

Financial Services
Sales Tax Division
215 N. Mason Street – 2<sup>nd</sup> Floor
PO Box 580
Fort Collins, CO 80522-0580

**970.221.6780** 970.221.6782 - fax fcgov.com

## Sales and Use Tax Report – July 2012

Issued August 10, 2012

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

## **JULY SUMMARY**

	July	Year to Date
Net Taxable Subject to Sales Tax:	4.9%	6.4%
Net Taxable Subject to Use Tax:	10.6%	50.9%
Total Net Taxable:	5.8%	11.8%

Year to date, net taxable sales are up 6.4% 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 July was \$1.9 million.

**July Net Taxable Subject to Sales Tax.** In July 2012, net taxable sales in Fort Collins increased 4.9% over July 2011. Net taxable sales totaled \$213.7 million compared to \$203.8 million in 2011.

**July Net Taxable Subject to Use Tax.** The net taxable amount reported of \$42.5 million increased 10.6% compared to last July. The net taxable amount subject to use tax on vehicles increased 6.9%. The amount subject to use tax related to building permits decreased 17.4%. The net taxable amount reported on tax returns for use tax increased 47.0% from 2011.

**Total Net Taxable.** Total net taxable (based on the 3.85% tax rate) of \$256.2 million was 5.8% higher than last July.

**Retail Sales in the City's Downtown Area.** The net taxable sales reported in July in the downtown area increased 2.5% from the same period in 2011.

**Lodging Tax Collections.** The City collected \$123,050 in lodging taxes in July. This was an increase of 18.7% from July 2011.

**Sales Tax Licenses.** The City received 85 applications for sales tax licenses for new businesses and 31 businesses terminated their license in July. There were 10,831 active sales tax licenses at the end of July.

Figure 1. Net Taxable		July		Year to Date			
	Actual	Actual	%	Actual	Actual	%	
\$ in millions	2011	2012	Change	2011	2012	Change	
SALES TAX							
Grocery, Convenience, Liquor	\$32.4	\$35.2	8.8%	\$223.8	\$249.1	11.3%	
Restaurants, Caterers and Bars	27.4	28.6	4.5%	180.7	195.2	8.0%	
General Merchandise	25.7	26.2	1.7%	176.7	178.2	0.9%	
Vehicle Sales, Parts and Repairs	14.1	15.3	9.1%	91.9	102.4	11.4%	
Building Materials, Garden Equipment & Supplies	17.6	18.2	3.0%	84.1	94.8	12.8%	
Sporting, Hobby, Book, Music	11.2	10.3	-8.0%	77.6	77.6	0.0%	
Broadcasting and Telecommunications	9.9	10.4	5.1%	67.9	70.9	4.4%	
Electronics and Appliances	9.7	11.3	17.3%	71.3	71.7	0.6%	
Miscellaneous Retailers	11.4	11.3	-1.1%	70.8	71.2	0.6%	
Utilities	7.3	7.1	-2.9%	66.8	67.2	0.5%	
Clothing and Accessories	7.6	7.5	-1.4%	48.0	51.9	8.2%	
Pharmacy, Salon and Laundry	5.4	4.6	-15.1%	36.4	33.5	-8.0%	
Other	5.6	5.6	-0.3%	28.1	32.9	16.9%	
Rental and Leasing Services	3.9	3.9	0.6%	24.5	23.8	-2.9%	
Furniture and Home Furnishings	4.1	4.2	4.6%	23.7	25.7	8.4%	
Wholesale Trade	3.6	4.4	24.3%	22.4	24.4	9.0%	
Lodging	3.4	4.9	42.9%	17.8	21.4	20.2%	
Manufacturing	3.4	4.5	30.0%	20.0	25.7	28.7%	
NET TAXABLE SUBJECT TO SALES TAX	203.8	213.7	4.9%	1,332.5	1,417.7	6.4%	
USETAX							
Building Permits	16.7	13.8	-17.4%	45.8	60.7	32.7%	
Car Tax	8.1	8.7	6.9%	45.1	53.1	17.7%	
Return Tax	13.7	20.1	47.0%	93.0	163.7	76.1%	
NET TAXABLE SUBJECT TO USE TAX	38.4	42.5	10.6%	183.9	277.6	50.9%	
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$242.3	\$256.2	5.8%	\$1,516.4	\$1,695.2	11.8%	

Figure 2. Local Retail Compared to National Retail

Retail Sales Category	% Change from June 2011 United States	% Change from June 2011 Fort Collins
Grocery, Convenience, Liquor	2.1	8.8
Restaurants, Caterers & Bars	6.3	4.5
General Merchandise	-0.3	1.7
Vehicle Sales, Parts & Repairs	7.3	9.1
Building Materials, Garden Equipment & Supplies	0.6	3.0
Clothing & Accessories	3.5	-1.4
Furniture & Home Furnishings	7.8	4.6

At the national level, June retail sales (as reported on July 16th) increased 3.8% compared to the increase in Fort Collins' sales of 4.9%. June sales are the basis for the City's July sales tax collections and net taxable amounts (which are included in this report).

