



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 – May 2021

Issued June 10, 2021

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:	49.9%	17.4%
Net Use Tax Collected:	53.9%	4.9%
Net Sales and Use Tax Collected:	50.5%	15.6%

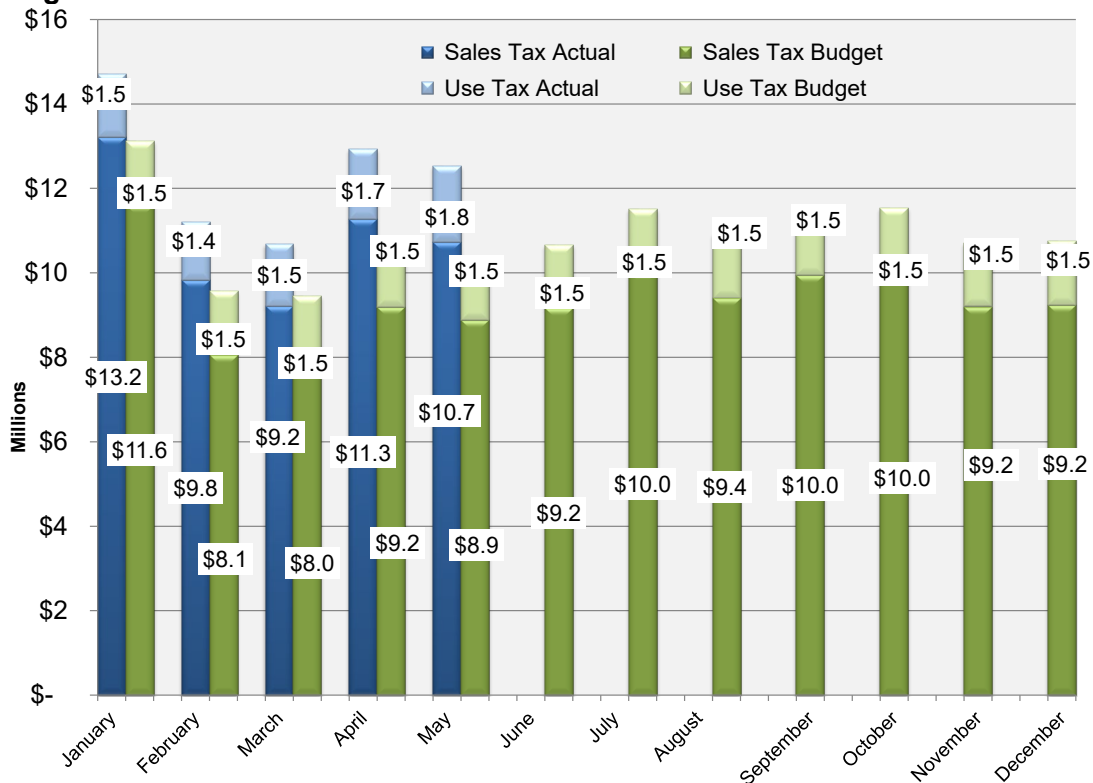
Year to date, sales and use tax collections excluding rebates are up 15.6% and total \$62.1M.

### MAY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	21.0%	18.7%
Net Use Tax Collected:	19.4%	4.0%
Net Sales and Use Tax Collected:	20.7%	16.5%

