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Sales and Use Tax Collection Report – September 2019

Issued October 10, 2019

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

SEPTEMBER SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	3.7%	2.3%
Net Use Tax Collected:	30.5%	7.5%
Net Sales and Use Tax Collected:	7.2%	3.0%

Year to date, sales and use tax collections excluding rebates are up 3.0% and total \$105.6M.

SEPTEMBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	2.0%	0.6%
Net Use Tax Collected:	13.4%	5.4%
Net Sales and Use Tax Collected:	3.6%	1.4%

Year to date, the City has collected 1.4% more sales and use tax revenue, totaling \$1.4M over budget.

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

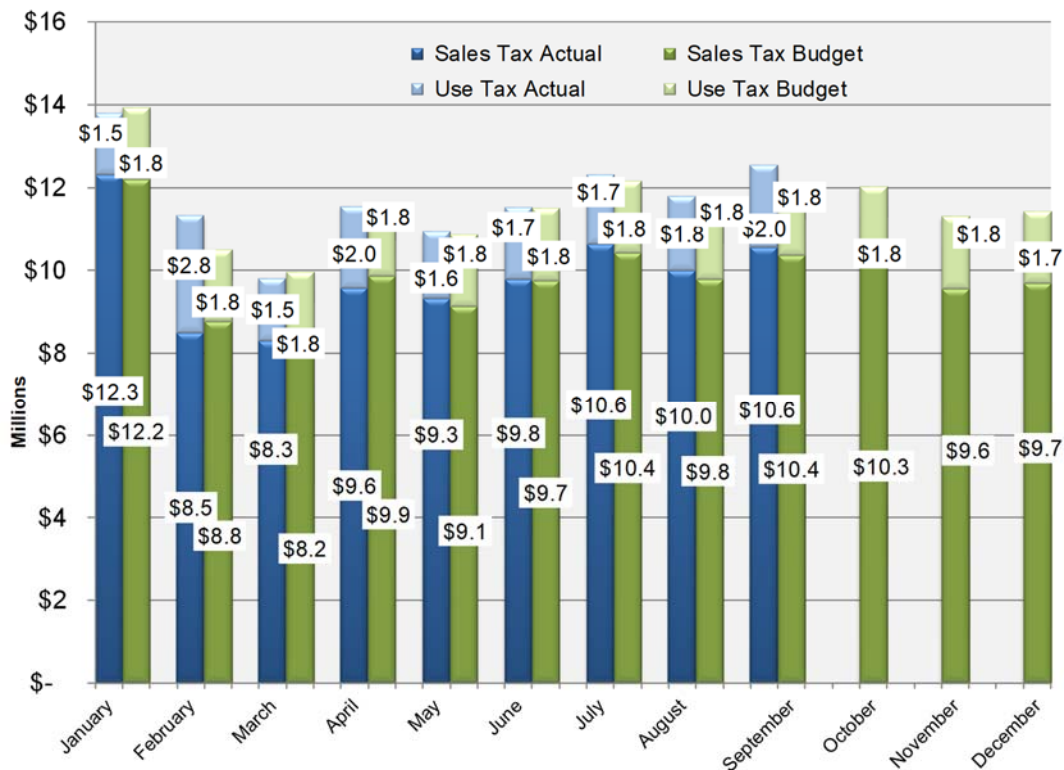


Figure 2. Sales and Use Tax Collected

	September			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,264,285	\$1,285,506	1.7%	\$11,881,624	\$11,960,007	0.7%
Restaurants, Caterers and Bars	1,641,832	1,676,987	2.1%	13,547,329	13,990,192	3.3%
General Merchandise	972,349	1,017,506	4.6%	8,009,952	7,903,045	-1.3%
Vehicle Sales, Parts and Repairs	892,844	961,122	7.6%	6,797,286	6,855,477	0.9%
Building Materials, Garden Equipment & Supplies	823,322	910,020	10.5%	7,456,774	7,587,980	1.8%
Sporting, Hobby, Book, Music	589,657	508,841	-13.7%	3,929,643	3,834,926	-2.4%
Broadcasting and Telecommunications	438,341	353,427	-19.4%	3,745,934	3,781,610	1.0%
Electronics and Appliances	345,139	401,589	16.4%	4,105,912	3,538,004	-13.8%
Miscellaneous Retailers	659,193	727,492	10.4%	6,174,642	7,029,560	13.8%
Utilities	435,393	447,572	2.8%	3,723,665	3,799,404	2.0%
Clothing and Accessories	363,294	385,032	6.0%	3,076,215	3,238,776	5.3%
Pharmacy, Salon and Laundry	426,360	503,855	18.2%	3,756,676	4,189,768	11.5%
Other	199,041	223,249	12.2%	1,954,982	2,293,185	17.3%
Rental and Leasing Services	212,856	227,694	7.0%	1,887,904	1,949,850	3.3%
Furniture and Home Furnishings	278,615	225,023	-19.2%	2,007,234	1,741,761	-13.2%
