



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 – June 2021

Issued July 13, 2021

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:	20.1%	17.8%
Net Use Tax Collected:	-9.6%	1.8%
Net Sales and Use Tax Collected:	14.8%	15.5%

Year to date, sales and use tax collections excluding rebates are up 15.5% and total \$74.8M.

JUNE SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	19.7%	18.8%
Net Use Tax Collected:	20.0%	6.7%
Net Sales and Use Tax Collected:	19.8%	17.1%

Year to date, the City has collected 17.1% more sales and use tax revenue, totaling \$10.9M over budget.

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

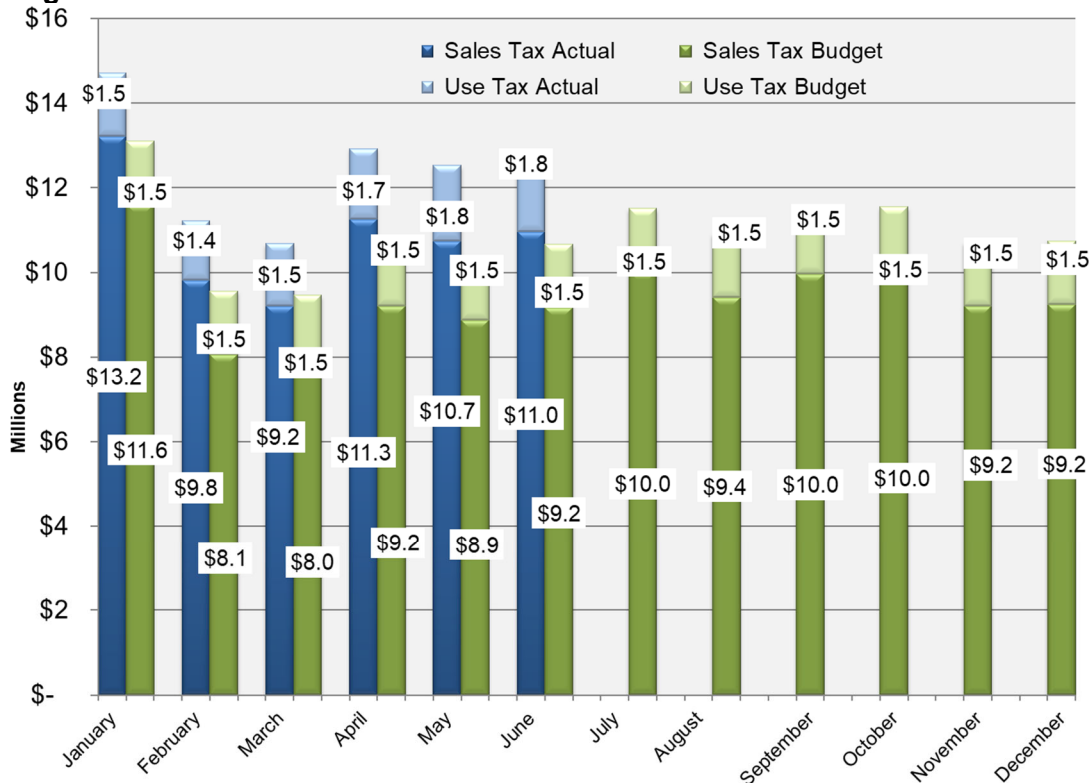


Figure 2. Sales and Use Tax Collected

	June			Year to Date		
	Actual 2020	Actual 2021	% Change	Actual 2020	Actual 2021	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,441,889	\$1,402,416	-2.7%	\$8,854,140	\$8,745,204	-1.2%
Restaurants, Caterers and Bars	1,168,005	1,746,590	49.5%	7,291,558	8,661,648	18.8%
General Merchandise	873,129	964,184	10.4%	5,232,941	5,782,086	10.5%
Vehicle Sales, Parts and Repairs	736,406	821,291	11.5%	4,107,680	4,763,462	16.0%
Building Materials, Garden Equipment & Supplies	1,250,320	1,197,580	-4.2%	5,054,572	5,578,928	10.4%
Sporting, Hobby, Book, Music	304,708	435,212	42.8%	1,892,524	2,688,332	42.1%
Broadcasting and Telecommunications	308,472	284,532	-7.8%	2,035,497	2,075,707	2.0%
Electronics and Appliances	249,196	345,880	38.8%	2,294,973	2,303,614	0.4%
Miscellaneous Retailers	772,905	1,403,453	81.6%	4,986,644	9,086,855	82.2%
Utilities	319,518	277,182	-13.2%	2,549,806	2,753,549	8.0%
Clothing and Accessories	160,303	354,863	121.4%	1,443,615	1,950,437	35.1%
Pharmacy, Salon and Laundry	509,652	469,249	-7.9%	2,957,137	3,155,553	6.7%
Other	181,426	214,053	18.0%	1,525,000	1,501,076	-1.6%
Rental and Leasing Services	167,037	154,028	-7.8%	1,195,110	1,075,263	-10.0%
Furniture and Home Furnishings	147,833	202,801	37.2%	958,428	1,330,365	38.8%
Wholesale Trade	184,346	266,156	44.4%	1,257,103	1,310,062	4.2%
