



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 – October 2020

Issued November 10, 2020

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

OCTOBER SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	0.3%	-4.0%
Net Use Tax Collected:	-16.3%	-9.0%
Net Sales and Use Tax Collected:	-2.3%	-4.8%

Year to date, sales and use tax collections excluding rebates are down 4.8% and total \$112.5M.

OCTOBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	0.3%	-4.6%
Net Use Tax Collected:	-1.0%	1.4%
Net Sales and Use Tax Collected:	0.1%	-3.7%

Year to date, the City has collected 3.7% less sales and use tax revenue, totaling \$4.4M under budget.

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

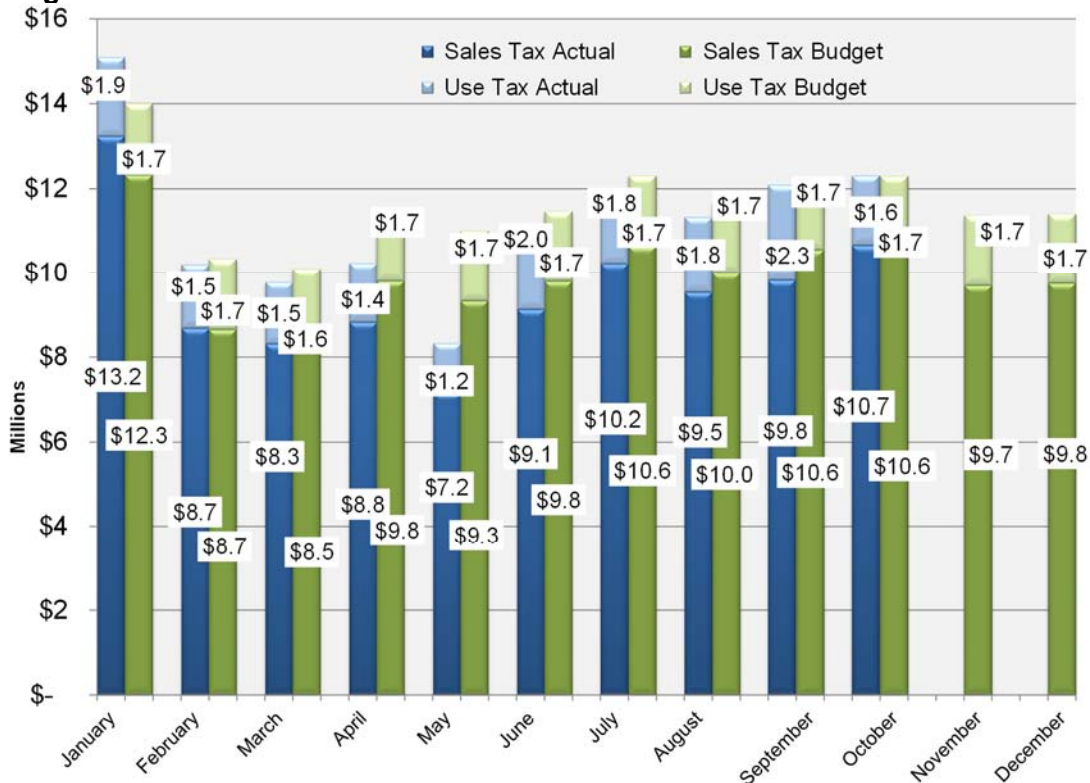


Figure 2. Sales and Use Tax Collected

	October			Year to Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,293,399	\$1,402,339	8.4%	\$13,253,406	\$14,478,817	9.2%
Restaurants, Caterers and Bars	1,586,898	1,435,120	-9.6%	15,577,090	12,907,565	-17.1%
General Merchandise	897,998	1,051,613	17.1%	8,801,043	8,966,597	1.9%
Vehicle Sales, Parts and Repairs	840,072	833,881	-0.7%	7,695,549	7,476,701	-2.8%
Building Materials, Garden Equipment & Supplies	891,538	994,129	11.5%	8,479,518	9,222,598	8.8%
Sporting, Hobby, Book, Music	456,138	497,993	9.2%	4,291,064	3,673,636	-14.4%
Broadcasting and Telecommunications	370,921	276,809	-25.4%	4,152,531	3,271,581	-21.2%
Electronics and Appliances	386,899	337,995	-12.6%	3,924,903	3,510,567	-10.6%
Miscellaneous Retailers	900,942	1,191,583	32.3%	7,930,502	8,960,639	13.0%
Utilities	398,727	445,007	11.6%	4,198,131	4,219,027	0.5%
Clothing and Accessories	395,815	311,032	-21.4%	3,634,591	2,570,654	-29.3%
Pharmacy, Salon and Laundry	515,873	549,887	6.6%	4,705,641	5,113,913	8.7%
Other	322,829	274,587	-14.9%	2,616,014	2,417,752	-7.6%
Rental and Leasing Services	240,249	202,218	-15.8%	2,190,099	1,964,914	-10.3%
Furniture and Home Furnishings	223,653	220,590	-1.4%	1,965,414	1,777,356	-9.6%
Wholesale Trade	393,621	247,394	-37.1%	2,303,253	2,099,262	-8.9%
Lodging	313,565	164,277	-47.6%	2,457,476	1,225,766	-50.1%
Manufacturing	211,301	232,423	10.0%	1,930,427	2,212,438	14.6%
TOTAL SALES TAX	10,640,438	10,668,877	0.3%	100,106,652	96,069,783	-4.0%
Less Mall Sales Tax Remittance*	0	0	0.0%	(476,928)	(426,675)	-10.5%
NET SALES TAX	10,640,438	10,668,877	0.3%	99,629,724	95,643,108	-4.0%
