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## Sales and Use Tax Collection Report – July 2019

Issued August 13, 2019

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

### JULY SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	2.5%	1.8%
Net Use Tax Collected:	-0.7%	5.1%
Net Sales and Use Tax Collected:	2.1%	2.3%

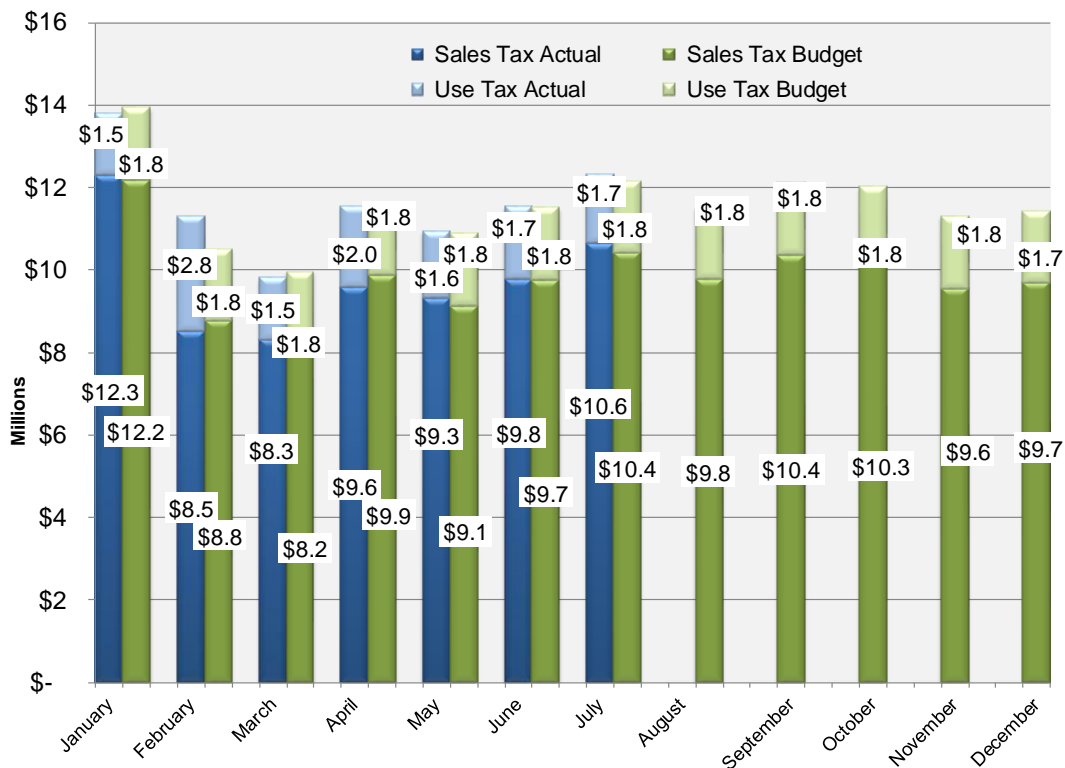
Year to date, sales and use tax collections excluding rebates are up 2.3% and total \$81.3M.

### JULY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	2.2%	0.2%
Net Use Tax Collected:	-4.2%	4.7%
Net Sales and Use Tax Collected:	1.3%	0.9%

Year to date, the City has collected 0.9% more sales and use tax revenue, totaling \$711K over budget.

