



Financial Services  
Sales Tax Division  
215 N. Mason Street – 2<sup>nd</sup> Floor  
PO Box 580, Fort Collins, CO 80522-0580  
**970.221.6780**  
970.221.6782 - fax  
fcgov.com

## Sales and Use Tax Collection Report – March 2020

Issued April 10, 2020

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

### MARCH SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	0.1%	3.9%
Net Use Tax Collected:	-1.9%	-16.6%
Net Sales and Use Tax Collected:	-0.2%	0.5%

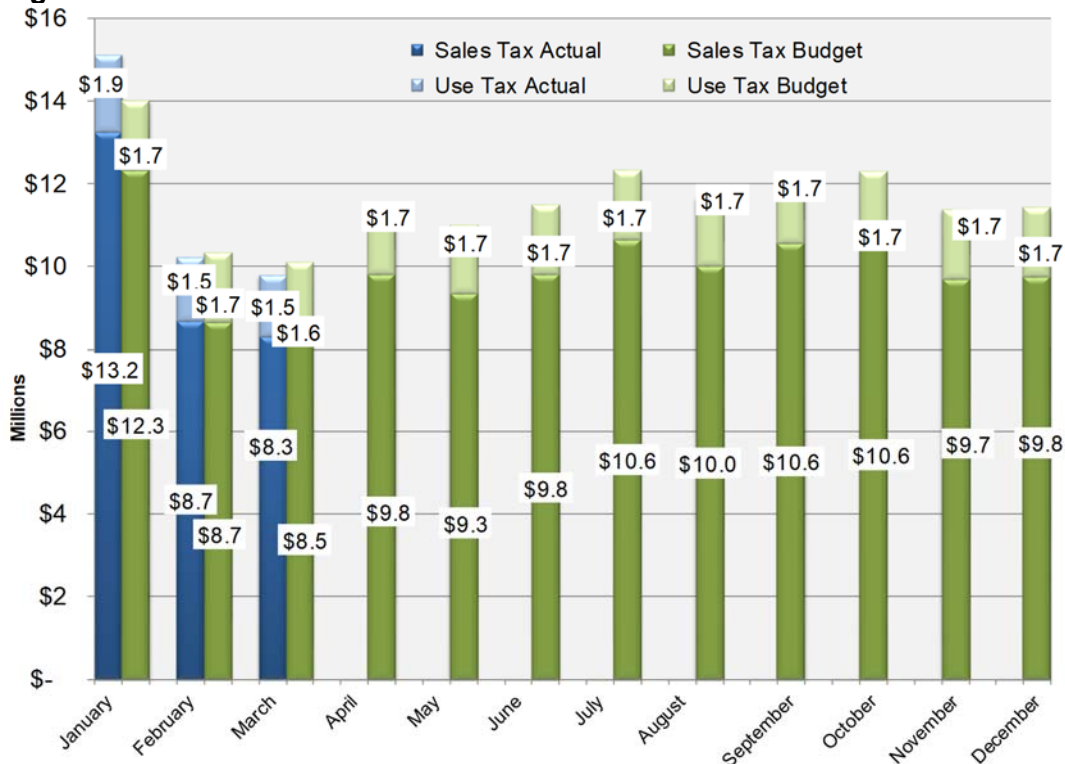
Year to date, sales and use tax collections excluding rebates are up 0.5% and total \$35.1M.

### MARCH SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	-1.7%	2.7%
Net Use Tax Collected:	-11.0%	-3.1%
Net Sales and Use Tax Collected:	-3.2%	1.9%

Year to date, the City has collected 1.9% more sales and use tax revenue, totaling \$691K over budget.

