



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 – October 2019

Issued November 12, 2019

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

OCTOBER SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	5.7%	2.7%
Net Use Tax Collected:	-19.3%	3.9%
Net Sales and Use Tax Collected:	0.8%	2.8%

Year to date, sales and use tax collections excluding rebates are up 2.8% and total \$118.2M.

OCTOBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	3.6%	0.9%
Net Use Tax Collected:	12.4%	6.1%
Net Sales and Use Tax Collected:	4.9%	1.7%

Year to date, the City has collected 1.7% more sales and use tax revenue, totaling \$2.0M over budget.

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

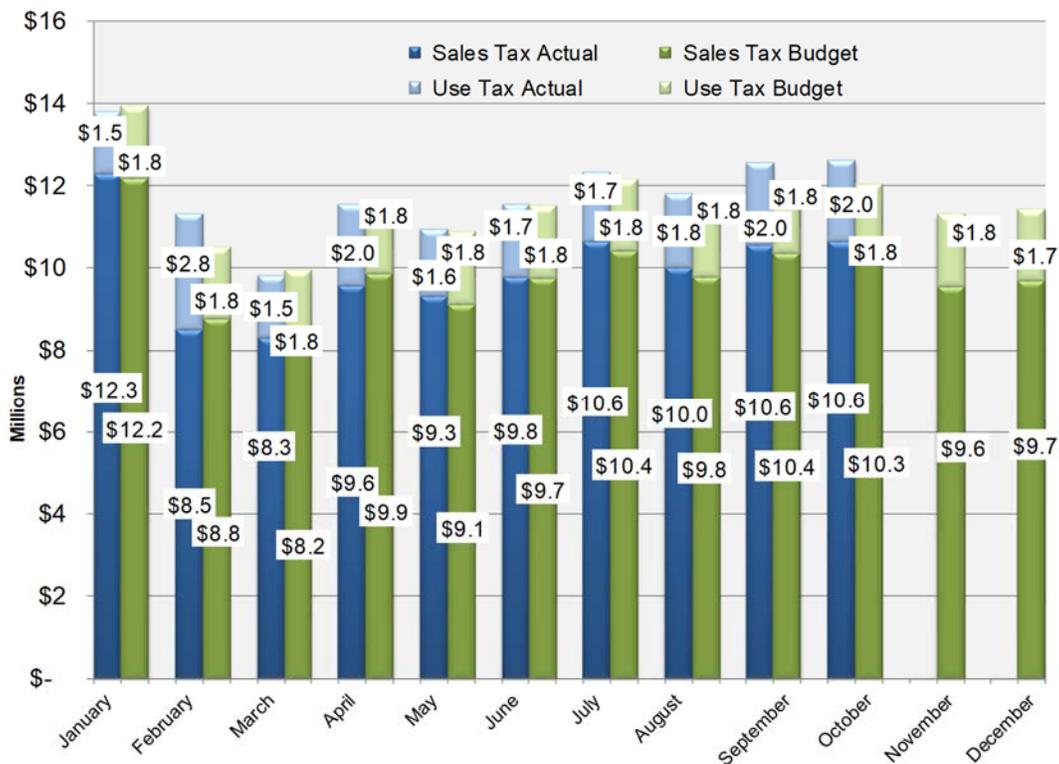


Figure 2. Sales and Use Tax Collected

	October			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,298,083	\$1,293,399	-0.4%	\$13,179,707	\$13,253,406	0.6%
Restaurants, Caterers and Bars	1,610,211	1,586,898	-1.4%	15,157,540	15,577,090	2.8%
General Merchandise	865,918	897,998	3.7%	8,875,870	8,801,043	-0.8%
Vehicle Sales, Parts and Repairs	769,372	840,072	9.2%	7,566,658	7,695,549	1.7%
Building Materials, Garden Equipment & Supplies	846,178	891,538	5.4%	8,302,952	8,479,518	2.1%
Sporting, Hobby, Book, Music	406,718	456,138	12.2%	4,336,361	4,291,064	-1.0%
Broadcasting and Telecommunications	441,179	370,921	-15.9%	4,187,113	4,152,531	-0.8%
Electronics and Appliances	328,491	386,899	17.8%	4,434,403	3,924,903	-11.5%
Miscellaneous Retailers	762,636	900,942	18.1%	6,937,278	7,930,502	14.3%
Utilities	359,592	398,727	10.9%	4,083,257	4,198,131	2.8%
Clothing and Accessories	393,376	395,815	0.6%	3,469,591	3,634,591	4.8%
Pharmacy, Salon and Laundry	458,899	515,873	12.4%	4,215,575	4,705,641	11.6%
Other	259,482	322,829	24.4%	2,214,464	2,616,014	18.1%
Rental and Leasing Services	216,671	240,249	10.9%	2,104,575	2,190,099	4.1%
Furniture and Home Furnishings	222,637	223,653	0.5%	2,229,871	1,965,414	-11.9%
Wholesale Trade	188,499	393,621	108.8%	1,740,168	2,303,253	32.4%
Lodging	317,075	313,565	-1.1%	2,293,610	2,457,476	7.1%
Manufacturing	325,053	211,301	-35.0%	2,108,729	1,930,427	-8.5%
TOTAL SALES TAX	10,070,070	10,640,438	5.7%	97,437,722	100,106,652	2.7%
Less Mall Sales Tax Remittance*	0	0	0.0%	(339,423)	(476,928)	40.5%
NET SALES TAX	10,070,070	10,640,438	5.7%	97,098,299	99,629,724	2.6%
USE TAX COLLECTIONS						
Building Permits	1,173,017	778,896	-33.6%	5,846,106	4,369,663	-25.3%
