



**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 – July 2011

Issued August 10, 2011

June 2011 transactions are the basis for the July report. Please note that payments received in July are predominately from June 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.

JULY SUMMARY

	July	Year to Date
Net Taxable Subject to Sales Tax:	7.6%	4.4%
Net Taxable Subject to Use Tax:	50.1%	-2.9%
Total Net Taxable:	12.7%	3.5%

Year to date, net taxable sales are up 4.4% and all but two 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 July was \$1.8 million.

July Net Taxable Subject to Sales Tax. In July 2011, net taxable sales in Fort Collins increased 7.6% over July 2010. Net taxable sales totaled \$203.8 million compared to \$189.4 million in 2010.

July Net Taxable Subject to Use Tax. The net taxable amount reported of \$38.4 million increased 50.1% compared to last July. The net taxable amount subject to use tax on vehicles increased 16.6%. The amount subject to use tax related to building permits increased 361.9%. The net taxable amount reported on tax returns for use tax decreased 9.2% from 2010.

Total Net Taxable. Total net taxable (based on the 3.85% tax rate) of \$242.3 million was 12.7% higher than last July.

Retail Sales in the City's Downtown Area. The net taxable sales reported in July in the downtown area increased 4.3% from the same period in 2010.

Lodging Tax Collections. The City collected \$103,622 in lodging taxes in July. This was an increase of 17.3% from July 2010.

Sales Tax Licenses. The City received 108 applications for sales tax licenses for new businesses and 61 businesses terminated their license in July. There were 10,553 active sales tax licenses at the end of July.

Figure 1. Net Taxable

	July			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
\$ in millions						
SALES TAX						
Grocery, Convenience, Liquor	\$29.7	\$32.4	8.9%	\$213.3	\$223.8	4.9%
Restaurants, Caterers and Bars	24.9	27.4	10.1%	169.3	180.7	6.8%
General Merchandise	24.4	25.7	5.5%	172.9	176.7	2.2%
Vehicle Sales, Parts and Repairs	13.4	14.1	4.6%	90.0	91.9	2.2%
Building Materials, Garden Equipment & Supplies	17.4	17.6	1.4%	83.4	84.1	0.8%
Sporting, Hobby, Book, Music	10.8	11.2	4.1%	73.0	77.6	6.3%
Broadcasting and Telecommunications	9.9	9.9	0.5%	66.6	67.9	1.8%
Electronics and Appliances	9.5	9.7	1.6%	68.7	71.3	3.8%
Miscellaneous Retailers	9.3	11.4	22.6%	64.2	70.8	10.2%
Utilities	6.7	7.3	9.8%	68.4	66.8	-2.3%
Clothing and Accessories	6.7	7.6	14.0%	44.9	48.0	6.9%
Pharmacy, Salon and Laundry	4.7	5.4	14.2%	31.7	36.4	14.8%
Other	4.5	5.6	25.7%	26.2	28.1	7.2%
Rental and Leasing Services	4.1	3.9	-4.3%	25.4	24.5	-3.3%
Furniture and Home Furnishings	3.6	4.1	13.4%	23.3	23.7	1.9%
Wholesale Trade	3.2	3.6	10.4%	20.2	22.4	10.4%
Lodging	3.2	3.4	8.3%	16.0	17.8	11.5%
Manufacturing	3.5	3.4	-0.7%	18.1	20.0	10.2%
NET TAXABLE SUBJECT TO SALES TAX	189.4	203.8	7.6%	1,275.8	1,332.5	4.4%
USE TAX						
Building Permits	3.6	16.7	361.9%	33.7	45.8	35.7%
Car Tax	7.0	8.1	16.6%	44.8	45.1	0.8%
Return Tax	15.1	13.7	-9.2%	111.0	93.0	-16.2%
NET TAXABLE SUBJECT TO USE TAX	25.6	38.4	50.1%	189.5	183.9	-2.9%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$215.0	\$242.3	12.7%	\$1,465.2	\$1,516.4	3.5%

Figure 2. Local Retail Compared to National Retail

Retail Sales Category	% Change from June 2010 United States	% Change from June 2010 Fort Collins
Grocery, Convenience, Liquor	6.5	8.9
Restaurants, Caterers & Bars	4.7	10.1
General Merchandise	4.0	5.5
Vehicle Sales, Parts & Repairs	8.9	4.6
Building Materials, Garden Equipment & Supplies	7.8	1.4
Clothing & Accessories	6.5	14.0
Furniture & Home Furnishings	0.5	13.4

At the national level, June retail sales (as reported on July 14th) increased 8.1% compared to the increase in Fort Collins' sales of 7.6%. June sales are the basis for the City's July sales tax collections and net taxable amounts (which are included in this report).

