



Financial Services
 Sales Tax Division
 215 N. Mason Street – 2nd Floor
 PO Box 580, Fort Collins, CO 80522-0580
 970.221.6780
 970.221.6782 - fax
 fcgov.com

Sales and Use Tax Collection Report – August 2019

Issued September 10, 2019

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

AUGUST SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	3.6%	2.1%
Net Use Tax Collected:	4.4%	5.0%
Net Sales and Use Tax Collected:	3.7%	2.5%

Year to date, sales and use tax collections excluding rebates are up 2.5% and total \$93M.

AUGUST SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	2.3%	0.5%
Net Use Tax Collected:	2.4%	4.4%
Net Sales and Use Tax Collected:	2.3%	1.1%

Year to date, the City has collected 1.1% more sales and use tax revenue, totaling \$975K over budget.

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

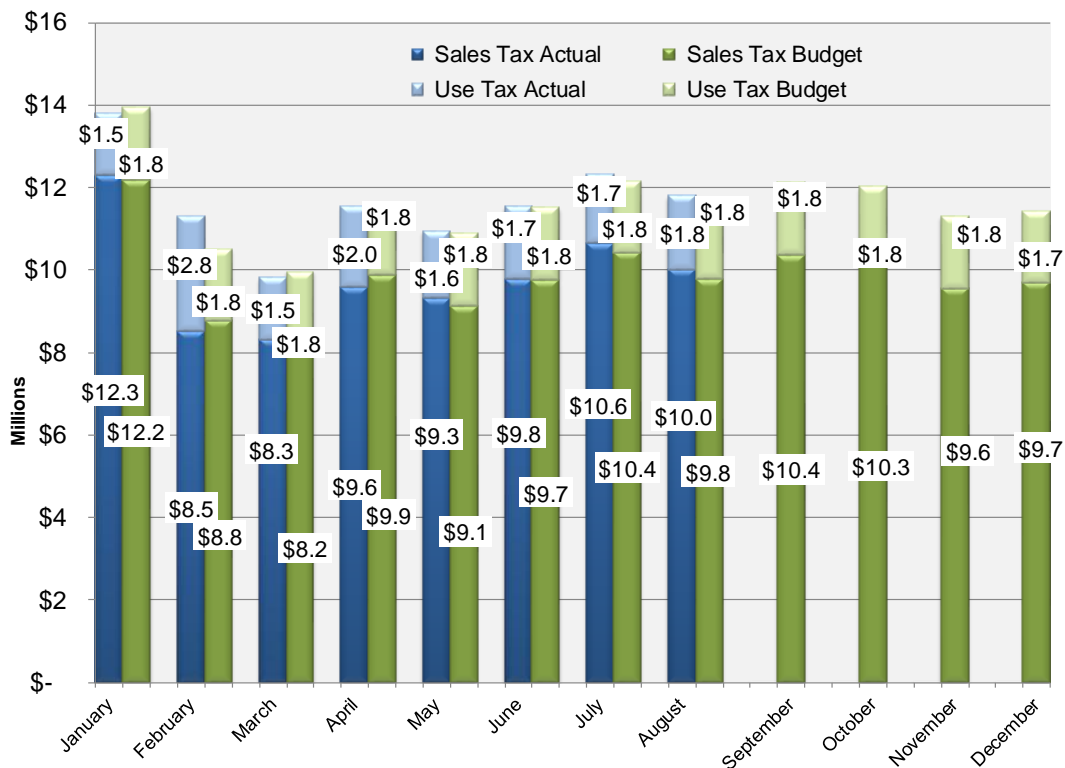


Figure 2. Sales and Use Tax Collected

	August			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,246,718	\$1,274,179	2.2%	\$10,617,339	\$10,674,501	0.5%
Restaurants, Caterers and Bars	1,514,315	1,570,755	3.7%	11,905,497	12,313,205	3.4%
General Merchandise	818,549	856,009	4.6%	7,037,603	6,885,539	-2.2%
Vehicle Sales, Parts and Repairs	838,063	879,238	4.9%	5,904,442	5,894,355	-0.2%
Building Materials, Garden Equipment & Supplies	1,007,625	1,028,406	2.1%	6,633,452	6,677,960	0.7%
Sporting, Hobby, Book, Music	337,031	340,277	1.0%	3,339,986	3,326,085	-0.4%
Broadcasting and Telecommunications	435,103	446,083	2.5%	3,307,593	3,428,183	3.6%
Electronics and Appliances	339,066	353,759	4.3%	3,760,773	3,136,415	-16.6%
Miscellaneous Retailers	650,516	731,550	12.5%	5,515,449	6,302,068	14.3%
Utilities	413,713	367,237	-11.2%	3,288,272	3,351,832	1.9%
Clothing and Accessories	331,009	341,280	3.1%	2,712,921	2,853,744	5.2%
Pharmacy, Salon and Laundry	414,514	486,339	17.3%	3,330,316	3,685,913	10.7%
Other	194,583	216,694	11.4%	1,755,941	2,069,936	17.9%
Rental and Leasing Services	217,707	220,724	1.4%	1,675,048	1,722,156	2.8%
