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## Sales and Use Tax Collection Report – December 2022

Issued January 10, 2023

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

### DECEMBER SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	5.4%	8.7%
Net Use Tax Collected:	27.0%	10.0%
Net Sales and Use Tax Collected:	8.1%	8.9%

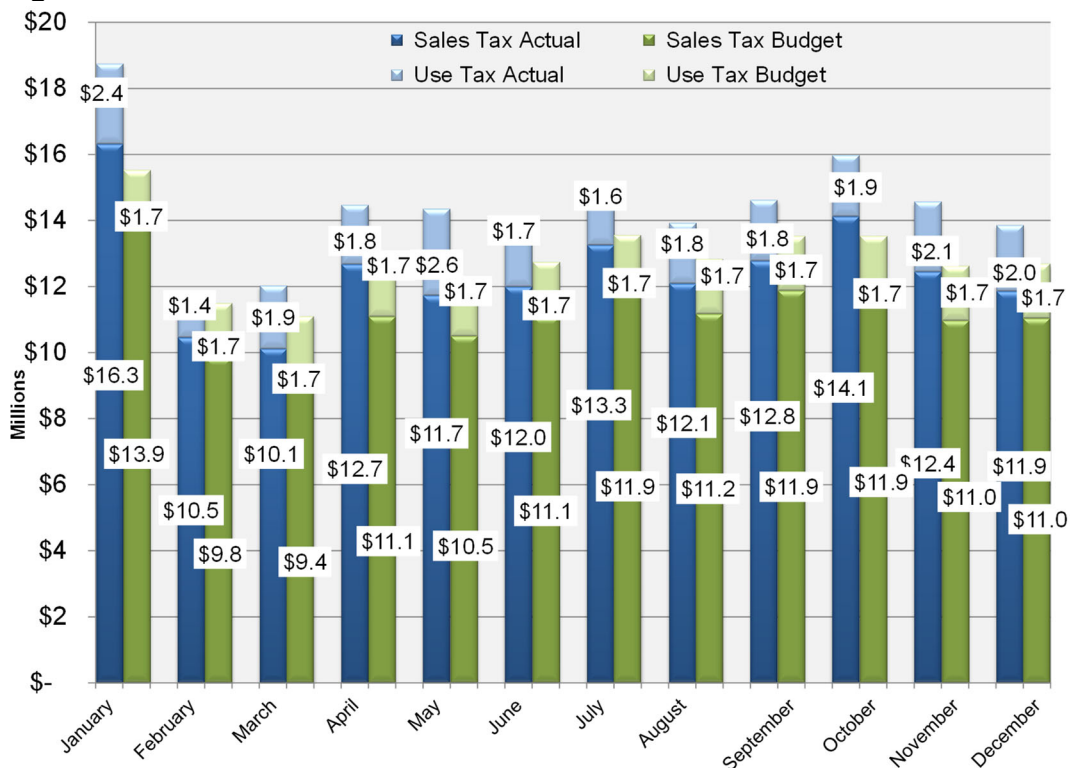
Year to date, sales and use tax collections excluding rebates are up 8.9% and total \$173.0M.

### DECEMBER SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	7.5%	11.3%
Net Use Tax Collected:	20.9%	16.4%
Net Sales and Use Tax Collected:	9.2%	11.9%

Year to date, the City has collected 11.9% more sales and use tax revenue, totaling \$18.4M over budget.