Wholesale Trade	154,671	227,222	46.9%	1,551,669	1,909,632	23.1%
Lodging	295,597	300,578	1.7%	1,976,535	2,143,911	8.5%
Manufacturing	188,840	175,047	-7.3%	1,783,676	1,719,126	-3.6%
TOTAL SALES TAX	10,181,629	10,557,762	3.7%	87,367,652	89,466,214	2.4%
Less Mall Sales Tax Remittance*	0	0	0.0%	(339,423)	(476,928)	40.5%
NET SALES TAX	10,181,629	10,557,762	3.7%	87,028,229	88,989,286	2.3%
USE TAX COLLECTIONS						
Building Permits	421,177	346,162	-17.8%	4,673,089	3,590,767	-23.2%
Car Tax	437,405	746,776	70.7%	4,686,303	5,576,218	19.0%
Return Tax	662,093	892,229	34.8%	6,080,508	7,436,123	22.3%
TOTAL USE TAX	1,520,675	1,985,167	30.5%	15,439,900	16,603,108	7.5%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,520,675	1,985,167	30.5%	15,439,900	16,603,108	7.5%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	11,702,304	12,542,929	7.2%	102,807,552	106,069,322	3.2%
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	11,702,304	12,542,929	7.2%	102,468,129	105,592,394	3.0%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	708,269	760,048	7.3%	6,176,297	6,328,759	2.5%
Community Capital Improvement Program (.25%)	708,269	760,048	7.3%	6,176,297	6,328,759	2.5%
Natural Areas (.25%)	708,269	760,048	7.3%	6,176,297	6,328,759	2.5%
Keep Fort Collins Great (.85%)	2,372,792	2,564,814	8.1%	20,816,887	21,216,608	1.9%
General Fund (2.25%)	7,204,705	7,697,971	6.8%	63,461,774	65,866,437	3.8%
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	\$11,702,304	\$12,542,929	7.2%	\$102,468,129	\$105,592,394	3.0%

* 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

September Sales Tax Collected. In September 2019, sales tax collected in Fort Collins increased 3.7% compared to September 2018. Sales tax collected totaled \$10.6M compared to \$10.2M in 2018.

September Use Tax Collected. The total use tax collected in September was \$2.0M, an increase of 30.5% compared to September 2018.

Net Sales and Use Tax Collected. Total tax collected of \$12.5M was 7.2% higher than September 2018.

