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## Sales and Use Tax Collection Report – November 2021

Issued December 10, 2021

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:	21.9%	20.1%
Net Use Tax Collected:	36.1%	5.0%
Net Sales and Use Tax Collected:	23.9%	17.8%

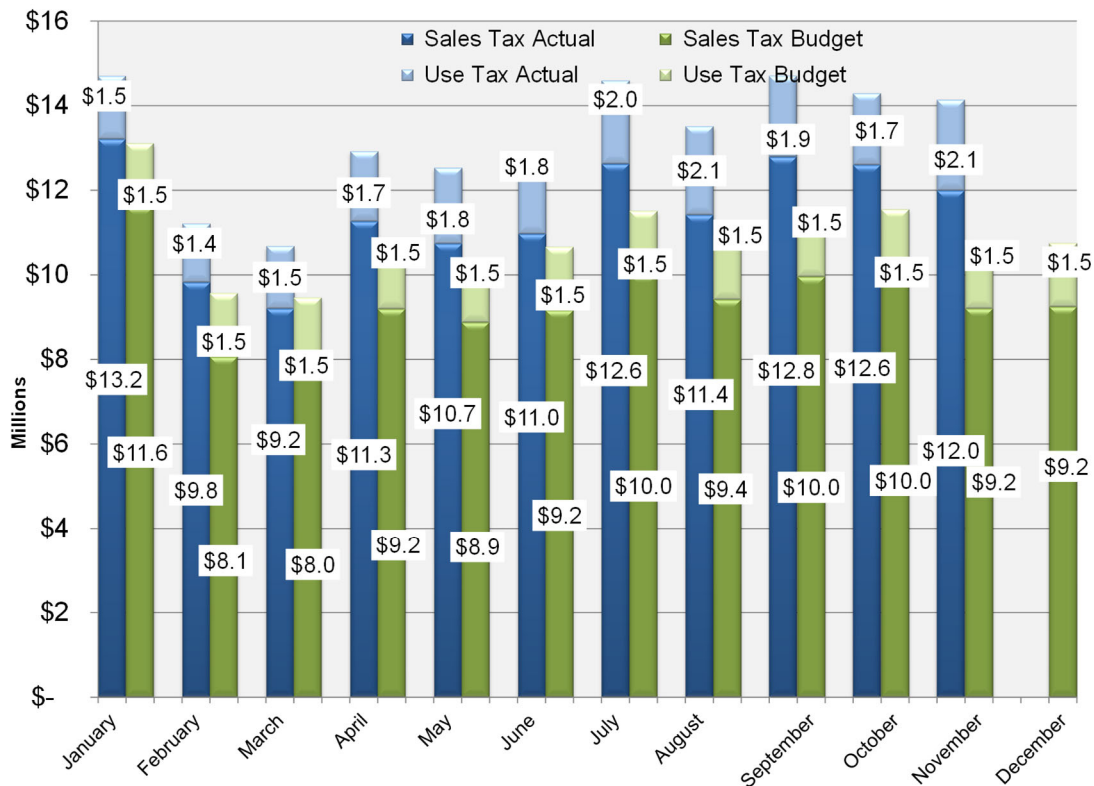
Year to date, sales and use tax collections excluding rebates are up 17.8% and total \$146.1M.

### NOVEMBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	30.3%	22.3%
Net Use Tax Collected:	43.1%	17.7%
Net Sales and Use Tax Collected:	32.1%	21.7%

