



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 – July 2021

Issued August 10, 2021

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

JULY SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	23.4%	18.7%
Net Use Tax Collected:	10.5%	3.2%
Net Sales and Use Tax Collected:	21.5%	16.4%

Year to date, sales and use tax collections excluding rebates are up 16.4% and total \$89.4M.

JULY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	26.1%	20.0%
Net Use Tax Collected:	31.3%	10.2%
Net Sales and Use Tax Collected:	26.8%	18.6%

Year to date, the City has collected 18.6% more sales and use tax revenue, totaling \$14.0M over budget.

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

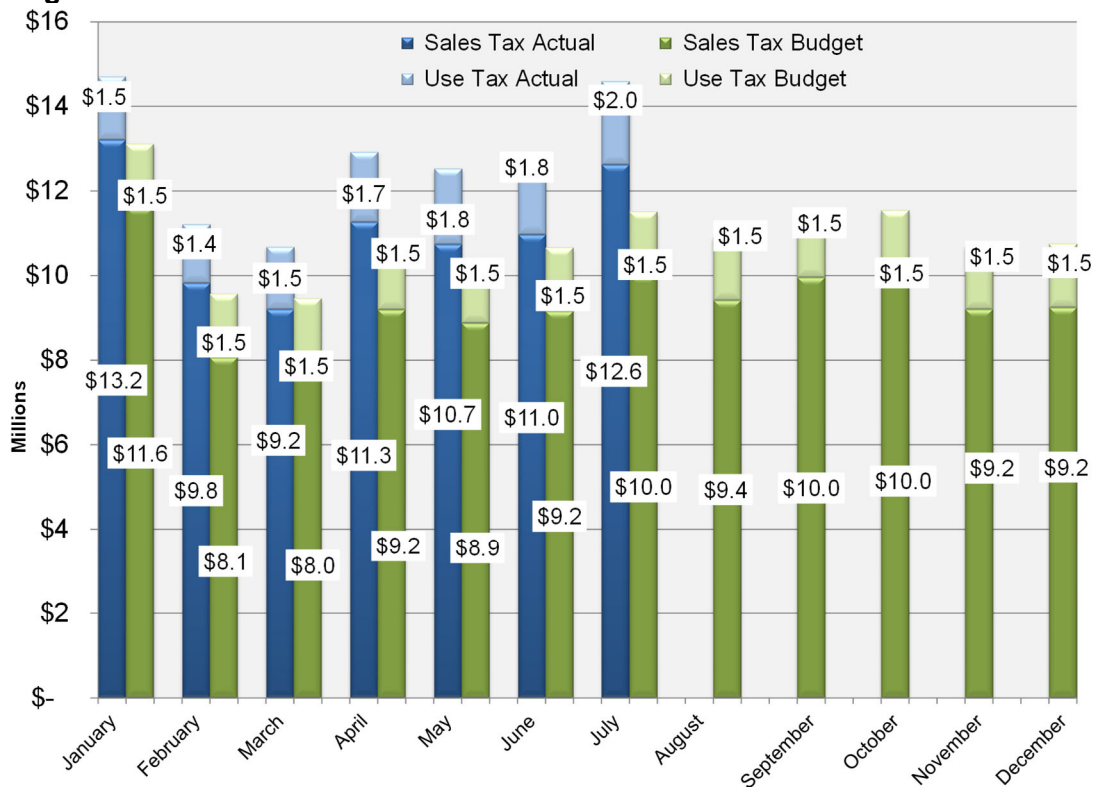


Figure 2. Sales and Use Tax Collected

	July			Year to Date		
	Actual 2020	Actual 2021	% Change	Actual 2020	Actual 2021	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,404,956	\$1,433,631	2.0%	\$10,259,096	\$10,178,835	-0.8%
Restaurants, Caterers and Bars	1,321,984	1,847,232	39.7%	8,613,542	10,508,880	22.0%
General Merchandise	963,211	1,038,634	7.8%	6,196,152	6,820,720	10.1%
Vehicle Sales, Parts and Repairs	865,730	967,669	11.8%	4,973,410	5,731,131	15.2%
Building Materials, Garden Equipment & Supplies	1,253,259	1,323,737	5.6%	6,307,831	6,902,665	9.4%
Sporting, Hobby, Book, Music	450,616	487,617	8.2%	2,343,140	3,175,949	35.5%
Broadcasting and Telecommunications	333,737	298,411	-10.6%	2,369,234	2,374,118	0.2%
Electronics and Appliances	313,132	461,270	47.3%	2,608,105	2,764,884	6.0%
Miscellaneous Retailers	960,301	1,573,329	63.8%	5,946,945	10,660,184	79.3%
Utilities	368,075	389,131	5.7%	2,917,881	3,142,680	7.7%
Clothing and Accessories	261,346	403,514	54.4%	1,704,961	2,353,951	38.1%
Pharmacy, Salon and Laundry	525,720	593,509	12.9%	3,482,857	3,749,062	7.6%
Other	265,021	439,833	66.0%	1,790,021	1,940,909	8.4%
Rental and Leasing Services	219,724	219,557	-0.1%	1,414,834	1,294,820	-8.5%
