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Sales and Use Tax Collection Report – December 2019

Issued January 10, 2020

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

DECEMBER SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	4.0%	2.8%
Net Use Tax Collected:	-40.7%	-0.9%
Net Sales and Use Tax Collected:	-6.5%	2.2%

Year to date, sales and use tax collections excluding rebates are up 2.2% and total \$141.5M.

DECEMBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	1.6%	1.1%
Net Use Tax Collected:	-1.8%	6.0%
Net Sales and Use Tax Collected:	1.0%	1.8%

Year to date, the City has collected 1.8% more sales and use tax revenue, totaling \$2.5M over budget.

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

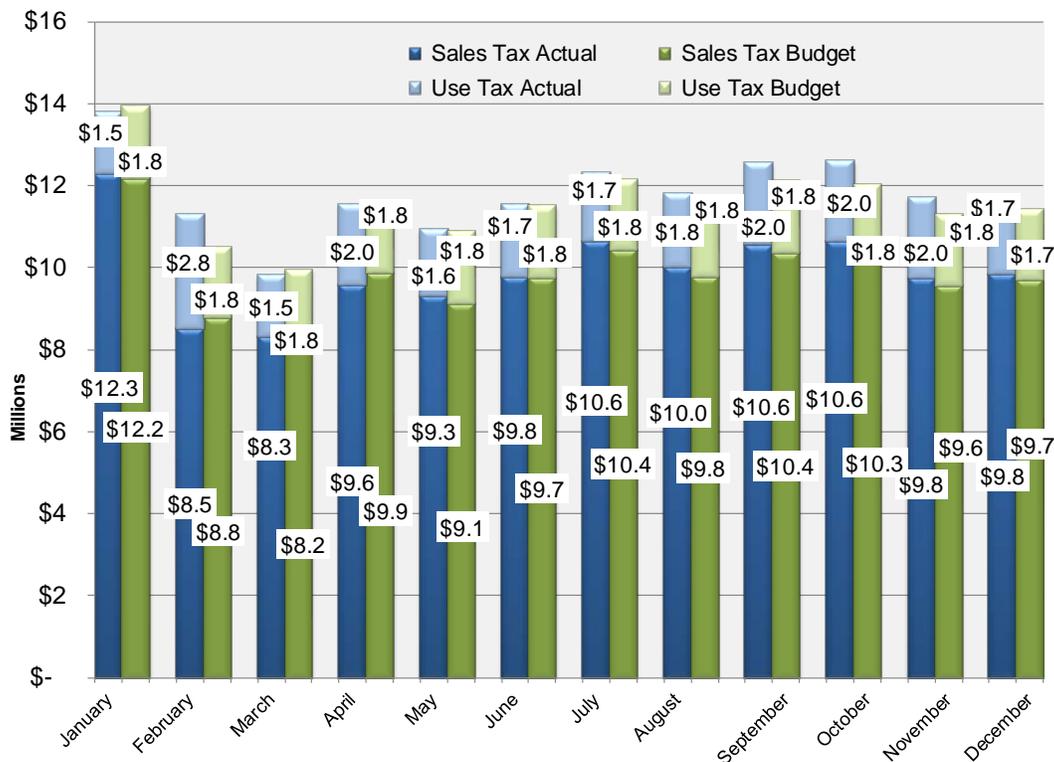


Figure 2. Sales and Use Tax Collected

	December			Year to Date		
	Actual 2018	Actual 2019	% Change	Actual 2018	Actual 2019	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,231,892	\$1,351,733	9.7%	\$15,633,457	\$15,917,857	1.8%
Restaurants, Caterers and Bars	1,403,748	1,511,226	7.7%	18,085,512	18,640,773	3.1%
General Merchandise	997,515	1,005,189	0.8%	10,692,384	10,633,614	-0.5%
Vehicle Sales, Parts and Repairs	730,547	790,779	8.2%	9,097,115	9,335,781	2.6%
Building Materials, Garden Equipment & Supplies	722,686	737,307	2.0%	9,880,766	10,137,160	2.6%
Sporting, Hobby, Book, Music	419,804	413,109	-1.6%	5,132,842	5,107,812	-0.5%
Broadcasting and Telecommunications	408,510	441,489	8.1%	5,033,677	4,863,944	-3.4%
Electronics and Appliances	426,294	377,923	-11.3%	5,200,651	4,629,521	-11.0%
Miscellaneous Retailers	756,089	826,698	9.3%	8,336,130	9,520,418	14.2%
Utilities	366,838	359,131	-2.1%	4,816,601	4,928,203	2.3%
Clothing and Accessories	350,085	343,744	-1.8%	4,187,195	4,343,344	3.7%
Pharmacy, Salon and Laundry	423,128	494,188	16.8%	5,064,652	5,701,384	12.6%
Other	240,753	217,750	-9.6%	2,663,531	3,051,156	14.6%
Rental and Leasing Services	194,434	202,397	4.1%	2,505,705	2,603,434	3.9%
Furniture and Home Furnishings	237,889	202,267	-15.0%	2,683,039	2,323,665	-13.4%