USE TAX COLLECTIONS						
Building Permits	778,896	220,363	-71.7%	4,369,663	4,403,545	0.8%
Car Tax	647,176	744,039	15.0%	6,223,394	6,081,579	-2.3%
Return Tax	540,386	680,893	26.0%	7,976,509	6,421,667	-19.5%
TOTAL USE TAX	1,966,458	1,645,295	-16.3%	18,569,566	16,906,791	-9.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,966,458	1,645,295	-16.3%	18,569,566	16,906,791	-9.0%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	12,606,896	12,314,172	-2.3%	118,676,218	112,976,574	-4.8%
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	12,606,896	12,314,172	-2.3%	118,199,290	112,549,899	-4.8%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	762,112	732,915	-3.8%	7,090,871	6,707,079	-5.4%
Community Capital Improvement Program (.25%)	762,112	732,915	-3.8%	7,090,871	6,707,079	-5.4%
Natural Areas (.25%)	762,112	732,915	-3.8%	7,090,871	6,707,079	-5.4%
Keep Fort Collins Great (.85%)	2,576,934	2,482,592	-3.7%	23,793,542	22,618,475	-4.9%
General Fund (2.25%)	7,743,626	7,632,835	-1.4%	73,610,063	70,236,862	-4.6%
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	\$12,606,896	\$12,314,172	-2.3%	\$118,199,290	\$112,549,899	-4.8%

* 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

October Sales Tax Collected. In October 2020, sales tax collected in Fort Collins increased 0.3% compared to October 2019. Sales tax collected totaled \$10.7M compared to \$10.6M in 2019.

October Use Tax Collected. The total use tax collected in October was \$1.6M, a decrease of 16.3% compared to October 2019.

Net Sales and Use Tax Collected. Total tax collected of \$12.3M was 2.3% lower than October 2019.

Figure 3. Budget to Actual - Sales Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date		Year to Date % Over/(Under) Annual Budget
					Actual	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	10,234,047	10,640,583	(406,536)	-3.8%	65,594,125	69,036,186	-5.0%
August	9,545,605	10,004,167	(458,562)	-4.6%	75,139,730	79,040,353	-4.9%
September	9,834,501	10,558,354	(723,853)	-6.9%	84,974,231	89,598,707	-5.2%
October	10,668,877	10,641,661	27,216	0.3%	95,643,108	100,240,368	-4.6%
November	-	-	-	0.0%	-	109,944,142	0.0%
December	-	-	-	0.0%	-	119,703,200	0.0%
Net Collections	95,643,108	100,240,368	(4,597,260)	-4.6%			
YTD Rebates	426,675	480,000	(53,325)			-	
Total Collections	\$ 96,069,783	\$ 100,720,368	\$ (4,650,585)	-4.6%		\$ 119,703,200	

