



**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 – September 2011

Issued October 10, 2011

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

SEPTEMBER SUMMARY

	September	Year to Date
Net Taxable Subject to Sales Tax:	10.6%	5.2%
Net Taxable Subject to Use Tax:	23.4%	-1.7%
Total Net Taxable:	12.0%	4.3%

Year to date, net taxable sales are up 5.2% and all but one 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 September was \$1.8 million.

September Net Taxable Subject to Sales Tax. In September 2011, net taxable sales in Fort Collins increased 10.6% over September 2010. Net taxable sales totaled \$208.3 million compared to \$188.4 million in 2010.

September Net Taxable Subject to Use Tax. The net taxable amount reported of \$30.2 million increased 23.4% compared to last September. The net taxable amount subject to use tax on vehicles decreased 4.2%. The amount subject to use tax related to building permits increased 116.5%. The net taxable amount reported on tax returns for use tax increased 14.3% from 2010.

Total Net Taxable. Total net taxable (based on the 3.85% tax rate) of \$238.5 million was 12.0% higher than last September.

Retail Sales in the City's Downtown Area. The net taxable sales reported in September in the downtown area increased 1.5% from the same period in 2010.

Lodging Tax Collections. The City collected \$127,160 in lodging taxes in September. This was an increase of 42% from September 2010.

Sales Tax Licenses. The City received 91 applications for sales tax licenses for new businesses and 28 businesses terminated their license in September. There were 10,712 active sales tax licenses at the end of September.

Figure 1. Net Taxable

	September			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
\$ in millions						
SALES TAX						
Grocery, Convenience, Liquor	\$28.6	\$35.7	24.8%	\$271.2	\$292.1	7.7%
Restaurants, Caterers and Bars	26.3	27.6	4.9%	220.8	235.9	6.8%
General Merchandise	26.5	26.7	0.9%	223.1	226.5	1.5%
Vehicle Sales, Parts and Repairs	14.6	15.5	6.2%	119.4	121.1	1.5%
Building Materials, Garden Equipment & Supplies	10.9	14.2	29.5%	108.0	113.4	5.0%
Sporting, Hobby, Book, Music	17.1	17.7	3.7%	99.6	104.5	4.9%
Broadcasting and Telecommunications	9.5	9.9	5.0%	85.6	87.4	2.1%
Electronics and Appliances	8.8	9.1	3.5%	86.2	90.7	5.2%
Miscellaneous Retailers	8.3	9.0	8.8%	80.2	88.3	10.0%
Utilities	7.6	8.5	11.9%	82.8	82.8	0.0%
Clothing and Accessories	6.5	7.3	11.4%	56.9	61.4	7.9%
Pharmacy, Salon and Laundry	4.6	4.9	6.7%	40.5	46.0	13.6%
Other	2.9	3.1	9.0%	32.3	34.5	6.9%
Rental and Leasing Services	3.6	3.8	5.6%	32.8	32.1	-2.0%
Furniture and Home Furnishings	4.0	4.6	14.4%	30.8	31.9	3.5%
Wholesale Trade	3.0	2.9	-0.8%	26.0	28.1	8.1%
Lodging	3.2	4.8	51.5%	24.0	26.6	11.0%
Manufacturing	2.5	2.9	16.8%	23.2	25.9	12.0%
NET TAXABLE SUBJECT TO SALES TAX	188.4	208.3	10.6%	1,643.3	1,729.2	5.2%
USE TAX						
Building Permits	3.7	7.9	116.5%	42.2	61.3	45.2%
Car Tax	8.2	7.8	-4.2%	60.3	60.6	0.5%
Return Tax	12.6	14.4	14.3%	145.4	121.7	-16.3%
NET TAXABLE SUBJECT TO USE TAX	24.5	30.2	23.4%	247.9	243.6	-1.7%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$212.9	\$238.5	12.0%	\$1,891.2	\$1,972.8	4.3%

Figure 2. Local Retail Compared to National Retail

Retail Sales Category	% Change from August 2010 United States	% Change from August 2010 Fort Collins
Grocery, Convenience, Liquor	6.4	24.8
Restaurants, Caterers & Bars	3.9	4.9
General Merchandise	3.8	0.9
Vehicle Sales, Parts & Repairs	6.4	6.2
Building Materials, Garden Equipment & Supplies	6.7	29.5
Clothing & Accessories	5.6	11.4
Furniture & Home Furnishings	0.2	14.4

At the national level, August retail sales (as reported on September 14th) increased 7.2% compared to the increase in Fort Collins' sales of 10.6%. August sales are the basis for the City's September sales tax collections and net taxable amounts (which are included in this report).