Car Tax	578,056	647,176	12.0%	5,264,359	6,223,394	18.2%
Return Tax	684,679	540,386	-21.1%	6,765,187	7,976,509	17.9%
TOTAL USE TAX	2,435,752	1,966,458	-19.3%	17,875,652	18,569,566	3.9%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	2,435,752	1,966,458	-19.3%	17,875,652	18,569,566	3.9%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	12,505,822	12,606,896	0.8%	115,313,374	118,676,218	2.9%
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	12,505,822	12,606,896	0.8%	114,973,951	118,199,290	2.8%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	757,660	762,112	0.6%	6,933,957	7,090,871	2.3%
Community Capital Improvement Program (.25%)	757,660	762,112	0.6%	6,933,957	7,090,871	2.3%
Natural Areas (.25%)	757,660	762,112	0.6%	6,933,957	7,090,871	2.3%
Keep Fort Collins Great (.85%)	2,553,642	2,576,934	0.9%	23,370,529	23,793,542	1.8%
General Fund (2.25%)	7,679,200	7,743,626	0.8%	71,140,974	73,610,063	3.5%
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	\$12,505,822	\$12,606,896	0.8%	\$114,973,951	\$118,199,290	2.8%

* 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

October Sales Tax Collected. In October 2019, sales tax collected in Fort Collins increased 5.7% compared to October 2018. Sales tax collected totaled \$10.6M compared to \$10.1M in 2018.

October Use Tax Collected. The total use tax collected in October was \$2.0M, a decrease of 19.3% compared to October 2018.

Net Sales and Use Tax Collected. Total tax collected of \$12.6M was 0.8% higher than October 2018.

Figure 3. Budget to Actual - Sales Tax Collected

Month	Actual	Budget	Over/(Under) Budget	Over/(Under) Budget	Year to Date Actual	Annual 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	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	10,640,438	10,269,444	370,994	3.6%	99,629,724	98,699,076	0.9%
November	-	-	-	0.0%	-	108,254,443	0.0%
December	-	-	-	0.0%	-	117,935,000	0.0%
Net Collections	99,629,724	98,699,076	930,648	0.9%			
YTD Rebates	476,928	809,781	(332,853)			-	
Total Collections	\$ 100,106,652	\$ 99,508,857	\$ 597,795	0.6%		\$ 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	1,966,458	1,750,001	216,457	12.4%	18,569,566	17,500,010	6.1%
November	-	-	-	0.0%	-	19,250,011	0.0%
December	-	-	-	0.0%	-	21,000,000	0.0%
Net Collections	18,569,566	17,500,010	1,069,556	6.1%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 18,569,566	\$ 17,500,010	\$ 1,069,556	6.1%		\$ 21,000,000	

