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## Sales and Use Tax Collection Report – October 2021

Issued November 10, 2021

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:	18.1%	19.9%
Net Use Tax Collected:	2.7%	2.1%
Net Sales and Use Tax Collected:	16.1%	17.2%

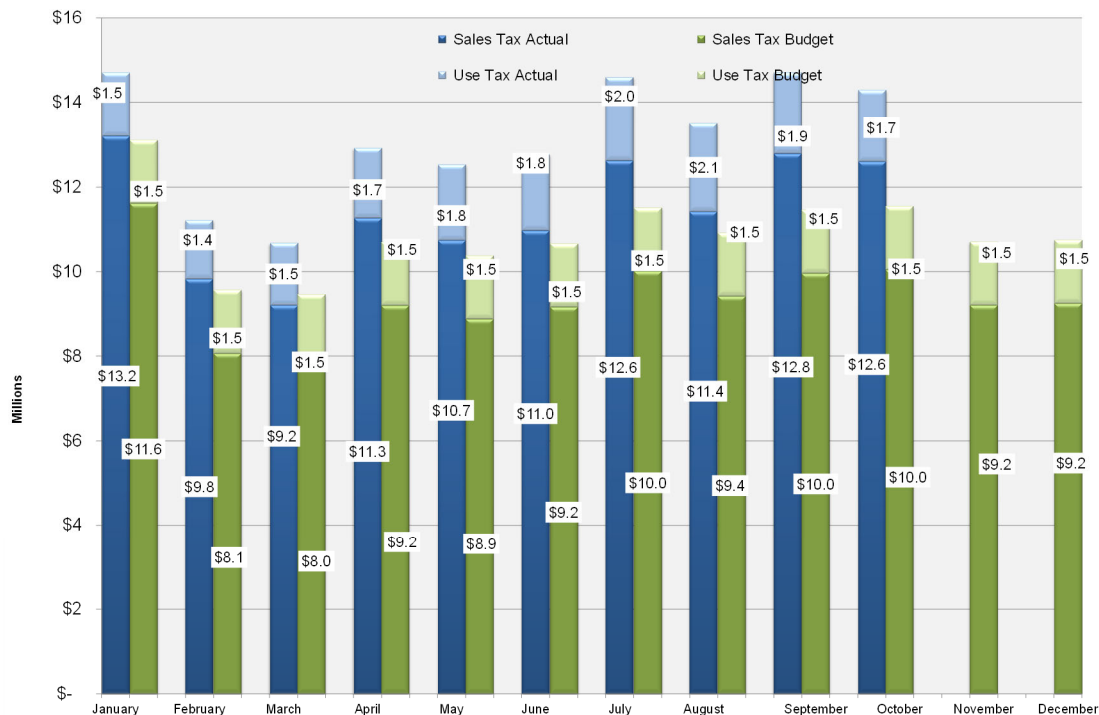
Year to date, sales and use tax collections excluding rebates are up 17.2% and total \$132.0M.

### OCTOBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	25.4%	21.6%
Net Use Tax Collected:	12.7%	15.1%
Net Sales and Use Tax Collected:	23.8%	20.7%

