



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 Collection Report – January 2018

Issued February 12, 2018

This report reflects Sales and Use Tax collected in January 2018 for economic activity that occurred in December 2017. Please note the sales and use tax collected in January 2018 is predominately from December 2017 sales but also includes delinquent collections from prior periods.

### JANUARY SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	5.1%	5.1%
Net Use Tax Collected:	-28.6%	-28.6%
Net Sales and Use Tax Collected:	-1.4%	-1.4%

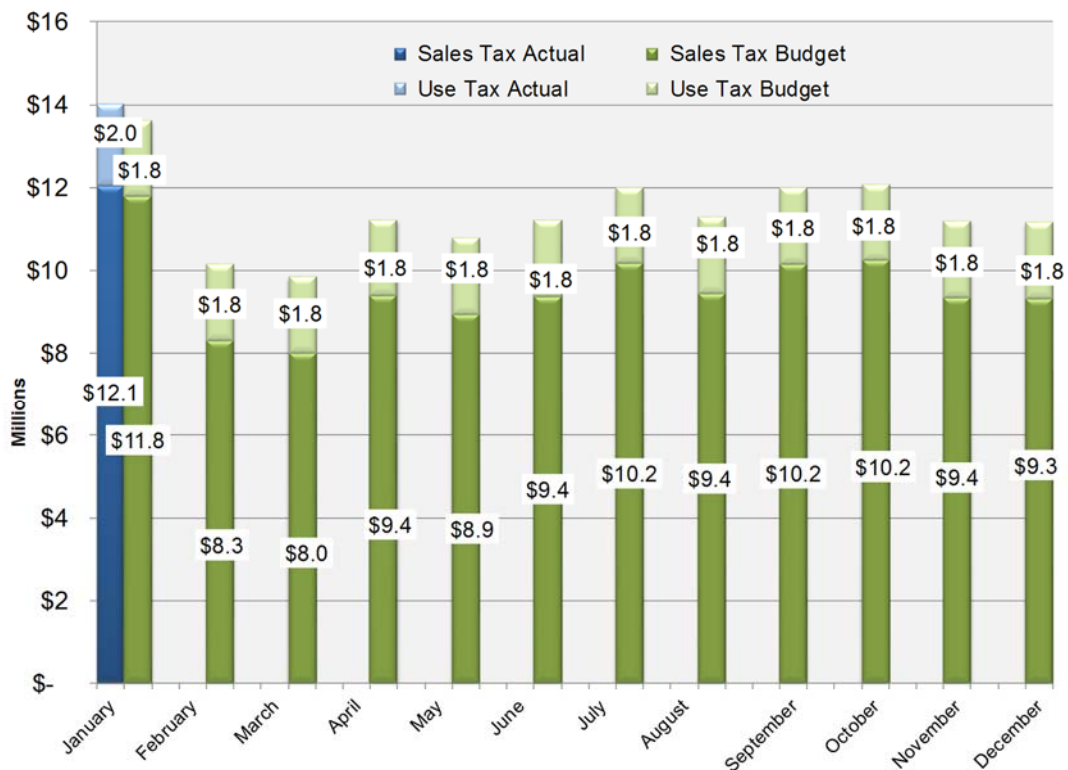
Year to date, sales and use tax collections excluding rebates are down 1.4% and total \$14.0M.

### JANUARY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	2.3%	2.3%
Net Use Tax Collected:	6.7%	6.7%
Net Sales and Use Tax Collected:	2.9%	2.9%

Year to date, the City has collected 2.9% more sales and use tax revenue, totaling \$393K over budget.

