



**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 – February 2012

Issued March 12, 2012

January 2012 transactions are the basis for the February report. Please note that payments received in February are predominately from January 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.

FEBRUARY SUMMARY

	February	Year to Date
Net Taxable Subject to Sales Tax:	15.5%	10.0%
Net Taxable Subject to Use Tax:	17.7%	25.3%
Total Net Taxable:	15.8%	11.5%

Year to date, net taxable sales are up 10.0% 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 February was \$1.5 million.

February Net Taxable Subject to Sales Tax. In February 2012, net taxable sales in Fort Collins increased 15.5% over February 2011. Net taxable sales totaled \$182.9 million compared to \$158.3 million in 2011.

February Net Taxable Subject to Use Tax. The net taxable amount reported of \$22.4 million increased 17.7% compared to last February. The net taxable amount subject to use tax on vehicles increased 24.0%. The amount subject to use tax related to building permits increased 79.9%. The net taxable amount reported on tax returns for use tax decreased 1.7% from 2011.

Total Net Taxable. Total net taxable (based on the 3.85% tax rate) of \$205.4 million was 15.8% higher than last February.

Retail Sales in the City's Downtown Area. The net taxable sales reported in February in the downtown area increased 4.6% from the same period in 2011.

Lodging Tax Collections. The City collected \$61,075 in lodging taxes in February. This was an increase of 20.3% from February 2011.

Sales Tax Licenses. The City received 91 applications for sales tax licenses for new businesses and 56 businesses terminated their license in February. There were 10,562 active sales tax licenses at the end of February.

Figure 1. Net Taxable

	February			Year to Date		
	Actual 2011	Actual 2012	% Change	Actual 2011	Actual 2012	% Change
\$ in millions						
SALES TAX						
Grocery, Convenience, Liquor	\$28.4	\$31.8	11.8%	\$70.5	\$80.0	13.5%
Restaurants, Caterers and Bars	22.7	24.7	8.8%	48.4	53.1	9.8%
General Merchandise	21.1	20.7	-2.0%	58.0	58.0	0.1%
Vehicle Sales, Parts and Repairs	11.8	13.9	17.9%	25.9	28.6	10.8%
Building Materials, Garden Equipment & Supplies	7.9	10.1	27.2%	20.0	22.6	12.8%
Sporting, Hobby, Book, Music	14.1	13.9	-1.2%	30.9	30.2	-2.2%
Broadcasting and Telecommunications	1.7	9.7	473.4%	11.9	20.1	69.3%
Electronics and Appliances	6.4	8.7	35.9%	22.2	23.0	3.3%
Miscellaneous Retailers	7.9	8.7	10.8%	22.9	23.5	2.3%
Utilities	11.5	12.5	8.6%	21.4	23.7	11.0%
Clothing and Accessories	4.9	5.4	11.1%	15.2	17.0	11.9%
Pharmacy, Salon and Laundry	4.6	4.4	-3.3%	11.2	11.3	1.6%
Other	2.8	3.7	35.0%	9.0	11.5	27.2%
Rental and Leasing Services	2.9	3.0	3.4%	6.6	6.8	3.8%
Furniture and Home Furnishings	3.1	3.2	4.2%	7.2	7.7	7.6%
Wholesale Trade	2.7	2.9	4.4%	6.2	7.0	12.1%
Lodging	2.0	2.4	18.2%	3.9	4.6	18.5%
Manufacturing	1.9	3.2	73.8%	5.6	7.7	36.9%
NET TAXABLE SUBJECT TO SALES TAX	158.3	182.9	15.5%	397.0	436.6	10.0%
USE TAX						
Building Permits	2.7	4.9	79.9%	4.7	7.5	58.3%
Car Tax	5.6	7.0	24.0%	11.3	14.7	29.5%
Return Tax	10.7	10.5	-1.7%	28.6	33.9	18.3%
NET TAXABLE SUBJECT TO USE TAX	19.1	22.4	17.7%	44.7	56.0	25.3%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$177.4	\$205.4	15.8%	\$441.6	\$492.6	11.5%

Figure 2. Local Retail Compared to National Retail

Retail Sales Category	% Change from January 2011 United States	% Change from January 2011 Fort Collins
Grocery, Convenience, Liquor	4.3	12.5
Restaurants, Caterers & Bars	8.2	11.7
General Merchandise	5.8	-2.4
Vehicle Sales, Parts & Repairs	7.3	19.5
Building Materials, Garden Equipment & Supplies	8.1	28.8
Clothing & Accessories	5.3	12.2
Furniture & Home Furnishings	7.8	10.2

At the national level, January retail sales (as reported on February 14th) increased 5.8% compared to the increase in Fort Collins' sales of 15.5%. January sales are the basis for the City's February sales tax collections and net taxable amounts (which are included in this report).