Wholesale Trade	197,225	215,489	9.3%	2,129,375	2,792,082	31.1%
Lodging	175,683	157,369	-10.4%	2,723,798	2,877,558	5.6%
Manufacturing	169,714	184,728	8.8%	2,435,684	2,283,018	-6.3%
TOTAL SALES TAX	9,452,834	9,832,516	4.0%	116,302,114	119,690,724	2.9%
Less Mall Sales Tax Remittance*	0	0	0.0%	(339,423)	(476,928)	40.5%
NET SALES TAX	9,452,834	9,832,516	4.0%	115,962,691	119,213,796	2.8%
USE TAX COLLECTIONS						
Building Permits	1,747,979	509,968	-70.8%	8,004,331	5,291,233	-33.9%
Car Tax	519,108	608,286	17.2%	6,506,458	7,687,593	18.2%
Return Tax	630,789	599,784	-4.9%	7,940,270	9,274,570	16.8%
TOTAL USE TAX	2,897,876	1,718,038	-40.7%	22,451,059	22,253,396	-0.9%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	2,897,876	1,718,038	-40.7%	22,451,059	22,253,396	-0.9%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	12,350,710	11,550,554	-6.5%	138,753,173	141,944,120	2.3%
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	12,350,710	11,550,554	-6.5%	138,413,750	141,467,192	2.2%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	750,366	695,251	-7.3%	8,351,840	8,467,004	1.4%
Community Capital Improvement Program (.25%)	750,366	695,251	-7.3%	8,351,840	8,467,004	1.4%
Natural Areas (.25%)	750,366	695,251	-7.3%	8,351,840	8,467,004	1.4%
Keep Fort Collins Great (.85%)	2,513,417	2,338,926	-6.9%	28,126,683	28,440,458	1.1%
General Fund (2.25%)	7,586,195	7,125,875	-6.1%	85,570,970	88,102,650	3.0%
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	\$12,350,710	\$11,550,554	-6.5%	\$138,413,750	\$141,467,192	2.2%

* 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

December Sales Tax Collected. In December 2019, sales tax collected in Fort Collins increased 4.0% compared to December 2018. Sales tax collected totaled \$9.8M compared to \$9.5M in 2018.

December Use Tax Collected. The total use tax collected in December was \$1.7M, a decrease of 40.7% compared to December 2018.

Net Sales and Use Tax Collected. Total tax collected of \$11.6M was 6.5% lower than December 2018.

