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 – June 2012

Issued July 10, 2012

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

JUNE SUMMARY

	June	Year to Date
Net Taxable Subject to Sales Tax:	**6.4%**	**6.7%**
Net Taxable Subject to Use Tax:	**131.2%**	**61.6%**
Total Net Taxable:	**19.0%**	**12.9%**

Year to date, net taxable sales are up 6.7% 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 June was $1.9 million.

June Net Taxable Subject to Sales Tax. In June 2012, net taxable sales in Fort Collins increased 6.4% over June 2011. Net taxable sales totaled $197.4 million compared to $185.4 million in 2011.

June Net Taxable Subject to Use Tax. The net taxable amount reported of $47.9 million increased 131.2% compared to last June. The net taxable amount subject to use tax on vehicles increased 18.6%. The amount subject to use tax related to building permits increased 241.5%. The net taxable amount reported on tax returns for use tax increased 143.2% from 2011.

Total Net Taxable. Total net taxable (based on the 3.85% tax rate) of $245.2 million was 19.0% higher than last June.

Retail Sales in the City's Downtown Area. The net taxable sales reported in June in the downtown area increased 5.5% from the same period in 2011.

Lodging Tax Collections. The City collected $96,638 in lodging taxes in June. This was an increase of 14.0% from June 2011.

Sales Tax Licenses. The City received 89 applications for sales tax licenses for new businesses and 23 businesses terminated their license in June. There were 10,777 active sales tax licenses at the end of June.

Figure 1. Net Taxable

$ in millions	June Actual 2011	June Actual 2012	June % Change	Year to Date Actual 2011	Year to Date Actual 2012	Year to Date % Change
SALES TAX						
Grocery, Convenience, Liquor	$31.2	$34.1	9.5%	$191.4	$213.8	11.7%
Restaurants, Caterers and Bars	27.3	29.9	9.4%	153.3	166.6	8.6%
General Merchandise	24.6	23.9	-2.6%	150.9	152.1	0.7%
Vehicle Sales, Parts and Repairs	13.0	15.3	17.0%	77.9	87.1	11.8%
Building Materials, Garden Equipment & Supplies	15.0	17.2	14.7%	66.4	76.7	15.4%
Sporting, Hobby, Book, Music	9.9	10.0	0.7%	66.4	67.3	1.3%
Broadcasting and Telecommunications	9.8	10.1	3.2%	57.9	60.4	4.3%
Electronics and Appliances	8.1	9.2	13.5%	61.6	60.4	-2.0%
Miscellaneous Retailers	8.4	9.5	13.1%	59.4	59.9	0.9%
Utilities	7.3	6.8	-6.7%	59.5	60.1	0.9%
Clothing and Accessories	6.2	6.6	7.0%	40.3	44.4	10.1%
Pharmacy, Salon and Laundry	4.8	4.1	-15.1%	31.0	28.9	-6.7%
Other	3.6	3.4	-5.7%	22.5	27.3	21.2%
Rental and Leasing Services	3.8	3.0	-21.0%	20.6	19.9	-3.6%
Furniture and Home Furnishings	3.4	4.1	20.3%	19.7	21.5	9.2%
Wholesale Trade	2.7	3.1	13.9%	18.8	20.0	6.1%
Lodging	3.4	3.6	7.4%	14.3	16.5	14.7%
Manufacturing	2.8	3.3	19.2%	16.5	21.3	28.4%
NET TAXABLE SUBJECT TO SALES TAX	**185.4**	**197.4**	**6.4%**	**1,128.7**	**1,203.9**	**6.7%**
USE TAX						
Building Permits	4.7	16.0	241.5%	29.1	47.0	61.4%
Car Tax	5.7	6.7	18.6%	37.0	44.4	20.0%
Return Tax	10.3	25.1	143.2%	79.3	143.6	81.1%
NET TAXABLE SUBJECT TO USE TAX	**20.7**	**47.9**	**131.2%**	**145.5**	**235.0**	**61.6%**
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	**$206.1**	**$245.2**	**19.0%**	**$1,274.2**	**$1,439.0**	**12.9%**

Figure 2. Local Retail Compared to National Retail

Retail Sales Category	% Change from May 2011 United States	% Change from May 2011 Fort Collins
Grocery, Convenience, Liquor	3.0	9.5
Restaurants, Caterers & Bars	7.4	9.4
General Merchandise	0.7	-2.6
Vehicle Sales, Parts & Repairs	10.0	17.0
Building Materials, Garden Equipment & Supplies	5.3	14.7
Clothing & Accessories	5.4	7.0
Furniture & Home Furnishings	8.7	20.3

At the national level, May retail sales (as reported on June 13th) increased 5.3% compared to the increase in Fort Collins' sales of 6.4%. May sales are the basis for the City's June sales tax collections and net taxable amounts (which are included in this report).