Figure 3. February 2012 - Net Taxable Sales Subject to Sales Tax

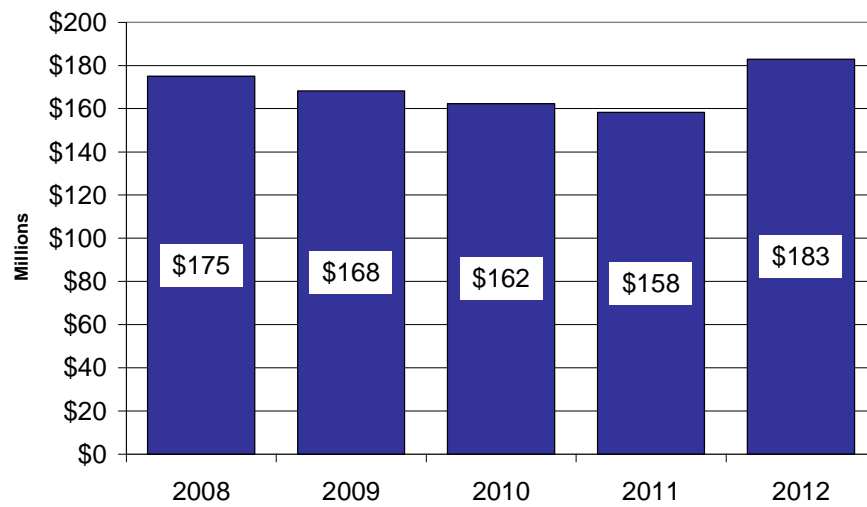


Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax

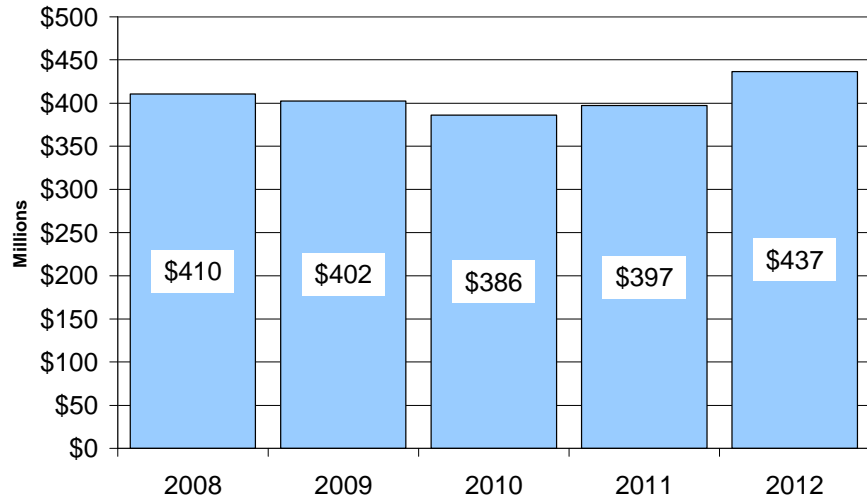
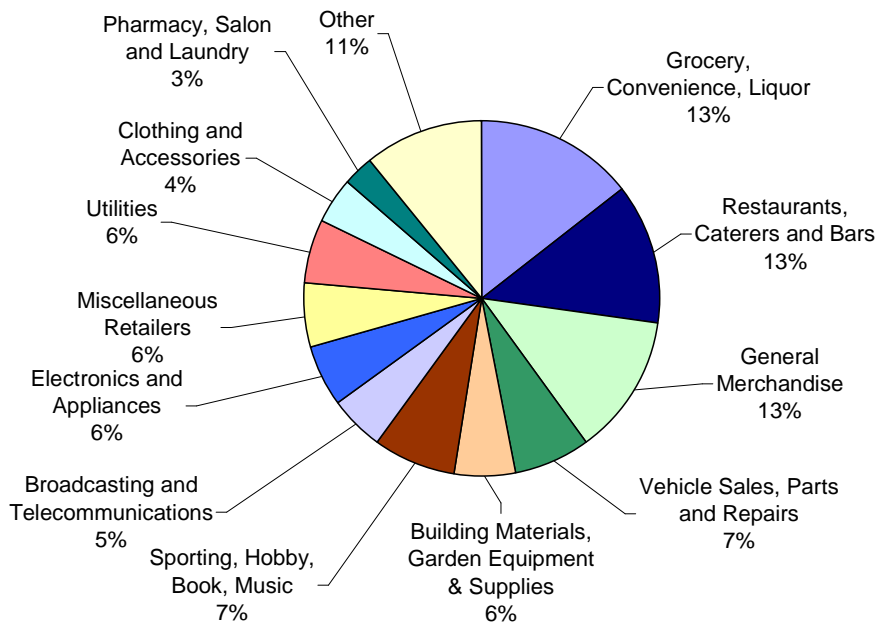


