



## Sales and Use Tax Collection Report – May 2013

Issued June 10, 2013

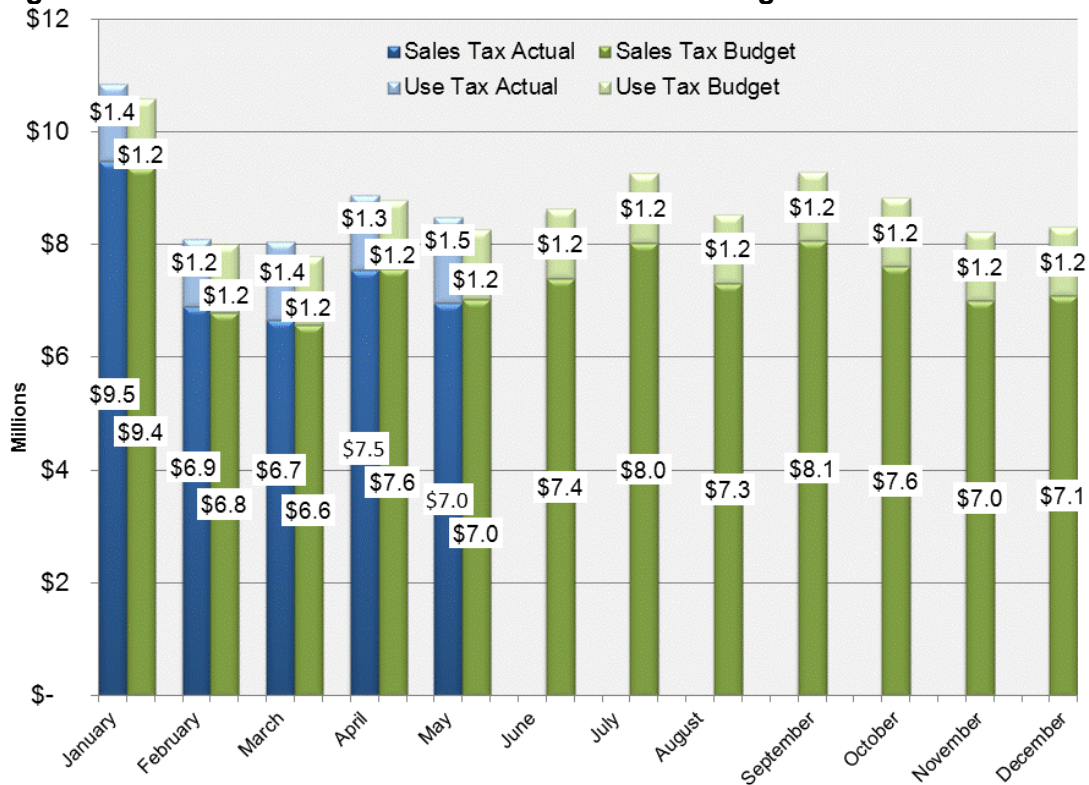
This report reflects Sales and Use Tax collected in May for economic activity that occurred in April. Please note the sales and use tax collected in May is predominately from April sales but also includes delinquent collections from prior periods.

### MAY SUMMARY OVER PRIOR YEAR

	May	Year to Date
Sales Tax Collected:	1.7%	3.4%
Use Tax Collected Excluding Rebates:	-7.8%	2.9%
Sales and Use Tax Collected Excluding Rebates:	-0.1%	3.3%

Year to date, sales and use tax collections excluding rebates are up 3.3% and total \$44.3 million.

**Figure 1. Budget to Actual - Sales and Use Tax Collected Excluding Rebates**



**May Sales Tax Budget to Actual.** In May 2013, sales tax collected in Fort Collins was \$70K under the amount budgeted. Year to date, the City has collected 0.6% more sales tax revenue than budgeted, for a net gain of \$224K.

**May Use Tax Budget to Actual Excluding Rebates.** In May 2013, use tax collected in Fort Collins was \$304K over the amount budgeted. Year to date, the City has collected 11.6% more use tax revenue than budgeted for a net gain of \$704K.