Year to date, the City has collected 16.5% more sales and use tax revenue, totaling \$8.8M over 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 2020	Actual 2021	% Change	Actual 2020	Actual 2021	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,285,599	\$1,351,334	5.1%	\$7,412,251	\$7,342,788	-0.9%
Restaurants, Caterers and Bars	888,397	1,605,079	80.7%	6,123,553	6,915,058	12.9%
General Merchandise	747,996	882,390	18.0%	4,359,812	4,817,902	10.5%
Vehicle Sales, Parts and Repairs	537,699	894,943	66.4%	3,371,274	3,942,171	16.9%
Building Materials, Garden Equipment & Supplies	923,691	1,049,946	13.7%	3,804,252	4,381,348	15.2%
Sporting, Hobby, Book, Music	49,630	425,176	756.7%	1,587,816	2,253,120	41.9%
Broadcasting and Telecommunications	311,162	284,161	-8.7%	1,727,025	1,791,175	3.7%
Electronics and Appliances	212,421	356,744	67.9%	2,045,777	1,957,734	-4.3%
Miscellaneous Retailers	626,193	1,377,914	120.0%	4,213,739	7,683,402	82.3%
Utilities	395,492	437,079	10.5%	2,230,288	2,476,367	11.0%
Clothing and Accessories	55,618	327,751	489.3%	1,283,312	1,595,574	24.3%
Pharmacy, Salon and Laundry	386,032	522,225	35.3%	2,447,485	2,686,304	9.8%
Other	162,046	176,128	8.7%	1,343,574	1,287,023	-4.2%
Rental and Leasing Services	158,641	213,944	34.9%	1,028,073	921,235	-10.4%
Furniture and Home Furnishings	74,538	218,365	193.0%	810,595	1,127,564	39.1%
Wholesale Trade	155,773	196,367	26.1%	1,072,757	1,043,906	-2.7%
Lodging	34,987	153,036	337.4%	635,350	601,213	-5.4%
Manufacturing	156,661	266,915	70.4%	1,156,531	1,426,059	23.3%
<b>TOTAL SALES TAX</b>	<b>7,162,576</b>	<b>10,739,497</b>	<b>49.9%</b>	<b>46,653,464</b>	<b>54,249,943</b>	<b>16.3%</b>
Less Mall Sales Tax Remittance*	0	0	0.0%	(426,675)	0	-100.0%
<b>NET SALES TAX</b>	<b>7,162,576</b>	<b>10,739,497</b>	<b>49.9%</b>	<b>46,226,789</b>	<b>54,249,943</b>	<b>17.4%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	329,081	603,447	83.4%	2,130,421	2,111,059	-0.9%
Car Tax	294,619	700,599	137.8%	2,726,229	3,298,947	21.0%
Return Tax	540,469	487,662	-9.8%	2,579,158	2,391,505	-7.3%
<b>TOTAL USE TAX</b>	<b>1,164,169</b>	<b>1,791,708</b>	<b>53.9%</b>	<b>7,435,808</b>	<b>7,801,511</b>	<b>4.9%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,164,169</b>	<b>1,791,708</b>	<b>53.9%</b>	<b>7,435,808</b>	<b>7,801,511</b>	<b>4.9%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>8,326,745</b>	<b>12,531,205</b>	50.5%	<b>54,089,272</b>	<b>62,051,454</b>	14.7%
Less Mall Sales Tax Remittance*	0	0	0.0%	(426,675)	0	-100.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>8,326,745</b>	<b>12,531,205</b>	<b>50.5%</b>	<b>53,662,597</b>	<b>62,051,454</b>	<b>15.6%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	484,730	756,635	56.1%	3,199,269	3,699,903	15.6%
Community Capital Improvement Program (.25%)	484,730	756,635	56.1%	3,199,269	3,699,903	15.6%
Natural Areas (.25%)	484,730	756,635	56.1%	3,199,269	3,699,903	15.6%
General Fund Renewable (.25%) **	1,614,280	752,084	-53.4%	10,780,063	3,676,096	-65.9%
General Fund (2.85%)	5,258,275	9,509,216	80.8%	33,711,402	47,275,649	40.2%
Less Mall Sales Tax Remittance*	0	0	0.0%	(426,675)	0	-100.0%
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>\$8,326,745</b>	<b>\$12,531,205</b>	<b>50.5%</b>	<b>\$53,662,597</b>	<b>\$62,051,454</b>	<b>15.6%</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

\*\* KFCG revenue replacement will continue the .85% tax by increasing the on-going tax rate by .60% and adding a renewable .25% tax through 2030

**May Sales Tax Collected.** In May 2021, sales tax collected in Fort Collins increased 49.9% compared to May 2020. Sales tax collected totaled \$10.7M compared to \$7.2 in 2020.

