



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 – January 2020

Issued February 11, 2020

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

JANUARY SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	7.6%	7.6%
Net Use Tax Collected:	24.0%	24.0%
Net Sales and Use Tax Collected:	9.4%	9.4%

Year to date, sales and use tax collections excluding rebates are up 9.4% and total \$15.1M.

JANUARY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	7.3%	7.3%
Net Use Tax Collected:	11.3%	11.3%
Net Sales and Use Tax Collected:	7.8%	7.8%

Year to date, the City has collected 7.8% more sales and use tax revenue, totaling \$1.1M over budget.

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

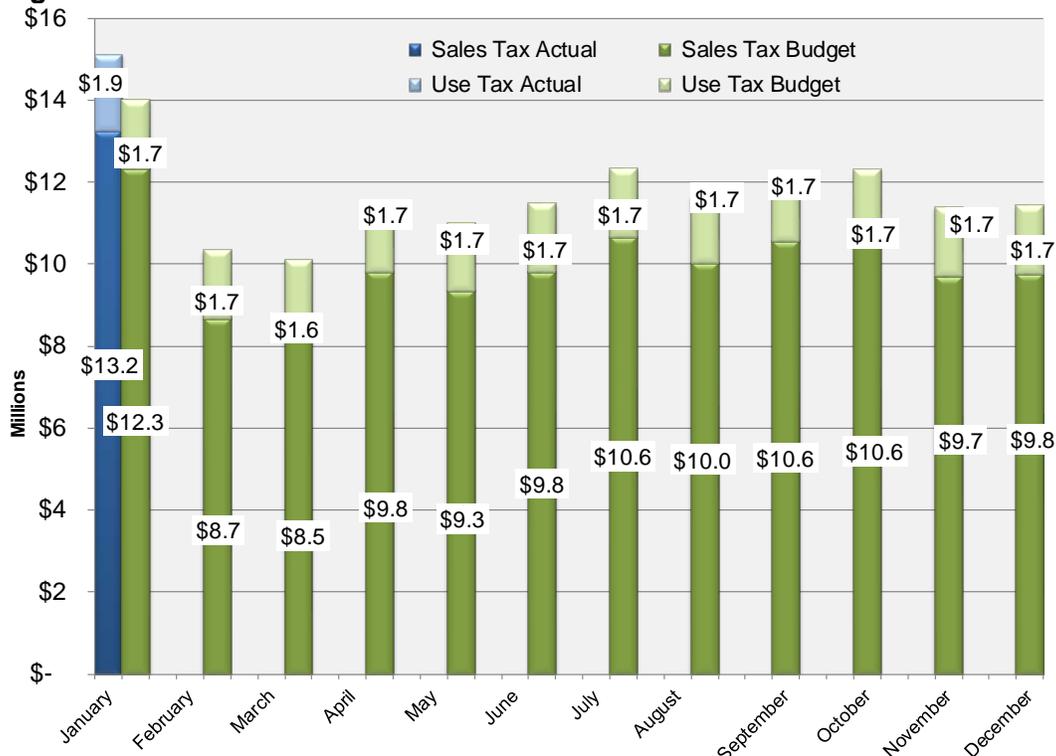


Figure 2. Sales and Use Tax Collected

	January			Year to Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,984,501	\$2,041,546	2.9%	\$1,984,501	\$2,041,546	2.9%
Restaurants, Caterers and Bars	1,585,565	1,648,904	4.0%	1,585,565	1,648,904	4.0%
General Merchandise	1,233,030	1,242,069	0.7%	1,233,030	1,242,069	0.7%
Vehicle Sales, Parts and Repairs	771,166	885,703	14.9%	771,166	885,703	14.9%
Building Materials, Garden Equipment & Supplies	760,020	887,454	16.8%	760,020	887,454	16.8%
Sporting, Hobby, Book, Music	709,067	594,615	-16.1%	709,067	594,615	-16.1%
Broadcasting and Telecommunications	478,044	418,853	-12.4%	478,044	418,853	-12.4%
Electronics and Appliances	516,051	684,412	32.6%	516,051	684,412	32.6%
Miscellaneous Retailers	1,099,664	1,302,727	18.5%	1,099,664	1,302,727	18.5%
Utilities	404,212	450,455	11.4%	404,212	450,455	11.4%
Clothing and Accessories	503,227	526,358	4.6%	503,227	526,358	4.6%
Pharmacy, Salon and Laundry	531,139	579,423	9.1%	531,139	579,423	9.1%
Other	444,839	479,388	7.8%	444,839	479,388	7.8%
Rental and Leasing Services	255,039	261,212	2.4%	255,039	261,212	2.4%
Furniture and Home Furnishings	274,322	263,507	-3.9%	274,322	263,507	-3.9%
Wholesale Trade	259,587	331,518	27.7%	259,587	331,518	27.7%
Lodging	217,235	214,012	-1.5%	217,235	214,012	-1.5%
Manufacturing	274,810	434,684	58.2%	274,810	434,684	58.2%
TOTAL SALES TAX	12,301,518	13,246,840	7.7%	12,301,518	13,246,840	7.7%
Less Mall Sales Tax Remittance*	0	(13,996)	0.0%	0	(13,996)	0.0%
NET SALES TAX	12,301,518	13,232,844	7.6%	12,301,518	13,232,844	7.6%
USE TAX COLLECTIONS						
Building Permits	229,547	538,707	134.7%	229,547	538,707	134.7%
Car Tax	500,079	664,394	32.9%	500,079	664,394	32.9%
