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Sales and Use Tax Collection Report – April 2019

Issued May 10, 2019

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

APRIL SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	0.2%	1.3%
Net Use Tax Collected:	34.6%	11.6%
Net Sales and Use Tax Collected:	4.8%	2.9%

Year to date, sales and use tax collections excluding rebates are up 2.9% and total \$46.5M.

APRIL SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	-2.9%	-0.9%
Net Use Tax Collected:	13.1%	11.4%
Net Sales and Use Tax Collected:	-0.5%	1.0%

Year to date, the City has collected 1.0% more sales and use tax revenue, totaling \$464K over budget.

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

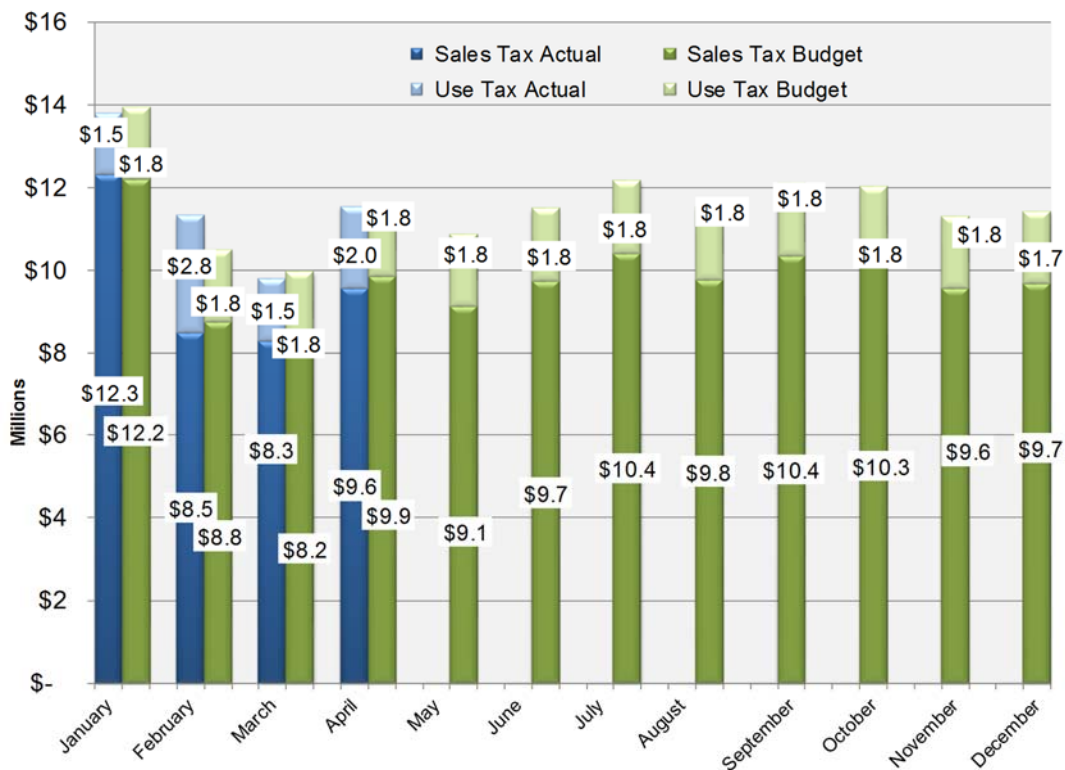


Figure 2. Sales and Use Tax Collected

	April			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,233,701	\$1,256,147	1.8%	\$5,621,405	\$5,587,353	-0.6%
Restaurants, Caterers and Bars	1,557,448	1,582,445	1.6%	5,757,552	5,926,918	2.9%
General Merchandise	850,876	831,512	-2.3%	3,566,574	3,499,886	-1.9%
Vehicle Sales, Parts and Repairs	798,991	701,047	-12.3%	2,836,502	2,740,894	-3.4%
Building Materials, Garden Equipment & Supplies	767,318	694,360	-9.5%	2,705,488	2,675,457	-1.1%
Sporting, Hobby, Book, Music	397,638	383,003	-3.7%	1,833,854	1,804,818	-1.6%
Broadcasting and Telecommunications	393,840	428,695	8.9%	1,547,297	1,762,025	13.9%
Electronics and Appliances	531,041	386,341	-27.2%	2,317,081	1,655,647	-28.5%
Miscellaneous Retailers	677,540	804,650	18.8%	2,883,855	3,230,429	12.0%
Utilities	466,505	524,459	12.4%	1,844,840	1,950,757	5.7%
Clothing and Accessories	349,774	359,671	2.8%	1,384,441	1,439,692	4.0%
Pharmacy, Salon and Laundry	406,848	471,300	15.8%	1,676,937	1,815,741	8.3%
Other	290,440	250,132	-13.9%	889,100	1,067,928	20.1%
Rental and Leasing Services	219,861	232,054	5.5%	806,780	859,944	6.6%
Furniture and Home Furnishings	237,639	184,985	-22.2%	859,541	787,996	-8.3%
Wholesale Trade	190,071	270,332	42.2%	647,854	853,002	31.7%
Lodging	177,824	227,198	27.8%	622,478	721,147	15.9%
Manufacturing	184,277	180,843	-1.9%	735,490	773,525	5.2%
TOTAL SALES TAX	9,731,632	9,769,174	0.4%	38,537,069	39,153,159	1.6%
Less Mall Sales Tax Remittance*	(179,442)	(199,740)	11.3%	(339,423)	(476,928)	40.5%
NET SALES TAX	9,552,190	9,569,434	0.2%	38,197,646	38,676,231	1.3%
USE TAX COLLECTIONS						
Building Permits	327,128	300,376	-8.2%	2,140,467	1,883,066	-12.0%
Car Tax	527,317	507,512	-3.8%	2,053,417	2,211,879	7.7%
Return Tax	615,491	1,171,343	90.3%	2,793,923	3,704,938	32.6%