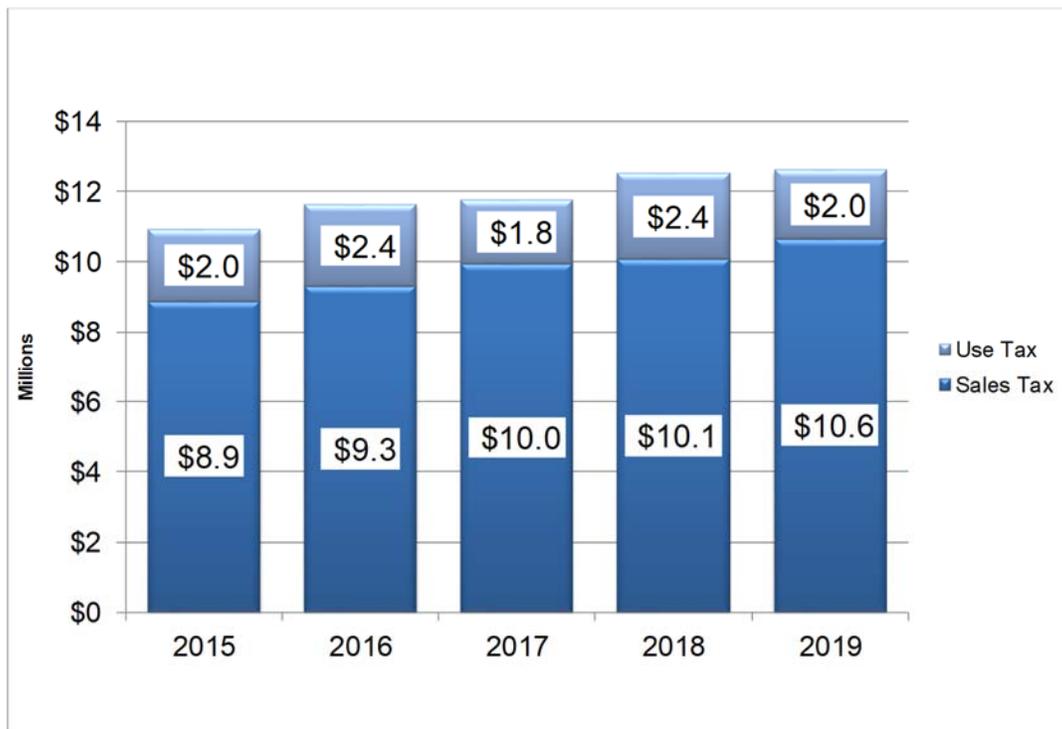
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual Oct YTD	Budget Oct YTD	Over/(Under) Budget Oct YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	7,090,871	6,936,598	154,273	2.2%
Community Capital Improvement Program (.25%)	7,090,871	6,936,598	154,273	2.2%
Natural Areas and Parks (.25%)	7,090,871	6,936,598	154,273	2.2%
Keep Fort Collins Great (.85%)	23,793,542	23,584,062	209,480	0.9%
General Fund (2.25%) (net of rebates)	73,133,135	71,805,230	1,327,905	1.8%
General Fund Economic Rebates	476,928	809,781	(332,853)	-41.1%
Total Collections	\$ 118,676,218	\$ 117,008,867	\$ 1,667,351	

October Sales Tax Budget to Actual. In October 2019, sales tax collected in Fort Collins was \$371K more than budget. Year to date, sales tax collected in the City was \$931K more than budget.

