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## Sales and Use Tax Collection Report – May 2019

Issued June 11, 2019

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

	Month	Year to Date
Net Sales Tax Collected:	3.6%	1.7%
Net Use Tax Collected:	-3.5%	8.7%
Net Sales and Use Tax Collected:	2.5%	2.8%

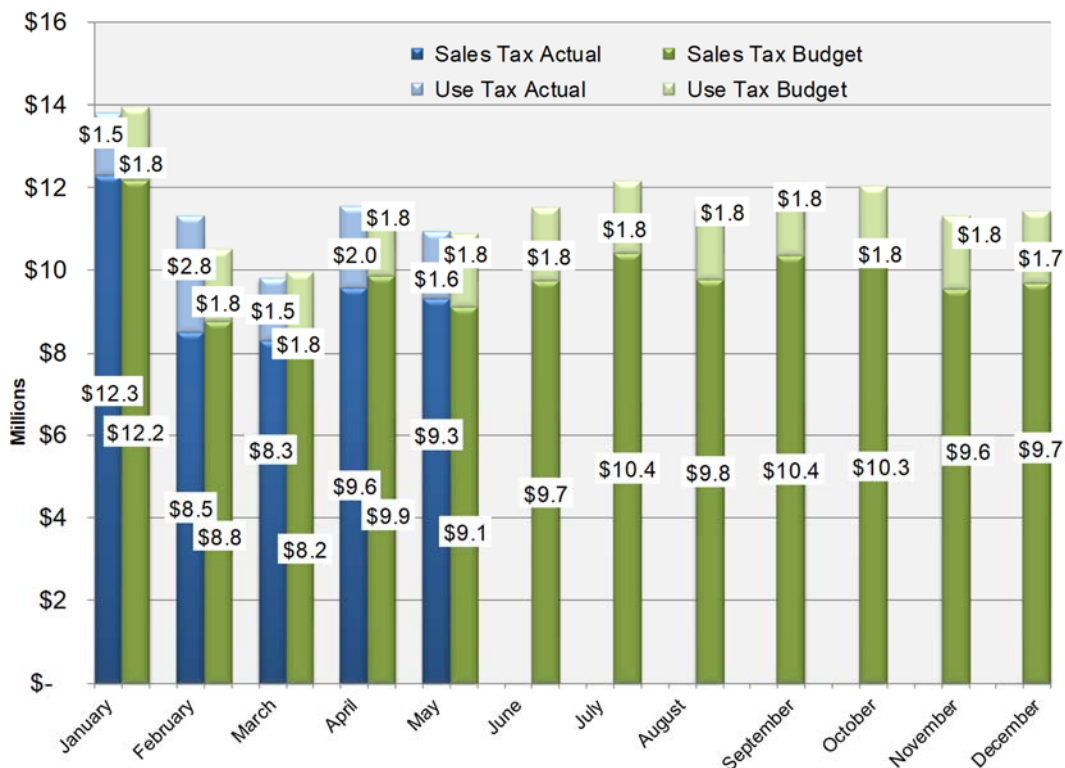
Year to date, sales and use tax collections excluding rebates are up 2.5% and total \$57.4M.

### MAY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	2.3%	-0.3%
Net Use Tax Collected:	-8.2%	7.5%
Net Sales and Use Tax Collected:	0.6%	0.9%

Year to date, the City has collected 0.9% more sales and use tax revenue, totaling \$529K over budget.