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



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

	July			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,280,753	\$1,264,186	-1.3%	\$9,370,621	\$9,400,322	0.3%
Restaurants, Caterers and Bars	1,539,038	1,632,874	6.1%	10,391,182	10,742,450	3.4%
General Merchandise	1,068,399	922,769	-13.6%	6,219,054	6,029,530	-3.0%
Vehicle Sales, Parts and Repairs	878,046	763,920	-13.0%	5,066,379	5,015,117	-1.0%
Building Materials, Garden Equipment & Supplies	986,729	1,044,708	5.9%	5,625,827	5,649,554	0.4%
Sporting, Hobby, Book, Music	423,126	442,020	4.5%	3,002,955	2,985,808	-0.6%
Broadcasting and Telecommunications	464,517	410,621	-11.6%	2,872,490	2,982,100	3.8%
Electronics and Appliances	382,106	396,343	3.7%	3,421,707	2,782,656	-18.7%
Miscellaneous Retailers	697,803	991,915	42.1%	4,864,933	5,570,518	14.5%
Utilities	304,016	331,532	9.1%	2,874,559	2,984,595	3.8%
Clothing and Accessories	349,778	378,524	8.2%	2,381,912	2,512,464	5.5%
Pharmacy, Salon and Laundry	427,130	486,412	13.9%	2,915,802	3,199,574	9.7%
Other	294,188	312,470	6.2%	1,561,358	1,853,242	18.7%
Rental and Leasing Services	234,605	246,659	5.1%	1,457,341	1,501,432	3.0%
Furniture and Home Furnishings	232,796	187,645	-19.4%	1,503,343	1,323,887	-11.9%
Wholesale Trade	168,382	293,099	74.1%	1,242,085	1,491,529	20.1%
Lodging	327,149	323,880	-1.0%	1,380,399	1,507,857	9.2%
Manufacturing	321,164	209,104	-34.9%	1,379,300	1,373,555	-0.4%
<b>TOTAL SALES TAX</b>	<b>10,379,725</b>	<b>10,638,681</b>	<b>2.5%</b>	<b>67,531,247</b>	<b>68,906,190</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>10,379,725</b>	<b>10,638,681</b>	<b>2.5%</b>	<b>67,191,824</b>	<b>68,429,262</b>	<b>1.8%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	314,808	353,520	12.3%	3,668,843	2,961,151	-19.3%
Car Tax	466,070	616,431	32.3%	3,633,956	4,118,907	13.3%
Return Tax	907,544	707,106	-22.1%	4,900,411	5,746,059	17.3%
<b>TOTAL USE TAX</b>	<b>1,688,422</b>	<b>1,677,057</b>	<b>-0.7%</b>	<b>12,203,210</b>	<b>12,826,117</b>	<b>5.1%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,688,422</b>	<b>1,677,057</b>	<b>-0.7%</b>	<b>12,203,210</b>	<b>12,826,117</b>	<b>5.1%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>12,068,147</b>	<b>12,315,738</b>	2.1%	<b>79,734,457</b>	<b>81,732,307</b>	2.5%
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>12,068,147</b>	<b>12,315,738</b>	<b>2.1%</b>	<b>79,395,034</b>	<b>81,255,379</b>	<b>2.3%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	731,234	729,752	-0.2%	4,780,915	4,856,562	1.6%
Community Capital Improvement Program (.25%)	731,234	729,752	-0.2%	4,780,915	4,856,562	1.6%
Natural Areas (.25%)	731,234	729,752	-0.2%	4,780,915	4,856,562	1.6%
Keep Fort Collins Great (.85%)	2,467,550	2,465,214	-0.1%	16,128,538	16,244,702	0.7%
General Fund (2.25%)	7,406,895	7,661,268	3.4%	49,263,174	50,917,919	3.4%
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>\$12,068,147</b>	<b>\$12,315,738</b>	<b>2.1%</b>	<b>\$79,395,034</b>	<b>\$81,255,379</b>	<b>2.3%</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

**July Sales Tax Collected.** In July 2019, sales tax collected in Fort Collins increased 2.5% compared to July 2018. Sales tax collected totaled \$10.6M compared to \$10.4M in 2018.

**July Use Tax Collected.** The total use tax collected in July was \$1.7M, a decrease of 0.7% compared to July 2018.

**Net Sales and Use Tax Collected.** Total tax collected of \$12.3M was 2.1% higher than July 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	9,785,272	9,749,906	35,366	0.4%	57,790,581	57,882,491	-0.2%
July	10,638,681	10,412,363	226,318	2.2%	68,429,262	68,294,854	0.2%
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	68,429,262	68,294,854	134,408	0.2%			
YTD Rebates	476,928	0	476,928			-	
<b>Total Collections</b>	<b>\$ 68,906,190</b>	<b>\$ 68,294,854</b>	<b>\$ 611,336</b>	<b>0.9%</b>		<b>\$ 117,935,000</b>	