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

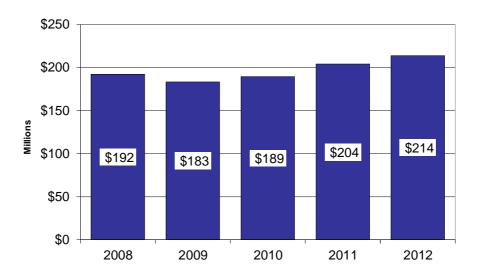


Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax

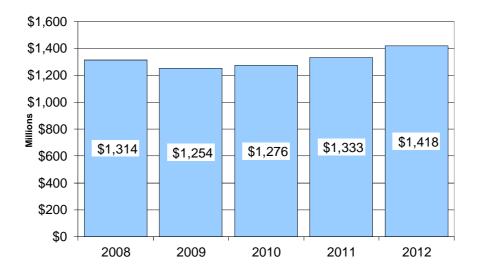
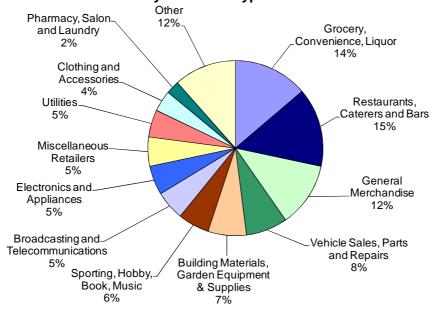


Figure 5. Sales and Use Tax		July		Year to Date			
	Actual	Actual	%	Actual	Actual	%	
	2011	2012	Change	2011	2012	Change	
SALES TAX RECEIPTS							
Grocery, Convenience, Liquor	\$916,367	\$1,006,330	9.8%	\$6,208,833	\$7,065,206	13.8%	
Restaurants, Caterers and Bars	1,033,056	1,104,937	7.0%	6,685,961	7,485,484		
General Merchandise	882,279	960,936	8.9%	5,780,471	6,136,118	6.2%	
Vehicle Sales, Parts and Repairs	545,804	591,338	8.3%	3,425,081	3,947,699	15.3%	
Building Materials, Garden Equipment & Supplies	701,513	692,757	-1.2%	3,208,197	3,642,893	13.5%	
Sporting, Hobby, Book, Music	429,355	396,576	-7.6%	2,839,091	2,974,205	4.8%	
Broadcasting and Telecommunications	370,275	402,905	8.8%	2,513,638	2,793,130	11.1%	
Electronics and Appliances	370,845	435,929	17.6%	2,596,432	2,765,093	6.5%	
Miscellaneous Retailers	440,546	434,649	-1.3%	2,599,387	2,765,055	6.4%	
Utilities	281,768	273,776	-2.8%	2,489,291	2,586,871	3.9%	
Clothing and Accessories	290,457	290,141	-0.1%	1,753,403	2,007,114	14.5%	
Pharmacy, Salon and Laundry	243,435	171,429	-29.6%	1,344,469	1,257,470	-6.5%	
Other	214,250	214,033	-0.1%	1,029,209	1,275,465	23.9%	
Rental and Leasing Services	150,079	151,167	0.7%	909,872	915,974	0.7%	
Furniture and Home Furnishings	157,289	162,824	3.5%	913,761	987,426	8.1%	
Wholesale Trade	132,610	165,763	25.0%	814,656	963,229	18.2%	
Lodging	132,699	190,047	43.2%	669,182	822,978	23.0%	
Manufacturing	129,492	167,185	29.1%	785,842	955,911	21.6%	
TOTAL SALES TAX	7,422,119	7,812,722	5.3%	46,566,776	51,347,321	10.3%	
USE TAX RECEIPTS							
Building Permits	641,774	529,879	-17.4%	1,745,667	2,338,380	34.0%	
Car Tax	312,318	333,797	6.9%	1,689,797	2,044,896	21.0%	
Return Tax	526,102	773,522	47.0%	3,427,157	6,303,162	83.9%	
TOTAL USE TAX	1,480,194	1,637,198	10.6%	6,862,621	10,686,438	55.7%	
SALES & USE TAX DISTRIBUTION							
Streets and Transportation (.25%)	536,362	569,098	6.1%	3,304,058	3,710,026	12.3%	
Building on Basics Projects (.25%)	536,362	569,098	6.1%	3,304,058	3,710,026	12.3%	
Natural Areas and Parks (.25%)	536,362	569,098	6.1%	3,304,058	3,710,026	12.3%	
Keep Fort Collins Great (.85%)	1,823,632	1,934,930	6.1%	9,278,644	12,614,082	35.9%	
General Fund (2.25%)	5,469,595	5,807,696	6.2%	34,238,579	38,289,599	11.8%	
TOTAL SALES & USE TAX	\$8,902,313	\$9,449,920	6.2%	\$53,429,397	\$62,033,759	16.1%	

Figure 6. Year to Date Sales Tax by Business Type



Information on the various business type categories can be found at <a href="www.fcgov.com/salestax/salesreport.php">www.fcgov.com/salestax/salesreport.php</a>.