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

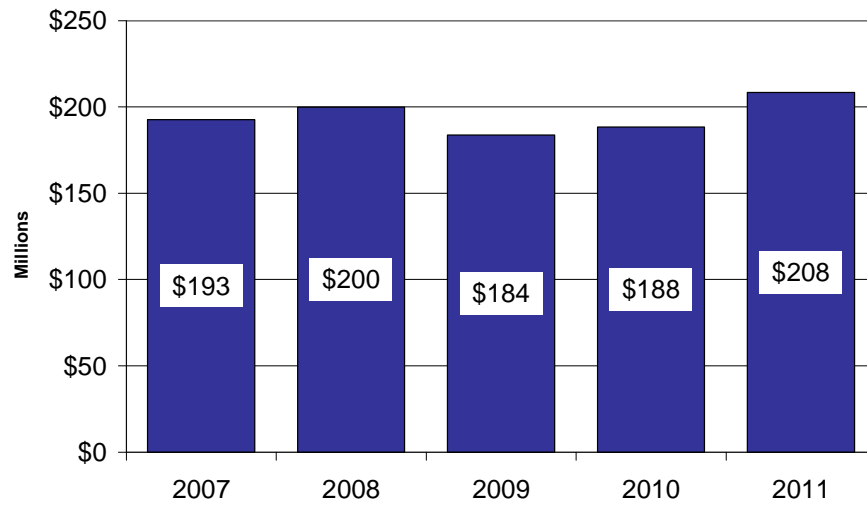


Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax

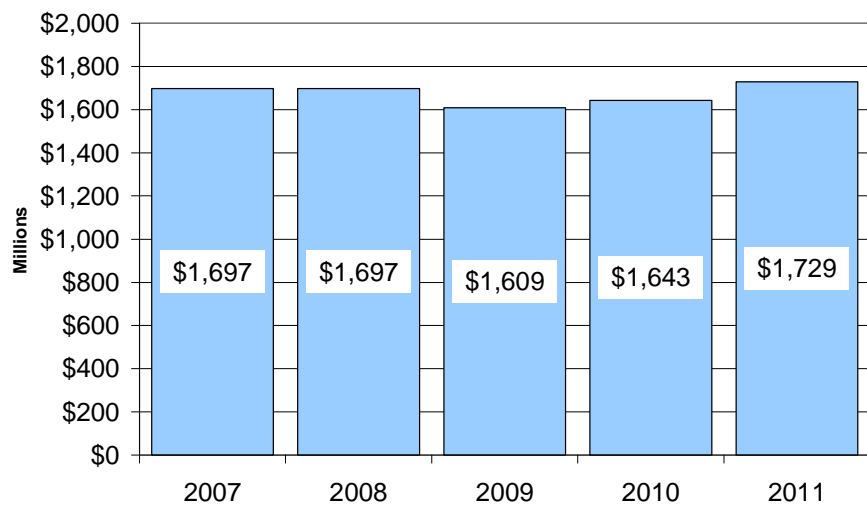
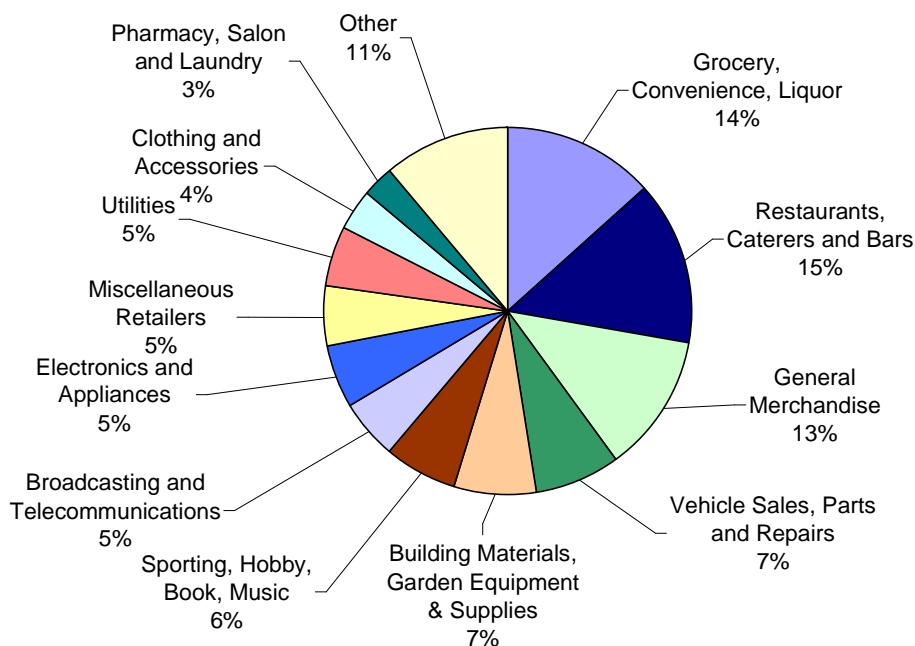