**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	1,742,370	1,750,001	(7,631)	-0.4%	11,149,060	10,500,006	6.2%
July	1,677,057	1,750,001	(72,944)	-4.2%	12,826,117	12,250,007	4.7%
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	12,826,117	12,250,007	576,110	4.7%			
YTD Rebates	-	0	-			-	
<b>Total Collections</b>	<b>\$ 12,826,117</b>	<b>\$ 12,250,007</b>	<b>\$ 576,110</b>	<b>4.7%</b>		<b>\$ 21,000,000</b>	

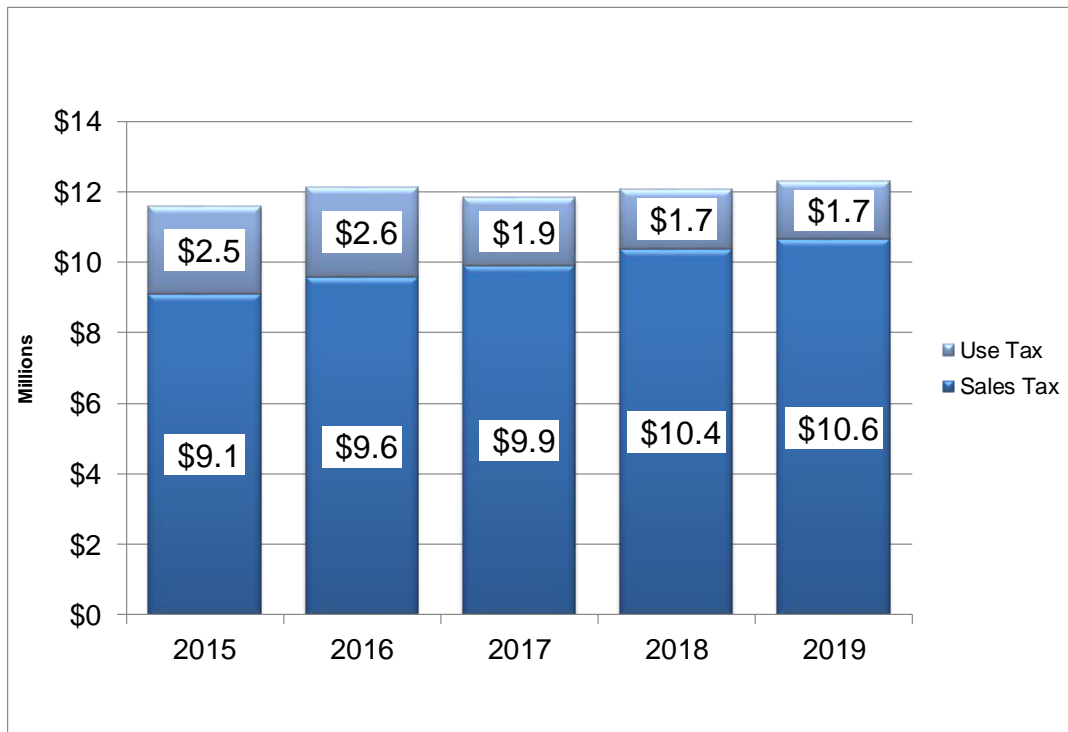
**Figure 5. Budget to Actual – Sales and Use Tax Distribution**

Fund	Actual	Budget	Over/(Under)	%
	July YTD	July YTD	Budget July YTD	Over/(Under) Budget
Streets and Transportation (.25%)	4,856,562	4,808,929	47,633	1.0%
Community Capital Improvement Program (.25%)	4,856,562	4,808,929	47,633	1.0%
Natural Areas and Parks (.25%)	4,856,562	4,808,929	47,633	1.0%
Keep Fort Collins Great (.85%)	16,244,702	16,350,100	(105,398)	-0.6%
General Fund (2.25%) (net of rebates)	50,440,991	49,767,974	673,017	1.4%
General Fund Economic Rebates	476,928	0	476,928	100.0%
<b>Total Collections</b>	<b>\$ 81,732,307</b>	<b>\$ 80,544,861</b>	<b>\$ 1,187,446</b>	

**July Sales Tax Budget to Actual.** In July 2019, sales tax collected in Fort Collins was \$226K more than budget. Year to date, sales tax collected in the City was \$134K more than budget.