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	\$ 12,301,518	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	10,557,762	10,355,494	202,268	2.0%	88,989,286	88,429,632	0.6%
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	88,989,286	88,429,632	559,654	0.6%			
YTD Rebates	476,928	809,781	(332,853)			-	
Total Collections	\$ 89,466,214	\$ 89,239,413	\$ 226,801	0.3%		\$ 117,935,000	

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	\$ 1,502,474	\$ 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	1,985,167	1,750,001	235,166	13.4%	16,603,108	15,750,009	5.4%
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	16,603,108	15,750,009	853,099	5.4%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 16,603,108	\$ 15,750,009	\$ 853,099	5.4%		\$ 21,000,000	

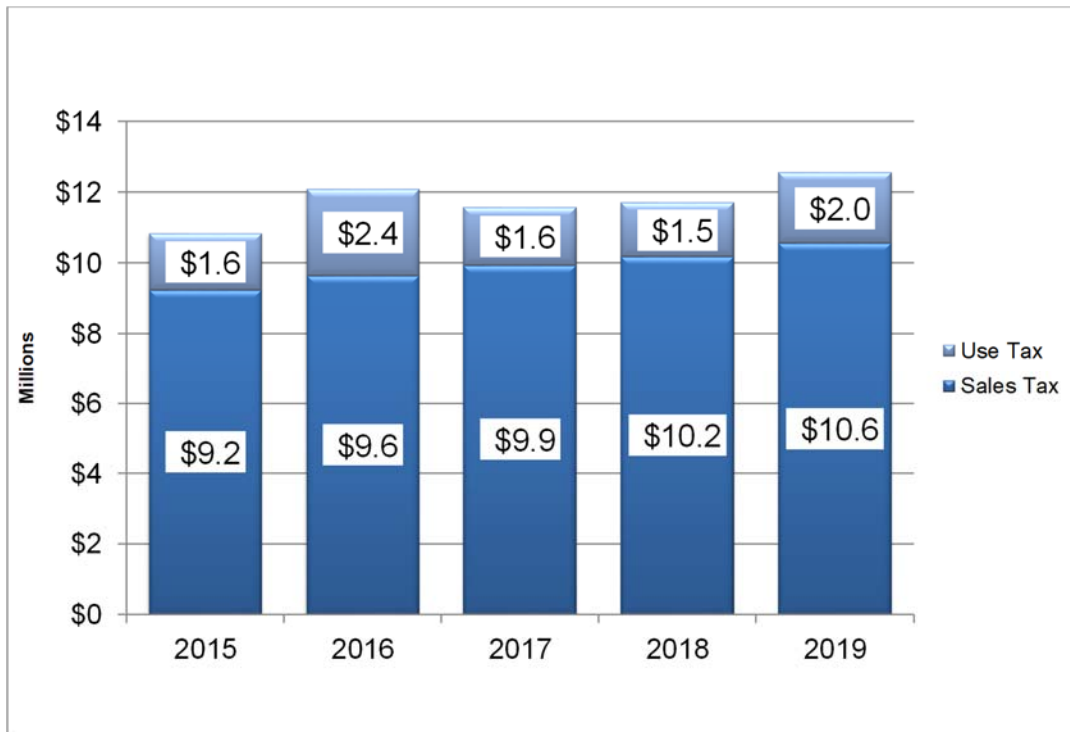
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual Sept YTD	Budget Sept YTD	Over/(Under) Budget Sept YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	6,328,759	6,219,459	109,300	1.8%
Community Capital Improvement Program (.25%)	6,328,759	6,219,459	109,300	1.8%
Natural Areas and Parks (.25%)	6,328,759	6,219,459	109,300	1.8%
Keep Fort Collins Great (.85%)	21,216,608	21,145,827	70,781	0.3%
General Fund (2.25%) (net of rebates)	65,389,509	64,375,437	1,014,072	1.6%
General Fund Economic Rebates	476,928	809,781	(332,853)	-41.1%
Total Collections	\$ 106,069,322	\$ 104,989,422	\$ 1,079,900	

September Sales Tax Budget to Actual. In September 2019, sales tax collected in Fort Collins was \$202K more than budget. Year to date, sales tax collected in the City was \$560K more than budget.

