



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 – May 2020

Issued June 10, 2020

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

MAY SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	-23.2%	-3.7%
Net Use Tax Collected:	-27.5%	-21.0%
Net Sales and Use Tax Collected:	-23.9%	-6.5%

Year to date, sales and use tax collections excluding rebates are down 6.5% and total \$53.7M.

MAY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	-23.3%	-4.9%
Net Use Tax Collected:	-30.2%	-10.8%
Net Sales and Use Tax Collected:	-24.4%	-5.7%

Year to date, the City has collected 5.7% less sales and use tax revenue, totaling \$3.3M under budget.

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

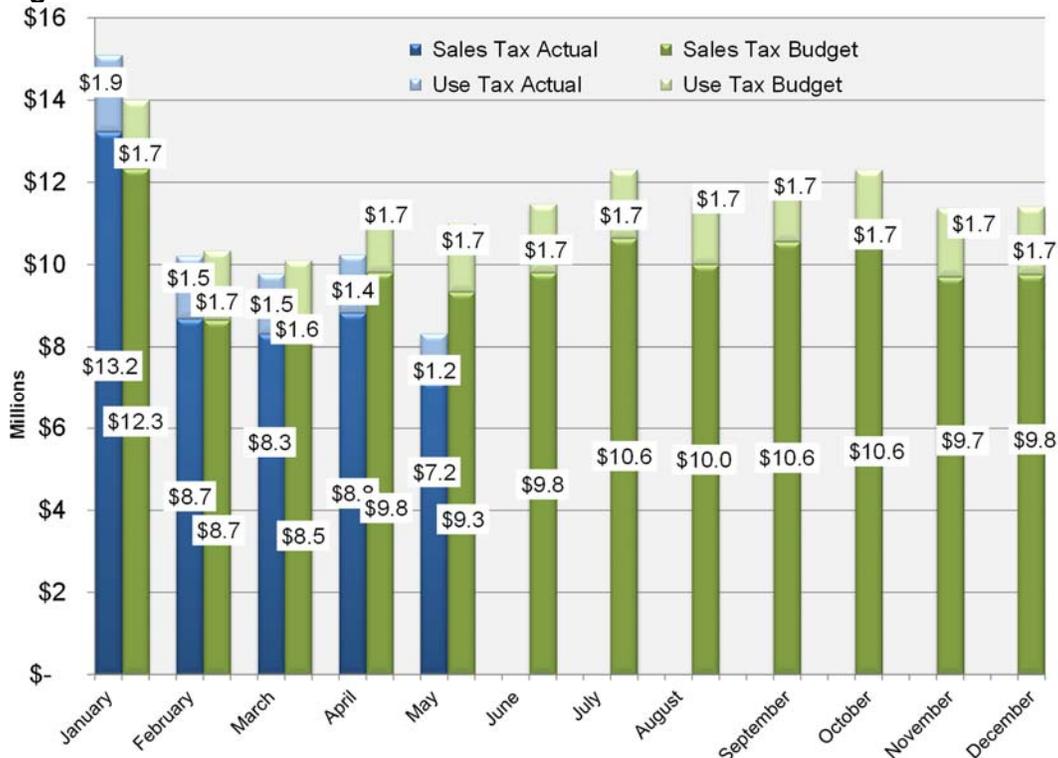


Figure 2. Sales and Use Tax Collected

	May			Year to Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,253,972	\$1,285,599	2.5%	\$6,841,325	\$7,412,251	8.3%
Restaurants, Caterers and Bars	1,556,456	888,397	-42.9%	7,483,374	6,123,553	-18.2%
General Merchandise	761,333	747,996	-1.8%	4,261,219	4,359,812	2.3%
Vehicle Sales, Parts and Repairs	703,903	537,699	-23.6%	3,444,797	3,371,274	-2.1%
Building Materials, Garden Equipment & Supplies	927,527	923,691	-0.4%	3,602,984	3,804,252	5.6%
Sporting, Hobby, Book, Music	343,198	49,630	-85.5%	2,148,016	1,587,816	-26.1%
Broadcasting and Telecommunications	417,560	311,162	-25.5%	2,179,585	1,727,025	-20.8%
Electronics and Appliances	356,296	212,421	-40.4%	2,011,943	2,045,777	1.7%
Miscellaneous Retailers	669,726	626,193	-6.5%	3,900,155	4,213,739	8.0%
Utilities	343,050	395,492	15.3%	2,293,807	2,230,288	-2.8%
Clothing and Accessories	338,376	55,618	-83.6%	1,778,068	1,283,312	-27.8%
Pharmacy, Salon and Laundry	437,910	386,032	-11.8%	2,253,651	2,447,485	8.6%
Other	265,880	162,046	-39.1%	1,333,808	1,343,574	0.7%
Rental and Leasing Services	191,486	158,641	-17.2%	1,051,430	1,028,073	-2.2%
Furniture and Home Furnishings	166,242	74,538	-55.2%	954,238	810,595	-15.1%
Wholesale Trade	170,527	155,773	-8.7%	1,023,529	1,072,757	4.8%