Figure 5. Sales and Use Tax

	September			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
SALES TAX RECEIPTS						
Grocery, Convenience, Liquor	\$729,345	\$1,013,347	38.9%	\$6,850,539	\$8,168,238	19.2%
Restaurants, Caterers and Bars	793,991	1,064,617	34.1%	6,628,650	8,808,274	32.9%
General Merchandise	740,557	910,877	23.0%	6,228,062	7,471,389	20.0%
Vehicle Sales, Parts and Repairs	438,900	596,337	35.9%	3,594,974	4,550,930	26.6%
Building Materials, Garden Equipment & Supplies	328,791	546,036	66.1%	3,226,451	4,336,221	34.4%
Sporting, Hobby, Book, Music	510,958	680,988	33.3%	2,995,810	3,873,493	29.3%
Broadcasting and Telecommunications	283,616	382,196	34.8%	2,568,949	3,265,305	27.1%
Electronics and Appliances	268,982	351,558	30.7%	2,601,627	3,344,460	28.6%
Miscellaneous Retailers	249,116	344,250	38.2%	2,399,104	3,257,637	35.8%
Utilities	226,577	378,364	67.0%	2,484,536	3,156,717	27.1%
Clothing and Accessories	196,058	279,911	42.8%	1,702,974	2,271,483	33.4%
Pharmacy, Salon and Laundry	138,720	190,704	37.5%	1,213,391	1,711,366	41.0%
Other	86,701	117,053	35.0%	991,522	1,273,484	28.4%
Rental and Leasing Services	106,548	147,994	38.9%	979,929	1,201,954	22.7%
Furniture and Home Furnishings	119,684	172,465	44.1%	1,124,494	1,227,000	9.1%
Wholesale Trade	88,105	112,183	27.3%	778,557	1,035,091	32.9%
Lodging	99,078	186,300	88.0%	717,556	1,007,764	40.4%
Manufacturing	73,614	108,275	47.1%	682,132	1,007,325	47.7%
TOTAL SALES TAX	5,479,341	7,583,455	38.4%	47,769,257	60,968,131	27.6%
USE TAX RECEIPTS						
Building Permits	109,947	305,516	177.9%	1,266,793	2,343,591	85.0%
Car Tax	245,222	301,413	22.9%	1,808,839	2,284,613	26.3%
Return Tax	378,552	555,429	46.7%	4,361,562	4,534,085	4.0%
TOTAL USE TAX	733,721	1,162,358	58.4%	7,437,194	9,162,289	23.2%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	469,232	522,293	11.3%	4,141,127	4,302,038	3.9%
Building on Basics Projects (.25%)	469,232	522,293	11.3%	4,141,127	4,302,038	3.9%
Natural Areas and Parks (.25%)	469,232	522,293	11.3%	4,141,127	4,302,038	3.9%
Keep Fort Collins Great (.85%)	0	1,775,795	100.0%	0	12,671,775	100.0%
General Fund (2.25%)	4,805,366	5,403,139	12.4%	42,783,070	44,552,531	4.1%
TOTAL SALES & USE TAX	\$6,213,062	\$8,745,813	40.8%	\$55,206,451	\$70,130,420	27.0%