**Figure 2. Budget to Actual - Sales Tax Collected**

Month	Actual	Budget	%		Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
			Over/(Under) Budget	Over/(Under) Budget			
January	\$ 9,484,242	\$ 9,370,615	\$ 113,627	1.2%	\$ 9,484,242	\$ 9,370,615	1.2%
February	6,903,797	6,784,681	119,116	1.8%	16,388,039	16,155,296	1.4%
March	6,665,229	6,578,163	87,066	1.3%	23,053,268	22,733,459	1.4%
April	7,539,909	7,565,849	(25,940)	-0.3%	30,593,177	30,299,308	1.0%
May	6,966,570	7,036,093	(69,523)	-1.0%	37,559,747	37,335,401	0.6%
June	-	-	-	0.0%	-	44,739,629	0.0%
July	-	-	-	0.0%	-	52,772,382	0.0%
August	-	-	-	0.0%	-	60,086,818	0.0%
September	-	-	-	0.0%	-	68,146,508	0.0%
October	-	-	-	0.0%	-	75,757,252	0.0%
November	-	-	-	0.0%	-	82,766,409	0.0%
December	-	-	-	0.0%	-	89,856,400	0.0%
	<u>\$ 37,559,747</u>	<u>\$ 37,335,401</u>	<u>\$ 224,346</u>				

**Figure 3. Budget to Actual – Use Tax Collected**

Month	Actual	Budget	%		Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
			Over/(Under) Budget	Over/(Under) Budget			
January	\$ 1,364,944	\$ 1,217,181	\$ 147,763	12.1%	\$ 1,364,944	\$ 1,217,181	12.1%
February	1,187,080	1,217,181	(30,101)	-2.5%	2,552,024	2,434,362	4.8%
March	1,385,687	1,217,181	168,506	13.8%	3,937,711	3,651,543	7.8%
April	1,331,430	1,217,181	114,249	9.4%	5,269,141	4,868,724	8.2%
May	1,520,836	1,217,181	303,655	24.9%	6,789,977	6,085,905	11.6%
June	-	-	-	0.0%	-	7,303,086	0.0%
July	-	-	-	0.0%	-	8,520,267	0.0%
August	-	-	-	0.0%	-	9,737,448	0.0%
September	-	-	-	0.0%	-	10,954,629	0.0%
October	-	-	-	0.0%	-	12,171,810	0.0%
November	-	-	-	0.0%	-	13,388,991	0.0%
December	-	-	-	0.0%	-	14,612,000	0.0%
Net Collections	6,789,977	6,085,905	704,072	11.6%			
YTD Rebates	530,708	1,468,165	(937,457)			3,525,000	
Total Collections	<u>\$ 7,320,685</u>	<u>\$ 7,554,070</u>	<u>\$ (233,385)</u>	<u>-3.1%</u>		<u>\$ 18,137,000</u>	<u>-1.3%</u>

**Figure 4. Budget to Actual – Sales and Use Tax Distribution**

Fund	Actual	Budget	Over/(Under)	%
	May YTD	May YTD	Budget Apr YTD	Over/(Under) Budget
Streets and Transportation (.25%)	2,677,483	2,638,902	38,581	1.5%
Building on Basics Projects (.25%)	2,677,483	2,638,902	38,581	1.5%
Natural Areas and Parks (.25%)	2,677,483	2,638,902	38,581	1.5%
Keep Fort Collins Great (.85%) *	9,103,444	8,748,056	355,388	4.1%
General Fund (2.25%) (net of rebates)	27,213,831	26,756,543	457,288	1.7%
General Fund Economic Rebates	530,708	1,468,165	(937,457)	-63.9%
Total Collections	<u>\$ 44,880,432</u>	<u>\$ 44,889,471</u>	<u>\$ (9,039)</u>	