**May Use Tax Collected.** The total use tax collected in May was \$1.8M, an increase of 53.9% compared to May 2020.

**Net Sales and Use Tax Collected.** Total tax collected of \$12.5M was 50.5% higher than May 2020.

**Figure 3. Budget to Actual - Sales Tax Collected**

Month	Actual		Over/(Under) Budget		Year to Date Actual	Annual Budget		Over/(Under) Annual Budget			
January	\$	13,211,937	11,612,625	\$	1,599,312	13.8%	\$	13,211,937	\$	11,612,625	13.8%
February		9,825,110	8,065,697		1,759,413	21.8%		23,037,047		19,678,322	17.1%
March		9,207,263	7,961,869		1,245,394	15.6%		32,244,310		27,640,191	16.7%
April		11,266,136	9,198,603		2,067,533	22.5%		43,510,446		36,838,794	18.1%
May		10,739,497	8,879,122		1,860,375	21.0%		54,249,943		45,717,916	18.7%
June		-	-		-	0.0%		-		54,879,607	0.0%
July		-	-		-	0.0%		-		64,890,932	0.0%
August		-	-		-	0.0%		-		74,309,458	0.0%
September		-	-		-	0.0%		-		84,267,897	0.0%
October		-	-		-	0.0%		-		94,314,748	0.0%
November		-	-		-	0.0%		-		103,519,898	0.0%
December		-	-		-	0.0%		-		112,768,549	0.0%
Net Collections		54,249,943	45,717,916		8,532,027	18.7%					
YTD Rebates		-	-		-					-	
Total Collections	\$	54,249,943	\$	45,717,916	\$	8,532,027	18.7%			\$	112,768,549

**Figure 4. Budget to Actual – Use Tax Collected**

Month	Actual		Over/(Under) Budget		Year to Date Actual	Annual Budget		Year to Date % Over/(Under) Annual Budget				
January	\$	1,494,231	\$	1,499,999	\$	(5,768)	-0.4%	\$	1,494,231	\$	1,499,999	-0.4%
February		1,388,239		1,499,999		(111,760)	-7.5%		2,882,470		2,999,998	-3.9%
March		1,470,614		1,499,999		(29,385)	-2.0%		4,353,084		4,499,997	-3.3%
April		1,656,719		1,499,999		156,720	10.4%		6,009,803		5,999,996	0.2%
May		1,791,708		1,499,999		291,709	19.4%		7,801,511		7,499,995	4.0%
June		-		-		-	0.0%		-		8,999,994	0.0%
July		-		-		-	0.0%		-		10,499,993	0.0%
August		-		-		-	0.0%		-		11,999,992	0.0%
September		-		-		-	0.0%		-		13,499,991	0.0%
October		-		-		-	0.0%		-		14,999,990	0.0%
November		-		-		-	0.0%		-		16,499,989	0.0%
December		-		-		-	0.0%		-		18,000,000	0.0%
Net Collections		7,801,511		7,499,995		301,516	4.0%					
YTD Rebates		-		0		-					-	
Total Collections	\$	7,801,511	\$	7,499,995	\$	301,516	4.0%				\$	18,000,000