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

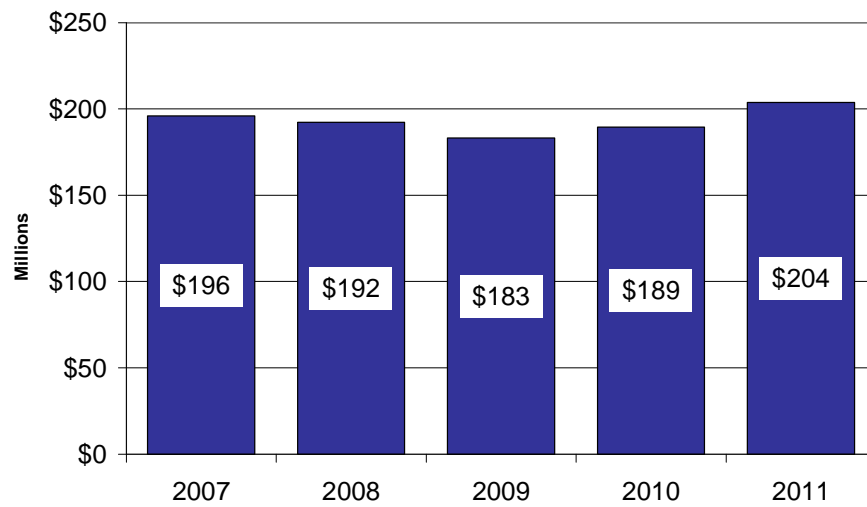


Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax

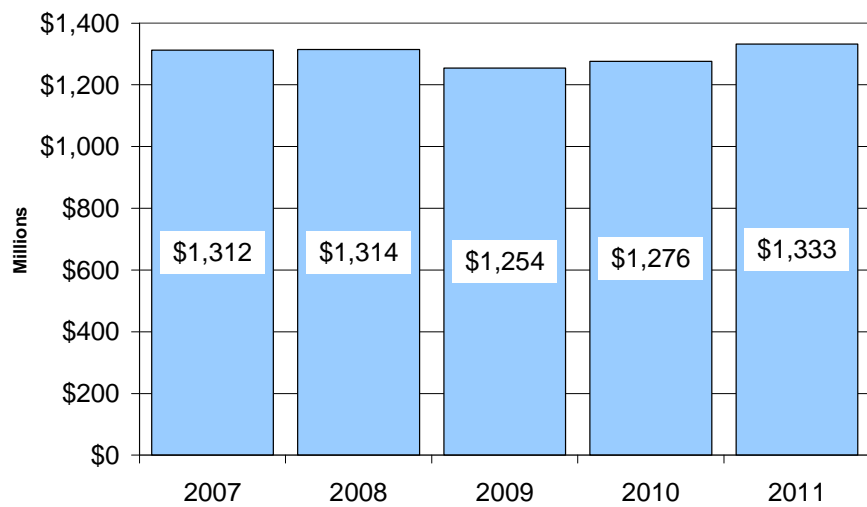
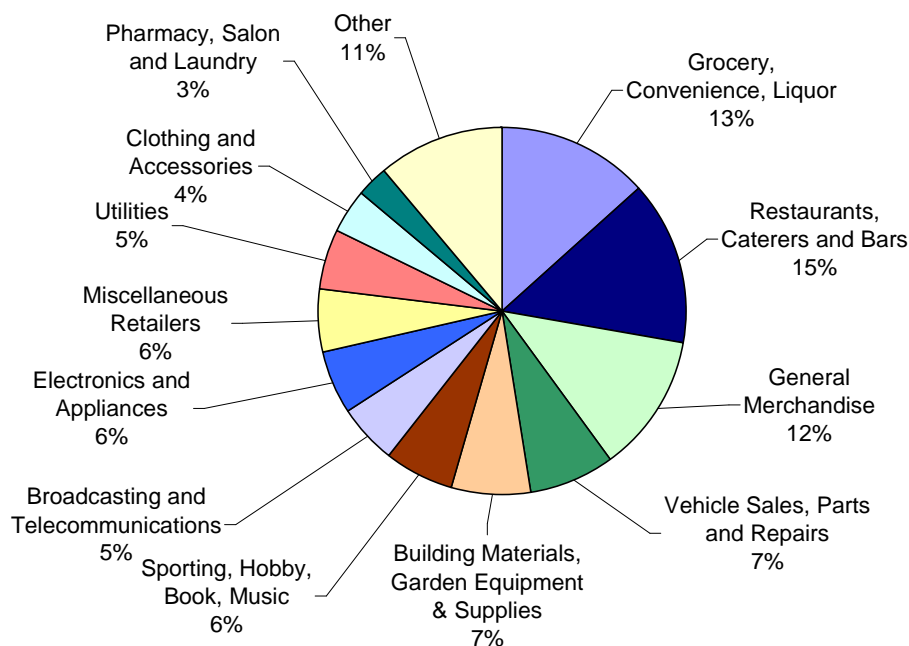