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



**Figure 2. Sales and Use Tax Collected**

	January			Year to Date		
	Actual 2017	Actual 2018	% Change	Actual 2017	Actual 2018	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,855,468	\$1,979,216	6.7%	\$1,855,468	\$1,979,216	6.7%
Restaurants, Caterers and Bars	1,418,094	1,558,066	9.9%	1,418,094	1,558,066	9.9%
General Merchandise	1,242,671	1,248,560	0.5%	1,242,671	1,248,560	0.5%
Vehicle Sales, Parts and Repairs	863,309	764,813	-11.4%	863,309	764,813	-11.4%
Building Materials, Garden Equipment & Supplies	706,569	827,824	17.2%	706,569	827,824	17.2%
Sporting, Hobby, Book, Music	671,825	628,862	-6.4%	671,825	628,862	-6.4%
Broadcasting and Telecommunications	424,227	410,257	-3.3%	424,227	410,257	-3.3%
Electronics and Appliances	574,036	751,546	30.9%	574,036	751,546	30.9%
Miscellaneous Retailers	953,774	1,013,349	6.2%	953,774	1,013,349	6.2%
Utilities	413,768	387,570	-6.3%	413,768	387,570	-6.3%
Clothing and Accessories	511,835	507,304	-0.9%	511,835	507,304	-0.9%
Pharmacy, Salon and Laundry	457,237	534,384	16.9%	457,237	534,384	16.9%
Other	321,440	291,755	-9.2%	321,440	291,755	-9.2%
Rental and Leasing Services	241,365	220,565	-8.6%	241,365	220,565	-8.6%
Furniture and Home Furnishings	287,220	267,074	-7.0%	287,220	267,074	-7.0%
Wholesale Trade	135,820	192,523	41.7%	135,820	192,523	41.7%
Lodging	118,084	158,663	34.4%	118,084	158,663	34.4%
Manufacturing	270,945	309,735	14.3%	270,945	309,735	14.3%
<b>TOTAL SALES TAX</b>	<b>11,467,687</b>	<b>12,052,066</b>	<b>5.1%</b>	<b>11,467,687</b>	<b>12,052,066</b>	<b>5.1%</b>
Less Mall Sales Tax Remittance*	0	0	0.0%	0	0	0.0%
<b>NET SALES TAX</b>	<b>11,467,687</b>	<b>12,052,066</b>	<b>5.1%</b>	<b>11,467,687</b>	<b>12,052,066</b>	<b>5.1%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	1,312,635	606,803	-53.8%	1,312,635	606,803	-53.8%
Car Tax	570,276	515,138	-9.7%	570,276	515,138	-9.7%
Return Tax	868,925	833,563	-4.1%	868,925	833,563	-4.1%
<b>TOTAL USE TAX</b>	<b>2,751,836</b>	<b>1,955,504</b>	<b>-28.9%</b>	<b>2,751,836</b>	<b>1,955,504</b>	<b>-28.9%</b>
Less Economic Rebates	(13,670)	0	-100.0%	(13,670)	0	-100.0%
<b>NET USE TAX</b>	<b>2,738,166</b>	<b>1,955,504</b>	<b>-28.6%</b>	<b>2,738,166</b>	<b>1,955,504</b>	<b>-28.6%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>14,219,523</b>	<b>14,007,570</b>	-1.5%	<b>14,219,523</b>	<b>14,007,570</b>	-1.5%
Less Mall Sales Tax Remittance	0	0	0.0%	0	0	0.0%
Less Economic Rebates	(13,670)	0	-100.0%	(13,670)	0	-100.0%
<b>NET SALES &amp; USE TAX</b>	<b>14,205,853</b>	<b>14,007,570</b>	<b>-1.4%</b>	<b>14,205,853</b>	<b>14,007,570</b>	<b>-1.4%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	846,101	825,265	-2.5%	846,101	825,265	-2.5%
Community Capital Improvement Program (.25%)	846,101	825,265	100.0%	846,101	825,265	100.0%
Natural Areas (.25%)	846,101	825,265	-2.5%	846,101	825,265	-2.5%
Keep Fort Collins Great (.85%)	2,828,098	2,781,807	-1.6%	2,828,098	2,781,807	-1.6%
General Fund (2.25%)	8,853,122	8,749,968	-1.2%	8,853,122	8,749,968	-1.2%
Less General Fund Mall Sales Tax Remittance	0	0	0.0%	0	0	0.0%
Less General Fund Economic Rebates	(13,670)	0	-100.0%	(13,670)	0	-100.0%
<b>NET SALES &amp; USE TAX</b>	<b>\$14,205,853</b>	<b>\$14,007,570</b>	<b>-1.4%</b>	<b>\$14,205,853</b>	<b>\$14,007,570</b>	<b>-1.4%</b>