Year to date, the City has collected 20.7% more sales and use tax revenue, totaling \$22.6M over 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 2020	Actual 2021	% Change	Actual 2020	Actual 2021	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,402,339	\$1,445,892	3.1%	\$14,478,817	\$14,440,881	-0.3%
Restaurants, Caterers and Bars	1,435,120	1,894,029	32.0%	12,907,565	16,083,394	24.6%
General Merchandise	1,051,613	1,019,164	-3.1%	8,966,597	9,891,212	10.3%
Vehicle Sales, Parts and Repairs	833,881	881,941	5.8%	7,476,701	8,403,536	12.4%
Building Materials, Garden Equipment & Supplies	994,129	963,291	-3.1%	9,222,598	9,880,027	7.1%
Sporting, Hobby, Book, Music	497,993	605,698	21.6%	3,673,636	4,697,226	27.9%
Broadcasting and Telecommunications	276,809	334,048	20.7%	3,271,581	3,313,923	1.3%
Electronics and Appliances	337,995	423,495	25.3%	3,510,567	3,931,706	12.0%
Miscellaneous Retailers	1,191,583	1,692,222	42.0%	8,960,639	15,321,220	71.0%
Utilities	445,007	473,669	6.4%	4,219,027	4,687,652	11.1%
Clothing and Accessories	311,032	443,436	42.6%	2,570,654	3,609,302	40.4%
Pharmacy, Salon and Laundry	549,887	592,929	7.8%	5,113,913	5,489,739	7.3%
Other	274,587	429,887	56.6%	2,417,752	2,960,518	22.4%
Rental and Leasing Services	202,218	202,020	-0.1%	1,964,914	1,851,481	-5.8%
Furniture and Home Furnishings	220,590	291,461	32.1%	1,777,356	2,431,218	36.8%
Wholesale Trade	247,394	242,150	-2.1%	2,099,262	2,166,297	3.2%
Lodging	164,277	288,332	75.5%	1,225,766	2,012,227	64.2%
Manufacturing	232,423	379,288	63.2%	2,212,438	3,487,198	57.6%
<b>TOTAL SALES TAX</b>	<b>10,668,877</b>	<b>12,602,952</b>	<b>18.1%</b>	<b>96,069,783</b>	<b>114,658,757</b>	<b>19.3%</b>
Less Mall Sales Tax Remittance*	0	0	0.0%	(426,675)	0	-100.0%
<b>NET SALES TAX</b>	<b>10,668,877</b>	<b>12,602,952</b>	<b>18.1%</b>	<b>95,643,108</b>	<b>114,658,757</b>	<b>19.9%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	220,363	364,764	65.5%	4,403,545	4,732,131	7.5%
Car Tax	744,039	738,830	-0.7%	6,081,579	7,464,435	22.7%
Return Tax	680,893	586,348	-13.9%	6,421,667	5,073,679	-21.0%
<b>TOTAL USE TAX</b>	<b>1,645,295</b>	<b>1,689,942</b>	<b>2.7%</b>	<b>16,906,791</b>	<b>17,270,245</b>	<b>2.1%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,645,295</b>	<b>1,689,942</b>	<b>2.7%</b>	<b>16,906,791</b>	<b>17,270,245</b>	<b>2.1%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>12,314,172</b>	<b>14,292,894</b>	16.1%	<b>112,976,574</b>	<b>131,929,002</b>	16.8%
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%
<b>NET SALES &amp; USE TAX</b>	<b>12,314,172</b>	<b>14,292,894</b>	<b>16.1%</b>	<b>112,549,899</b>	<b>131,929,002</b>	<b>17.2%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	732,915	866,885	18.3%	6,707,079	7,944,825	18.5%
Community Capital Improvement Program (.25%)	732,915	866,885	18.3%	6,707,079	7,944,825	18.5%
Natural Areas (.25%)	732,915	866,885	18.3%	6,707,079	7,944,825	18.5%
General Fund Renewable (.25%) **	2,482,592	862,085	-65.3%	22,618,475	7,899,970	-65.1%
General Fund (2.85%)	7,632,835	10,830,154	41.9%	70,236,862	100,194,557	42.7%
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>\$12,314,172</b>	<b>\$14,292,894</b>	<b>16.1%</b>	<b>\$112,549,899</b>	<b>\$131,929,002</b>	<b>17.2%</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

**October Sales Tax Collected.** In October 2021, sales tax collected in Fort Collins increased 18.1% compared to October 2020. Sales tax collected totaled \$12.6M compared to \$10.7M in 2020.

**October Use Tax Collected.** The total use tax collected in October was \$1.7M, an increase of 2.7% compared to October 2020.