Figure 4. Budget to Actual – Use Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date		Year to Date % Over/(Under) Annual Budget
					Actual	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	1,781,640	1,670,202	111,438	6.7%	11,208,750	11,676,634	-4.0%
August	1,789,076	1,673,215	115,861	6.9%	12,997,826	13,349,849	-2.6%
September	2,263,670	1,654,948	608,722	36.8%	15,261,496	15,004,797	1.7%
October	1,645,295	1,661,822	(16,527)	-1.0%	16,906,791	16,666,619	1.4%
November	-	-	-	0.0%	-	18,345,202	0.0%
December	-	-	-	0.0%	-	20,000,008	0.0%
Net Collections	16,906,791	16,666,619	240,172	1.4%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 16,906,791	\$ 16,666,619	\$ 240,172	1.4%		\$ 20,000,008	

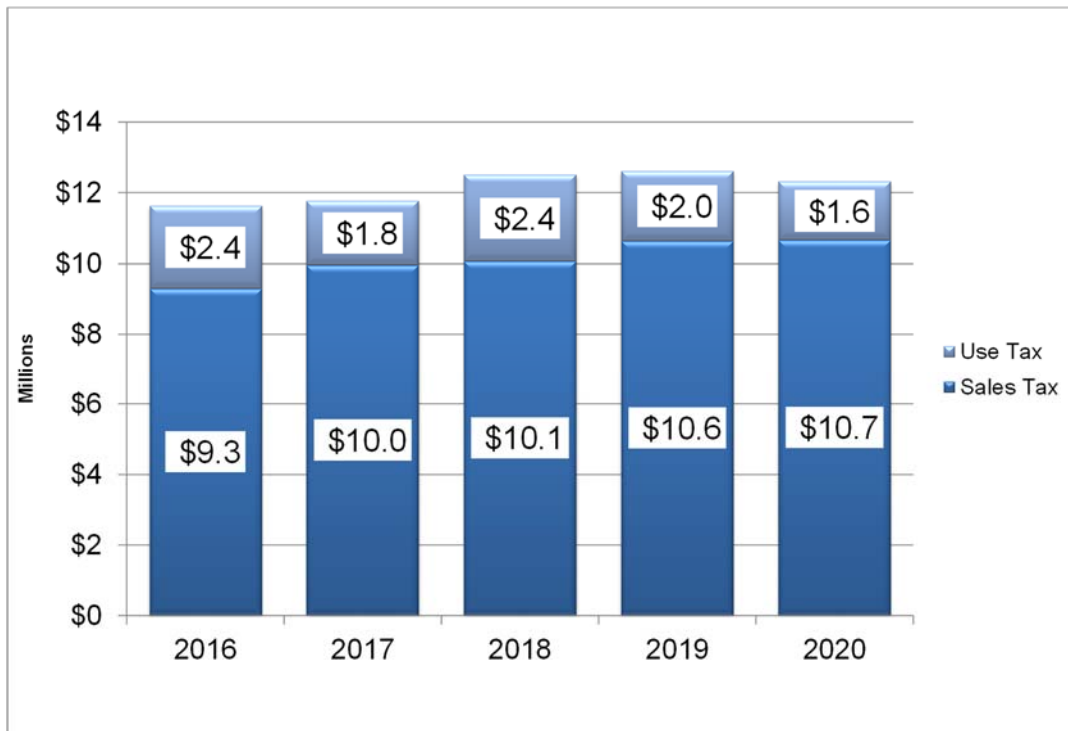
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual Oct YTD	Budget Oct YTD	Over/(Under) Budget Oct YTD	% Over/(Under) Budget
Community Capital Improvement Program (.25%)	6,707,079	6,973,058	(265,979)	-3.8%
Natural Areas and Parks (.25%)	6,707,079	6,973,058	(265,979)	-3.8%
Keep Fort Collins Great (.85%)	22,618,475	23,708,283	(1,089,808)	-4.6%
General Fund (2.25%) (net of rebates)	69,810,187	72,279,531	(2,469,344)	-3.4%
General Fund Economic Rebates	426,675	480,000	(53,325)	-11.1%
Total Collections	\$ 112,976,574	\$ 117,386,988	\$ (4,410,414)	

October Sales Tax Budget to Actual. In October 2020, sales tax collected in Fort Collins was \$27K more than budget.