**January Sales Tax Collected.** In January 2018, sales tax collected in Fort Collins increased 5.1% compared to January 2017. Sales tax collected totaled \$12.1M compared to \$11.5M in 2017.

**January Use Tax Collected.** The total use tax collected in January was \$2.0M, a decrease of 28.9% compared to last January. The estimated use tax collected in January related to economic incentive agreements was \$0 as illustrated on Figure 2. The net use tax collections for January totaled \$2.0M for a net 28.6% decrease.

**Sales and Use Tax Collected Excluding Rebates.** Total tax collected of \$14.0M was 1.4% lower than January 2017.

**Figure 3. Budget to Actual - Sales Tax Collected**

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
January	\$ 12,052,066	11,782,121	\$ 269,945	2.3%	\$ 12,052,066	\$ 11,782,121	2.3%
February	-	-	-	0.0%	-	20,094,872	0.0%
March	-	-	-	0.0%	-	28,109,921	0.0%
April	-	-	-	0.0%	-	37,498,977	0.0%
May	-	-	-	0.0%	-	46,441,479	0.0%
June	-	-	-	0.0%	-	55,819,089	0.0%
July	-	-	-	0.0%	-	65,986,752	0.0%
August	-	-	-	0.0%	-	75,433,061	0.0%
September	-	-	-	0.0%	-	85,589,273	0.0%
October	-	-	-	0.0%	-	95,837,087	0.0%
November	-	-	-	0.0%	-	105,191,794	0.0%
December	-	-	-	0.0%	-	114,500,700	0.0%
	<u>\$ 12,052,066</u>	<u>\$ 11,782,121</u>	<u>\$ 269,945</u>				

**Figure 4. Budget to Actual – Use Tax Collected**

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
January	\$ 1,955,504	\$ 1,832,598	\$ 122,906	6.7%	\$ 1,955,504	\$ 1,832,598	6.7%
February	-	-	-	0.0%	-	3,665,196	0.0%
March	-	-	-	0.0%	-	5,497,794	0.0%
April	-	-	-	0.0%	-	7,330,392	0.0%
May	-	-	-	0.0%	-	9,162,990	0.0%
June	-	-	-	0.0%	-	10,995,588	0.0%
July	-	-	-	0.0%	-	12,828,186	0.0%
August	-	-	-	0.0%	-	14,660,784	0.0%
September	-	-	-	0.0%	-	16,493,382	0.0%
October	-	-	-	0.0%	-	18,325,980	0.0%
November	-	-	-	0.0%	-	20,158,578	0.0%
December	-	-	-	0.0%	-	22,000,000	0.0%
Net Collections	1,955,504	1,832,598	122,906	6.7%			
YTD Rebates	-	0	-			-	
Total Collections	<u>\$ 1,955,504</u>	<u>\$ 1,832,598</u>	<u>\$ 122,906</u>	<u>6.7%</u>		<u>\$ 22,000,000</u>	

