building Materials	- 13.0	+ 0.2
Auto Dealers	- 14.1	- 6.1
Furniture	- 12.6	- 7.3
<b>Non-Durable Goods:</b>		
General Merchandise	- 3.0	- 6.0
Food Stores	- 0.2	- 5.9
Apparel	- 6.2	- 6.0
Restaurants	+ 0.3	+ 2.7

**Building and Construction.** Building Permit use tax receipts were down in July, 17.7% below 2008. The Neighborhood & Building Services Department reported the following summary of activity for select permit types in July:

Type of Permit	Issued in July 2009	Valuation	Issued in July 2008	Valuation
Single Family Detached	15	\$2,807,940	19	\$4,743,478
Single Family Attached	0	0	0	0
Multi-Family # of Units	0 0	0	1 3	431,734
Residential Remodel	60	927,558	64	1,670,697
Office/Bank/Professional	0	0	1	5,767,371
Mercantile/Retail	0	0	0	0
Recreational Building	1	180,000	0	0
Commercial Remodel/Addition	13	783,386	37	5,395,413

**Sales Tax Licenses.** The City received 52 applications for sales tax licenses for new businesses and 5 businesses terminated their licenses in July.

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

July 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
2009	5,286,655	-4.7%	933,214	9.5%	6,219,869	-2.8%
2008	5,546,539	-1.4%	852,592	-23.8%	6,399,131	-5.1%
2007	5,625,972	7.6%	1,118,414	53.6%	6,744,386	13.2%
2006	5,229,298	3.6%	728,110	-28.0%	5,957,408	-1.7%
2005	5,048,343	-0.7%	1,011,889	-4.0%	6,060,232	-1.2%
2004	5,082,866	5.7%	1,053,581	4.8%	6,136,447	5.6%
2003	4,808,021	-1.5%	1,004,853	4.1%	5,812,874	-0.6%
2002	4,882,124	-3.8%	965,545	-7.1%	5,847,669	-4.4%
2001	5,075,136		1,039,131		6,114,267	

July 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
2009	36,273,672	-4.4%	4,772,181	-25.4%	41,045,853	-7.4%
2008	37,940,061	0.8%	6,400,882	-20.8%	44,340,943	-3.0%
2007	37,640,137	-1.9%	8,077,504	37.0%	45,717,641	3.3%
2006	38,378,230	9.6%	5,894,200	-23.1%	44,272,430	3.7%
2005	35,005,767	2.1%	7,669,620	2.5%	42,675,386	2.2%
2004	34,287,036	5.1%	7,480,227	5.2%	41,767,263	5.1%
2003	32,624,642	-1.8%	7,108,966	5.4%	39,733,608	-0.6%
2002	33,225,534	-1.4%	6,743,236	-27.5%	39,968,770	-7.1%
2001	33,701,853		9,301,345		43,003,198	

**Sales and Use Tax Growth Rate Comparisons with Other Colorado Cities.** The following chart illustrates the sales and use tax growth comparisons between Colorado municipalities for collections in the second quarter of 2009.

City	Combined Sales & Use Tax		Total Sales Tax Receipts		Total Use Tax Receipts	
	June Collections	YTD Collections	June Collections	YTD Collections	June Collections	YTD Collections
City of Fort Collins	-8.9	-8.2	-1.8	-4.3	-55.1	-30.8
Arvada	-7.4	-2.5	-3.1	-3.1	-29.0	0.7
Boulder	4.3	-2.0	-2.2	-4.9	40.9	12.1
Broomfield	not available		not available		not available	
Colorado Springs	-14.4	-12.2	-9.2	-9.2	-54.2	-41.0
Greeley	-12.8	-6.6	-10.4	-5.2	-35.6	-18.4
Lakewood	-7.7	-7.4	-11.7	-9.0	89.2	19.1
Longmont	not available		not available		not available	
Loveland	-9.2	-7.2	-6.6	-5.5	-33.6	-21.8
Thornton	0.6	-7.2	-6.3	-4.7	54.5	-18.4
Westminster	not available		not available		not available	
State of Colorado	-13.9	-12.4	-13.4	-12.1	-20.1	-16.1