**Figure 5. Sales and Use Tax Collected**

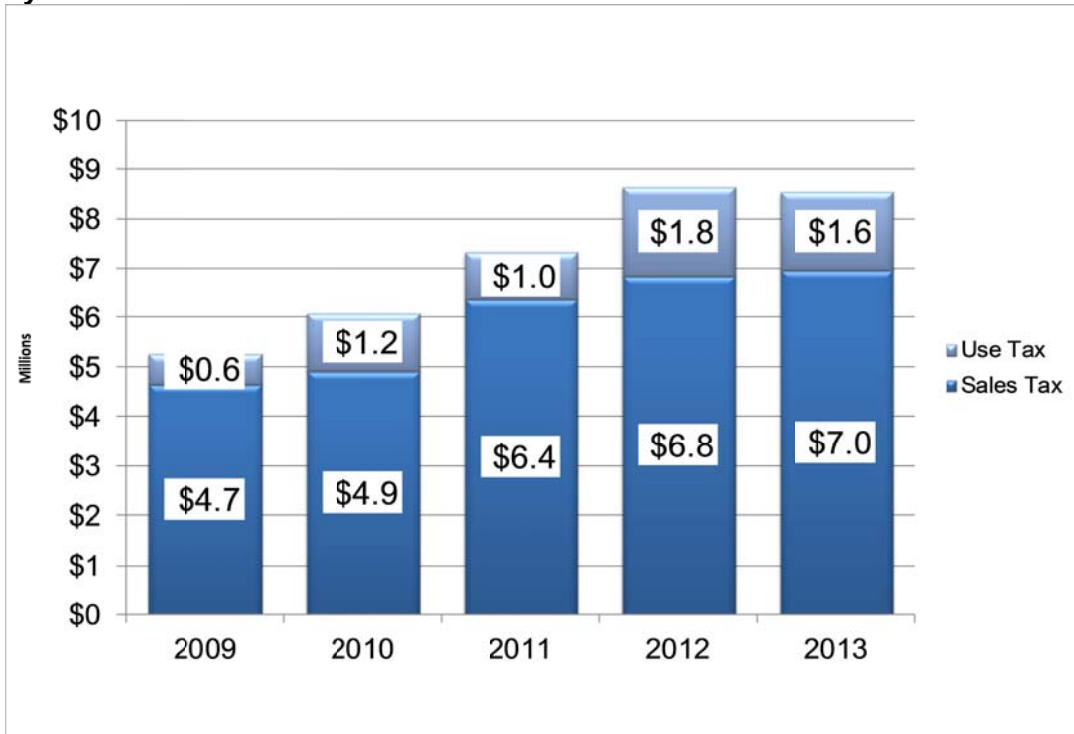
	May			Year to Date		
	Actual 2012	Actual 2013	% Change	Actual 2012	Actual 2013	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$957,859	\$1,008,567	5.3%	\$5,081,923	\$5,459,283	7.4%
Restaurants, Caterers and Bars	1,106,617	1,139,626	3.0%	5,235,305	5,396,278	3.1%
General Merchandise	768,319	730,708	-4.9%	4,365,679	4,364,276	0.0%
Vehicle Sales, Parts and Repairs	552,109	594,603	7.7%	2,769,662	2,843,126	2.7%
Building Materials, Garden Equipment & Supplies	608,821	569,086	-6.5%	2,287,613	2,501,124	9.3%
Sporting, Hobby, Book, Music	352,040	343,111	-2.5%	2,193,832	2,243,263	2.3%
Broadcasting and Telecommunications	387,053	334,170	-13.7%	2,001,514	1,737,603	-13.2%
Electronics and Appliances	323,345	359,021	11.0%	1,973,767	2,085,078	5.6%
Miscellaneous Retailers	322,937	368,405	14.1%	1,946,132	2,152,640	10.6%
Utilities	277,921	362,577	30.5%	2,049,526	2,099,364	2.4%
Clothing and Accessories	273,708	226,967	-17.1%	1,461,469	1,430,374	-2.1%
Pharmacy, Salon and Laundry	159,182	156,739	-1.5%	933,009	891,161	-4.5%
Other	144,588	120,861	-16.4%	931,036	942,786	1.3%
Rental and Leasing Services	138,056	128,992	-6.6%	648,598	654,876	1.0%
Furniture and Home Furnishings	120,774	149,407	23.7%	668,848	862,523	29.0%
Wholesale Trade	127,469	136,447	7.0%	625,056	643,650	3.0%
Lodging	110,223	119,053	8.0%	492,641	528,269	7.2%
Manufacturing	118,755	118,230	-0.4%	664,649	724,073	8.9%
<b>TOTAL SALES TAX</b>	<b>6,849,776</b>	<b>6,966,570</b>	<b>1.7%</b>	<b>36,330,259</b>	<b>37,559,747</b>	<b>3.4%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	324,834	492,134	51.5%	1,192,759	1,911,088	60.2%
Car Tax	306,823	294,277	-4.1%	1,451,432	1,601,714	10.4%
Return Tax	1,168,718	791,042	-32.3%	4,562,538	3,807,883	-16.5%
<b>TOTAL USE TAX</b>	<b>1,800,375</b>	<b>1,577,453</b>	<b>-12.4%</b>	<b>7,206,729</b>	<b>7,320,685</b>	<b>1.6%</b>
Less Economic Rebates	(151,205)	(56,617)	-62.6%	(606,763)	(530,708)	-12.5%
<b>NET USE TAX</b>	<b>1,649,170</b>	<b>1,520,836</b>	<b>-7.8%</b>	<b>6,599,966</b>	<b>6,789,977</b>	<b>2.9%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>8,650,151</b>	<b>8,544,023</b>	<b>-1.2%</b>	<b>43,536,988</b>	<b>44,880,432</b>	<b>3.1%</b>
Less Economic Rebates	(151,205)	(56,617)	-62.6%	(606,763)	(530,708)	-12.5%
<b>NET SALES &amp; USE TAX</b>	<b>8,498,946</b>	<b>8,487,406</b>	<b>-0.1%</b>	<b>42,930,225</b>	<b>44,349,724</b>	<b>3.3%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	518,020	511,167	-1.3%	2,596,246	2,677,483	3.1%
Building on Basics Projects (.25%)	518,020	511,167	-1.3%	2,596,246	2,677,483	3.1%
Natural Areas (.25%)	518,020	511,167	-1.3%	2,596,246	2,677,483	3.1%
Keep Fort Collins Great (.85%)	1,761,268	1,737,968	-1.3%	8,827,236	9,103,444	3.1%
General Fund (2.25%)	5,334,823	5,272,554	-1.2%	26,921,014	27,744,539	3.1%
Less General Fund Economic Rebates	(151,205)	(56,617)	-62.6%	(606,763)	(530,708)	-12.5%
<b>NET SALES &amp; USE TAX</b>	<b>\$8,498,946</b>	<b>\$8,487,406</b>	<b>-0.1%</b>	<b>\$42,930,225</b>	<b>\$44,349,724</b>	<b>3.3%</b>

