



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

## **Sales and Use Tax Report – November 2011**

Issued December 12, 2011

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

### **NOVEMBER SUMMARY**

	<b>November</b>	<b>Year to Date</b>
<b>Net Taxable Subject to Sales Tax:</b>	<b>4.6%</b>	<b>5.3%</b>
<b>Net Taxable Subject to Use Tax:</b>	<b>6.0%</b>	<b>-1.6%</b>
<b>Total Net Taxable:</b>	<b>4.7%</b>	<b>4.4%</b>

Year to date, net taxable sales are up 5.3% 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 November was \$1.6 million.

**November Net Taxable Subject to Sales Tax.** In November 2011, net taxable sales in Fort Collins increased 4.6% over November 2010. Net taxable sales totaled \$191.4 million compared to \$183.0 million in 2010.

**November Net Taxable Subject to Use Tax.** The net taxable amount reported of \$28.0 million increased 6.0% compared to last November. The net taxable amount subject to use tax on vehicles increased 8.5%. The amount subject to use tax related to building permits decreased 14.3%. The net taxable amount reported on tax returns for use tax increased 12.8% from 2010.

**Total Net Taxable.** Total net taxable (based on the 3.85% tax rate) of \$219.4 million was 4.7% higher than last November.

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

**Lodging Tax Collections.** The City collected \$75,815 in lodging taxes in November. This was an increase of 6.6% from November 2010.

**Sales Tax Licenses.** The City received 63 applications for sales tax licenses for new businesses and 112 businesses terminated their license in November. There were 10,672 active sales tax licenses at the end of November.

**Figure 1. Net Taxable**

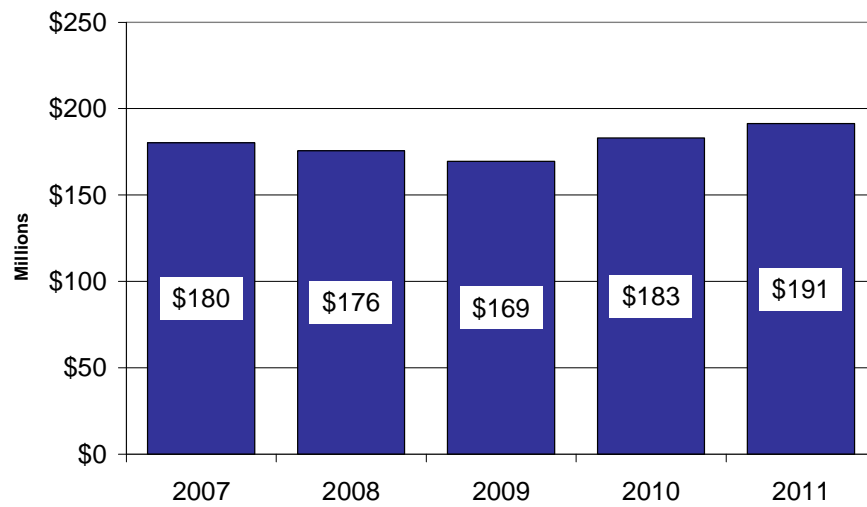
	November			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
\$ in millions						
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$33.0	\$36.1	9.3%	\$334.5	\$361.4	8.0%
Restaurants, Caterers and Bars	26.2	27.5	4.9%	272.5	291.5	7.0%
General Merchandise	24.0	24.2	1.0%	271.5	275.7	1.6%
Vehicle Sales, Parts and Repairs	14.4	14.1	-2.3%	147.2	149.7	1.7%
Building Materials, Garden Equipment & Supplies	11.9	13.8	15.8%	132.4	143.5	8.4%
Sporting, Hobby, Book, Music	9.2	9.3	0.9%	119.0	124.8	4.9%
Broadcasting and Telecommunications	11.8	9.8	-17.2%	107.3	106.9	-0.4%
Electronics and Appliances	7.8	8.9	13.2%	105.4	108.5	2.9%
Miscellaneous Retailers	8.6	8.6	0.0%	98.9	107.1	8.2%
Utilities	6.2	7.2	15.8%	95.9	98.0	2.2%
Clothing and Accessories	6.5	6.8	4.4%	70.1	76.0	8.3%
Pharmacy, Salon and Laundry	4.6	4.9	6.2%	50.1	56.2	12.3%
Other	3.9	2.9	-25.6%	41.3	42.5	2.9%
Rental and Leasing Services	3.4	3.3	-1.8%	39.8	39.7	-0.3%
Furniture and Home Furnishings	3.1	4.5	45.4%	37.3	39.9	7.0%
Wholesale Trade	3.0	3.1	5.3%	32.4	34.7	7.0%
Lodging	2.9	3.1	5.8%	30.2	32.8	8.4%
Manufacturing	2.6	3.5	34.7%	28.5	32.7	14.8%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>183.0</b>	<b>191.4</b>	<b>4.6%</b>	<b>2,014.2</b>	<b>2,121.4</b>	<b>5.3%</b>
<b>USE TAX</b>						
Building Permits	5.6	4.8	-14.3%	53.5	69.8	30.6%
Car Tax	6.8	7.4	8.5%	74.5	76.2	2.2%
Return Tax	14.0	15.8	12.8%	186.4	163.5	-12.3%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>26.4</b>	<b>28.0</b>	<b>6.0%</b>	<b>314.5</b>	<b>309.6</b>	<b>-1.6%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$209.4</b>	<b>\$219.4</b>	<b>4.7%</b>	<b>\$2,328.7</b>	<b>\$2,431.0</b>	<b>4.4%</b>