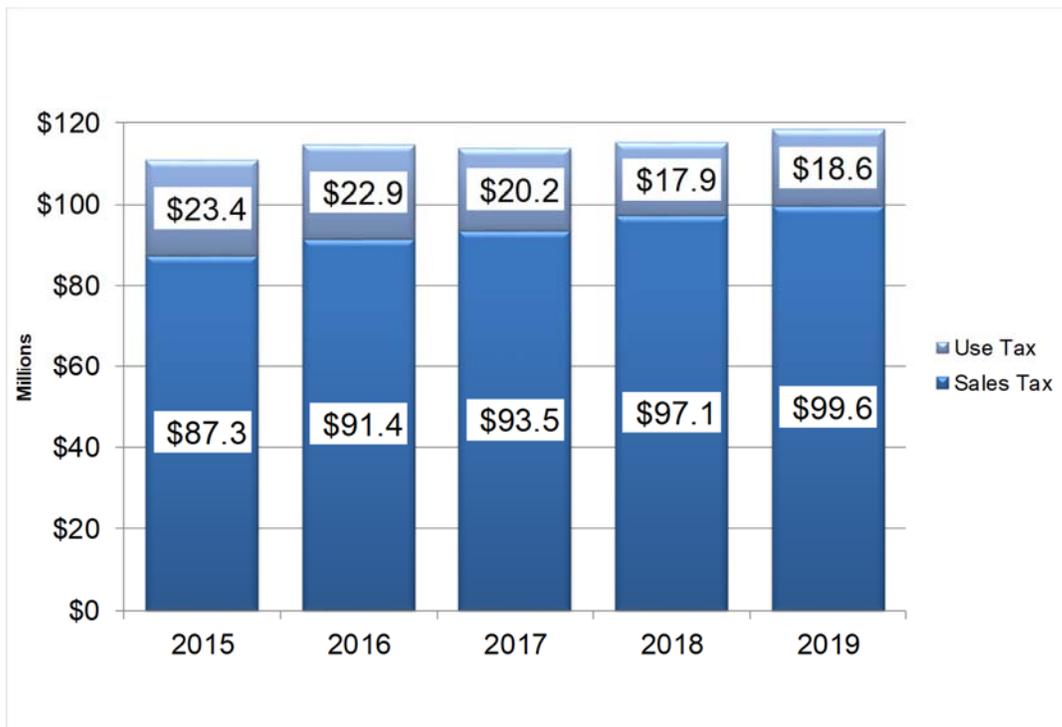
October Use Tax Budget to Actual Excluding Rebates. In October 2019, use tax collected in Fort Collins was \$216K more than budget. Year to date, use tax collected in the City was \$1.1M more than budget.

Figure 6. October Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

\$ in Millions	October Sales			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2018	2019	Change	2018	2019	Change
SALES TAX						
Grocery, Convenience, Liquor	\$45.6	\$47.1	3.3%	\$465.2	\$469.6	1.0%
Restaurants, Caterers and Bars	42.5	42.1	-1.1%	395.5	407.0	2.9%
General Merchandise	25.8	26.5	2.7%	258.3	255.9	-0.9%
Vehicle Sales, Parts and Repairs	20.2	21.7	7.3%	196.4	199.3	1.5%
Building Materials, Garden Equipment & Supplies	22.0	22.7	3.1%	216.4	219.9	1.6%
Sporting, Hobby, Book, Music	10.7	11.5	8.0%	112.9	108.2	-4.2%
Broadcasting and Telecommunications	11.5	9.6	-15.9%	108.6	107.8	-0.8%
Electronics and Appliances	8.4	10.0	19.2%	115.3	101.7	-11.8%
Miscellaneous Retailers	19.8	23.6	19.2%	181.0	207.8	14.8%
Utilities	9.4	10.4	10.7%	106.3	111.1	4.6%
Clothing and Accessories	10.2	10.3	0.9%	90.0	93.4	3.8%
Pharmacy, Salon and Laundry	11.9	13.5	13.2%	110.4	123.4	11.8%
Other	7.1	8.2	16.7%	60.7	67.3	10.9%
Rental and Leasing Services	5.8	6.2	8.1%	54.9	56.8	3.5%
Furniture and Home Furnishings	5.9	5.8	-1.8%	58.1	51.3	-11.8%
Wholesale Trade	4.9	10.6	115.0%	46.7	61.9	32.7%
Lodging	8.5	8.1	-4.3%	59.5	63.7	7.1%
Manufacturing	8.5	5.5	-35.5%	55.4	50.7	-8.6%
NET TAXABLE SUBJECT TO SALES TAX	278.6	293.4	5.3%	2,691.8	2,756.7	2.4%
USE TAX						
Building Permits	30.5	20.2	-33.6%	151.8	113.5	-25.3%
Car Tax	15.0	16.8	12.0%	136.7	161.6	18.2%
Return Tax	17.8	14.0	-21.1%	175.7	207.2	17.9%
NET TAXABLE SUBJECT TO USE TAX	63.3	51.1	-19.3%	464.3	482.3	3.9%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$341.9	\$344.5	0.8%	\$3,156.1	\$3,239.0	2.6%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from September 2018 United States	% Change from September 2018 Fort Collins
Grocery, Convenience, Liquor	4.0	3.3
Restaurants, Caterers & Bars	4.9	-1.1
General Merchandise	1.3	2.7
Vehicle Sales, Parts & Repairs	5.6	7.3
Building Materials, Garden Equipment & Supplies	0.7	3.1
Clothing & Accessories	1.5	0.9
Furniture & Home Furnishings	1.1	-1.8
Total	4.1	5.3

