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## Sales and Use Tax Collection Report – April 2023

Issued May 10, 2023

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

### APRIL SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	2.6%	5.4%
Net Use Tax Collected:	22.9%	-4.0%
Net Sales and Use Tax Collected:	5.1%	4.2%

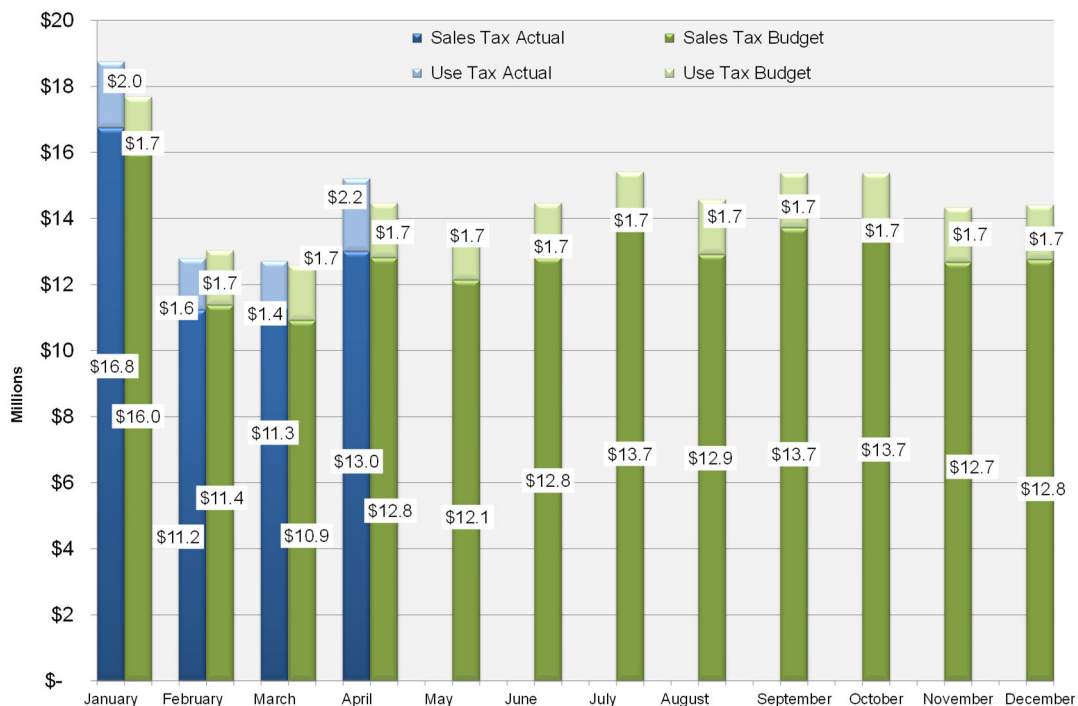
Year to date, sales and use tax collections excluding rebates are up 4.2% and total \$59.5M.

### APRIL SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	1.5%	2.2%
Net Use Tax Collected:	32.4%	8.2%
Net Sales and Use Tax Collected:	5.1%	2.9%

Year to date, the City has collected 2.9% more sales and use tax revenue, totaling \$1.7M over budget.