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

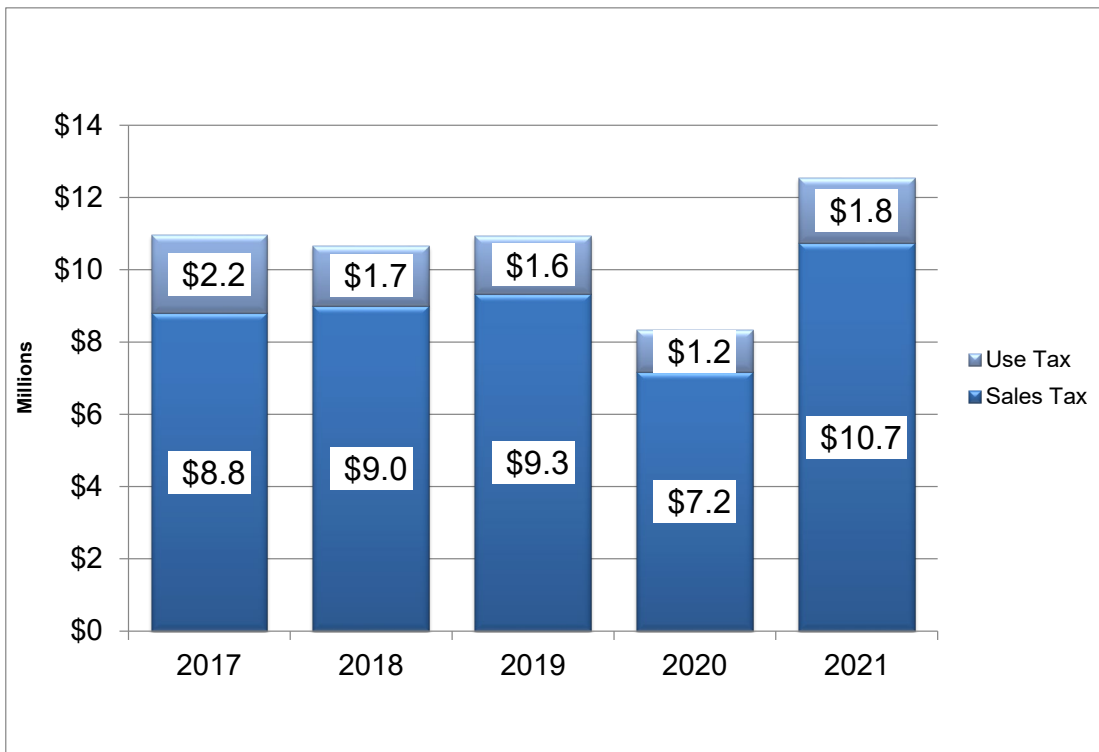
Fund	Actual		Over/(Under) Budget		% Over/(Under) Budget	
	May YTD	May YTD	May YTD	May YTD		
Streets and Transportation (.25%)	3,699,903	3,173,680	526,223	16.6%		
Community Capital Improvement Program (.25%)	3,699,903	3,173,680	526,223	16.6%		
Natural Areas and Parks (.25%)	3,699,903	3,173,680	526,223	16.6%		
General Fund Renewable (.25%)*	3,676,096	3,173,680	502,416	15.8%		
General Fund (2.85%) (net of rebates)	47,275,649	40,523,191	6,752,458	16.7%		
General Fund Economic Rebates	0	389,608	(389,608)	100.0%		
Total Collections	\$	62,051,454	\$	53,607,519	\$	8,443,935

\*KFCG revenue replacement will continue the .85% tax by increasing the on-going tax rate by .60% and adding a renewable .25% tax through 2030