Return Tax	772,848	660,372	-14.6%	772,848	660,372	-14.6%
TOTAL USE TAX	1,502,474	1,863,473	24.0%	1,502,474	1,863,473	24.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,502,474	1,863,473	24.0%	1,502,474	1,863,473	24.0%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	13,803,992	15,110,313	9.5%	13,803,992	15,110,313	9.5%
Less Mall Sales Tax Remittance	0	(13,996)	0.0%	0	(13,996)	0.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	13,803,992	15,096,317	9.4%	13,803,992	15,096,317	9.4%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	766,499	896,593	17.0%	766,499	896,593	17.0%
Community Capital Improvement Program (.25%)	766,499	896,593	17.0%	766,499	896,593	17.0%
Natural Areas (.25%)	766,499	896,593	17.0%	766,499	896,593	17.0%
Keep Fort Collins Great (.85%)	2,567,812	3,025,609	17.8%	2,567,812	3,025,609	17.8%
General Fund (2.25%)	8,936,683	9,394,925	5.1%	8,936,683	9,394,925	5.1%
Less General Fund Mall Sales Tax Remittance	0	(13,996)	0.0%	0	(13,996)	0.0%
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	\$13,803,992	\$15,096,317	9.4%	\$13,803,992	\$15,096,317	9.4%

* 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

January Sales Tax Collected. In January 2020, sales tax collected in Fort Collins increased 7.6% compared to January 2019. Sales tax collected totaled \$13.2M compared to \$12.3M in 2019.

January Use Tax Collected. The total use tax collected in January was \$1.9M, an increase of 24.0% compared to January 2019.

Net Sales and Use Tax Collected. Total tax collected of \$15.1M was 9.4% higher than January 2019.

Figure 3. Budget to Actual - Sales Tax Collected

Month	Actual	Budget	%		Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
			Over/(Under) Budget	Over/(Under) Budget			
January	\$ 13,232,844	12,331,803	\$ 901,041	7.3%	\$ 13,232,844	\$ 12,331,803	7.3%
February	-	-	-	0.0%	-	20,984,131	0.0%
March	-	-	-	0.0%	-	29,441,795	0.0%
April	-	-	-	0.0%	-	39,249,997	0.0%
May	-	-	-	0.0%	-	48,588,847	0.0%
June	-	-	-	0.0%	-	58,395,603	0.0%
July	-	-	-	0.0%	-	69,036,186	0.0%
August	-	-	-	0.0%	-	79,040,353	0.0%
September	-	-	-	0.0%	-	89,598,707	0.0%
October	-	-	-	0.0%	-	100,240,368	0.0%
November	-	-	-	0.0%	-	109,944,142	0.0%
December	-	-	-	0.0%	-	119,703,200	0.0%
Net Collections	13,232,844	12,331,803	901,041	7.3%			
YTD Rebates	13,996	0	13,996			-	
Total Collections	\$ 13,246,840	\$ 12,331,803	\$ 915,037	7.4%		\$ 119,703,200	