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



**Figure 2. Sales and Use Tax Collected**

	December			Year to Date		
	Actual 2021	Actual 2022	% Change	Actual 2021	Actual 2022	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,402,865	\$1,436,885	2.4%	\$17,425,357	\$18,252,142	4.7%
Restaurants, Caterers and Bars	1,658,881	1,755,822	5.8%	19,629,250	22,630,311	15.3%
General Merchandise	1,035,221	1,115,096	7.7%	11,917,475	13,121,812	10.1%
Vehicle Sales, Parts and Repairs	807,525	899,298	11.4%	9,962,256	10,658,492	7.0%
Building Materials, Garden Equipment & Supplies	858,945	799,574	-6.9%	11,697,795	13,321,129	13.9%
Sporting, Hobby, Book, Music	459,201	425,435	-7.4%	6,080,338	5,738,781	-5.6%
Broadcasting and Telecommunications	361,470	313,705	-13.2%	4,007,618	3,906,971	-2.5%
Electronics and Appliances	393,532	395,769	0.6%	4,684,470	5,018,438	7.1%
Miscellaneous Retailers	1,736,195	1,956,802	12.7%	18,511,904	20,624,884	11.4%
Utilities	399,991	490,121	22.5%	5,504,593	6,129,144	11.3%
Clothing and Accessories	375,100	413,152	10.1%	4,404,771	4,981,376	13.1%
Pharmacy, Salon and Laundry	544,155	474,566	-12.8%	6,601,726	6,429,537	-2.6%
Other	261,559	294,101	12.4%	3,458,924	4,407,527	27.4%
Rental and Leasing Services	154,250	159,071	3.1%	2,163,701	2,302,017	6.4%
Furniture and Home Furnishings	215,325	223,349	3.7%	2,884,238	2,985,164	3.5%
Wholesale Trade	182,276	308,521	69.3%	2,569,290	3,083,690	20.0%
Lodging	184,676	203,396	10.1%	2,439,418	3,122,052	28.0%
Manufacturing	224,034	200,068	-10.7%	3,967,083	3,831,964	-3.4%
<b>TOTAL SALES TAX</b>	<b>11,255,201</b>	<b>11,864,731</b>	<b>5.4%</b>	<b>137,910,207</b>	<b>150,545,431</b>	<b>9.2%</b>
Less Mall Sales Tax Remittance*	0	0	0.0%	0	(661,753)	100.0%
<b>NET SALES TAX</b>	<b>11,255,201</b>	<b>11,864,731</b>	<b>5.4%</b>	<b>137,910,207</b>	<b>149,883,678</b>	<b>8.7%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	532,286	953,348	79.1%	5,962,979	6,890,867	15.6%
Car Tax	687,229	646,888	-5.9%	8,917,017	8,551,683	-4.1%
Return Tax	354,107	398,338	12.5%	6,110,060	7,650,759	25.2%
<b>TOTAL USE TAX</b>	<b>1,573,622</b>	<b>1,998,574</b>	<b>27.0%</b>	<b>20,990,056</b>	<b>23,093,309</b>	<b>10.0%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,573,622</b>	<b>1,998,574</b>	<b>27.0%</b>	<b>20,990,056</b>	<b>23,093,309</b>	<b>10.0%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>12,828,823</b>	<b>13,863,305</b>	<b>8.1%</b>	<b>158,900,263</b>	<b>173,638,740</b>	<b>9.3%</b>
Less Mall Sales Tax Remittance*	0	0	0.0%	0	(661,753)	100.0%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>12,828,823</b>	<b>13,863,305</b>	<b>8.1%</b>	<b>158,900,263</b>	<b>172,976,987</b>	<b>8.9%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	771,821	832,347	7.8%	9,555,908	10,463,274	9.5%
Community Capital Improvement Program (.25%)	771,821	832,347	7.8%	9,555,908	10,463,274	9.5%
Natural Areas (.25%)	771,821	832,347	7.8%	9,555,908	10,463,274	9.5%
General Fund Renewable (.25%) **	771,821	832,347	7.8%	9,555,908	10,463,274	9.5%
General Fund (2.85%)	9,741,539	10,533,917	8.1%	120,676,631	131,785,644	9.2%
Less Mall Sales Tax Remittance*	0	0	0.0%	0	(661,753)	100.0%
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>\$12,828,823</b>	<b>\$13,863,305</b>	<b>8.1%</b>	<b>\$158,900,263</b>	<b>\$172,976,987</b>	<b>8.9%</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

**December Sales Tax Collected.** In December 2022, sales tax collected in Fort Collins increased 5.4% compared to December 2021. Sales tax collected totaled \$11.9M compared to \$11.3M in 2021.

