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## Sales and Use Tax Report – January 2012

Issued February 10, 2012

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

### JANUARY SUMMARY

	January	Year to Date
<b>Net Taxable Subject to Sales Tax:</b>	<b>6.3%</b>	<b>6.3%</b>
<b>Net Taxable Subject to Use Tax:</b>	<b>31.1%</b>	<b>31.1%</b>
<b>Total Net Taxable:</b>	<b>8.7%</b>	<b>8.7%</b>

Year to date, net taxable sales are up 6.3% 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 January was \$2.1 million.

**January Net Taxable Subject to Sales Tax.** In January 2012, net taxable sales in Fort Collins increased 6.3% over January 2011. Net taxable sales totaled \$253.6 million compared to \$238.6 million in 2011.

**January Net Taxable Subject to Use Tax.** The net taxable amount reported of \$33.6 million increased 31.1% compared to last January. The net taxable amount subject to use tax on vehicles increased 34.9%. The amount subject to use tax related to building permits increased 28.4%. The net taxable amount reported on tax returns for use tax increased 30.1% from 2011.

**Total Net Taxable.** Total net taxable (based on the 3.85% tax rate) of \$287.2 million was 8.7% higher than last January.

**Retail Sales in the City's Downtown Area.** The net taxable sales reported in January in the downtown area increased 4.4% from the same period in 2011.

**Lodging Tax Collections.** The City collected \$51,454 in lodging taxes in January. This was a decrease of 9.9% from January 2011.

**Sales Tax Licenses.** The City received 111 applications for sales tax licenses for new businesses and 174 businesses terminated their license in January. There were 10,527 active sales tax licenses at the end of January.