**May Sales Tax Collected.** In May 2013, sales tax collected in Fort Collins increased 1.7% over May 2012. Sales tax collected totaled \$7.0 million compared to \$6.8 million in 2012.

**May Use Tax Collected.** The total use tax collected in May was \$1.6 million, a decrease of 12.4% compared to last May. The estimated use tax collected in May related to economic incentive agreements was \$56,617 as illustrated on Figure 5. This amount will be rebated in the succeeding calendar year. The net use tax collections for May totaled \$1.5 million for a net 7.8% decrease.

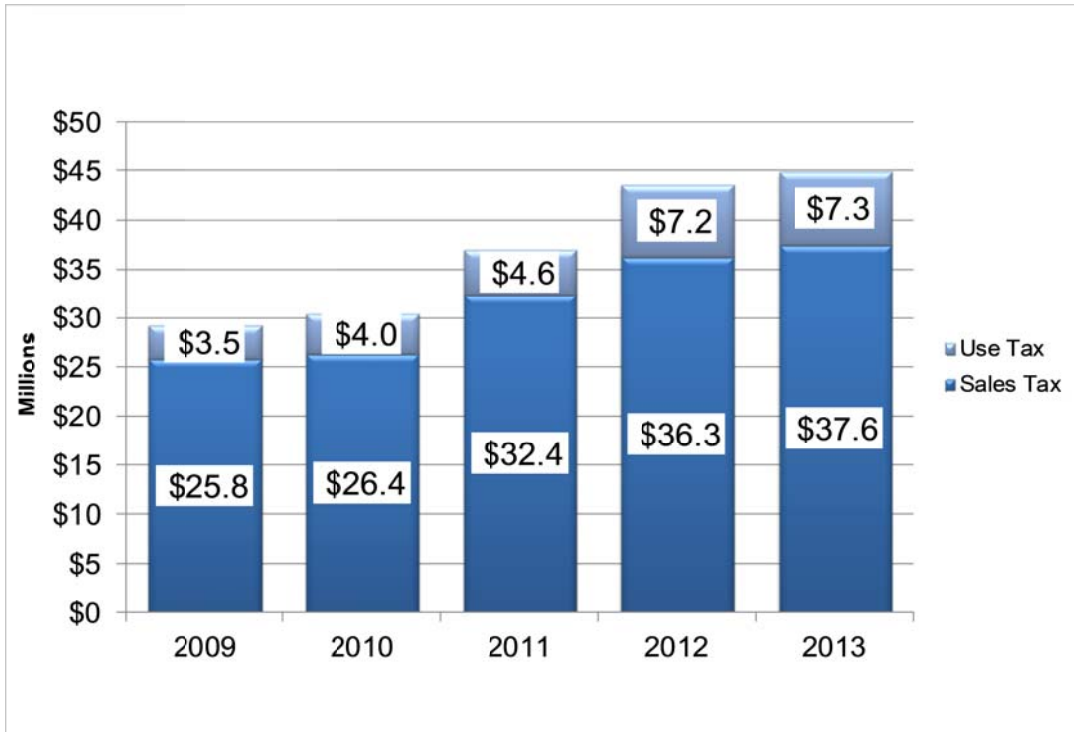
**Total Sales and Use Tax Collected.** Total tax collected of \$8.5 million was 1.2% lower than last May.