**Net Sales and Use Tax Collected.** Total tax collected of \$14.3M was 16.1% higher than October 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	11,418,124	9,418,526	1,999,598	21.2%	89,265,034	74,309,458	20.1%
September	12,790,771	9,958,439	2,832,332	28.4%	102,055,805	84,267,897	21.1%
October	12,602,952	10,046,851	2,556,101	25.4%	114,658,757	94,314,748	21.6%
November	-	-	-	0.0%	-	103,519,898	0.0%
December	-	-	-	0.0%	-	112,768,549	0.0%
Net Collections	114,658,757	94,314,748	20,344,009	21.6%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 114,658,757	\$ 94,314,748	\$ 20,344,009	21.6%		\$ 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	2,093,235	1,499,999	593,236	39.5%	13,663,714	11,999,992	13.9%
September	1,916,589	1,499,999	416,590	27.8%	15,580,303	13,499,991	15.4%
October	1,689,942	1,499,999	189,943	12.7%	17,270,245	14,999,990	15.1%
November	-	-	-	0.0%	-	16,499,989	0.0%
December	-	-	-	0.0%	-	18,000,000	0.0%
Net Collections	17,270,245	14,999,990	2,270,255	15.1%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 17,270,245	\$ 14,999,990	\$ 2,270,255	15.1%		\$ 18,000,000	

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

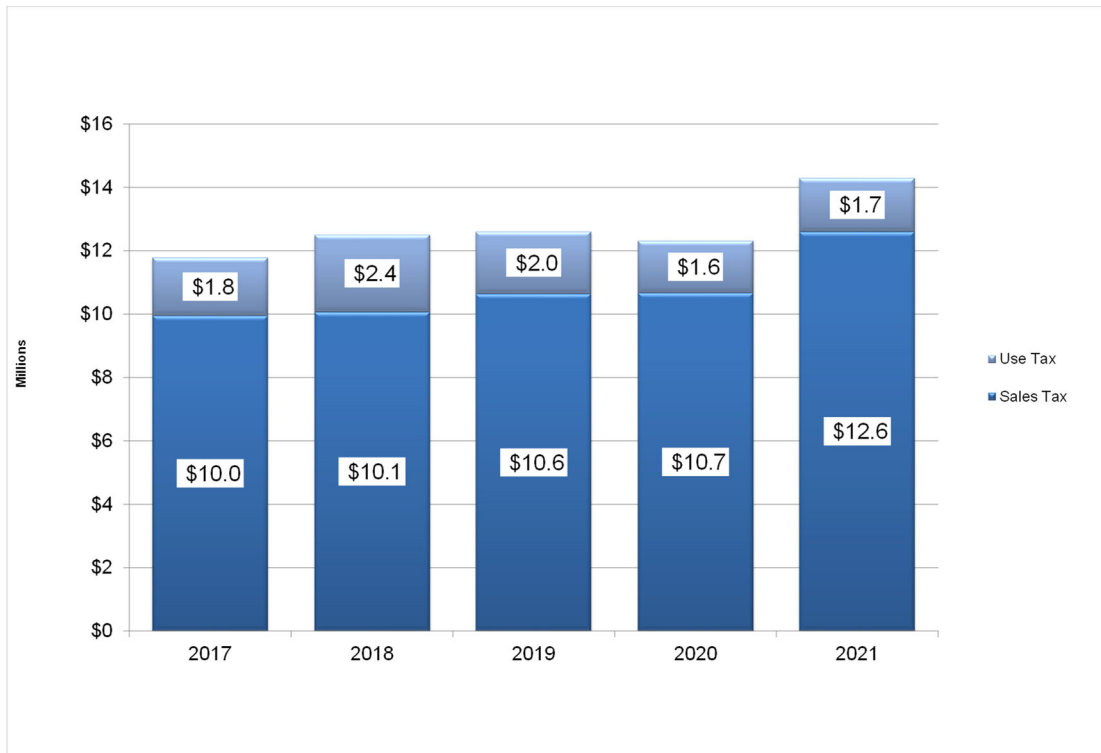
Fund	Actual Oct YTD	Budget Oct YTD	Over/(Under) Budget Oct YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	7,944,825	6,516,543	1,428,282	21.9%
Community Capital Improvement Program (.25%)	7,944,825	6,516,543	1,428,282	21.9%
Natural Areas and Parks (.25%)	7,944,825	6,516,543	1,428,282	21.9%
General Fund Renewable (.25%)*	7,899,970	6,516,543	1,383,427	21.2%
General Fund (2.85%) (net of rebates)	100,194,557	83,248,566	16,945,991	20.4%
General Fund Economic Rebates	0	876,618	(876,618)	100.0%
Total Collections	\$ 131,929,002	\$ 110,191,356	\$ 21,737,646	