Year to date, the City has collected 21.7% more sales and use tax revenue, totaling \$26.1M over 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 2020	Actual 2021	% Change	Actual 2020	Actual 2021	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,390,362	\$1,581,611	13.8%	\$15,869,179	\$16,022,492	1.0%
Restaurants, Caterers and Bars	1,476,621	1,886,975	27.8%	14,384,186	17,970,369	24.9%
General Merchandise	949,199	991,042	4.4%	9,915,796	10,882,254	9.7%
Vehicle Sales, Parts and Repairs	838,497	751,195	-10.4%	8,315,198	9,154,731	10.1%
Building Materials, Garden Equipment & Supplies	861,208	958,823	11.3%	10,083,806	10,838,850	7.5%
Sporting, Hobby, Book, Music	344,454	923,911	168.2%	4,018,090	5,621,137	39.9%
Broadcasting and Telecommunications	315,645	332,225	5.3%	3,587,226	3,646,148	1.6%
Electronics and Appliances	316,817	359,232	13.4%	3,827,384	4,290,938	12.1%
Miscellaneous Retailers	914,633	1,454,489	59.0%	9,875,272	16,775,709	69.9%
Utilities	377,258	416,950	10.5%	4,596,285	5,104,602	11.1%
Clothing and Accessories	316,740	420,369	32.7%	2,887,394	4,029,671	39.6%
Pharmacy, Salon and Laundry	550,603	567,832	3.1%	5,664,516	6,057,571	6.9%
Other	195,047	236,847	21.4%	2,612,799	3,197,365	22.4%
Rental and Leasing Services	186,272	157,970	-15.2%	2,151,186	2,009,451	-6.6%
Furniture and Home Furnishings	193,247	237,695	23.0%	1,970,603	2,668,913	35.4%
Wholesale Trade	160,429	220,717	37.6%	2,259,691	2,387,014	5.6%
Lodging	199,601	242,515	21.5%	1,425,367	2,254,742	58.2%
Manufacturing	255,342	255,851	0.2%	2,467,780	3,743,049	51.7%
<b>TOTAL SALES TAX</b>	<b>9,841,975</b>	<b>11,996,249</b>	<b>21.9%</b>	<b>105,911,758</b>	<b>126,655,006</b>	<b>19.6%</b>
Less Mall Sales Tax Remittance*	0	0	0.0%	(426,675)	0	-100.0%
<b>NET SALES TAX</b>	<b>9,841,975</b>	<b>11,996,249</b>	<b>21.9%</b>	<b>105,485,083</b>	<b>126,655,006</b>	<b>20.1%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	363,367	698,562	92.2%	4,766,912	5,430,693	13.9%
Car Tax	788,168	765,353	-2.9%	6,869,747	8,229,788	19.8%
Return Tax	425,157	682,274	60.5%	6,846,824	5,755,953	-15.9%
<b>TOTAL USE TAX</b>	<b>1,576,692</b>	<b>2,146,189</b>	<b>36.1%</b>	<b>18,483,483</b>	<b>19,416,434</b>	<b>5.0%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,576,692</b>	<b>2,146,189</b>	<b>36.1%</b>	<b>18,483,483</b>	<b>19,416,434</b>	<b>5.0%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>11,418,667</b>	<b>14,142,438</b>	<b>23.9%</b>	<b>124,395,241</b>	<b>146,071,440</b>	<b>17.4%</b>
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>11,418,667</b>	<b>14,142,438</b>	<b>23.9%</b>	<b>123,968,566</b>	<b>146,071,440</b>	<b>17.8%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	682,789	852,894	24.9%	7,389,868	8,797,719	19.1%
Community Capital Improvement Program (.25%)	682,789	852,894	24.9%	7,389,868	8,797,719	19.1%
Natural Areas (.25%)	682,789	852,894	24.9%	7,389,868	8,797,719	19.1%
General Fund Renewable (.25%) **	2,298,236	843,221	-63.3%	24,916,711	8,743,191	-64.9%
General Fund (2.85%)	7,072,064	10,740,535	51.9%	77,308,926	110,935,092	43.5%
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>\$11,418,667</b>	<b>\$14,142,438</b>	<b>23.9%</b>	<b>\$123,968,566</b>	<b>\$146,071,440</b>	<b>17.8%</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

**November Sales Tax Collected.** In November 2021, sales tax collected in Fort Collins increased 21.9% compared to November 2020. Sales tax collected totaled \$12.0M compared to \$9.8M in 2020.

**November Use Tax Collected.** The total use tax collected in November was \$2.1M, an increase of 36.1% compared to November 2020.

