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## Sales and Use Tax Collection Report – June 2020

Issued July 10, 2020

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

### JUNE SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	-6.7%	-4.2%
Net Use Tax Collected:	14.3%	-15.4%
Net Sales and Use Tax Collected:	-3.5%	-6.0%

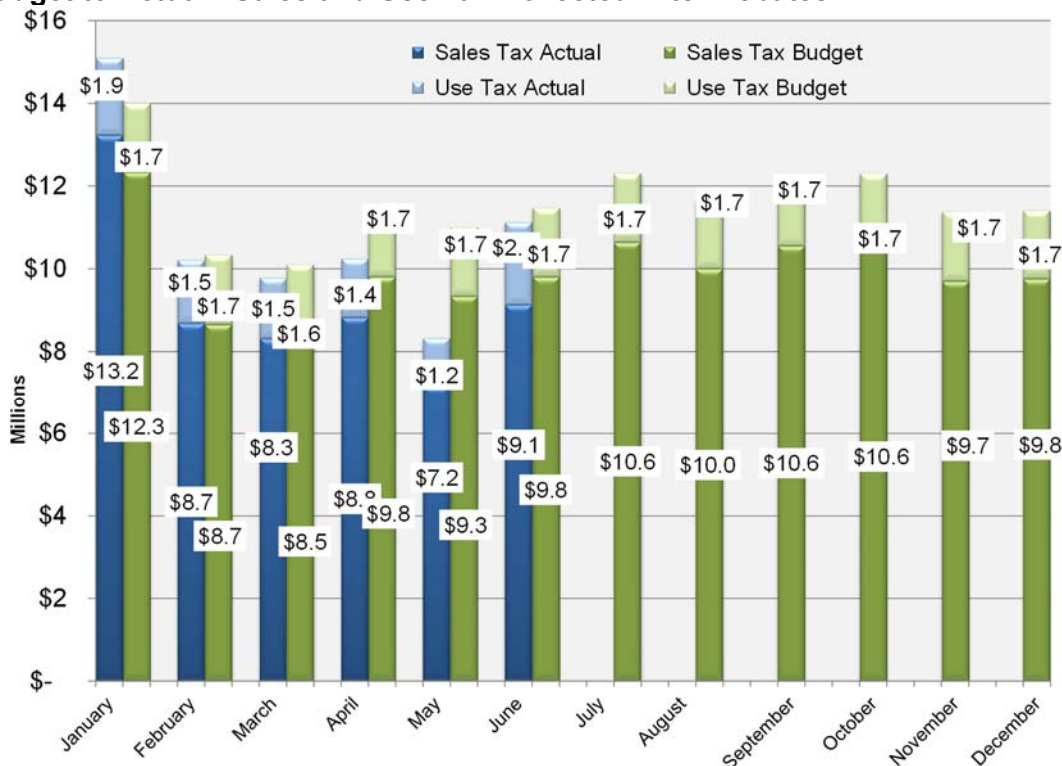
Year to date, sales and use tax collections excluding rebates are down 6.0% and total \$64.8M.

### JUNE SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	-6.9%	-5.2%
Net Use Tax Collected:	19.5%	-5.8%
Net Sales and Use Tax Collected:	-3.0%	-5.3%

Year to date, the City has collected 5.3% less sales and use tax revenue, totaling \$3.6M under budget.

