



**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 – March 2012

Issued April 10, 2012

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

MARCH SUMMARY

	March	Year to Date
Net Taxable Subject to Sales Tax:	-1.6%	6.4%
Net Taxable Subject to Use Tax:	74.7%	42.4%
Total Net Taxable:	7.3%	10.2%

Year to date, net taxable sales are up 6.4% 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 March was \$1.6 million.

March Net Taxable Subject to Sales Tax. In March 2012, net taxable sales in Fort Collins decreased 1.6% over March 2011. Net taxable sales totaled \$177.0 million compared to \$179.9 million in 2011.

March Net Taxable Subject to Use Tax. The net taxable amount reported of \$41.1 million increased 74.7% compared to last March. The net taxable amount subject to use tax on vehicles increased 19.6%. The amount subject to use tax related to building permits increased 42.0%. The net taxable amount reported on tax returns for use tax increased 113.9% from 2011.

Total Net Taxable. Total net taxable (based on the 3.85% tax rate) of \$218.1 million was 7.3% higher than last March.

Retail Sales in the City's Downtown Area. The net taxable sales reported in March in the downtown area increased 4.3% from the same period in 2011.

Lodging Tax Collections. The City collected \$58,697 in lodging taxes in March. This was an increase of 38.6% from March 2011.

Sales Tax Licenses. The City received 107 applications for sales tax licenses for new businesses and 58 businesses terminated their license in March. There were 10,611 active sales tax licenses at the end of March.

Figure 1. Net Taxable

	March			Year to Date		
	Actual 2011	Actual 2012	% Change	Actual 2011	Actual 2012	% Change
\$ in millions						
SALES TAX						
Grocery, Convenience, Liquor	\$29.2	\$33.0	12.9%	\$99.7	\$113.0	13.3%
Restaurants, Caterers and Bars	23.9	25.8	7.9%	72.3	78.9	9.1%
General Merchandise	21.8	22.1	1.0%	79.8	80.1	0.4%
Vehicle Sales, Parts and Repairs	12.4	12.7	3.0%	38.2	41.4	8.3%
Building Materials, Garden Equipment & Supplies	7.6	8.2	9.0%	27.6	30.8	11.8%
Sporting, Hobby, Book, Music	7.7	8.3	7.3%	38.7	38.5	-0.3%
Broadcasting and Telecommunications	16.9	9.9	-41.7%	28.8	30.0	4.1%
Electronics and Appliances	13.1	9.4	-28.2%	35.4	32.4	-8.4%
Miscellaneous Retailers	8.7	8.4	-2.9%	31.6	31.9	0.9%
Utilities	11.9	11.5	-3.6%	33.3	35.2	5.8%
Clothing and Accessories	5.6	5.9	3.9%	20.8	22.9	9.7%
Pharmacy, Salon and Laundry	4.6	4.5	-3.8%	15.8	15.8	0.0%
Other	3.0	3.2	6.0%	12.0	14.7	21.9%
Rental and Leasing Services	3.2	2.6	-18.3%	9.8	9.5	-3.5%
Furniture and Home Furnishings	3.0	3.1	5.5%	10.1	10.8	6.9%
Wholesale Trade	2.9	3.0	3.6%	9.1	10.0	9.4%
Lodging	2.1	2.5	19.0%	6.0	7.1	18.7%
Manufacturing	2.1	2.9	40.7%	7.7	10.7	37.9%
NET TAXABLE SUBJECT TO SALES TAX	179.9	177.0	-1.6%	576.8	613.6	6.4%
USE TAX						
Building Permits	6.2	8.8	42.0%	10.9	16.3	49.0%
Car Tax	5.1	6.0	19.6%	16.4	20.7	26.4%
Return Tax	12.3	26.2	113.9%	40.9	60.1	47.0%
NET TAXABLE SUBJECT TO USE TAX	23.5	41.1	74.7%	68.2	97.1	42.4%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$203.4	\$218.1	7.3%	\$645.0	\$710.7	10.2%

Figure 2. Local Retail Compared to National Retail

Retail Sales Category	% Change from February 2011 United States	% Change from February 2011 Fort Collins
Grocery, Convenience, Liquor	3.7	12.9
Restaurants, Caterers & Bars	8.2	7.9
General Merchandise	2.9	1.0
Vehicle Sales, Parts & Repairs	6.9	3.0
Building Materials, Garden Equipment & Supplies	13.8	9.0
Clothing & Accessories	7.3	3.9
Furniture & Home Furnishings	8.3	5.5

At the national level, February retail sales (as reported on March 13th) increased 6.5% compared to the decrease in Fort Collins' sales of 1.6%. February sales are the basis for the City's March sales tax collections and net taxable amounts (which are included in this report).