TOTAL USE TAX	1,469,936	1,979,231	34.6%	6,987,807	7,799,883	11.6%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,469,936	1,979,231	34.6%	6,987,807	7,799,883	11.6%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	11,201,568	11,748,405	4.9%	45,524,876	46,953,042	3.1%
Less Mall Sales Tax Remittance*	(179,442)	(199,740)	11.3%	(339,423)	(476,928)	40.5%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	11,022,126	11,548,665	4.8%	45,185,453	46,476,114	2.9%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	674,411	709,048	5.1%	2,714,824	2,766,960	1.9%
Community Capital Improvement Program (.25%)	674,411	709,048	5.1%	2,714,824	2,766,960	1.9%
Natural Areas (.25%)	674,411	709,048	5.1%	2,714,824	2,766,960	1.9%
Keep Fort Collins Great (.85%)	2,270,873	2,388,067	5.2%	9,140,281	9,224,329	0.9%
General Fund (2.25%)	6,907,462	7,233,194	4.7%	28,240,123	29,427,833	4.2%
Less Mall Sales Tax Remittance*	(179,442)	(199,740)	11.3%	(339,423)	(476,928)	40.5%
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	\$11,022,126	\$11,548,665	4.8%	\$45,185,453	\$46,476,114	2.9%

* Per the Mall Redevelopment Agreement, a portion of the sales tax generated at the Mall is remitted monthly to support the Metro District Debt Service

April Sales Tax Collected. In April 2019, sales tax collected in Fort Collins increased 0.2% compared to April 2018. Sales tax collected totaled \$9.6M compared to \$9.6M in 2018.

April Use Tax Collected. The total use tax collected in April was \$2.0M, an increase of 34.6% compared to April 2018.

Net Sales and Use Tax Collected. Total tax collected of \$11.5M was 4.8% higher than April 2018.

Figure 3. Budget to Actual - Sales Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date	Annual	Year to Date %
					Actual	Budget	Over/(Under) Annual Budget
January	\$ 12,301,518	12,188,347	\$ 113,171	0.9%	\$ 12,301,518	\$ 12,188,347	0.9%
February	8,497,922	8,754,855	(256,933)	-2.9%	20,799,440	20,943,202	-0.7%
March	8,307,358	8,215,000	92,358	1.1%	29,106,798	29,158,202	-0.2%
April	9,569,434	9,853,473	(284,039)	-2.9%	38,676,231	39,011,675	-0.9%
May	-	-	-	0.0%	-	48,132,585	0.0%
June	-	-	-	0.0%	-	57,882,491	0.0%
July	-	-	-	0.0%	-	68,294,854	0.0%
August	-	-	-	0.0%	-	78,074,138	0.0%
September	-	-	-	0.0%	-	88,429,632	0.0%
October	-	-	-	0.0%	-	98,699,076	0.0%
November	-	-	-	0.0%	-	108,254,443	0.0%
December	-	-	-	0.0%	-	117,935,000	0.0%
Net Collections	38,676,231	39,011,675	(335,444)	-0.9%			
YTD Rebates	476,928	0	476,928			-	
Total Collections	\$ 39,153,159	\$ 39,011,675	\$ 141,484	0.4%		\$ 117,935,000	