**Figure 2. Local Retail Compared to National Retail**

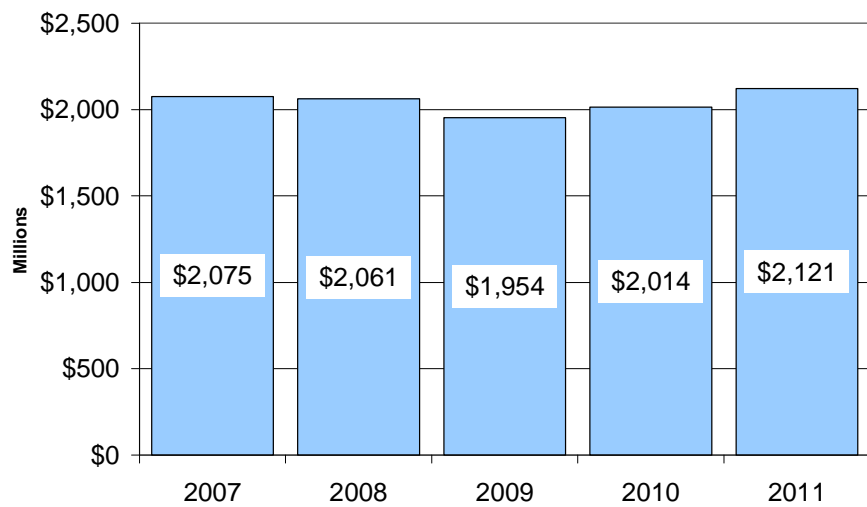
Retail Sales Category	% Change from October 2010 United States	% Change from October 2010 Fort Collins
Grocery, Convenience, Liquor	6.3	9.3
Restaurants, Caterers & Bars	6.7	4.9
General Merchandise	3.8	1.0
Vehicle Sales, Parts & Repairs	7.0	-2.3
Building Materials, Garden Equipment & Supplies	5.6	15.8
Clothing & Accessories	5.8	4.4
Furniture & Home Furnishings	3.4	45.4

At the national level, October retail sales (as reported on November 15th) increased 7.2% compared to the increase in Fort Collins' sales of 4.6%. October sales are the basis for the City's November sales tax collections and net taxable amounts (which are included in this report).