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

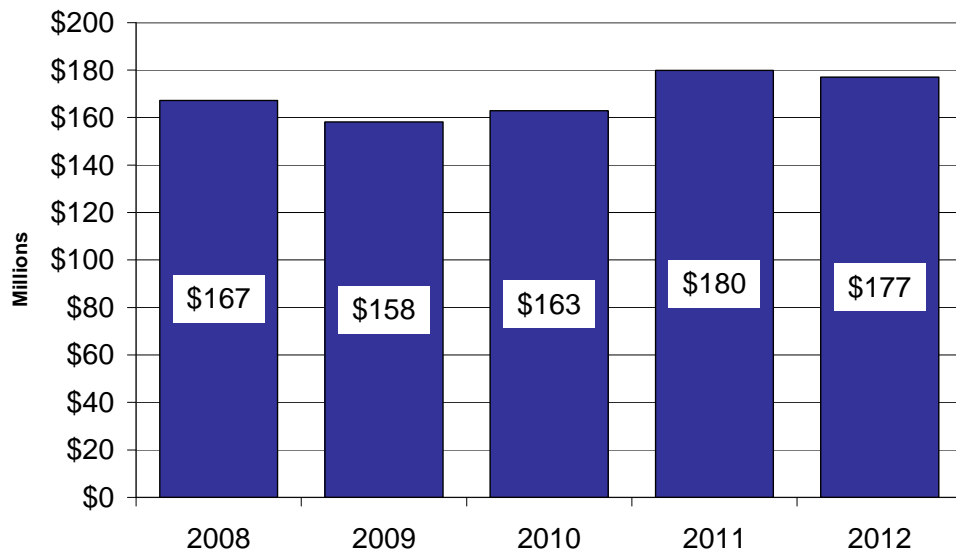


Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax

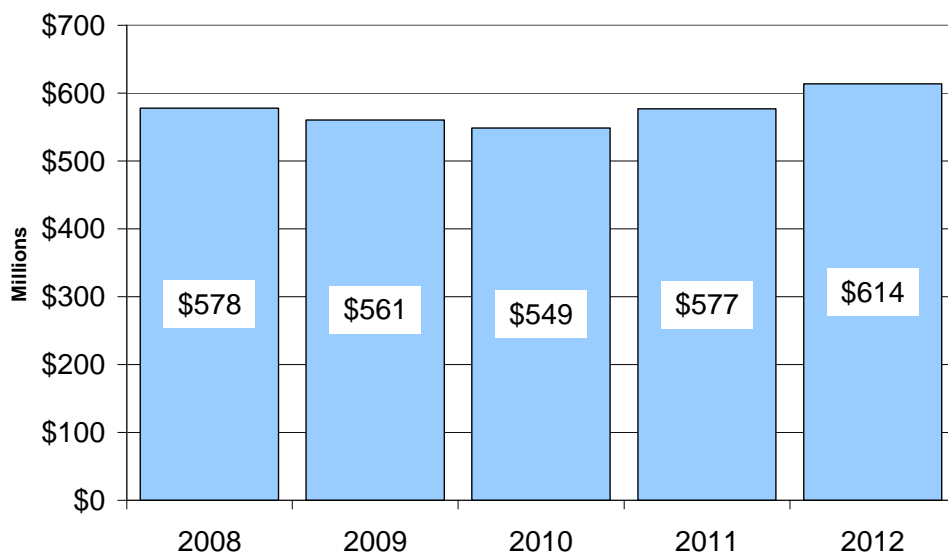
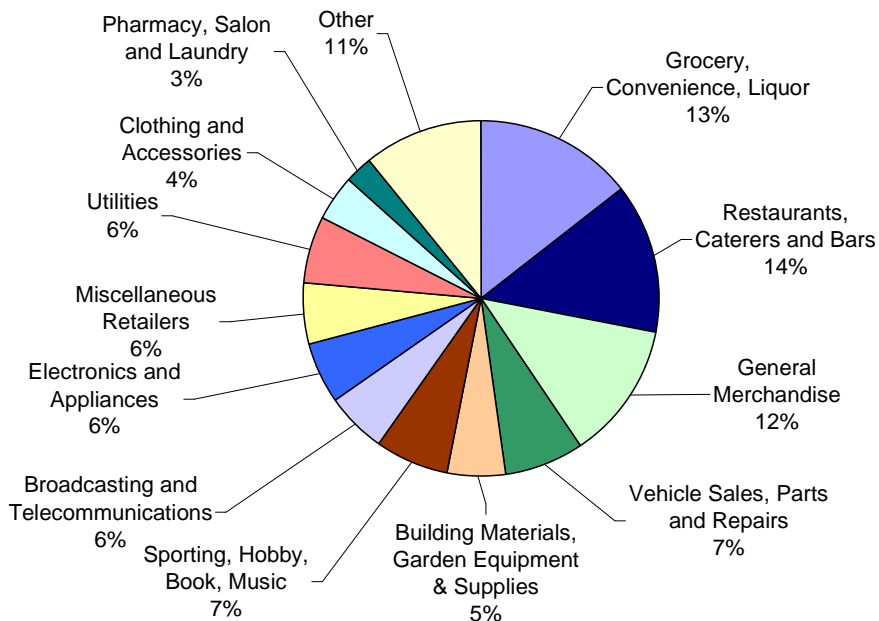