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



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

	June			Year to Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,294,811	\$1,441,889	11.4%	\$8,136,136	\$8,854,140	8.8%
Restaurants, Caterers and Bars	1,626,202	1,168,005	-28.2%	9,109,576	7,291,558	-20.0%
General Merchandise	845,542	873,129	3.3%	5,106,761	5,232,941	2.5%
Vehicle Sales, Parts and Repairs	806,400	736,406	-8.7%	4,251,197	4,107,680	-3.4%
Building Materials, Garden Equipment & Supplies	1,001,862	1,250,320	24.8%	4,604,846	5,054,572	9.8%
Sporting, Hobby, Book, Music	395,772	304,708	-23.0%	2,543,788	1,892,524	-25.6%
Broadcasting and Telecommunications	391,894	308,472	-21.3%	2,571,479	2,035,497	-20.8%
Electronics and Appliances	374,370	249,196	-33.4%	2,386,313	2,294,973	-3.8%
Miscellaneous Retailers	678,448	772,905	13.9%	4,578,603	4,986,644	8.9%
Utilities	359,256	319,518	-11.1%	2,653,063	2,549,806	-3.9%
Clothing and Accessories	355,872	160,303	-55.0%	2,133,940	1,443,615	-32.3%
Pharmacy, Salon and Laundry	459,511	509,652	10.9%	2,713,162	2,957,137	9.0%
Other	206,964	181,426	-12.3%	1,540,772	1,525,000	-1.0%
Rental and Leasing Services	203,343	167,037	-17.9%	1,254,773	1,195,110	-4.8%
Furniture and Home Furnishings	182,004	147,833	-18.8%	1,136,242	958,428	-15.6%
Wholesale Trade	174,901	184,346	5.4%	1,198,430	1,257,103	4.9%
Lodging	253,541	37,834	-85.1%	1,183,977	673,184	-43.1%
Manufacturing	174,579	320,310	83.5%	1,164,451	1,476,841	26.8%
<b>TOTAL SALES TAX</b>	<b>9,785,272</b>	<b>9,133,289</b>	<b>-6.7%</b>	<b>58,267,509</b>	<b>55,786,753</b>	<b>-4.3%</b>
Less Mall Sales Tax Remittance*	0	0	0.0%	(476,928)	(426,675)	-10.5%
<b>NET SALES TAX</b>	<b>9,785,272</b>	<b>9,133,289</b>	<b>-6.7%</b>	<b>57,790,581</b>	<b>55,360,078</b>	<b>-4.2%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	438,383	689,096	57.2%	2,607,631	2,819,517	8.1%
Car Tax	692,566	361,270	-47.8%	3,502,476	3,087,499	-11.8%
Return Tax	611,421	940,936	53.9%	5,038,953	3,520,094	-30.1%
<b>TOTAL USE TAX</b>	<b>1,742,370</b>	<b>1,991,302</b>	<b>14.3%</b>	<b>11,149,060</b>	<b>9,427,110</b>	<b>-15.4%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,742,370</b>	<b>1,991,302</b>	<b>14.3%</b>	<b>11,149,060</b>	<b>9,427,110</b>	<b>-15.4%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>11,527,642</b>	<b>11,124,591</b>	-3.5%	<b>69,416,569</b>	<b>65,213,863</b>	-6.1%
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%
<b>NET SALES &amp; USE TAX</b>	<b>11,527,642</b>	<b>11,124,591</b>	<b>-3.5%</b>	<b>68,939,641</b>	<b>64,787,188</b>	<b>-6.0%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	701,693	640,554	-8.7%	4,126,810	3,839,823	-7.0%
Community Capital Improvement Program (.25%)	701,693	640,554	-8.7%	4,126,810	3,839,823	-7.0%
Natural Areas (.25%)	701,693	640,554	-8.7%	4,126,810	3,839,823	-7.0%
Keep Fort Collins Great (.85%)	2,364,707	2,159,780	-8.7%	13,779,488	12,939,843	-6.1%
General Fund (2.25%)	7,057,856	7,043,149	-0.2%	43,256,651	40,754,551	-5.8%
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%
<b>NET SALES &amp; USE TAX</b>	<b>\$11,527,642</b>	<b>\$11,124,591</b>	<b>-3.5%</b>	<b>\$68,939,641</b>	<b>\$64,787,188</b>	<b>-6.0%</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

**June Sales Tax Collected.** In June 2020, sales tax collected in Fort Collins decreased 6.7% compared to June 2019. Sales tax collected totaled \$9.1M compared to \$9.8M in 2019.