Figure 4. Budget to Actual – Use Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date	Annual	Year to Date %
					Actual	Budget	Over/(Under) Annual Budget
January	\$ 1,502,474	\$ 1,750,001	\$ (247,527)	-14.1%	\$ 1,502,474	\$ 1,750,001	-14.1%
February	2,821,548	1,750,001	1,071,547	61.2%	4,324,022	3,500,002	23.5%
March	1,496,630	1,750,001	(253,371)	-14.5%	5,820,652	5,250,003	10.9%
April	1,979,231	1,750,001	229,230	13.1%	7,799,883	7,000,004	11.4%
May	-	-	-	0.0%	-	8,750,005	0.0%
June	-	-	-	0.0%	-	10,500,006	0.0%
July	-	-	-	0.0%	-	12,250,007	0.0%
August	-	-	-	0.0%	-	14,000,008	0.0%
September	-	-	-	0.0%	-	15,750,009	0.0%
October	-	-	-	0.0%	-	17,500,010	0.0%
November	-	-	-	0.0%	-	19,250,011	0.0%
December	-	-	-	0.0%	-	21,000,000	0.0%
Net Collections	7,799,883	7,000,004	799,879	11.4%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 7,799,883	\$ 7,000,004	\$ 799,879	11.4%		\$ 21,000,000	

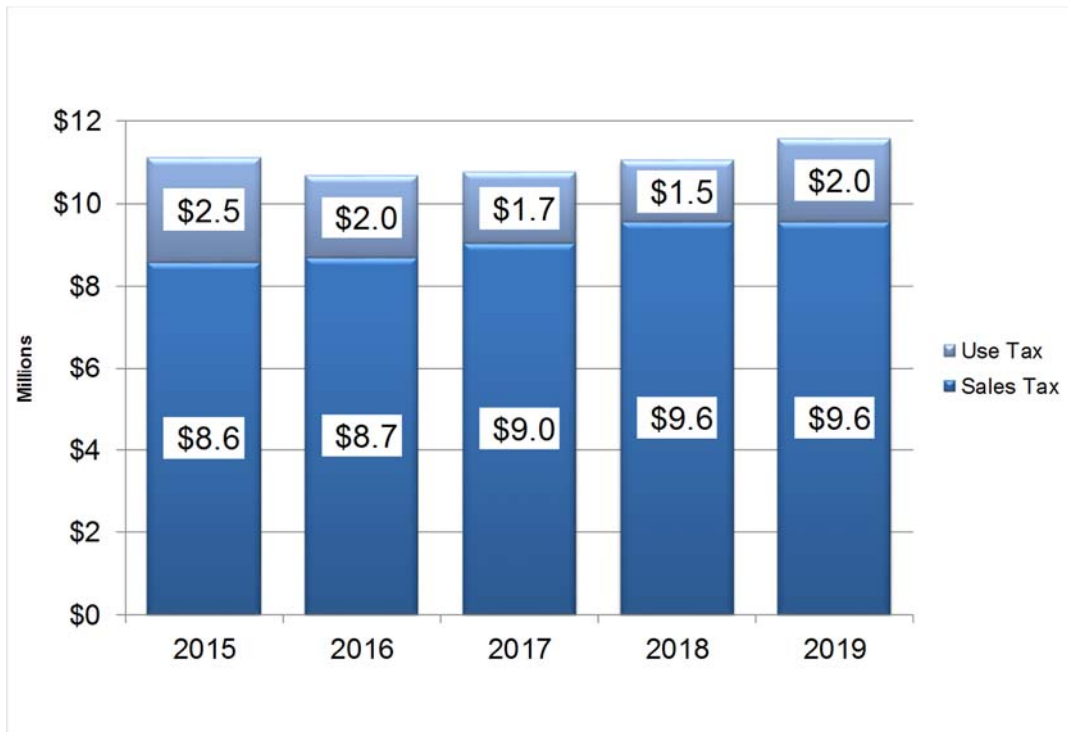
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual	Budget	Over/(Under)	%
	Apr YTD	Apr YTD	Budget Apr YTD	Over/(Under) Budget
Streets and Transportation (.25%)	2,820,795	2,747,139	73,656	2.7%
Community Capital Improvement Program (.25%)	2,820,795	2,747,139	73,656	2.7%
Natural Areas and Parks (.25%)	2,820,795	2,747,139	73,656	2.7%
Keep Fort Collins Great (.85%)	9,430,066	9,340,128	89,938	1.0%
General Fund (2.25%) (net of rebates)	28,583,663	28,430,134	153,529	0.5%
General Fund Economic Rebates	476,928	0	476,928	100.0%
Total Collections	\$ 46,953,042	\$ 46,011,679	\$ 941,363	