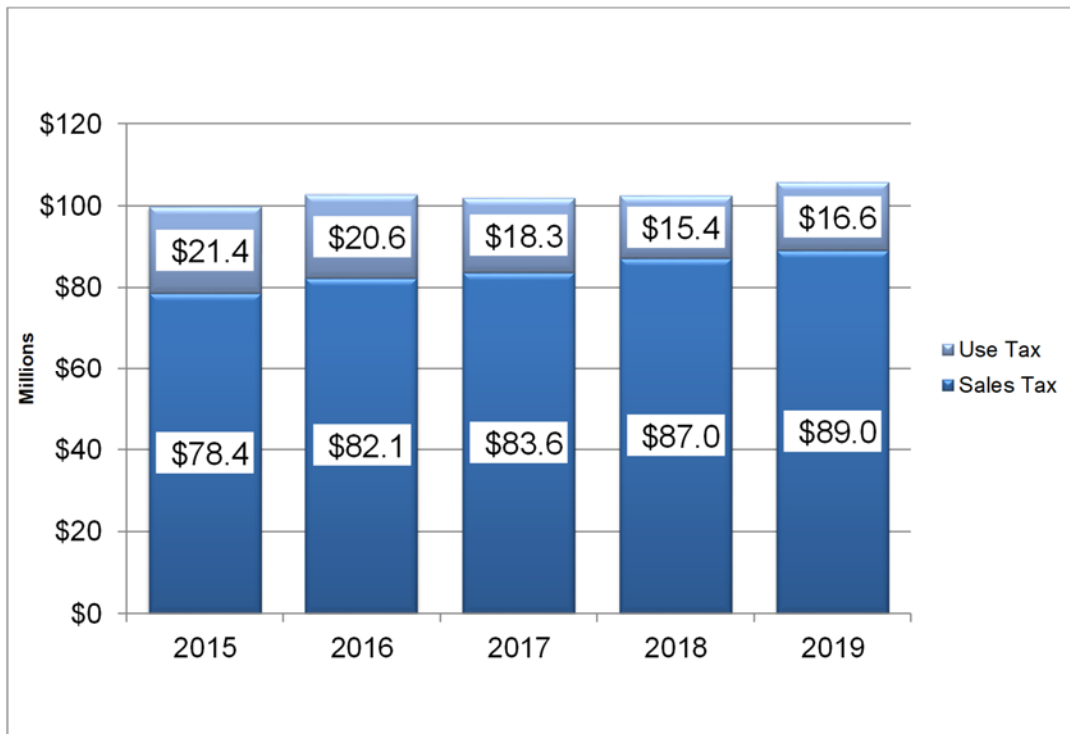
September Use Tax Budget to Actual Excluding Rebates. In September 2019, use tax collected in Fort Collins was \$235K more than budget. Year to date, use tax collected in the City was \$853K more than budget.