**Figure 1. Net Taxable**

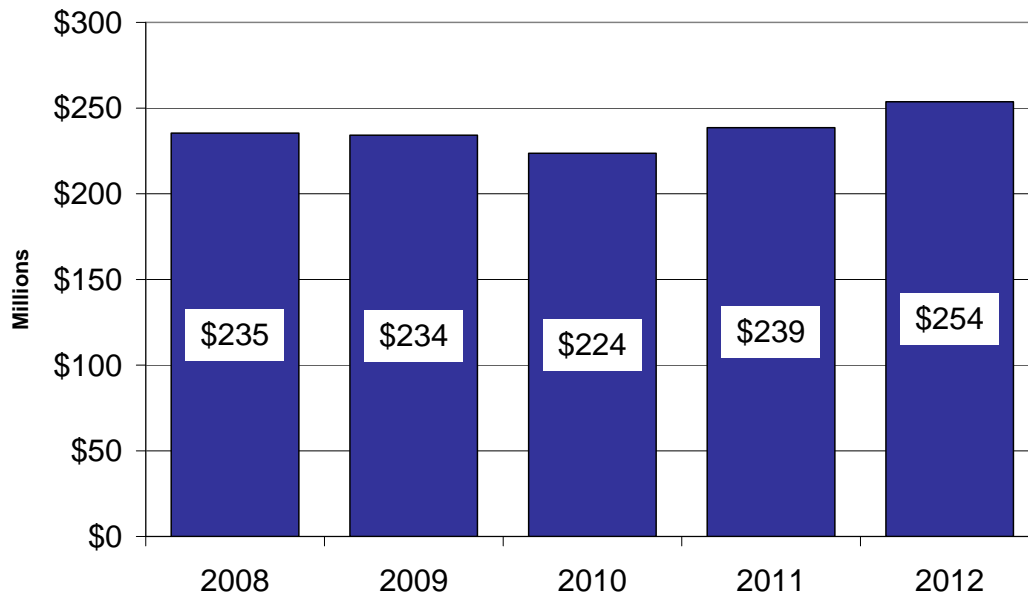
\$ in millions	January			Year-to-Date		
	Actual 2011	Actual 2012	% Change	Actual 2011	Actual 2012	% Change
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$42.1	\$48.2	14.6%	\$42.1	\$48.2	14.6%
Restaurants, Caterers and Bars	25.6	28.4	10.7%	25.6	28.4	10.7%
General Merchandise	36.8	37.3	1.4%	36.8	37.3	1.4%
Vehicle Sales, Parts and Repairs	14.1	14.8	4.8%	14.1	14.8	4.8%
Building Materials, Garden Equipment & Supplies	12.1	12.5	3.4%	12.1	12.5	3.4%
Sporting, Hobby, Book, Music	16.8	16.3	-3.1%	16.8	16.3	-3.1%
Broadcasting and Telecommunications	10.2	10.4	2.3%	10.2	10.4	2.3%
Electronics and Appliances	15.8	14.2	-9.9%	15.8	14.2	-9.9%
Miscellaneous Retailers	15.0	14.7	-2.2%	15.0	14.7	-2.2%
Utilities	9.9	11.3	13.9%	9.9	11.3	13.9%
Clothing and Accessories	10.3	11.6	12.3%	10.3	11.6	12.3%
Pharmacy, Salon and Laundry	6.6	6.9	5.0%	6.6	6.9	5.0%
Other	6.3	7.7	23.8%	6.3	7.7	23.8%
Rental and Leasing Services	3.7	3.8	4.1%	3.7	3.8	4.1%
Furniture and Home Furnishings	4.1	4.5	10.1%	4.1	4.5	10.1%
Wholesale Trade	3.5	4.1	18.1%	3.5	4.1	18.1%
Lodging	1.9	2.2	18.9%	1.9	2.2	18.9%
Manufacturing	3.8	4.5	18.9%	3.8	4.5	18.9%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>238.6</b>	<b>253.6</b>	<b>6.3%</b>	<b>238.6</b>	<b>253.6</b>	<b>6.3%</b>
<b>USE TAX</b>						
Building Permits	2.0	2.5	28.4%	2.0	2.5	28.4%
Car Tax	5.7	7.7	34.9%	5.7	7.7	34.9%
Return Tax	18.0	23.4	30.1%	18.0	23.4	30.1%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>25.6</b>	<b>33.6</b>	<b>31.1%</b>	<b>25.6</b>	<b>33.6</b>	<b>31.1%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$264.2</b>	<b>\$287.2</b>	<b>8.7%</b>	<b>\$264.2</b>	<b>\$287.2</b>	<b>8.7%</b>

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

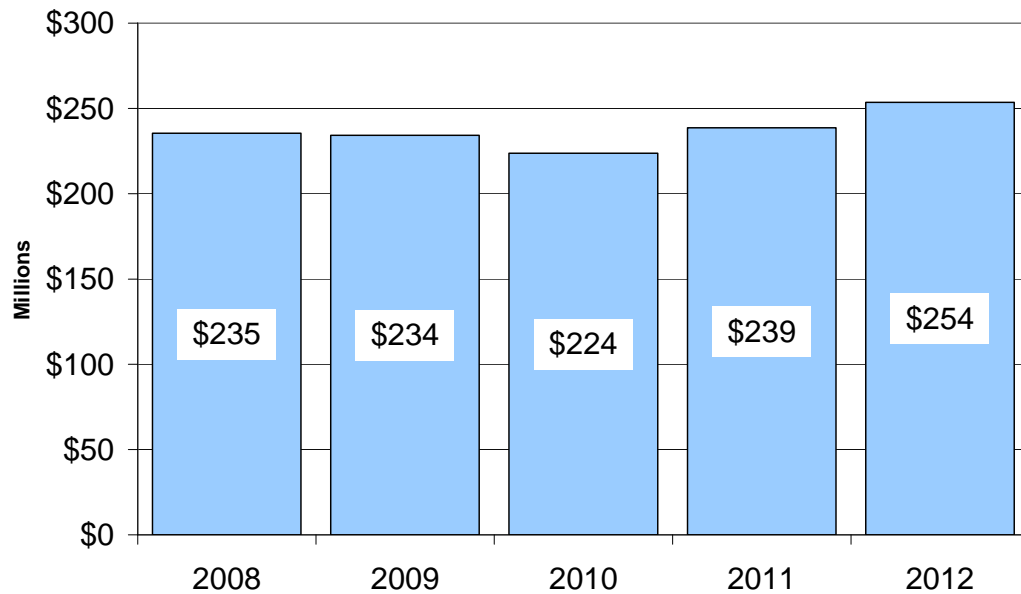
Retail Sales Category	% Change from December 2011 United States	% Change from December 2011 Fort Collins
Grocery, Convenience, Liquor	4.9	14.6
Restaurants, Caterers & Bars	8.4	10.7
General Merchandise	2.7	1.4
Vehicle Sales, Parts & Repairs	8.8	4.8
Building Materials, Garden Equipment & Supplies	5.8	3.4
Clothing & Accessories	6.0	12.3
Furniture & Home Furnishings	5.6	10.1