**Net Sales and Use Tax Collected.** Total tax collected of \$14.1M was 23.9% higher than November 2020.

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

Month	Actual	Budget	Over/(Under) Budget	%	Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
				Over/(Under) 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	11,996,249	9,205,150	2,791,099	30.3%	126,655,006	103,519,898	22.3%
December	-	-	-	0.0%	-	112,768,549	0.0%
Net Collections	126,655,006	103,519,898	23,135,108	22.3%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 126,655,006	\$ 103,519,898	\$ 23,135,108	22.3%		\$ 112,768,549	

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

Month	Actual	Budget	Over/(Under) Budget	%	Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
				Over/(Under) 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	2,146,189	1,499,999	646,190	43.1%	19,416,434	16,499,989	17.7%
December	-	-	-	0.0%	-	18,000,000	0.0%
Net Collections	19,416,434	16,499,989	2,916,445	17.7%			
YTD Rebates	-	0	-			-	
Total Collections	\$ 19,416,434	\$ 16,499,989	\$ 2,916,445	17.7%		\$ 18,000,000	

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

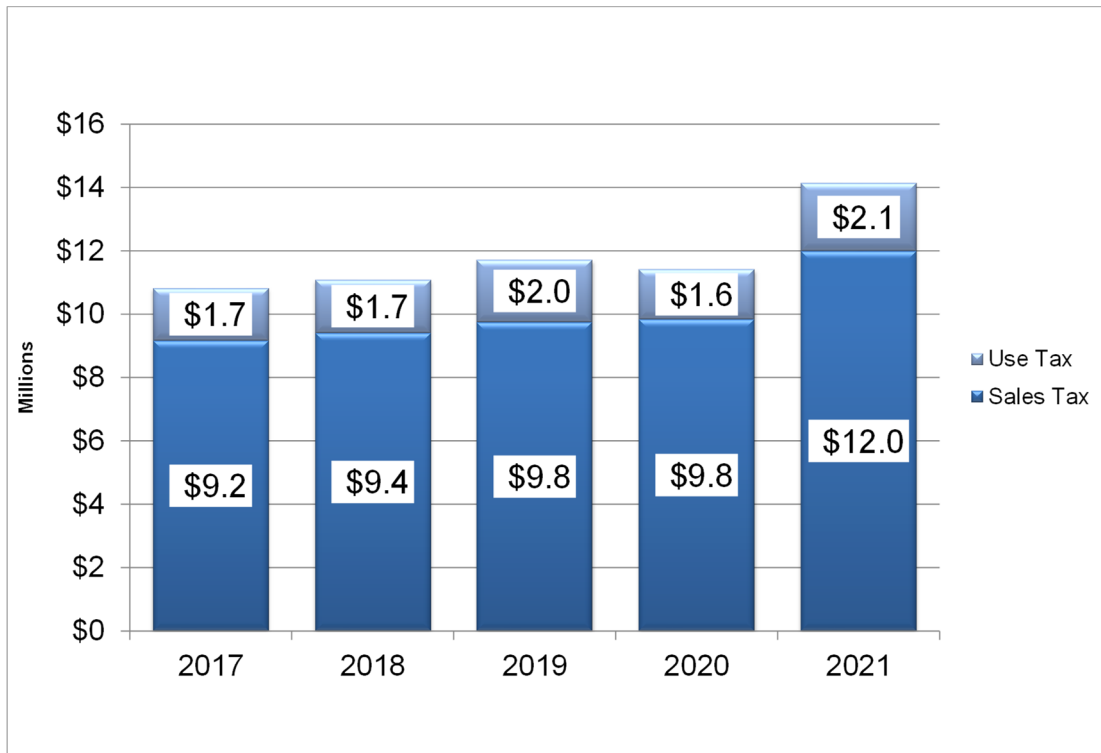
Fund	Actual	Budget	Over/(Under)	%
	Nov YTD	Nov YTD	Budget Nov YTD	Over/(Under) Budget
Streets and Transportation (.25%)	8,797,719	7,154,897	1,642,822	23.0%
Community Capital Improvement Program (.25%)	8,797,719	7,154,897	1,642,822	23.0%
Natural Areas and Parks (.25%)	8,797,719	7,154,897	1,642,822	23.0%
General Fund Renewable (.25%)*	8,743,191	7,154,897	1,588,294	22.2%
General Fund (2.85%) (net of rebates)	110,935,092	91,400,299	19,534,793	21.4%
General Fund Economic Rebates	0	974,020	(974,020)	100.0%
Total Collections	\$ 146,071,440	\$ 120,993,907	\$ 25,077,533	

\*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

**November Sales Tax Budget to Actual.** In November 2021, sales tax collected in Fort Collins was \$2.8M more than budget.