Lodging	37,834	206,660	446.2%	673,184	807,873	20.0%
Manufacturing	320,310	224,982	-29.8%	1,476,841	1,651,041	11.8%
TOTAL SALES TAX	9,133,289	10,971,112	20.1%	55,786,753	65,221,055	16.9%
Less Mall Sales Tax Remittance*	0	0	0.0%	(426,675)	0	-100.0%
NET SALES TAX	9,133,289	10,971,112	20.1%	55,360,078	65,221,055	17.8%
USE TAX COLLECTIONS						
Building Permits	689,096	402,061	-41.7%	2,819,517	2,513,120	-10.9%
Car Tax	361,270	992,186	174.6%	3,087,499	4,291,133	39.0%
Return Tax	940,936	405,603	-56.9%	3,520,094	2,797,108	-20.5%
TOTAL USE TAX	1,991,302	1,799,850	-9.6%	9,427,110	9,601,361	1.8%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,991,302	1,799,850	-9.6%	9,427,110	9,601,361	1.8%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	11,124,591	12,770,962	14.8%	65,213,863	74,822,416	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%
NET SALES & USE TAX	11,124,591	12,770,962	14.8%	64,787,188	74,822,416	15.5%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	640,554	771,557	20.5%	3,839,823	4,471,460	16.4%
Community Capital Improvement Program (.25%)	640,554	771,557	20.5%	3,839,823	4,471,460	16.4%
Natural Areas (.25%)	640,554	771,557	20.5%	3,839,823	4,471,460	16.4%
General Fund Renewable (.25%) **	2,159,780	768,944	-64.4%	12,939,843	4,445,040	-65.6%
General Fund (2.85%)	7,043,149	9,687,347	37.5%	40,754,551	56,962,996	39.8%
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%
NET SALES & USE TAX	\$11,124,591	\$12,770,962	14.8%	\$64,787,188	\$74,822,416	15.5%

* 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

** 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

June Sales Tax Collected. In June 2021, sales tax collected in Fort Collins increased 20.1% compared to June 2020. Sales tax collected totaled \$11.0M compared to \$9.1 in 2020.

June Use Tax Collected. The total use tax collected in June was \$1.8M, a decrease 9.6% compared to June 2020.

Net Sales and Use Tax Collected. Total tax collected of \$12.7M was 14.8% higher than June 2020.

