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Sales and Use Tax Collection Report – November 2020

Issued December 10, 2020

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

NOVEMBER SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	0.9%	-3.6%
Net Use Tax Collected:	-19.8%	-10.0%
Net Sales and Use Tax Collected:	-2.5%	-4.6%

Year to date, sales and use tax collections excluding rebates are down 4.6% and total \$124.0M.

NOVEMBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	1.4%	-4.1%
Net Use Tax Collected:	-6.1%	0.8%
Net Sales and Use Tax Collected:	0.3%	-3.4%

Year to date, the City has collected 3.4% less sales and use tax revenue, totaling \$4.3M under budget.

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

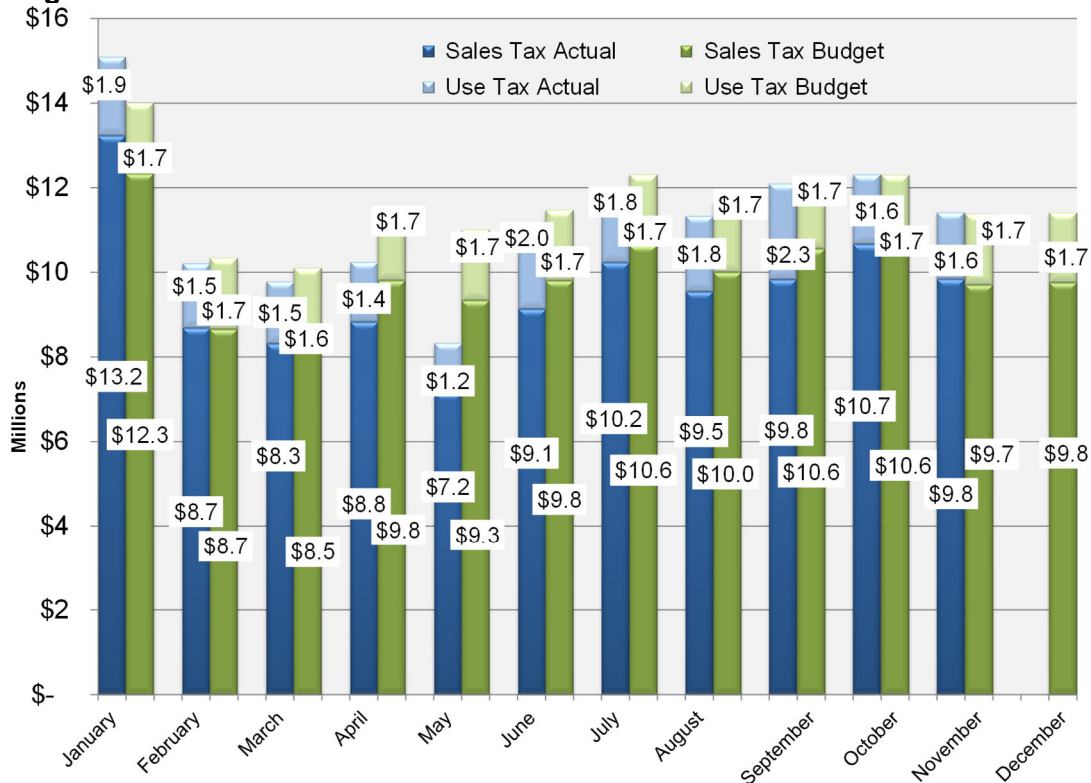


Figure 2. Sales and Use Tax Collected

	November			Year to Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,312,718	\$1,390,362	5.9%	\$14,566,124	\$15,869,179	8.9%
Restaurants, Caterers and Bars	1,552,457	1,476,621	-4.9%	17,129,547	14,384,186	-16.0%
General Merchandise	827,382	949,199	14.7%	9,628,425	9,915,796	3.0%
Vehicle Sales, Parts and Repairs	849,453	838,497	-1.3%	8,545,002	8,315,198	-2.7%
Building Materials, Garden Equipment & Supplies	920,335	861,208	-6.4%	9,399,853	10,083,806	7.3%
Sporting, Hobby, Book, Music	403,639	344,454	-14.7%	4,694,703	4,018,090	-14.4%
Broadcasting and Telecommunications	269,924	315,645	16.9%	4,422,455	3,587,226	-18.9%
Electronics and Appliances	326,695	316,817	-3.0%	4,251,598	3,827,384	-10.0%
Miscellaneous Retailers	763,218	914,633	19.8%	8,693,720	9,875,272	13.6%
Utilities	370,941	377,258	1.7%	4,569,072	4,596,285	0.6%
Clothing and Accessories	365,009	316,740	-13.2%	3,999,600	2,887,394	-27.8%
Pharmacy, Salon and Laundry	501,555	550,603	9.8%	5,207,196	5,664,516	8.8%
Other	217,392	195,047	-10.3%	2,833,406	2,612,799	-7.8%
Rental and Leasing Services	210,938	186,272	-11.7%	2,401,037	2,151,186	-10.4%