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



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

	May			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,200,562	\$1,253,972	4.4%	\$6,821,967	\$6,841,325	0.3%
Restaurants, Caterers and Bars	1,484,523	1,556,456	4.8%	7,242,075	7,483,374	3.3%
General Merchandise	724,809	761,333	5.0%	4,291,383	4,261,219	-0.7%
Vehicle Sales, Parts and Repairs	659,569	703,903	6.7%	3,496,071	3,444,797	-1.5%
Building Materials, Garden Equipment & Supplies	894,756	927,527	3.7%	3,600,244	3,602,984	0.1%
Sporting, Hobby, Book, Music	351,990	343,198	-2.5%	2,185,844	2,148,016	-1.7%
Broadcasting and Telecommunications	425,099	417,560	-1.8%	1,972,396	2,179,585	10.5%
Electronics and Appliances	382,987	356,296	-7.0%	2,700,068	2,011,943	-25.5%
Miscellaneous Retailers	609,625	669,726	9.9%	3,493,480	3,900,155	11.6%
Utilities	386,576	343,050	-11.3%	2,231,416	2,293,807	2.8%
Clothing and Accessories	305,246	338,376	10.9%	1,689,687	1,778,068	5.2%
Pharmacy, Salon and Laundry	412,837	437,910	6.1%	2,089,774	2,253,651	7.8%
Other	184,259	265,880	44.3%	1,073,359	1,333,808	24.3%
Rental and Leasing Services	198,698	191,486	-3.6%	1,005,478	1,051,430	4.6%
Furniture and Home Furnishings	200,071	166,242	-16.9%	1,059,612	954,238	-9.9%
Wholesale Trade	247,537	170,527	-31.1%	895,391	1,023,529	14.3%
Lodging	191,458	209,289	9.3%	813,936	930,436	14.3%
Manufacturing	142,887	216,347	51.4%	878,377	989,872	12.7%
<b>TOTAL SALES TAX</b>	<b>9,003,489</b>	<b>9,329,078</b>	<b>3.6%</b>	<b>47,540,558</b>	<b>48,482,237</b>	<b>2.0%</b>
Less Mall Sales Tax Remittance*	0	0	0.0%	(339,423)	(476,928)	40.5%
<b>NET SALES TAX</b>	<b>9,003,489</b>	<b>9,329,078</b>	<b>3.6%</b>	<b>47,201,135</b>	<b>48,005,309</b>	<b>1.7%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	596,429	286,182	-52.0%	2,736,896	2,169,248	-20.7%
Car Tax	488,410	598,031	22.4%	2,541,827	2,809,910	10.5%
Return Tax	580,858	722,594	24.4%	3,374,781	4,427,532	31.2%
<b>TOTAL USE TAX</b>	<b>1,665,697</b>	<b>1,606,807</b>	<b>-3.5%</b>	<b>8,653,504</b>	<b>9,406,690</b>	<b>8.7%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,665,697</b>	<b>1,606,807</b>	<b>-3.5%</b>	<b>8,653,504</b>	<b>9,406,690</b>	<b>8.7%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>10,669,186</b>	<b>10,935,885</b>	2.5%	<b>56,194,062</b>	<b>57,888,927</b>	3.0%
Less Mall Sales Tax Remittance*	0	0	0.0%	(339,423)	(476,928)	40.5%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>10,669,186</b>	<b>10,935,885</b>	<b>2.5%</b>	<b>55,854,639</b>	<b>57,411,999</b>	<b>2.8%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	642,083	658,157	2.5%	3,356,907	3,425,117	2.0%
Community Capital Improvement Program (.25%)	642,083	658,157	2.5%	3,356,907	3,425,117	2.0%
Natural Areas (.25%)	642,083	658,157	2.5%	3,356,907	3,425,117	2.0%
Keep Fort Collins Great (.85%)	2,172,899	2,190,452	0.8%	11,313,180	11,414,781	0.9%
General Fund (2.25%)	6,570,038	6,770,962	3.1%	34,810,161	36,198,795	4.0%
Less Mall Sales Tax Remittance*	0	0	0.0%	(339,423)	(476,928)	40.5%
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>\$10,669,186</b>	<b>\$10,935,885</b>	<b>2.5%</b>	<b>\$55,854,639</b>	<b>\$57,411,999</b>	<b>2.8%</b>

\* 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

**May Sales Tax Collected.** In May 2019, sales tax collected in Fort Collins increased 3.6% compared to May 2018. Sales tax collected totaled \$9.3M compared to \$9.0M in 2018.