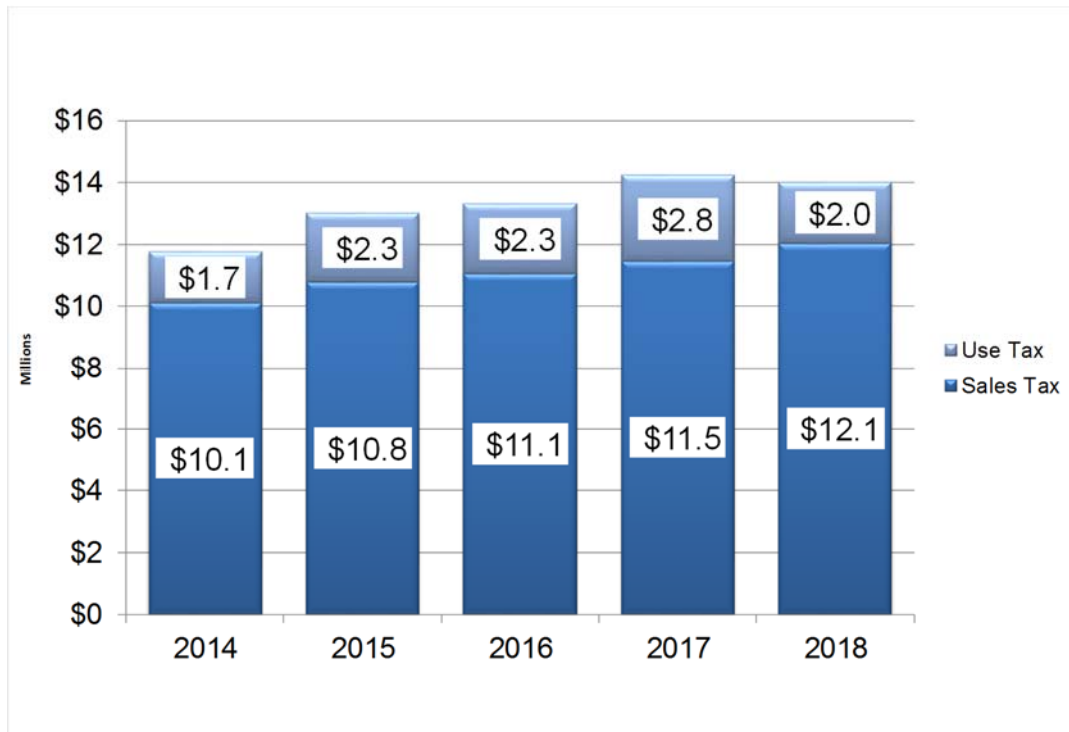
**Figure 5. Budget to Actual – Sales and Use Tax Distribution**

Fund	Actual Jan YTD	Budget Jan YTD	Over/(Under) Budget Jan YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	825,265	811,385	13,880	1.7%
Community Capital Improvement Program (.25%)	825,265	811,385	13,880	1.7%
Natural Areas and Parks (.25%)	825,265	811,385	13,880	1.7%
Keep Fort Collins Great (.85%)	2,781,807	2,758,752	23,055	0.8%
General Fund (2.25%) (net of rebates)	8,749,968	8,421,812	328,156	3.9%
General Fund Economic Rebates	0	0	0	0.0%
Total Collections	<u>\$ 14,007,570</u>	<u>\$ 13,614,719</u>	<u>\$ 392,851</u>	

**January Sales Tax Budget to Actual.** In January 2018, sales tax collected in Fort Collins was \$270K more than the budget.