**June Use Tax Collected.** The total use tax collected in June was \$2.0M, an increase of 14.3% compared to June 2019.

**Net Sales and Use Tax Collected.** Total tax collected of \$11.1M was 3.5% lower than June 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	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	9,133,289	9,806,756	(673,467)	-6.9%	55,360,078	58,395,603	-5.2%
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	55,360,078	58,395,603	(3,035,525)	-5.2%			
YTD Rebates	426,675	480,000	(53,325)			-	
Total Collections	\$ 55,786,753	\$ 58,875,603	\$ (3,088,850)	-5.2%		\$ 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	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	1,991,302	1,666,436	324,866	19.5%	9,427,110	10,006,432	-5.8%
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	9,427,110	10,006,432	(579,322)	-5.8%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 9,427,110	\$ 10,006,432	\$ (579,322)	-5.8%		\$ 20,000,008	

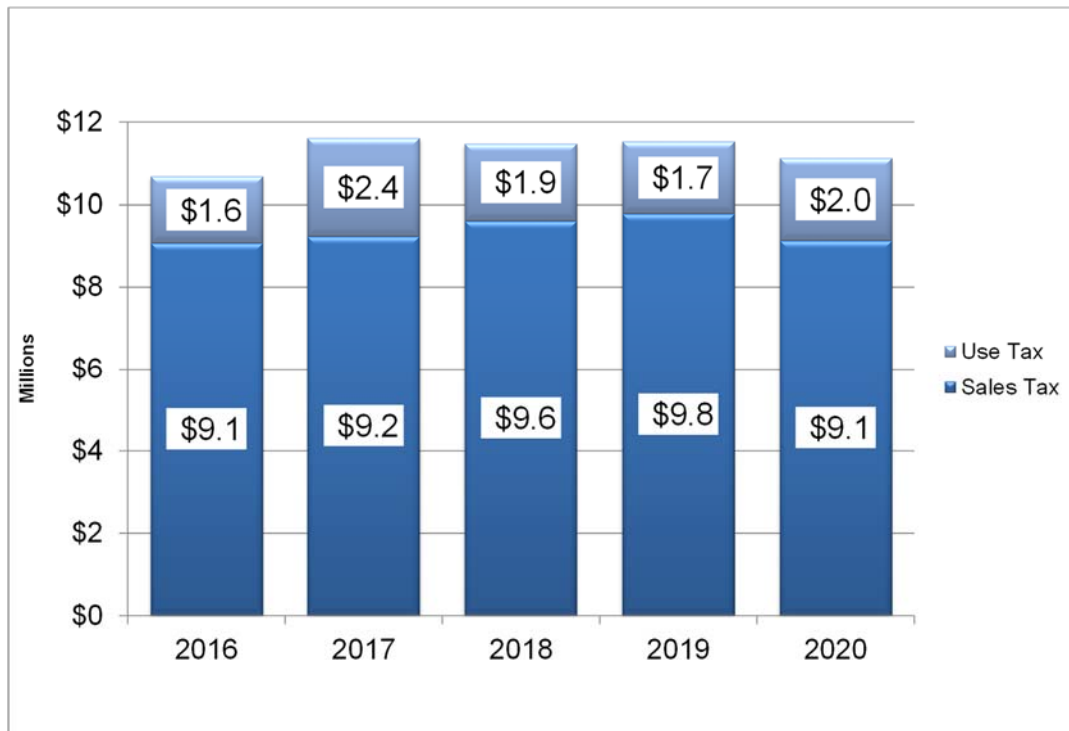
**Figure 5. Budget to Actual – Sales and Use Tax Distribution**

Fund	Actual June YTD	Budget June YTD	Over/(Under) Budget June YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	3,839,823	4,083,228	(243,405)	-6.0%
Community Capital Improvement Program (.25%)	3,839,823	4,083,228	(243,405)	-6.0%
Natural Areas and Parks (.25%)	3,839,823	4,083,228	(243,405)	-6.0%
Keep Fort Collins Great (.85%)	12,939,843	13,875,585	(935,742)	-6.7%
General Fund (2.25%) (net of rebates)	40,327,876	42,276,768	(1,948,892)	-4.6%
General Fund Economic Rebates	426,675	480,000	(53,325)	-11.1%
Total Collections	\$ 65,213,863	\$ 68,882,037	\$ (3,668,174)	