**May Use Tax Collected.** The total use tax collected in May was \$1.6M, a decrease of 3.5% compared to May 2018.

**Net Sales and Use Tax Collected.** Total tax collected of \$10.9M was 2.5% higher than May 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	9,329,078	9,120,910	208,168	2.3%	48,005,309	48,132,585	-0.3%
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	48,005,309	48,132,585	(127,276)	-0.3%			
YTD Rebates	476,928	0	476,928			-	
Total Collections	\$ 48,482,237	\$ 48,132,585	\$ 349,652	0.7%		\$ 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	1,606,807	1,750,001	(143,194)	-8.2%	9,406,690	8,750,005	7.5%
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	9,406,690	8,750,005	656,685	7.5%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 9,406,690	\$ 8,750,005	\$ 656,685	7.5%		\$ 21,000,000	

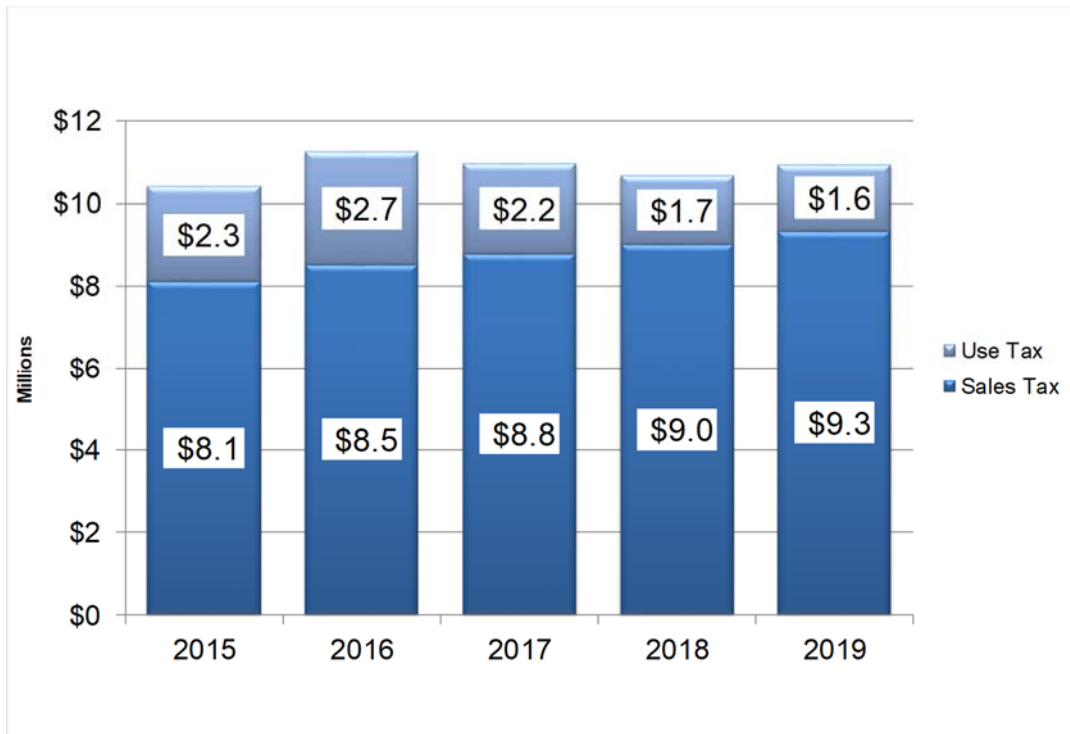
**Figure 5. Budget to Actual – Sales and Use Tax Distribution**

Fund	Actual	Budget	Over/(Under)	%
	May YTD	May YTD	Budget May YTD	Over/(Under) Budget
Streets and Transportation (.25%)	3,425,117	3,396,783	28,334	0.8%
Community Capital Improvement Program (.25%)	3,425,117	3,396,783	28,334	0.8%
Natural Areas and Parks (.25%)	3,425,117	3,396,783	28,334	0.8%
Keep Fort Collins Great (.85%)	11,414,781	11,548,880	(134,099)	-1.2%
General Fund (2.25%) (net of rebates)	35,721,867	35,143,361	578,506	1.6%
General Fund Economic Rebates	476,928	0	476,928	100.0%
Total Collections	\$ 57,888,927	\$ 56,882,590	\$ 1,006,337	

**May Sales Tax Budget to Actual.** In May 2019, sales tax collected in Fort Collins was \$208K more than budget. Year to date, sales tax collected in the City was \$127K less than budget.