Figure 6. September Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

	September			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
\$ in Millions						
SALES TAX						
Grocery, Convenience, Liquor	\$44.1	\$45.0	2.0%	\$419.6	\$422.5	0.7%
Restaurants, Caterers and Bars	42.6	43.7	2.6%	353.0	364.9	3.4%
General Merchandise	28.6	29.9	4.5%	232.5	229.4	-1.3%
Vehicle Sales, Parts and Repairs	23.0	24.9	8.5%	176.2	177.6	0.8%
Building Materials, Garden Equipment & Supplies	21.4	23.9	11.9%	194.4	197.2	1.4%
Sporting, Hobby, Book, Music	15.3	13.3	-13.2%	102.2	96.7	-5.4%
Broadcasting and Telecommunications	11.4	9.2	-19.4%	97.2	98.1	1.0%
Electronics and Appliances	9.2	10.4	13.5%	106.9	91.7	-14.3%
Miscellaneous Retailers	17.5	19.1	9.5%	161.3	184.2	14.2%
Utilities	11.3	11.6	2.8%	96.9	100.7	4.0%
Clothing and Accessories	9.4	10.1	7.1%	79.8	83.1	4.2%
Pharmacy, Salon and Laundry	11.2	13.2	18.2%	98.5	109.9	11.6%
Other	5.2	6.1	17.6%	53.6	59.1	10.2%
Rental and Leasing Services	5.5	5.9	6.9%	49.1	50.5	2.9%
Furniture and Home Furnishings	7.3	5.8	-20.3%	52.2	45.4	-12.9%
Wholesale Trade	4.7	6.0	29.2%	41.8	51.4	23.0%
Lodging	7.7	7.8	1.1%	51.1	55.6	8.9%
Manufacturing	5.0	4.6	-7.7%	46.9	45.2	-3.7%
NET TAXABLE SUBJECT TO SALES TAX	280.2	290.6	3.7%	2,413.2	2,463.3	2.1%
USE TAX						
Building Permits	10.9	9.0	-17.8%	121.4	93.3	-23.2%
Car Tax	11.4	19.4	70.7%	121.7	144.8	19.0%
Return Tax	17.2	23.2	34.8%	157.9	193.1	22.3%
NET TAXABLE SUBJECT TO USE TAX	39.5	51.6	30.5%	401.0	431.2	7.5%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$319.7	\$342.1	7.0%	\$2,814.2	\$2,894.6	2.9%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from August 2018 United States	% Change from August 2018 Fort Collins
Grocery, Convenience, Liquor	4.3	2.0
Restaurants, Caterers & Bars	1.1	2.6
General Merchandise	1.0	4.5
Vehicle Sales, Parts & Repairs	6.8	8.5
Building Materials, Garden Equipment & Supplies	1.0	11.9
Clothing & Accessories	0.4	7.1
Furniture & Home Furnishings	0.1	-20.3
Total	4.1	3.7

At the national level, August 2019 retail sales (as reported on September 13, 2019) increased by 4.1% compared to an increase in Fort Collins' sales of 3.7%. August 2019 sales are the basis for the City's September 2019 sales tax collections and net taxable amounts (which are included in this report).