Furniture and Home Furnishings	225,276	192,851	-14.4%	1,728,619	1,516,738	-12.3%
Wholesale Trade	154,913	190,881	23.2%	1,396,998	1,682,410	20.4%
Lodging	300,539	335,476	11.6%	1,680,938	1,843,333	9.7%
Manufacturing	215,536	170,524	-20.9%	1,594,836	1,544,079	-3.2%
TOTAL SALES TAX	9,654,776	10,002,262	3.6%	77,186,023	78,908,452	2.2%
Less Mall Sales Tax Remittance*	0	0	0.0%	(339,423)	(476,928)	40.5%
NET SALES TAX	9,654,776	10,002,262	3.6%	76,846,600	78,431,524	2.1%
USE TAX COLLECTIONS						
Building Permits	583,069	283,454	-51.4%	4,251,912	3,244,605	-23.7%
Car Tax	614,942	710,535	15.5%	4,248,898	4,829,442	13.7%
Return Tax	518,004	797,835	54.0%	5,418,415	6,543,894	20.8%
TOTAL USE TAX	1,716,015	1,791,824	4.4%	13,919,225	14,617,941	5.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,716,015	1,791,824	4.4%	13,919,225	14,617,941	5.0%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	11,370,791	11,794,086	3.7%	91,105,248	93,526,393	2.7%
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%
NET SALES & USE TAX	11,370,791	11,794,086	3.7%	90,765,825	93,049,465	2.5%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	687,113	712,149	3.6%	5,468,028	5,568,711	1.8%
Community Capital Improvement Program (.25%)	687,113	712,149	3.6%	5,468,028	5,568,711	1.8%
Natural Areas (.25%)	687,113	712,149	3.6%	5,468,028	5,568,711	1.8%
Keep Fort Collins Great (.85%)	2,315,557	2,407,092	4.0%	18,444,095	18,651,794	1.1%
General Fund (2.25%)	6,993,895	7,250,547	3.7%	56,257,069	58,168,466	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%
NET SALES & USE TAX	\$11,370,791	\$11,794,086	3.7%	\$90,765,825	\$93,049,465	2.5%

* 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

August Sales Tax Collected. In August 2019, sales tax collected in Fort Collins increased 3.6% compared to August 2018. Sales tax collected totaled \$10M compared to \$9.7M in 2018.

August Use Tax Collected. The total use tax collected in August was \$1.8M, an increase of 4.4% compared to August 2018.

Net Sales and Use Tax Collected. Total tax collected of \$11.8M was 3.7% higher than August 2018.