April Sales Tax Budget to Actual. In April 2019, sales tax collected in Fort Collins was \$284K less than budget. Year to date, sales tax collected in the City was \$335K less than budget.

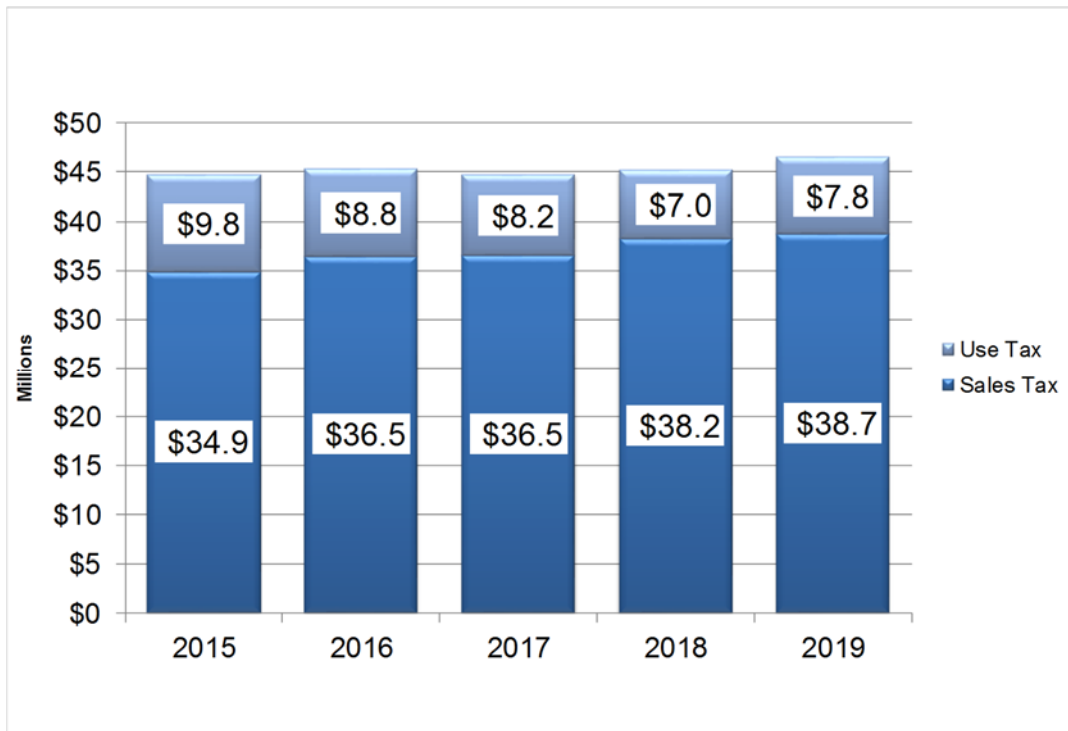
April Use Tax Budget to Actual Excluding Rebates. In April 2019, use tax collected in Fort Collins was \$229K more than budget. Year to date, use tax collected in the City was \$800K more than budget.

