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Sales and Use Tax Collection Report – November 2019

Issued December 10, 2019

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

NOVEMBER SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	3.6%	2.7%
Net Use Tax Collected:	17.2%	5.0%
Net Sales and Use Tax Collected:	5.7%	3.1%

Year to date, sales and use tax collections excluding rebates are up 3.1% and total \$129.9M.

NOVEMBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	2.1%	1.0%
Net Use Tax Collected:	12.3%	6.7%
Net Sales and Use Tax Collected:	3.6%	1.9%

Year to date, the City has collected 1.9% more sales and use tax revenue, totaling \$2.4M over budget.

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

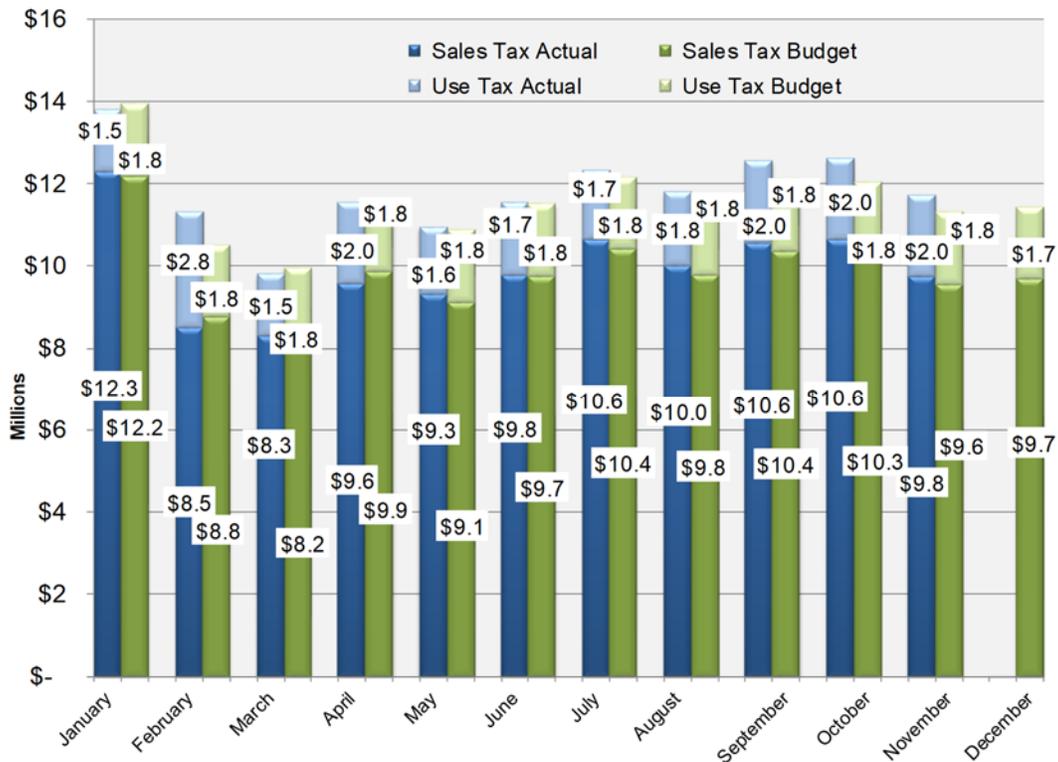


Figure 2. Sales and Use Tax Collected

	November			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,221,858	\$1,312,718	7.4%	\$14,401,565	\$14,566,124	1.1%
Restaurants, Caterers and Bars	1,524,224	1,552,457	1.9%	16,681,764	17,129,547	2.7%
General Merchandise	818,999	827,382	1.0%	9,694,869	9,628,425	-0.7%
Vehicle Sales, Parts and Repairs	799,910	849,453	6.2%	8,366,568	8,545,002	2.1%
Building Materials, Garden Equipment & Supplies	855,128	920,335	7.6%	9,158,080	9,399,853	2.6%
Sporting, Hobby, Book, Music	376,677	403,639	7.2%	4,713,038	4,694,703	-0.4%
Broadcasting and Telecommunications	438,054	269,924	-38.4%	4,625,167	4,422,455	-4.4%
Electronics and Appliances	339,954	326,695	-3.9%	4,774,357	4,251,598	-10.9%
Miscellaneous Retailers	642,763	763,218	18.7%	7,580,041	8,693,720	14.7%
Utilities	366,506	370,941	1.2%	4,449,763	4,569,072	2.7%
Clothing and Accessories	367,519	365,009	-0.7%	3,837,110	3,999,600	4.2%
Pharmacy, Salon and Laundry	425,949	501,555	17.8%	4,641,524	5,207,196	12.2%
Other	208,314	217,392	4.4%	2,422,778	2,833,406	16.9%
Rental and Leasing Services	206,696	210,938	2.1%	2,311,271	2,401,037	3.9%
Furniture and Home Furnishings	215,279	155,984	-27.5%	2,445,150	2,121,398	-13.2%
Wholesale Trade	191,982	273,340	42.4%	1,932,150	2,576,593	33.4%
Lodging	254,505	262,713	3.2%	2,548,115	2,720,189	6.8%
Manufacturing	157,241	167,863	6.8%	2,265,970	2,098,290	-7.4%
TOTAL SALES TAX	9,411,558	9,751,556	3.6%	106,849,280	109,858,208	2.8%
Less Mall Sales Tax Remittance*	0	0	0.0%	(339,423)	(476,928)	40.5%
NET SALES TAX	9,411,558	9,751,556	3.6%	106,509,857	109,381,280	2.7%