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	\$ 13,211,937	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	10,971,112	9,161,691	1,809,421	19.7%	65,221,055	54,879,607	18.8%
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	65,221,055	54,879,607	10,341,448	18.8%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 65,221,055	\$ 54,879,607	\$ 10,341,448	18.8%		\$ 112,768,549	

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	\$ 1,494,231	\$ 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	1,799,850	1,499,999	299,851	20.0%	9,601,361	8,999,994	6.7%
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	9,601,361	8,999,994	601,367	6.7%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 9,601,361	\$ 8,999,994	\$ 601,367	6.7%		\$ 18,000,000	

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

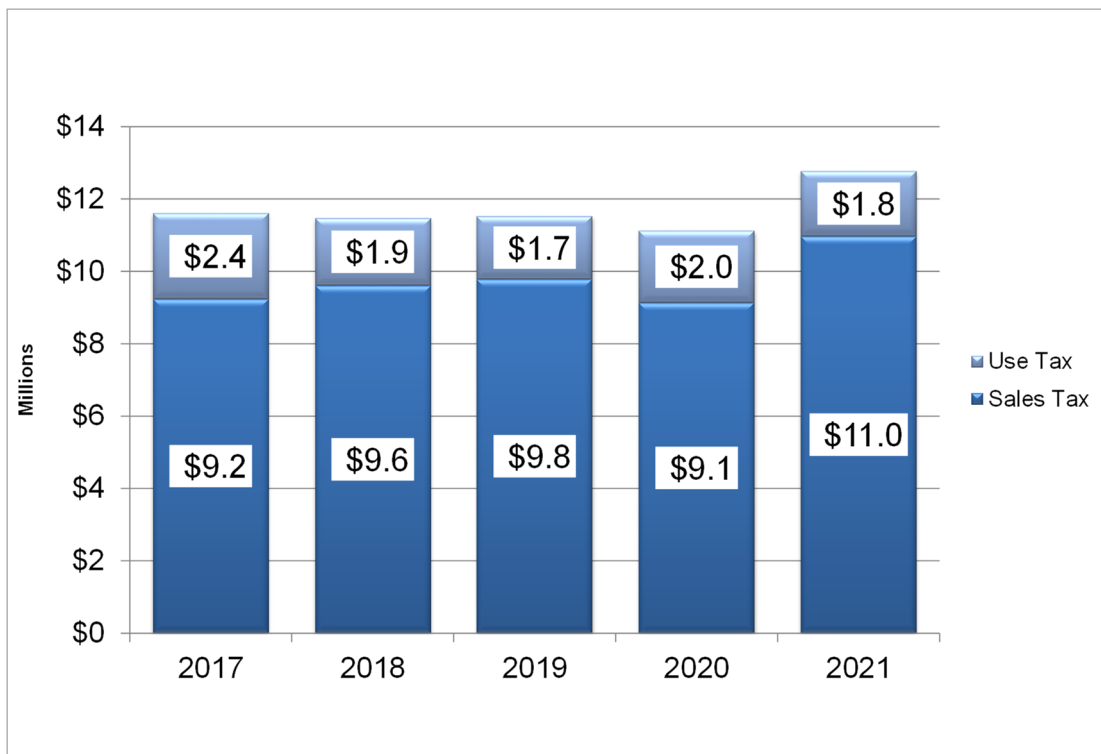
Fund	Actual June YTD	Budget June YTD	Over/(Under) Budget June YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	4,471,460	3,809,480	661,980	17.4%
Community Capital Improvement Program (.25%)	4,471,460	3,809,480	661,980	17.4%
Natural Areas and Parks (.25%)	4,471,460	3,809,480	661,980	17.4%
General Fund Renewable (.25%)*	4,445,040	3,809,480	635,560	16.7%
General Fund (2.85%) (net of rebates)	56,962,996	48,641,681	8,321,315	17.1%
General Fund Economic Rebates	0	487,010	(487,010)	100.0%
Total Collections	\$ 74,822,416	\$ 64,366,611	\$ 10,455,805	

*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

June Sales Tax Budget to Actual. In June 2021, sales tax collected in Fort Collins was \$1.8M more than budget.