**December Use Tax Collected.** The total use tax collected in December was \$2.0M, an increase of 27.0% compared to December 2021.

**Net Sales and Use Tax Collected.** Total tax collected of \$13.9M was 8.1% higher than December 2021.

**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	\$ 16,320,501	13,874,918	\$ 2,445,583	17.6%	\$ 16,320,501	\$ 13,874,918	17.6%
February	10,459,582	9,847,530	612,052	6.2%	26,780,083	23,722,448	12.9%
March	10,117,137	9,448,234	668,903	7.1%	36,897,220	33,170,682	11.2%
April	12,677,726	11,091,797	1,585,929	14.3%	49,574,946	44,262,479	12.0%
May	11,736,319	10,507,449	1,228,870	11.7%	61,311,265	54,769,928	11.9%
June	11,996,429	11,090,161	906,268	8.2%	73,307,694	65,860,089	11.3%
July	13,262,179	11,904,196	1,357,983	11.4%	86,569,873	77,764,285	11.3%
August	12,090,822	11,177,261	913,561	8.2%	98,660,695	88,941,546	10.9%
September	12,782,108	11,879,556	902,552	7.6%	111,442,803	100,821,102	10.5%
October	14,126,411	11,877,649	2,248,762	18.9%	125,569,214	112,698,751	11.4%
November	12,449,733	10,974,120	1,475,613	13.4%	138,018,947	123,672,871	11.6%
December	11,864,731	11,039,959	824,772	7.5%	149,883,678	134,712,830	11.3%
Net Collections	149,883,678	134,712,830	15,170,848	11.3%			
YTD Rebates	661,753	-	661,753			-	
Total Collections	\$ 150,545,431	\$ 134,712,830	\$ 15,832,601	11.8%		\$ 134,712,830	

**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	\$ 2,433,772	\$ 1,653,749	\$ 780,023	47.2%	\$ 2,433,772	\$ 1,653,749	47.2%
February	1,377,478	1,653,749	(276,271)	-16.7%	3,811,250	3,307,498	15.2%
March	1,910,151	1,653,749	256,402	15.5%	5,721,401	4,961,247	15.3%
April	1,795,648	1,653,749	141,899	8.6%	7,517,049	6,614,996	13.6%
May	2,623,005	1,653,749	969,256	58.6%	10,140,054	8,268,745	22.6%
June	1,677,053	1,653,749	23,304	1.4%	11,817,107	9,922,494	19.1%
July	1,623,366	1,653,749	(30,383)	-1.8%	13,440,473	11,576,243	16.1%
August	1,836,976	1,653,749	183,227	11.1%	15,277,449	13,229,992	15.5%
September	1,837,949	1,653,749	184,200	11.1%	17,115,398	14,883,741	15.0%
October	1,854,757	1,653,749	201,008	12.2%	18,970,155	16,537,490	14.7%
November	2,124,580	1,653,749	470,831	28.5%	21,094,735	18,191,239	16.0%
December	1,998,574	1,653,759	344,815	20.9%	23,093,309	19,844,998	16.4%
Net Collections	23,093,309	19,844,998	3,248,311	16.4%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 23,093,309	\$ 19,844,998	\$ 3,248,311	16.4%		\$ 19,844,998	