Figure 7. Budget to Actual - Sales and Use Tax Collections

						%			YTD %
				0	ver/(Under)	Over/(Under)	YTD	YTD	Over/(Under)
Month		Actual	Budget		Budget	Budget	Actual	Budget	Budget
January	\$	9,121,327	\$ 9,007,432	\$	113,895	1.3%	\$ 9,121,327	\$ 9,007,432	1.3%
February		6,604,583	6,558,821		45,762	0.7%	15,725,910	15,566,253	1.0%
March		6,396,108	6,108,228		287,880	4.7%	22,122,018	21,674,481	2.1%
April		7,358,465	6,992,642		365,823	5.2%	29,480,483	28,667,123	2.8%
May		6,849,776	6,489,204		360,572	5.6%	36,330,259	35,156,328	3.3%
June		7,204,340	6,822,227		382,113	5.6%	43,534,599	41,978,555	3.7%
July		7,812,722	7,362,940		449,782	6.1%	51,347,321	49,341,494	4.1%
August		-	6,845,288		-	0.0%	-	56,186,783	0.0%
September		-	7,383,991		-	0.0%	-	63,570,774	0.0%
October		-	7,498,912		-	0.0%	-	71,069,685	0.0%
November		-	6,893,582		-	0.0%	-	77,963,267	0.0%
December		-	6,921,233		-	0.0%	-	84,884,500	0.0%
	\$ :	51,347,321	\$ 84,884,500	\$	2,005,827				