Furniture and Home Furnishings	155,984	193,247	23.9%	2,121,398	1,970,603	-7.1%
Wholesale Trade	273,340	160,429	-41.3%	2,576,593	2,259,691	-12.3%
Lodging	262,713	199,601	-24.0%	2,720,189	1,425,367	-47.6%
Manufacturing	167,863	255,342	52.1%	2,098,290	2,467,780	17.6%
TOTAL SALES TAX	9,751,556	9,841,975	0.9%	109,858,208	105,911,758	-3.6%
Less Mall Sales Tax Remittance*	0	0	0.0%	(476,928)	(426,675)	-10.5%
NET SALES TAX	9,751,556	9,841,975	0.9%	109,381,280	105,485,083	-3.6%
USE TAX COLLECTIONS						
Building Permits	411,602	363,367	-11.7%	4,781,265	4,766,912	-0.3%
Car Tax	855,913	788,168	-7.9%	7,079,307	6,869,747	-3.0%
Return Tax	698,277	425,157	-39.1%	8,674,786	6,846,824	-21.1%
TOTAL USE TAX	1,965,792	1,576,692	-19.8%	20,535,358	18,483,483	-10.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,965,792	1,576,692	-19.8%	20,535,358	18,483,483	-10.0%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	11,717,348	11,418,667	-2.5%	130,393,566	124,395,241	-4.6%
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	11,717,348	11,418,667	-2.5%	129,916,638	123,968,566	-4.6%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	680,882	682,789	0.3%	7,771,753	7,389,868	-4.9%
Community Capital Improvement Program (.25%)	680,882	682,789	0.3%	7,771,753	7,389,868	-4.9%
Natural Areas (.25%)	680,882	682,789	0.3%	7,771,753	7,389,868	-4.9%
Keep Fort Collins Great (.85%)	2,307,990	2,298,236	-0.4%	26,101,532	24,916,711	-4.5%
General Fund (2.25%)	7,366,712	7,072,064	-4.0%	80,976,775	77,308,926	-4.5%
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	\$11,717,348	\$11,418,667	-2.5%	\$129,916,638	\$123,968,566	-4.6%

* 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

November Sales Tax Collected. In November 2020, sales tax collected in Fort Collins increased 0.9% compared to November 2019. Sales tax collected totaled \$9.8M compared to \$9.8M in 2019.

November Use Tax Collected. The total use tax collected in November was \$1.6M, a decrease of 19.8% compared to November 2019.