Figure 6. April Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

	April			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
\$ in Millions						
SALES TAX						
Grocery, Convenience, Liquor	\$43.5	\$44.3	1.6%	\$200.6	\$198.8	-0.9%
Restaurants, Caterers and Bars	40.8	40.9	0.2%	150.8	155.0	2.7%
General Merchandise	25.4	24.6	-3.2%	105.7	103.5	-2.1%
Vehicle Sales, Parts and Repairs	20.6	17.8	-13.5%	73.6	70.9	-3.6%
Building Materials, Garden Equipment & Supplies	19.9	18.1	-9.3%	70.3	69.5	-1.1%
Sporting, Hobby, Book, Music	10.4	9.9	-5.4%	47.6	43.5	-8.7%
Broadcasting and Telecommunications	10.2	11.1	8.7%	40.1	45.8	14.2%
Electronics and Appliances	13.8	10.0	-27.2%	60.3	42.8	-29.0%
Miscellaneous Retailers	17.7	21.0	18.4%	75.4	84.3	11.8%
Utilities	12.1	13.6	12.1%	48.1	50.7	5.4%
Clothing and Accessories	9.1	9.4	2.5%	36.0	36.4	1.2%
Pharmacy, Salon and Laundry	10.5	12.2	16.0%	43.9	47.9	9.1%
Other	7.7	6.8	-12.7%	26.0	27.2	4.9%
Rental and Leasing Services	5.7	6.0	4.7%	21.0	22.3	6.3%
Furniture and Home Furnishings	6.0	4.7	-21.5%	22.4	20.8	-7.5%
Wholesale Trade	5.0	7.1	42.1%	17.3	22.7	31.1%
Lodging	4.6	5.8	27.0%	16.0	18.8	17.1%
Manufacturing	4.8	4.8	0.0%	19.2	20.4	5.9%
NET TAXABLE SUBJECT TO SALES TAX	268.2	268.1	0.0%	1,074.3	1,081.3	0.6%
USE TAX						
Building Permits	8.5	7.8	-8.2%	55.6	48.9	-12.0%
Car Tax	13.7	13.2	-3.8%	53.3	57.5	7.7%
Return Tax	16.0	30.4	90.3%	72.6	96.2	32.6%
NET TAXABLE SUBJECT TO USE TAX	38.2	51.4	34.6%	181.5	202.6	11.6%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$306.3	\$319.5	4.3%	\$1,255.8	\$1,283.9	2.2%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from March 2018 United States	% Change from March 2018 Fort Collins
Grocery, Convenience, Liquor	2.1	1.6
Restaurants, Caterers & Bars	4.3	0.2
General Merchandise	1.9	-3.2
Vehicle Sales, Parts & Repairs	3.8	-13.5
Building Materials, Garden Equipment & Supplies	3.3	-9.3
Clothing & Accessories	1.5	2.5
Furniture & Home Furnishings	1.1	-21.5
Total	3.6	0.0

At the national level, March 2019 retail sales (as reported on April 18, 2019) increased by 3.6% while Fort Collins' sales remained flat. March 2019 sales are the basis for the City's April 2019 sales tax collections and net taxable amounts (which are included in this report).