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

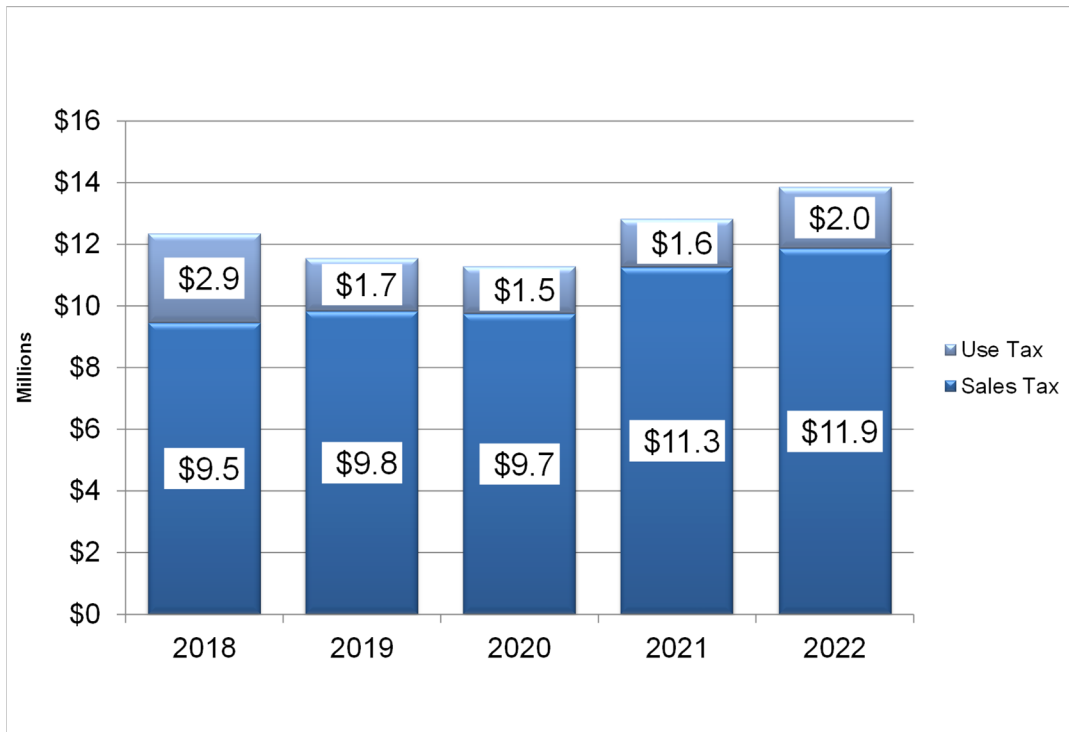
Fund	Actual	Budget	Over/(Under)	%
	Dec YTD	Dec YTD	Budget Dec YTD	Over/(Under) Budget
Streets and Transportation (.25%)	10,463,274	9,205,203	1,258,071	13.7%
Community Capital Improvement Program (.25%)	10,463,274	9,205,203	1,258,071	13.7%
Natural Areas and Parks (.25%)	10,463,274	9,205,203	1,258,071	13.7%
General Fund Renewable (.25%)*	10,463,274	9,205,203	1,258,071	13.7%
General Fund (2.85%) (net of rebates)	131,123,891	117,737,016	13,386,875	11.4%
General Fund Economic Rebates	661,753		661,753	
Total Collections	\$ 173,638,740	\$ 154,557,828	\$ 19,080,912	

\*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

**December Sales Tax Budget to Actual.** In December 2022, sales tax collected in Fort Collins was \$825K more than budget.