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



**Figure 2. Sales and Use Tax Collected**

	March			Year to Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,187,316	\$1,241,378	4.6%	\$4,331,206	\$4,500,835	3.9%
Restaurants, Caterers and Bars	1,387,279	1,190,498	-14.2%	4,344,473	4,270,502	-1.7%
General Merchandise	715,573	874,144	22.2%	2,668,374	2,728,369	2.2%
Vehicle Sales, Parts and Repairs	602,202	703,703	16.9%	2,039,847	2,308,858	13.2%
Building Materials, Garden Equipment & Supplies	548,826	561,806	2.4%	1,981,097	2,089,259	5.5%
Sporting, Hobby, Book, Music	316,293	288,325	-8.8%	1,421,815	1,270,956	-10.6%
Broadcasting and Telecommunications	410,335	334,509	-18.5%	1,333,330	1,072,671	-19.5%
Electronics and Appliances	405,452	369,024	-9.0%	1,269,306	1,471,819	16.0%
Miscellaneous Retailers	656,766	667,027	1.6%	2,425,779	2,742,369	13.1%
Utilities	511,437	425,761	-16.8%	1,426,298	1,385,978	-2.8%
Clothing and Accessories	314,136	262,638	-16.4%	1,080,021	1,043,065	-3.4%
Pharmacy, Salon and Laundry	409,699	456,397	11.4%	1,344,441	1,534,024	14.1%
Other	186,390	204,785	9.9%	817,796	894,900	9.4%
Rental and Leasing Services	184,730	185,999	0.7%	627,890	643,407	2.5%
Furniture and Home Furnishings	154,906	158,211	2.1%	603,011	582,620	-3.4%
Wholesale Trade	161,585	166,537	3.1%	582,670	703,037	20.7%
Lodging	135,885	157,023	15.6%	493,949	511,726	3.6%
Manufacturing	167,085	211,715	26.7%	592,682	813,691	37.3%
<b>TOTAL SALES TAX</b>	<b>8,455,895</b>	<b>8,459,480</b>	<b>0.0%</b>	<b>29,383,985</b>	<b>30,568,086</b>	<b>4.0%</b>
Less Mall Sales Tax Remittance*	(148,537)	(143,426)	-3.4%	(277,187)	(332,746)	20.0%
<b>NET SALES TAX</b>	<b>8,307,358</b>	<b>8,316,054</b>	<b>0.1%</b>	<b>29,106,798</b>	<b>30,235,340</b>	<b>3.9%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	280,412	510,584	82.1%	1,582,690	1,379,081	-12.9%
Car Tax	506,079	543,007	7.3%	1,704,367	1,820,778	6.8%
Return Tax	710,139	414,050	-41.7%	2,533,595	1,654,995	-34.7%
<b>TOTAL USE TAX</b>	<b>1,496,630</b>	<b>1,467,641</b>	<b>-1.9%</b>	<b>5,820,652</b>	<b>4,854,854</b>	<b>-16.6%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,496,630</b>	<b>1,467,641</b>	<b>-1.9%</b>	<b>5,820,652</b>	<b>4,854,854</b>	<b>-16.6%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>9,952,525</b>	<b>9,927,121</b>	-0.3%	<b>35,204,637</b>	<b>35,422,940</b>	0.6%
Less Mall Sales Tax Remittance*	(148,537)	(143,426)	-3.4%	(277,187)	(332,746)	20.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>9,803,988</b>	<b>9,783,695</b>	<b>-0.2%</b>	<b>34,927,450</b>	<b>35,090,194</b>	<b>0.5%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	596,560	590,429	-1.0%	2,057,912	2,112,517	2.7%
Community Capital Improvement Program (.25%)	596,560	590,429	-1.0%	2,057,912	2,112,517	2.7%
Natural Areas (.25%)	596,560	590,429	-1.0%	2,057,912	2,112,517	2.7%
Keep Fort Collins Great (.85%)	1,982,403	1,993,326	0.6%	6,836,262	7,129,977	4.3%
General Fund (2.25%)	6,180,442	6,162,508	-0.3%	22,194,639	21,955,412	-1.1%
Less Mall Sales Tax Remittance*	(148,537)	(143,426)	-3.4%	(277,187)	(332,746)	20.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>\$9,803,988</b>	<b>\$9,783,695</b>	<b>-0.2%</b>	<b>\$34,927,450</b>	<b>\$35,090,194</b>	<b>0.5%</b>

\* 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

**March Sales Tax Collected.** In March 2020, sales tax collected in Fort Collins increased 0.1% compared to March 2019. Sales tax collected totaled \$8.3M compared to \$8.3M in 2019.