Figure 4. Budget to Actual – Use Tax Collected

Month	Actual	Budget	%		Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
			Over/(Under) Budget	Over/(Under) Budget			
January	\$ 1,863,473	\$ 1,674,628	\$ 188,845	11.3%	\$ 1,863,473	\$ 1,674,628	11.3%
February	-	-	-	0.0%	-	3,361,026	0.0%
March	-	-	-	0.0%	-	5,010,137	0.0%
April	-	-	-	0.0%	-	6,671,677	0.0%
May	-	-	-	0.0%	-	8,339,996	0.0%
June	-	-	-	0.0%	-	10,006,432	0.0%
July	-	-	-	0.0%	-	11,676,634	0.0%
August	-	-	-	0.0%	-	13,349,849	0.0%
September	-	-	-	0.0%	-	15,004,797	0.0%
October	-	-	-	0.0%	-	16,666,619	0.0%
November	-	-	-	0.0%	-	18,345,202	0.0%
December	-	-	-	0.0%	-	20,000,008	0.0%
Net Collections	1,863,473	1,674,628	188,845	11.3%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 1,863,473	\$ 1,674,628	\$ 188,845	11.3%		\$ 20,000,008	

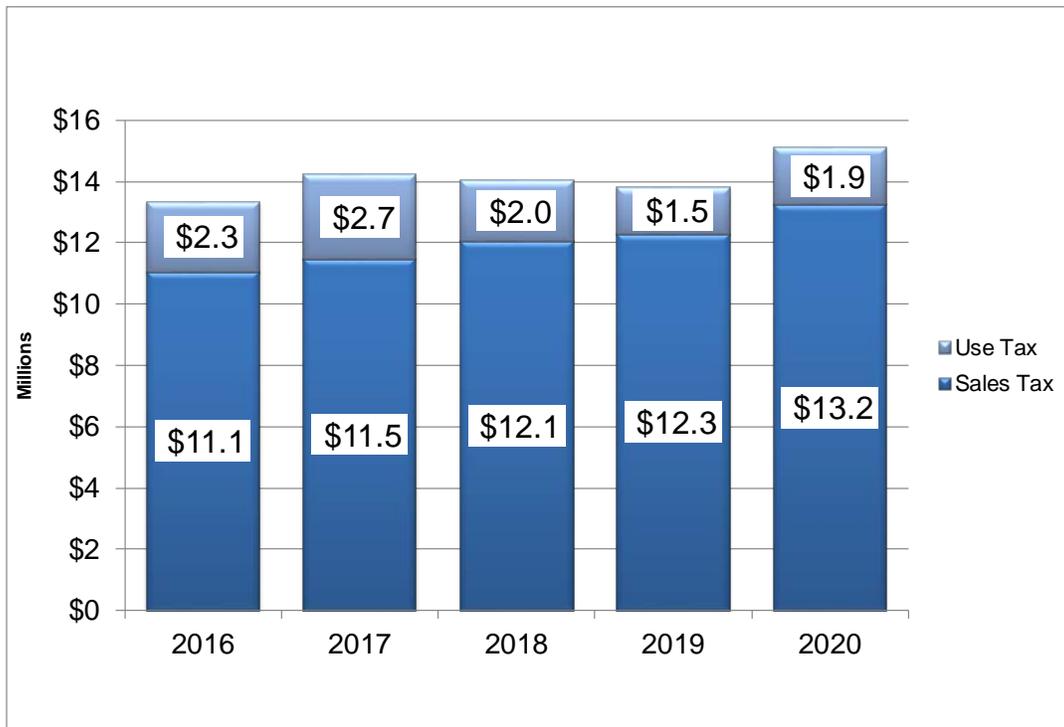
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual		Over/(Under)		% Over/(Under) Budget
	Jan YTD	Budget Jan YTD	Budget Jan YTD	Budget Jan YTD	
Streets and Transportation (.25%)	896,593	835,581	61,012	7.3%	
Community Capital Improvement Program (.25%)	896,593	835,581	61,012	7.3%	
Natural Areas and Parks (.25%)	896,593	835,581	61,012	7.3%	
Keep Fort Collins Great (.85%)	3,025,609	2,831,937	193,672	6.8%	
General Fund (2.25%) (net of rebates)	9,380,929	8,667,750	713,179	8.2%	
General Fund Economic Rebates	13,996	0	13,996	100.0%	
Total Collections	\$ 15,110,313	\$ 14,006,430	\$ 1,103,883		