Figure 5. Sales and Use Tax

	February			Year to Date		
	Actual 2011	Actual 2012	% Change	Actual 2011	Actual 2012	% Change
SALES TAX RECEIPTS						
Grocery, Convenience, Liquor	\$798,247	\$898,276	12.5%	\$1,862,236	\$2,255,364	21.1%
Restaurants, Caterers and Bars	854,649	954,957	11.7%	1,619,858	2,035,242	25.6%
General Merchandise	705,465	688,635	-2.4%	1,754,234	1,999,894	14.0%
Vehicle Sales, Parts and Repairs	447,762	534,976	19.5%	872,471	1,104,921	26.6%
Building Materials, Garden Equipment & Supplies	302,137	389,299	28.8%	715,984	872,117	21.8%
Sporting, Hobby, Book, Music	535,816	535,657	0.0%	1,043,081	1,161,983	11.4%
Broadcasting and Telecommunications	64,861	374,723	477.7%	371,131	776,188	109.1%
Electronics and Appliances	228,601	323,180	41.4%	706,916	888,631	25.7%
Miscellaneous Retailers	299,788	349,206	16.5%	750,485	913,617	21.7%
Utilities	442,557	480,421	8.6%	739,180	913,763	23.6%
Clothing and Accessories	186,512	209,348	12.2%	495,436	655,589	32.3%
Pharmacy, Salon and Laundry	160,521	166,284	3.6%	357,184	424,820	18.9%
Other	103,397	146,276	41.5%	290,615	446,398	53.6%
Rental and Leasing Services	114,309	113,657	-0.6%	224,923	261,077	16.1%
Furniture and Home Furnishings	110,695	121,995	10.2%	235,579	295,213	25.3%
Wholesale Trade	101,274	106,140	4.8%	205,640	261,024	26.9%
Lodging	76,580	91,144	19.0%	133,133	177,231	33.1%
Manufacturing	70,539	120,409	70.7%	180,090	282,838	57.1%
TOTAL SALES TAX	5,603,710	6,604,583	17.9%	12,558,176	15,725,910	25.2%
USE TAX RECEIPTS						
Building Permits	105,587	189,954	79.9%	165,084	287,965	74.4%
Car Tax	217,416	269,670	24.0%	387,537	564,212	45.6%
Return Tax	411,411	404,606	-1.7%	950,197	1,304,449	37.3%
TOTAL USE TAX	734,414	864,230	17.7%	1,502,818	2,156,626	43.5%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	373,553	443,298	18.7%	948,599	1,059,165	11.7%
Building on Basics Projects (.25%)	373,553	443,298	18.7%	948,599	1,059,165	11.7%
Natural Areas and Parks (.25%)	373,553	443,298	18.7%	948,599	1,059,165	11.7%
Keep Fort Collins Great (.85%)	1,270,080	1,507,212	18.7%	1,270,080	3,601,159	183.5%
General Fund (2.25%)	3,947,385	4,631,707	17.3%	9,945,117	11,103,882	11.7%
TOTAL SALES & USE TAX	\$6,338,124	\$7,468,813	17.8%	\$14,060,994	\$17,882,536	27.2%