**Figure 3. November 2011 - Net Taxable Sales Subject to Sales Tax**



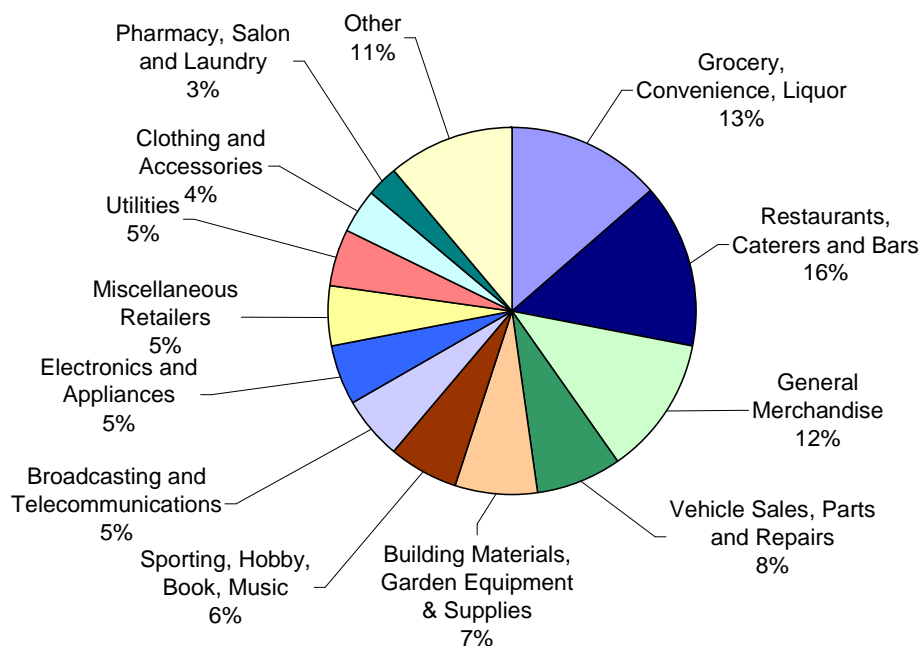
**Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax**



**Figure 5. Sales and Use Tax**

	November			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
<b>SALES TAX RECEIPTS</b>						
Grocery, Convenience, Liquor	\$836,792	\$1,020,440	21.9%	\$8,451,794	\$10,136,844	19.9%
Restaurants, Caterers and Bars	790,382	1,057,718	33.8%	8,185,658	10,943,370	33.7%
General Merchandise	665,234	813,533	22.3%	7,593,923	9,131,309	20.2%
Vehicle Sales, Parts and Repairs	428,510	542,140	26.5%	4,427,645	5,653,736	27.7%
Building Materials, Garden Equipment & Supplies	352,882	531,795	50.7%	3,956,318	5,497,535	39.0%
Sporting, Hobby, Book, Music	276,465	356,036	28.8%	3,578,311	4,656,556	30.1%
Broadcasting and Telecommunications	353,468	374,805	6.0%	3,215,621	4,014,292	24.8%
Electronics and Appliances	228,620	341,098	49.2%	3,174,519	4,059,548	27.9%
Miscellaneous Retailers	271,514	333,226	22.7%	2,972,571	3,979,424	33.9%
Utilities	187,478	278,308	48.4%	2,875,687	3,741,452	30.1%
Clothing and Accessories	195,664	262,301	34.1%	2,103,352	2,835,845	34.8%
Pharmacy, Salon and Laundry	137,235	185,019	34.8%	1,497,539	2,093,938	39.8%
Other	115,829	111,701	-3.6%	1,258,520	1,582,932	25.8%
Rental and Leasing Services	101,208	127,406	25.9%	1,189,928	1,493,475	25.5%
Furniture and Home Furnishings	99,762	170,955	71.4%	1,326,538	1,533,212	15.6%
Wholesale Trade	87,732	115,663	31.8%	969,154	1,279,241	32.0%
Lodging	87,501	118,545	35.5%	905,309	1,244,899	37.5%
Manufacturing	77,464	130,926	69.0%	843,943	1,262,055	49.5%
<b>TOTAL SALES TAX</b>	<b>5,293,740</b>	<b>6,871,615</b>	<b>29.8%</b>	<b>58,526,330</b>	<b>75,139,663</b>	<b>28.4%</b>
<b>USE TAX RECEIPTS</b>						
Building Permits	166,588	183,197	10.0%	1,604,155	2,671,947	66.6%
Car Tax	204,613	284,845	39.2%	2,236,388	2,885,440	29.0%
Return Tax	420,681	609,107	44.8%	5,593,104	6,142,933	9.8%
<b>TOTAL USE TAX</b>	<b>791,882</b>	<b>1,077,149</b>	<b>36.0%</b>	<b>9,433,647</b>	<b>11,700,320</b>	<b>24.0%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	452,560	469,495	3.7%	5,098,408	5,297,279	3.9%
Building on Basics Projects (.25%)	452,560	469,495	3.7%	5,098,408	5,297,279	3.9%
Natural Areas and Parks (.25%)	452,560	469,495	3.7%	5,098,408	5,297,279	3.9%
Keep Fort Collins Great (.85%)	0	1,596,281	100.0%	0	16,055,595	100.0%
General Fund (2.25%)	4,727,942	4,943,998	4.6%	52,664,753	54,892,551	4.2%
<b>TOTAL SALES &amp; USE TAX</b>	<b>\$6,085,622</b>	<b>\$7,948,764</b>	<b>30.6%</b>	<b>\$67,959,977</b>	<b>\$86,839,983</b>	<b>27.8%</b>