Lodging	209,289	34,987	-83.3%	930,436	635,350	-31.7%
Manufacturing	216,347	156,661	-27.6%	989,872	1,156,531	16.8%
TOTAL SALES TAX	9,329,078	7,162,576	-23.2%	48,482,237	46,653,464	-3.8%
Less Mall Sales Tax Remittance*	0	0	0.0%	(476,928)	(426,675)	-10.5%
NET SALES TAX	9,329,078	7,162,576	-23.2%	48,005,309	46,226,789	-3.7%
USE TAX COLLECTIONS						
Building Permits	286,182	329,081	15.0%	2,169,248	2,130,421	-1.8%
Car Tax	598,031	294,619	-50.7%	2,809,910	2,726,229	-3.0%
Return Tax	722,594	540,469	-25.2%	4,427,532	2,579,158	-41.7%
TOTAL USE TAX	1,606,807	1,164,169	-27.5%	9,406,690	7,435,808	-21.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,606,807	1,164,169	-27.5%	9,406,690	7,435,808	-21.0%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	10,935,885	8,326,745	-23.9%	57,888,927	54,089,272	-6.6%
Less Mall Sales Tax Remittance*	0	0	0.0%	(476,928)	(426,675)	-10.5%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	10,935,885	8,326,745	-23.9%	57,411,999	53,662,597	-6.5%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	658,157	474,664	-27.9%	3,425,117	3,189,203	-6.9%
Community Capital Improvement Program (.25%)	658,157	474,664	-27.9%	3,425,117	3,189,203	-6.9%
Natural Areas (.25%)	658,157	474,664	-27.9%	3,425,117	3,189,203	-6.9%
Keep Fort Collins Great (.85%)	2,190,452	1,580,056	-27.9%	11,414,781	10,745,839	-5.9%
General Fund (2.25%)	6,770,962	5,322,697	-21.4%	36,198,795	33,775,824	-6.7%
Less Mall Sales Tax Remittance*	0	0	0.0%	(476,928)	(426,675)	-10.5%
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	\$10,935,885	\$8,326,745	-23.9%	\$57,411,999	\$53,662,597	-6.5%

* 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

May Sales Tax Collected. In May 2020, sales tax collected in Fort Collins decreased 23.2% compared to May 2019. Sales tax collected totaled \$7.2M compared to \$9.3M in 2019.

May Use Tax Collected. The total use tax collected in May was \$1.2M, a decrease of 27.5% compared to May 2019.

Net Sales and Use Tax Collected. Total tax collected of \$8.3M was 23.9% lower than May 2019.