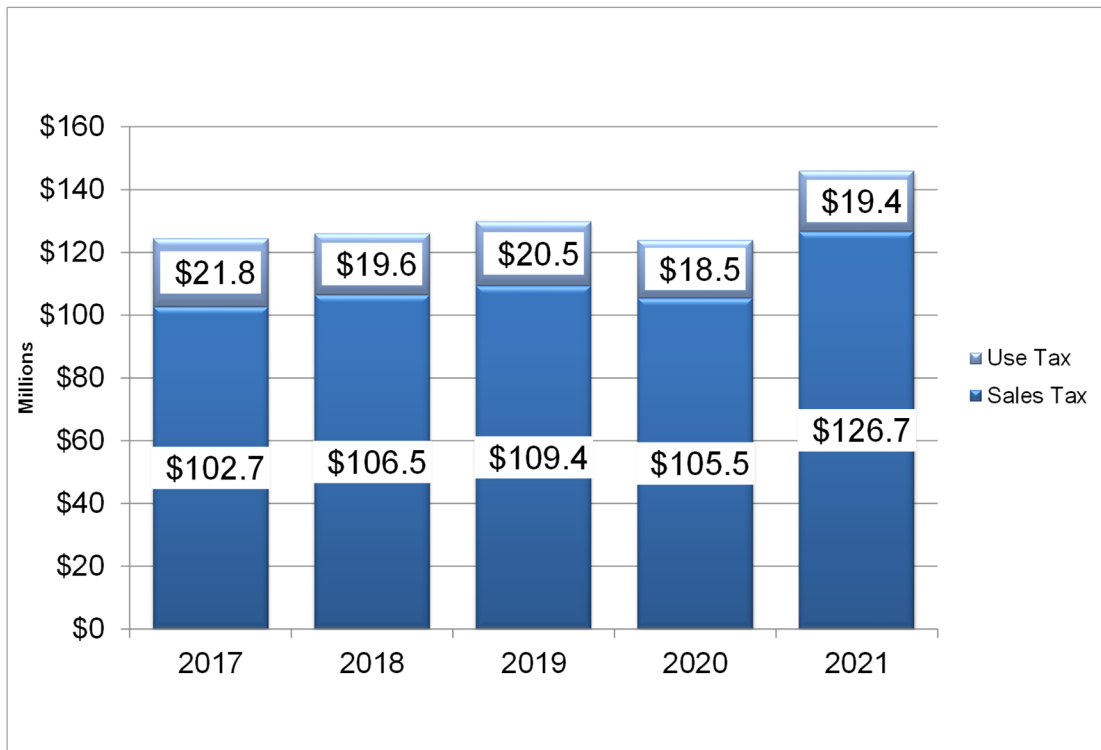
**November Use Tax Budget to Actual Excluding Rebates.** In November 2021, use tax collected in Fort Collins was \$646K more than budget.

**Figure 6. November Collections\***



\*Total collections after rebates.

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



\*Total collections after rebates.