Figure 5. Sales and Use Tax

	March			Year to Date		
	Actual 2011	Actual 2012	% Change	Actual 2011	Actual 2012	% Change
SALES TAX RECEIPTS						
Grocery, Convenience, Liquor	\$827,023	\$930,841	12.6%	\$2,689,259	\$3,186,205	18.5%
Restaurants, Caterers and Bars	913,415	985,327	7.9%	2,533,273	3,020,569	19.2%
General Merchandise	738,097	741,834	0.5%	2,492,331	2,741,728	10.0%
Vehicle Sales, Parts and Repairs	480,828	492,838	2.5%	1,353,299	1,597,759	18.1%
Building Materials, Garden Equipment & Supplies	293,801	317,791	8.2%	1,009,785	1,189,908	17.8%
Sporting, Hobby, Book, Music	297,211	308,640	3.8%	1,340,292	1,470,623	9.7%
Broadcasting and Telecommunications	651,030	441,821	-32.1%	1,022,161	1,218,009	19.2%
Electronics and Appliances	507,568	361,737	-28.7%	1,214,484	1,250,368	3.0%
Miscellaneous Retailers	333,624	323,224	-3.1%	1,084,109	1,236,841	14.1%
Utilities	459,670	443,324	-3.6%	1,198,850	1,357,087	13.2%
Clothing and Accessories	216,976	225,289	3.8%	712,412	880,878	23.6%
Pharmacy, Salon and Laundry	170,388	165,027	-3.1%	527,572	589,847	11.8%
Other	119,108	125,474	5.3%	409,723	571,872	39.6%
Rental and Leasing Services	118,468	100,978	-14.8%	343,391	362,055	5.4%
Furniture and Home Furnishings	113,819	119,647	5.1%	349,398	414,860	18.7%
Wholesale Trade	110,060	107,959	-1.9%	315,700	368,983	16.9%
Lodging	80,210	95,201	18.7%	213,343	272,432	27.7%
Manufacturing	147,936	109,156	-26.2%	328,026	391,994	19.5%
TOTAL SALES TAX	6,579,232	6,396,108	-2.8%	19,137,408	22,122,018	15.6%
USE TAX RECEIPTS						
Building Permits	239,060	339,429	42.0%	404,144	627,394	55.2%
Car Tax	194,556	232,604	19.6%	582,093	796,816	36.9%
Return Tax	472,230	1,010,307	113.9%	1,422,427	2,314,756	62.7%
TOTAL USE TAX	905,846	1,582,340	74.7%	2,408,664	3,738,966	55.2%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	447,169	475,342	6.3%	1,395,768	1,534,507	9.9%
Building on Basics Projects (.25%)	447,169	475,342	6.3%	1,395,768	1,534,507	9.9%
Natural Areas and Parks (.25%)	447,169	475,342	6.3%	1,395,768	1,534,507	9.9%
Keep Fort Collins Great (.85%)	1,520,374	1,616,164	6.3%	2,790,454	5,217,323	100.0%
General Fund (2.25%)	4,623,197	4,936,258	6.8%	14,568,314	16,040,140	10.1%
TOTAL SALES & USE TAX	\$7,485,078	\$7,978,448	6.6%	\$21,546,072	\$25,860,984	20.0%