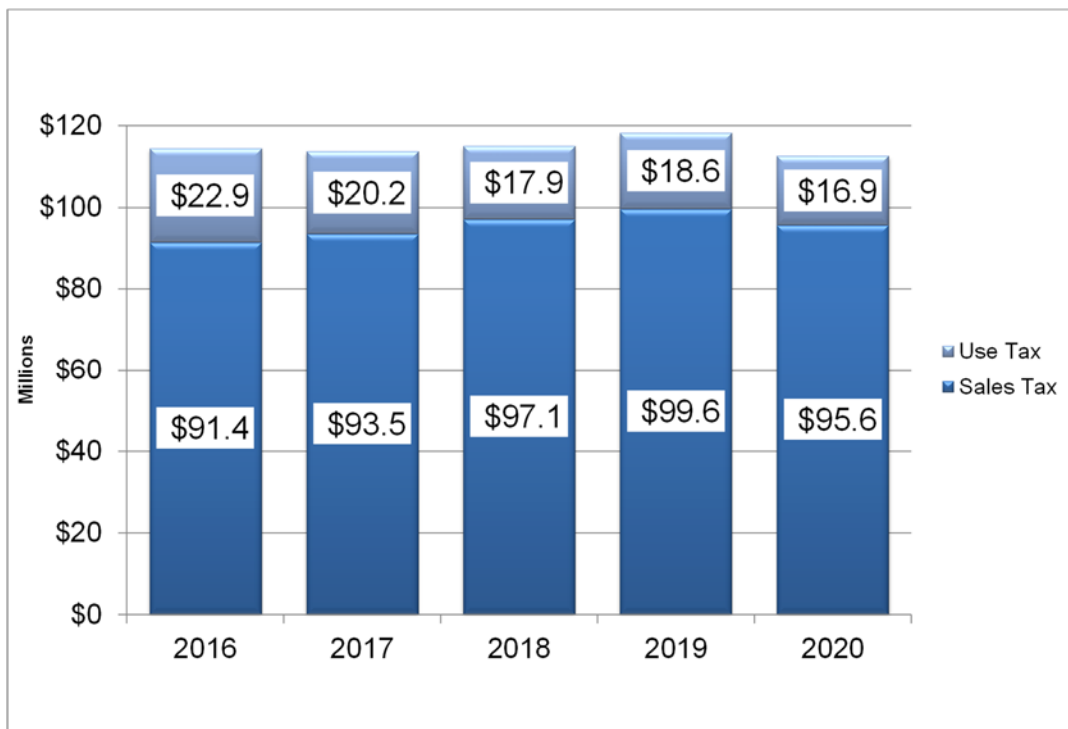
October Use Tax Budget to Actual Excluding Rebates. In October 2020, use tax collected in Fort Collins was \$17K less than budget.