\*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

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

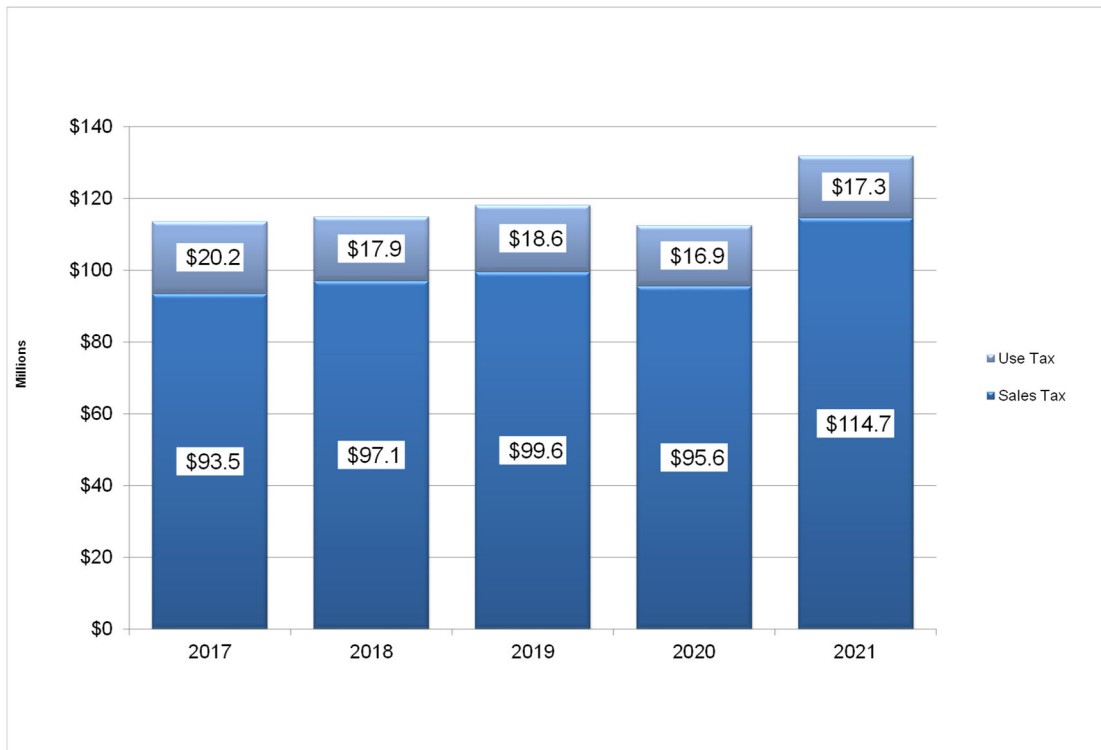
**October Use Tax Budget to Actual Excluding Rebates.** In October 2021, use tax collected in Fort Collins was \$190K more than budget.

**Figure 6. October Collections\***



\*Total collections after rebates.

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



\*Total collections after rebates.