At the national level, December retail sales (as reported on January 12th) increased 6.5% compared to the increase in Fort Collins' sales of 6.3%. December sales are the basis for the City's January sales tax collections and net taxable amounts (which are included in this report).

**Figure 3. January 2012 - Net Taxable Sales Subject to Sales Tax**



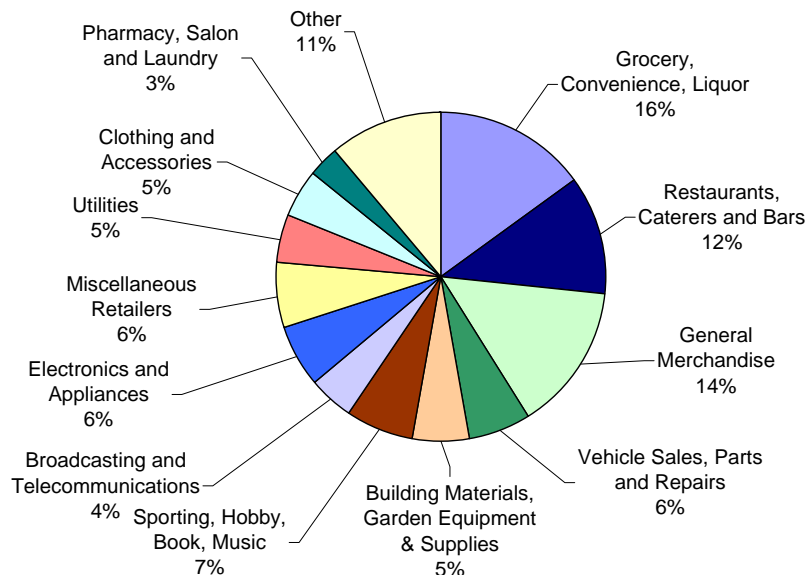
**Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax**