**Figure 6. May Collections\***



\*Total collections prior to rebates.

**Figure 7. Year to Date Collections \***



\*Total collections prior to rebates.

**Figure 8. Net Taxable**

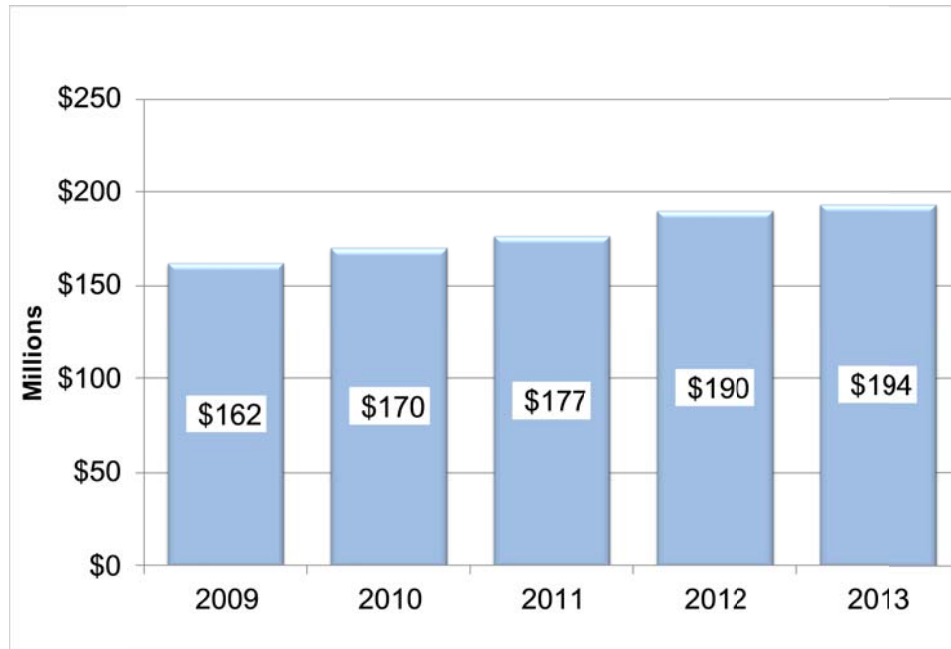
	May			Year to Date		
	Actual 2012	Actual 2013	% Change	Actual 2012	Actual 2013	% Change
\$ in millions						
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$33.9	\$35.9	5.9%	\$179.7	\$193.8	7.9%
Restaurants, Caterers and Bars	29.1	29.4	0.9%	136.7	140.4	2.7%
General Merchandise	22.8	21.4	-6.1%	128.1	125.6	-2.0%
Vehicle Sales, Parts and Repairs	14.3	15.3	6.8%	71.8	73.6	2.5%
Building Materials, Garden Equipment & Supplies	15.8	14.8	-6.4%	59.4	65.0	9.4%
Sporting, Hobby, Book, Music	9.1	8.9	-2.7%	57.3	58.3	1.8%
Broadcasting and Telecommunications	10.0	8.7	-13.4%	50.3	45.1	-10.3%
Electronics and Appliances	8.4	9.4	12.0%	51.1	54.2	5.9%
Miscellaneous Retailers	8.4	9.8	17.2%	50.3	56.6	12.5%
Utilities	7.2	9.4	30.5%	53.2	54.5	2.4%
Clothing and Accessories	7.0	5.9	-15.4%	37.8	37.1	-1.8%
Pharmacy, Salon and Laundry	4.2	4.1	-0.4%	24.8	23.9	-4.0%
Other	3.7	3.1	-15.5%	23.9	24.3	1.8%
Rental and Leasing Services	3.6	3.4	-6.0%	16.9	16.9	0.0%
Furniture and Home Furnishings	3.1	4.1	34.3%	17.4	22.7	30.7%
Wholesale Trade	3.4	3.7	6.8%	16.9	17.2	2.1%
Lodging	2.9	3.1	7.3%	12.8	13.7	7.0%
Manufacturing	3.2	3.2	-1.3%	18.0	19.1	6.2%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>190.1</b>	<b>193.6</b>	<b>1.8%</b>	<b>1,006.5</b>	<b>1,042.2</b>	<b>3.5%</b>
<b>USE TAX</b>						
Building Permits	8.4	12.8	51.5%	31.0	49.6	60.2%
Car Tax	8.0	7.6	-4.1%	37.7	41.6	10.4%
Return Tax	30.4	20.5	-32.3%	118.5	98.9	-16.5%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>46.8</b>	<b>41.0</b>	<b>-12.4%</b>	<b>187.2</b>	<b>190.1</b>	<b>1.6%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$236.9</b>	<b>\$234.6</b>	<b>-1.0%</b>	<b>\$1,193.7</b>	<b>\$1,232.3</b>	<b>3.2%</b>