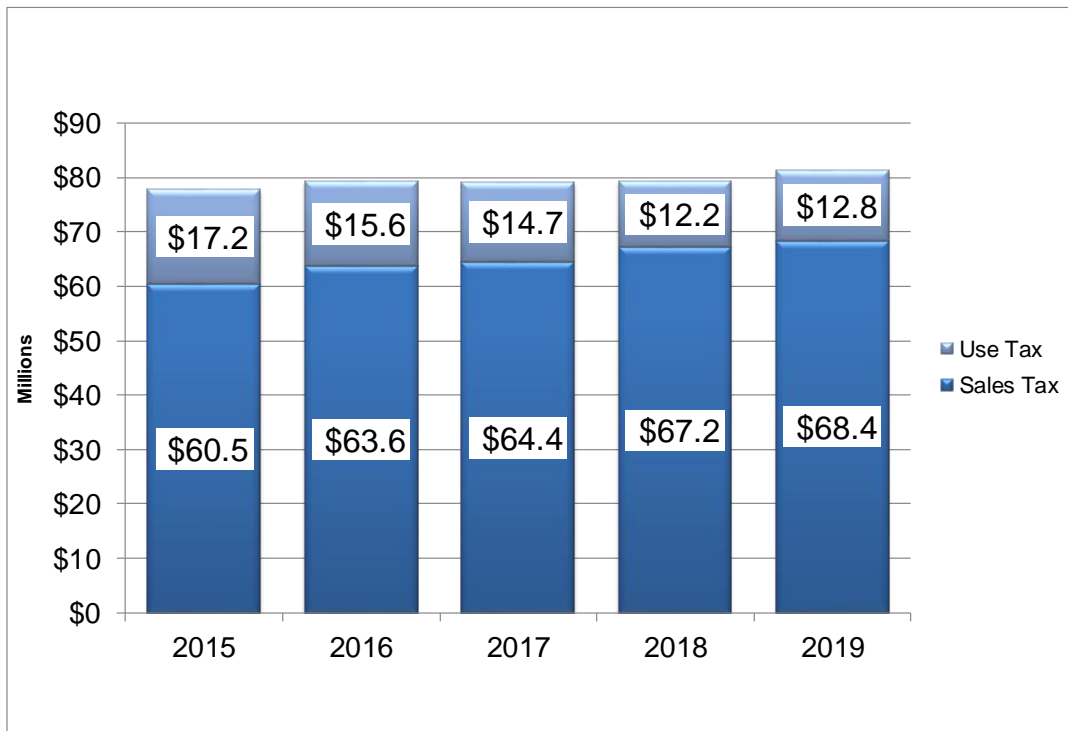
**July Use Tax Budget to Actual Excluding Rebates.** In July 2019, use tax collected in Fort Collins was \$73K less than budget. Year to date, use tax collected in the City was \$576K more than budget.

**Figure 6. July Collections\***



\*Total collections after rebates.

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



\*Total collections after rebates.