At the national level, September 2019 retail sales (as reported on October 16, 2019) increased by 4.1% compared to an increase in Fort Collins' sales of 5.3%. September 2019 sales are the basis for the City's October 2019 sales tax collections and net taxable amounts (which are included in this report).

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



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

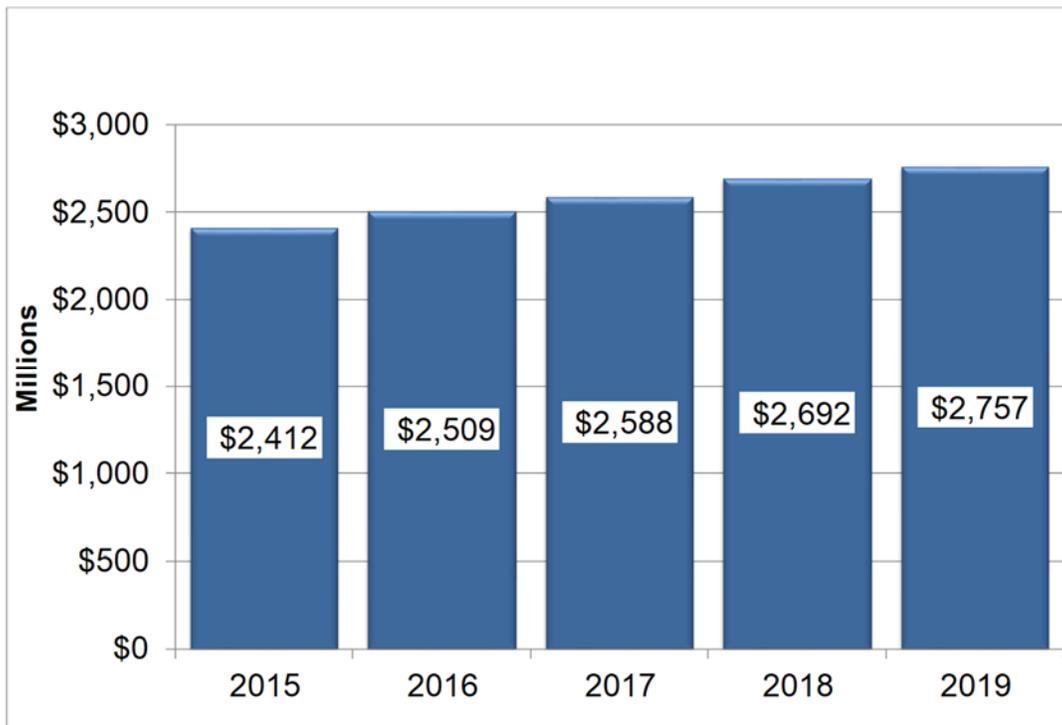
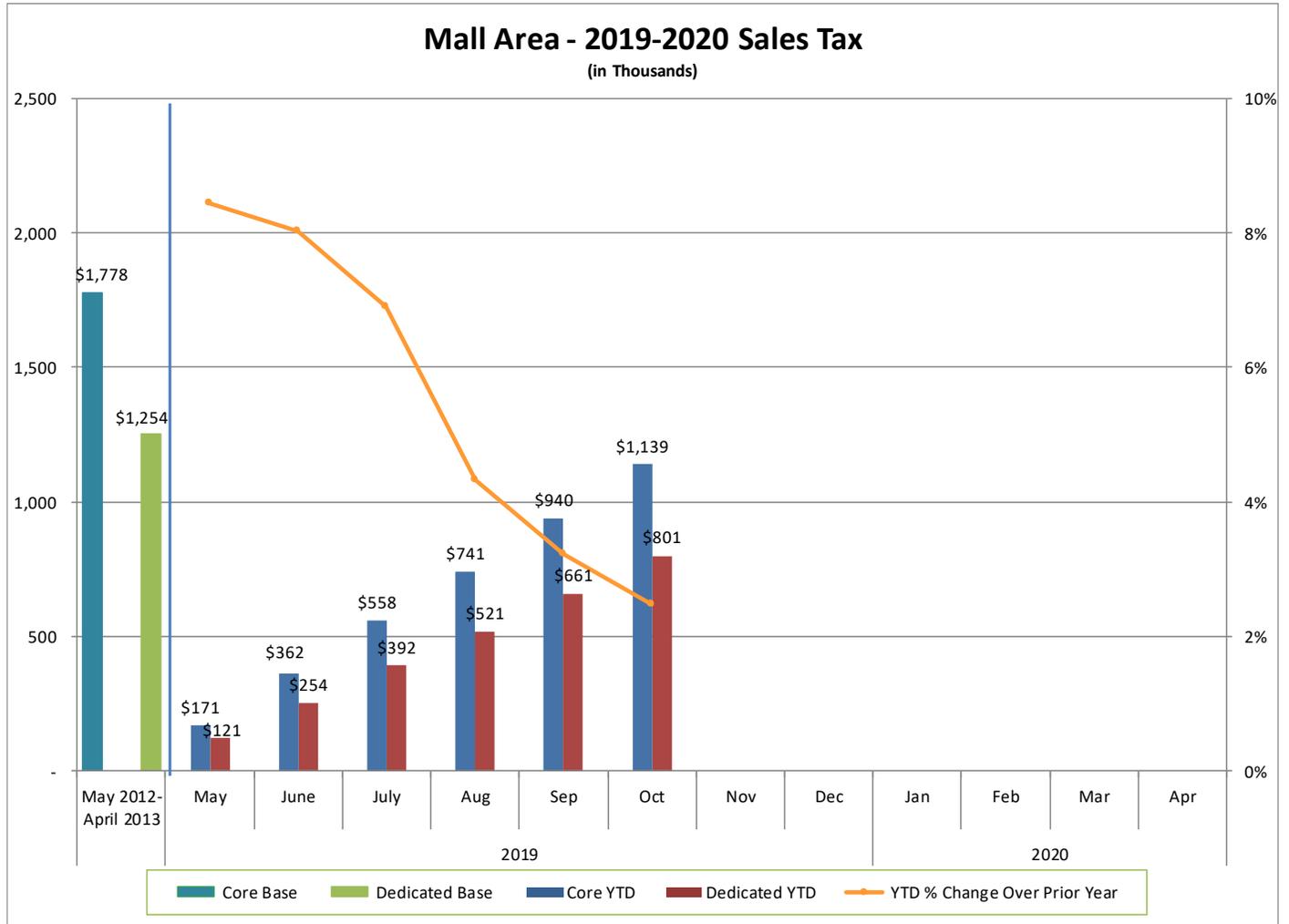


Figure 12. Metro District Reporting



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 October 31, 2019, the year to date core amount collected is \$1.1M resulting in no tax being due to the Metro District.

Sales Tax in the City’s Downtown Area. The sales tax collected in October for the downtown area increased 4.0% from the same period in 2018.

Lodging Tax Collections. The City collected \$221K in lodging tax in October 2019. This was an increase of 4.2% from October 2018.

Sales Tax Licenses. There were 13,794 active sales tax licenses at the end of October.