Net Sales and Use Tax Collected. Total tax collected of \$11.4M was 2.5% lower than November 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	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	9,841,975	9,703,774	138,201	1.4%	105,485,083	109,944,142	-4.1%
December	-	-	-	0.0%	-	119,703,200	0.0%
Net Collections	105,485,083	109,944,142	(4,459,059)	-4.1%			
YTD Rebates	426,675	480,000	(53,325)			-	
Total Collections	\$ 105,911,758	\$ 110,424,142	\$ (4,512,384)	-4.1%		\$ 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	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	1,576,692	1,678,583	(101,891)	-6.1%	18,483,483	18,345,202	0.8%
December	-	-	-	0.0%	-	20,000,008	0.0%
Net Collections	18,483,483	18,345,202	138,281	0.8%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 18,483,483	\$ 18,345,202	\$ 138,281	0.8%		\$ 20,000,008	

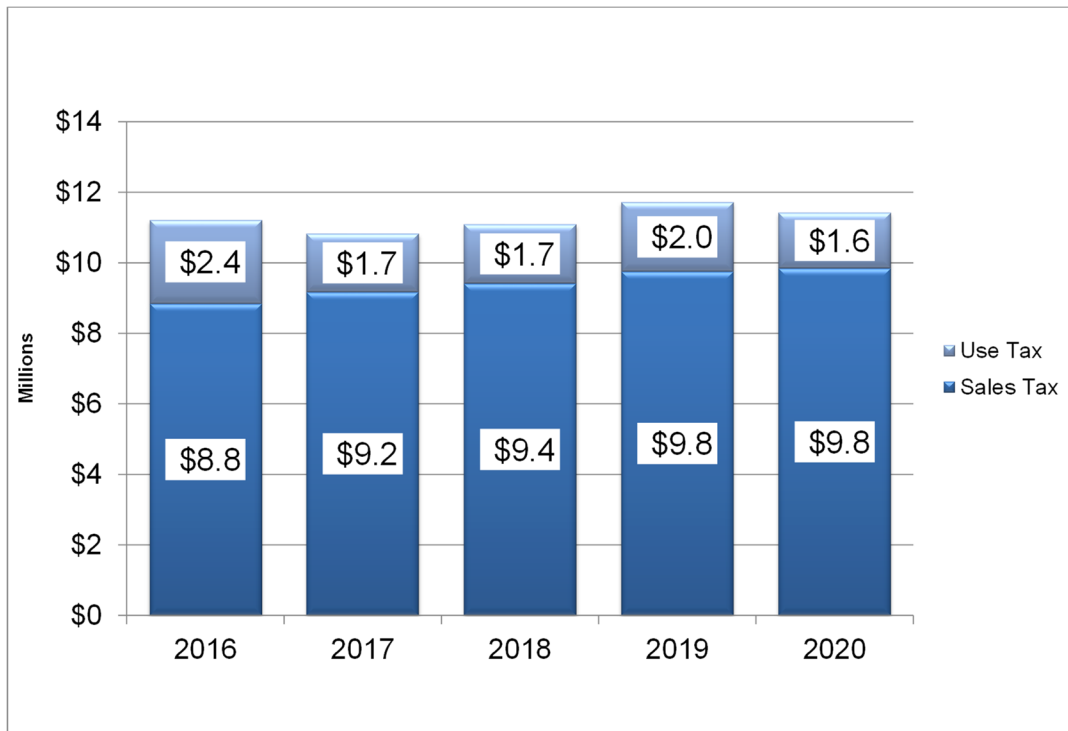
Figure 5. Budget to Actual – Sales and Use Tax Distribution

Fund	Actual Nov YTD	Budget Nov YTD	Over/(Under) Budget Nov YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	7,389,868	7,655,517	(265,649)	-3.5%
Community Capital Improvement Program (.25%)	7,389,868	7,655,517	(265,649)	-3.5%
Natural Areas and Parks (.25%)	7,389,868	7,655,517	(265,649)	-3.5%
Keep Fort Collins Great (.85%)	24,916,711	26,015,121	(1,098,410)	-4.2%
General Fund (2.25%) (net of rebates)	76,882,251	79,307,674	(2,425,423)	-3.1%
General Fund Economic Rebates	426,675	480,000	(53,325)	-11.1%
Total Collections	\$ 124,395,241	\$ 128,769,346	\$ (4,374,105)	

November Sales Tax Budget to Actual. In November 2020, sales tax collected in Fort Collins was \$138K more than budget.