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



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

	April			Year to Date		
	Actual 2022	Actual 2023	% Change	Actual 2022	Actual 2023	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$1,388,200	\$1,552,301	11.8%	\$6,132,974	\$6,620,591	8.0%
Restaurants, Caterers and Bars	1,920,127	2,032,132	5.8%	6,898,998	7,583,908	9.9%
General Merchandise	1,041,991	1,202,344	15.4%	4,294,943	4,647,934	8.2%
Vehicle Sales, Parts and Repairs	904,623	990,502	9.5%	3,244,805	3,634,821	12.0%
Building Materials, Garden Equipment & Supplies	920,319	930,484	1.1%	4,493,662	3,575,803	-20.4%
Sporting, Hobby, Book, Music	482,149	448,485	-7.0%	1,993,088	1,949,109	-2.2%
Broadcasting and Telecommunications	525,968	329,855	-37.3%	1,459,655	1,299,104	-11.0%
Electronics and Appliances	468,087	424,754	-9.3%	1,872,170	1,884,465	0.7%
Miscellaneous Retailers	1,663,949	1,759,441	5.7%	6,949,814	7,561,138	8.8%
Utilities	596,405	663,491	11.2%	2,318,494	3,031,638	30.8%
Clothing and Accessories	411,701	417,353	1.4%	1,598,508	1,661,283	3.9%
Pharmacy, Salon and Laundry	566,045	494,850	-12.6%	2,231,919	2,008,115	-10.0%
Other	447,751	466,801	4.3%	1,777,353	1,959,053	10.2%
Rental and Leasing Services	220,667	215,782	-2.2%	749,348	814,332	8.7%
Furniture and Home Furnishings	252,929	256,792	1.5%	1,013,254	1,024,447	1.1%
Wholesale Trade	317,542	291,818	-8.1%	1,001,332	1,076,273	7.5%
Lodging	206,662	281,848	36.4%	681,756	907,167	33.1%
Manufacturing	557,350	479,671	-13.9%	1,524,626	1,834,972	20.4%
<b>TOTAL SALES TAX</b>	<b>12,892,465</b>	<b>13,238,704</b>	<b>2.7%</b>	<b>50,236,699</b>	<b>53,074,153</b>	<b>5.6%</b>
Less Mall Sales Tax Remittance*	(214,739)	(231,442)	7.8%	(661,753)	(807,962)	22.1%
<b>NET SALES TAX</b>	<b>12,677,726</b>	<b>13,007,262</b>	<b>2.6%</b>	<b>49,574,946</b>	<b>52,266,191</b>	<b>5.4%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	494,106	901,037	82.4%	1,730,174	1,883,601	8.9%
Car Tax	741,930	760,296	2.5%	2,888,448	2,893,015	0.2%
Return Tax	559,612	545,560	-2.5%	2,898,427	2,438,739	-15.9%
<b>TOTAL USE TAX</b>	<b>1,795,648</b>	<b>2,206,893</b>	<b>22.9%</b>	<b>7,517,049</b>	<b>7,215,355</b>	<b>-4.0%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,795,648</b>	<b>2,206,893</b>	<b>22.9%</b>	<b>7,517,049</b>	<b>7,215,355</b>	<b>-4.0%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>14,688,113</b>	<b>15,445,597</b>	5.2%	<b>57,753,748</b>	<b>60,289,508</b>	4.4%
Less Mall Sales Tax Remittance*	(214,739)	(231,442)	7.8%	(661,753)	(807,962)	22.1%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>14,473,374</b>	<b>15,214,155</b>	<b>5.1%</b>	<b>57,091,995</b>	<b>59,481,546</b>	<b>4.2%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	890,383	933,964	4.9%	3,474,994	3,614,986	4.0%
Community Capital Improvement Program (.25%)	890,383	933,964	4.9%	3,474,994	3,614,986	4.0%
Natural Areas (.25%)	890,383	933,964	4.9%	3,474,994	3,614,986	4.0%
General Fund Renewable (.25%) **	890,383	933,964	4.9%	3,474,994	3,614,986	4.0%
General Fund (2.85%)	11,126,581	11,709,741	5.2%	43,853,772	45,829,564	4.5%
Less Mall Sales Tax Remittance*	(214,739)	(231,442)	7.8%	(661,753)	(807,962)	22.1%
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>\$14,473,374</b>	<b>\$15,214,155</b>	<b>5.1%</b>	<b>\$57,091,995</b>	<b>\$59,481,546</b>	<b>4.2%</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

**April Sales Tax Collected.** In April 2023, sales tax collected in Fort Collins increased 2.6% compared to April 2022. Sales tax collected totaled \$13.0M compared to \$12.7M in 2022.

**April Use Tax Collected.** The total use tax collected in April was \$2.2M, an increase of 22.9% compared to April 2022.

**Net Sales and Use Tax Collected.** Total tax collected of \$15.2M was 5.1% higher than April 2022.

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

Month	Actual	Budget	%		Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
			Over/(Under) Budget	Over/(Under) Budget			
January	\$ 16,750,361	16,024,508	\$ 725,853	4.5%	\$ 16,750,361	\$ 16,024,508	4.5%
February	11,234,880	11,373,175	(138,295)	-1.2%	27,985,241	27,397,683	2.1%
March	11,273,689	10,912,015	361,674	3.3%	39,258,930	38,309,698	2.5%
April	13,007,262	12,810,211	197,051	1.5%	52,266,191	51,119,909	2.2%
May	-	-	-	0.0%	-	63,255,241	0.0%
June	-	-	-	0.0%	-	76,063,562	0.0%
July	-	-	-	0.0%	-	89,812,031	0.0%
August	-	-	-	0.0%	-	102,720,942	0.0%
September	-	-	-	0.0%	-	116,440,955	0.0%
October	-	-	-	0.0%	-	130,158,764	0.0%
November	-	-	-	0.0%	-	142,833,064	0.0%
December	-	-	-	0.0%	-	155,583,400	0.0%
Net Collections	52,266,191	51,119,909	1,146,282	2.2%			
YTD Rebates	807,962	400,000	407,962			-	
Total Collections	\$ 53,074,153	\$ 51,519,909	\$ 1,554,244	3.0%		\$ 155,583,400	