Figure 6. October Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

\$ in Millions	October Sales			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2019	2020	Change	2019	2020	Change
SALES TAX						
Grocery, Convenience, Liquor	\$47.1	\$49.2	4.5%	\$469.6	\$509.9	8.6%
Restaurants, Caterers and Bars	42.1	37.5	-10.8%	407.0	334.6	-17.8%
General Merchandise	26.5	32.8	23.8%	255.9	265.0	3.6%
Vehicle Sales, Parts and Repairs	21.7	21.6	-0.5%	199.3	192.7	-3.3%
Building Materials, Garden Equipment & Supplies	22.7	25.8	13.9%	219.9	239.8	9.1%
Sporting, Hobby, Book, Music	11.5	12.9	12.5%	108.2	98.9	-8.6%
Broadcasting and Telecommunications	9.6	7.2	-25.2%	107.8	84.9	-21.2%
Electronics and Appliances	10.0	8.9	-11.3%	101.7	91.1	-10.5%
Miscellaneous Retailers	23.6	30.4	28.9%	207.8	231.8	11.5%
Utilities	10.4	11.6	11.6%	111.1	109.7	-1.3%
Clothing and Accessories	10.3	8.1	-21.1%	93.4	66.8	-28.5%
Pharmacy, Salon and Laundry	13.5	14.5	7.7%	123.4	133.5	8.2%
Other	8.2	7.1	-13.5%	67.3	62.6	-7.0%
Rental and Leasing Services	6.2	5.4	-13.7%	56.8	51.2	-9.8%
Furniture and Home Furnishings	5.8	5.7	-1.6%	51.3	46.0	-10.2%
Wholesale Trade	10.6	6.6	-37.6%	61.9	55.9	-9.7%
Lodging	8.1	4.3	-47.3%	63.7	31.7	-50.3%
Manufacturing	5.5	6.8	24.1%	50.7	55.9	10.3%
NET TAXABLE SUBJECT TO SALES TAX	293.4	296.5	1.1%	2,756.7	2,662.0	-3.4%
USE TAX						
Building Permits	20.2	5.7	-71.7%	113.5	114.4	0.8%
Car Tax	16.8	19.3	15.0%	161.6	158.0	-2.3%
Return Tax	14.0	17.7	26.0%	207.2	166.8	-19.5%
NET TAXABLE SUBJECT TO USE TAX	51.1	42.7	-16.3%	482.3	439.1	-9.0%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$344.5	\$339.3	-1.5%	\$3,239.0	\$3,101.1	-4.3%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from September 2019 United States	% Change from September 2019 Fort Collins
Grocery, Convenience, Liquor	9.6	4.5
Restaurants, Caterers & Bars	-14.4	-10.8
General Merchandise	4.3	23.8
Vehicle Sales, Parts & Repairs	10.9	-0.5
Building Materials, Garden Equipment & Supplies	19.1	13.9
Clothing & Accessories	-12.5	-21.1
Furniture & Home Furnishings	4.5	-1.6
Total	5.4	1.1

At the national level, September 2020 retail sales (as reported on October 16, 2020) increased by 5.4% compared to an increase in Fort Collins' sales of 1.1%. September 2020 sales are the basis for the City's October 2020 sales tax collections and net taxable amounts (which are included in this report).