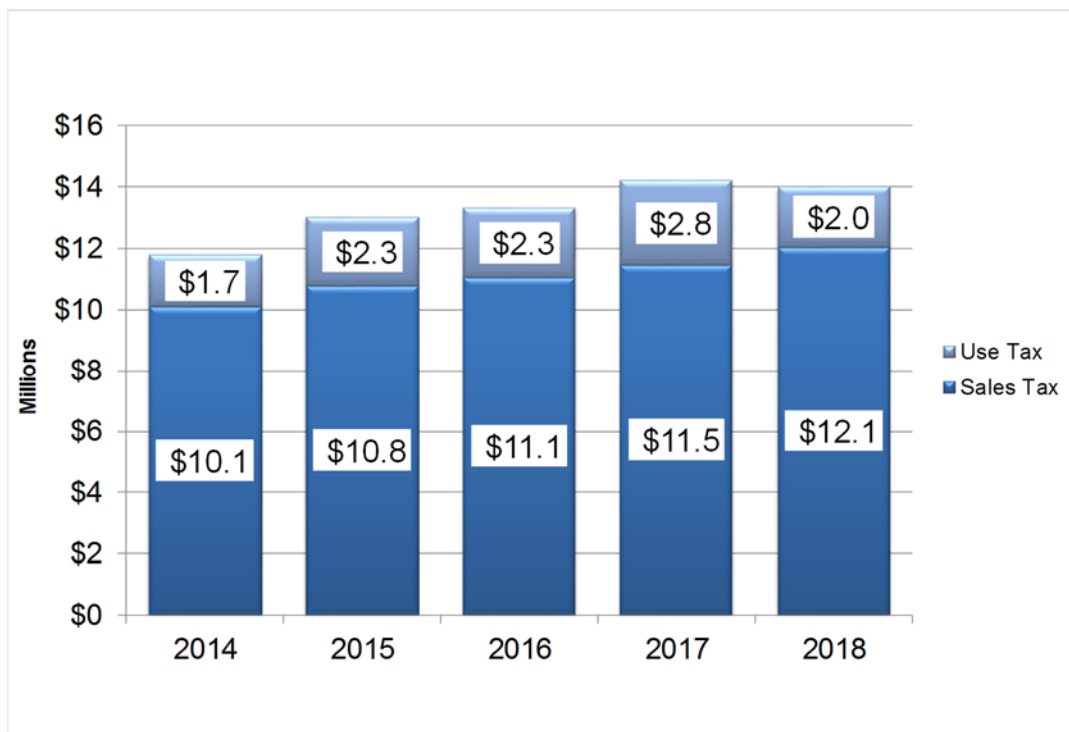
**January Use Tax Budget to Actual Excluding Rebates.** In January 2018, use tax collected in Fort Collins was \$123K more than the budget.

**Figure 6. January Collections\***



\*Total collections prior to rebates.

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



\*Total collections prior to rebates.