Furniture and Home Furnishings	194,060	268,566	38.4%	1,152,488	1,598,931	38.7%
Wholesale Trade	253,950	258,040	1.6%	1,511,053	1,568,102	3.8%
Lodging	93,447	284,005	203.9%	766,631	1,091,878	42.4%
Manufacturing	185,778	338,170	82.0%	1,662,619	1,989,211	19.6%
TOTAL SALES TAX	10,234,047	12,625,855	23.4%	66,020,800	77,846,910	17.9%
Less Mall Sales Tax Remittance*	0	0	0.0%	(426,675)	0	-100.0%
NET SALES TAX	10,234,047	12,625,855	23.4%	65,594,125	77,846,910	18.7%
USE TAX COLLECTIONS						
Building Permits	447,366	585,105	30.8%	3,266,883	3,098,225	-5.2%
Car Tax	511,849	856,487	67.3%	3,599,348	5,147,620	43.0%
Return Tax	822,425	527,526	-35.9%	4,342,519	3,324,634	-23.4%
TOTAL USE TAX	1,781,640	1,969,118	10.5%	11,208,750	11,570,479	3.2%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,781,640	1,969,118	10.5%	11,208,750	11,570,479	3.2%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	12,015,687	14,594,973	21.5%	77,229,550	89,417,389	15.8%
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	12,015,687	14,594,973	21.5%	76,802,875	89,417,389	16.4%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	721,663	888,398	23.1%	4,561,486	5,359,858	17.5%
Community Capital Improvement Program (.25%)	721,663	888,398	23.1%	4,561,486	5,359,858	17.5%
Natural Areas (.25%)	721,663	888,398	23.1%	4,561,486	5,359,858	17.5%
General Fund Renewable (.25%) **	2,445,695	885,968	-63.8%	15,385,538	5,331,008	-65.4%
General Fund (2.85%)	7,405,003	11,043,811	49.1%	48,159,554	68,006,807	41.2%
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%
NET SALES & USE TAX	\$12,015,687	\$14,594,973	21.5%	\$76,802,875	\$89,417,389	16.4%

* 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

July Sales Tax Collected. In July 2021, sales tax collected in Fort Collins increased 23.4% compared to July 2020. Sales tax collected totaled \$12.6M compared to \$10.2 in 2020.

July Use Tax Collected. The total use tax collected in July was \$2.0M, an increase of 10.5% compared to July 2020.