January Sales Tax Budget to Actual. In January 2020, sales tax collected in Fort Collins was \$900K more than budget.

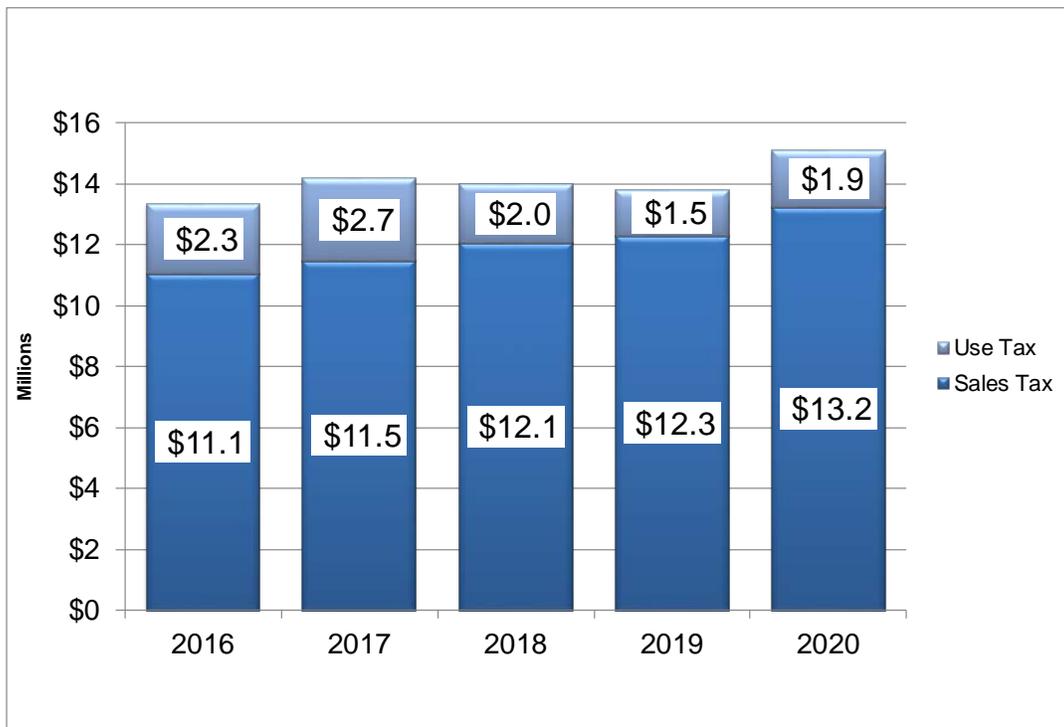
January Use Tax Budget to Actual Excluding Rebates. In January 2020, use tax collected in Fort Collins was \$189K more than budget.