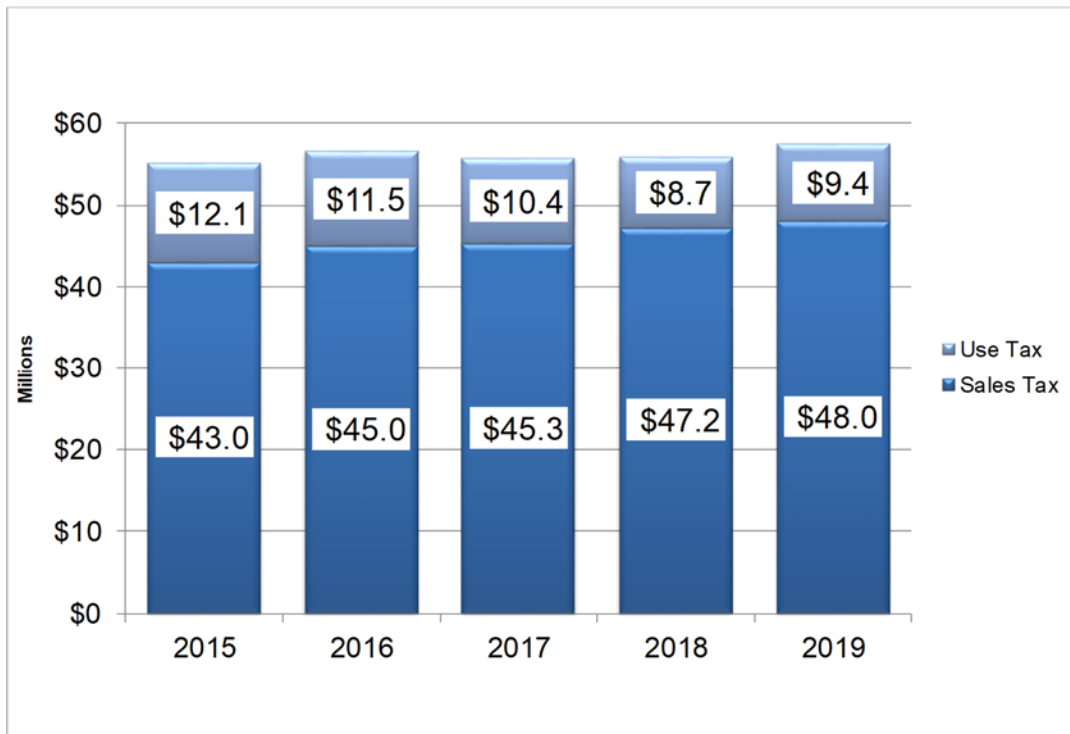
**May Use Tax Budget to Actual Excluding Rebates.** In May 2019, use tax collected in Fort Collins was \$143K less than budget. Year to date, use tax collected in the City was \$657K more than budget.

**Figure 6. May Collections\***



\*Total collections after rebates.

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



\*Total collections after rebates.