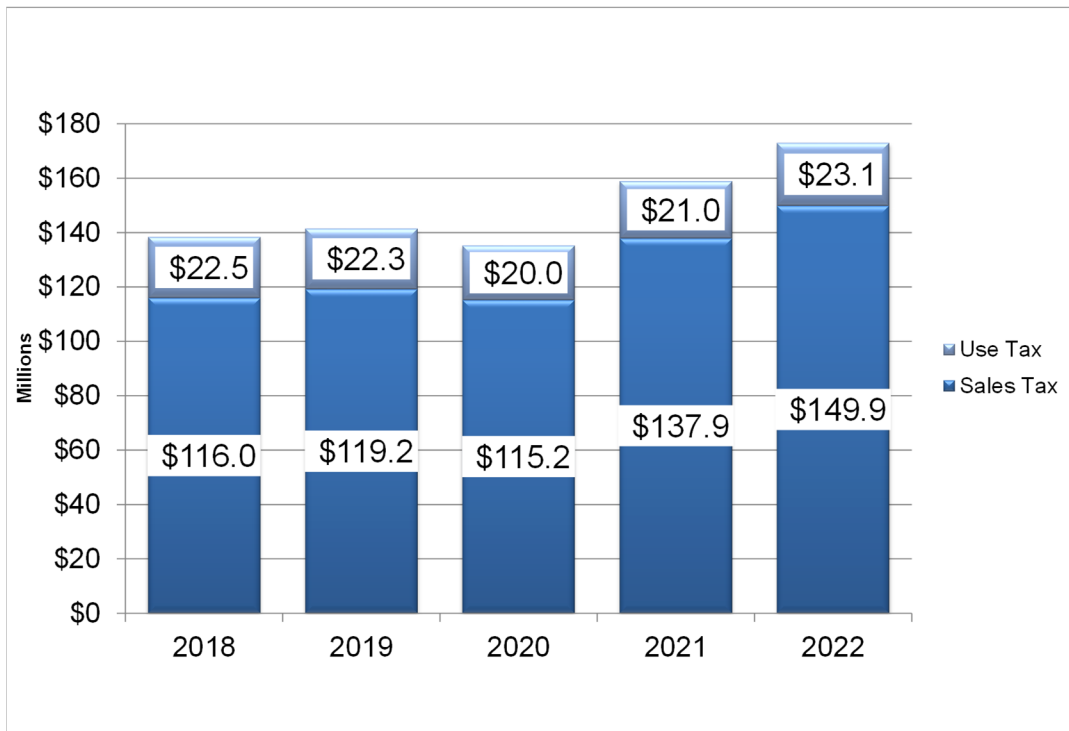
**December Use Tax Budget to Actual.** In December 2022, use tax collected in Fort Collins was \$345k more than budget.

**Figure 6. December Collections\***



\*Total collections after rebates.

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



\*Total collections after rebates.