**June Sales Tax Budget to Actual.** In June 2020, sales tax collected in Fort Collins was \$673K less than budget.

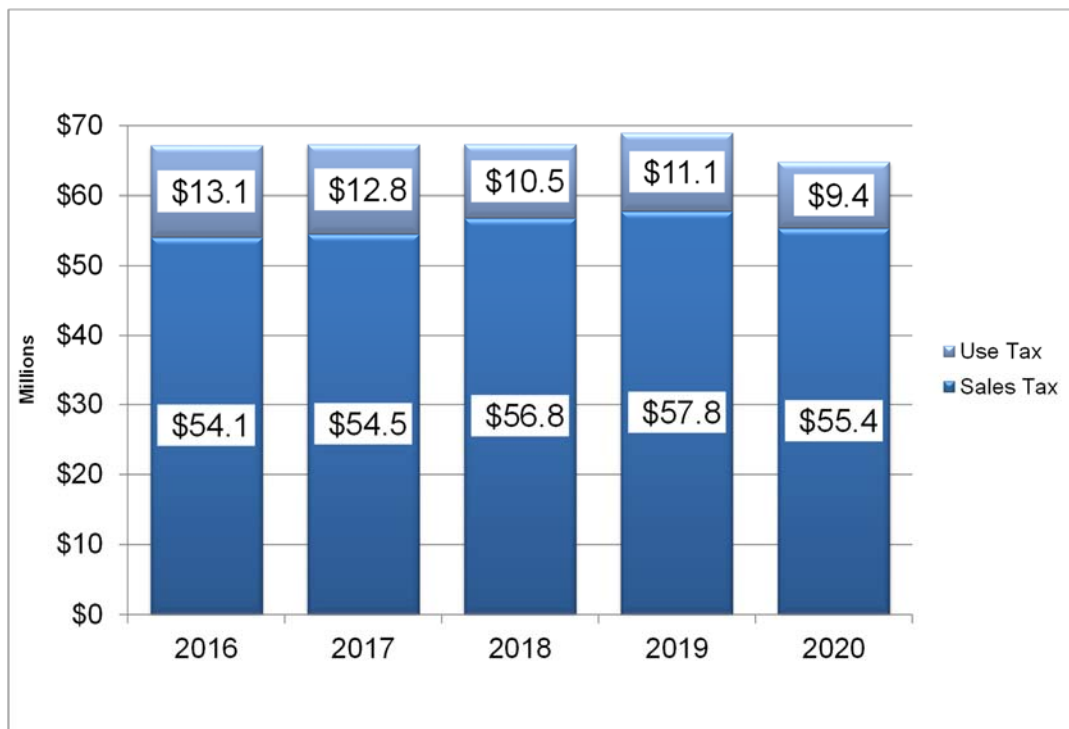
**June Use Tax Budget to Actual Excluding Rebates.** In June 2020, use tax collected in Fort Collins was \$325K more than budget.

**Figure 6. June Collections\***



\*Total collections after rebates.

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



\*Total collections after rebates.

