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

Issued January 10, 2012

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

### **DECEMBER SUMMARY**

	<b>December</b>	<b>Year to Date</b>
<b>Net Taxable Subject to Sales Tax:</b>	<b>7.1%</b>	<b>5.5%</b>
<b>Net Taxable Subject to Use Tax:</b>	<b>2.9%</b>	<b>-1.2%</b>
<b>Total Net Taxable:</b>	<b>6.5%</b>	<b>4.6%</b>

Year to date, net taxable sales are up 5.5% 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 December was \$1.6 million.

**December Net Taxable Subject to Sales Tax.** In December 2011, net taxable sales in Fort Collins increased 7.1% over December 2010. Net taxable sales totaled \$189.5 million compared to \$177.0 million in 2010.

**December Net Taxable Subject to Use Tax.** The net taxable amount reported of \$31.4 million increased 2.9% compared to last December. The net taxable amount subject to use tax on vehicles increased 19.7%. The amount subject to use tax related to building permits increased 9.7%. The net taxable amount reported on tax returns for use tax decreased 4.3% from 2010.

**Total Net Taxable.** Total net taxable (based on the 3.85% tax rate) of \$220.9 million was 6.5% higher than last December.

**Retail Sales in the City's Downtown Area.** The net taxable sales reported in December in the downtown area increased 0.5% from the same period in 2010.

**Lodging Tax Collections.** The City collected \$59,962 in lodging taxes in December. This was an increase of 18.4% from December 2010.

**Sales Tax Licenses.** The City received 75 applications for sales tax licenses for new businesses and 157 businesses terminated their license in November. There were 10,590 active sales tax licenses at the end of December.

**Figure 1. Net Taxable**

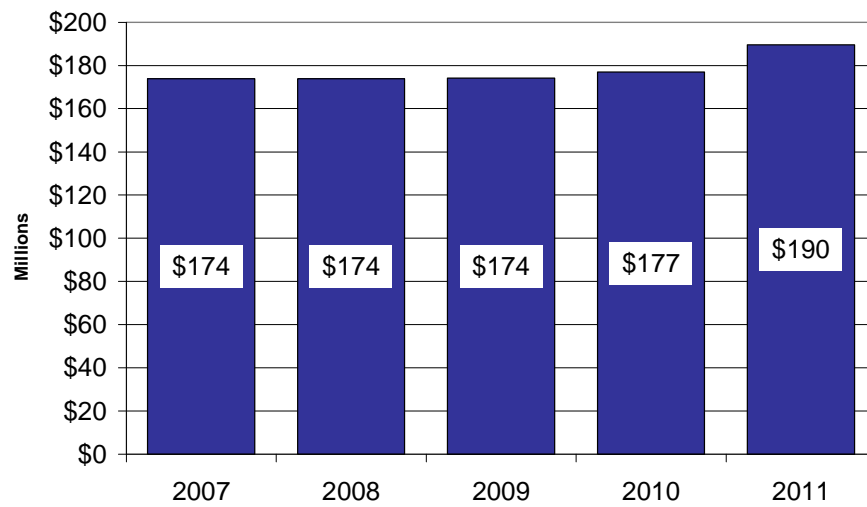
	December			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
\$ in millions						
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$29.3	\$32.7	11.5%	\$363.8	\$394.1	8.3%
Restaurants, Caterers and Bars	23.1	23.9	3.5%	295.6	315.4	6.7%
General Merchandise	27.9	27.3	-2.2%	299.4	303.0	1.2%
Vehicle Sales, Parts and Repairs	12.8	14.8	15.2%	160.0	164.5	2.8%
Building Materials, Garden Equipment & Supplies	10.4	11.3	8.4%	142.9	154.8	8.4%
Sporting, Hobby, Book, Music	9.5	9.7	2.2%	128.5	134.5	4.7%
Broadcasting and Telecommunications	9.6	9.8	1.6%	116.9	116.7	-0.2%
Electronics and Appliances	8.7	9.7	11.9%	114.1	118.2	3.6%
Miscellaneous Retailers	9.1	9.4	2.6%	108.1	116.4	7.7%
Utilities	7.8	9.0	15.6%	103.7	107.0	3.2%
Clothing and Accessories	6.7	7.0	4.7%	76.9	83.0	8.0%
Pharmacy, Salon and Laundry	4.4	4.9	9.8%	54.5	61.1	12.1%
Other	3.1	3.4	10.6%	44.3	45.9	3.5%
Rental and Leasing Services	3.3	3.0	-7.5%	43.1	42.7	-0.8%
Furniture and Home Furnishings	3.8	3.8	0.4%	41.0	43.7	6.4%
Wholesale Trade	3.2	2.8	-10.7%	35.6	37.5	5.4%
Lodging	2.0	2.5	22.0%	32.2	35.2	9.3%
Manufacturing	2.1	4.5	113.3%	30.5	37.1	21.6%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>177.0</b>	<b>189.5</b>	<b>7.1%</b>	<b>2,191.2</b>	<b>2,310.9</b>	<b>5.5%</b>
<b>USE TAX</b>						
Building Permits	4.2	4.6	9.7%	57.7	74.4	29.1%
Car Tax	6.7	8.0	19.7%	81.2	84.2	3.7%
Return Tax	19.7	18.8	-4.3%	206.1	182.3	-11.5%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>30.5</b>	<b>31.4</b>	<b>2.9%</b>	<b>345.0</b>	<b>341.0</b>	<b>-1.2%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$207.5</b>	<b>\$220.9</b>	<b>6.5%</b>	<b>\$2,536.2</b>	<b>\$2,651.9</b>	<b>4.6%</b>