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

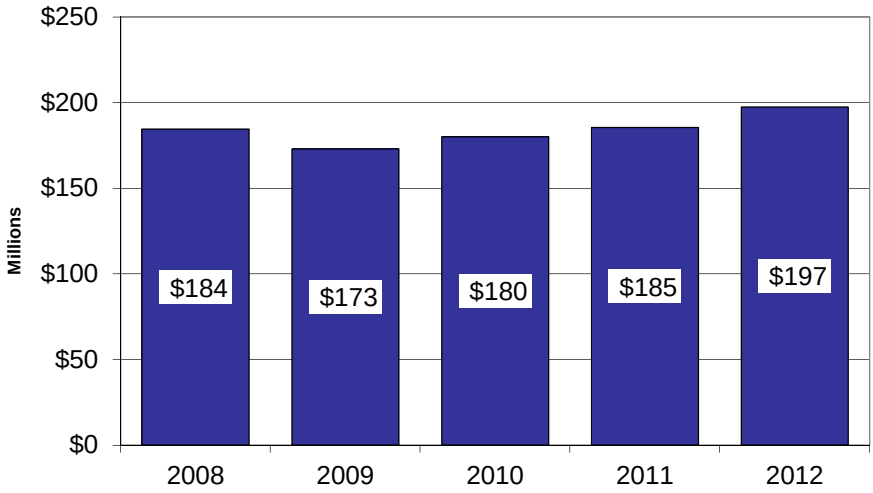


Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax

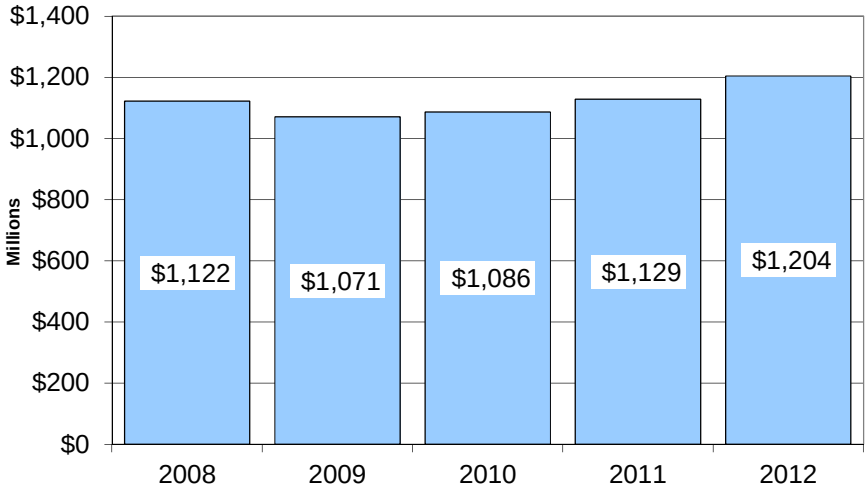
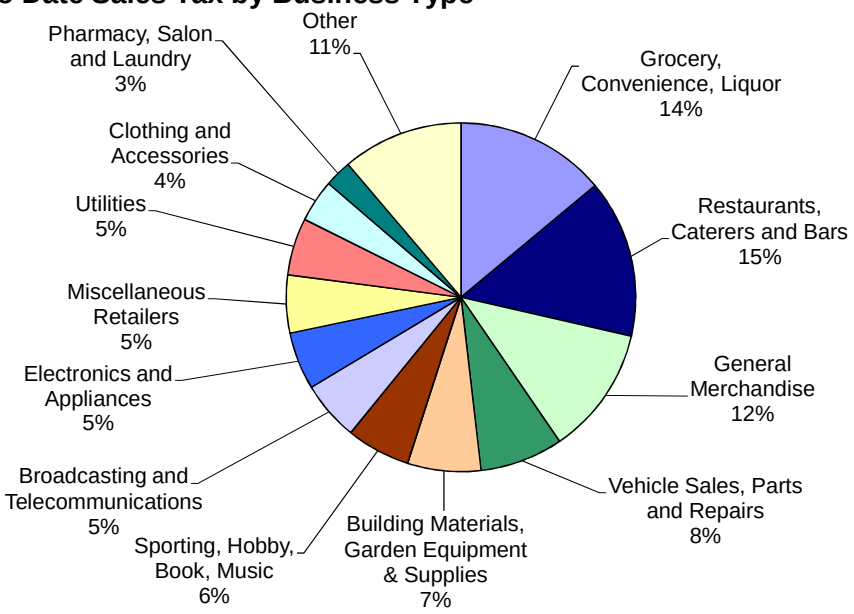