**Figure 8. Net Taxable**

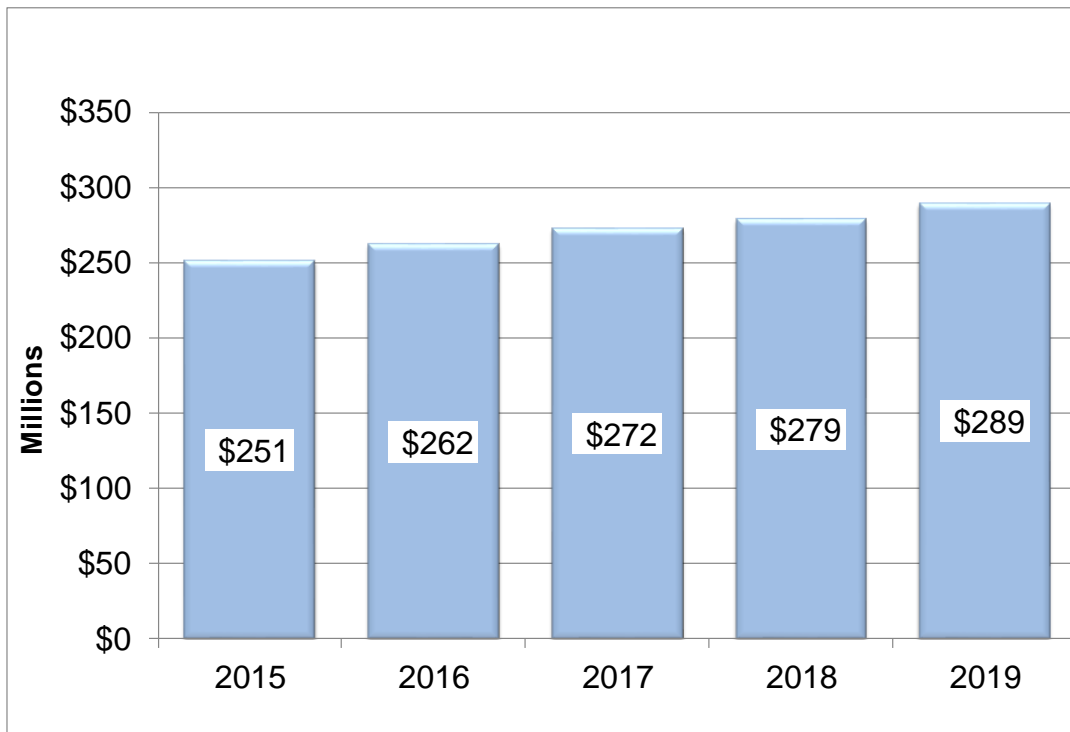
\$ in Millions	July			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2018	2019	Change	2018	2019	Change
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$44.5	\$44.6	0.1%	\$331.6	\$332.8	0.3%
Restaurants, Caterers and Bars	40.0	42.0	5.0%	270.6	280.1	3.5%
General Merchandise	26.6	25.0	-6.1%	179.5	174.1	-3.0%
Vehicle Sales, Parts and Repairs	20.3	19.6	-3.4%	131.4	129.8	-1.3%
Building Materials, Garden Equipment & Supplies	26.0	27.3	4.9%	146.7	146.7	0.0%
Sporting, Hobby, Book, Music	11.2	11.5	2.7%	78.1	74.6	-4.5%
Broadcasting and Telecommunications	12.1	10.6	-12.1%	74.5	77.4	3.9%
Electronics and Appliances	10.2	10.3	0.7%	89.3	72.0	-19.3%
Miscellaneous Retailers	18.1	26.1	44.3%	126.8	145.8	15.0%
Utilities	7.9	8.6	9.1%	74.8	79.6	6.3%
Clothing and Accessories	9.3	9.8	6.3%	62.0	64.2	3.6%
Pharmacy, Salon and Laundry	11.2	12.7	13.6%	76.3	84.0	10.1%
Other	7.6	8.1	6.5%	43.4	47.5	9.4%
Rental and Leasing Services	6.0	6.4	6.2%	37.9	39.0	2.7%
Furniture and Home Furnishings	6.1	4.9	-20.4%	39.1	34.6	-11.4%
Wholesale Trade	4.5	7.8	73.4%	33.1	40.1	21.3%
Lodging	8.4	8.4	-0.6%	35.6	39.2	9.9%
Manufacturing	8.5	5.4	-36.1%	36.3	36.1	-0.6%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>278.6</b>	<b>289.2</b>	<b>3.8%</b>	<b>1,867.1</b>	<b>1,897.5</b>	<b>1.6%</b>
<b>USE TAX</b>						
Building Permits	8.2	9.2	12.3%	95.3	76.9	-19.3%
Car Tax	12.1	16.0	32.3%	94.4	107.0	13.3%
Return Tax	23.6	18.4	-22.1%	127.3	149.2	17.3%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>43.9</b>	<b>43.6</b>	<b>-0.7%</b>	<b>317.0</b>	<b>333.1</b>	<b>5.1%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$322.5</b>	<b>\$332.8</b>	<b>3.2%</b>	<b>\$2,184.1</b>	<b>\$2,230.7</b>	<b>2.1%</b>

