



**Financial Services
Sales Tax Division**
215 N. Mason Street – 2nd Floor
PO Box 580
Fort Collins, CO 80522-0580
970.221.6780
970.221.6782 - fax
fcgov.com

Sales and Use Tax Report – May 2011

Issued June 10, 2011

April 2011 transactions are the basis for the May report. Please note that payments received in May are predominately from April sales but also include delinquent collections from prior periods.

Due to the .85% tax increase, tax collections are not a meaningful comparison for year to year business activity. To allow for analysis of activity, the monthly sales and use tax report now includes additional information on net taxable amounts, which are the amount of goods sold or purchased that are subject to sales or use tax.

MAY SUMMARY

	May	Year to Date
Net Taxable Subject to Sales Tax:	3.6%	4.1%
Net Taxable Subject to Use Tax:	-36.0%	-7.2%
Total Net Taxable:	-3.7%	2.6%

Year to date, net taxable sales are up 4.1% and all but three of the eighteen categories are up.

The collections related to the 2B election are tracked in Figure 5 - Sales and Use Tax under the distribution section and labeled as Keep Fort Collins Great. The amount received in May was \$1.48 million.

May Net Taxable Subject to Sales Tax. In May 2011, net taxable sales in Fort Collins increased 3.6% over May 2010. Net taxable sales totaled \$176.7 million compared to \$170.5 million in 2010.

May Net Taxable Subject to Use Tax. The net taxable amount reported of \$24.8 million decreased 36.0% compared to last May. The net taxable amount subject to use tax on vehicles increased 8.9%. The amount subject to use tax related to building permits decreased 9.7%. The net taxable amount reported on tax returns for use tax decreased 53.5% from 2010.

Total Net Taxable. Total net taxable (based on the 3.85% tax rate) of \$201.5 million was 3.7% lower than last May.

Retail Sales in the City's Downtown Area. The net taxable sales reported in May in the downtown area increased 2.0% from the same period in 2010.

Lodging Tax Collections. The City collected \$60,995 in lodging taxes in May. This was an increase of 13.8% from May 2010.

Sales Tax Licenses. The City received 130 applications for sales tax licenses for new businesses and 43 businesses terminated their license in May. There were 10,465 active sales tax licenses at the end of May.

Figure 1. Net Taxable

	May			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
\$ in millions						
SALES TAX						
Grocery, Convenience, Liquor	\$29.3	\$30.7	5.0%	\$153.9	\$160.2	4.1%
Restaurants, Caterers and Bars	24.9	27.1	8.8%	118.3	126.0	6.5%
General Merchandise	21.6	22.3	3.0%	124.2	126.4	1.7%
Vehicle Sales, Parts and Repairs	13.5	13.0	-3.6%	63.8	64.8	1.6%
Building Materials, Garden Equipment & Supplies	13.7	13.0	-4.6%	49.9	51.4	3.0%
Sporting, Hobby, Book, Music	8.1	8.6	5.6%	53.1	56.5	6.4%
Broadcasting and Telecommunications	9.4	9.5	1.9%	47.2	48.2	2.1%
Electronics and Appliances	7.4	8.0	8.9%	49.6	53.5	7.9%
Miscellaneous Retailers	7.5	8.6	14.7%	47.0	50.9	8.4%
Utilities	8.2	7.7	-5.9%	55.2	52.2	-5.5%
Clothing and Accessories	5.8	6.3	8.5%	32.1	34.1	6.3%
Pharmacy, Salon and Laundry	4.3	5.0	17.7%	22.6	26.2	15.7%
Other	2.8	2.9	2.7%	19.2	18.9	-1.4%
Rental and Leasing Services	3.4	3.2	-6.4%	17.9	16.8	-5.9%
Furniture and Home Furnishings	2.9	2.9	0.1%	16.2	16.2	0.5%
Wholesale Trade	3.1	2.6	-18.0%	14.2	16.1	13.5%
Lodging	2.3	2.5	7.1%	9.6	10.9	14.4%
Manufacturing	2.4	2.8	17.4%	12.5	13.8	10.0%
NET TAXABLE SUBJECT TO SALES TAX	170.5	176.7	3.6%	906.5	943.3	4.1%
USE TAX						
Building Permits	5.9	5.3	-9.7%	24.4	24.4	0.3%
Car Tax	6.7	7.3	8.9%	31.0	31.3	1.2%
Return Tax	26.1	12.2	-53.5%	79.1	69.0	-12.8%
NET TAXABLE SUBJECT TO USE TAX	38.8	24.8	-36.0%	134.4	124.8	-7.2%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$209.3	\$201.5	-3.7%	\$1,040.9	\$1,068.0	2.6%

Figure 2. Local Retail Compared to National Retail

Retail Sales Category	% Change from April 2010 United States	% Change from April 2010 Fort Collins
Grocery, Convenience, Liquor	6.0	5.0
Restaurants, Caterers & Bars	5.2	8.8
General Merchandise	2.5	3.0
Vehicle Sales, Parts & Repairs	11.0	-3.6
Building Materials, Garden Equipment & Supplies	-3.7	-4.6
Clothing & Accessories	5.3	8.5
Furniture & Home Furnishings	0.8	0.1

At the national level, April retail sales (as reported on May 12th) increased 7.6% compared to the increase in Fort Collins' sales of 3.6%. April sales are the basis for the City's May sales tax collections and net taxable amounts (which are included in this report).