Figure 6. January Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

	January			Year-to-Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
\$ in Millions						
SALES TAX						
Grocery, Convenience, Liquor	\$71.4	\$73.0	2.2%	\$71.4	\$73.0	2.2%
Restaurants, Caterers and Bars	41.5	42.3	1.9%	41.5	42.3	1.9%
General Merchandise	35.9	36.3	0.9%	35.9	36.3	0.9%
Vehicle Sales, Parts and Repairs	20.1	22.2	10.3%	20.1	22.2	10.3%
Building Materials, Garden Equipment & Supplies	20.1	23.4	16.6%	20.1	23.4	16.6%
Sporting, Hobby, Book, Music	15.3	15.4	1.2%	15.3	15.4	1.2%
Broadcasting and Telecommunications	12.4	10.9	-12.4%	12.4	10.9	-12.4%
Electronics and Appliances	13.4	17.8	32.7%	13.4	17.8	32.7%
Miscellaneous Retailers	28.3	34.1	20.4%	28.3	34.1	20.4%
Utilities	10.5	11.7	11.4%	10.5	11.7	11.4%
Clothing and Accessories	13.2	13.6	3.4%	13.2	13.6	3.4%
Pharmacy, Salon and Laundry	13.9	15.7	13.0%	13.9	15.7	13.0%
Other	11.2	12.4	11.2%	11.2	12.4	11.2%
Rental and Leasing Services	6.6	6.8	3.4%	6.6	6.8	3.4%
Furniture and Home Furnishings	7.3	7.1	-2.5%	7.3	7.1	-2.5%
Wholesale Trade	7.0	8.8	26.3%	7.0	8.8	26.3%
Lodging	5.7	5.6	-1.4%	5.7	5.6	-1.4%
Manufacturing	7.3	11.4	57.4%	7.3	11.4	57.4%
NET TAXABLE SUBJECT TO SALES TAX	341.0	368.5	8.1%	341.0	368.5	8.1%
USE TAX						
Building Permits	6.0	14.0	134.7%	6.0	14.0	134.7%
Car Tax	13.0	17.3	32.9%	13.0	17.3	32.9%
Return Tax	20.1	17.2	-14.6%	20.1	17.2	-14.6%
NET TAXABLE SUBJECT TO USE TAX	39.0	48.4	24.0%	39.0	48.4	24.0%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$380.0	\$416.9	9.7%	\$380.0	\$416.9	9.7%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from December 2018 United States	% Change from December 2018 Fort Collins
Grocery, Convenience, Liquor	3.7	2.2
Restaurants, Caterers & Bars	4.9	1.9
General Merchandise	2.2	0.9
Vehicle Sales, Parts & Repairs	4.1	10.3
Building Materials, Garden Equipment & Supplies	2.0	16.6
Clothing & Accessories	0.1	3.4
Furniture & Home Furnishings	3.2	-2.5
Total	5.8	8.1

At the national level, December 2019 retail sales (as reported on January 16, 2020) increased by 5.8% compared to an increase in Fort Collins' sales of 8.1%. December 2019 sales are the basis for the City's January 2020 sales tax collections and net taxable amounts (which are included in this report).