**Figure 8. Net Taxable**

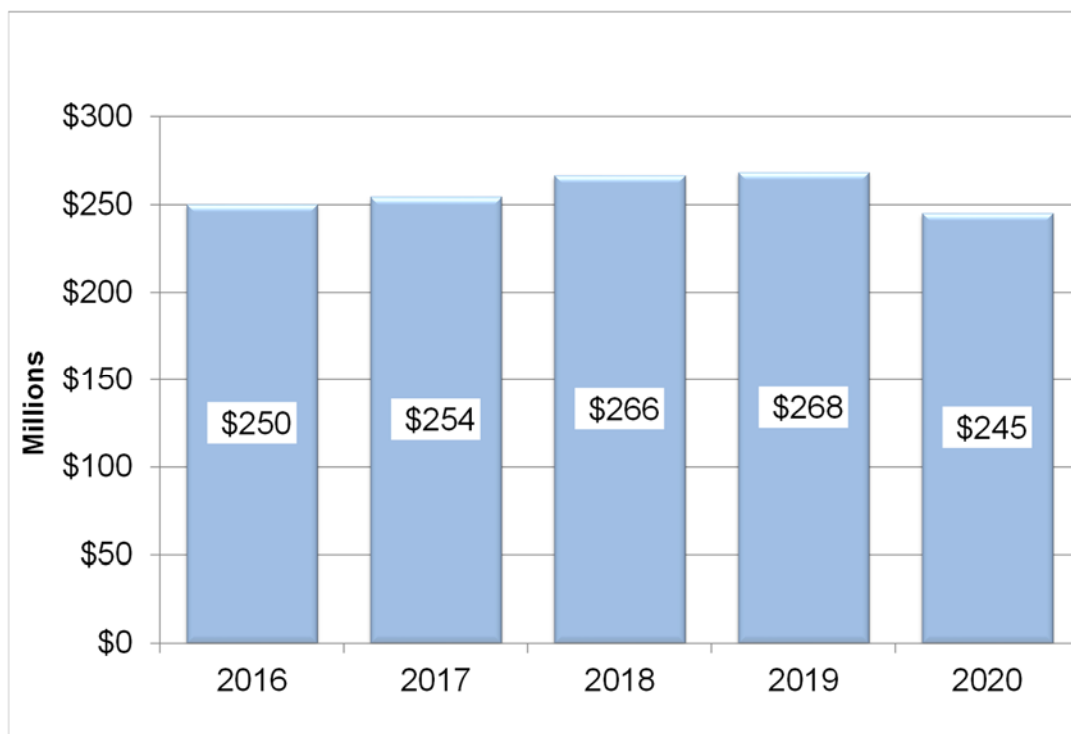
	June			Year to Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
\$ in Millions						
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$45.3	\$50.1	10.7%	\$288.2	\$313.6	8.8%
Restaurants, Caterers and Bars	43.1	26.7	-38.1%	238.1	189.0	-20.6%
General Merchandise	22.5	26.2	16.0%	149.0	153.2	2.8%
Vehicle Sales, Parts and Repairs	21.0	19.3	-8.0%	110.1	105.7	-4.0%
Building Materials, Garden Equipment & Supplies	26.0	32.2	23.8%	119.5	131.5	10.1%
Sporting, Hobby, Book, Music	10.7	7.8	-26.4%	63.1	52.6	-16.6%
Broadcasting and Telecommunications	10.2	8.0	-21.7%	66.8	52.8	-21.0%
Electronics and Appliances	9.7	6.5	-33.2%	61.8	59.4	-3.9%
Miscellaneous Retailers	17.8	19.6	10.4%	119.7	129.5	8.2%
Utilities	9.3	8.3	-11.1%	71.0	66.2	-6.7%
Clothing and Accessories	9.3	3.9	-57.6%	54.4	37.5	-31.1%
Pharmacy, Salon and Laundry	12.0	13.2	10.7%	71.3	77.1	8.1%
Other	5.5	4.3	-22.8%	39.3	39.1	-0.6%
Rental and Leasing Services	5.3	4.3	-17.8%	32.6	31.1	-4.6%
Furniture and Home Furnishings	4.7	3.9	-17.0%	29.8	25.3	-15.0%
Wholesale Trade	4.7	4.9	3.4%	32.3	33.5	3.7%
Lodging	6.6	1.0	-85.5%	30.8	17.2	-44.0%
Manufacturing	4.6	5.1	10.9%	30.7	35.7	16.6%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>268.1</b>	<b>245.2</b>	<b>-8.5%</b>	<b>1,608.3</b>	<b>1,550.1</b>	<b>-3.6%</b>
<b>USE TAX</b>						
Building Permits	11.4	17.9	57.2%	67.7	73.2	8.1%
Car Tax	18.0	9.4	-47.8%	91.0	80.2	-11.8%
Return Tax	15.9	24.4	53.9%	130.9	91.4	-30.1%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>45.3</b>	<b>51.7</b>	<b>14.3%</b>	<b>289.6</b>	<b>244.9</b>	<b>-15.4%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$313.4</b>	<b>\$297.0</b>	<b>-5.2%</b>	<b>\$1,897.9</b>	<b>\$1,794.9</b>	<b>-5.4%</b>