**Figure 8. Net Taxable**

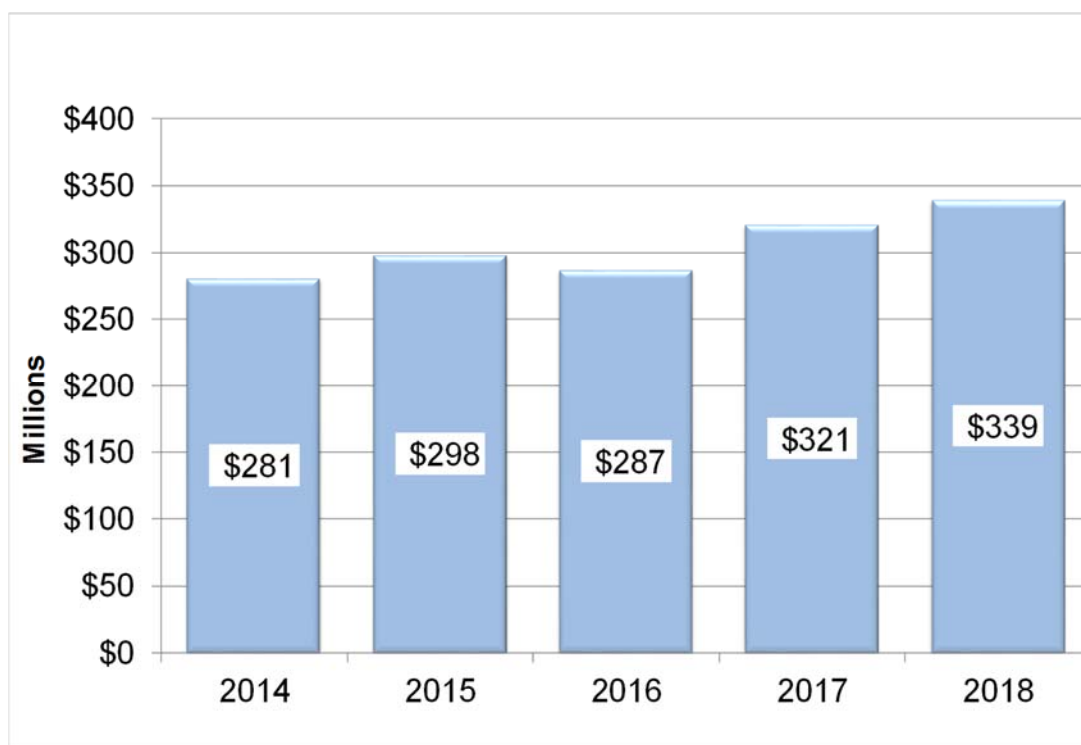
Fort Collins	January			Year-to-Date		
	Actual 2017	Actual 2018	% Change	Actual 2017	Actual 2018	% Change
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$66.9	\$71.3	6.6%	\$66.9	\$71.3	6.6%
Restaurants, Caterers and Bars	36.5	40.9	12.0%	36.5	40.9	12.0%
General Merchandise	35.8	36.0	0.7%	35.8	36.0	0.7%
Vehicle Sales, Parts and Repairs	22.4	19.9	-11.3%	22.4	19.9	-11.3%
Building Materials, Garden Equipment & Supplies	18.3	21.6	17.9%	18.3	21.6	17.9%
Sporting, Hobby, Book, Music	17.5	16.2	-7.0%	17.5	16.2	-7.0%
Broadcasting and Telecommunications	11.0	10.7	-3.0%	11.0	10.7	-3.0%
Electronics and Appliances	15.0	19.6	30.5%	15.0	19.6	30.5%
Miscellaneous Retailers	25.0	26.5	6.0%	25.0	26.5	6.0%
Utilities	10.8	10.1	-6.7%	10.8	10.1	-6.7%
Clothing and Accessories	13.3	13.4	0.8%	13.3	13.4	0.8%
Pharmacy, Salon and Laundry	12.0	14.0	16.4%	12.0	14.0	16.4%
Other	8.4	9.2	9.7%	8.4	9.2	9.7%
Rental and Leasing Services	6.4	5.7	-10.7%	6.4	5.7	-10.7%
Furniture and Home Furnishings	7.5	7.0	-6.8%	7.5	7.0	-6.8%
Wholesale Trade	3.6	5.3	45.9%	3.6	5.3	45.9%
Lodging	3.1	4.1	33.0%	3.1	4.1	33.0%
Manufacturing	7.1	8.0	12.3%	7.1	8.0	12.3%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>320.6</b>	<b>339.4</b>	<b>5.9%</b>	<b>320.6</b>	<b>339.4</b>	<b>5.9%</b>
<b>USE TAX</b>						
Building Permits	34.1	15.8	-53.8%	34.1	15.8	-53.8%
Car Tax	14.8	13.4	-9.7%	14.8	13.4	-9.7%
Return Tax	22.6	21.7	-4.1%	22.6	21.7	-4.1%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>71.5</b>	<b>50.8</b>	<b>-28.9%</b>	<b>71.5</b>	<b>50.8</b>	<b>-28.9%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$392.1</b>	<b>\$390.2</b>	<b>-0.5%</b>	<b>\$392.1</b>	<b>\$390.2</b>	<b>-0.5%</b>