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

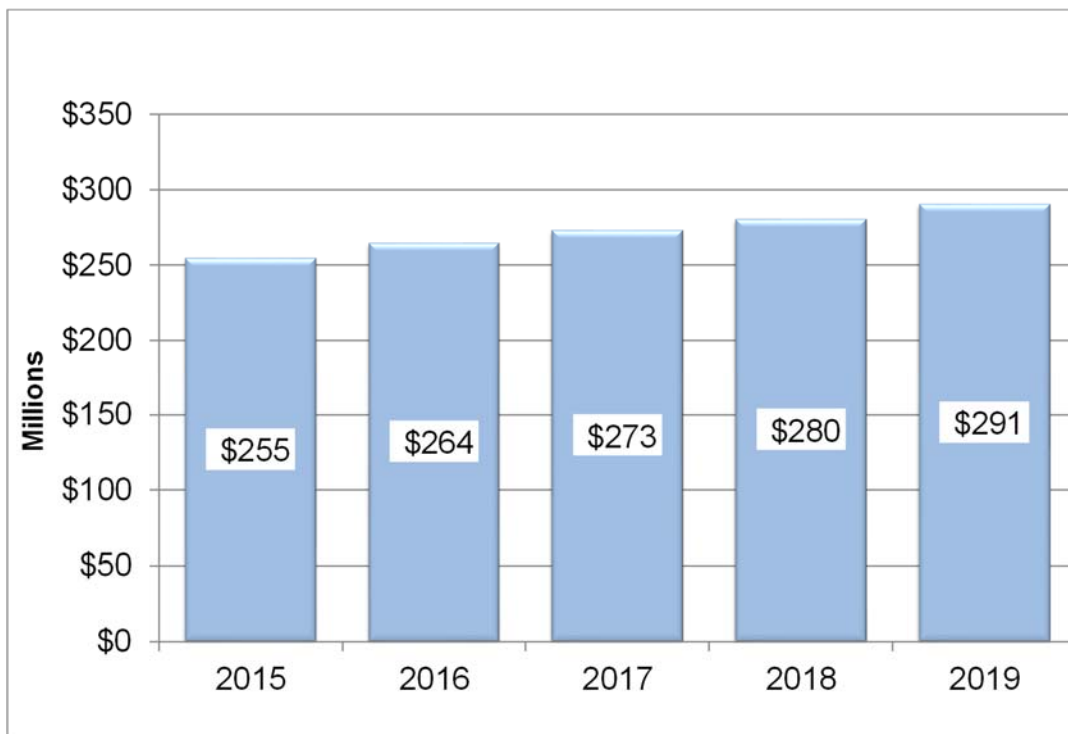


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

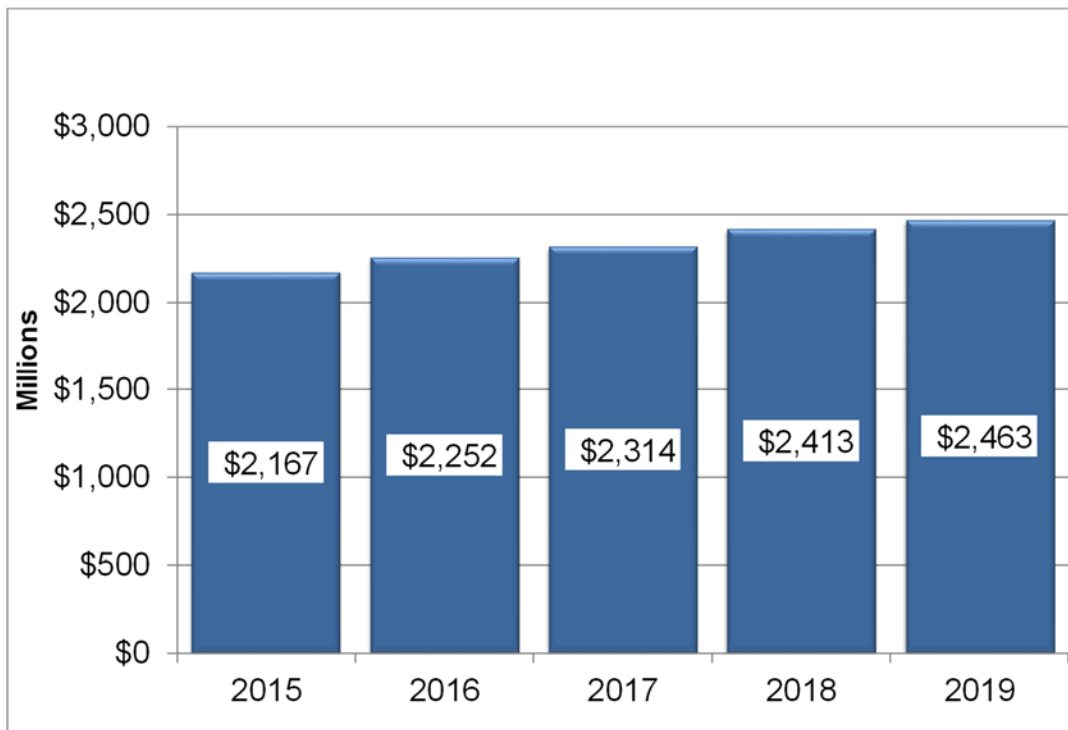
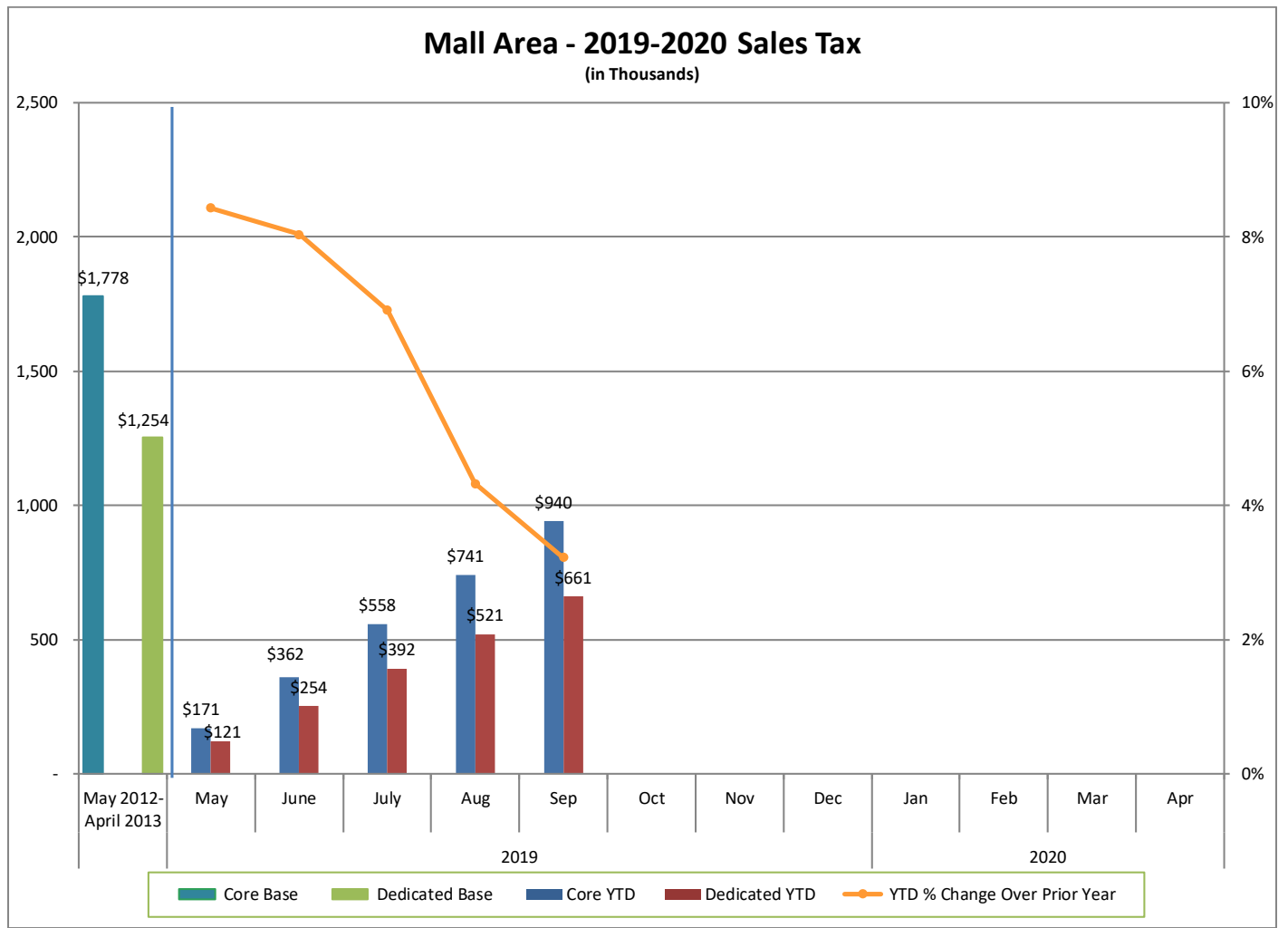


Figure 12. Metro District Reporting



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 September 30, 2019, the year to date core amount collected is \$940K resulting in no tax being due to the Metro District.

Sales Tax in the City’s Downtown Area. The sales tax collected in September for the downtown area increased 4.7% from the same period in 2018.

Lodging Tax Collections. The City collected \$209K in lodging tax in September 2019. This was an increase of 4.3% from September 2018.

Sales Tax Licenses. There were 13,672 active sales tax licenses at the end of September.