Figure 3. May 2011 - Net Taxable Sales Subject to Sales Tax

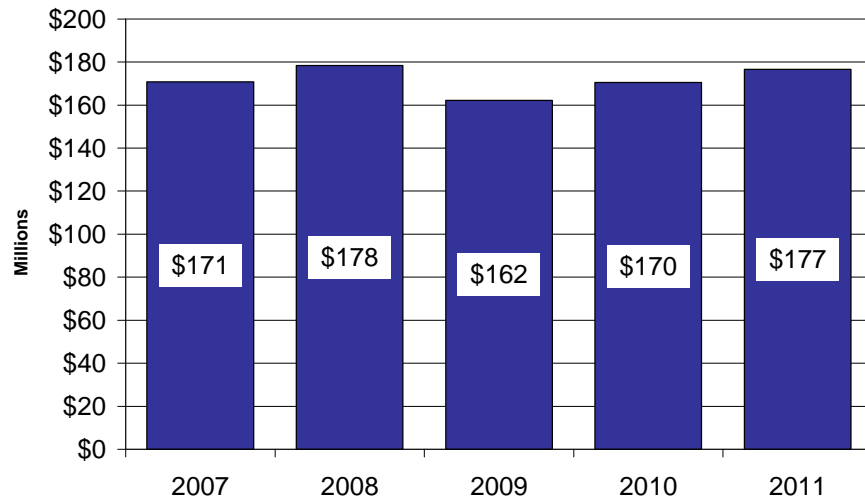


Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax

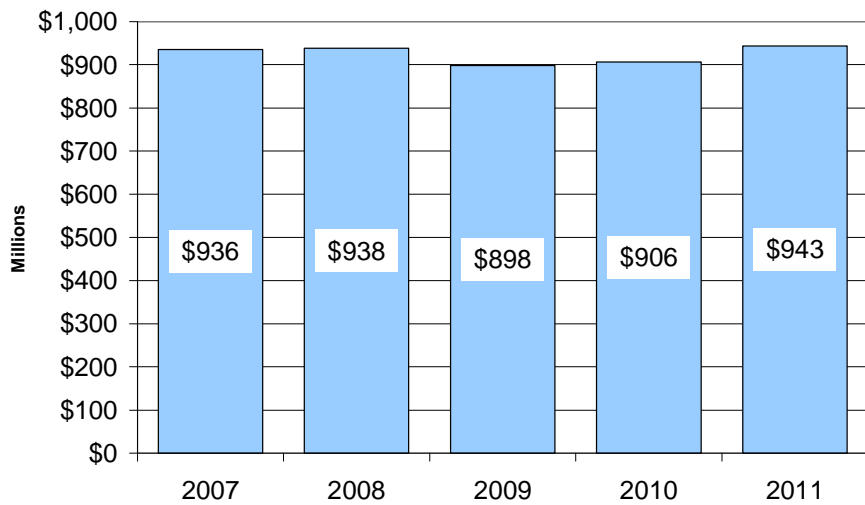
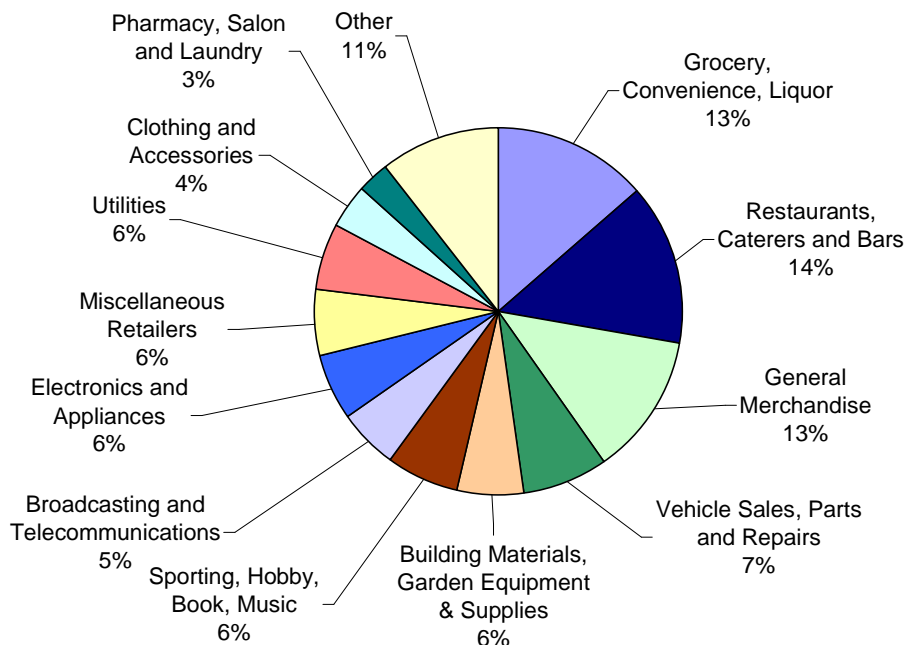