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

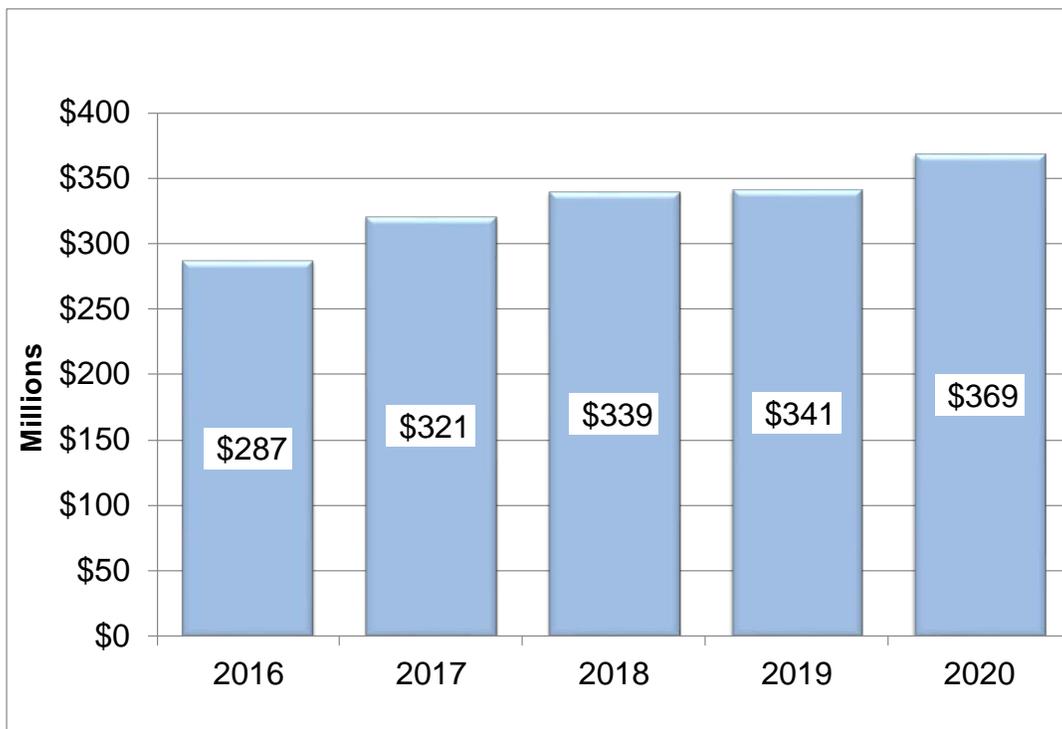


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

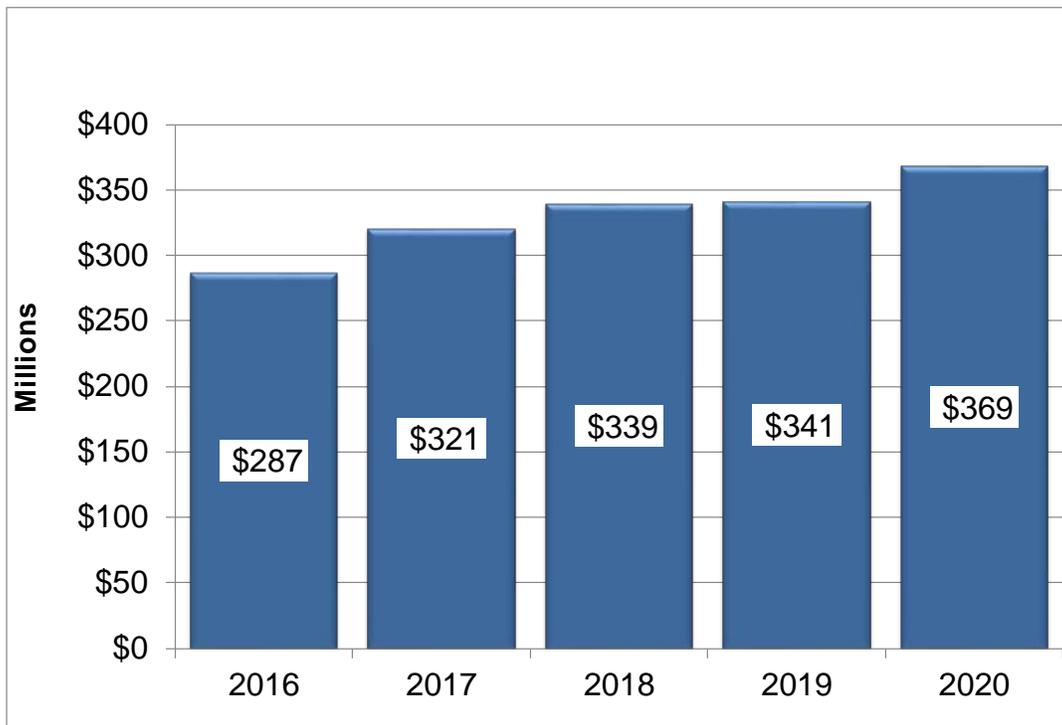
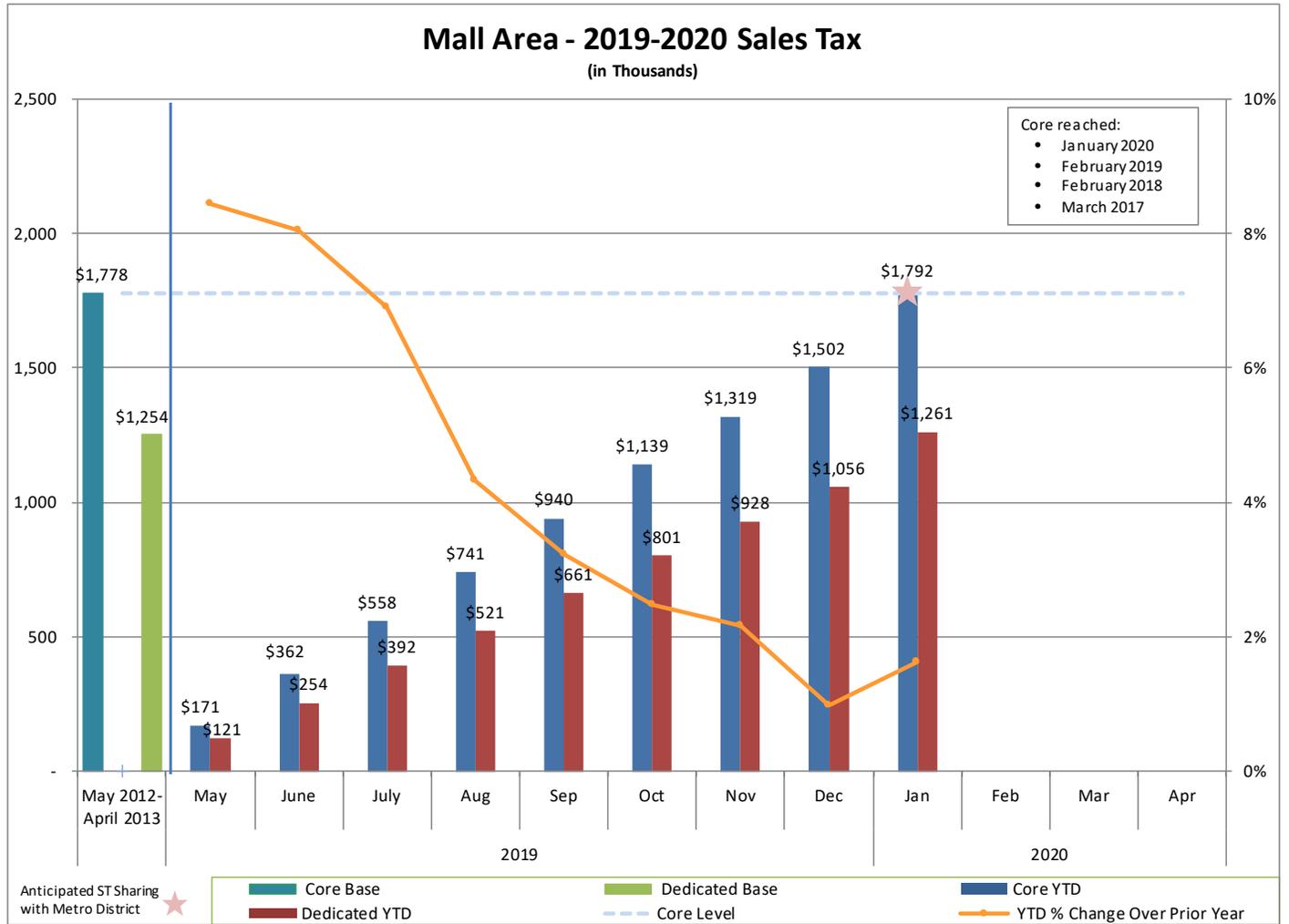


Figure 12. Metro District Reporting



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 January 31, 2020, the year to date core amount collected is \$1.8M resulting in \$14K tax due to the Metro District.

Sales Tax in the City's Downtown Area. The sales tax collected in January for the downtown area increased 2.5% from the same period in 2019.

Lodging Tax Collections. The City collected \$133K in lodging tax in January 2020. This was a decrease of 2.5% from January 2019.

Sales Tax Licenses. There were 13,509 active sales tax licenses at the end of January.