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

	July			Year-to-Date		
	Actual 2008	Actual 2009	Actual % Increase	Actual 2008	Actual 2009	Actual % Increase
<b>SALES TAX RECEIPTS</b>						
Miscellaneous Retail	657,183	607,627	-7.5%	4,341,237	4,232,911	-2.5%
General Merchandise Stores	731,040	687,335	-6.0%	5,074,471	5,106,799	0.6%
Apparel & Accessory Stores	202,028	190,002	-6.0%	1,429,007	1,313,711	-8.1%
Food Stores	719,060	676,660	-5.9%	5,290,777	5,291,678	0.0%
Eating & Drinking Places	718,300	737,997	2.7%	4,849,484	4,913,149	1.3%
Hotel & Other Lodging Places	99,946	91,415	-8.5%	566,495	467,113	-17.5%
Home Furnishings & Consumer Electronics	420,941	390,082	-7.3%	3,022,886	2,839,613	-6.1%
Building & Construction	419,613	420,307	0.2%	2,334,906	2,223,705	-4.8%
Auto Dealers & Service Stations	397,451	373,362	-6.1%	2,567,425	2,114,493	-17.6%
Garages & Misc. Repairs	64,933	59,304	-8.7%	359,912	353,860	-1.7%
Transportation & Public Utilities	495,060	468,579	-5.3%	4,105,703	3,875,676	-5.6%
Manufacturing & Wholesale Trade	230,375	204,582	-11.2%	1,539,422	1,275,382	-17.2%
Business Services	253,164	212,475	-16.1%	1,579,691	1,340,515	-15.1%
Personal Services	45,502	61,295	34.7%	298,643	292,234	-2.1%
Service Industries	82,570	95,707	15.9%	526,157	575,789	9.4%
Amusement & Recreation Services	9,373	9,925	5.9%	53,847	57,044	5.9%
<b>TOTAL SALES TAX</b>	<b>5,546,539</b>	<b>5,286,655</b>	<b>-4.7%</b>	<b>37,940,061</b>	<b>36,273,672</b>	<b>-4.4%</b>
Less:						
Streets and Transportation	(400,922)	(383,246)	-4.4%	(2,722,485)	(2,575,254)	-5.4%
Building on Basics Projects	(400,922)	(383,246)	-4.4%	(2,722,485)	(2,575,254)	-5.4%
Natural Areas and Parks	(400,922)	(383,246)	-4.4%	(2,722,485)	(2,575,254)	-5.4%
Vendor Fee Savings for General Purposes	(101,859)	(99,592)	-2.2%	(672,262)	(671,341)	-0.1%
Vendor Fee Savings to Economic Vitality	(39,350)	(34,727)	-11.7%	(254,607)	(251,785)	-1.1%
<b>TOTAL GENERAL SALES TAX</b>	<b>4,202,562</b>	<b>4,002,598</b>	<b>-4.8%</b>	<b>28,845,736</b>	<b>27,624,784</b>	<b>-4.2%</b>
<b>USE TAX RECEIPTS</b>						
Building Permits	71,858	59,110	-17.7%	1,547,520	542,309	-65.0%
Car Tax	234,476	202,235	-13.8%	1,497,995	1,231,857	-17.8%
Return Tax	546,258	671,869	23.0%	3,355,367	2,998,015	-10.7%
<b>TOTAL USE TAX</b>	<b>852,592</b>	<b>933,214</b>	<b>9.5%</b>	<b>6,400,882</b>	<b>4,772,181</b>	<b>-25.4%</b>
Less:						
Streets and Transportation	(71,049)	(77,768)	9.5%	(533,407)	(397,682)	-25.4%
Building on Basics Projects	(71,049)	(77,768)	9.5%	(533,407)	(397,682)	-25.4%
Natural Areas and Parks	(71,049)	(77,768)	9.5%	(533,407)	(397,682)	-25.4%
<b>TOTAL GENERAL USE TAX</b>	<b>639,444</b>	<b>699,911</b>	<b>9.5%</b>	<b>4,800,661</b>	<b>3,579,136</b>	<b>-25.4%</b>
<b>COMBINED RECEIPTS</b>						
SALES	5,546,539	5,286,655	-4.7%	37,940,061	36,273,672	-4.4%
USE	852,592	933,214	9.5%	6,400,882	4,772,181	-25.4%
<b>COMBINED TOTAL</b>	<b>6,399,131</b>	<b>6,219,869</b>	<b>-2.8%</b>	<b>44,340,943</b>	<b>41,045,853</b>	<b>-7.4%</b>
Less:						
Streets and Transportation	(471,972)	(461,014)	-2.3%	(3,255,892)	(2,972,936)	-8.7%
Building on Basics Projects	(471,972)	(461,014)	-2.3%	(3,255,892)	(2,972,936)	-8.7%
Natural Areas and Parks	(471,972)	(461,014)	-2.3%	(3,255,892)	(2,972,936)	-8.7%
Vendor Fee Savings for General Purposes	(101,859)	(99,592)	-2.2%	(672,262)	(671,341)	-0.1%
Vendor Fee Savings to Economic Vitality	(39,350)	(34,727)	-11.7%	(254,607)	(251,785)	-1.1%
<b>TOTAL DEDUCTIONS</b>	<b>(1,557,125)</b>	<b>(1,517,360)</b>	<b>-2.6%</b>	<b>(10,694,546)</b>	<b>(9,841,933)</b>	<b>-8.0%</b>
<b>TOTAL GENERAL TAX</b>	<b>4,842,006</b>	<b>4,702,509</b>	<b>-2.9%</b>	<b>33,646,397</b>	<b>31,203,920</b>	<b>-7.3%</b>