Figure 5. Sales and Use Tax

	July			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
SALES TAX RECEIPTS						
Grocery, Convenience, Liquor	\$754,529	\$916,367	21.4%	\$5,376,800	\$6,208,833	15.5%
Restaurants, Caterers and Bars	751,606	1,033,056	37.4%	5,078,256	6,685,961	31.7%
General Merchandise	681,276	882,279	29.5%	4,827,375	5,780,471	19.7%
Vehicle Sales, Parts and Repairs	403,637	545,804	35.2%	2,709,675	3,425,081	26.4%
Building Materials, Garden Equipment & Supplies	515,396	701,513	36.1%	2,495,269	3,208,197	28.6%
Sporting, Hobby, Book, Music	324,313	429,355	32.4%	2,196,323	2,839,091	29.3%
Broadcasting and Telecommunications	296,064	370,275	25.1%	2,000,302	2,513,638	25.7%
Electronics and Appliances	285,826	370,845	29.7%	2,067,374	2,596,432	25.6%
Miscellaneous Retailers	283,016	440,546	55.7%	1,918,941	2,599,387	35.5%
Utilities	199,984	281,768	40.9%	2,052,683	2,489,291	21.3%
Clothing and Accessories	199,726	290,457	45.4%	1,342,955	1,753,403	30.6%
Pharmacy, Salon and Laundry	141,801	243,435	71.7%	949,799	1,344,469	41.6%
Other	144,289	214,250	48.5%	806,605	1,029,209	27.6%
Rental and Leasing Services	122,108	150,079	22.9%	760,265	909,872	19.7%
Furniture and Home Furnishings	107,778	157,289	45.9%	899,549	913,761	1.6%
Wholesale Trade	98,160	132,610	35.1%	606,641	814,656	34.3%
Lodging	95,668	132,699	38.7%	481,868	669,182	38.9%
Manufacturing	102,734	129,492	26.0%	533,102	785,842	47.4%
TOTAL SALES TAX	5,507,911	7,422,119	34.8%	37,103,782	46,566,776	25.5%
USE TAX RECEIPTS						
Building Permits	108,264	641,774	492.8%	1,011,747	1,745,667	72.5%
Car Tax	208,736	312,318	49.6%	1,343,435	1,689,797	25.8%
Return Tax	451,525	526,102	16.5%	3,328,814	3,427,157	3.0%
TOTAL USE TAX	768,525	1,480,194	92.6%	5,683,996	6,862,621	20.7%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	473,460	536,362	13.3%	3,202,817	3,304,058	3.2%
Building on Basics Projects (.25%)	473,460	536,362	13.3%	3,202,817	3,304,058	3.2%
Natural Areas and Parks (.25%)	473,460	536,362	13.3%	3,202,817	3,304,058	3.2%
Keep Fort Collins Great (.85%)	0	1,823,632	100.0%	0	9,278,644	100.0%
General Fund (2.25%)	4,856,056	5,469,595	12.6%	33,179,327	34,238,579	3.2%
TOTAL SALES & USE TAX	\$6,276,436	\$8,902,313	41.8%	\$42,787,778	\$53,429,397	24.9%

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)				Year to Date %	
	Actual	Budget	Over/(Under) Budget	Over/(Under) Budget	Year to Date Actual	Year to Date Budget	Over/(Under) Budget	
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	7,549,344	7,385,818	163,526	2.2%	44,527,084	43,795,458		1.7%
July	8,902,313	7,960,808	941,505	11.8%	53,429,397	51,756,267		3.2%
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%
	\$ 53,429,397	\$ 90,158,462	\$ 1,673,130					