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	\$ 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	8,828,873	9,808,202	(979,329)	-10.0%	39,064,213	39,249,997	-0.5%
May	7,162,576	9,338,850	(2,176,274)	-23.3%	46,226,789	48,588,847	-4.9%
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	46,226,789	48,588,847	(2,362,058)	-4.9%			
YTD Rebates	426,675	480,000	(53,325)			-	
Total Collections	\$ 46,653,464	\$ 49,068,847	\$ (2,415,383)	-4.9%		\$ 119,703,200	

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	\$ 1,863,473	\$ 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	1,416,785	1,661,540	(244,755)	-14.7%	6,271,639	6,671,677	-6.0%
May	1,164,169	1,668,319	(504,150)	-30.2%	7,435,808	8,339,996	-10.8%
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	7,435,808	8,339,996	(904,188)	-10.8%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 7,435,808	\$ 8,339,996	\$ (904,188)	-10.8%		\$ 20,000,008	

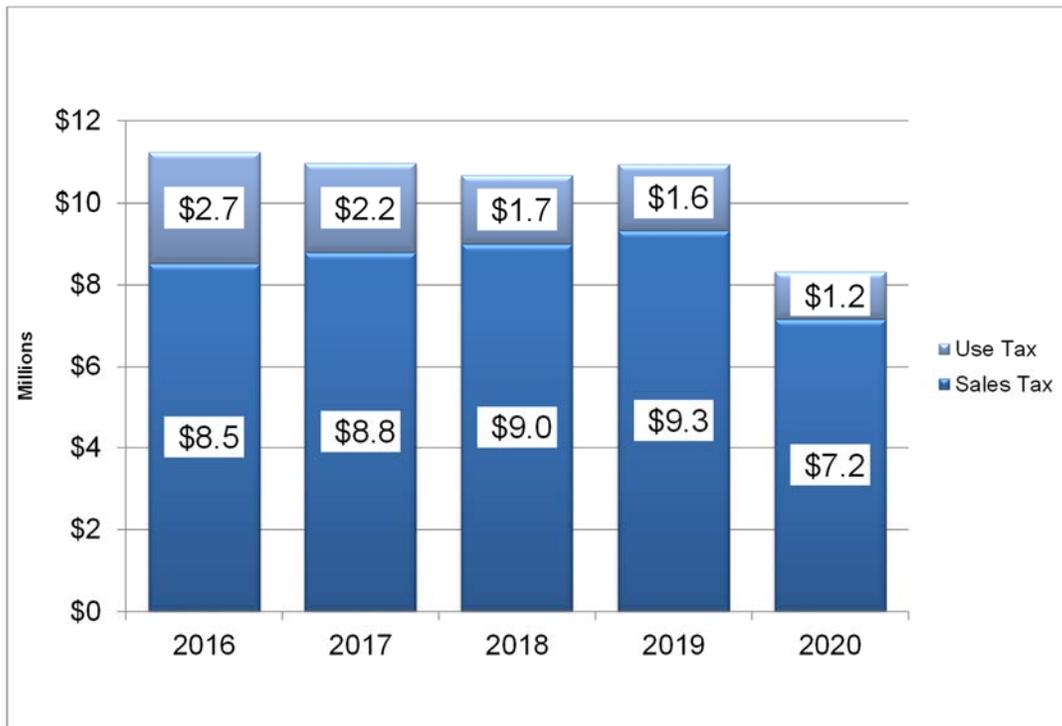
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual	Budget	Over/(Under)	%
	May YTD	May YTD	Budget May YTD	Over/(Under) Budget
Streets and Transportation (.25%)	3,189,203	3,398,766	(209,563)	-6.2%
Community Capital Improvement Program (.25%)	3,189,203	3,398,766	(209,563)	-6.2%
Natural Areas and Parks (.25%)	3,189,203	3,398,766	(209,563)	-6.2%
Keep Fort Collins Great (.85%)	10,745,839	11,548,172	(802,333)	-6.9%
General Fund (2.25%) (net of rebates)	33,349,149	35,184,374	(1,835,225)	-5.2%
General Fund Economic Rebates	426,675	480,000	(53,325)	-11.1%
Total Collections	\$ 54,089,272	\$ 57,408,844	\$ (3,319,572)	

May Sales Tax Budget to Actual. In May 2020, sales tax collected in Fort Collins was \$2.2M less than budget.