Figure 5. Sales and Use Tax

	June			Year to Date		
	Actual 2011	Actual 2012	% Change	Actual 2011	Actual 2012	% Change
SALES TAX RECEIPTS						
Grocery, Convenience, Liquor	$891,741	$976,953	9.6%	$5,292,466	$6,058,876	14.5%
Restaurants, Caterers and Bars	1,051,422	1,145,242	8.9%	5,652,905	6,380,547	12.9%
General Merchandise	833,099	809,503	-2.8%	4,898,192	5,175,182	5.7%
Vehicle Sales, Parts and Repairs	502,179	586,699	16.8%	2,879,277	3,356,361	16.6%
Building Materials, Garden Equipment & Supplies	580,153	662,523	14.2%	2,506,684	2,950,136	17.7%
Sporting, Hobby, Book, Music	380,703	383,797	0.8%	2,409,736	2,577,629	7.0%
Broadcasting and Telecommunications	376,989	388,711	3.1%	2,143,363	2,390,225	11.5%
Electronics and Appliances	316,345	355,397	12.3%	2,225,587	2,329,164	4.7%
Miscellaneous Retailers	322,371	384,274	19.2%	2,158,841	2,330,406	7.9%
Utilities	282,418	263,569	-6.7%	2,207,523	2,313,095	4.8%
Clothing and Accessories	237,596	255,504	7.5%	1,462,946	1,716,973	17.4%
Pharmacy, Salon and Laundry	180,746	153,032	-15.3%	1,101,034	1,086,041	-1.4%
Other	139,636	130,396	-6.6%	814,959	1,061,432	30.2%
Rental and Leasing Services	146,505	116,209	-20.7%	759,793	764,807	0.7%
Furniture and Home Furnishings	174,239	155,754	-10.6%	756,472	824,602	9.0%
Wholesale Trade	103,225	172,410	67.0%	682,046	797,466	16.9%
Lodging	130,726	140,290	7.3%	536,483	632,931	18.0%
Manufacturing	102,381	124,077	21.2%	656,350	788,726	20.2%
TOTAL SALES TAX	**6,752,474**	**7,204,340**	**6.7%**	**39,144,657**	**43,534,599**	**11.2%**
USE TAX RECEIPTS						
Building Permits	180,285	615,742	241.5%	1,103,893	1,808,501	63.8%
Car Tax	218,851	259,667	18.7%	1,377,479	1,711,099	24.2%
Return Tax	397,734	967,102	143.2%	2,901,055	5,529,640	90.6%
TOTAL USE TAX	**796,870**	**1,842,511**	**131.2%**	**5,382,427**	**9,049,240**	**68.1%**
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	449,926	544,682	21.1%	2,767,696	3,140,928	13.5%
Building on Basics Projects (.25%)	449,926	544,682	21.1%	2,767,696	3,140,928	13.5%
Natural Areas and Parks (.25%)	449,926	544,682	21.1%	2,767,696	3,140,928	13.5%
Keep Fort Collins Great (.85%)	1,529,747	1,851,916	21.1%	7,455,012	10,679,152	43.2%
General Fund (2.25%)	4,669,819	5,560,889	19.1%	28,768,984	32,481,903	12.9%
TOTAL SALES & USE TAX	**$7,549,344**	**$9,046,851**	**19.8%**	**$44,527,084**	**$52,583,839**	**18.1%**

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) Budget	% Over/(Under) Budget	Year to Date Actual	Year to Date Budget	Year to Date % 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	9,025,853	8,085,671	940,182	11.6%	34,886,837	32,965,535	5.8%
May	8,650,151	7,788,073	862,078	11.1%	43,536,988	40,753,608	6.8%
June	9,046,851	7,878,264	1,168,587	14.8%	52,583,839	48,631,871	8.1%
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%
	$ 52,583,839	$ 98,253,500	$ 3,951,967				

Figure 8. Historical Collections

June Monthly	**Sales Tax Collections**		**Use Tax Collections**		**Combined Tax Collections**	
Year	Month	Compared to Prior Year	Month	Compared to Prior Year	Month	Compared to Prior Year
2012	$7,204,340	6.7%	$1,842,511	131.2%	$9,046,851	19.8%
2011	6,752,474	29.2%	796,870	-9.8%	7,549,344	23.6%
2010	5,225,452	0.3%	883,161	141.4%	6,108,613	9.6%
2009	5,207,396	-1.8%	365,843	-55.1%	5,573,238	-8.9%
2008	5,302,812	2.2%	814,219	-15.8%	6,117,031	-0.6%
2007	5,186,464	5.5%	966,658	26.9%	6,153,121	8.4%
2006	4,916,011	2.7%	761,831	-18.8%	5,677,842	-0.8%
2005	4,787,147	2.0%	937,757	-3.8%	5,724,905	1.0%
2004	4,692,786	1.6%	975,045	22.1%	5,667,831	4.6%
2003	4,620,132		798,835		5,418,967	