Figure 3. Budget to Actual - Sales Tax Collected

Month	Actual	Budget	% Over/(Under)		Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
			Over/(Under) Budget	Over/(Under) 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	9,832,516	9,680,557	151,959	1.6%	119,213,796	117,935,000	1.1%
Net Collections	119,213,796	117,935,000	1,278,796	1.1%			
YTD Rebates	476,928	809,798	(332,870)			-	
Total Collections	\$ 119,690,724	\$ 118,744,798	\$ 945,926	0.8%		\$ 117,935,000	

Figure 4. Budget to Actual – Use Tax Collected

Month	Actual	Budget	% Over/(Under)		Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
			Over/(Under) Budget	Over/(Under) 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	1,718,038	1,749,989	(31,951)	-1.8%	22,253,396	21,000,000	6.0%
Net Collections	22,253,396	21,000,000	1,253,396	6.0%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 22,253,396	\$ 21,000,000	\$ 1,253,396	6.0%		\$ 21,000,000	

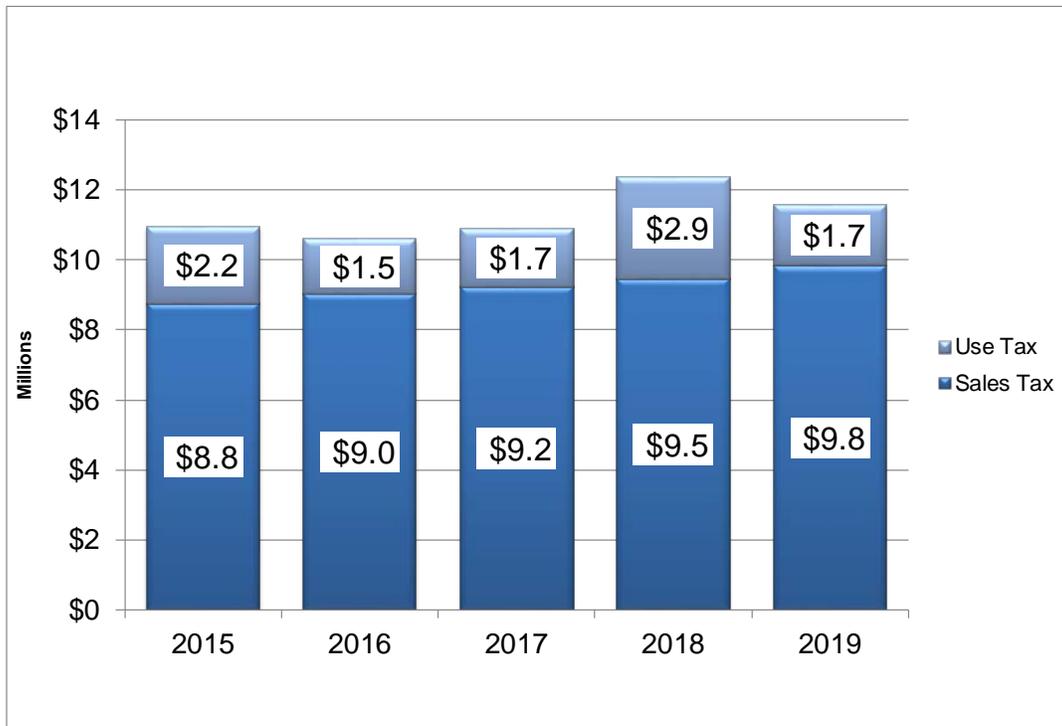
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual		Over/(Under)		% Over/(Under) Budget
	Dec YTD	Budget Dec YTD	Budget Dec YTD	Over/(Under) Budget	
Streets and Transportation (.25%)	8,467,004	8,294,300	172,704	2.1%	
Community Capital Improvement Program (.25%)	8,467,004	8,294,300	172,704	2.1%	
Natural Areas and Parks (.25%)	8,467,004	8,294,300	172,704	2.1%	
Keep Fort Collins Great (.85%)	28,440,458	28,200,200	240,258	0.9%	
General Fund (2.25%) (net of rebates)	87,625,722	85,851,900	1,773,822	2.1%	
General Fund Economic Rebates	476,928	809,798	(332,870)	-41.1%	
Total Collections	\$ 141,944,120	\$ 139,744,798	\$ 2,199,322		

December Sales Tax Budget to Actual. In December 2019, sales tax collected in Fort Collins was \$152K more than budget. Year to date, net sales tax collected in the City was \$1.3M more than budget.