Figure 5. Sales and Use Tax

	May			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
SALES TAX RECEIPTS						
Grocery, Convenience, Liquor	\$738,783	\$868,899	17.6%	\$3,869,391	\$4,400,725	13.7%
Restaurants, Caterers and Bars	745,106	1,041,459	39.8%	3,543,062	4,601,483	29.9%
General Merchandise	599,968	748,381	24.7%	3,468,497	4,065,093	17.2%
Vehicle Sales, Parts and Repairs	405,171	502,024	23.9%	1,916,071	2,377,098	24.1%
Building Materials, Garden Equipment & Supplies	409,155	502,368	22.8%	1,494,204	1,926,531	28.9%
Sporting, Hobby, Book, Music	244,612	329,524	34.7%	1,595,799	2,029,033	27.1%
Broadcasting and Telecommunications	280,956	367,368	30.8%	1,416,466	1,766,374	24.7%
Electronics and Appliances	224,495	307,197	36.8%	1,490,187	1,909,242	28.1%
Miscellaneous Retailers	222,411	336,684	51.4%	1,399,404	1,836,470	31.2%
Utilities	246,971	298,106	20.7%	1,656,609	1,925,105	16.2%
Clothing and Accessories	174,473	242,400	38.9%	960,486	1,225,350	27.6%
Pharmacy, Salon and Laundry	126,631	190,329	50.3%	676,618	920,288	36.0%
Other	83,774	111,451	33.0%	583,375	675,323	15.8%
Rental and Leasing Services	101,220	121,903	20.4%	535,603	613,288	14.5%
Furniture and Home Furnishings	87,854	110,834	26.2%	685,767	582,233	-15.1%
Wholesale Trade	94,033	98,347	4.6%	423,221	578,821	36.8%
Lodging	69,570	95,541	37.3%	289,298	405,757	40.3%
Manufacturing	68,757	103,626	50.7%	366,361	553,969	51.2%
TOTAL SALES TAX	4,923,940	6,376,441	29.5%	26,370,419	32,392,183	22.8%
USE TAX RECEIPTS						
Building Permits	177,613	205,867	15.9%	730,584	923,608	26.4%
Car Tax	201,570	281,628	39.7%	928,886	1,158,628	24.7%
Return Tax	784,492	468,156	-40.3%	2,372,840	2,503,321	5.5%
TOTAL USE TAX	1,163,675	955,651	-17.9%	4,032,310	4,585,557	13.7%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	457,598	435,958	-4.7%	2,269,112	2,317,770	2.1%
Building on Basics Projects (.25%)	457,598	435,958	-4.7%	2,269,112	2,317,770	2.1%
Natural Areas and Parks (.25%)	457,598	435,958	-4.7%	2,269,112	2,317,770	2.1%
Keep Fort Collins Great (.85%)	0	1,482,258	100.0%	0	5,925,265	100.0%
General Fund (2.25%)	4,714,821	4,541,960	-3.7%	23,595,393	24,099,165	2.1%
TOTAL SALES & USE TAX	\$6,087,615	\$7,332,092	20.4%	\$30,402,729	\$36,977,740	21.6%

Figure 6. Year to Date Sales Tax by Business Type



Information on the various business type categories can be found at www.fcgov.com/salestax/salesreport.php.

Figure 7. Budget to Actual - Sales and Use Tax Collections

Month			% Over/(Under)				% Over/(Under)	
	Actual	Budget	Over/(Under) Budget	Over/(Under) Budget	Year to Date Actual	Year to Date Budget	Over/(Under) Budget	Year to Date %
January	\$ 7,722,870	\$ 7,700,995	\$ 21,875	0.3%	\$ 7,722,870	\$ 7,700,995		0.3%
February	6,338,124	7,152,650	(814,526)	-11.4%	14,060,994	14,853,645		-5.3%
March	7,485,078	6,677,176	807,902	12.1%	21,546,072	21,530,821		0.1%
April	8,099,576	7,562,475	537,101	7.1%	29,645,648	29,093,295		1.9%
May	7,332,092	7,316,345	15,747	0.2%	36,977,740	36,409,640		1.6%
June	-	7,385,818	-	0.0%	-	43,795,458		0.0%
July	-	7,960,808	-	0.0%	-	51,756,267		0.0%
August	-	7,531,831	-	0.0%	-	59,288,098		0.0%
September	-	7,917,211	-	0.0%	-	67,205,309		0.0%
October	-	8,109,874	-	0.0%	-	75,315,183		0.0%
November	-	7,464,103	-	0.0%	-	82,779,286		0.0%
December	-	7,379,177	-	0.0%	-	90,158,462		0.0%
	\$ 36,977,740	\$ 90,158,462	\$ 568,099					