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	Actual	Budget	% Over/(Under)		Year to Date Actual	Year to Date Budget	Year to Date % Over/(Under)
			Over/(Under) Budget	Over/(Under) Budget			
January	\$ 10,413,723	\$ 10,154,026	\$ 259,697	2.6%	\$ 10,413,723	\$ 10,154,026	2.6%
February	7,468,813	7,560,358	(91,545)	-1.2%	17,882,536	17,714,384	0.9%
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%
	\$ 17,882,536	\$ 98,253,500	\$ 168,152				

Figure 8. Historical Collections

February 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
2012	\$6,604,583	17.9%	\$864,230	17.7%	\$7,468,813	17.8%
2011	5,603,710	19.4%	734,414	-2.8%	6,338,124	16.3%
2010	4,693,118	-3.5%	755,224	3.8%	5,448,342	-2.6%
2009	4,865,552	-4.9%	727,438	-20.7%	5,592,989	-7.3%
2008	5,116,145	0.4%	917,205	-5.9%	6,033,350	-0.6%
2007	5,093,756	-31.7%	974,323	38.4%	6,068,078	-25.6%
2006	7,455,117	63.6%	704,169	-32.3%	8,159,286	45.8%
2005	4,555,850	3.9%	1,040,881	14.7%	5,596,730	5.8%
2004	4,384,513	4.0%	907,718	-0.8%	5,292,232	3.1%
2003	4,217,049		915,392		5,132,441	

February 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
2012	\$15,725,910	25.2%	\$2,156,626	43.5%	\$17,882,536	27.2%
2011	12,558,176	12.8%	1,502,818	1.3%	14,060,994	11.4%
2010	11,135,764	-3.8%	1,483,246	-17.6%	12,619,010	-5.6%
2009	11,570,383	-2.4%	1,800,981	-6.7%	13,371,364	-3.0%
2008	11,853,944	0.7%	1,929,863	-4.0%	13,783,807	0.0%
2007	11,770,744	-16.3%	2,009,653	14.9%	13,780,397	-12.8%
2006	14,056,205	25.7%	1,749,723	-27.0%	15,805,929	16.4%
2005	11,178,017	2.7%	2,396,655	29.1%	13,574,672	6.6%
2004	10,882,348	4.0%	1,856,128	-23.9%	12,738,476	-1.3%
2003	10,461,265		2,438,572		12,899,837	

Figure 9. February Collections

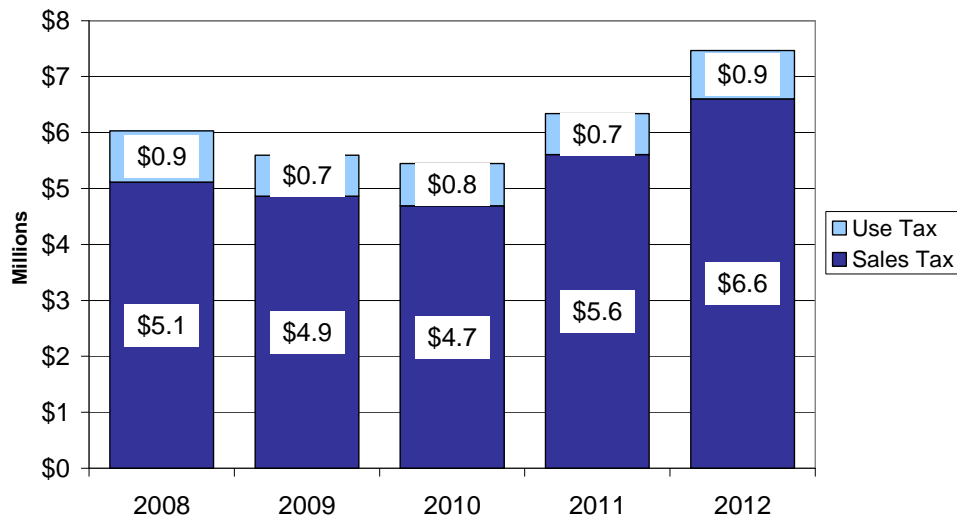


Figure 10. Year to Date Collections