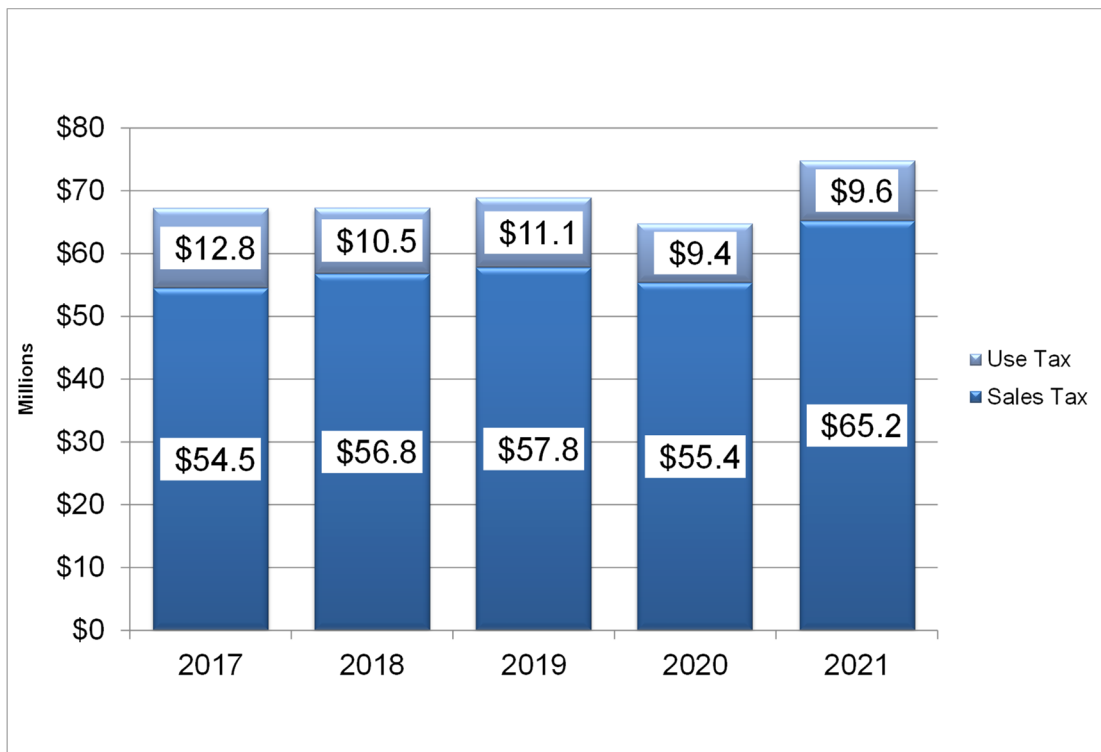
June Use Tax Budget to Actual Excluding Rebates. In June 2021, use tax collected in Fort Collins was \$300K more than budget.