June Year to Date	**Sales Tax Collections**		**Use Tax Collections**		**Combined Tax Collections**	
Year	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year
2012	$43,534,599	11.2%	$9,049,240	68.1%	$52,583,839	18.1%
2011	39,144,657	23.9%	5,382,427	9.5%	44,527,084	22.0%
2010	31,595,871	2.0%	4,915,471	28.0%	36,511,342	4.8%
2009	30,987,017	-4.3%	3,838,967	-30.8%	34,825,984	-8.2%
2008	32,393,523	1.2%	5,548,289	-20.3%	37,941,812	-2.6%
2007	32,014,165	-3.4%	6,959,090	34.7%	38,973,256	1.7%
2006	33,148,932	10.7%	5,166,090	-22.4%	38,315,022	4.6%
2005	29,957,424	2.6%	6,657,731	3.6%	36,615,155	2.8%
2004	29,204,169	5.0%	6,426,646	5.3%	35,630,815	5.0%
2003	27,816,621		6,104,113		33,920,734	

Figure 9. June Collections

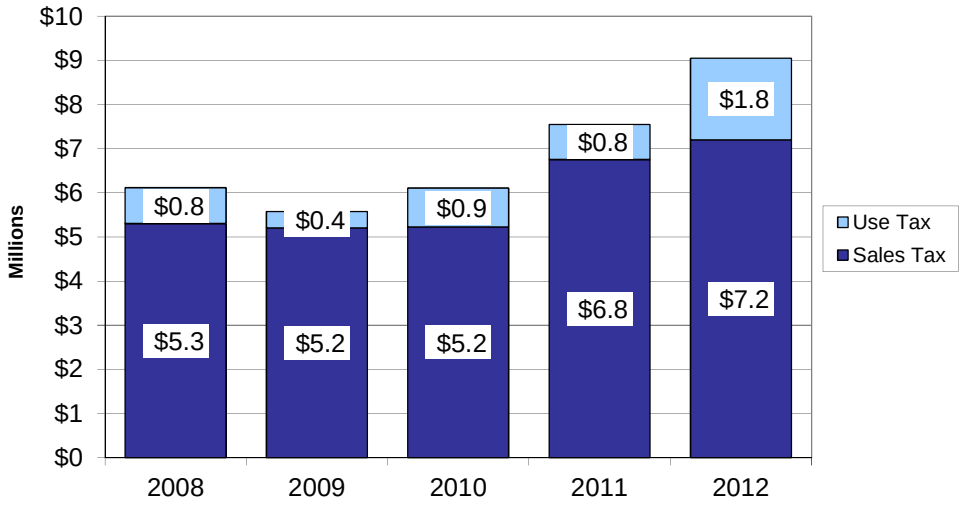
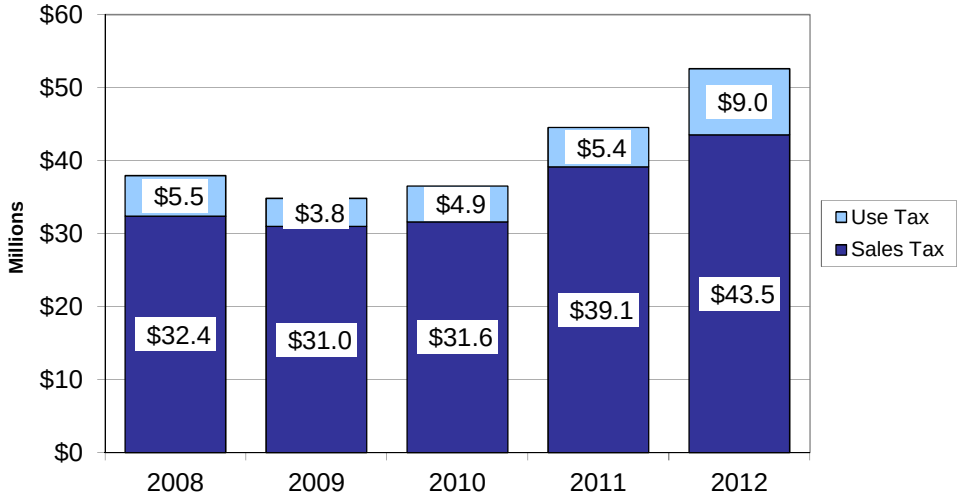



Figure 10. Year to Date Collections