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

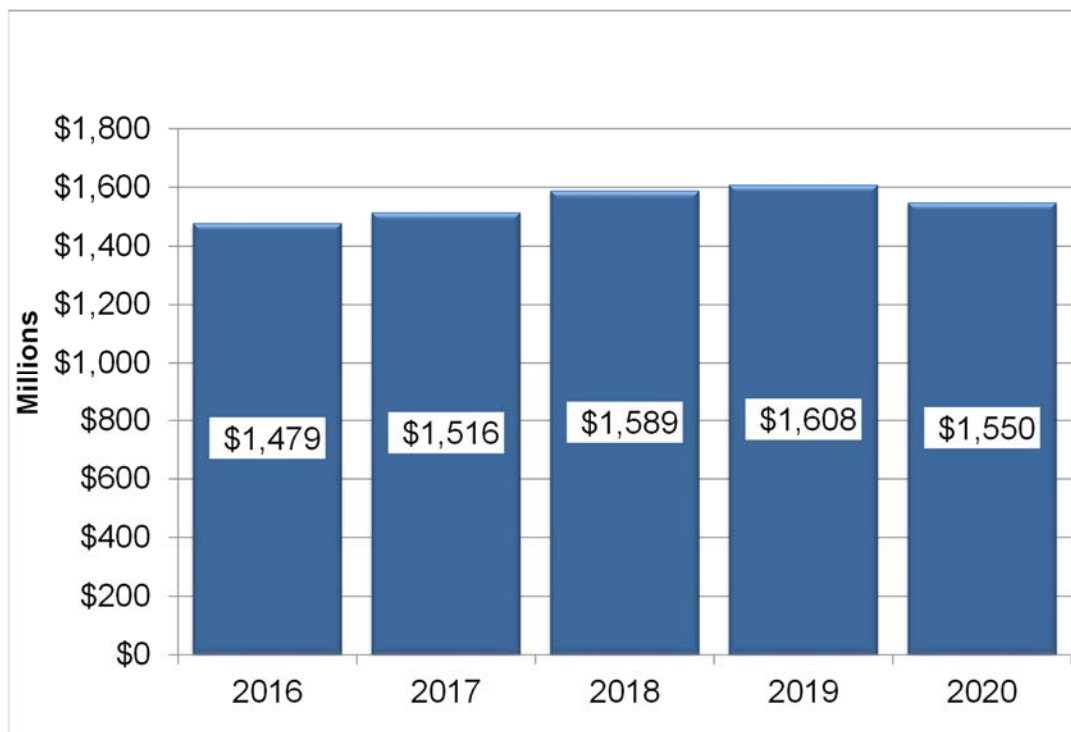
Retail Sales Category	% Change from May 2019 United States	% Change from May 2019 Fort Collins
Grocery, Convenience, Liquor	14.5	10.7
Restaurants, Caterers & Bars	-39.4	-38.1
General Merchandise	0.0	16.0
Vehicle Sales, Parts & Repairs	-3.9	-8.0
Building Materials, Garden Equipment & Supplies	16.4	23.8
Clothing & Accessories	-63.4	-57.6
Furniture & Home Furnishings	-21.5	-17.0
<b>Total</b>	<b>-6.1</b>	<b>-8.5</b>

At the national level, May 2020 retail sales (as reported on June 16, 2020) decreased by 6.1% compared to a decrease in Fort Collins' sales of 8.5%. May 2020 sales are the basis for the City's June 2020 sales tax collections and net taxable amounts (which are included in this report).