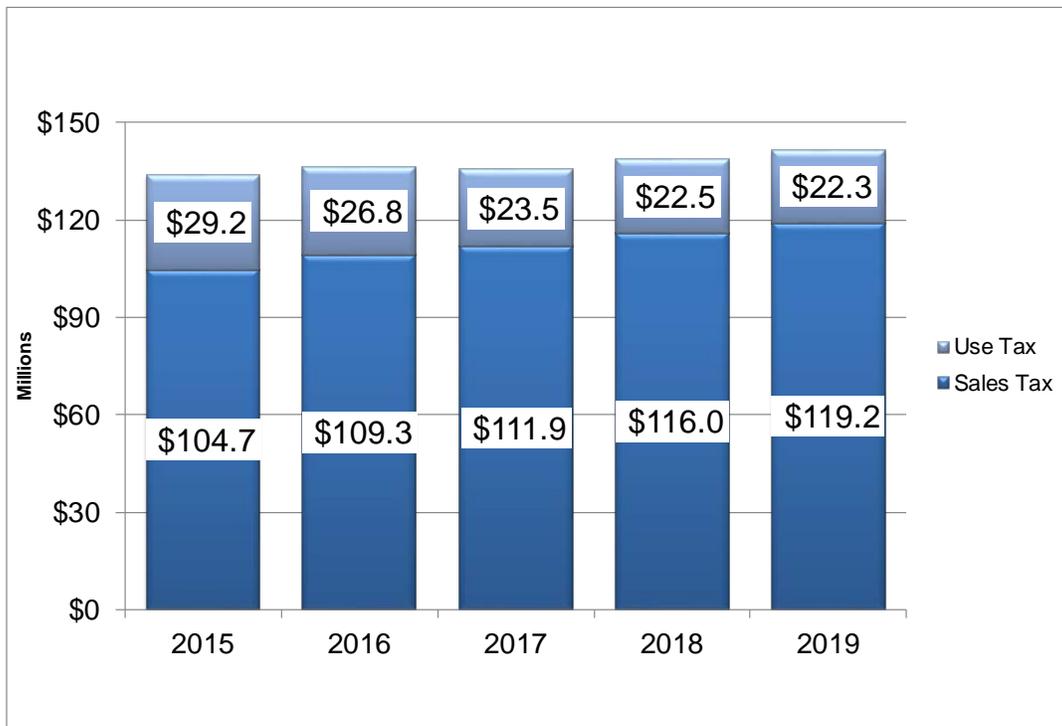
December Use Tax Budget to Actual Excluding Rebates. In December 2019, use tax collected in Fort Collins was \$32K less than budget. Year to date, net use tax collected in the City was \$1.3M more than budget.