**Figure 5. Sales and Use Tax**

	January			Year to Date		
	Actual 2011	Actual 2012	% Change	Actual 2011	Actual 2012	% Change
<b>SALES TAX RECEIPTS</b>						
Grocery, Convenience, Liquor	\$1,063,989	\$1,357,088	27.5%	\$1,063,989	\$1,357,088	27.5%
Restaurants, Caterers and Bars	765,209	1,080,285	41.2%	765,209	1,080,285	41.2%
General Merchandise	1,048,769	1,311,259	25.0%	1,048,769	1,311,259	25.0%
Vehicle Sales, Parts and Repairs	424,709	569,945	34.2%	424,709	569,945	34.2%
Building Materials, Garden Equipment & Supplies	413,847	482,818	16.7%	413,847	482,818	16.7%
Sporting, Hobby, Book, Music	507,265	626,326	23.5%	507,265	626,326	23.5%
Broadcasting and Telecommunications	306,270	401,465	31.1%	306,270	401,465	31.1%
Electronics and Appliances	478,315	565,451	18.2%	478,315	565,451	18.2%
Miscellaneous Retailers	450,697	564,411	25.2%	450,697	564,411	25.2%
Utilities	296,623	433,342	46.1%	296,623	433,342	46.1%
Clothing and Accessories	308,924	446,241	44.5%	308,924	446,241	44.5%
Pharmacy, Salon and Laundry	196,663	258,536	31.5%	196,663	258,536	31.5%
Other	187,218	300,122	60.3%	187,218	300,122	60.3%
Rental and Leasing Services	110,614	147,420	33.3%	110,614	147,420	33.3%
Furniture and Home Furnishings	124,884	173,218	38.7%	124,884	173,218	38.7%
Wholesale Trade	104,366	154,884	48.4%	104,366	154,884	48.4%
Lodging	56,553	86,087	52.2%	56,553	86,087	52.2%
Manufacturing	109,551	162,429	48.3%	109,551	162,429	48.3%
<b>TOTAL SALES TAX</b>	<b>6,954,466</b>	<b>9,121,327</b>	<b>31.2%</b>	<b>6,954,466</b>	<b>9,121,327</b>	<b>31.2%</b>
<b>USE TAX RECEIPTS</b>						
Building Permits	59,497	98,011	64.7%	59,497	98,011	64.7%
Car Tax	170,121	294,542	73.1%	170,121	294,542	73.1%
Return Tax	538,786	899,843	67.0%	538,786	899,843	67.0%
<b>TOTAL USE TAX</b>	<b>768,404</b>	<b>1,292,396</b>	<b>68.2%</b>	<b>768,404</b>	<b>1,292,396</b>	<b>68.2%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	575,046	615,867	7.1%	575,046	615,867	7.1%
Building on Basics Projects (.25%)	575,046	615,867	7.1%	575,046	615,867	7.1%
Natural Areas and Parks (.25%)	575,046	615,867	7.1%	575,046	615,867	7.1%
Keep Fort Collins Great (.85%)	0	2,093,947	100.0%	0	2,093,947	100.0%
General Fund (2.25%)	5,997,732	6,472,175	7.9%	5,997,732	6,472,175	7.9%
<b>TOTAL SALES &amp; USE TAX</b>	<b>\$7,722,870</b>	<b>\$10,413,723</b>	<b>34.8%</b>	<b>\$7,722,870</b>	<b>\$10,413,723</b>	<b>34.8%</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			%				Year to Date %	
	Actual	Budget	Over/(Under) Budget	Over/(Under) Budget	Year to Date Actual	Year to Date Budget	Over/(Under) Budget	
January	\$ 10,413,723	\$ 10,154,026	\$ 259,697	2.6%	\$ 10,413,723	\$ 10,154,026		2.6%
February	-	7,560,358	-	0.0%	-	17,714,384	-	0.0%
March	-	7,165,479	-	0.0%	-	24,879,864	-	0.0%
April	-	8,085,671	-	0.0%	-	32,965,535	-	0.0%
May	-	7,788,073	-	0.0%	-	40,753,608	-	0.0%
June	-	7,878,264	-	0.0%	-	48,631,871	-	0.0%
July	-	8,534,830	-	0.0%	-	57,166,701	-	0.0%
August	-	8,045,260	-	0.0%	-	65,211,962	-	0.0%
September	-	8,486,702	-	0.0%	-	73,698,664	-	0.0%
October	-	8,673,502	-	0.0%	-	82,372,166	-	0.0%
November	-	7,979,537	-	0.0%	-	90,351,702	-	0.0%
December	-	7,901,798	-	0.0%	-	98,253,500	-	0.0%
	\$ 10,413,723	\$ 98,253,500	\$ 259,697					