USE TAX COLLECTIONS						
Building Permits	410,246	411,602	0.3%	6,256,352	4,781,265	-23.6%
Car Tax	722,991	855,913	18.4%	5,987,350	7,079,307	18.2%
Return Tax	544,294	698,277	28.3%	7,309,481	8,674,786	18.7%
TOTAL USE TAX	1,677,531	1,965,792	17.2%	19,553,183	20,535,358	5.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,677,531	1,965,792	17.2%	19,553,183	20,535,358	5.0%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	11,089,089	11,717,348	5.7%	126,402,463	130,393,566	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	11,089,089	11,717,348	5.7%	126,063,040	129,916,638	3.1%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	667,517	680,882	2.0%	7,601,474	7,771,753	2.2%
Community Capital Improvement Program (.25%)	667,517	680,882	2.0%	7,601,474	7,771,753	2.2%
Natural Areas (.25%)	667,517	680,882	2.0%	7,601,474	7,771,753	2.2%
Keep Fort Collins Great (.85%)	2,242,737	2,307,990	2.9%	25,613,266	26,101,532	1.9%
General Fund (2.25%)	6,843,801	7,366,712	7.6%	77,984,775	80,976,775	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	\$11,089,089	\$11,717,348	5.7%	\$126,063,040	\$129,916,638	3.1%

* 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

November Sales Tax Collected. In November 2019, sales tax collected in Fort Collins increased 3.6% compared to November 2018. Sales tax collected totaled \$9.8M compared to \$9.4M in 2018.

November Use Tax Collected. The total use tax collected in November was \$2.0M, an increase of 17.2% compared to November 2018.

Net Sales and Use Tax Collected. Total tax collected of \$11.7M was 5.7% higher than November 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	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	9,751,556	9,555,367	196,189	2.1%	109,381,280	108,254,443	1.0%
December	-	-	-	0.0%	-	117,935,000	0.0%
Net Collections	109,381,280	108,254,443	1,126,837	1.0%			
YTD Rebates	476,928	809,781	(332,853)			-	
Total Collections	\$ 109,858,208	\$ 109,064,224	\$ 793,984	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	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	1,965,792	1,750,001	215,791	12.3%	20,535,358	19,250,011	6.7%
December	-	-	-	0.0%	-	21,000,000	0.0%
Net Collections	20,535,358	19,250,011	1,285,347	6.7%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 20,535,358	\$ 19,250,011	\$ 1,285,347	6.7%		\$ 21,000,000	