**Figure 8. Net Taxable**

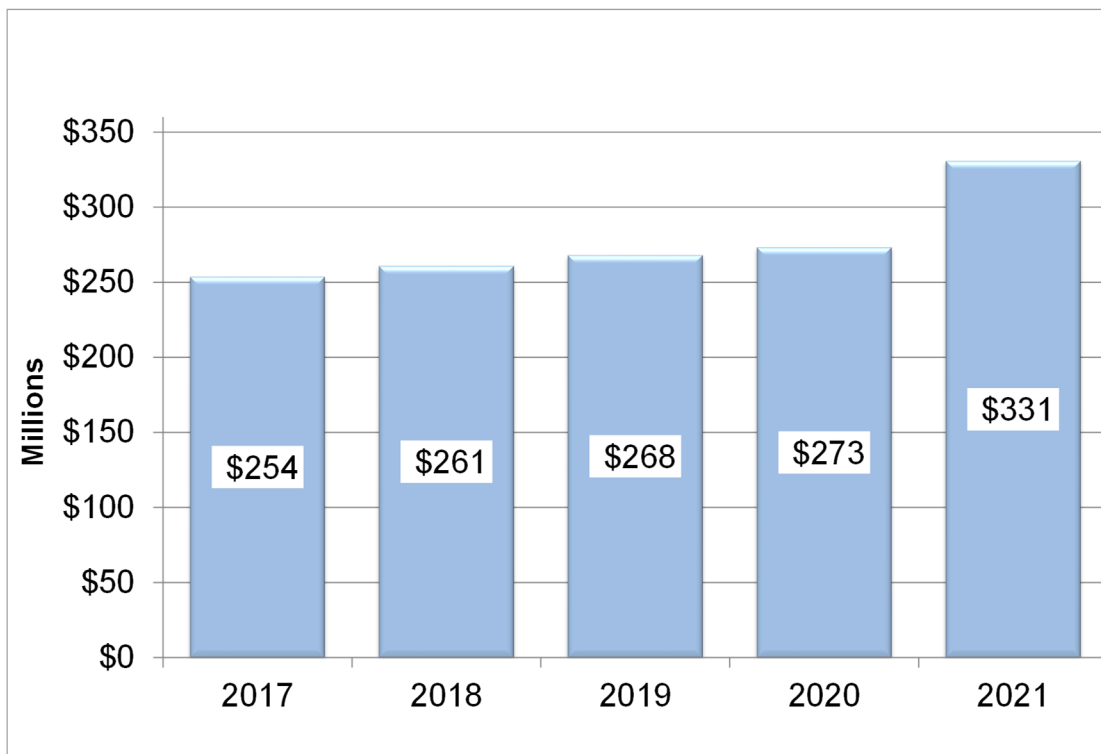
\$ in Millions	November			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2020	2021	Change	2020	2021	Change
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$48.1	\$55.1	14.6%	\$558.0	\$558.8	0.1%
Restaurants, Caterers and Bars	39.3	48.8	24.3%	373.9	464.3	24.2%
General Merchandise	28.9	30.1	4.0%	293.9	329.1	12.0%
Vehicle Sales, Parts and Repairs	21.8	19.5	-10.4%	214.5	237.1	10.5%
Building Materials, Garden Equipment & Supplies	22.4	24.9	11.4%	262.2	283.4	8.1%
Sporting, Hobby, Book, Music	9.0	24.0	166.0%	107.9	145.2	34.6%
Broadcasting and Telecommunications	8.2	8.6	5.8%	93.0	89.3	-4.1%
Electronics and Appliances	8.1	9.3	15.5%	99.1	110.7	11.6%
Miscellaneous Retailers	25.6	38.5	50.5%	257.3	437.0	69.8%
Utilities	9.8	10.8	10.5%	119.5	129.5	8.4%
Clothing and Accessories	8.2	10.9	33.1%	75.0	103.7	38.3%
Pharmacy, Salon and Laundry	14.4	14.8	3.0%	147.9	157.8	6.7%
Other	4.8	6.1	28.6%	67.3	77.6	15.2%
Rental and Leasing Services	4.7	4.1	-13.2%	55.9	50.9	-8.8%
Furniture and Home Furnishings	5.0	6.2	25.3%	51.0	69.0	35.2%
Wholesale Trade	4.3	6.0	38.3%	60.3	63.3	5.0%
Lodging	5.0	6.3	26.9%	36.6	58.3	59.1%
Manufacturing	6.0	6.7	12.4%	61.9	97.9	58.2%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>273.3</b>	<b>330.8</b>	<b>21.0%</b>	<b>2,935.3</b>	<b>3,462.6</b>	<b>18.0%</b>
<b>USE TAX</b>						
Building Permits	9.4	18.1	92.2%	123.8	141.1	13.9%
Car Tax	20.5	19.9	-2.9%	178.4	213.8	19.8%
Return Tax	11.0	17.7	60.5%	177.8	149.5	-15.9%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>41.0</b>	<b>55.7</b>	<b>36.1%</b>	<b>480.1</b>	<b>504.3</b>	<b>5.0%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$314.3</b>	<b>\$386.6</b>	<b>23.0%</b>	<b>\$3,415.4</b>	<b>\$3,967.0</b>	<b>16.1%</b>