Figure 10. April - Net Taxable Sales Subject to Sales Tax

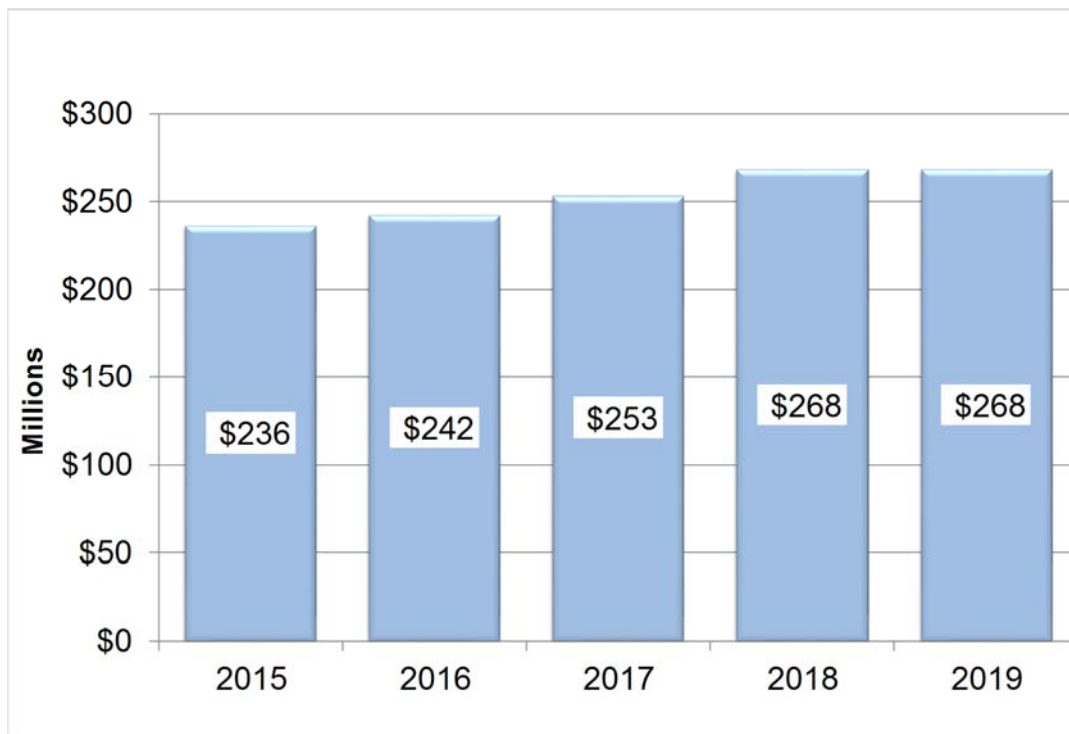


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

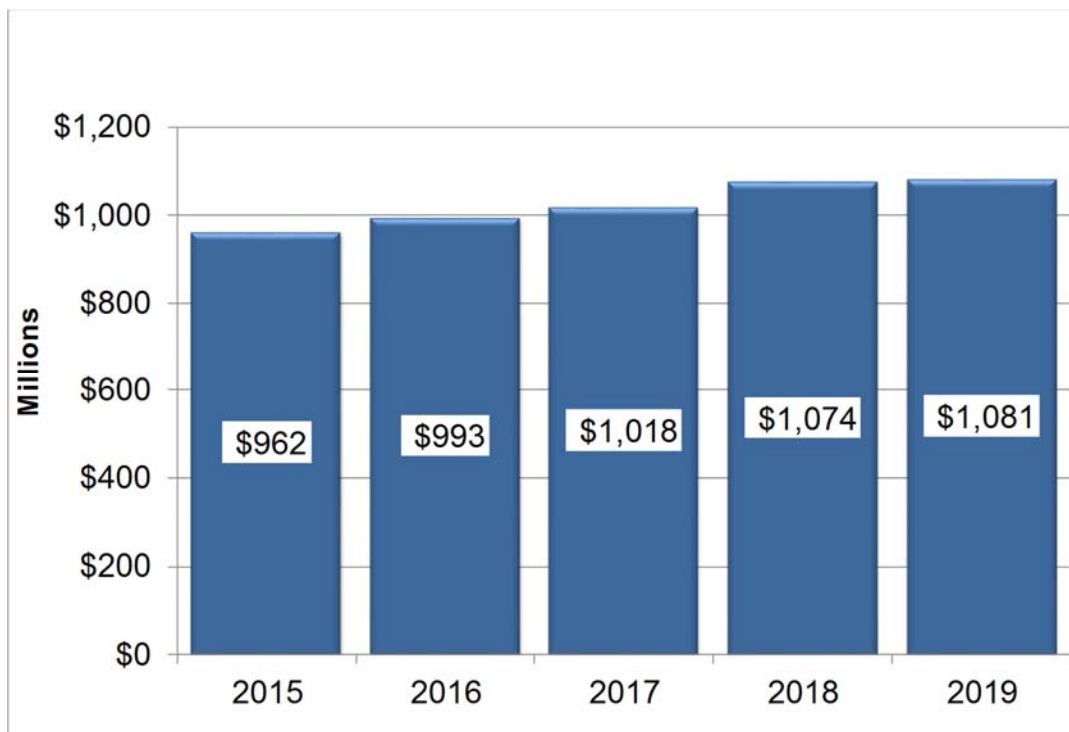
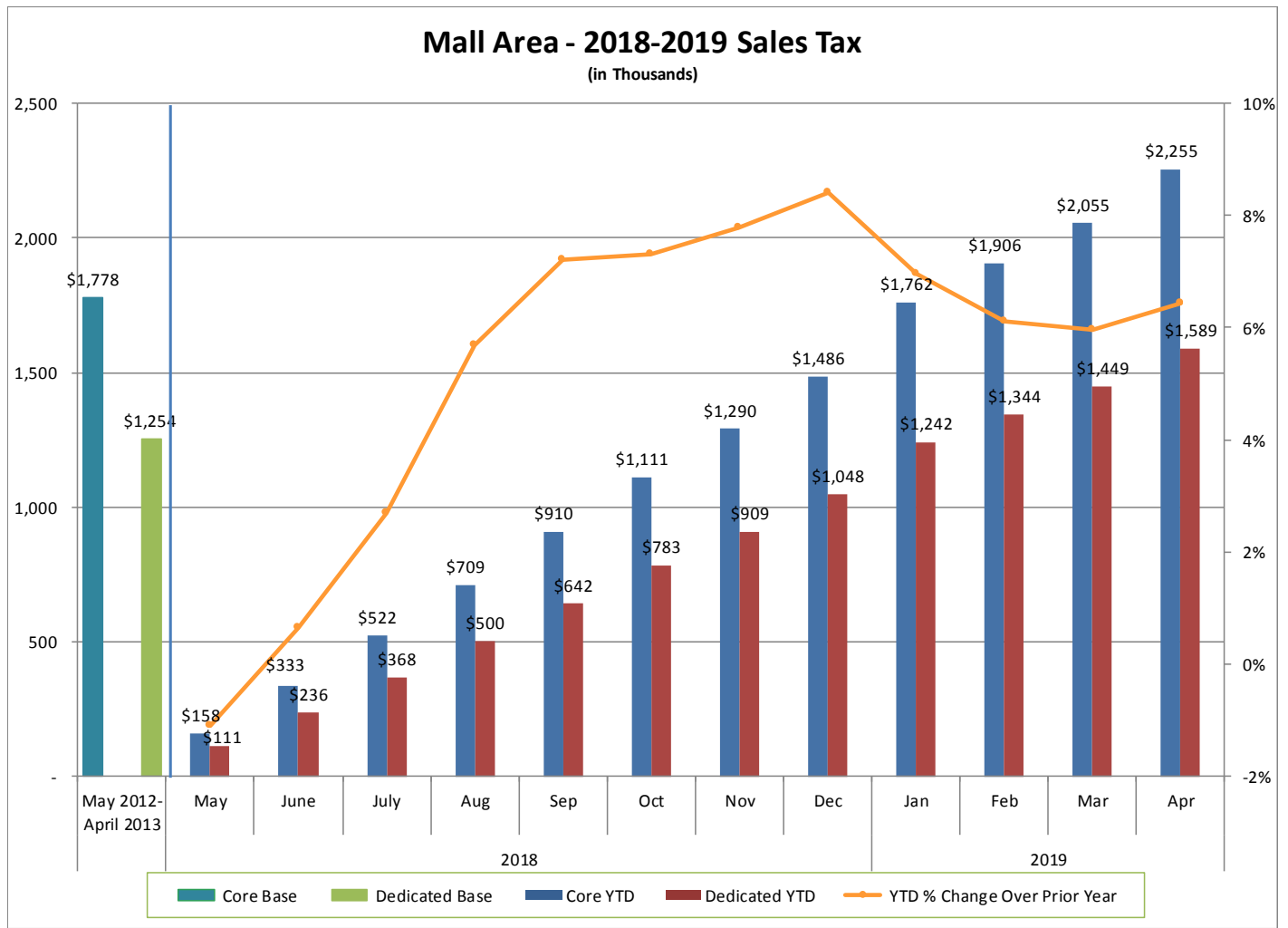


Figure 12. Metro District Reporting



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 April 30, 2019, the year to date core amount collected is \$2.3M resulting in tax due to the Metro District in the amount of \$200K.

Sales Tax in the City’s Downtown Area. The sales tax collected in April for the downtown area increased 9.5% from the same period in 2018.

Lodging Tax Collections. The City collected \$153K in lodging tax in April 2019. This was an increase of 33.9% from April 2018.

Sales Tax Licenses. There were 12,908 active sales tax licenses at the end of April.