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

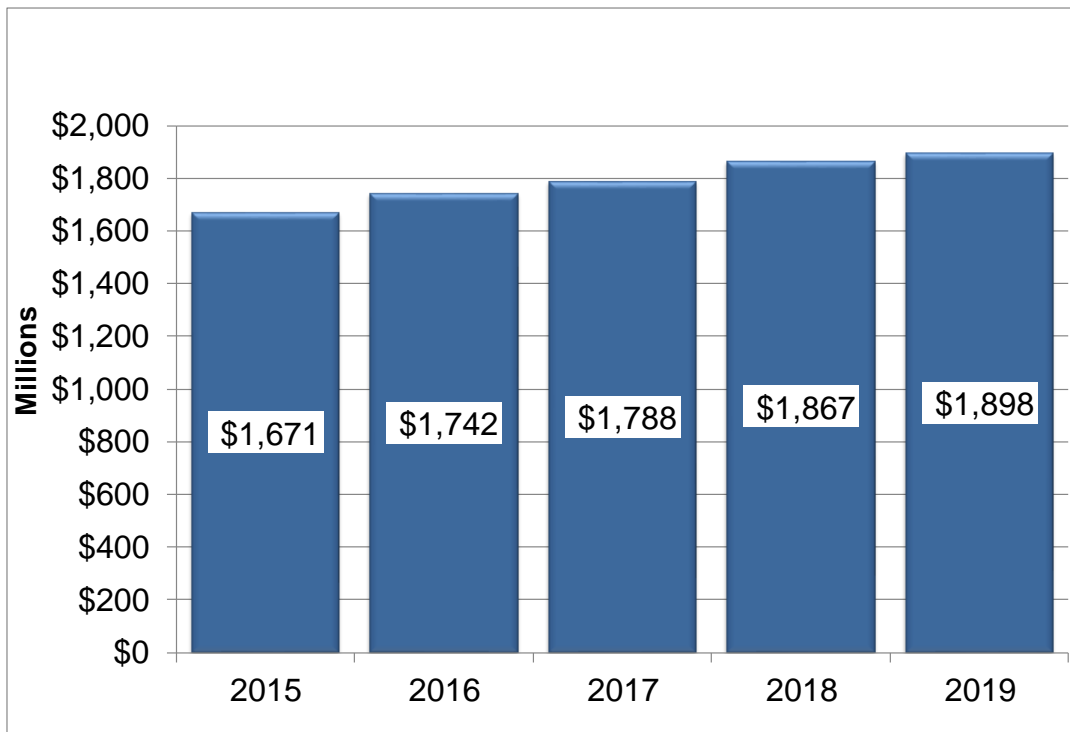
Retail Sales Category	% Change from June 2018 United States	% Change from June 2018 Fort Collins
Grocery, Convenience, Liquor	3.1	0.1
Restaurants, Caterers & Bars	4.0	5.0
General Merchandise	2.5	-6.1
Vehicle Sales, Parts & Repairs	4.1	-3.4
Building Materials, Garden Equipment & Supplies	-2.5	4.9
Clothing & Accessories	-0.9	6.3
Furniture & Home Furnishings	0.8	-20.4
<b>Total</b>	<b>3.4</b>	<b>3.8</b>

At the national level, June 2019 retail sales (as reported on July 16, 2019) increased by 3.4% compared to an increase in Fort Collins' sales of 3.8%. June 2019 sales are the basis for the City's July 2019 sales tax collections and net taxable amounts (which are included in this report).