**Figure 8. Net Taxable**

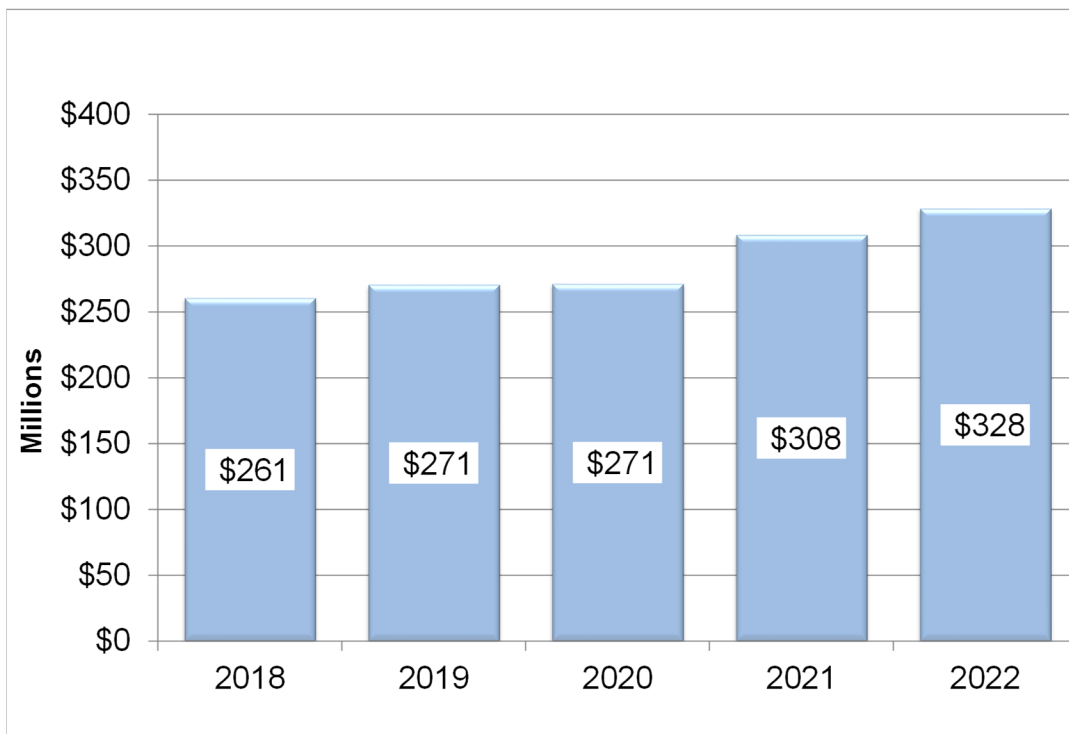
	December			Year to Date		
	Actual 2021	Actual 2022	% Change	Actual 2021	Actual 2022	% Change
\$ in Millions						
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$49.0	\$52.6	7.2%	\$607.8	\$636.9	4.8%
Restaurants, Caterers and Bars	43.2	45.6	5.5%	507.5	585.3	15.3%
General Merchandise	30.9	33.7	9.0%	359.9	389.9	8.3%
Vehicle Sales, Parts and Repairs	20.8	23.3	12.4%	257.8	274.6	6.5%
Building Materials, Garden Equipment & Supplies	22.3	20.8	-6.8%	305.6	319.0	4.4%
Sporting, Hobby, Book, Music	11.9	11.1	-7.4%	157.2	149.0	-5.2%
Broadcasting and Telecommunications	9.4	8.1	-13.0%	98.6	101.4	2.8%
Electronics and Appliances	10.2	10.3	0.5%	120.9	129.7	7.3%
Miscellaneous Retailers	44.8	50.9	13.6%	481.8	534.8	11.0%
Utilities	10.4	12.7	22.5%	139.9	159.2	13.8%
Clothing and Accessories	9.8	10.8	10.8%	113.5	129.4	14.0%
Pharmacy, Salon and Laundry	14.2	12.4	-12.6%	172.0	167.6	-2.6%
Other	6.6	7.5	14.5%	84.2	113.0	34.2%
Rental and Leasing Services	4.0	4.1	3.0%	55.0	59.6	8.4%
Furniture and Home Furnishings	5.6	5.8	4.2%	74.5	75.0	0.6%
Wholesale Trade	4.8	8.2	70.9%	68.1	81.7	20.0%
Lodging	4.7	5.3	11.7%	63.0	79.0	25.3%
Manufacturing	5.9	5.3	-10.8%	103.8	100.2	-3.5%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>308.5</b>	<b>328.5</b>	<b>6.5%</b>	<b>3,771.1</b>	<b>4,085.0</b>	<b>8.3%</b>
<b>USE TAX</b>						
Building Permits	13.8	24.8	79.1%	154.9	179.0	15.6%
Car Tax	17.9	16.8	-5.9%	231.6	222.1	-4.1%
Return Tax	9.2	10.3	12.5%	158.7	198.7	25.2%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>40.9</b>	<b>51.9</b>	<b>27.0%</b>	<b>545.2</b>	<b>599.8</b>	<b>10.0%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$349.3</b>	<b>\$380.4</b>	<b>8.9%</b>	<b>\$4,316.3</b>	<b>\$4,684.9</b>	<b>8.5%</b>