Figure 3. Budget to Actual - Sales Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date		Year to Date % Over/(Under) Annual Budget
					Actual	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	10,002,262	9,779,284	222,978	2.3%	78,431,524	78,074,138	0.5%
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	78,431,524	78,074,138	357,386	0.5%			
YTD Rebates	476,928	809,781	(332,853)			-	
Total Collections	\$ 78,908,452	\$ 78,883,919	\$ 24,533	0.0%		\$ 117,935,000	

Figure 4. Budget to Actual – Use Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date		Year to Date % Over/(Under) Annual Budget
					Actual	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	1,791,824	1,750,001	41,823	2.4%	14,617,941	14,000,008	4.4%
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	14,617,941	14,000,008	617,933	4.4%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 14,617,941	\$ 14,000,008	\$ 617,933	4.4%		\$ 21,000,000	

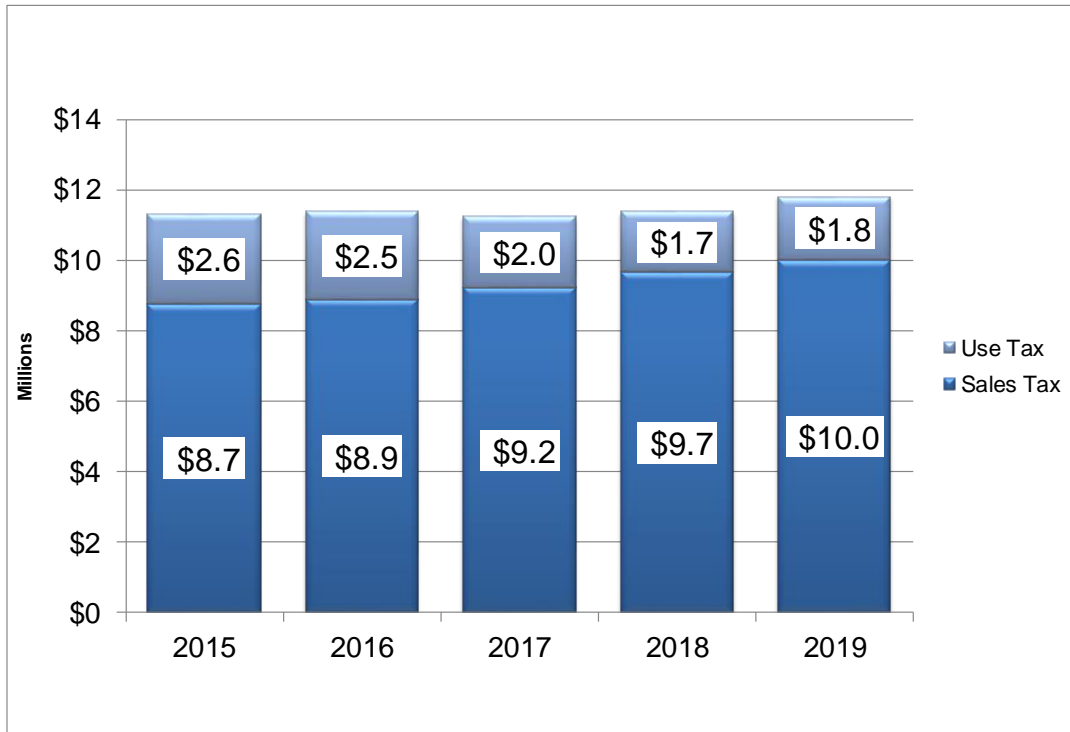
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual Aug YTD	Budget Aug YTD	Over/(Under) Budget Aug YTD	% Over/(Under) Budget
Community Capital Improvement Program (.25%)	5,568,711	5,497,263	71,448	1.3%
Natural Areas and Parks (.25%)	5,568,711	5,497,263	71,448	1.3%
Keep Fort Collins Great (.85%)	18,651,794	18,690,399	(38,605)	-0.2%
General Fund (2.25%) (net of rebates)	57,691,538	56,891,958	799,580	1.4%
General Fund Economic Rebates	476,928	809,781	(332,853)	-41.1%
Total Collections	\$ 93,526,393	\$ 92,883,927	\$ 642,466	

August Sales Tax Budget to Actual. In August 2019, sales tax collected in Fort Collins was \$223K more than budget. Year to date, sales tax collected in the City was \$357K more than budget.