**March Use Tax Collected.** The total use tax collected in March was \$1.5M, a decrease of 1.9% compared to March 2019.

**Net Sales and Use Tax Collected.** Total tax collected of \$9.8M was 0.2% lower than March 2019.

**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	\$ 13,232,844	12,331,803	\$ 901,041	7.3%	\$ 13,232,844	\$ 12,331,803	7.3%
February	8,686,443	8,652,328	34,115	0.4%	21,919,287	20,984,131	4.5%
March	8,316,054	8,457,664	(141,610)	-1.7%	30,235,340	29,441,795	2.7%
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	30,235,340	29,441,795	793,545	2.7%			
YTD Rebates	332,746	280,000	52,746			-	
Total Collections	\$ 30,568,086	\$ 29,721,795	\$ 846,291	2.8%		\$ 119,703,200	

**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	\$ 1,863,473	\$ 1,674,628	\$ 188,845	11.3%	\$ 1,863,473	\$ 1,674,628	11.3%
February	1,523,740	1,686,398	(162,658)	-9.6%	3,387,213	3,361,026	0.8%
March	1,467,641	1,649,111	(181,470)	-11.0%	4,854,854	5,010,137	-3.1%
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	4,854,854	5,010,137	(155,283)	-3.1%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 4,854,854	\$ 5,010,137	\$ (155,283)	-3.1%		\$ 20,000,008	

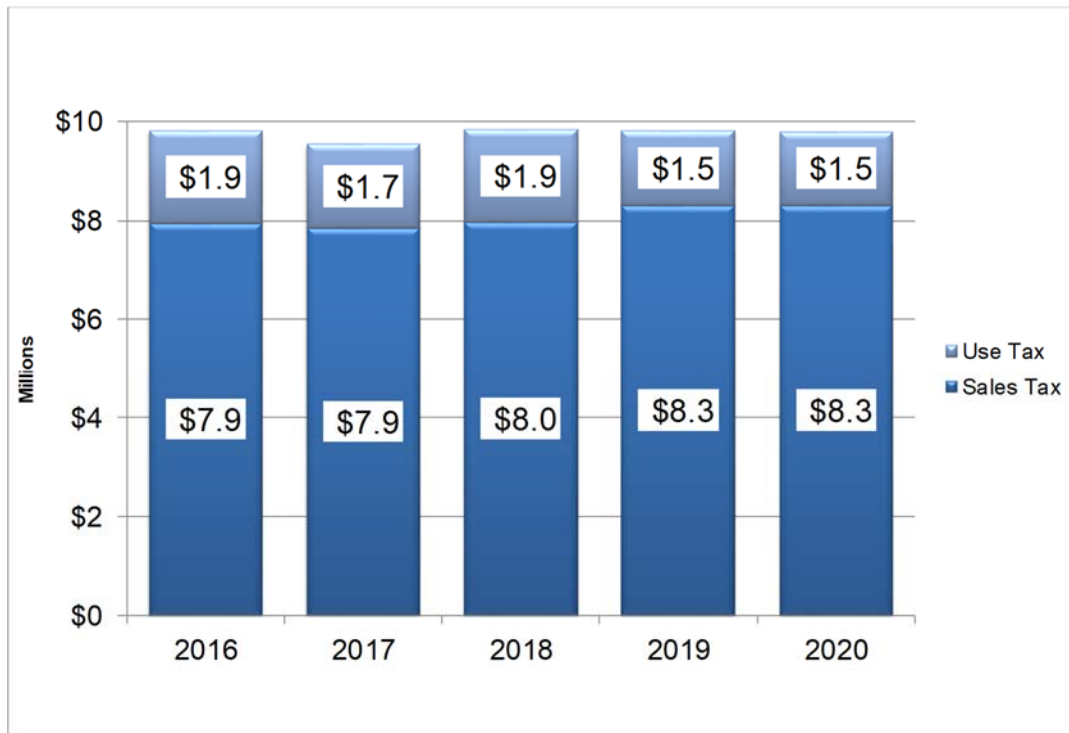
**Figure 5. Budget to Actual – Sales and Use Tax Distribution**

Fund	Actual Mar YTD	Budget Mar YTD	Over/(Under) Budget Mar YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	2,112,517	2,058,260	54,257	2.6%
Community Capital Improvement Program (.25%)	2,112,517	2,058,260	54,257	2.6%
Natural Areas and Parks (.25%)	2,112,517	2,058,260	54,257	2.6%
Keep Fort Collins Great (.85%)	7,129,977	6,986,545	143,432	2.1%
General Fund (2.25%) (net of rebates)	21,622,666	21,290,608	332,058	1.6%
General Fund Economic Rebates	332,746	280,000	52,746	100.0%
Total Collections	\$ 35,422,940	\$ 34,731,933	\$ 691,007	