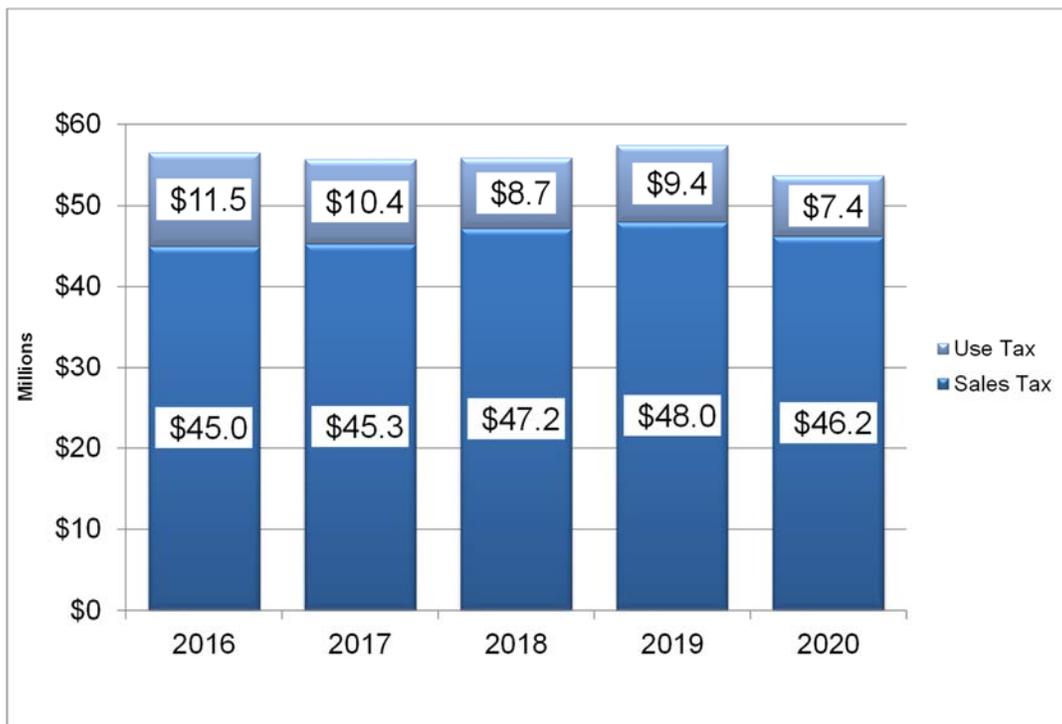
May Use Tax Budget to Actual Excluding Rebates. In May 2020, use tax collected in Fort Collins was \$504K less than budget.