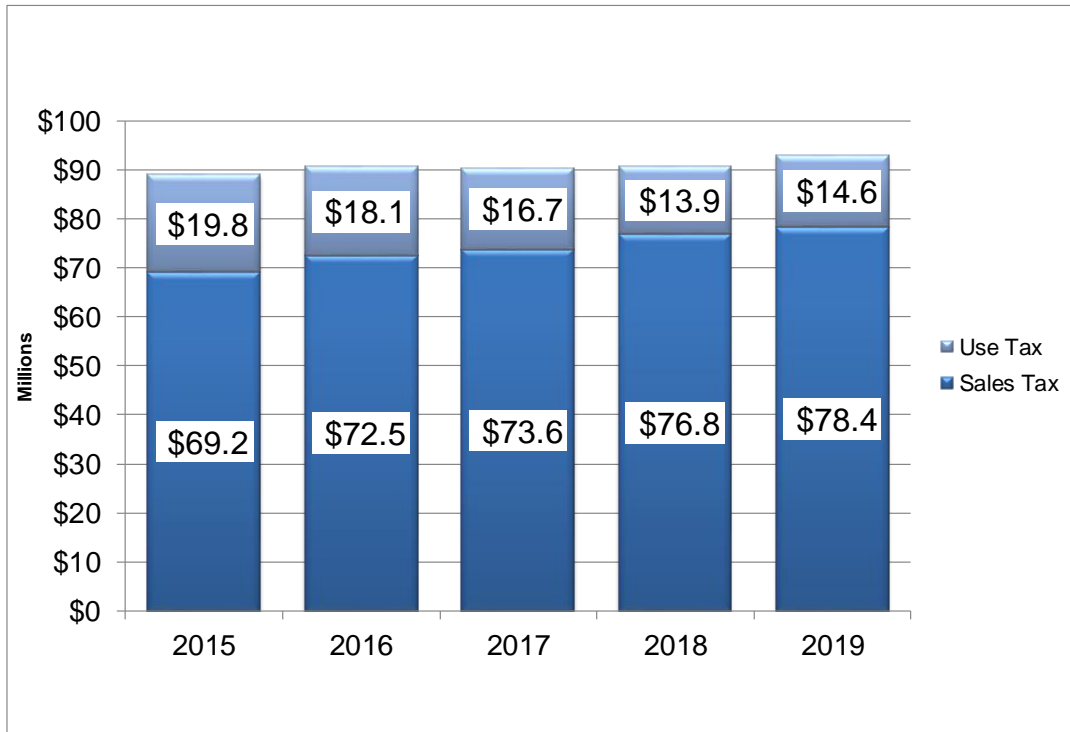
August Use Tax Budget to Actual Excluding Rebates. In August 2019, use tax collected in Fort Collins was \$42K more than budget. Year to date, use tax collected in the City was \$618K more than budget.