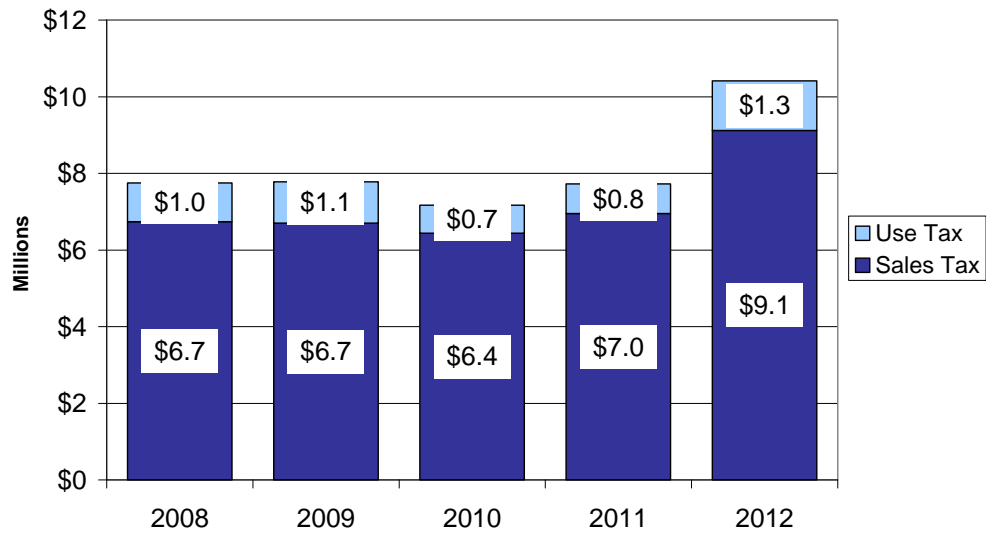
**Figure 8. Historical Collections**

January Monthly Year	Sales Tax Collections		Use Tax Collections		Combined Tax Collections	
	Month	Compared to Prior Year	Month	Compared to Prior Year	Month	Compared to Prior Year
2012	\$9,121,327	31.2%	\$1,292,396	68.2%	\$10,413,723	34.8%
2011	6,954,466	7.9%	768,404	5.5%	7,722,870	7.7%
2010	6,442,646	-3.9%	728,022	-32.2%	7,170,668	-7.8%
2009	6,704,831	-0.5%	1,073,544	6.0%	7,778,375	0.4%
2008	6,737,799	0.9%	1,012,657	-2.2%	7,750,457	0.5%
2007	6,676,988	1.1%	1,035,331	-1.0%	7,712,318	0.9%
2006	6,601,089	-0.3%	1,045,554	-22.9%	7,646,643	-4.2%
2005	6,622,167	1.9%	1,355,775	43.0%	7,977,942	7.1%
2004	6,497,835	4.1%	948,410	-37.7%	7,446,245	-4.1%
2003	6,244,216		1,523,180		7,767,396	

January Year to Date Year	Sales Tax Collections		Use Tax Collections		Combined Tax Collections	
	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year
2012	\$9,121,327	31.2%	\$1,292,396	68.2%	\$10,413,723	34.8%
2011	6,954,466	7.9%	768,404	5.5%	7,722,870	7.7%
2010	6,442,646	-3.9%	728,022	-32.2%	7,170,668	-7.8%
2009	6,704,831	-0.5%	1,073,544	6.0%	7,778,375	0.4%
2008	6,737,799	0.9%	1,012,657	-2.2%	7,750,457	0.5%
2007	6,676,988	1.1%	1,035,331	-1.0%	7,712,318	0.9%
2006	6,601,089	-0.3%	1,045,554	-22.9%	7,646,643	-4.2%
2005	6,622,167	1.9%	1,355,775	43.0%	7,977,942	7.1%
2004	6,497,835	4.1%	948,410	-37.7%	7,446,245	-4.1%
2003	6,244,216		1,523,180		7,767,396	

**Figure 9. January Collections**



**Figure 10. Year to Date Collections**