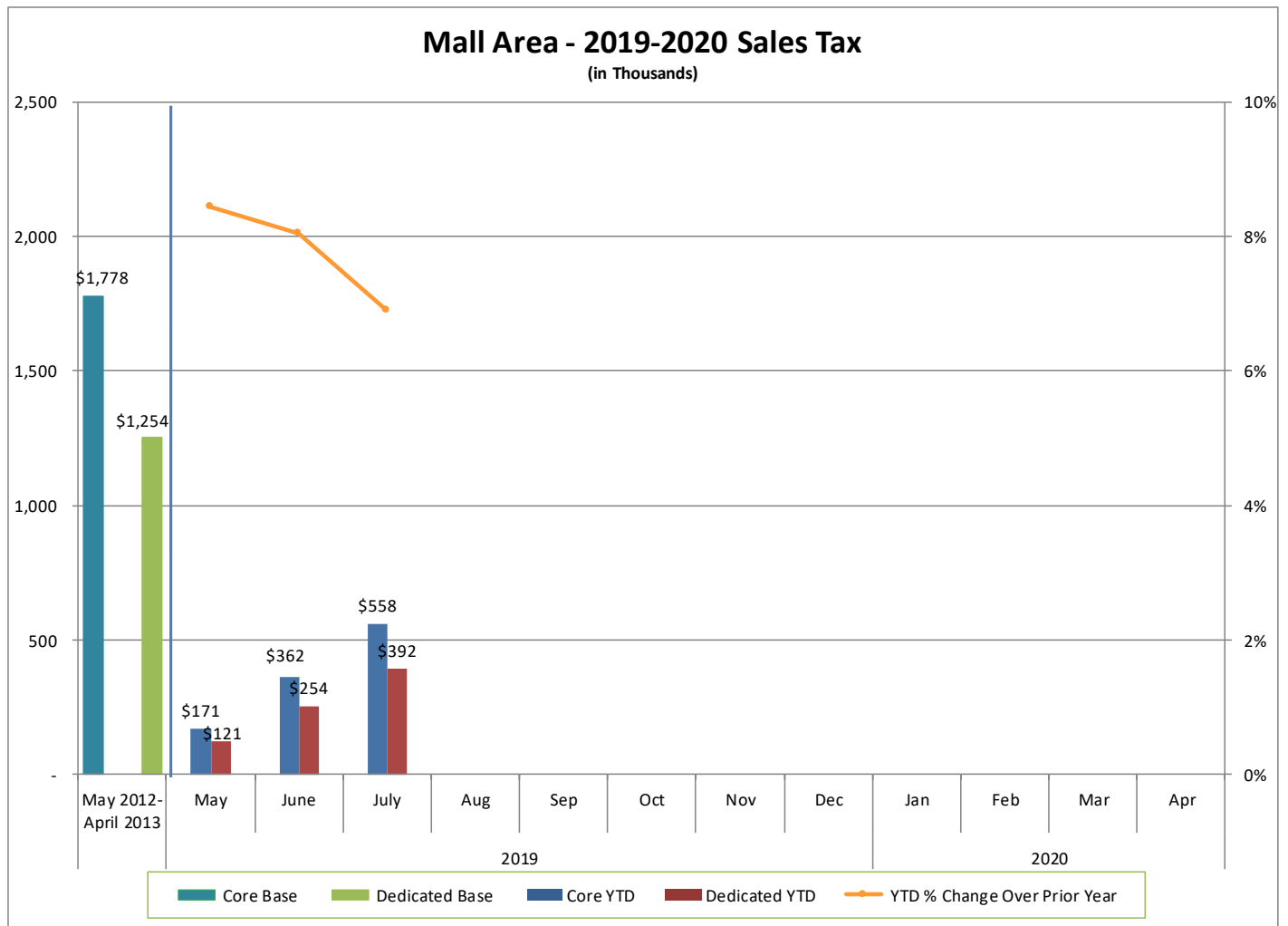
**Figure 10. July - Net Taxable Sales Subject to Sales Tax**



**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 July 31, 2019, the year to date core amount collected is \$558K resulting in no tax being due to the Metro District.

**Sales Tax in the City’s Downtown Area.** The sales tax collected in July for the downtown area increased 13.4% from the same period in 2018.

**Lodging Tax Collections.** The City collected \$228K in lodging tax in July 2019. This was an increase of 0.7% from July 2018.

**Sales Tax Licenses.** There were 13,373 active sales tax licenses at the end of July.