**Figure 8. Net Taxable**

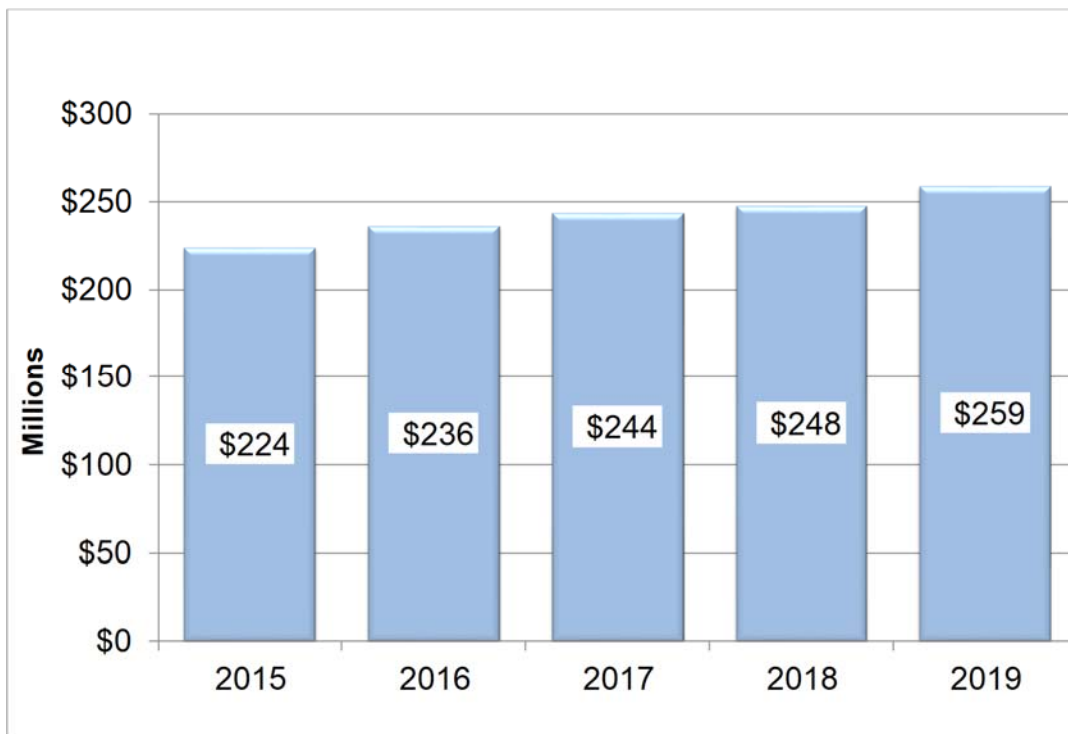
\$ in Millions	May			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2018	2019	Change	2018	2019	Change
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$42.1	\$44.1	4.7%	\$242.7	\$242.9	0.1%
Restaurants, Caterers and Bars	38.5	40.0	3.8%	189.4	195.0	3.0%
General Merchandise	21.7	23.0	5.6%	127.4	126.5	-0.8%
Vehicle Sales, Parts and Repairs	17.2	18.2	6.2%	90.7	89.2	-1.7%
Building Materials, Garden Equipment & Supplies	23.1	23.9	3.3%	93.5	93.5	0.0%
Sporting, Hobby, Book, Music	9.0	8.9	-0.4%	56.6	52.4	-7.4%
Broadcasting and Telecommunications	11.0	10.8	-1.7%	51.1	56.6	10.8%
Electronics and Appliances	9.9	9.2	-7.0%	70.2	52.0	-25.9%
Miscellaneous Retailers	15.8	17.6	11.6%	91.2	101.9	11.7%
Utilities	10.1	11.0	9.0%	58.1	61.6	6.0%
Clothing and Accessories	8.0	8.8	9.6%	44.0	45.2	2.7%
Pharmacy, Salon and Laundry	10.8	11.5	6.4%	54.7	59.4	8.6%
Other	4.8	6.6	36.8%	30.8	33.8	9.9%
Rental and Leasing Services	5.2	5.0	-4.2%	26.2	27.3	4.2%
Furniture and Home Furnishings	5.3	4.3	-18.4%	27.7	25.1	-9.6%
Wholesale Trade	6.5	5.0	-24.2%	23.8	27.6	16.0%
Lodging	4.9	5.4	9.7%	21.0	24.2	15.4%
Manufacturing	3.8	5.7	49.7%	23.0	26.0	13.1%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>247.8</b>	<b>258.9</b>	<b>4.5%</b>	<b>1,322.1</b>	<b>1,340.2</b>	<b>1.4%</b>
<b>USE TAX</b>						
Building Permits	15.5	7.4	-52.0%	71.1	56.3	-20.7%
Car Tax	12.7	15.5	22.4%	66.0	73.0	10.5%
Return Tax	15.1	18.8	24.4%	87.7	115.0	31.2%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>43.3</b>	<b>41.7</b>	<b>-3.5%</b>	<b>224.8</b>	<b>244.3</b>	<b>8.7%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$291.0</b>	<b>\$300.7</b>	<b>3.3%</b>	<b>\$1,546.9</b>	<b>\$1,584.5</b>	<b>2.4%</b>