Figure 8. Historical Collections

July	Sales Tax	Collections	Use Tax C	<u>ollections</u>	Combined Ta	x Collections
Monthly		Compared to		Compared to		Compared to
Year	Month	Prior Year	Month	Prior Year	Month	Prior Year
2012	\$7,812,722	5.3%	\$1,637,198	10.6%	\$9,449,920	6.2%
2011	7,422,119	34.8%	1,480,194	92.6%	8,902,313	41.8%
2010	5,507,911	4.2%	768,525	-17.6%	6,276,436	0.9%
2009	5,286,655	-4.7%	933,214	9.5%	6,219,869	-2.8%
2008	5,546,539	-1.4%	852,592	-23.8%	6,399,131	-5.1%
2007	5,625,972	7.6%	1,118,414	53.6%	6,744,386	13.2%
2006	5,229,298	3.6%	728,110	-28.0%	5,957,408	-1.7%
2005	5,048,343	-0.7%	1,011,889	-4.0%	6,060,232	-1.2%
2004	5,082,866	5.7%	1,053,581	4.8%	6,136,447	5.6%
2003	4,808,021		1,004,853		5,812,874	
July	Calaa Tay	Calla at! a.a.a	11 T A	-114:	A 1 - 1 1 - T -	<b>~</b>
July	Sales lax	<u>Collections</u>	Use Tax C	onections	Combined 1a	x Collections
Year to Date	Sales lax	Compared to	USE TAX C	Compared to	Combined 1a	Compared to
-	Year to Date	_	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year
Year to Date	Year to Date \$51,347,321	Compared to	Year to Date \$10,686,438	Compared to	Year to Date \$62,033,759	Compared to
Year to Date Year 2012 2011	Year to Date \$51,347,321 46,566,776	Compared to Prior Year 10.3% 25.5%	Year to Date \$10,686,438 6,862,621	Compared to Prior Year 55.7% 20.7%	Year to Date	Compared to Prior Year
Year to Date Year 2012 2011 2010	Year to Date \$51,347,321 46,566,776 37,103,782	Compared to Prior Year 10.3%	Year to Date \$10,686,438 6,862,621 5,683,996	Compared to Prior Year 55.7% 20.7% 19.1%	Year to Date \$62,033,759 53,429,397 42,787,778	Compared to Prior Year 16.1%
Year to Date Year 2012 2011	Year to Date \$51,347,321 46,566,776 37,103,782 36,273,672	Compared to Prior Year 10.3% 25.5%	Year to Date \$10,686,438 6,862,621 5,683,996 4,772,181	Compared to Prior Year 55.7% 20.7%	Year to Date \$62,033,759 53,429,397 42,787,778 41,045,853	Compared to Prior Year 16.1% 24.9%
Year to Date Year 2012 2011 2010	Year to Date \$51,347,321 46,566,776 37,103,782	Compared to Prior Year 10.3% 25.5% 2.3%	Year to Date \$10,686,438 6,862,621 5,683,996	Compared to Prior Year 55.7% 20.7% 19.1%	Year to Date \$62,033,759 53,429,397 42,787,778	Compared to Prior Year 16.1% 24.9% 4.2%
Year to Date Year 2012 2011 2010 2009 2008 2007	Year to Date \$51,347,321 46,566,776 37,103,782 36,273,672 37,940,061 37,640,137	Compared to Prior Year 10.3% 25.5% 2.3% -4.4% 0.8% -1.9%	Year to Date \$10,686,438 6,862,621 5,683,996 4,772,181	Compared to Prior Year 55.7% 20.7% 19.1% -25.4%	Year to Date \$62,033,759 53,429,397 42,787,778 41,045,853	Compared to Prior Year 16.1% 24.9% 4.2% -7.4%
Year to Date Year 2012 2011 2010 2009 2008 2007 2006	Year to Date \$51,347,321 46,566,776 37,103,782 36,273,672 37,940,061 37,640,137 38,378,230	Compared to Prior Year 10.3% 25.5% 2.3% -4.4% 0.8% -1.9% 9.6%	Year to Date \$10,686,438 6,862,621 5,683,996 4,772,181 6,400,882 8,077,504 5,894,200	Compared to Prior Year 55.7% 20.7% 19.1% -25.4% -20.8%	Year to Date \$62,033,759 53,429,397 42,787,778 41,045,853 44,340,943 45,717,641 44,272,430	Compared to Prior Year 16.1% 24.9% 4.2% -7.4% -3.0%
Year to Date Year  2012 2011 2010 2009 2008 2007 2006 2005	Year to Date \$51,347,321 46,566,776 37,103,782 36,273,672 37,940,061 37,640,137	Compared to Prior Year  10.3% 25.5% 2.3% -4.4% 0.8% -1.9% 9.6% 2.1%	Year to Date \$10,686,438 6,862,621 5,683,996 4,772,181 6,400,882 8,077,504	Compared to Prior Year 55.7% 20.7% 19.1% -25.4% -20.8% 37.0%	Year to Date \$62,033,759 53,429,397 42,787,778 41,045,853 44,340,943 45,717,641	Compared to Prior Year 16.1% 24.9% 4.2% -7.4% -3.0% 3.3%
Year to Date Year 2012 2011 2010 2009 2008 2007 2006	Year to Date \$51,347,321 46,566,776 37,103,782 36,273,672 37,940,061 37,640,137 38,378,230	Compared to Prior Year 10.3% 25.5% 2.3% -4.4% 0.8% -1.9% 9.6%	Year to Date \$10,686,438 6,862,621 5,683,996 4,772,181 6,400,882 8,077,504 5,894,200	Compared to Prior Year 55.7% 20.7% 19.1% -25.4% -20.8% 37.0% -23.1%	Year to Date \$62,033,759 53,429,397 42,787,778 41,045,853 44,340,943 45,717,641 44,272,430	Compared to Prior Year 16.1% 24.9% 4.2% -7.4% -3.0% 3.3% 3.7%
Year to Date Year  2012 2011 2010 2009 2008 2007 2006 2005	Year to Date \$51,347,321 46,566,776 37,103,782 36,273,672 37,940,061 37,640,137 38,378,230 35,005,767	Compared to Prior Year  10.3% 25.5% 2.3% -4.4% 0.8% -1.9% 9.6% 2.1%	Year to Date \$10,686,438 6,862,621 5,683,996 4,772,181 6,400,882 8,077,504 5,894,200 7,669,620	Compared to Prior Year 55.7% 20.7% 19.1% -25.4% -20.8% 37.0% -23.1% 2.5%	Year to Date \$62,033,759 53,429,397 42,787,778 41,045,853 44,340,943 45,717,641 44,272,430 42,675,386	Compared to Prior Year  16.1% 24.9% 4.2% -7.4% -3.0% 3.3% 3.7% 2.2%

Figure 9. June Collections

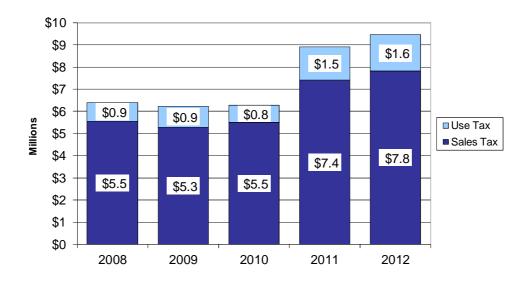


Figure 10. Year to Date Collections