**March Sales Tax Budget to Actual.** In March 2020, sales tax collected in Fort Collins was \$142K less than budget.

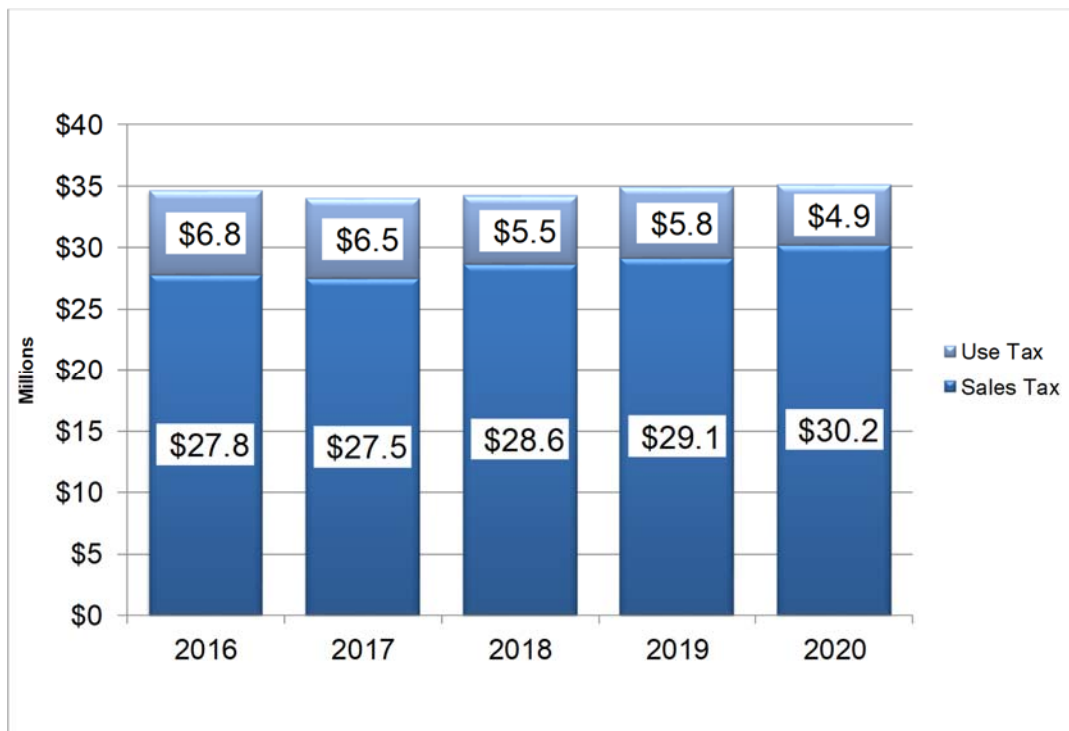
**March Use Tax Budget to Actual Excluding Rebates.** In March 2020, use tax collected in Fort Collins was \$181K less than budget.

**Figure 6. March Collections\***



\*Total collections after rebates.

**Figure 7. Year to Date Collections\***



\*Total collections after rebates.

**Figure 8. Net Taxable**

	March			Year to Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
\$ in Millions						
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$42.1	\$44.4	5.4%	\$154.6	\$160.5	3.8%
Restaurants, Caterers and Bars	36.4	34.6	-4.7%	114.1	113.8	-0.3%
General Merchandise	21.4	22.7	5.9%	78.9	76.9	-2.5%
Vehicle Sales, Parts and Repairs	15.7	18.3	16.0%	53.1	59.2	11.5%
Building Materials, Garden Equipment & Supplies	14.0	14.6	4.8%	51.5	54.6	6.1%
Sporting, Hobby, Book, Music	8.1	7.5	-7.1%	33.6	33.0	-1.9%
Broadcasting and Telecommunications	10.7	8.7	-18.5%	34.6	27.8	-19.7%
Electronics and Appliances	10.4	9.6	-8.2%	32.8	38.0	16.0%
Miscellaneous Retailers	17.5	17.6	1.0%	63.3	72.0	13.6%
Utilities	13.3	11.1	-16.8%	37.0	36.0	-2.8%
Clothing and Accessories	7.0	7.0	-0.8%	27.0	27.2	0.6%
Pharmacy, Salon and Laundry	11.0	12.1	9.8%	35.7	40.2	12.6%
Other	4.7	5.0	6.4%	20.5	23.1	12.6%
Rental and Leasing Services	4.8	4.8	0.4%	16.3	16.7	2.4%
Furniture and Home Furnishings	4.4	4.2	-4.5%	16.1	15.4	-4.2%
Wholesale Trade	4.3	4.5	4.8%	15.6	18.8	20.5%
Lodging	3.6	4.0	12.8%	12.9	13.1	0.9%
Manufacturing	4.4	5.7	28.4%	15.6	21.4	37.7%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>233.7</b>	<b>236.3</b>	<b>1.1%</b>	<b>813.2</b>	<b>847.6</b>	<b>4.2%</b>
<b>USE TAX</b>						
Building Permits	7.3	13.3	82.1%	41.1	35.8	-12.9%
Car Tax	13.1	14.1	7.3%	44.3	47.3	6.8%
Return Tax	18.4	10.8	-41.7%	65.8	43.0	-34.7%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>38.9</b>	<b>38.1</b>	<b>-1.9%</b>	<b>151.2</b>	<b>126.1</b>	<b>-16.6%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$272.6</b>	<b>\$274.4</b>	<b>0.7%</b>	<b>\$964.4</b>	<b>\$973.7</b>	<b>1.0%</b>