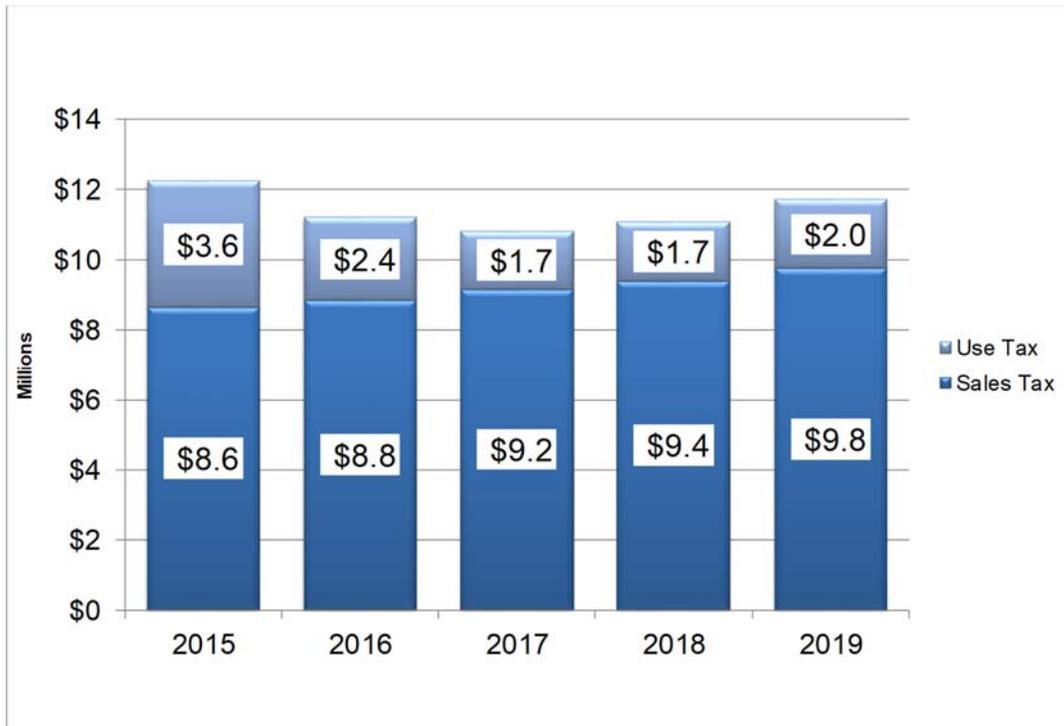
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual	Budget	Over/(Under)	%
	Nov YTD	Nov YTD	Budget Nov YTD	Over/(Under) Budget
Streets and Transportation (.25%)	7,771,753	7,611,773	159,980	2.1%
Community Capital Improvement Program (.25%)	7,771,753	7,611,773	159,980	2.1%
Natural Areas and Parks (.25%)	7,771,753	7,611,773	159,980	2.1%
Keep Fort Collins Great (.85%)	26,101,532	25,879,622	221,910	0.9%
General Fund (2.25%) (net of rebates)	80,499,847	78,789,513	1,710,334	2.2%
General Fund Economic Rebates	476,928	809,781	(332,853)	-41.1%
Total Collections	\$ 130,393,566	\$ 128,314,235	\$ 2,079,331	

November Sales Tax Budget to Actual. In November 2019, sales tax collected in Fort Collins was \$196K more than budget. Year to date, net sales tax collected in the City was \$1.1M more than budget.

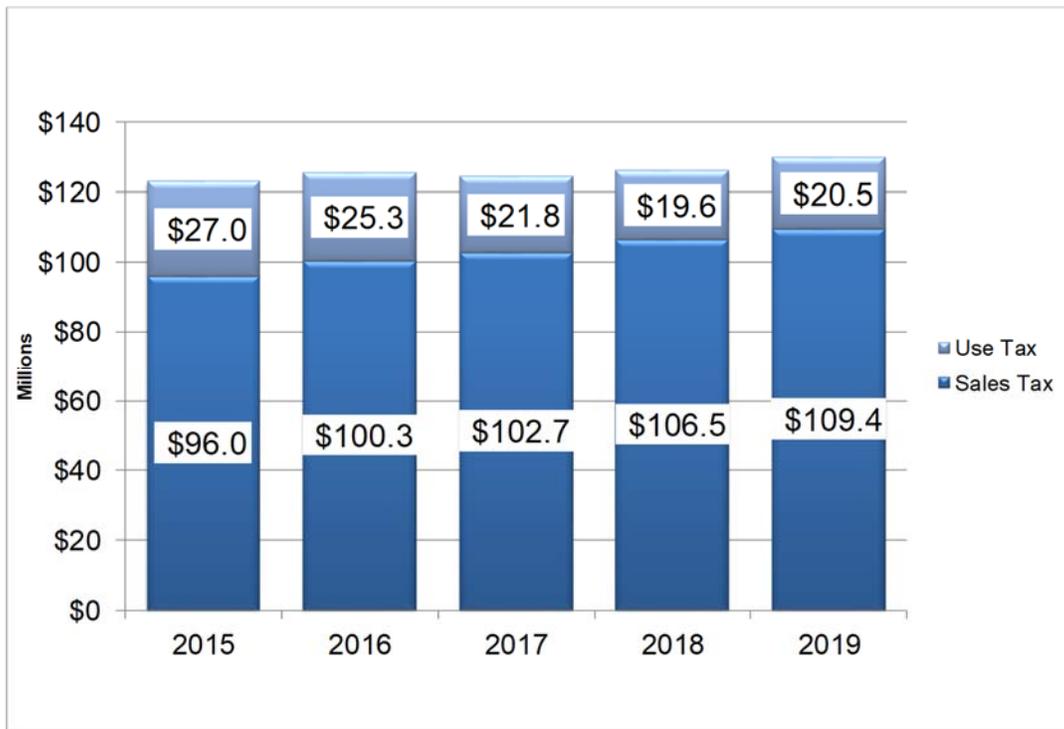
November Use Tax Budget to Actual Excluding Rebates. In November 2019, use tax collected in Fort Collins was \$216K more than budget. Year to date, net use tax collected in the City was \$1.3M more than budget.