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

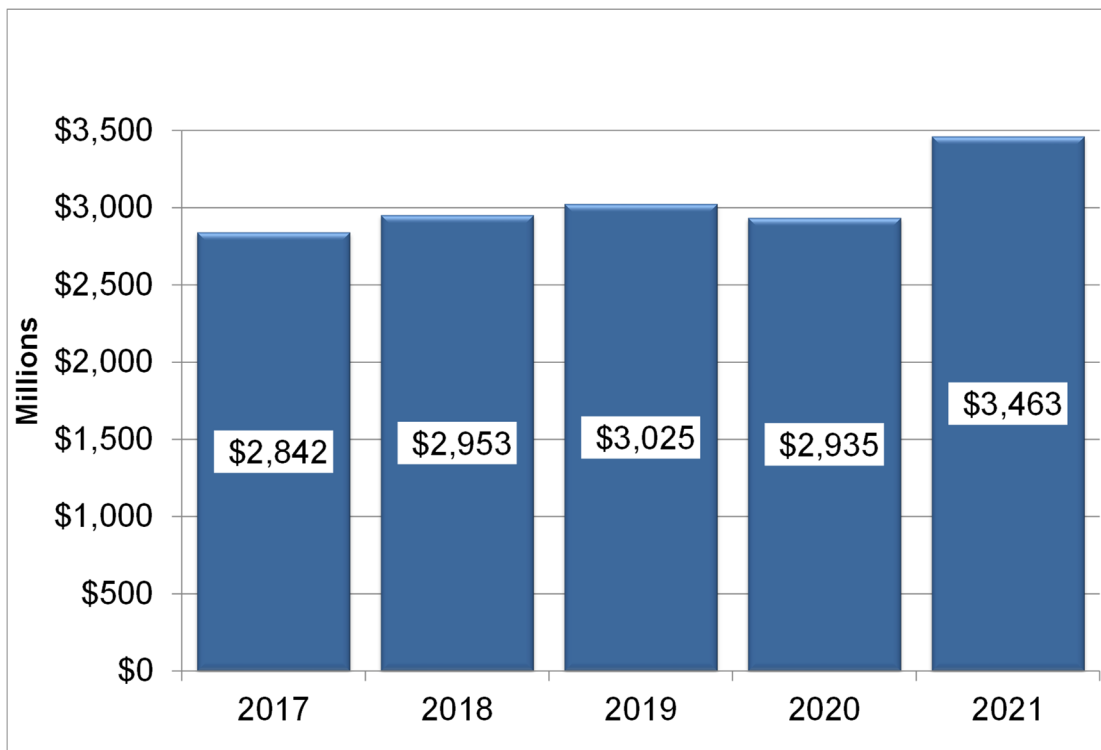
Retail Sales Category	% Change from October 2020 United States	% Change from October 2020 Fort Collins
Grocery, Convenience, Liquor	9.0	14.6
Restaurants, Caterers & Bars	29.3	24.3
General Merchandise	15.9	4.0
Vehicle Sales, Parts & Repairs	11.5	-10.4
Building Materials, Garden Equipment & Supplies	10.2	11.4
Clothing & Accessories	25.8	33.1
Furniture & Home Furnishings	11.9	25.3
<b>Total</b>	<b>16.3</b>	<b>21.0</b>

At the national level, October 2021 retail sales (as reported on November 16, 2021) increased by 16.3% compared to an increase in Fort Collins' sales of 21.0%. October 2021 sales are the basis for the City's November 2021 sales tax collections and net taxable amounts (which are included in this report).