Figure 8. Historical Collections

July Monthly	<u>Sales Tax Collections</u>		<u>Use Tax Collections</u>		<u>Combined Tax Collections</u>	
	Year	Compared to Month Prior Year	Year	Compared to Month Prior Year	Year	Compared to Month Prior Year
	2011	\$7,422,119 34.8%	2011	\$1,480,194 92.6%	2011	\$8,902,313 41.8%
	2010	5,507,911 4.2%	2010	768,525 -17.6%	2010	6,276,436 0.9%
	2009	5,286,655 -4.7%	2009	933,214 9.5%	2009	6,219,869 -2.8%
	2008	5,546,539 -1.4%	2008	852,592 -23.8%	2008	6,399,131 -5.1%
	2007	5,625,972 7.6%	2007	1,118,414 53.6%	2007	6,744,386 13.2%
	2006	5,229,298 3.6%	2006	728,110 -28.0%	2006	5,957,408 -1.7%
	2005	5,048,343 -0.7%	2005	1,011,889 -4.0%	2005	6,060,232 -1.2%
	2004	5,082,866 5.7%	2004	1,053,581 4.8%	2004	6,136,447 5.6%
	2003	4,808,021 -1.5%	2003	1,004,853 4.1%	2003	5,812,874 -0.6%
	2002	4,882,124	2002	965,545	2002	5,847,669

July Year to Date	<u>Sales Tax Collections</u>		<u>Use Tax Collections</u>		<u>Combined Tax Collections</u>	
	Year	Compared to Year to Date Prior Year	Year	Compared to Year to Date Prior Year	Year	Compared to Year to Date Prior Year
	2011	\$46,566,776 25.5%	2011	\$6,862,621 20.7%	2011	\$53,429,397 24.9%
	2010	37,103,782 2.3%	2010	5,683,996 19.1%	2010	42,787,778 4.2%
	2009	36,273,672 -4.4%	2009	4,772,181 -25.4%	2009	41,045,853 -7.4%
	2008	37,940,061 0.8%	2008	6,400,882 -20.8%	2008	44,340,943 -3.0%
	2007	37,640,137 -1.9%	2007	8,077,504 37.0%	2007	45,717,641 3.3%
	2006	38,378,230 9.6%	2006	5,894,200 -23.1%	2006	44,272,430 3.7%
	2005	35,005,767 2.1%	2005	7,669,620 2.5%	2005	42,675,386 2.2%
	2004	34,287,036 5.1%	2004	7,480,227 5.2%	2004	41,767,263 5.1%
	2003	32,624,642 -1.8%	2003	7,108,966 5.4%	2003	39,733,608 -0.6%
	2002	33,225,534	2002	6,743,236	2002	39,968,770

Figure 9. July Collections

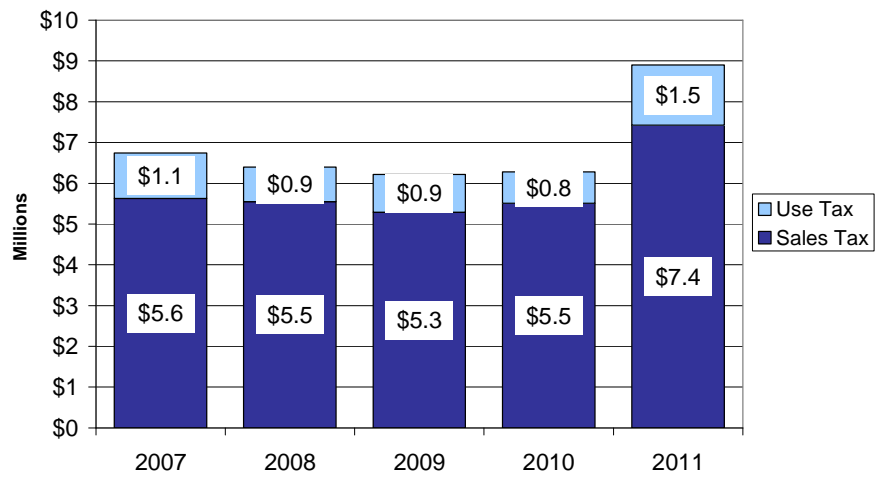


Figure 10. Year to Date Collections