**Figure 8. Net Taxable**

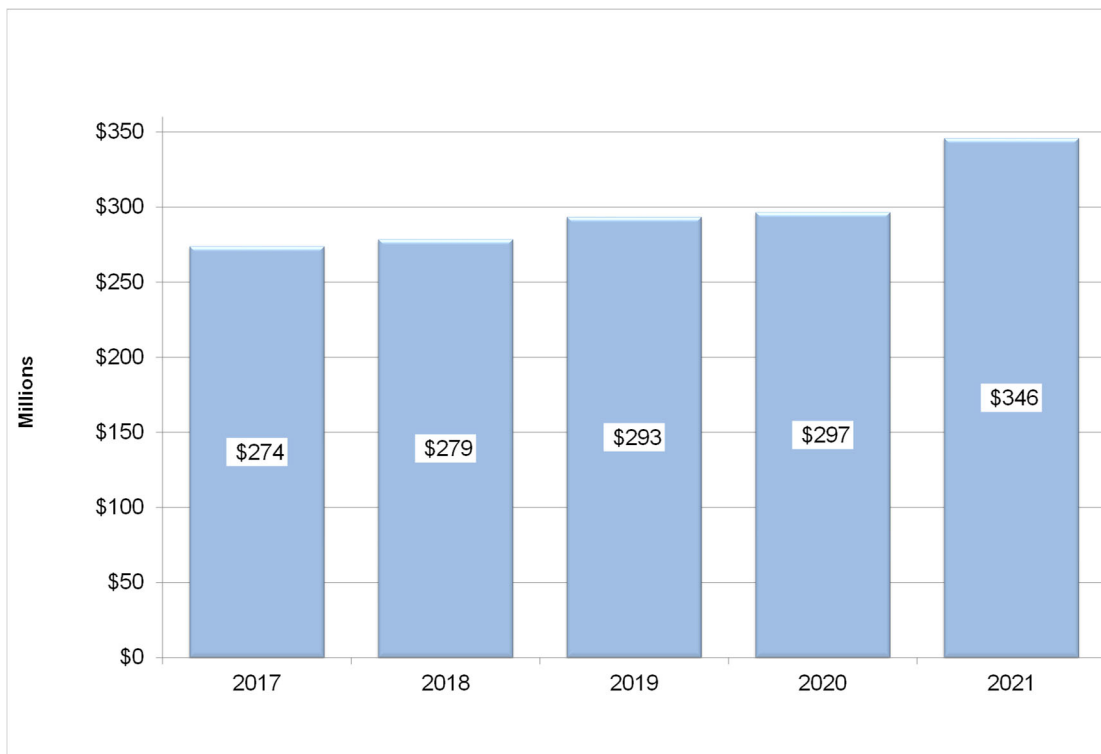
	October Sales			Year to Date		
	Actual 2020	Actual 2021	% Change	Actual 2020	Actual 2021	% Change
\$ in Millions						
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$49.2	\$50.3	2.2%	\$509.9	\$503.6	-1.2%
Restaurants, Caterers and Bars	37.5	49.1	30.9%	334.6	415.4	24.2%
General Merchandise	32.8	30.6	-6.7%	265.0	299.0	12.8%
Vehicle Sales, Parts and Repairs	21.6	22.9	5.9%	192.7	217.6	12.9%
Building Materials, Garden Equipment & Supplies	25.8	27.8	7.6%	239.8	258.5	7.8%
Sporting, Hobby, Book, Music	12.9	15.7	21.6%	98.9	121.3	22.6%
Broadcasting and Telecommunications	7.2	8.7	20.4%	84.9	80.6	-5.0%
Electronics and Appliances	8.9	11.0	23.6%	91.1	101.3	11.3%
Miscellaneous Retailers	30.4	44.2	45.4%	231.8	398.5	71.9%
Utilities	11.6	12.3	6.4%	109.7	118.7	8.2%
Clothing and Accessories	8.1	11.5	42.1%	66.8	92.8	39.0%
Pharmacy, Salon and Laundry	14.5	15.5	6.4%	133.5	143.0	7.1%
Other	7.1	9.5	32.7%	62.6	71.4	14.2%
Rental and Leasing Services	5.4	5.2	-2.6%	51.2	46.9	-8.4%
Furniture and Home Furnishings	5.7	7.5	31.8%	46.0	62.8	36.3%
Wholesale Trade	6.6	6.8	3.2%	55.9	57.3	2.4%
Lodging	4.3	7.4	73.4%	31.7	52.0	64.2%
Manufacturing	6.8	9.9	45.6%	55.9	91.1	63.0%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>296.5</b>	<b>346.0</b>	<b>16.7%</b>	<b>2,662.0</b>	<b>3,131.8</b>	<b>17.6%</b>
<b>USE TAX</b>						
Building Permits	5.7	9.5	65.5%	114.4	122.9	7.5%
Car Tax	19.3	19.2	-0.7%	158.0	193.9	22.7%
Return Tax	17.7	15.2	-13.9%	166.8	131.8	-21.0%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>42.7</b>	<b>43.9</b>	<b>2.7%</b>	<b>439.1</b>	<b>448.6</b>	<b>2.1%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$339.3</b>	<b>\$389.9</b>	<b>14.9%</b>	<b>\$3,101.1</b>	<b>\$3,580.4</b>	<b>15.5%</b>