Figure 6. August Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

\$ in Millions	August			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2018	2019	Change	2018	2019	Change
SALES TAX						
Grocery, Convenience, Liquor	\$43.8	\$44.7	2.1%	\$375.4	\$377.5	0.5%
Restaurants, Caterers and Bars	39.8	41.2	3.3%	310.4	321.2	3.5%
General Merchandise	24.4	25.4	4.3%	203.9	199.5	-2.2%
Vehicle Sales, Parts and Repairs	21.8	22.9	5.1%	153.2	152.7	-0.4%
Building Materials, Garden Equipment & Supplies	26.3	26.5	0.7%	173.0	173.2	0.1%
Sporting, Hobby, Book, Music	8.9	8.8	-0.1%	87.0	83.4	-4.1%
Broadcasting and Telecommunications	11.3	11.6	2.5%	85.8	89.0	3.7%
Electronics and Appliances	8.5	9.2	8.6%	97.7	81.2	-16.9%
Miscellaneous Retailers	17.0	19.3	13.5%	143.8	165.1	14.8%
Utilities	10.8	9.5	-11.4%	85.6	89.1	4.1%
Clothing and Accessories	8.4	8.8	4.8%	70.4	73.1	3.8%
Pharmacy, Salon and Laundry	11.0	12.6	15.2%	87.3	96.7	10.7%
Other	5.0	5.5	9.6%	48.4	53.0	9.4%
Rental and Leasing Services	5.6	5.6	0.1%	43.6	44.6	2.4%
Furniture and Home Furnishings	5.8	5.0	-13.8%	44.9	39.7	-11.7%
Wholesale Trade	4.0	5.2	29.9%	37.1	45.3	22.2%
Lodging	7.8	8.7	12.1%	43.4	47.9	10.3%
Manufacturing	5.6	4.5	-20.0%	41.9	40.6	-3.2%
NET TAXABLE SUBJECT TO SALES TAX	265.8	275.2	3.5%	2,132.9	2,172.7	1.9%
USE TAX						
Building Permits	15.1	7.4	-51.4%	110.4	84.3	-23.7%
Car Tax	16.0	18.5	15.5%	110.4	125.4	13.7%
Return Tax	13.5	20.7	54.0%	140.7	170.0	20.8%
NET TAXABLE SUBJECT TO USE TAX	44.6	46.5	4.4%	361.5	379.7	5.0%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$310.3	\$321.7	3.7%	\$2,494.5	\$2,552.4	2.3%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from July 2018 United States	% Change from July 2018 Fort Collins
Grocery, Convenience, Liquor	3.7	2.1
Restaurants, Caterers & Bars	3.8	3.3
General Merchandise	2.1	4.3
Vehicle Sales, Parts & Repairs	2.3	5.1
Building Materials, Garden Equipment & Supplies	-2.9	0.7
Clothing & Accessories	-2.4	4.8
Furniture & Home Furnishings	0.0	-13.8
Total	3.4	3.5

At the national level, July 2019 retail sales (as reported on August 15, 2019) increased by 3.4% compared to an increase in Fort Collins' sales of 3.5%. July 2019 sales are the basis for the City's August 2019 sales tax collections and net taxable amounts (which are included in this report).