Figure 6. November Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

	November			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
\$ in Millions						
SALES TAX						
Grocery, Convenience, Liquor	\$43.3	\$44.5	2.7%	\$508.5	\$514.1	1.1%
Restaurants, Caterers and Bars	39.7	40.4	1.8%	435.2	447.4	2.8%
General Merchandise	24.6	24.7	0.1%	283.0	280.6	-0.8%
Vehicle Sales, Parts and Repairs	20.6	22.1	7.1%	217.1	221.4	2.0%
Building Materials, Garden Equipment & Supplies	22.2	24.0	8.1%	238.6	243.8	2.2%
Sporting, Hobby, Book, Music	9.8	10.4	6.3%	122.7	118.6	-3.3%
Broadcasting and Telecommunications	11.4	7.0	-38.4%	120.0	114.8	-4.3%
Electronics and Appliances	8.8	8.5	-3.6%	124.2	110.2	-11.2%
Miscellaneous Retailers	16.8	20.1	19.4%	197.9	227.9	15.2%
Utilities	9.5	9.6	1.1%	115.8	120.7	4.3%
Clothing and Accessories	9.5	9.5	-0.9%	99.6	102.9	3.3%
Pharmacy, Salon and Laundry	11.2	12.9	14.9%	121.6	136.3	12.1%
Other	5.4	6.1	11.8%	66.1	73.4	11.0%
Rental and Leasing Services	5.2	5.5	5.2%	60.1	62.2	3.6%
Furniture and Home Furnishings	5.8	4.1	-29.4%	63.9	55.3	-13.4%
Wholesale Trade	6.0	7.2	20.6%	52.7	69.2	31.3%
Lodging	6.8	7.2	5.4%	66.3	70.9	6.9%
Manufacturing	4.2	4.5	8.0%	59.6	55.2	-7.4%
NET TAXABLE SUBJECT TO SALES TAX	260.9	268.2	2.8%	2,952.7	3,024.9	2.4%
USE TAX						
Building Permits	10.7	10.7	0.3%	162.5	124.2	-23.6%
Car Tax	18.8	22.2	18.4%	155.5	183.9	18.2%
Return Tax	14.1	18.1	28.3%	189.9	225.3	18.7%
NET TAXABLE SUBJECT TO USE TAX	43.6	51.1	17.2%	507.9	533.4	5.0%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$304.5	\$319.2	4.8%	\$3,460.6	\$3,558.3	2.8%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from October 2018 United States	% Change from October 2018 Fort Collins
Grocery, Convenience, Liquor	3.4	2.7
Restaurants, Caterers & Bars	4.7	1.8
General Merchandise	0.9	0.1
Vehicle Sales, Parts & Repairs	4.5	7.1
Building Materials, Garden Equipment & Supplies	-2.0	8.1
Clothing & Accessories	-2.7	-0.9
Furniture & Home Furnishings	0.9	-29.4
Total	3.1	2.8

At the national level, October 2019 retail sales (as reported on November 15, 2019) increased by 3.1% compared to an increase in Fort Collins' sales of 2.8%. October 2019 sales are the basis for the City's November 2019 sales tax collections and net taxable amounts (which are included in this report).