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 2020	Actual 2021	% Change	Actual 2020	Actual 2021	% Change
\$ in Millions						
SALES TAX						
Grocery, Convenience, Liquor	\$50.1	\$48.3	-3.6%	\$313.6	\$306.7	-2.2%
Restaurants, Caterers and Bars	26.7	45.2	69.2%	189.0	224.9	19.0%
General Merchandise	26.2	29.1	11.4%	153.2	176.3	15.1%
Vehicle Sales, Parts and Repairs	19.3	21.2	9.8%	105.7	123.6	16.9%
Building Materials, Garden Equipment & Supplies	32.2	31.2	-3.1%	131.5	144.0	9.5%
Sporting, Hobby, Book, Music	7.8	11.0	40.7%	52.6	69.4	32.0%
Broadcasting and Telecommunications	8.0	7.4	-7.3%	52.8	48.5	-8.2%
Electronics and Appliances	6.5	8.9	37.4%	59.4	59.5	0.3%
Miscellaneous Retailers	19.6	36.5	86.4%	129.5	236.3	82.5%
Utilities	8.3	7.2	-13.2%	66.2	71.5	8.0%
Clothing and Accessories	3.9	9.2	134.7%	37.5	50.6	35.0%
Pharmacy, Salon and Laundry	13.2	12.2	-7.9%	77.1	82.4	6.8%
Other	4.3	5.3	25.0%	39.1	38.8	-0.9%
Rental and Leasing Services	4.3	4.0	-8.3%	31.1	26.7	-14.0%
Furniture and Home Furnishings	3.9	5.3	34.3%	25.3	34.6	36.7%
Wholesale Trade	4.9	6.3	30.5%	33.5	34.1	1.9%
Lodging	1.0	5.3	457.3%	17.2	21.0	22.0%
Manufacturing	5.1	5.8	13.0%	35.7	43.3	21.0%
NET TAXABLE SUBJECT TO SALES TAX	245.2	299.5	22.1%	1,550.1	1,792.2	15.6%
USE TAX						
Building Permits	17.9	10.4	-41.7%	73.2	65.3	-10.9%
Car Tax	9.4	25.8	174.6%	80.2	111.5	39.0%
Return Tax	24.4	10.5	-56.9%	91.4	72.7	-20.5%
NET TAXABLE SUBJECT TO USE TAX	51.7	46.7	-9.6%	244.9	249.4	1.8%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$297.0	\$346.3	16.6%	\$1,794.9	\$2,041.6	13.7%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from May 2020 United States	% Change from May 2020 Fort Collins
Grocery, Convenience, Liquor	0.1	-3.6
Restaurants, Caterers & Bars	70.6	69.2
General Merchandise	10.3	11.4
Vehicle Sales, Parts & Repairs	34.8	9.8
Building Materials, Garden Equipment & Supplies	10.5	-3.1
Clothing & Accessories	200.3	134.7
Furniture & Home Furnishings	66.6	34.3
Total	28.1	22.1

At the national level, May 2021 retail sales (as reported on June 15, 2021) increased by 28.1% compared to an increase in Fort Collins' sales of 22.1%. May 2021 sales are the basis for the City's June 2021 sales tax collections and net taxable amounts (which are included in this report).