**May Sales Tax Budget to Actual.** In May 2021, sales tax collected in Fort Collins was \$1.9M more than budget.

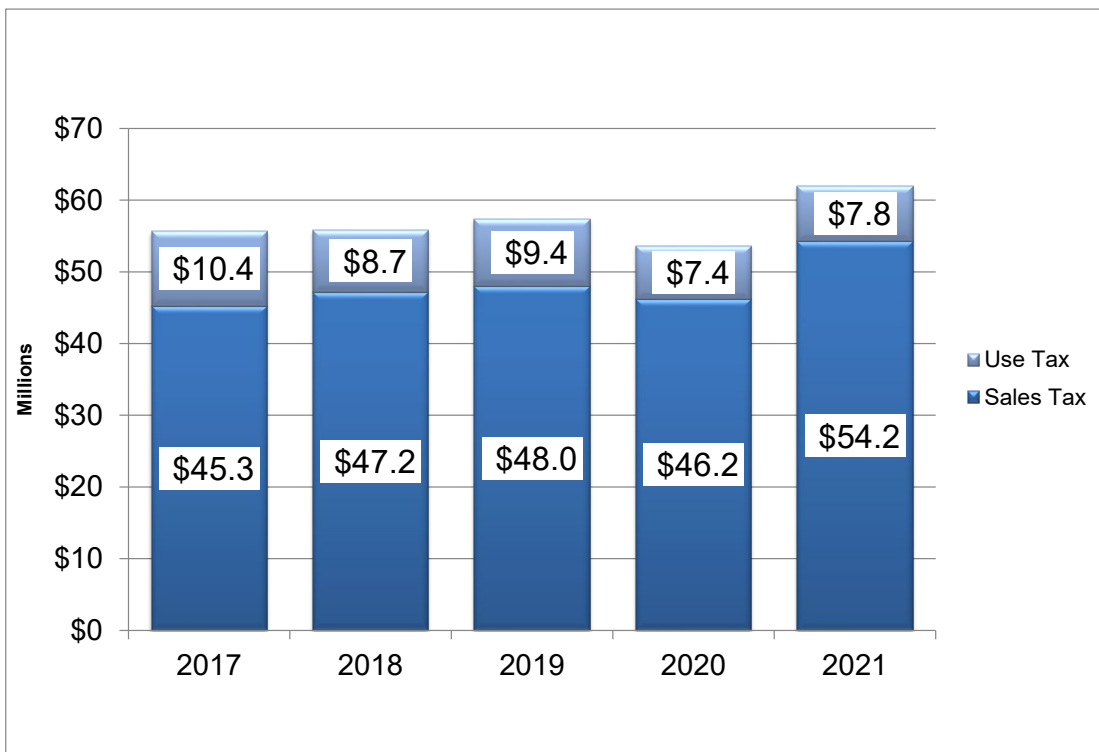
**May Use Tax Budget to Actual Excluding Rebates.** In May 2021, use tax collected in Fort Collins was \$292K more than budget.

**Figure 6. May Collections\***



\*Total collections after rebates.

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



\*Total collections after rebates.