Figure 6. December Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

\$ in Millions	December			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2018	2019	Change	2018	2019	Change
SALES TAX						
Grocery, Convenience, Liquor	\$43.5	\$46.9	8.0%	\$551.9	\$561.0	1.6%
Restaurants, Caterers and Bars	36.2	38.9	7.4%	471.4	486.3	3.2%
General Merchandise	29.1	29.2	0.4%	312.0	309.7	-0.7%
Vehicle Sales, Parts and Repairs	18.9	21.2	11.9%	236.0	242.6	2.8%
Building Materials, Garden Equipment & Supplies	18.7	19.3	3.0%	257.4	263.1	2.2%
Sporting, Hobby, Book, Music	10.8	10.7	-0.8%	133.5	129.4	-3.1%
Broadcasting and Telecommunications	10.6	11.4	7.9%	130.6	126.2	-3.3%
Electronics and Appliances	11.1	9.8	-11.6%	135.2	120.0	-11.3%
Miscellaneous Retailers	20.0	21.5	7.5%	217.8	249.3	14.5%
Utilities	9.5	9.3	-2.1%	125.3	130.1	3.8%
Clothing and Accessories	9.1	8.9	-2.2%	108.7	111.8	2.9%
Pharmacy, Salon and Laundry	11.0	12.8	16.5%	132.6	149.1	12.4%
Other	6.4	5.6	-11.5%	72.4	79.0	9.0%
Rental and Leasing Services	5.1	5.3	4.2%	65.1	67.5	3.6%
Furniture and Home Furnishings	5.9	5.2	-11.8%	69.8	60.5	-13.3%
Wholesale Trade	5.7	5.6	-1.4%	58.4	74.8	28.1%
Lodging	4.5	4.1	-9.6%	70.9	75.0	5.8%
Manufacturing	4.5	4.9	8.3%	64.1	60.0	-6.3%
NET TAXABLE SUBJECT TO SALES TAX	260.5	270.6	3.9%	3,213.2	3,295.5	2.6%
USE TAX						
Building Permits	45.4	13.2	-70.8%	207.9	137.4	-33.9%
Car Tax	13.5	15.8	17.2%	169.0	199.7	18.2%
Return Tax	16.4	15.6	-4.9%	206.2	240.9	16.8%
NET TAXABLE SUBJECT TO USE TAX	75.3	44.6	-40.7%	583.1	578.0	-0.9%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$335.8	\$315.2	-6.1%	\$3,796.4	\$3,873.5	2.0%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from November 2018 United States	% Change from November 2018 Fort Collins
Grocery, Convenience, Liquor	3.0	8.0
Restaurants, Caterers & Bars	5.1	7.4
General Merchandise	-0.1	0.4
Vehicle Sales, Parts & Repairs	4.9	11.9
Building Materials, Garden Equipment & Supplies	0.4	3.0
Clothing & Accessories	-3.3	-2.2
Furniture & Home Furnishings	1.9	-11.8
Total	3.3	3.9

At the national level, November 2019 retail sales (as reported on December 13, 2019) increased by 3.3% compared to an increase in Fort Collins' sales of 3.9%. November 2019 sales are the basis for the City's December 2019 sales tax collections and net taxable amounts (which are included in this report).