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

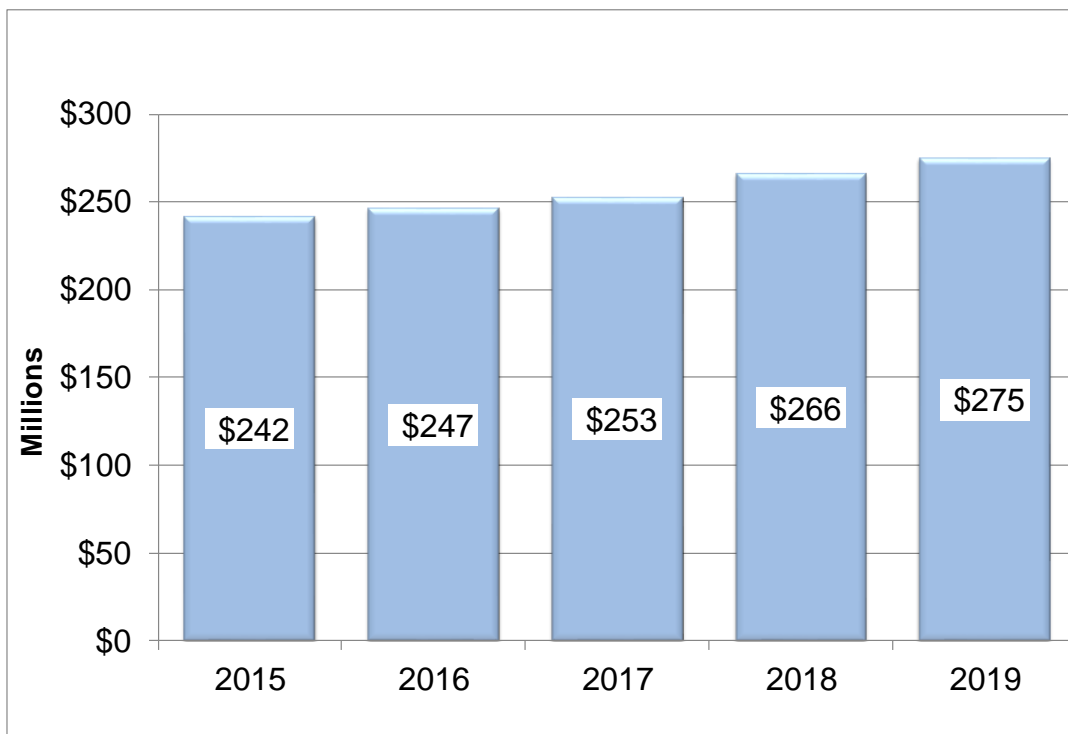


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

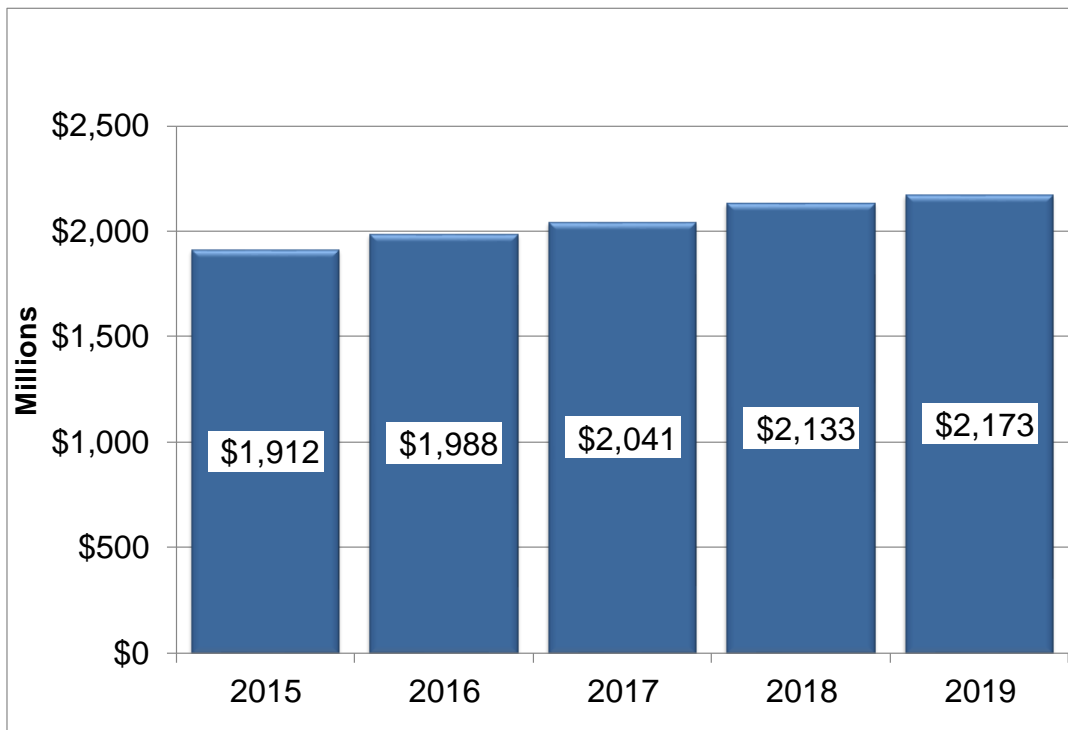
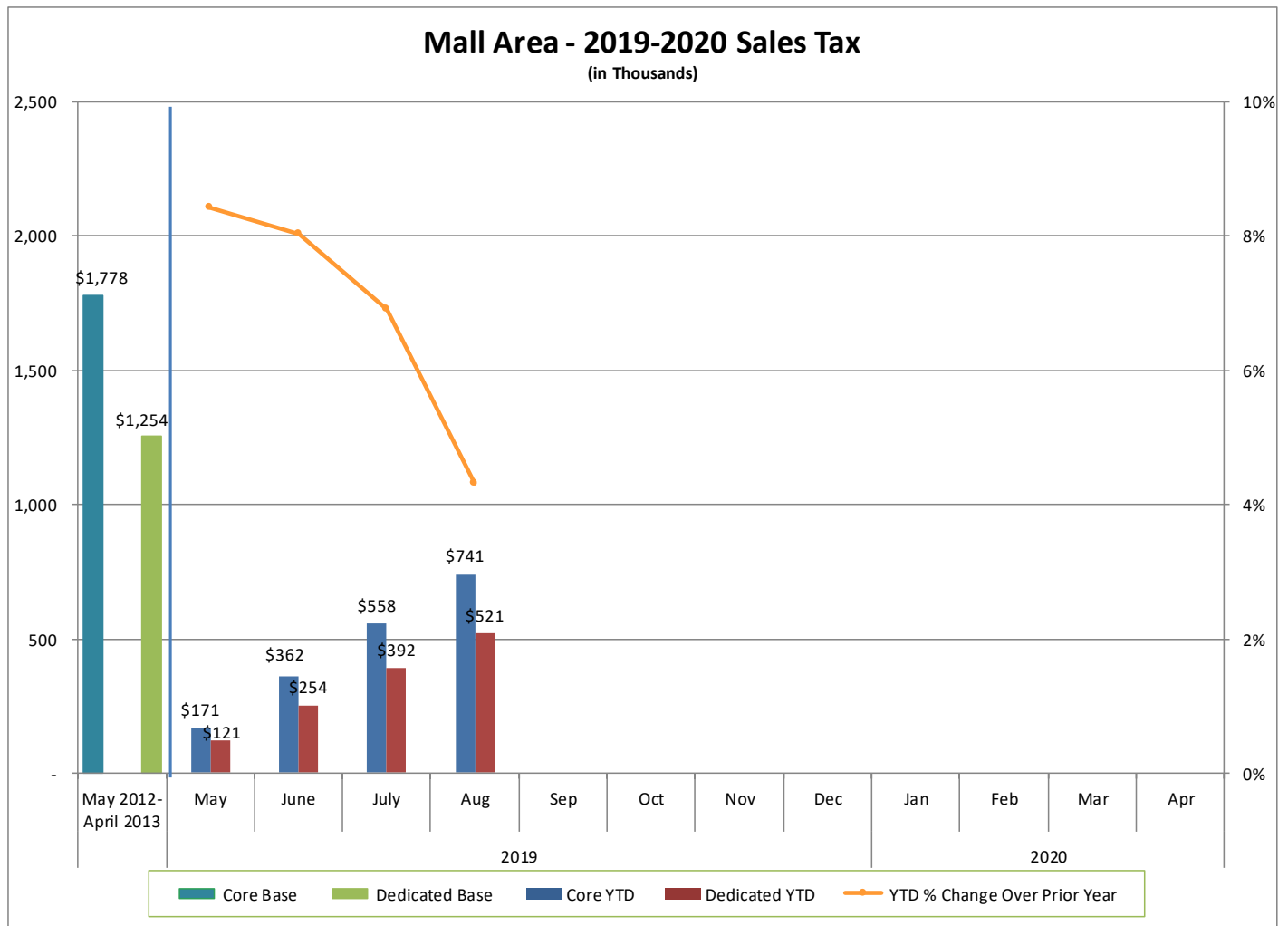


Figure 12. Metro District Reporting



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 August 31, 2019, the year to date core amount collected is \$741K resulting in no tax being due to the Metro District.

Sales Tax in the City’s Downtown Area. The sales tax collected in August for the downtown area increased 12.3% from the same period in 2018.

Lodging Tax Collections. The City collected \$242K in lodging tax in August 2019. This was an increase of 16.7% from August 2018.

Sales Tax Licenses. There were 13,520 active sales tax licenses at the end of August.