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

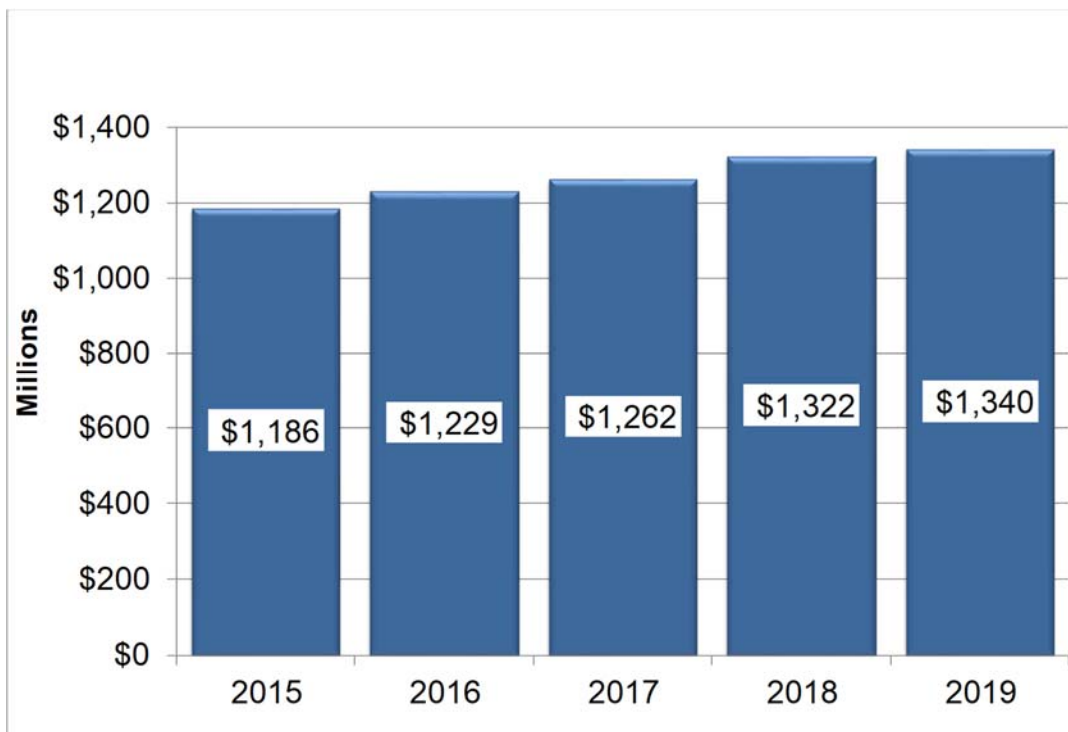
Retail Sales Category	% Change from April 2018 United States	% Change from April 2018 Fort Collins
Grocery, Convenience, Liquor	2.1	4.7
Restaurants, Caterers & Bars	5.7	3.8
General Merchandise	2.7	5.6
Vehicle Sales, Parts & Repairs	2.2	6.2
Building Materials, Garden Equipment & Supplies	1.2	3.3
Clothing & Accessories	0.2	9.6
Furniture & Home Furnishings	-3.1	-18.4
<b>Total</b>	<b>3.1</b>	<b>4.5</b>

At the national level, April 2019 retail sales (as reported on May 15, 2019) increased by 3.1% compared to an increase in Fort Collins' sales of 4.5%. April 2019 sales are the basis for the City's May 2019 sales tax collections and net taxable amounts (which are included in this report).