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

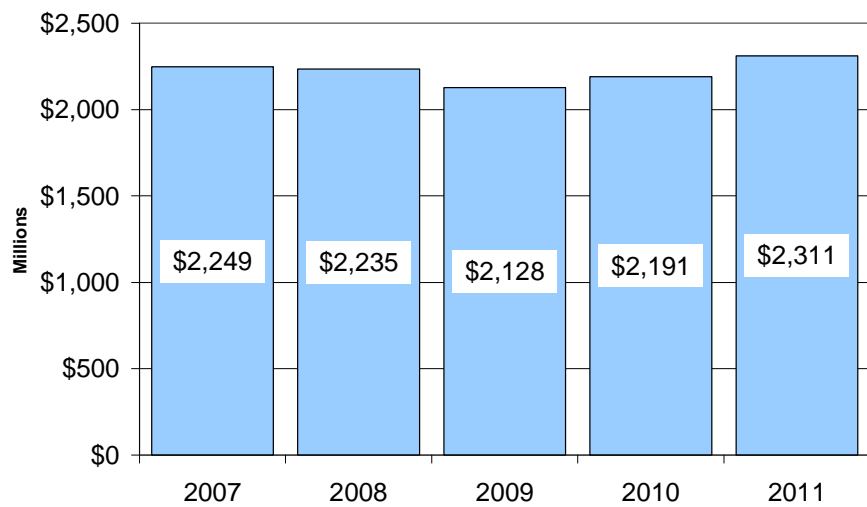
Retail Sales Category	% Change from November 2010 United States	% Change from November 2010 Fort Collins
Grocery, Convenience, Liquor	4.6	11.5
Restaurants, Caterers & Bars	6.1	3.5
General Merchandise	2.7	-2.2
Vehicle Sales, Parts & Repairs	7.5	15.2
Building Materials, Garden Equipment & Supplies	6.2	8.4
Clothing & Accessories	3.7	4.7
Furniture & Home Furnishings	4.4	0.4

At the national level, November retail sales (as reported on December 13th) increased 6.7% compared to the increase in Fort Collins' sales of 7.1%. November sales are the basis for the City's December sales tax collections and net taxable amounts (which are included in this report).