**Figure 8. Net Taxable**

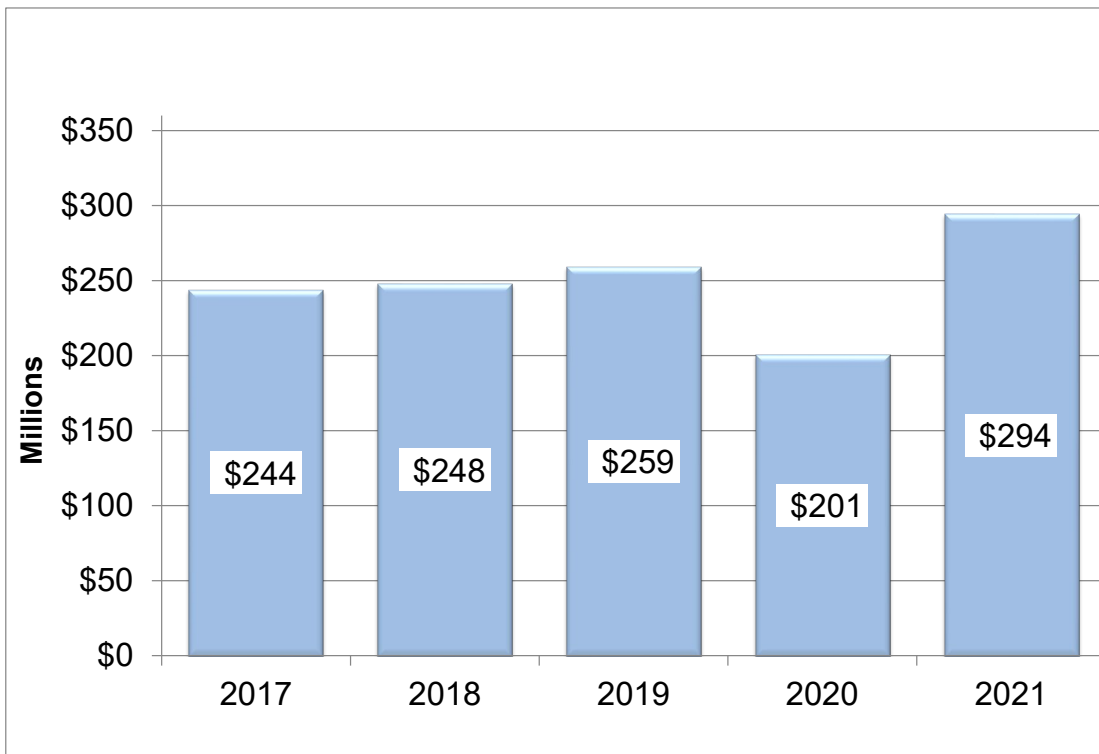
\$ in Millions	May			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2020	2021	Change	2020	2021	Change
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$45.6	\$47.1	3.2%	\$263.5	\$258.3	-2.0%
Restaurants, Caterers and Bars	20.7	41.5	100.7%	162.3	179.7	10.7%
General Merchandise	23.0	26.8	16.7%	127.1	147.2	15.8%
Vehicle Sales, Parts and Repairs	13.5	23.4	73.8%	86.4	102.4	18.4%
Building Materials, Garden Equipment & Supplies	24.0	27.4	14.0%	99.3	112.9	13.6%
Sporting, Hobby, Book, Music	4.6	11.0	141.7%	44.7	58.4	30.5%
Broadcasting and Telecommunications	8.1	7.4	-8.6%	44.8	41.1	-8.3%
Electronics and Appliances	5.5	9.2	67.8%	52.9	50.6	-4.3%
Miscellaneous Retailers	15.6	36.0	130.9%	109.9	199.8	81.8%
Utilities	10.3	11.4	10.6%	57.9	64.3	11.1%
Clothing and Accessories	1.4	8.5	512.5%	33.6	41.4	23.4%
Pharmacy, Salon and Laundry	10.0	13.6	36.3%	63.9	70.2	9.8%
Other	4.0	4.6	14.1%	34.8	33.4	-4.0%
Rental and Leasing Services	4.1	4.3	5.5%	26.7	22.7	-14.9%
Furniture and Home Furnishings	1.9	5.7	202.0%	21.4	29.3	37.1%
Wholesale Trade	4.0	5.3	32.1%	28.7	27.8	-3.0%
Lodging	0.4	4.1	841.1%	16.3	15.7	-3.5%
Manufacturing	4.2	7.0	68.3%	30.6	37.5	22.4%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>200.7</b>	<b>294.2</b>	<b>46.6%</b>	<b>1,304.8</b>	<b>1,492.7</b>	<b>14.4%</b>
<b>USE TAX</b>						
Building Permits	8.5	15.7	83.4%	55.3	54.8	-0.9%
Car Tax	7.7	18.2	137.8%	70.8	85.7	21.0%
Return Tax	14.0	12.7	-9.8%	67.0	62.1	-7.3%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>30.2</b>	<b>46.5</b>	<b>53.9%</b>	<b>193.1</b>	<b>202.6</b>	<b>4.9%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$230.9</b>	<b>\$340.7</b>	<b>47.5%</b>	<b>\$1,498.0</b>	<b>\$1,695.3</b>	<b>13.2%</b>