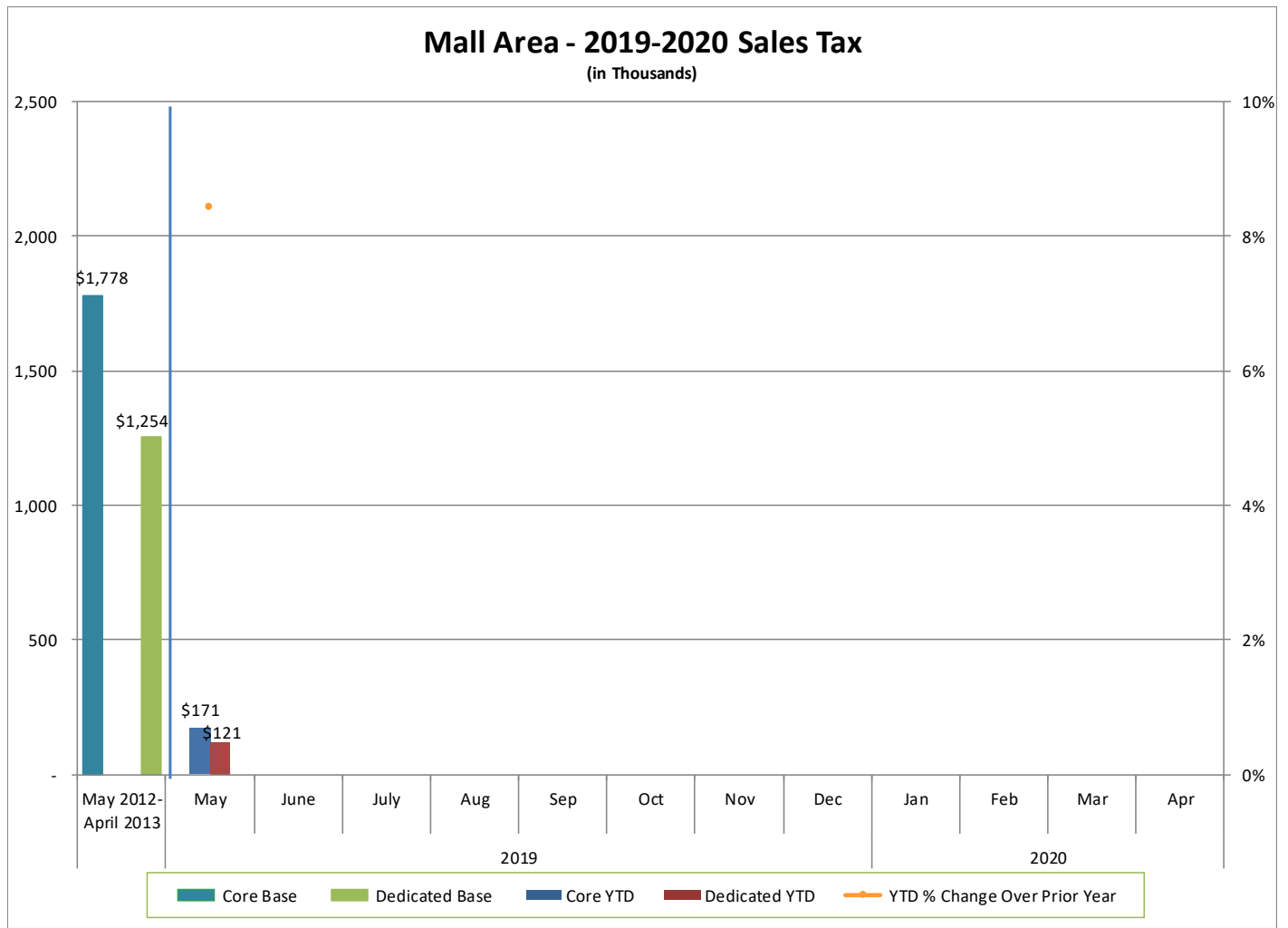
**Figure 10. May - Net Taxable Sales Subject to Sales Tax**



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



**Figure 12. 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 May 31, 2019, the year to date core amount collected is \$171K resulting in no tax being due to the Metro District.

**Sales Tax in the City’s Downtown Area.** The sales tax collected in May for the downtown area increased 18.3% from the same period in 2018.

**Lodging Tax Collections.** The City collected \$132K in lodging tax in May 2019. This was an increase of 12.2% from May 2018.

**Sales Tax Licenses.** There were 13,057 active sales tax licenses at the end of May.