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

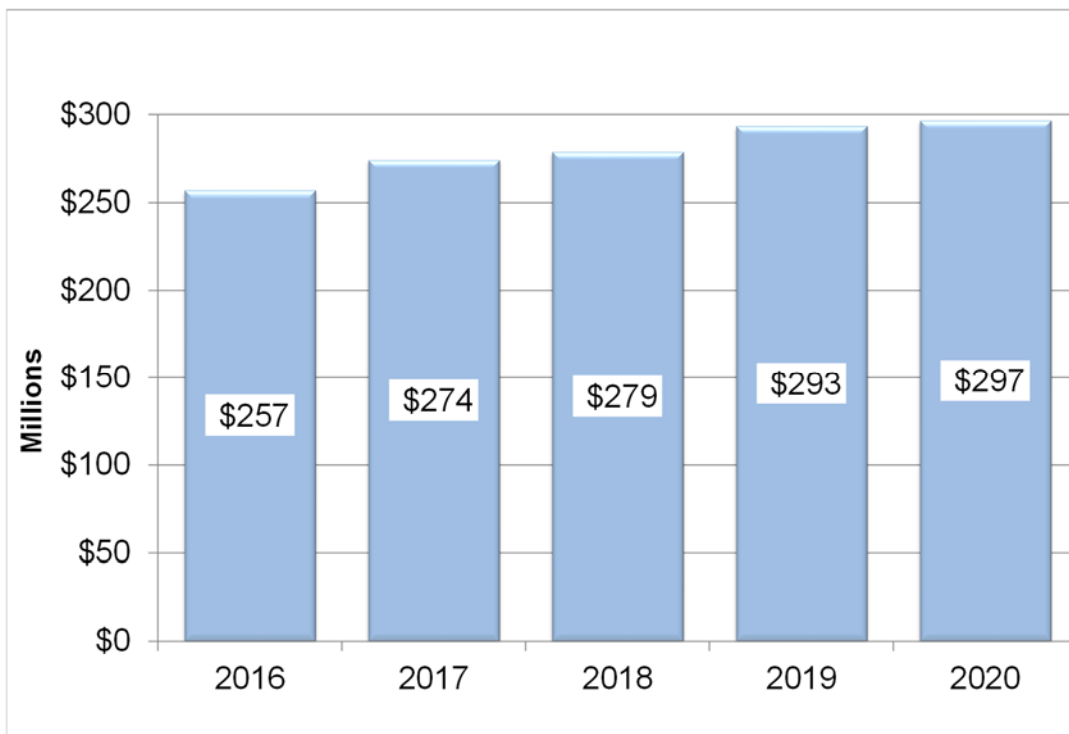


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

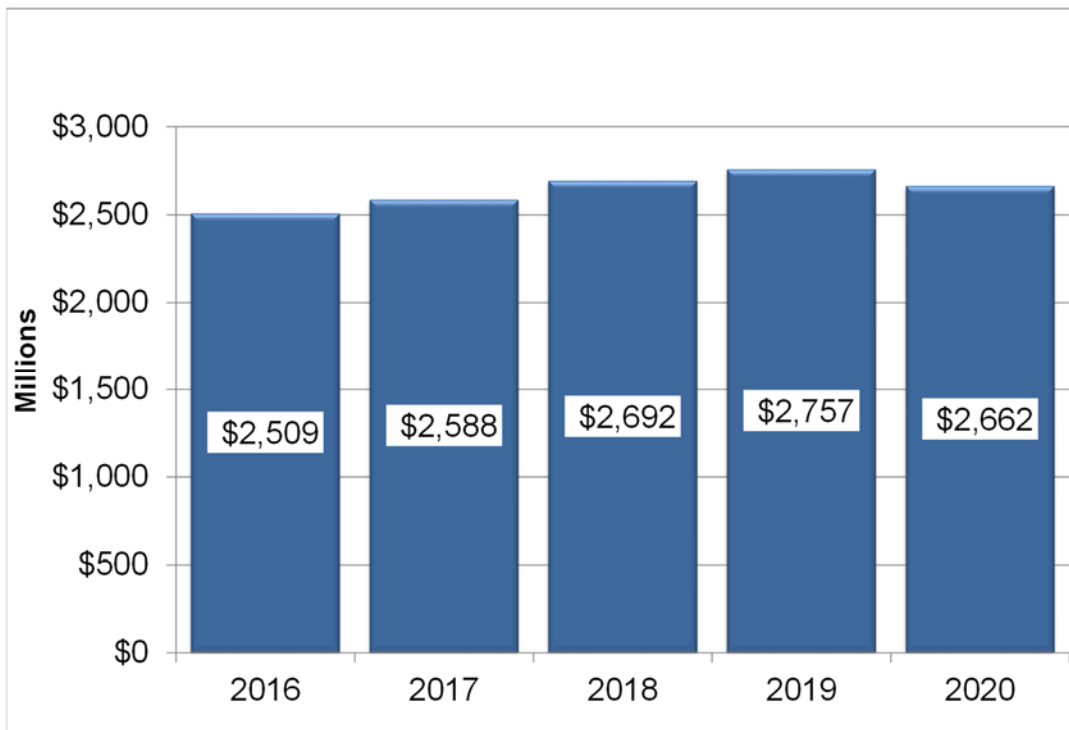
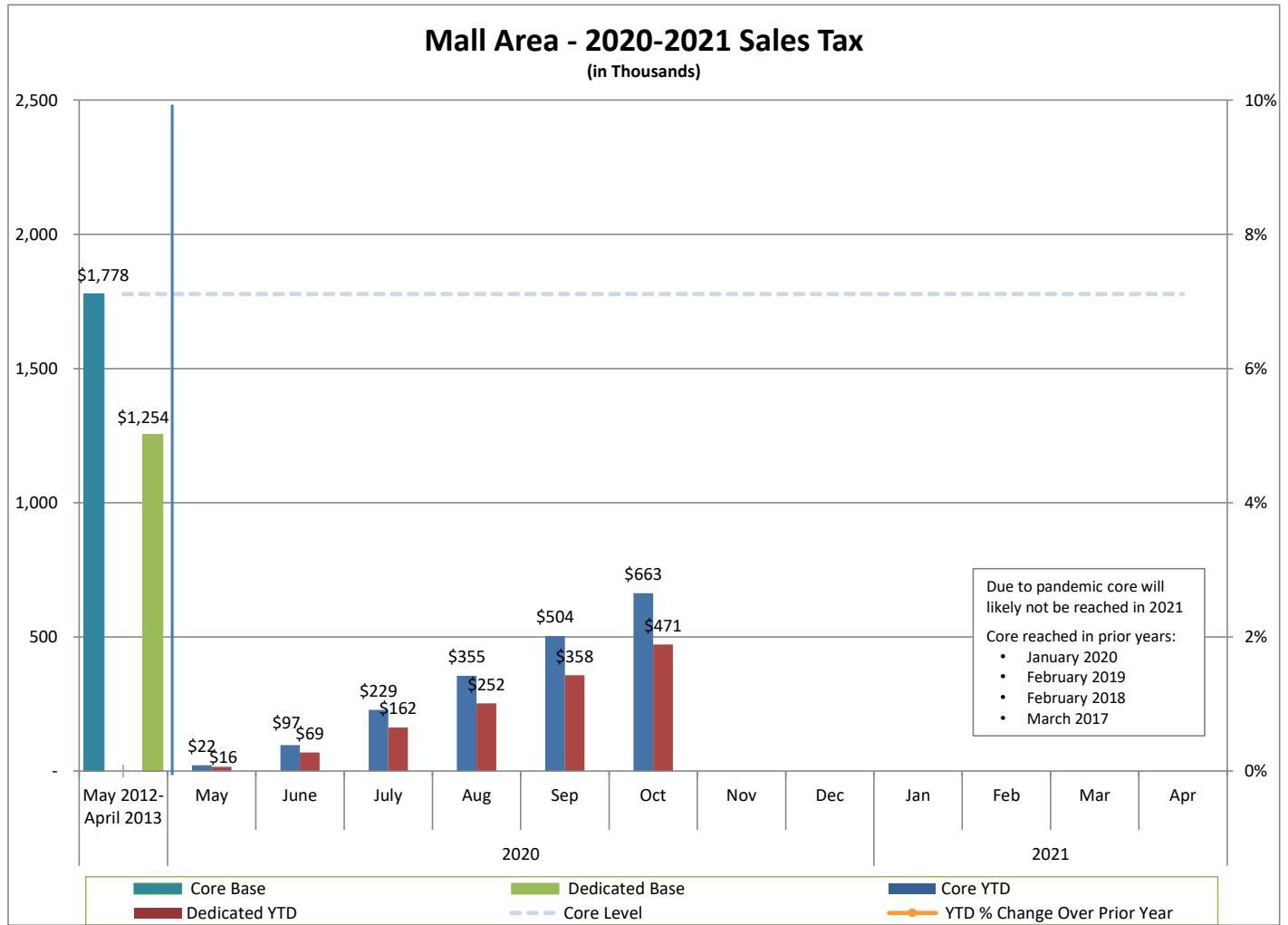


Figure 12. Metro District Reporting



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 October 31, 2020, the year to date core amount collected is \$663K resulting in no tax due to the Metro District.

Sales Tax in the City’s Downtown Area. The sales tax collected in October for the downtown area decreased 3.4% from the same period in 2019.

Lodging Tax Collections. The City collected \$117K in lodging tax in October 2020. This was a decrease of 47.1% from October 2019.

Sales Tax Licenses. There were 14,193 active sales tax licenses at the end of October.