**Figure 9. Local Retail Compared to National Retail**

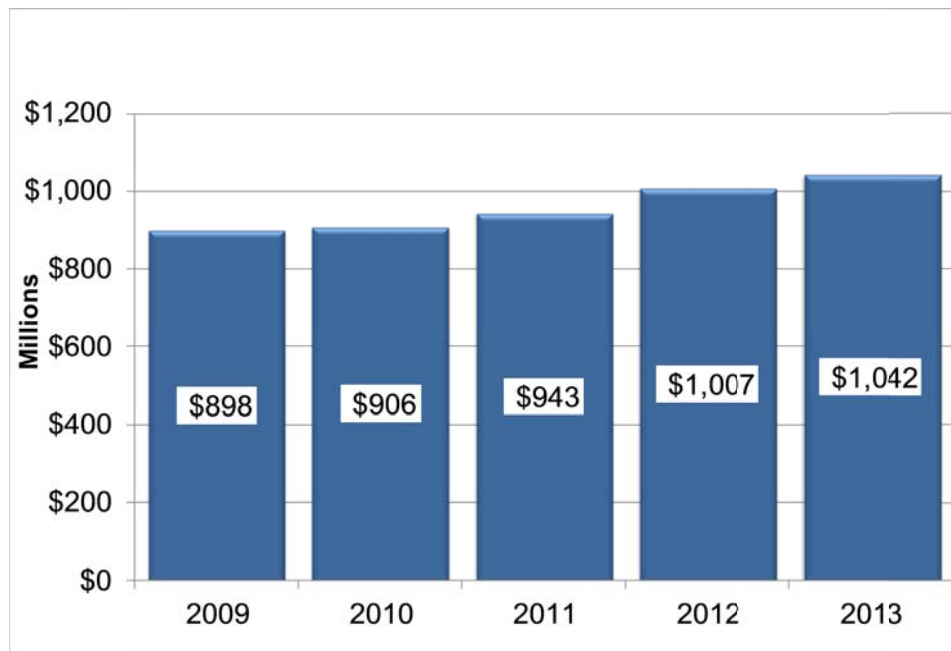
Retail Sales Category	% Change from April 2012 United States	% Change from April 2012 Fort Collins
Grocery, Convenience, Liquor	2.0	5.9
Restaurants, Caterers & Bars	4.5	0.9
General Merchandise	-0.7	-6.1
Vehicle Sales, Parts & Repairs	7.7	6.8
Building Materials, Garden Equipment & Supplies	4.1	-6.4
Clothing & Accessories	5.7	-15.4
Furniture & Home Furnishings	3.9	34.3
<b>Total</b>	<b>3.7</b>	<b>1.8</b>

At the national level, March retail sales (as reported on May 13th) increased 3.7% compared to the increase in Fort Collins' sales of 1.8%. April sales are the basis for the City's May sales tax collections and net taxable amounts (which are included in this report).

**Figure 10. May - Net Taxable Sales Subject to Sales Tax**



**Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax**



**Figure 12. Supplementary Information**

**Sales and Use Tax in the City's Downtown Area.** The sales and use tax collected in May for the downtown area decreased 5.7% from the same period in 2012.

**Lodging Tax Collections.** The City collected \$77,065 in lodging taxes in May. This was an increase of 12.1% from May 2012.

**Sales Tax Licenses.** The City received 75 applications for sales tax licenses for new businesses and 56 businesses terminated their license in May. There were 10,958 active sales tax licenses at the end of May.