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



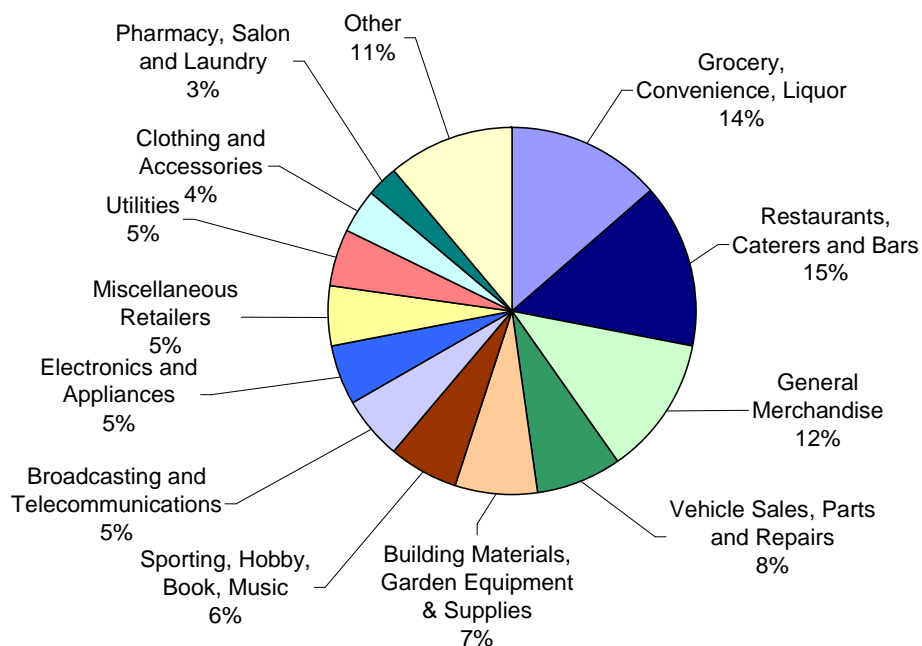
**Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax**



**Figure 5. Sales and Use Tax**

	December			Year to Date		
	Actual 2010	Actual 2011	% Change	Actual 2010	Actual 2011	% Change
<b>SALES TAX RECEIPTS</b>						
Grocery, Convenience, Liquor	\$742,160	\$931,581	25.5%	\$9,193,954	\$11,068,425	20.4%
Restaurants, Caterers and Bars	694,256	916,349	32.0%	8,879,914	11,859,719	33.6%
General Merchandise	787,320	941,694	19.6%	8,381,243	10,073,003	20.2%
Vehicle Sales, Parts and Repairs	388,787	569,826	46.6%	4,816,432	6,223,562	29.2%
Building Materials, Garden Equipment & Supplies	314,220	435,069	38.5%	4,270,538	5,932,604	38.9%
Sporting, Hobby, Book, Music	285,724	375,547	31.4%	3,864,035	5,032,103	30.2%
Broadcasting and Telecommunications	288,257	375,953	30.4%	3,503,878	4,390,245	25.3%
Electronics and Appliances	263,363	374,116	42.1%	3,437,882	4,433,664	29.0%
Miscellaneous Retailers	273,478	366,082	33.9%	3,246,049	4,345,506	33.9%
Utilities	234,662	347,752	48.2%	3,110,349	4,089,204	31.5%
Clothing and Accessories	203,593	270,820	33.0%	2,306,945	3,106,665	34.7%
Pharmacy, Salon and Laundry	131,901	184,971	40.2%	1,629,440	2,278,909	39.9%
Other	92,720	131,518	41.8%	1,351,240	1,714,450	26.9%
Rental and Leasing Services	98,506	116,911	18.7%	1,288,434	1,610,386	25.0%
Furniture and Home Furnishings	112,890	145,749	29.1%	1,439,428	1,678,961	16.6%
Wholesale Trade	93,749	105,607	12.6%	1,062,903	1,384,848	30.3%
Lodging	60,755	96,414	58.7%	966,064	1,341,313	38.8%
Manufacturing	73,186	169,451	131.5%	917,129	1,431,506	56.1%
<b>TOTAL SALES TAX</b>	<b>5,139,527</b>	<b>6,855,410</b>	<b>33.4%</b>	<b>63,665,857</b>	<b>81,995,073</b>	<b>28.8%</b>
<b>USE TAX RECEIPTS</b>						
Building Permits	125,568	176,728	40.7%	1,729,723	2,848,675	64.7%
Car Tax	200,228	307,534	53.6%	2,436,616	3,192,974	31.0%
Return Tax	589,837	724,435	22.8%	6,182,941	6,867,368	11.1%
<b>TOTAL USE TAX</b>	<b>915,633</b>	<b>1,208,697</b>	<b>32.0%</b>	<b>10,349,280</b>	<b>12,909,017</b>	<b>24.7%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	455,486	481,575	5.7%	5,553,894	5,778,854	4.1%
Building on Basics Projects (.25%)	455,486	481,575	5.7%	5,553,894	5,778,854	4.1%
Natural Areas and Parks (.25%)	455,486	481,575	5.7%	5,553,894	5,778,854	4.1%
Keep Fort Collins Great (.85%)	0	1,637,353	100.0%	0	17,692,948	100.0%
General Fund (2.25%)	4,688,702	4,982,029	6.3%	57,353,455	59,874,580	4.4%
<b>TOTAL SALES &amp; USE TAX</b>	<b>\$6,055,160</b>	<b>\$8,064,107</b>	<b>33.2%</b>	<b>\$74,015,137</b>	<b>\$94,904,090</b>	<b>28.2%</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	8,064,107	7,379,177	684,930	9.3%	94,904,090	90,158,462		5.3%
	\$ 94,904,090	\$ 90,158,462	\$ 4,745,627					