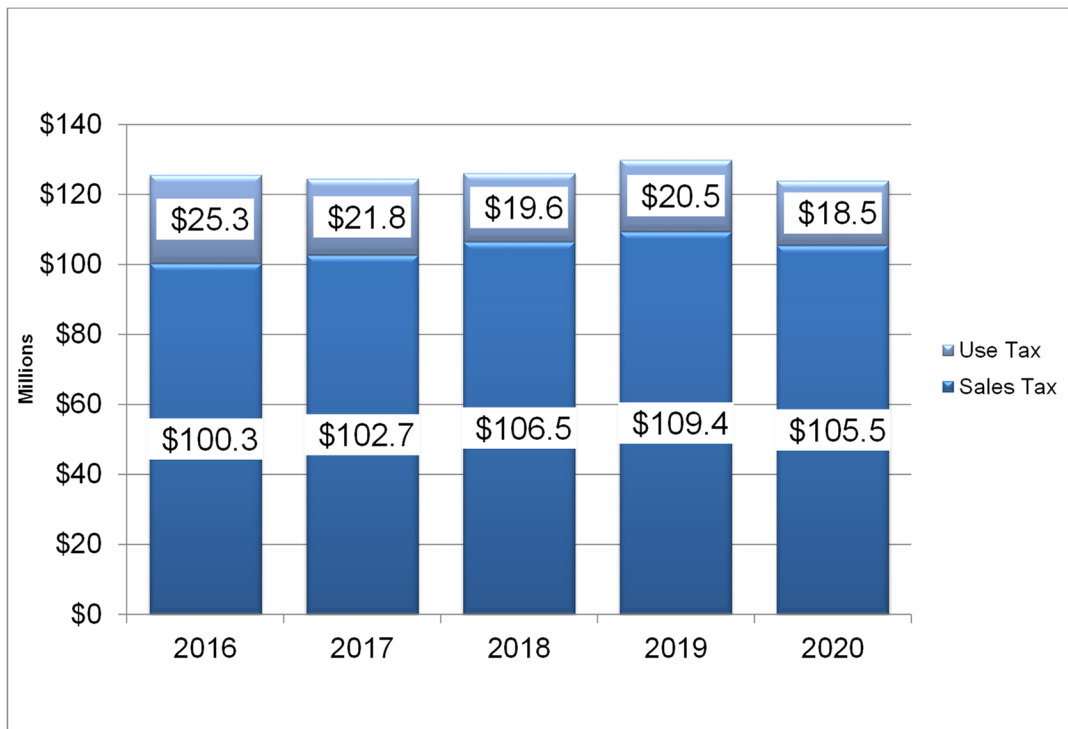
November Use Tax Budget to Actual Excluding Rebates. In November 2020, use tax collected in Fort Collins was \$102K less than budget.