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

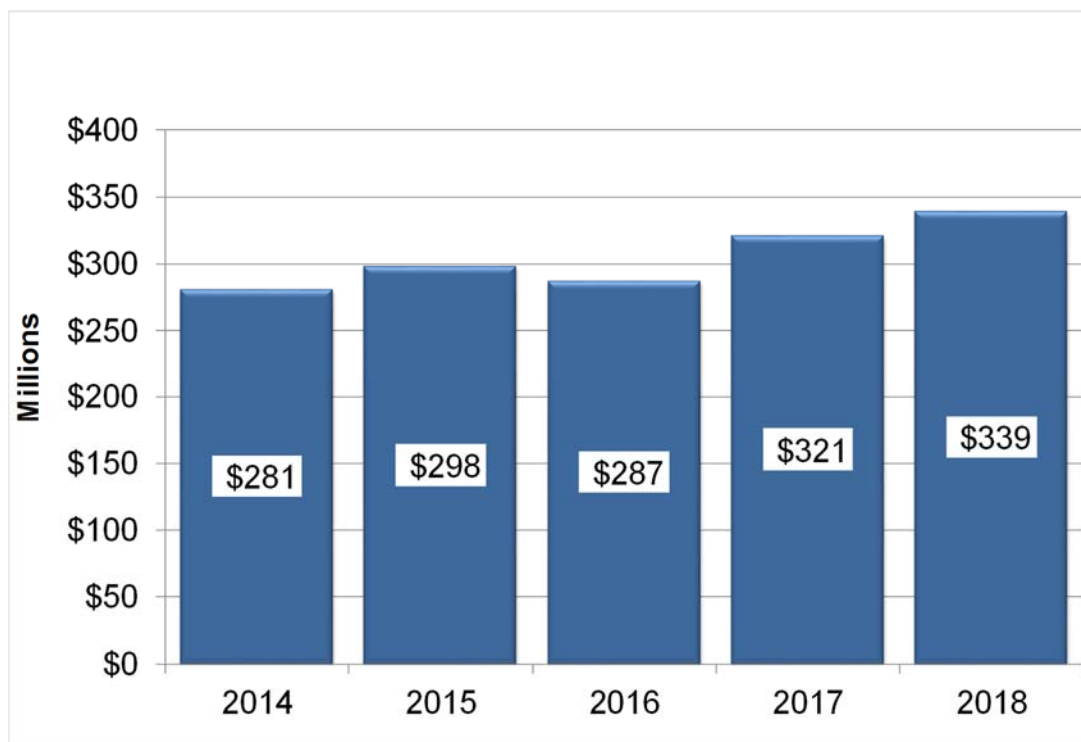
Retail Sales Category	% Change from December 2016 United States	% Change from December 2016 Fort Collins
Grocery, Convenience, Liquor	4.5	6.6
Restaurants, Caterers & Bars	4.2	12.0
General Merchandise	4.4	0.7
Vehicle Sales, Parts & Repairs	2.3	-11.3
Building Materials, Garden Equipment & Supplies	9.9	17.9
Clothing & Accessories	2.4	0.8
Furniture & Home Furnishings	9.9	-6.8
<b>Total</b>	<b>5.4</b>	<b>5.9</b>

At the national level, December 2017 retail sales (as reported on January 12, 2018) increased by 5.4% compared to an increase in Fort Collins' sales of 5.9%. December 2017 sales are the basis for the City's January 2018 sales tax collections and net taxable amounts (which are included in this report).