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	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	7,978,448	7,165,479	812,968	11.3%	25,860,984	24,879,864	3.9%
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%
	\$ 25,860,984	\$ 98,253,500	\$ 981,120				

Figure 8. Historical Collections

March 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
	2012	\$6,396,108 -2.8%	\$1,582,340 74.7%		\$7,978,448 6.6%	
	2011	6,579,232 34.3%	905,846 29.4%		7,485,078 33.7%	
	2010	4,897,926 8.5%	700,051 33.0%		5,597,977 11.1%	
	2009	4,512,677 -6.2%	526,547 -40.9%		5,039,223 -11.6%	
	2008	4,811,731 3.9%	890,569 43.9%		5,702,300 8.7%	
	2007	4,629,206 6.2%	618,790 -12.3%		5,247,996 3.7%	
	2006	4,357,405 -1.4%	705,572 -45.1%		5,062,977 -11.3%	
	2005	4,420,853 3.1%	1,285,277 33.6%		5,706,129 8.7%	
	2004	4,289,605 8.9%	961,976 25.3%		5,251,582 11.6%	
	2003	3,939,132	767,597		4,706,729	

March 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
	2012	\$22,122,018 15.6%	\$3,738,966 55.2%		\$25,860,984 20.0%	
	2011	19,137,408 19.4%	2,408,664 10.3%		21,546,072 18.3%	
	2010	16,033,690 -0.3%	2,183,297 -6.2%		18,216,987 -1.1%	
	2009	16,083,059 -3.5%	2,327,528 -17.5%		18,410,587 -5.5%	
	2008	16,665,675 1.6%	2,820,431 7.3%		19,486,107 2.4%	
	2007	16,399,950 -10.9%	2,628,443 7.1%		19,028,393 -8.8%	
	2006	18,413,610 18.0%	2,455,295 -33.3%		20,868,906 8.2%	
	2005	15,598,870 2.8%	3,681,932 30.7%		19,280,802 7.2%	
	2004	15,171,954 5.4%	2,818,104 -12.1%		17,990,058 2.2%	
	2003	14,400,396	3,206,169		17,606,566	

Figure 9. March Collections

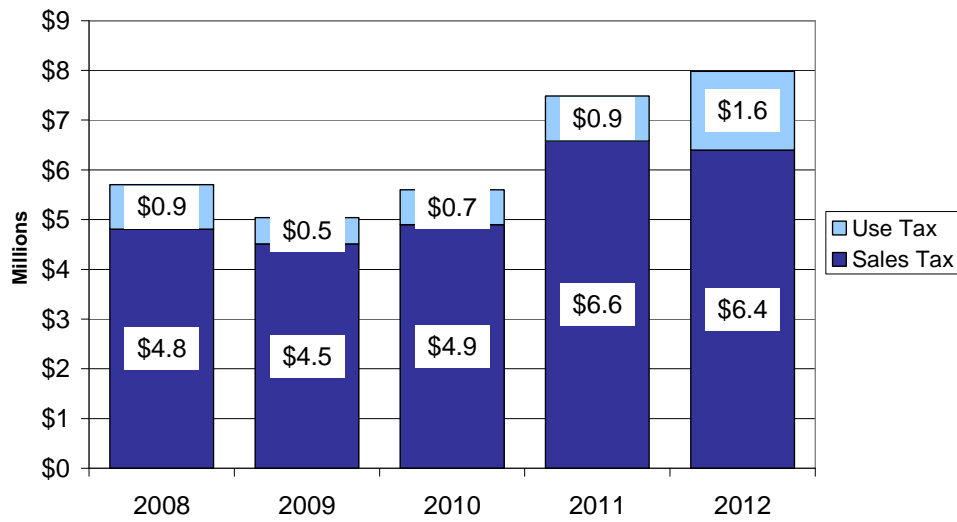


Figure 10. Year to Date Collections