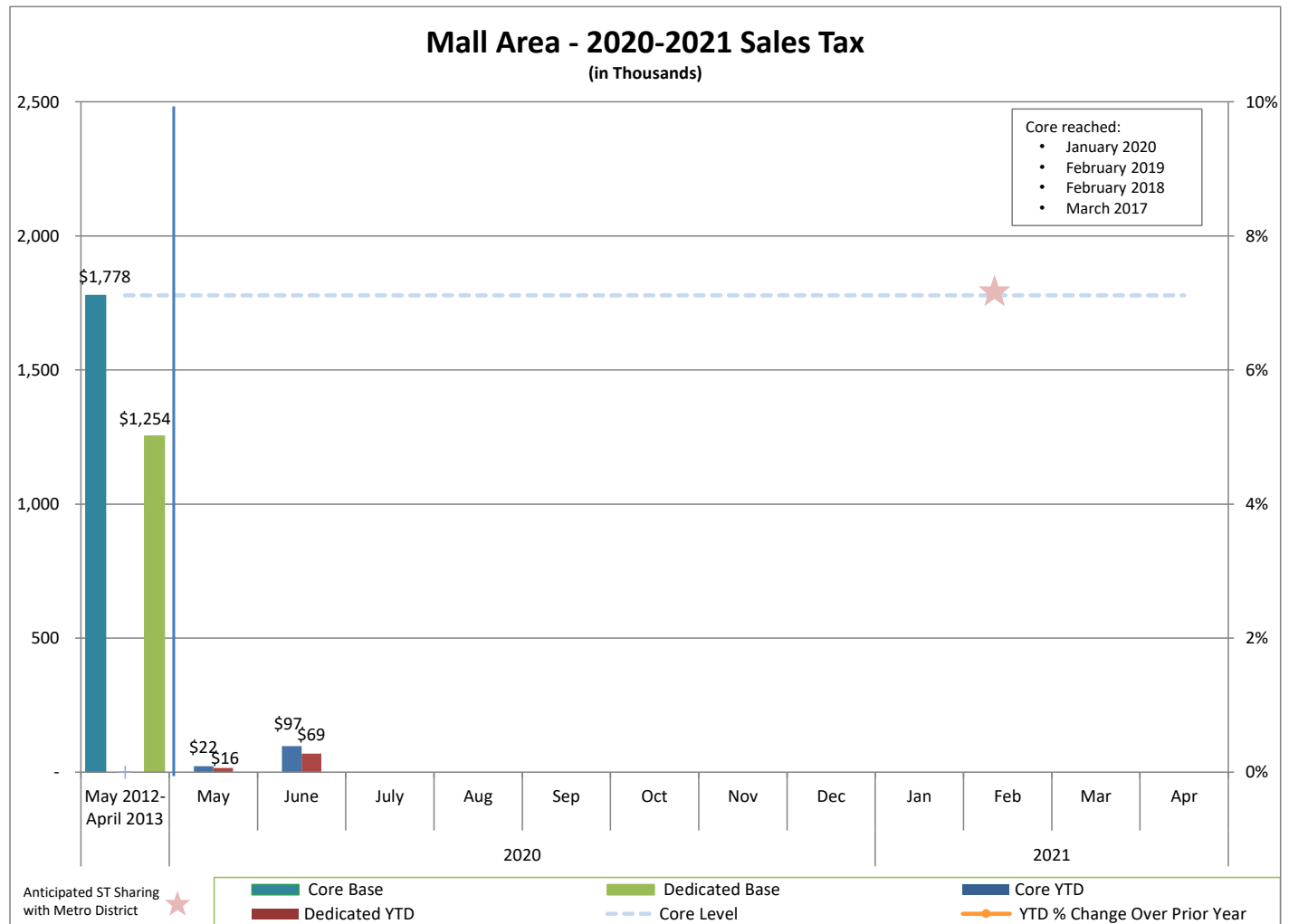
**Figure 10. June - Net Taxable Sales Subject to Sales Tax**



**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 June 30, 2020, the year to date core amount collected is \$97K resulting in no tax due to the Metro District.

**Sales Tax in the City's Downtown Area.** The sales tax collected in June for the downtown area decreased 19.9% from the same period in 2019.

**Lodging Tax Collections.** The City collected \$27K in lodging tax in June 2020. This was a decrease of 84.7% from June 2019.

**Sales Tax Licenses.** There were 13,739 active sales tax licenses at the end of June.