Figure 6. November Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

	November			Year to Date		
	Actual 2019	Actual 2020	% Change	Actual 2019	Actual 2020	% Change
\$ in Millions						
SALES TAX						
Grocery, Convenience, Liquor	\$44.5	\$48.1	8.2%	\$514.1	\$558.0	8.5%
Restaurants, Caterers and Bars	40.4	39.3	-2.7%	447.4	373.9	-16.4%
General Merchandise	24.7	28.9	17.2%	280.6	293.9	4.8%
Vehicle Sales, Parts and Repairs	22.1	21.8	-1.5%	221.4	214.5	-3.1%
Building Materials, Garden Equipment & Supplies	24.0	22.4	-6.8%	243.8	262.2	7.5%
Sporting, Hobby, Book, Music	10.4	9.0	-13.6%	118.6	107.9	-9.1%
Broadcasting and Telecommunications	7.0	8.2	16.3%	114.8	93.0	-18.9%
Electronics and Appliances	8.5	8.1	-5.1%	110.2	99.1	-10.1%
Miscellaneous Retailers	20.1	25.6	27.4%	227.9	257.3	12.9%
Utilities	9.6	9.8	1.7%	120.7	119.5	-1.0%
Clothing and Accessories	9.5	8.2	-13.1%	102.9	75.0	-27.1%
Pharmacy, Salon and Laundry	12.9	14.4	11.5%	136.3	147.9	8.5%
Other	6.1	4.8	-21.2%	73.4	67.3	-8.2%
Rental and Leasing Services	5.5	4.7	-14.0%	62.2	55.9	-10.2%
Furniture and Home Furnishings	4.1	5.0	21.8%	55.3	51.0	-7.8%
Wholesale Trade	7.2	4.3	-40.2%	69.2	60.3	-12.9%
Lodging	7.2	5.0	-31.1%	70.9	36.6	-48.3%
Manufacturing	4.5	6.0	32.7%	55.2	61.9	12.1%
NET TAXABLE SUBJECT TO SALES TAX	268.2	273.3	1.9%	3,024.9	2,935.3	-3.0%
USE TAX						
Building Permits	10.7	9.4	-11.7%	124.2	123.8	-0.3%
Car Tax	22.2	20.5	-7.9%	183.9	178.4	-3.0%
Return Tax	18.1	11.0	-39.1%	225.3	177.8	-21.1%
NET TAXABLE SUBJECT TO USE TAX	51.1	41.0	-19.8%	533.4	480.1	-10.0%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$319.2	\$314.3	-1.6%	\$3,558.3	\$3,415.4	-4.0%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from October 2019 United States	% Change from October 2019 Fort Collins
Grocery, Convenience, Liquor	10.3	8.2
Restaurants, Caterers & Bars	-14.2	-2.7
General Merchandise	2.5	17.2
Vehicle Sales, Parts & Repairs	10.7	-1.5
Building Materials, Garden Equipment & Supplies	19.5	-6.8
Clothing & Accessories	-12.6	-13.1
Furniture & Home Furnishings	5.2	21.8
Total	5.7	1.9

At the national level, October 2020 retail sales (as reported on November 17, 2020) increased by 5.7% compared to an increase in Fort Collins' sales of 1.9%. October 2020 sales are the basis for the City's November 2020 sales tax collections and net taxable amounts (which are included in this report).