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

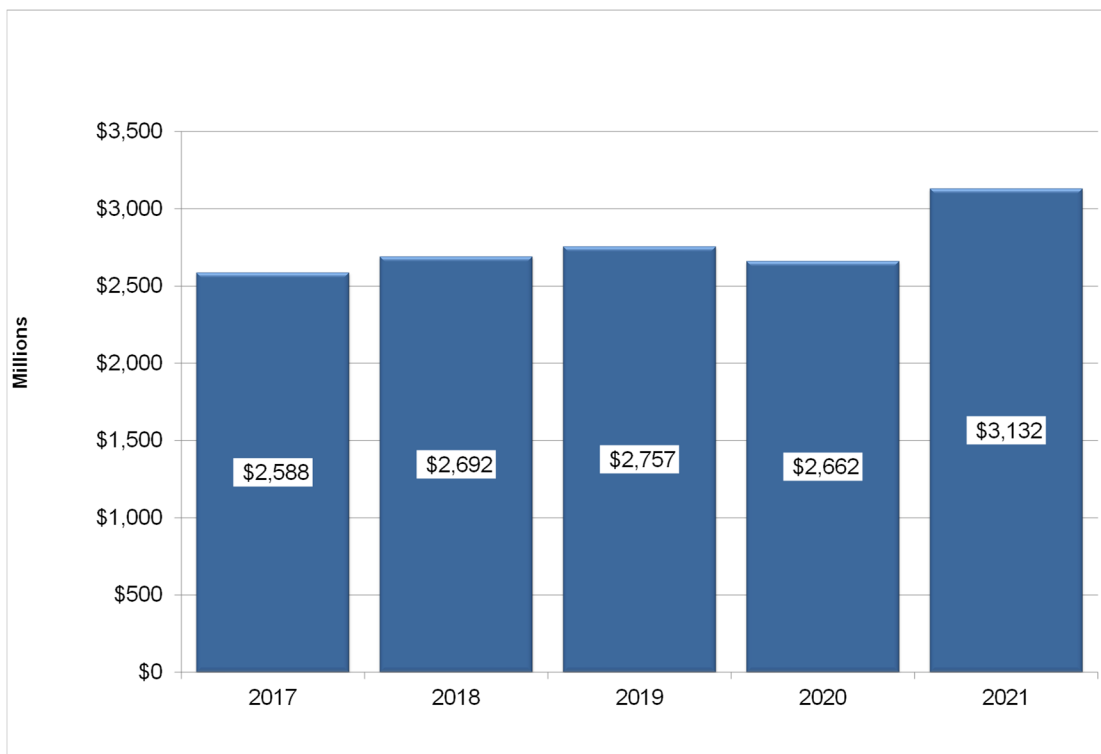
Retail Sales Category	% Change from September 2020 United States	% Change from September 2020 Fort Collins
Grocery, Convenience, Liquor	7.0	2.2
Restaurants, Caterers & Bars	29.5	30.9
General Merchandise	13.2	-6.7
Vehicle Sales, Parts & Repairs	7.8	5.9
Building Materials, Garden Equipment & Supplies	5.8	7.6
Clothing & Accessories	22.4	42.1
Furniture & Home Furnishings	13.4	31.8
<b>Total</b>	<b>13.9</b>	<b>16.7</b>

At the national level, September 2021 retail sales (as reported on October 15, 2021) increased by 13.9% compared to an increase in Fort Collins' sales of 16.7%. September 2021 sales are the basis for the City's October 2021 sales tax collections and net taxable amounts (which are included in this report).