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

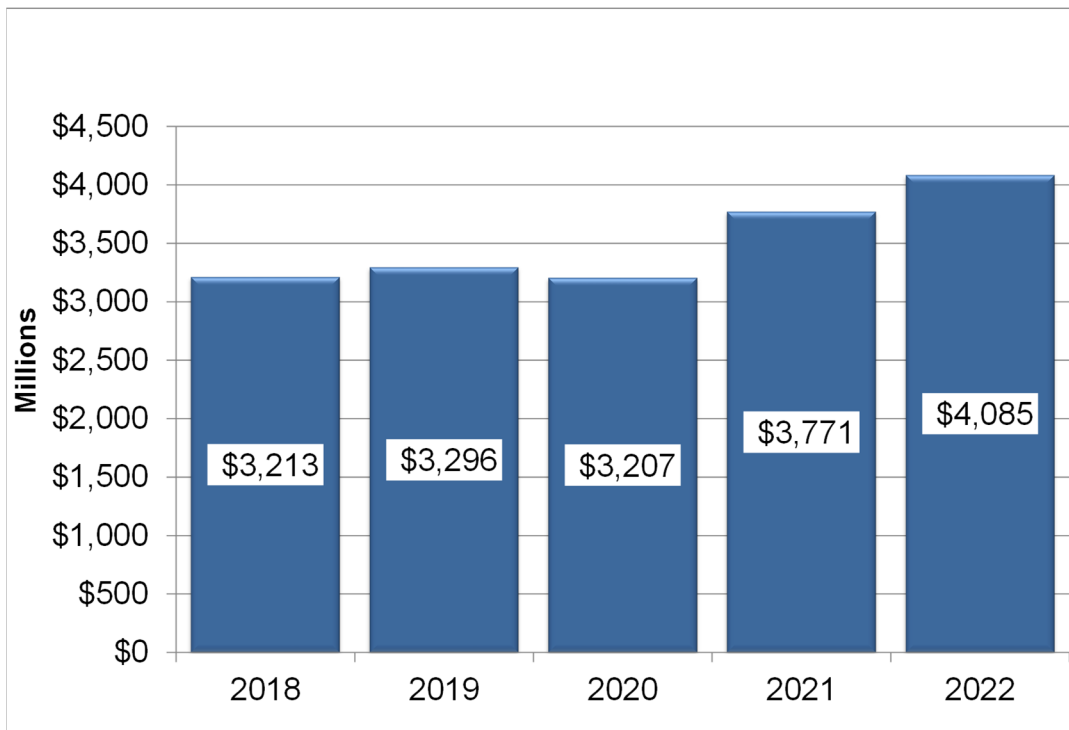
Retail Sales Category	% Change from November 2021 United States	% Change from November 2021 Fort Collins
Grocery, Convenience, Liquor	8.1	7.2
Restaurants, Caterers & Bars	14.1	5.5
General Merchandise	2.9	9.0
Vehicle Sales, Parts & Repairs	1.3	12.4
Building Materials, Garden Equipment & Supplies	3.6	-6.8
Clothing & Accessories	0.7	10.8
Furniture & Home Furnishings	-3.2	4.2
<b>Total</b>	<b>6.5</b>	<b>6.5</b>

At the national level, November 2022 retail sales (as reported on December 15, 2022) increased by 6.5% compared to an increase in Fort Collins' sales of 6.5%. November 2022 sales are the basis for the City's December 2022 sales tax collections and net taxable amounts (which are included in this report).