Net Sales and Use Tax Collected. Total tax collected of \$14.6M was 21.5% higher than July 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	12,625,855	10,011,325	2,614,530	26.1%	77,846,910	64,890,932	20.0%
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	77,846,910	64,890,932	12,955,978	20.0%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 77,846,910	\$ 64,890,932	\$ 12,955,978	20.0%		\$ 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	1,969,118	1,499,999	469,119	31.3%	11,570,479	10,499,993	10.2%
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	11,570,479	10,499,993	1,070,486	10.2%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 11,570,479	\$ 10,499,993	\$ 1,070,486	10.2%		\$ 18,000,000	

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

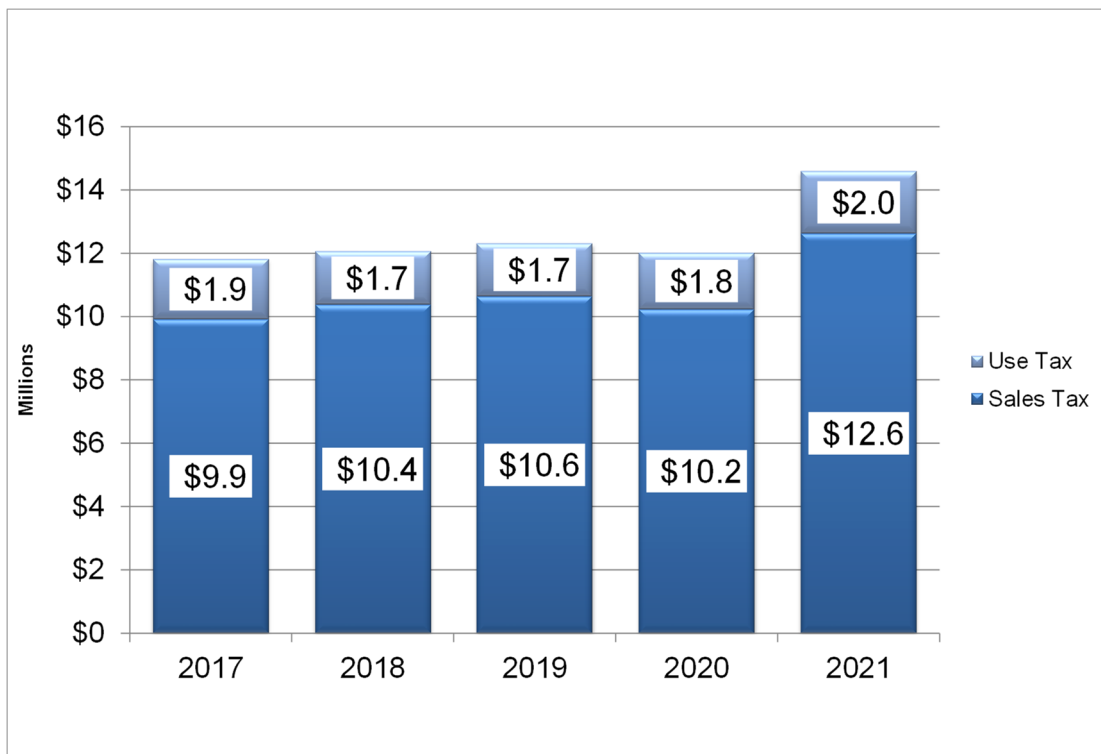
Fund	Actual July YTD	Budget July YTD	Over/(Under) Budget July YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	5,359,858	4,495,210	864,648	19.2%
Community Capital Improvement Program (.25%)	5,359,858	4,495,210	864,648	19.2%
Natural Areas and Parks (.25%)	5,359,858	4,495,210	864,648	19.2%
General Fund Renewable (.25%)*	5,331,008	4,495,210	835,798	18.6%
General Fund (2.85%) (net of rebates)	68,006,807	57,410,085	10,596,722	18.5%
General Fund Economic Rebates	0	584,412	(584,412)	100.0%
Total Collections	\$ 89,417,389	\$ 75,975,337	\$ 13,442,052	

*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

July Sales Tax Budget to Actual. In July 2021, sales tax collected in Fort Collins was \$2.6M more than budget.