Figure 6. May Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

\$ in Millions	May			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2019	2020	Change	2019	2020	Change
SALES TAX						
Grocery, Convenience, Liquor	\$44.1	\$45.6	3.5%	\$242.9	\$263.5	8.5%
Restaurants, Caterers and Bars	40.0	20.7	-48.4%	195.0	162.3	-16.8%
General Merchandise	23.0	23.0	0.0%	126.5	127.1	0.5%
Vehicle Sales, Parts and Repairs	18.2	13.5	-26.0%	89.2	86.4	-3.1%
Building Materials, Garden Equipment & Supplies	23.9	24.0	0.4%	93.5	99.3	6.3%
Sporting, Hobby, Book, Music	8.9	4.6	-48.8%	52.4	44.7	-14.7%
Broadcasting and Telecommunications	10.8	8.1	-25.6%	56.6	44.8	-20.8%
Electronics and Appliances	9.2	5.5	-40.4%	52.0	52.9	1.6%
Miscellaneous Retailers	17.6	15.6	-11.6%	101.9	109.9	7.8%
Utilities	11.0	10.3	-6.4%	61.6	57.9	-6.0%
Clothing and Accessories	8.8	1.4	-84.1%	45.2	33.6	-25.7%
Pharmacy, Salon and Laundry	11.5	10.0	-13.2%	59.4	63.9	7.6%
Other	6.6	4.0	-39.1%	33.8	34.8	3.0%
Rental and Leasing Services	5.0	4.1	-17.1%	27.3	26.7	-2.1%
Furniture and Home Furnishings	4.3	1.9	-56.4%	25.1	21.4	-14.6%
Wholesale Trade	5.0	4.0	-19.7%	27.6	28.7	3.7%
Lodging	5.4	0.4	-92.0%	24.2	16.3	-32.8%
Manufacturing	5.7	4.2	-26.2%	26.0	30.6	17.6%
NET TAXABLE SUBJECT TO SALES TAX	258.9	200.7	-22.5%	1,340.2	1,304.8	-2.6%
USE TAX						
Building Permits	7.4	8.5	15.0%	56.3	55.3	-1.8%
Car Tax	15.5	7.7	-50.7%	73.0	70.8	-3.0%
Return Tax	18.8	14.0	-25.2%	115.0	67.0	-41.7%
NET TAXABLE SUBJECT TO USE TAX	41.7	30.2	-27.5%	244.3	193.1	-21.0%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$300.7	\$230.9	-23.2%	\$1,584.5	\$1,498.0	-5.5%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from April 2019 United States	% Change from April 2019 Fort Collins
Grocery, Convenience, Liquor	13.2	3.5
Restaurants, Caterers & Bars	-48.7	-48.4
General Merchandise	-14.9	0.0
Vehicle Sales, Parts & Repairs	-32.9	-26.0
Building Materials, Garden Equipment & Supplies	0.4	0.4
Clothing & Accessories	--89.3	-84.1
Furniture & Home Furnishings	-66.5	-56.4
Total	-21.6	-22.5

At the national level, April 2020 retail sales (as reported on May 15, 2020) decreased by 21.6% compared to a decrease in Fort Collins' sales of 22.5%. April 2020 sales are the basis for the City's May 2020 sales tax collections and net taxable amounts (which are included in this report).