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

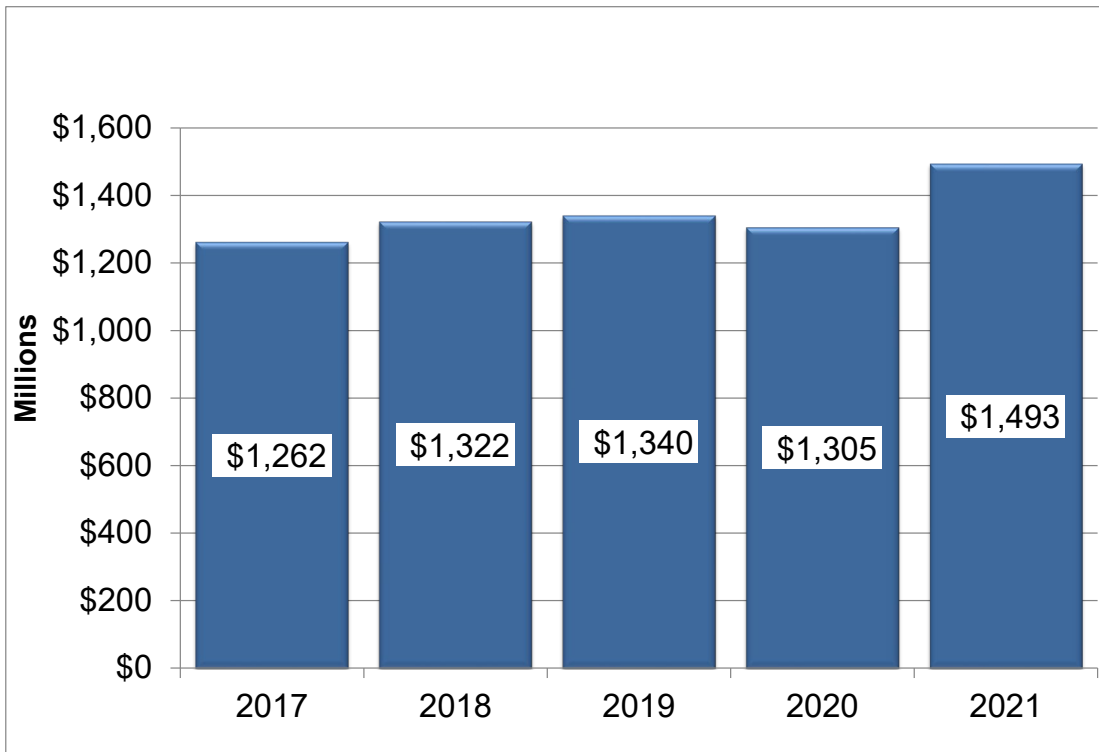
Retail Sales Category	% Change from April 2020 United States	% Change from April 2020 Fort Collins
Grocery, Convenience, Liquor	-0.2	3.2
Restaurants, Caterers & Bars	116.8	100.7
General Merchandise	15.1	16.7
Vehicle Sales, Parts & Repairs	104.5	73.8
Building Materials, Garden Equipment & Supplies	33.8	14.0
Clothing & Accessories	726.8	512.5
Furniture & Home Furnishings	196.4	202.0
<b>Total</b>	<b>51.2</b>	<b>46.6</b>

At the national level, April 2021 retail sales (as reported on May 14, 2021) increased by 51.2% compared to an increase in Fort Collins' sales of 46.6%. April 2021 sales are the basis for the City's May 2021 sales tax collections and net taxable amounts (which are included in this report).