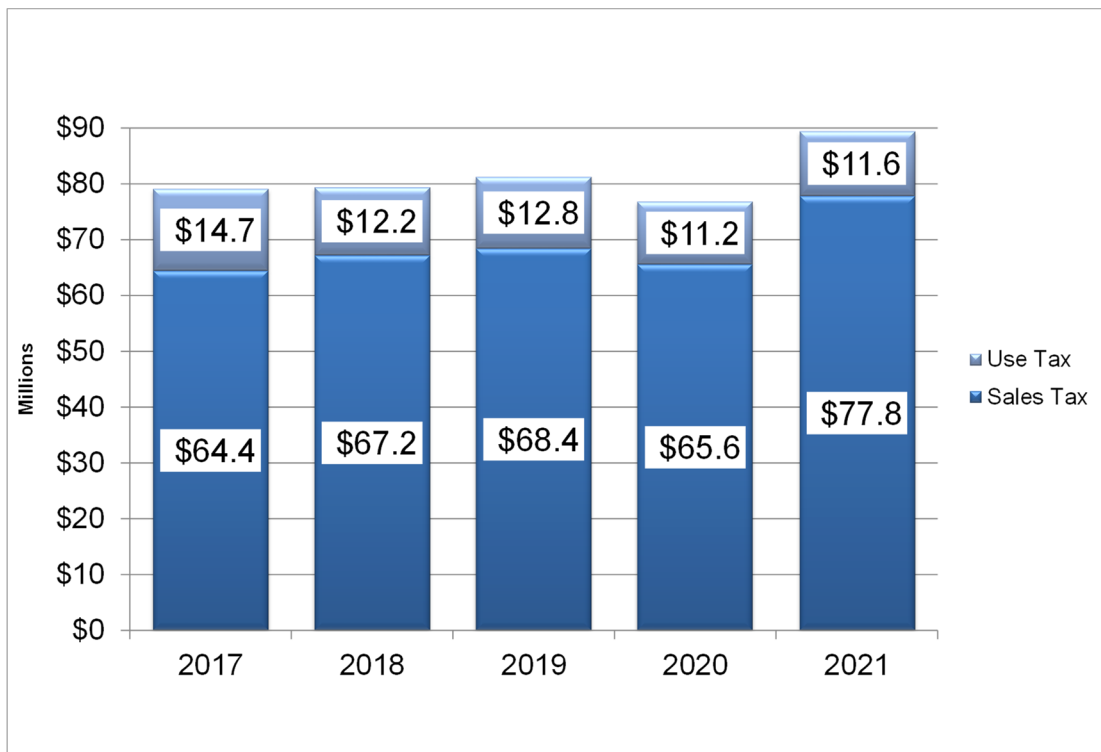
July Use Tax Budget to Actual Excluding Rebates. In July 2021, use tax collected in Fort Collins was \$469K more than budget.