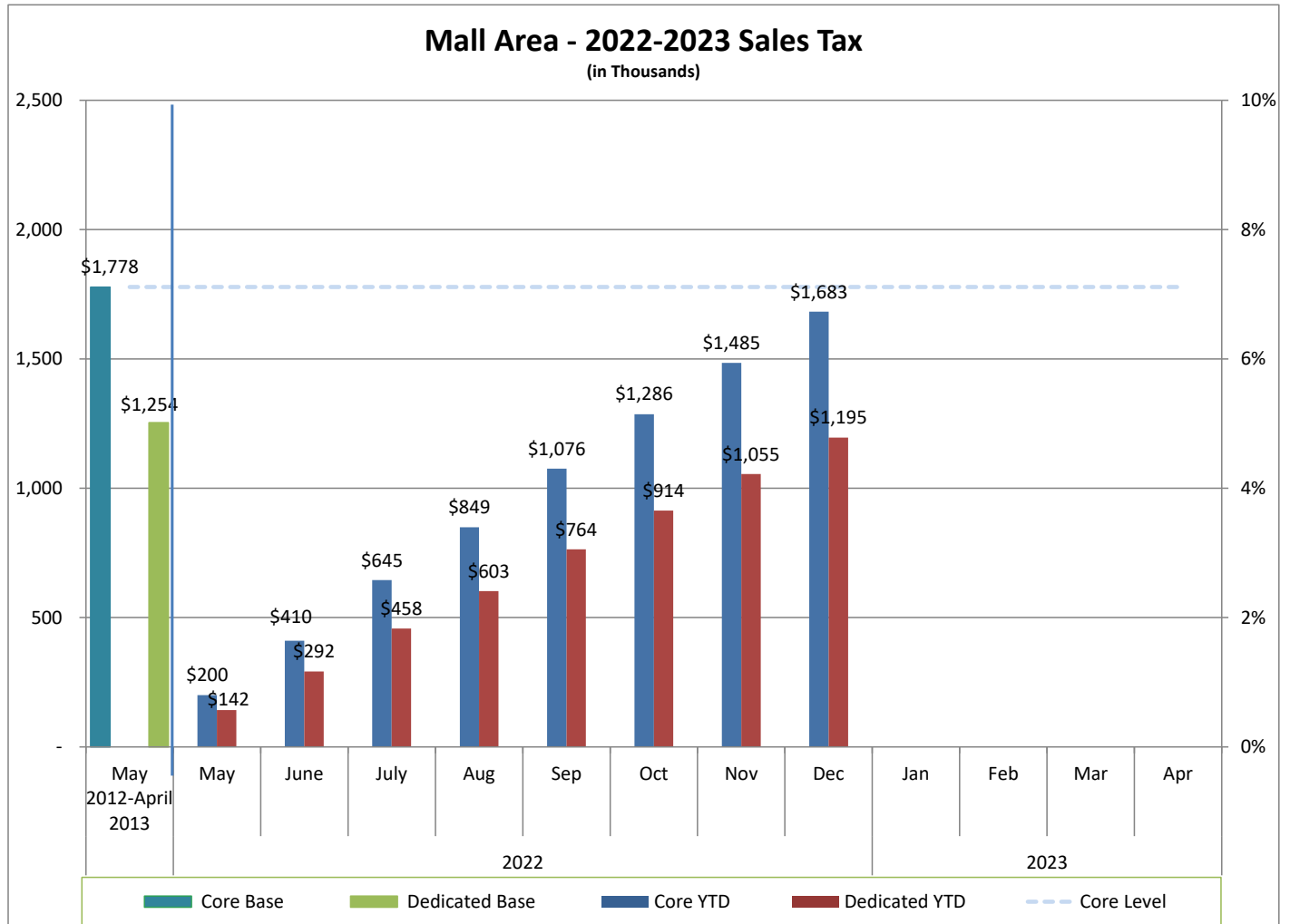
**Figure 10. December - Net Taxable Sales Subject to Sales Tax**



**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 December 2022, the year-to-date core amount collected is \$1.7M resulting in no tax due to the Metro District.

**Sales Tax in the City’s Downtown Area.** The sales tax collected in December for the downtown area increased 2.8% from the same period in 2021.

**Lodging Tax Collections.** The City collected \$131K in lodging tax in December 2022. This was an increase of 17.1% from December 2021.

**Sales Tax Licenses.** There were 14,871 active sales tax licenses at the end of December.