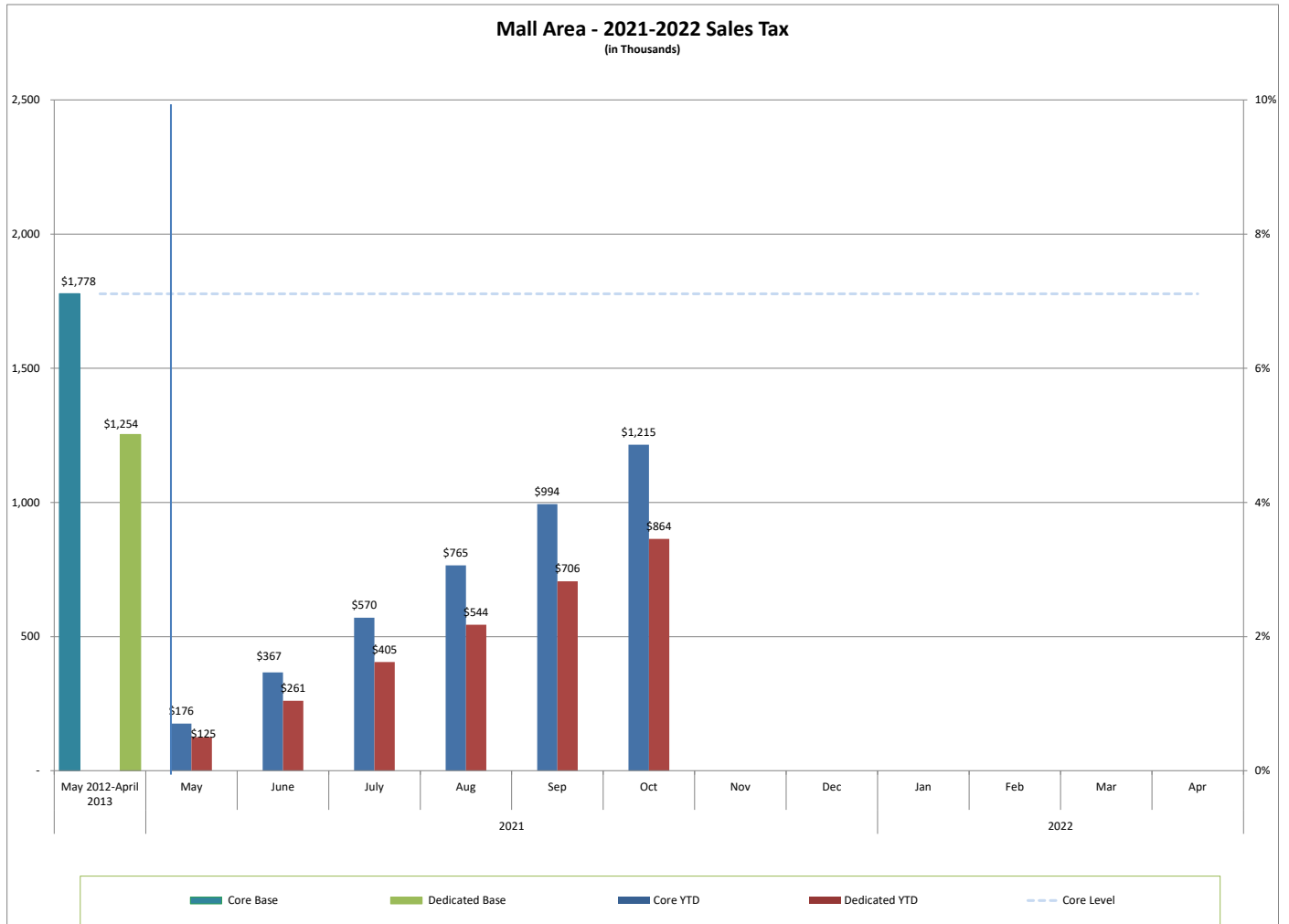
**Figure 10. October - Net Taxable Sales Subject to Sales Tax**



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



**Figure 12. Metro District Reporting**



The 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 October, 2021, the year to date core amount collected is \$1.2M 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 increased 17.8% from the same period in 2020.

**Lodging Tax Collections.** The City collected \$221K in lodging tax in October 2021. This was an increase of 89.6% from October 2020.

**Sales Tax Licenses.** There were 14,655 active sales tax licenses at the end of October.