Figure 6. July Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

	July			Year to Date		
	Actual 2020	Actual 2021	% Change	Actual 2020	Actual 2021	% Change
\$ in Millions						
SALES TAX						
Grocery, Convenience, Liquor	\$49.1	\$49.5	0.8%	\$362.8	\$356.2	-1.8%
Restaurants, Caterers and Bars	33.7	46.0	36.7%	222.6	270.8	21.7%
General Merchandise	28.5	31.1	9.0%	181.7	207.4	14.1%
Vehicle Sales, Parts and Repairs	22.1	24.9	12.8%	127.8	148.5	16.2%
Building Materials, Garden Equipment & Supplies	32.6	34.4	5.8%	164.1	178.5	8.8%
Sporting, Hobby, Book, Music	11.7	12.7	8.5%	64.3	82.1	27.7%
Broadcasting and Telecommunications	8.7	7.7	-10.6%	61.4	56.2	-8.5%
Electronics and Appliances	8.3	12.0	43.4%	67.7	71.5	5.6%
Miscellaneous Retailers	25.0	40.9	63.5%	154.5	277.2	79.4%
Utilities	9.7	10.1	4.5%	75.9	81.6	7.6%
Clothing and Accessories	6.7	10.4	54.4%	44.2	61.0	38.0%
Pharmacy, Salon and Laundry	13.7	15.4	12.5%	90.9	97.8	7.6%
Other	6.9	11.0	58.0%	46.0	49.7	8.0%
Rental and Leasing Services	5.7	5.7	-0.8%	36.8	32.4	-11.9%
Furniture and Home Furnishings	5.1	6.7	32.2%	30.4	41.4	35.9%
Wholesale Trade	6.7	6.8	1.8%	40.2	41.0	1.9%
Lodging	2.4	7.3	206.6%	19.6	28.3	44.5%
Manufacturing	4.9	8.8	80.6%	40.6	52.1	28.2%
NET TAXABLE SUBJECT TO SALES TAX	281.5	341.5	21.3%	1,831.6	2,133.7	16.5%
USE TAX						
Building Permits	11.6	15.2	30.8%	84.9	80.5	-5.2%
Car Tax	13.3	22.2	67.3%	93.5	133.7	43.0%
Return Tax	21.4	13.7	-35.9%	112.8	86.4	-23.4%
NET TAXABLE SUBJECT TO USE TAX	46.3	51.1	10.5%	291.1	300.5	3.2%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$327.8	\$392.7	19.8%	\$2,122.7	\$2,434.2	14.7%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from June 2020 United States	% Change from June 2020 Fort Collins
Grocery, Convenience, Liquor	2.5	0.8
Restaurants, Caterers & Bars	40.2	36.7
General Merchandise	10.5	9.0
Vehicle Sales, Parts & Repairs	19.5	12.8
Building Materials, Garden Equipment & Supplies	6.8	5.8
Clothing & Accessories	47.1	54.4
Furniture & Home Furnishings	17.1	32.2
Total	18.0	21.3

At the national level, June 2021 retail sales (as reported on July 16, 2021) increased by 18.0% compared to an increase in Fort Collins' sales of 21.3%. June 2021 sales are the basis for the City's July 2021 sales tax collections and net taxable amounts (which are included in this report).