Figure 8. Historical Collections

May Monthly	<u>Sales Tax Collections</u>		<u>Use Tax Collections</u>		<u>Combined Tax Collections</u>	
	Year	Compared to Prior Year	Month	Compared to Prior Year	Month	Compared to Prior Year
	2011	\$6,376,441 29.5%	\$955,651 -17.9%		\$7,332,092 20.4%	
	2010	4,923,940 5.6%	1,163,675 91.0%		6,087,615 15.4%	
	2009	4,663,685 -10.0%	609,268 -26.4%		5,272,953 -12.3%	
	2008	5,182,860 6.5%	828,079 -65.0%		6,010,939 -16.9%	
	2007	4,864,657 1.7%	2,364,668 167.5%		7,229,325 27.6%	
	2006	4,781,422 5.0%	883,893 -4.9%		5,665,315 3.3%	
	2005	4,553,892 1.5%	929,474 -25.3%		5,483,366 -4.3%	
	2004	4,488,038 3.2%	1,244,341 3.8%		5,732,379 3.3%	
	2003	4,349,294 -1.2%	1,199,107 8.5%		5,548,401 0.8%	
	2002	4,401,717	1,104,881		5,506,598	

May Year to Date	<u>Sales Tax Collections</u>		<u>Use Tax Collections</u>		<u>Combined Tax Collections</u>	
	Year	Compared to Prior Year	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year
	2011	\$32,392,183 22.8%	\$4,585,557 13.7%		\$36,977,740 21.6%	
	2010	26,370,419 2.3%	4,032,310 16.1%		30,402,729 3.9%	
	2009	25,779,622 -4.8%	3,473,124 -26.6%		29,252,746 -8.1%	
	2008	27,090,710 1.0%	4,734,071 -21.0%		31,824,781 -3.0%	
	2007	26,827,702 -5.0%	5,992,432 36.1%		32,820,134 0.6%	
	2006	28,232,921 12.2%	4,404,259 -23.0%		32,637,180 5.7%	
	2005	25,170,276 2.7%	5,719,974 4.9%		30,890,250 3.1%	
	2004	24,511,384 5.7%	5,451,601 2.8%		29,962,985 5.1%	
	2003	23,196,489 -2.3%	5,305,278 10.1%		28,501,767 -0.2%	
	2002	23,730,902	4,816,783		28,547,686	

Figure 9. May Collections

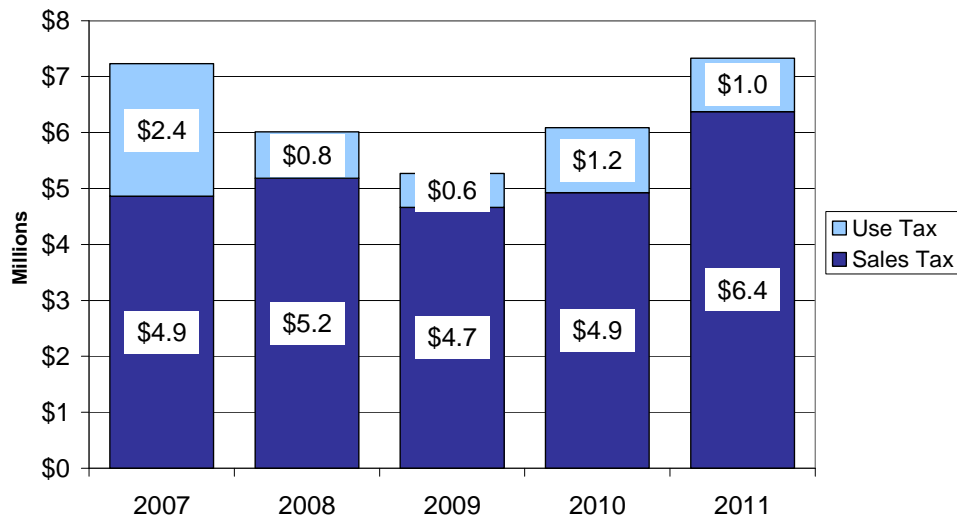


Figure 10. Year to Date Collections