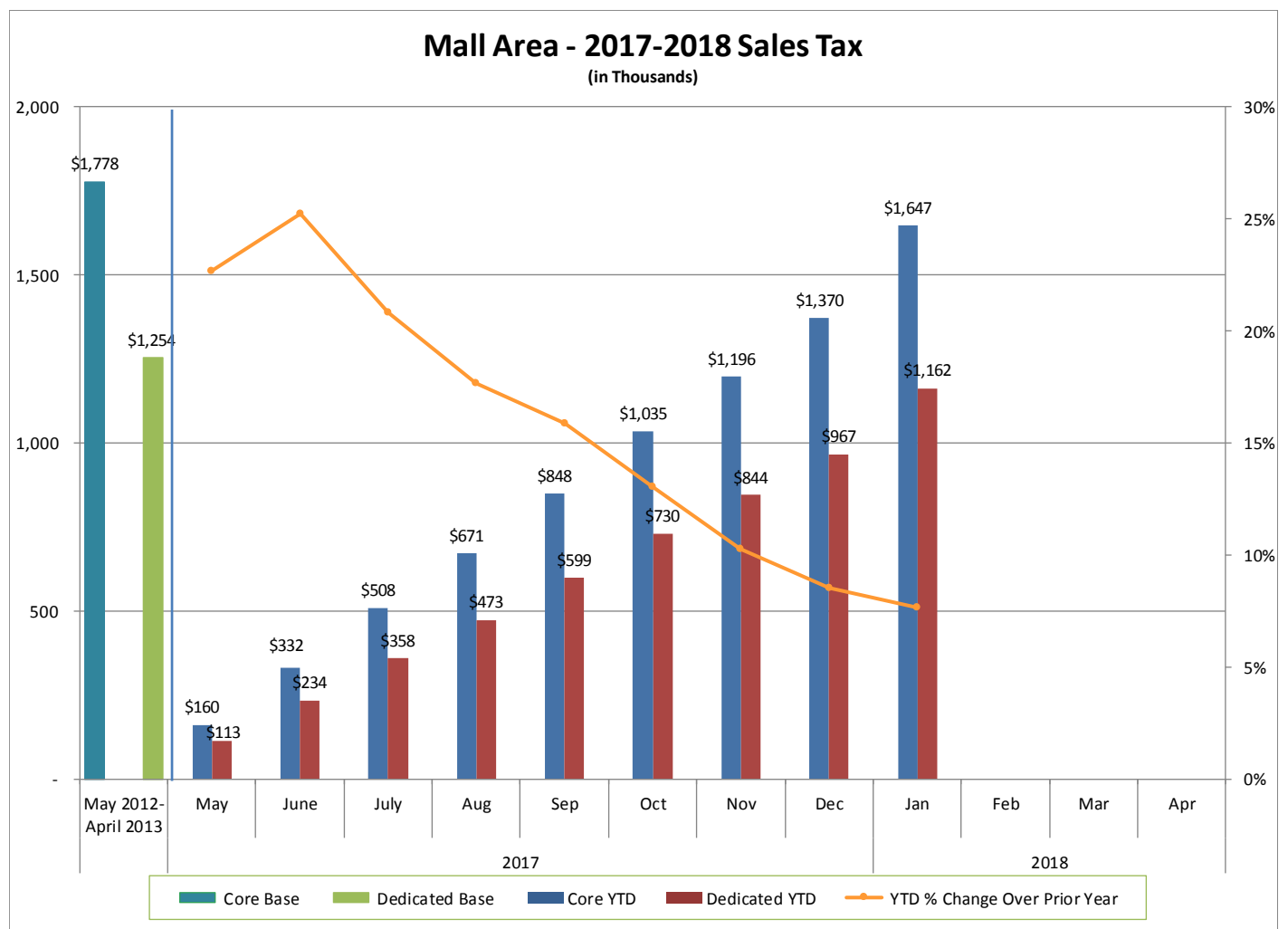
**Figure 10. January - Net Taxable Sales Subject to Sales Tax**



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



**Figure 12. Metro District Reporting**



The City's sales tax rate of 3.85% can be broken into two pieces:

- 2.25% comprises the Core Base rate and supports general fund activities
- 1.6% comprises the Dedicated Base and goes to four specific funds to support activities defined in the ballot language for that dedicated tax.

The Foothills Mall agreement outlines a base year of May 2012 to April 2013 to determine the core base sales tax (2.25%) received at \$1.8M. Anything remitted to the City above that core base amount will be returned to the Metro District to support debt service. No tax is remitted to the Metro District until the base of \$1.8M is reached. The chart above tracks both Core and Dedicated tax receipts for the period of May to April. As of January 31, 2018, the core amount collected is \$1,647K.

**Sales Tax in the City's Downtown Area.** The sales tax collected in January for the downtown area increased 6.3% from the same period in 2017.

**Lodging Tax Collections.** The City collected \$101K in lodging taxes in January 2018. This was an increase of 23.7% from January 2017.

**Sales Tax Licenses.** There were 12,244 active sales tax licenses at the end of January.