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

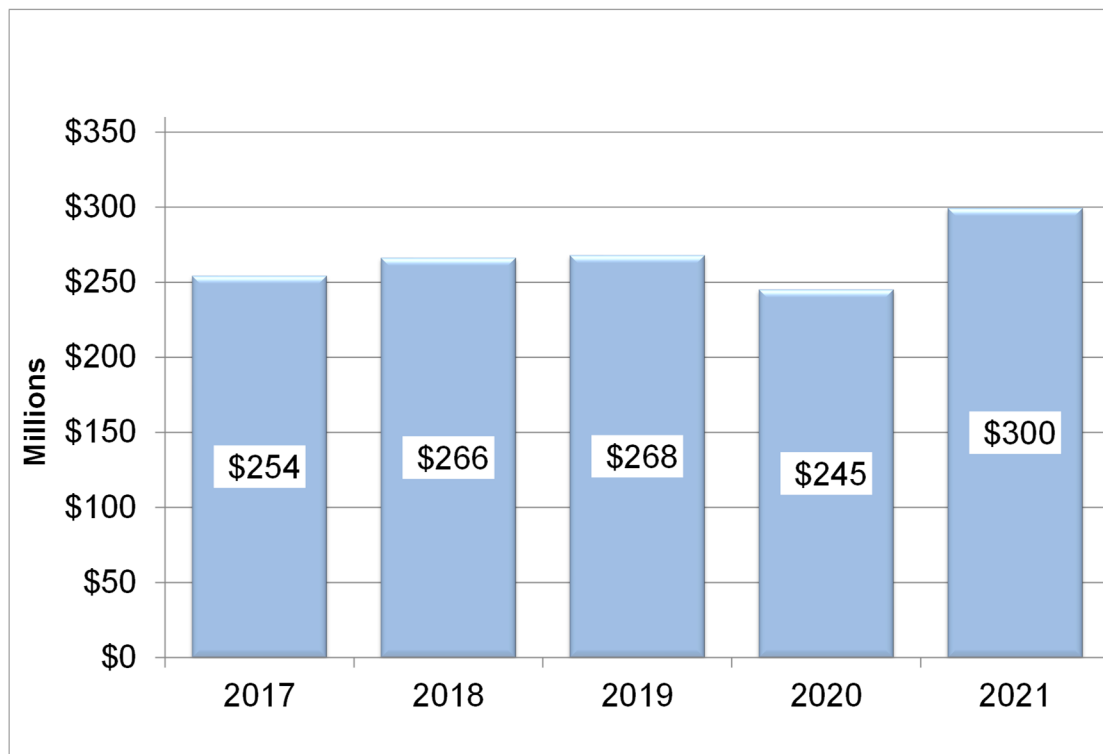


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

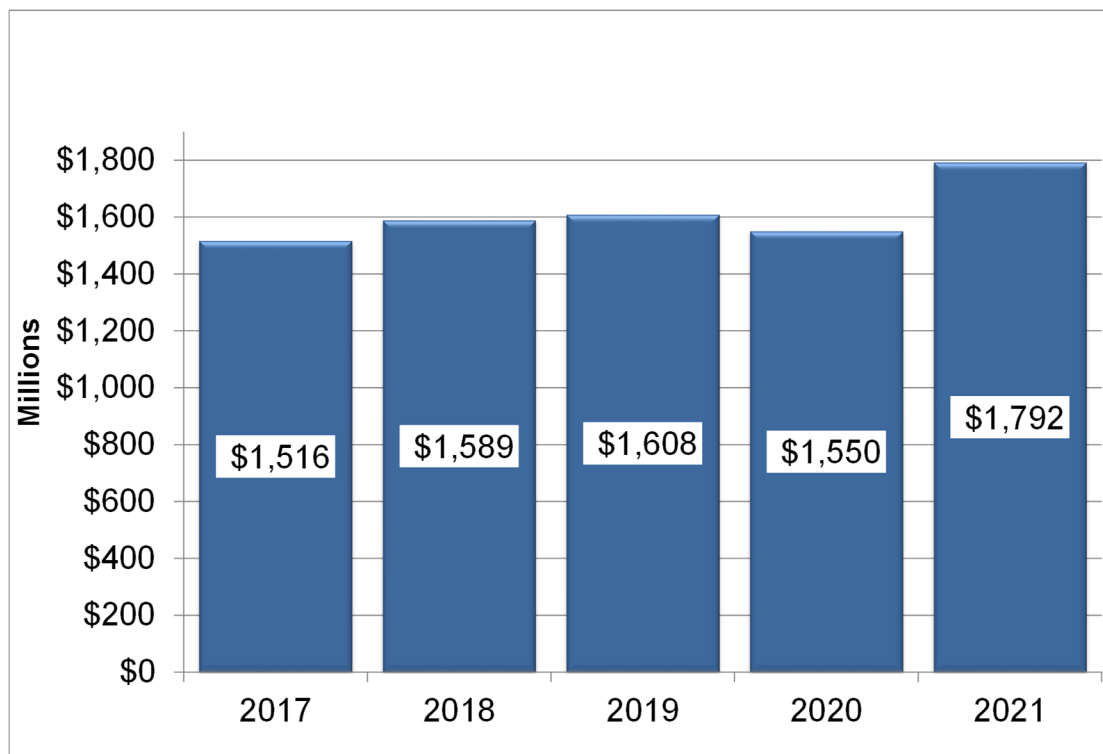
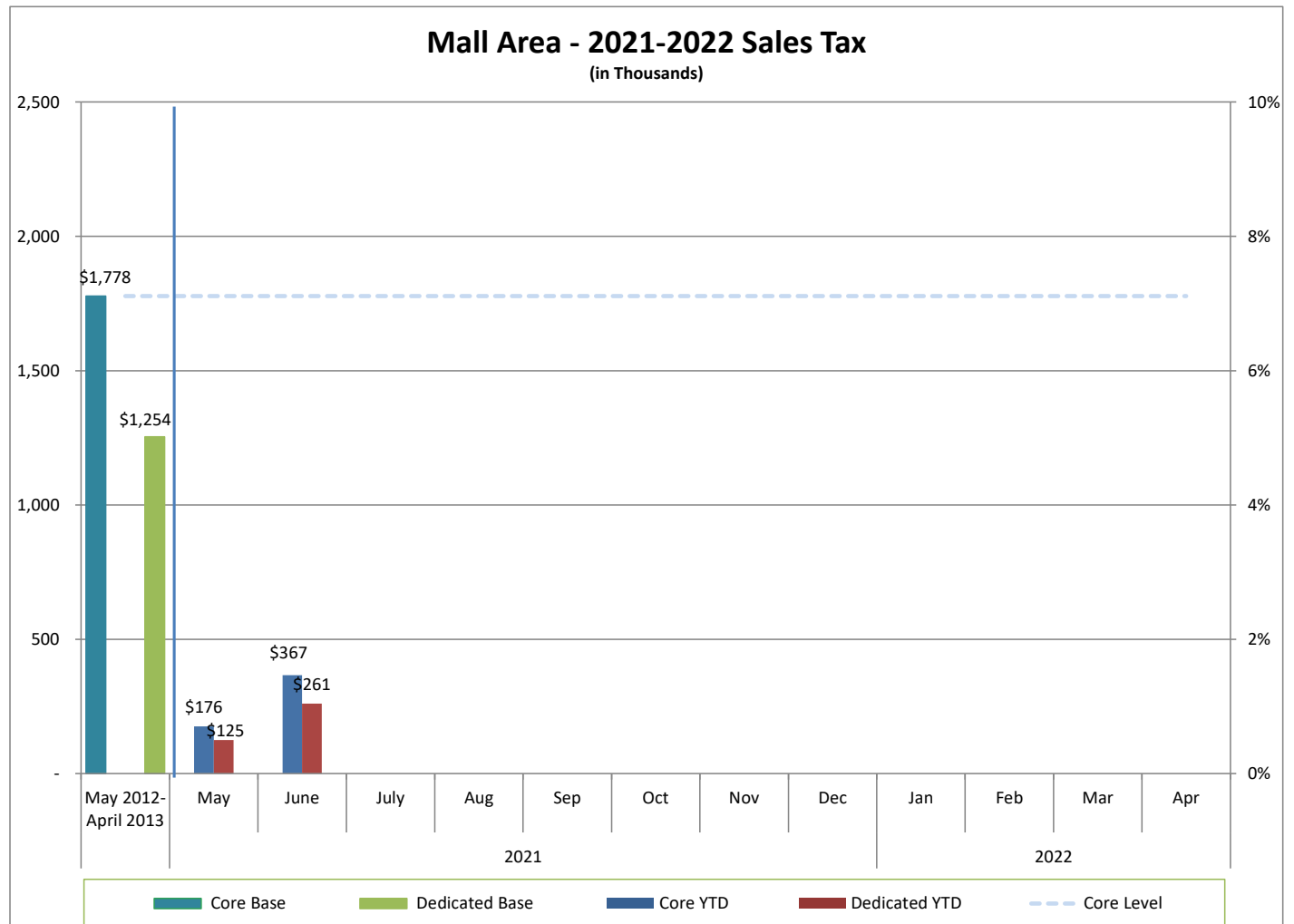


Figure 12. Metro District Reporting



The 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 June, 2021, the year to date core amount collected is \$367K 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 increased 29.7% from the same period in 2020.

Lodging Tax Collections. The City collected \$109K in lodging tax in June 2021. This was an increase of 308.0% from June 2020.

Sales Tax Licenses. There were 14,294 active sales tax licenses at the end of June.