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

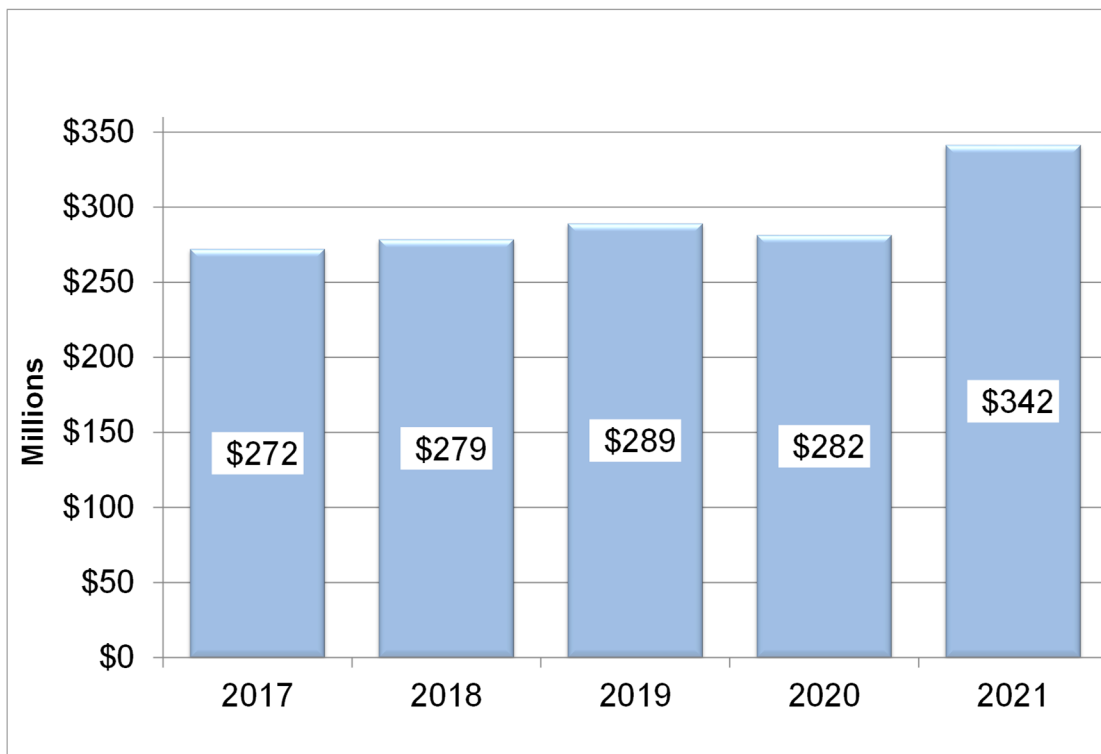


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

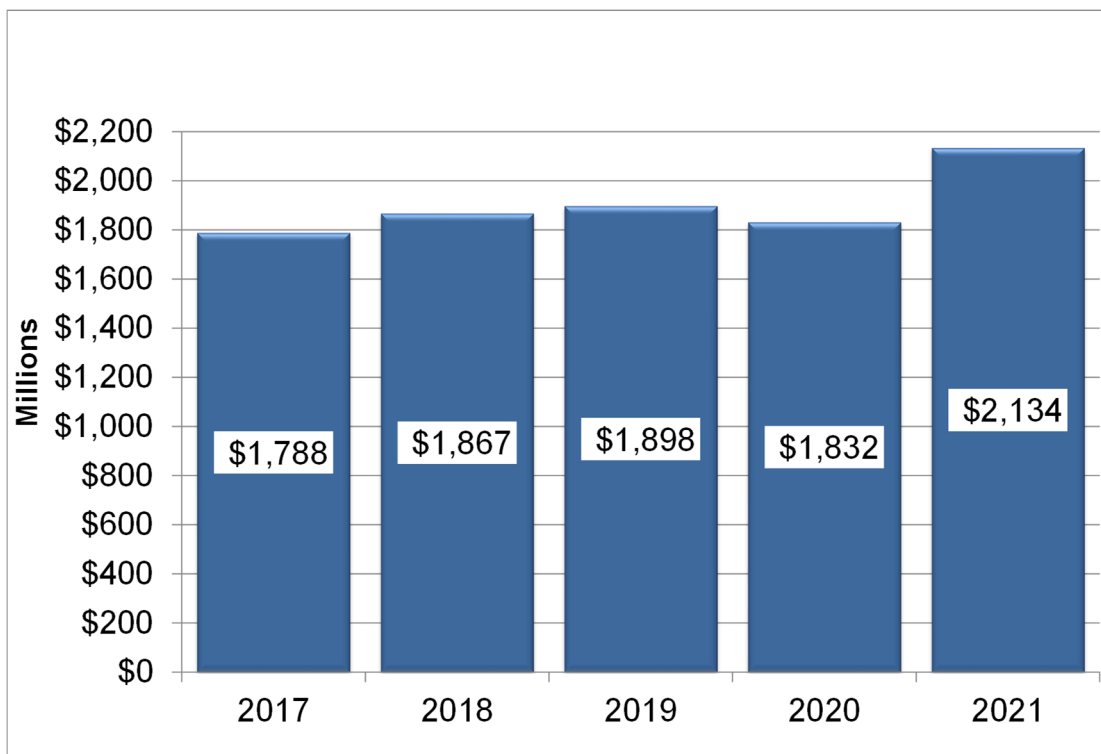
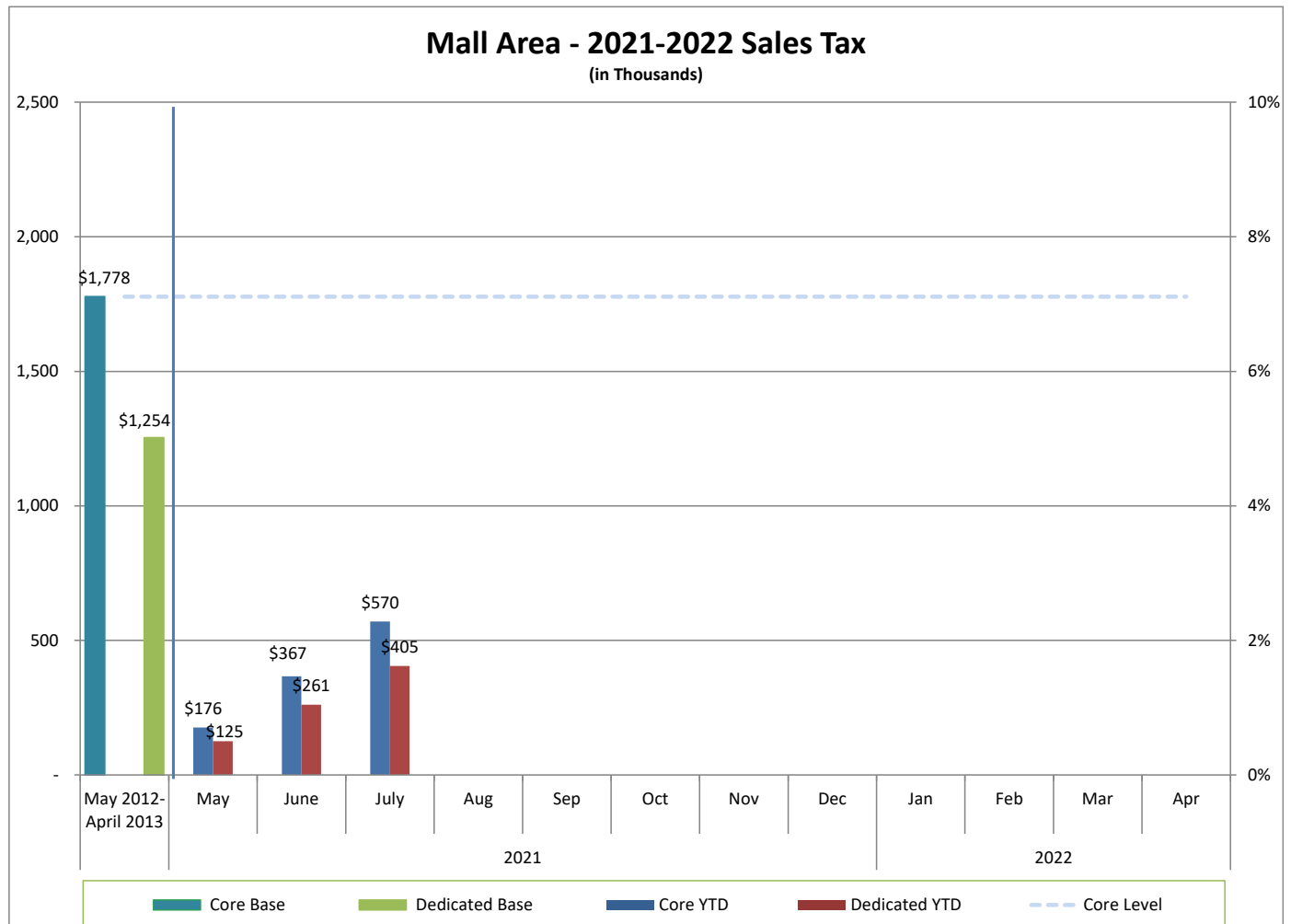


Figure 12. Metro District Reporting



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 July, 2021, the year to date core amount collected is \$570K resulting in no tax due to the Metro District.

Sales Tax in the City's Downtown Area. The sales tax collected in July for the downtown area increased 24.2% from the same period in 2020.

Lodging Tax Collections. The City collected \$210K in lodging tax in July 2021. This was an increase of 208.3% from July 2020.

Sales Tax Licenses. There were 14,389 active sales tax licenses at the end of July.