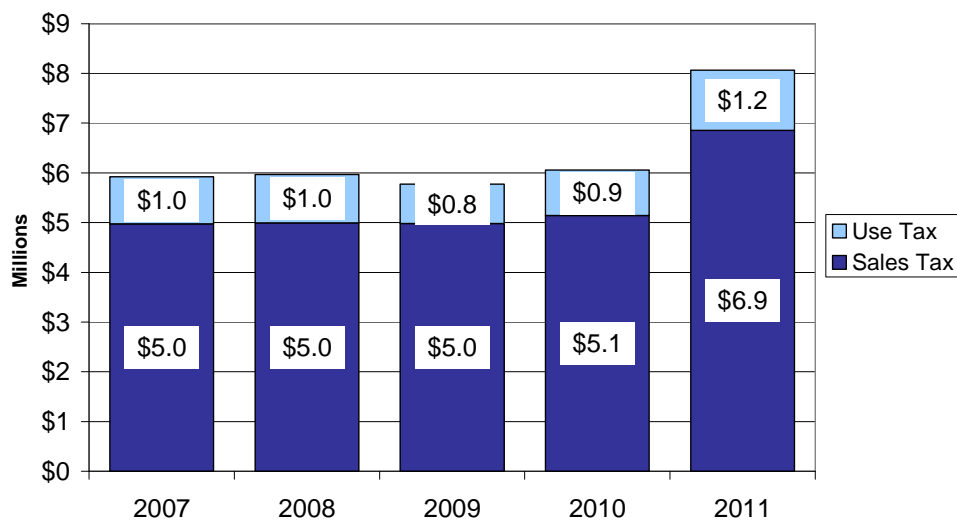
**Figure 8. Historical Collections**

December 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	\$6,855,410	33.4%	\$1,208,697	32.0%	\$8,064,107	33.2%
2010	5,139,527	3.2%	915,633	14.6%	6,055,160	4.8%
2009	4,978,292	-0.4%	798,931	-17.8%	5,777,224	-3.2%
2008	4,997,745	0.5%	972,140	2.3%	5,969,885	0.8%
2007	4,973,742	5.1%	950,004	22.5%	5,923,747	7.5%
2006	4,732,633	3.4%	775,694	3.3%	5,508,327	3.4%
2005	4,577,371	-2.1%	750,599	-14.2%	5,327,970	-4.0%
2004	4,677,313	2.3%	874,795	27.8%	5,552,108	5.6%
2003	4,573,093	2.0%	684,540	-1.9%	5,257,632	1.4%
2002	4,485,601		697,513		5,183,114	

December 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	\$81,995,073	28.8%	\$12,909,017	24.7%	\$94,904,090	28.2%
2010	63,665,857	2.4%	10,349,280	19.7%	74,015,137	4.5%
2009	62,173,314	-3.8%	8,646,906	-20.3%	70,820,220	-6.2%
2008	64,656,447	0.4%	10,852,819	-18.0%	75,509,265	-2.8%
2007	64,402,853	1.6%	13,242,173	15.5%	77,645,025	3.7%
2006	63,385,570	6.3%	11,464,982	-10.1%	74,850,552	3.4%
2005	59,616,916	2.5%	12,754,709	1.7%	72,371,625	2.3%
2004	58,185,755	3.3%	12,539,106	10.2%	70,724,861	4.5%
2003	56,313,789	-0.4%	11,380,513	-2.2%	67,694,302	-0.7%
2002	56,564,972		11,635,571		68,200,543	

**Figure 9. December Collections**



**Figure 10. Year to Date Collections**