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

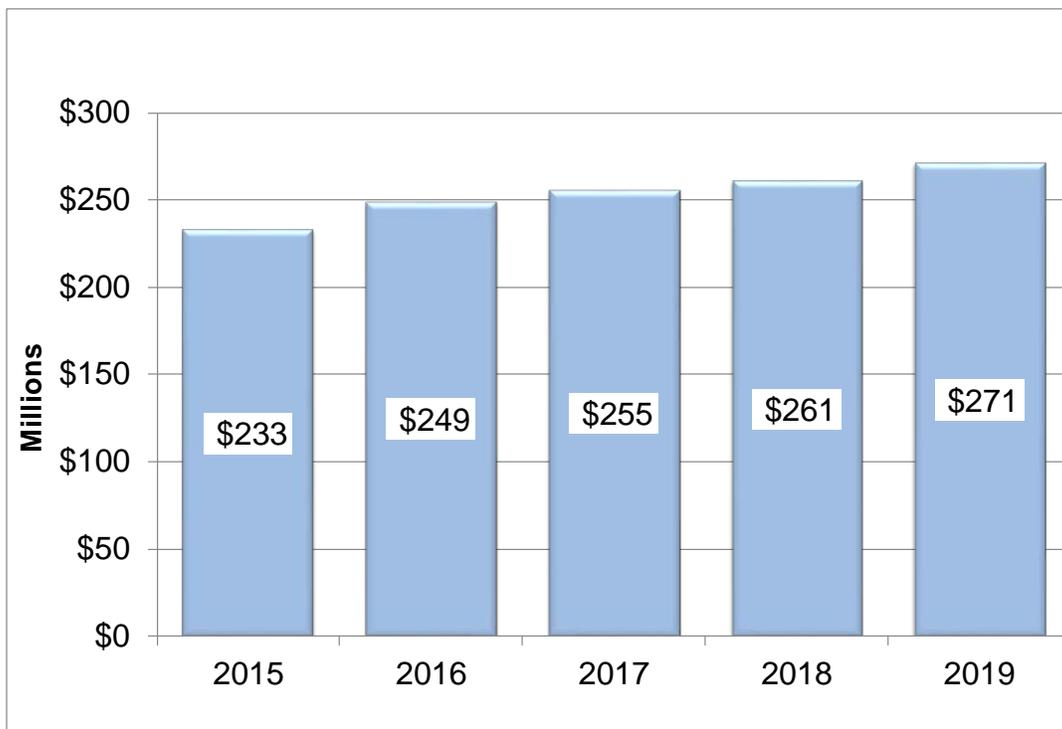


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

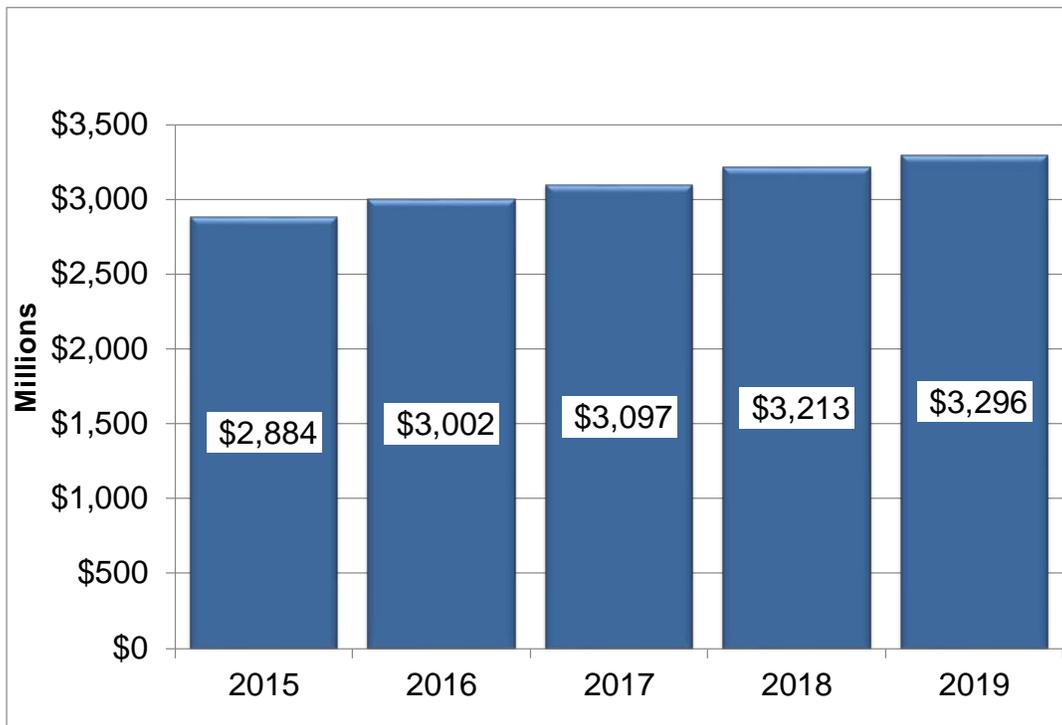
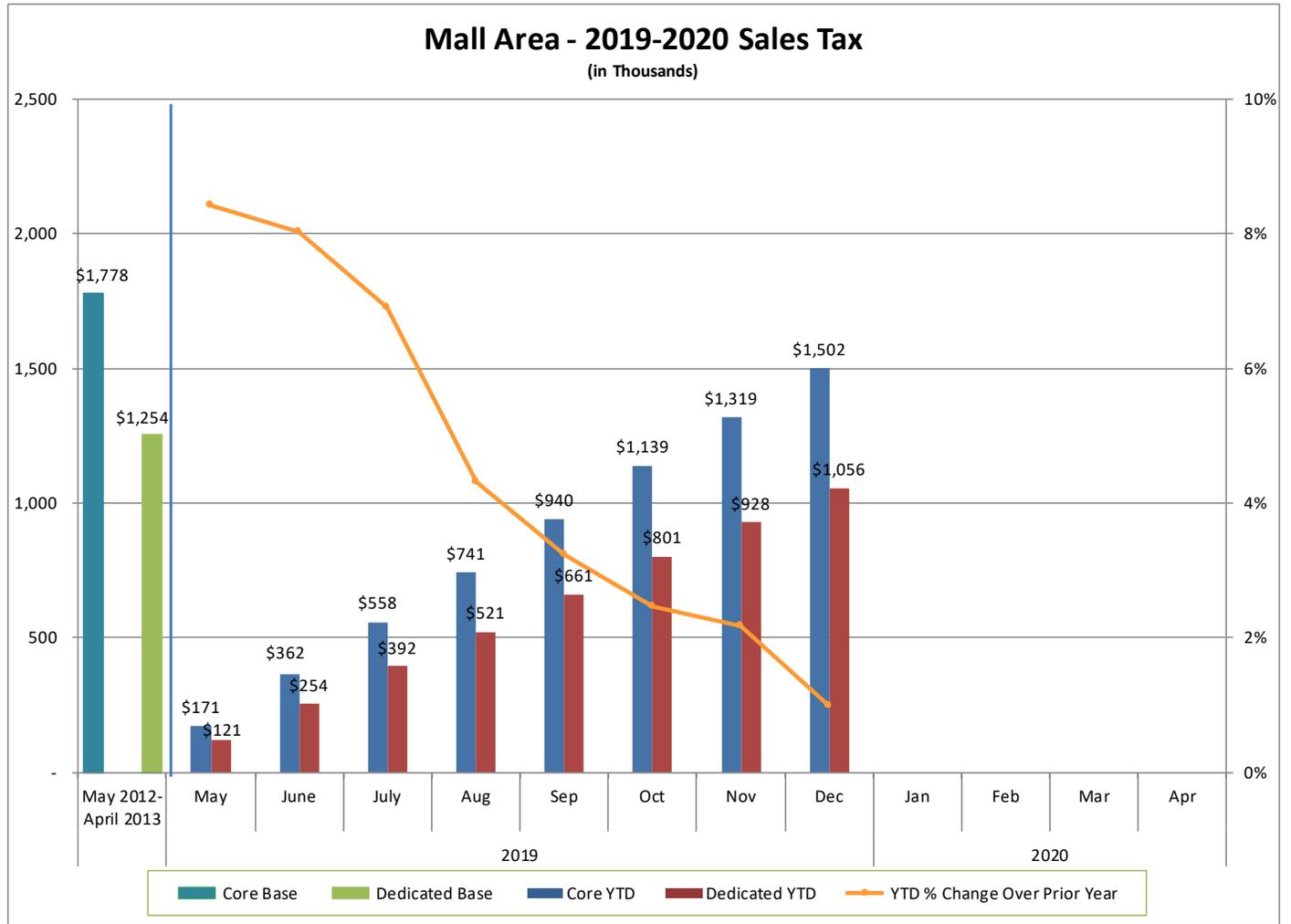


Figure 12. Metro District Reporting



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 December 31, 2019, the year to date core amount collected is \$1.5M resulting in no tax being due to the Metro District.

Sales Tax in the City's Downtown Area. The sales tax collected in December for the downtown area increased 1.8% from the same period in 2018.

Lodging Tax Collections. The City collected \$99K in lodging tax in December 2019. This was a decrease of 13.8% from December 2018.

Sales Tax Licenses. There were 13,836 active sales tax licenses at the end of December.