**Figure 9. Local Retail Compared to National Retail**

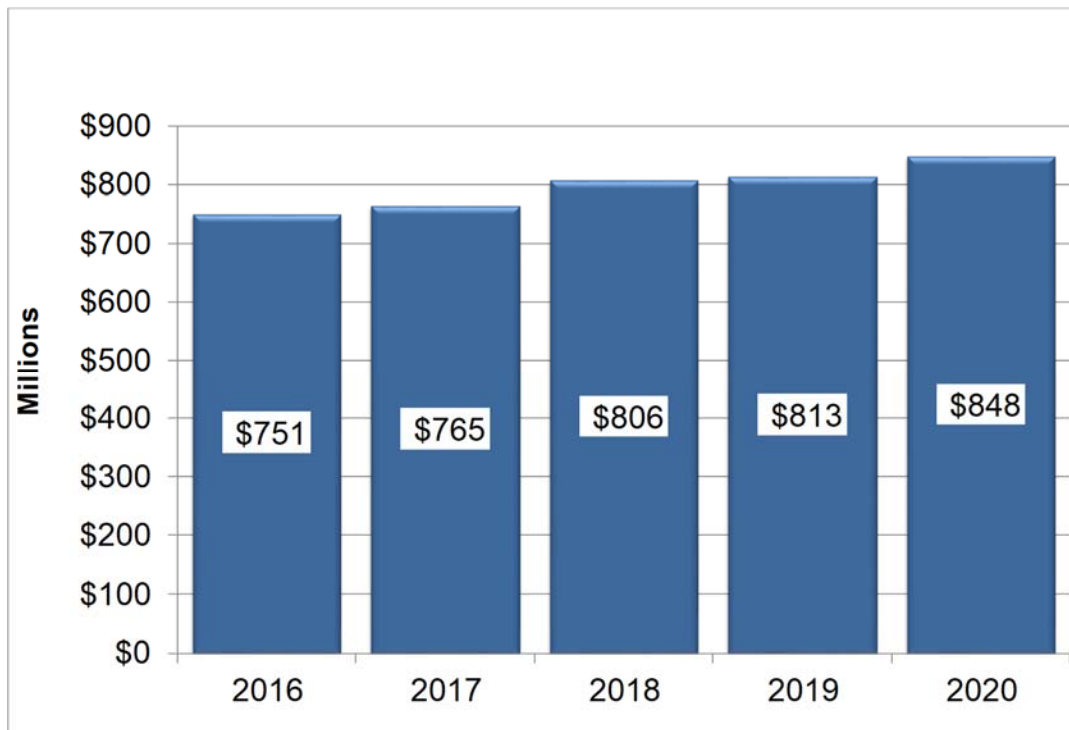
Retail Sales Category	% Change from February 2019 United States	% Change from February 2019 Fort Collins
Grocery, Convenience, Liquor	4.1	5.4
Restaurants, Caterers & Bars	5.2	-4.7
General Merchandise	2.5	5.9
Vehicle Sales, Parts & Repairs	4.9	16.0
Building Materials, Garden Equipment & Supplies	5.1	4.8
Clothing & Accessories	1.4	-0.8
Furniture & Home Furnishings	3.8	-4.5
<b>Total</b>	<b>4.3</b>	<b>1.1</b>

At the national level, February 2020 retail sales (as reported on March 17, 2020) increased by 4.3% compared to an increase in Fort Collins' sales of 1.1%. February 2020 sales are the basis for the City's March 2020 sales tax collections and net taxable amounts (which are included in this report).