**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](http://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	8,760,799	8,109,874	650,925	8.0%	78,891,219	75,315,183		4.7%
November	7,948,764	7,464,103	484,661	6.5%	86,839,983	82,779,286		4.9%
December	-	7,379,177	-	0.0%	-	90,158,462		0.0%
	\$ 86,839,983	\$ 90,158,462	\$ 4,060,697					

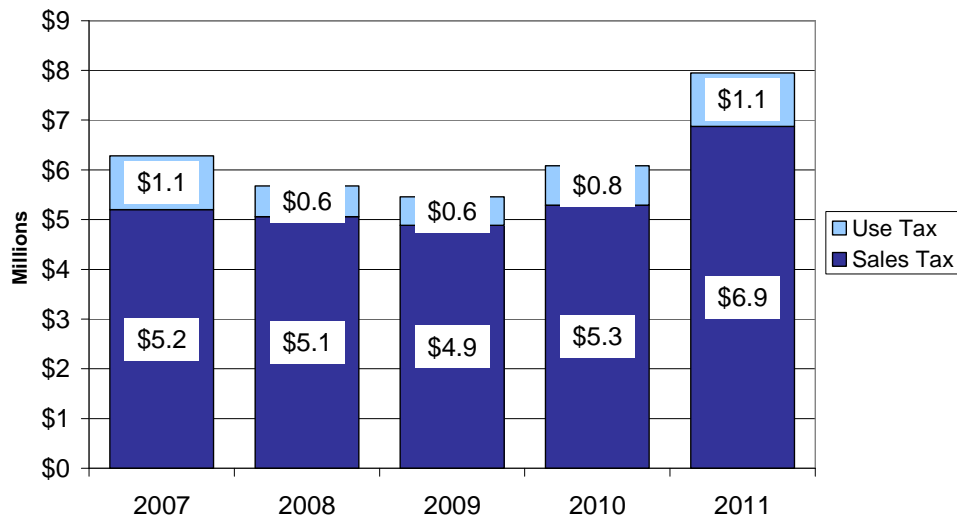
**Figure 8. Historical Collections**

November Monthly Year	<u>Sales Tax Collections</u>		<u>Use Tax Collections</u>		<u>Combined Tax Collections</u>	
	Month	Compared to Prior Year	Month	Compared to Prior Year	Month	Compared to Prior Year
2011	\$6,871,615	29.8%	\$1,077,149	36.0%	\$7,948,764	30.6%
2010	5,293,740	8.3%	791,882	38.1%	6,085,622	11.4%
2009	4,888,012	-3.4%	573,435	-7.8%	5,461,447	-3.9%
2008	5,058,312	-2.8%	622,030	-42.3%	5,680,342	-9.6%
2007	5,202,901	8.6%	1,077,803	-29.8%	6,280,704	-0.7%
2006	4,792,258	2.8%	1,535,033	96.4%	6,327,291	16.2%
2005	4,661,477	2.8%	781,621	-10.5%	5,443,098	0.7%
2004	4,533,828	0.1%	873,770	10.7%	5,407,599	1.6%
2003	4,530,485	2.7%	789,656	-14.7%	5,320,141	-0.3%
2002	4,411,356		925,458		5,336,814	

November Year to Date Year	<u>Sales Tax Collections</u>		<u>Use Tax Collections</u>		<u>Combined Tax Collections</u>	
	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year
2011	\$75,139,663	28.4%	\$11,700,320	24.0%	\$86,839,983	27.8%
2010	58,526,330	2.3%	9,433,647	20.2%	67,959,977	4.5%
2009	57,195,022	-4.1%	7,847,974	-20.6%	65,042,996	-6.5%
2008	59,658,702	0.4%	9,880,678	-19.6%	69,539,380	-3.0%
2007	59,429,111	1.3%	12,292,168	15.0%	71,721,279	3.4%
2006	58,652,937	6.6%	10,689,288	-11.0%	69,342,225	3.4%
2005	55,039,545	2.9%	12,004,110	2.9%	67,043,655	2.9%
2004	53,508,442	3.4%	11,664,311	9.1%	65,172,753	4.4%
2003	51,740,696	-0.7%	10,695,973	-2.2%	62,436,669	-0.9%
2002	52,079,371		10,938,058		63,017,429	

**Figure 9. November Collections**



**Figure 10. Year to Date Collections**