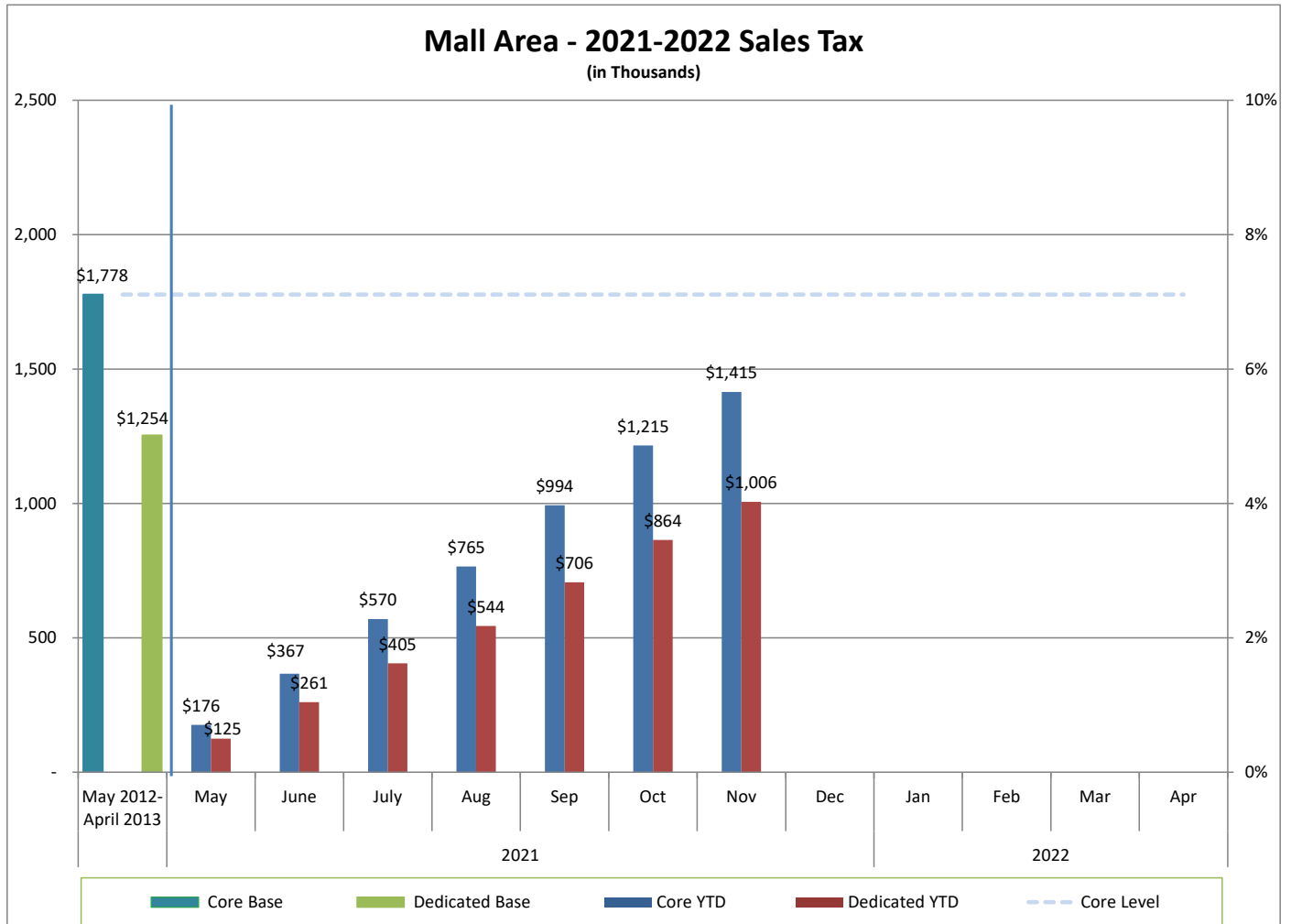
**Figure 10. November - Net Taxable Sales Subject to Sales Tax**



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



**Figure 12. Metro District Reporting**



The 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 November, 2021, the year to date core amount collected is \$1.4M 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 increased 17.3% from the same period in 2020.

**Lodging Tax Collections.** The City collected \$149K in lodging tax in November 2021. This was an increase of 6.9% from November 2020.

**Sales Tax Licenses.** There were 14,735 active sales tax licenses at the end of November.