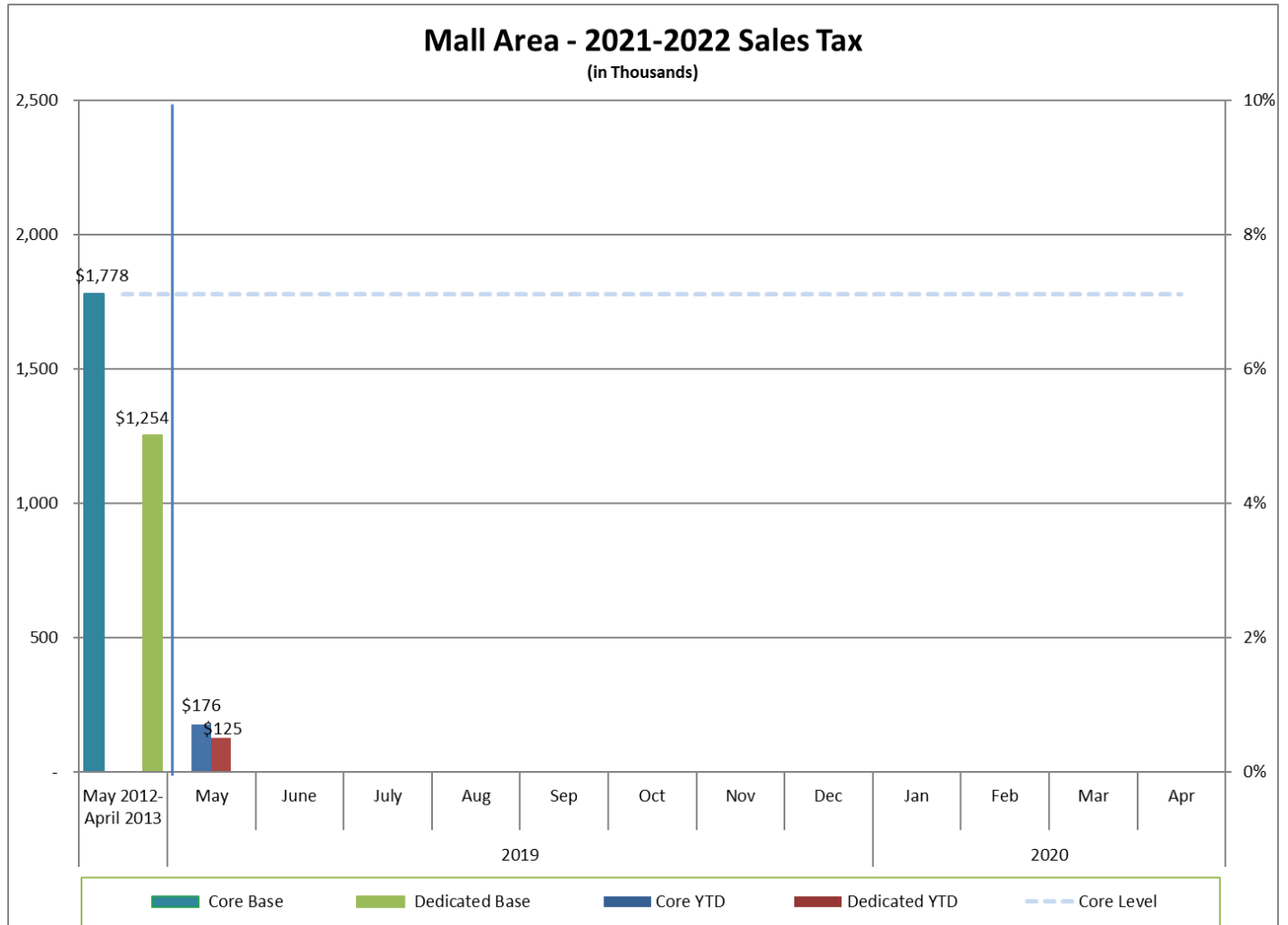
**Figure 10. May - Net Taxable Sales Subject to Sales Tax**



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



**Figure 12. Metro District Reporting**



The 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 the end of May, 2021, the year to date core amount collected is \$176K 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 increased 56.4% from the same period in 2020.

**Lodging Tax Collections.** The City collected \$81K in lodging tax in May 2021. This was an increase of 305.8% from May 2020.

**Sales Tax Licenses.** There were 14,186 active sales tax licenses at the end of May.