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 % Over/(Under)	
	Actual	Budget	Over/(Under) Budget	Over/(Under) Budget	Year to Date Actual	Year to Date Budget	Over/(Under) 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	7,955,210	7,531,831	423,379	5.6%	61,384,607	59,288,098		3.5%
September	8,745,813	7,917,211	828,602	10.5%	70,130,420	67,205,309		4.4%
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%
	\$ 70,130,420	\$ 90,158,462	\$ 2,925,111					

Figure 8. Historical Collections

September Monthly	Sales Tax Collections		Use Tax Collections		Combined Tax Collections	
	Year	Compared to Prior Year	Month	Compared to Prior Year	Month	Compared to Prior Year
	2011	\$7,583,455 38.4%	\$1,162,358 58.4%		\$8,745,813 40.8%	
	2010	5,479,341 2.9%	733,721 38.2%		6,213,062 6.1%	
	2009	5,327,070 -8.4%	530,958 -28.6%		5,858,028 -10.7%	
	2008	5,818,530 5.2%	743,821 -11.3%		6,562,351 3.0%	
	2007	5,532,711 6.5%	838,336 -16.3%		6,371,046 2.8%	
	2006	5,194,408 0.5%	1,001,182 -36.0%		6,195,590 -8.0%	
	2005	5,170,471 3.3%	1,563,509 44.4%		6,733,980 10.6%	
	2004	5,007,229 -1.8%	1,082,899 14.1%		6,090,128 0.7%	
	2003	5,098,720 1.0%	948,837 -3.1%		6,047,557 0.3%	
	2002	5,050,454	979,331		6,029,785	

September Year to Date	Sales Tax Collections		Use Tax Collections		Combined Tax Collections	
	Year	Compared to Prior Year	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year
	2011	\$60,968,131 27.6%	\$9,162,289 23.2%		\$70,130,420 27.0%	
	2010	47,769,257 2.3%	7,437,194 14.2%		55,206,451 3.7%	
	2009	46,712,014 -4.7%	6,513,493 -22.7%		53,225,507 -7.4%	
	2008	49,033,903 0.9%	8,428,101 -16.9%		57,462,004 -2.2%	
	2007	48,588,067 0.3%	10,138,805 29.4%		58,726,872 4.4%	
	2006	48,443,775 7.3%	7,834,292 -23.6%		56,278,066 1.6%	
	2005	45,140,041 2.6%	10,248,979 6.7%		55,389,021 3.3%	
	2004	44,011,309 4.0%	9,604,120 6.7%		53,615,429 4.4%	
	2003	42,330,641 -1.5%	9,003,416 -0.4%		51,334,056 -1.3%	
	2002	42,956,606	9,037,459		51,994,065	

Figure 9. September Collections

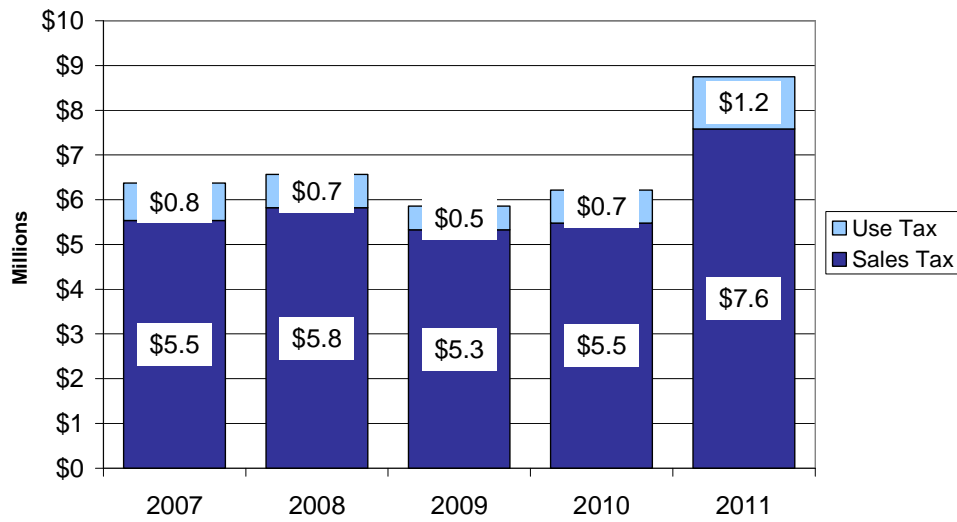


Figure 10. Year to Date Collections