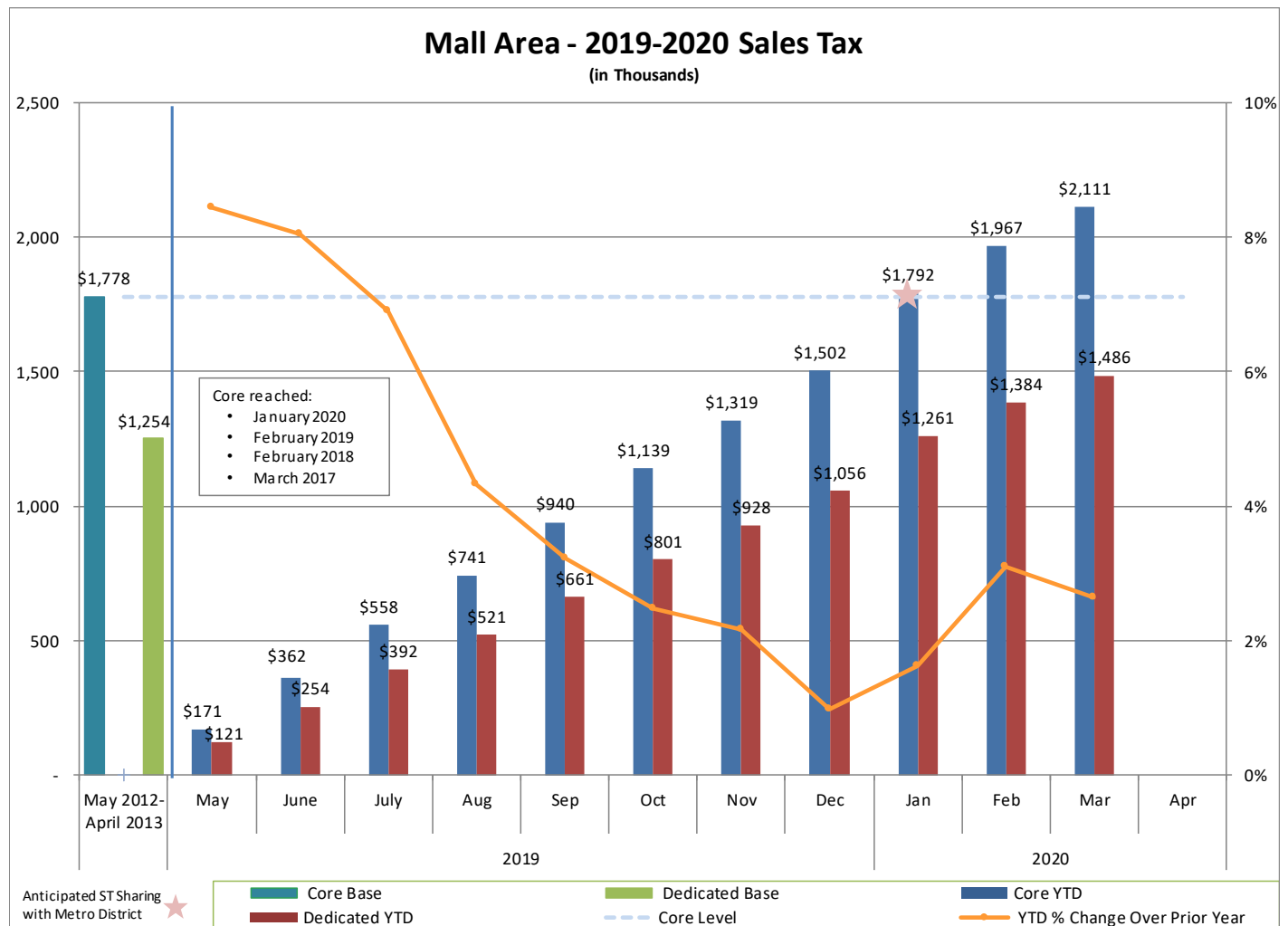
**Figure 10. March - Net Taxable Sales Subject to Sales Tax**



**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 March 31, 2020, the year to date core amount collected is \$2.1M resulting in \$143K tax due to the Metro District.

**Sales Tax in the City's Downtown Area.** The sales tax collected in March for the downtown area increased 2.2% from the same period in 2019.

**Lodging Tax Collections.** The City collected \$100K in lodging tax in March 2020. This was an increase of 14.5% from March 2019.

**Sales Tax Licenses.** There were 13,638 active sales tax licenses at the end of March.