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

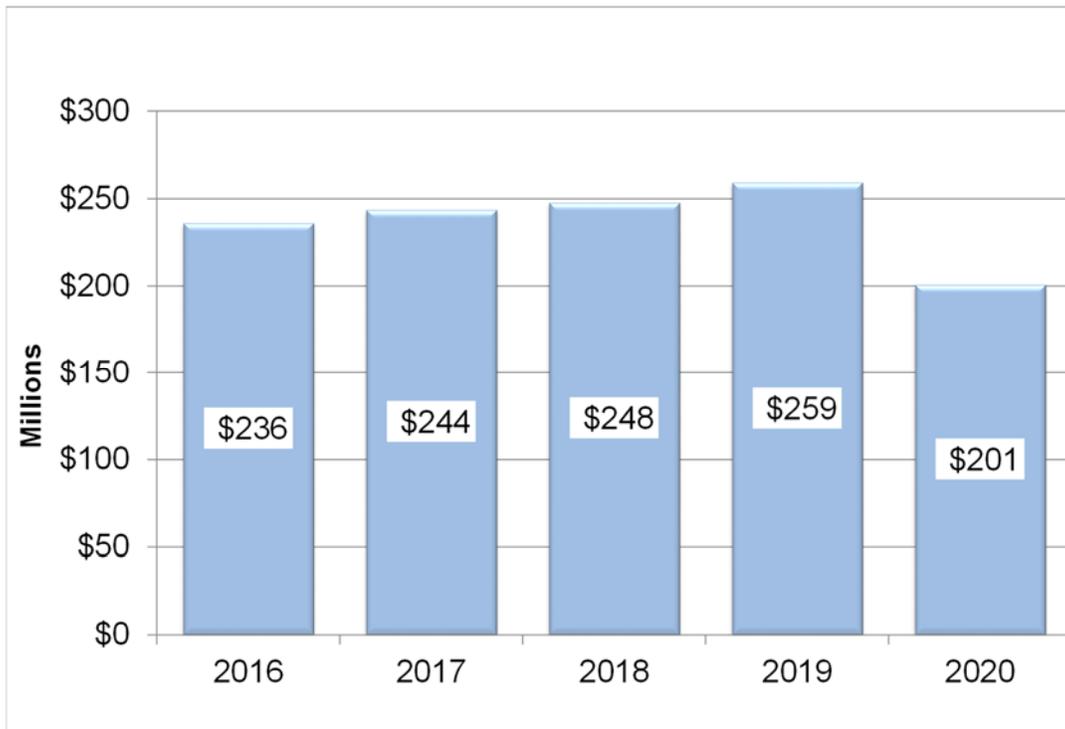


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

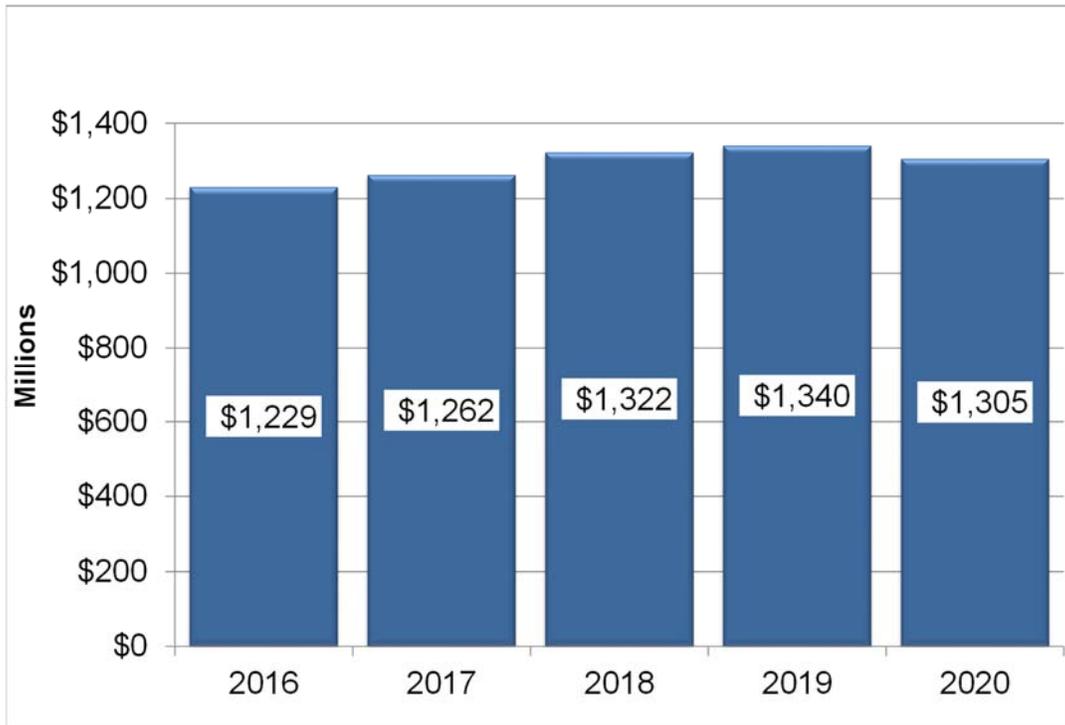
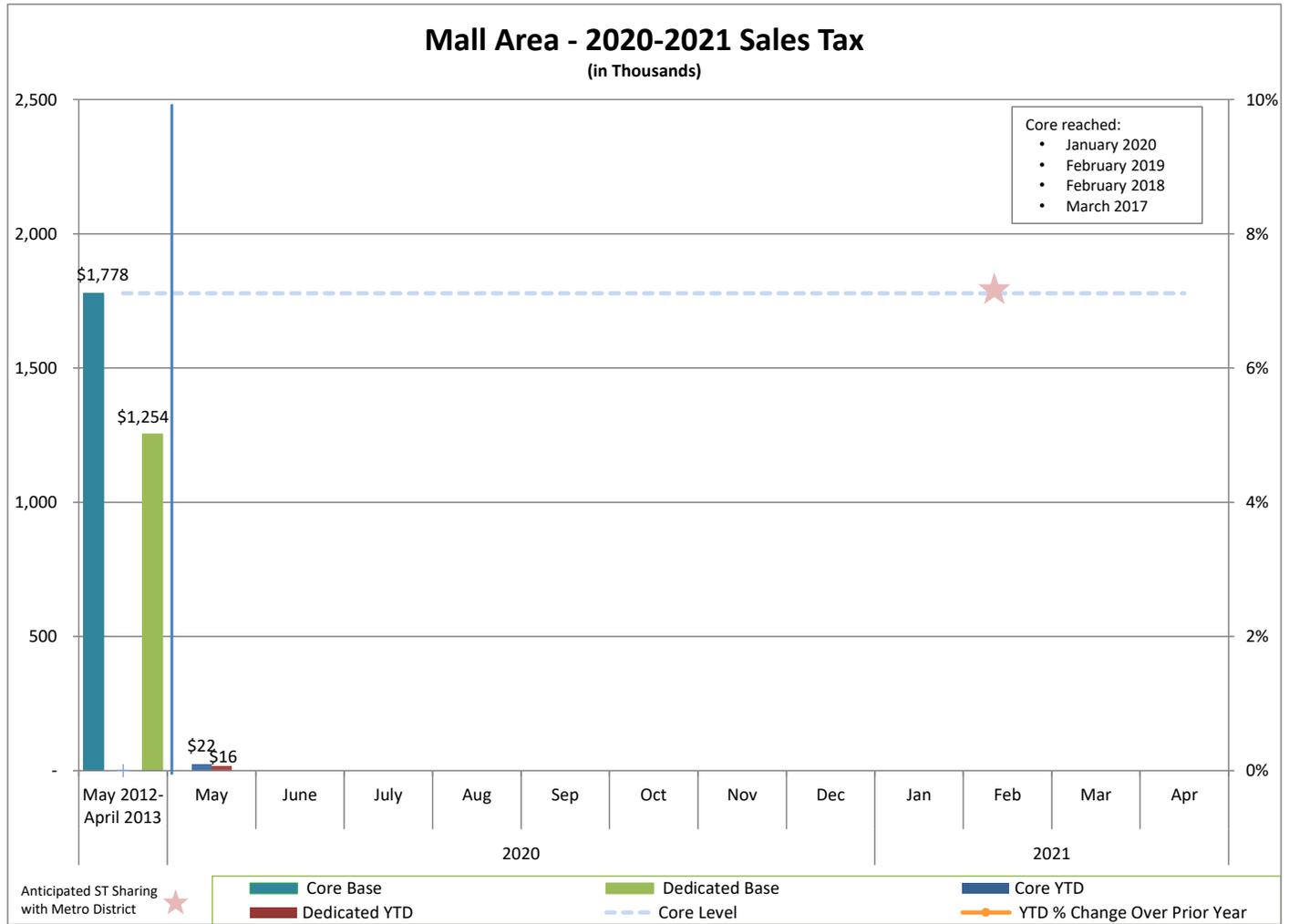


Figure 12. Metro District Reporting



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 May 31, 2020, the year to date core amount collected is \$22K resulting in no tax due to the Metro District.

Sales Tax in the City’s Downtown Area. The sales tax collected in May for the downtown area decreased 33.0% from the same period in 2019.

Lodging Tax Collections. The City collected \$20K in lodging tax in May 2020. This was a decrease of 84.9% from May 2019.

Sales Tax Licenses. There were 13,699 active sales tax licenses at the end of May.