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

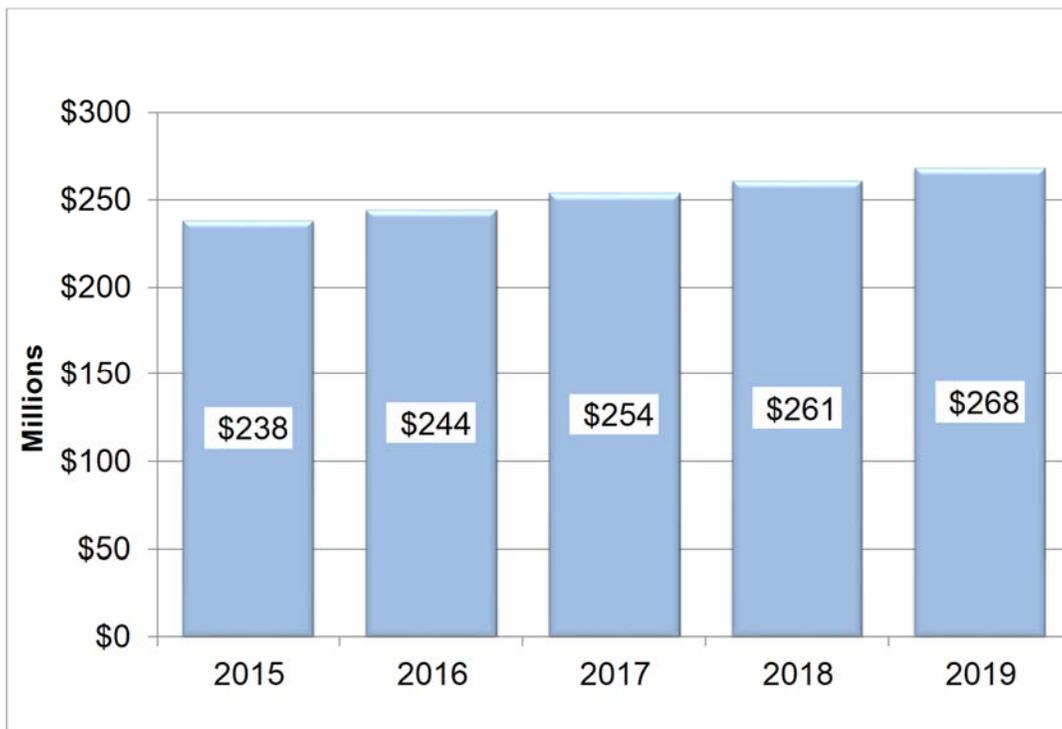


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

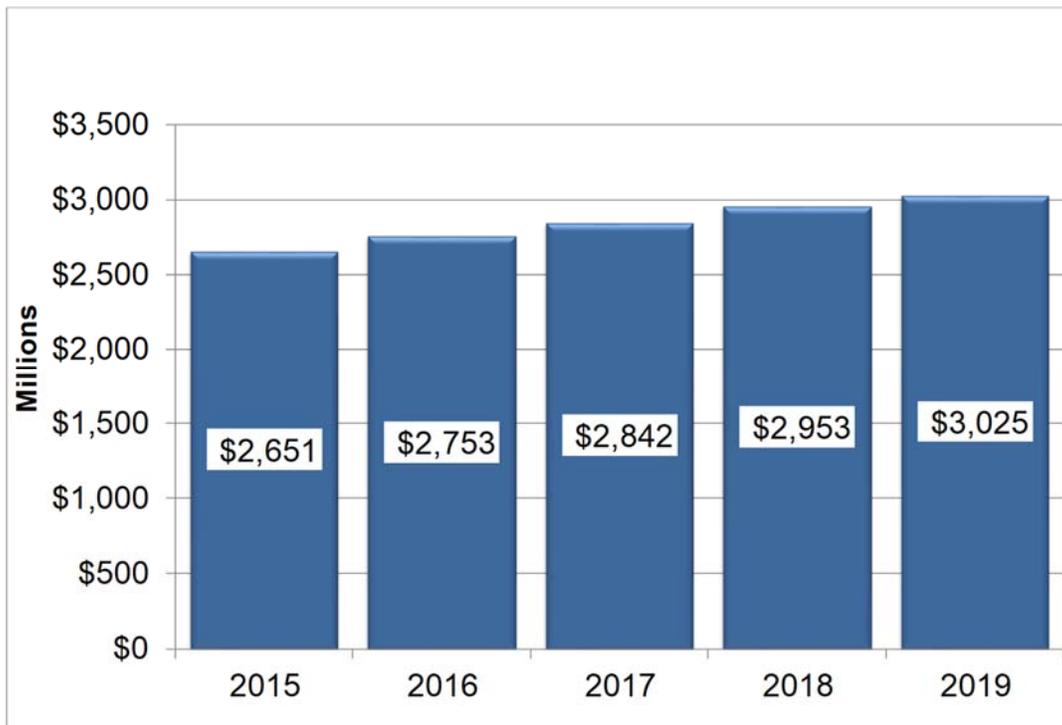
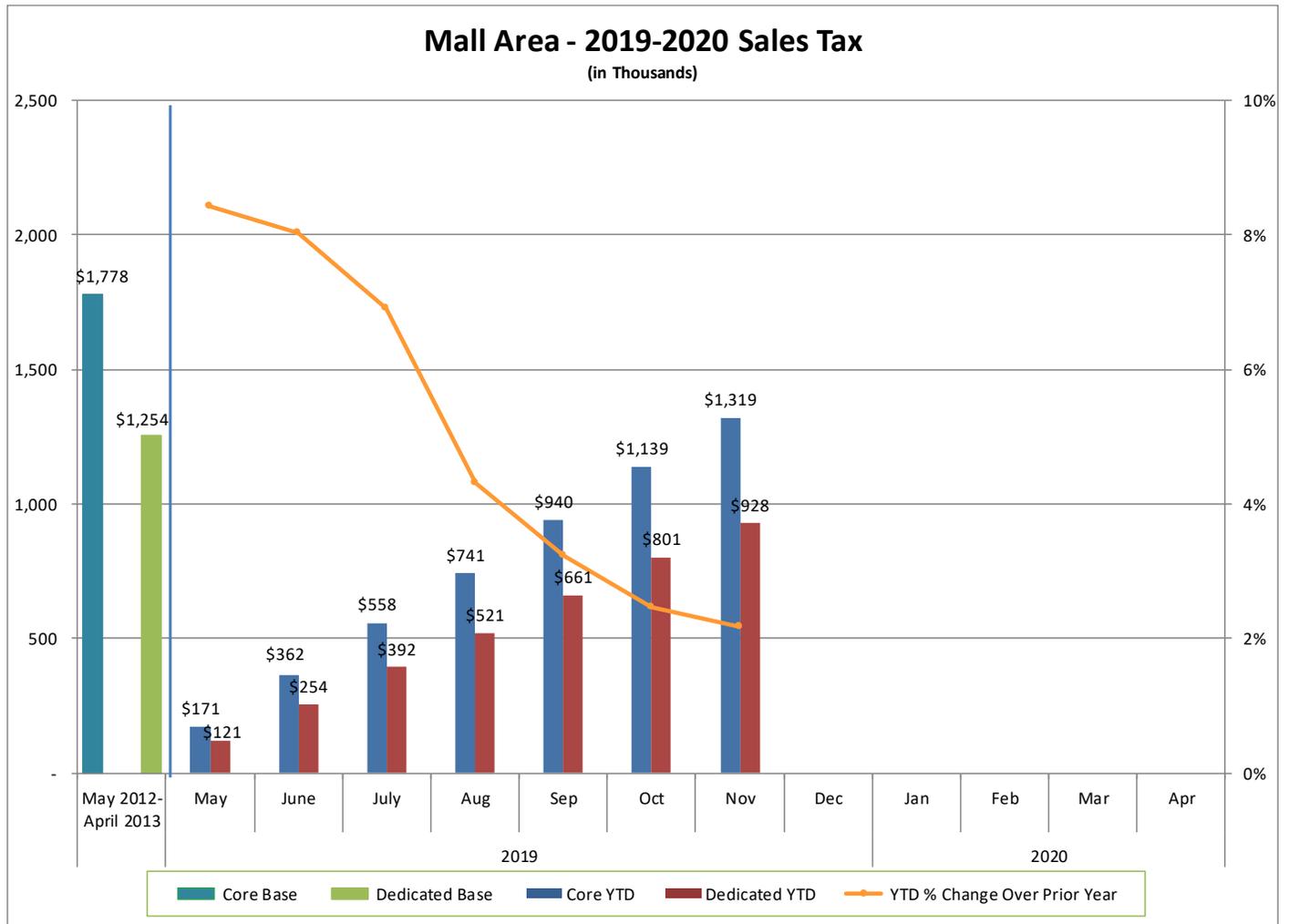


Figure 12. Metro District Reporting



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 November 30, 2019, the year to date core amount collected is \$1.3M resulting in no tax being due to the Metro District.

Sales Tax in the City’s Downtown Area. The sales tax collected in November for the downtown area increased 6.5% from the same period in 2018.

Lodging Tax Collections. The City collected \$172K in lodging tax in November 2019. This was an increase of 2.0% from November 2018.

Sales Tax Licenses. There were 13,893 active sales tax licenses at the end of November.