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

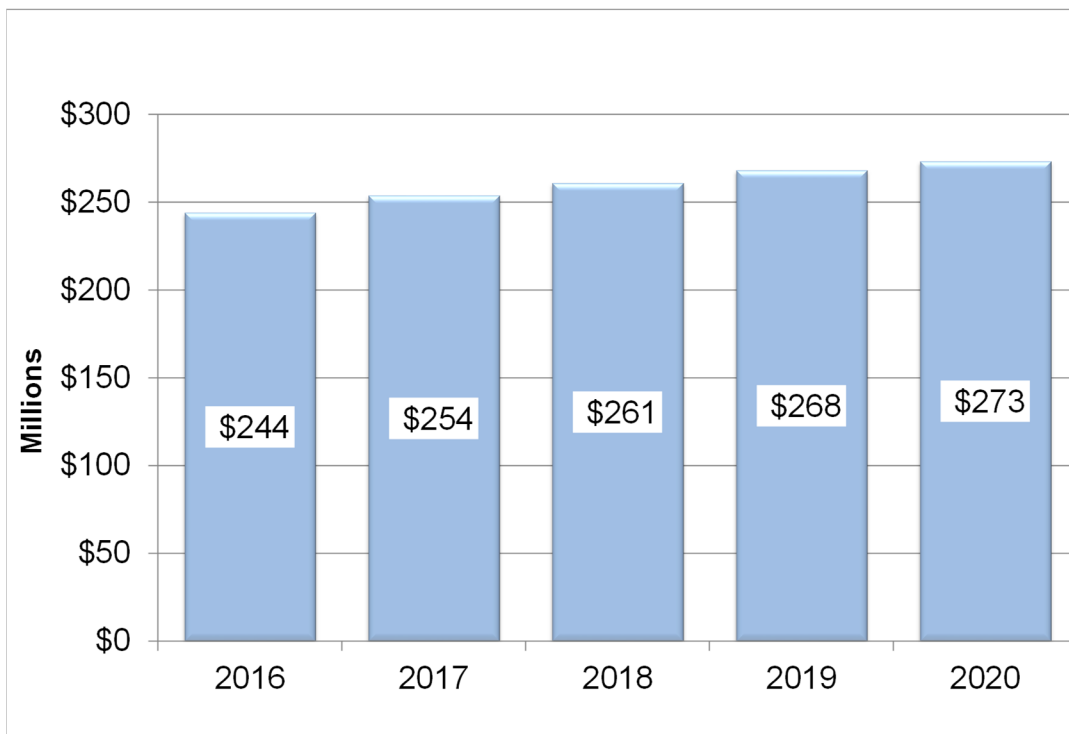


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

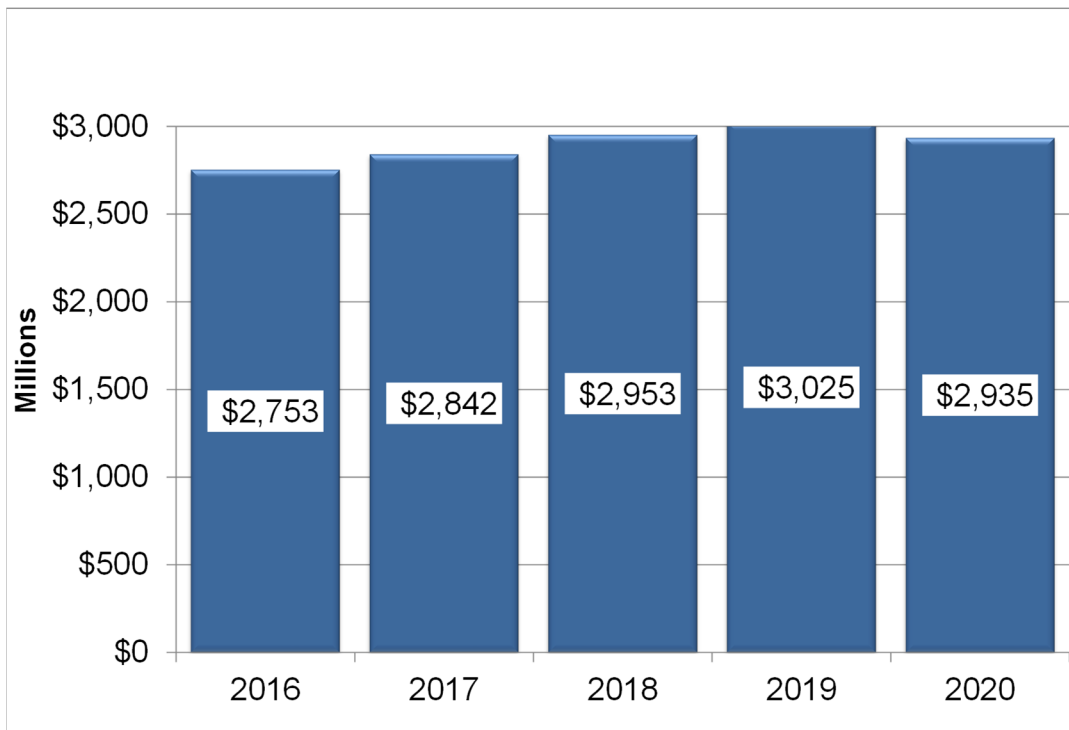
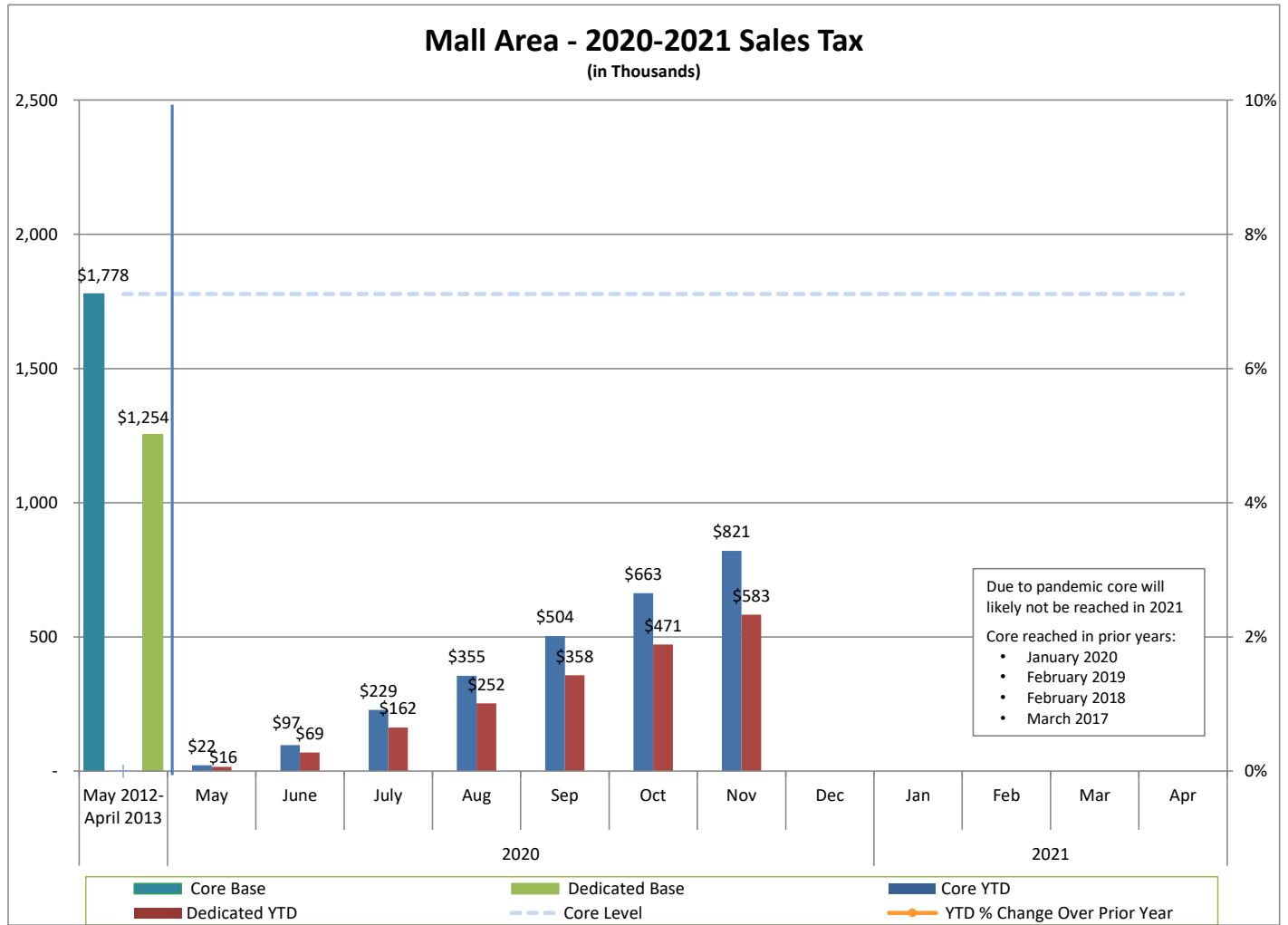


Figure 12. Metro District Reporting



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 November 30, 2020, the year to date core amount collected is \$821K resulting in no tax due to the Metro District.

Sales Tax in the City’s Downtown Area. The sales tax collected in November for the downtown area decreased 2.7% from the same period in 2019.

Lodging Tax Collections. The City collected \$139K in lodging tax in November 2020. This was a decrease of 19.1% from November 2019.

Sales Tax Licenses. There were 14,244 active sales tax licenses at the end of November.