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

Month	Actual	Budget	%		Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
			Over/(Under) Budget	Over/(Under) Budget			
January	\$ 2,007,611	\$ 1,666,667	\$ 340,944	20.5%	\$ 2,007,611	\$ 1,666,667	20.5%
February	1,559,987	1,666,667	(106,680)	-6.4%	3,567,598	3,333,334	7.0%
March	1,440,864	1,666,667	(225,803)	-13.5%	5,008,462	5,000,001	0.2%
April	2,206,893	1,666,667	540,226	32.4%	7,215,355	6,666,668	8.2%
May	-	-	-	0.0%	-	8,333,335	0.0%
June	-	-	-	0.0%	-	10,000,002	0.0%
July	-	-	-	0.0%	-	11,666,669	0.0%
August	-	-	-	0.0%	-	13,333,336	0.0%
September	-	-	-	0.0%	-	15,000,003	0.0%
October	-	-	-	0.0%	-	16,666,670	0.0%
November	-	-	-	0.0%	-	18,333,337	0.0%
December	-	-	-	0.0%	-	19,999,999	0.0%
Net Collections	7,215,355	6,666,668	548,687	8.2%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 7,215,355	\$ 6,666,668	\$ 548,687	8.2%		\$ 19,999,999	

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

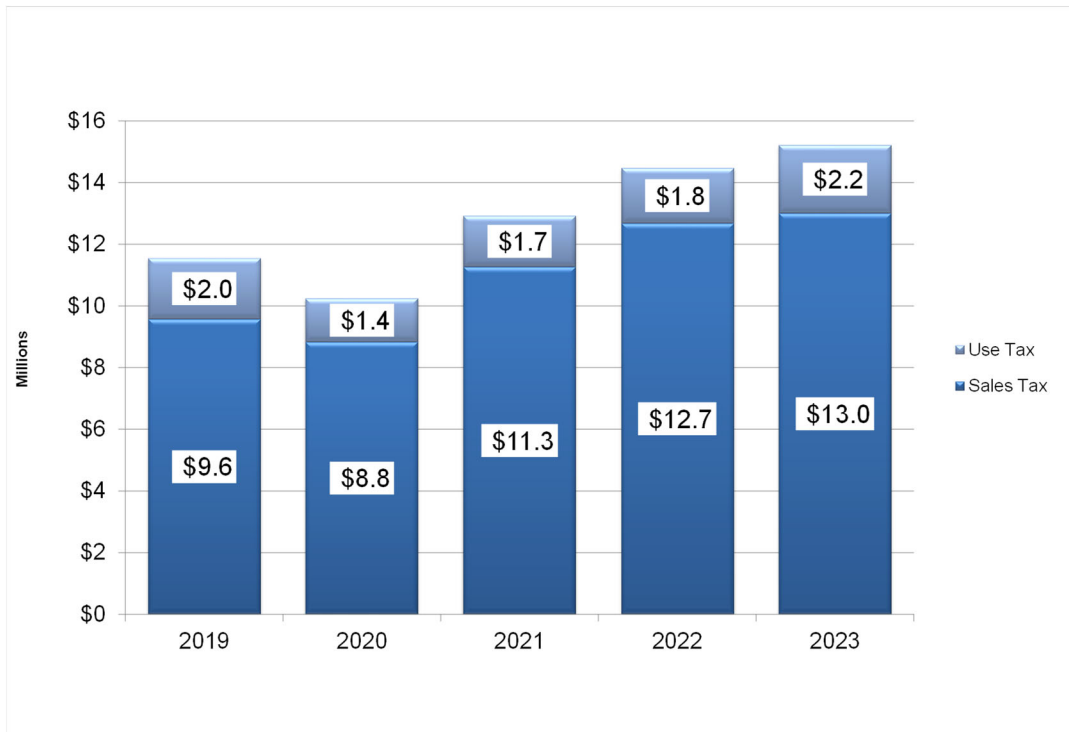
Fund	Actual		Budget		%
	Apr YTD	Apr YTD	Apr YTD	Apr YTD	
Streets and Transportation (.25%)	3,614,986	3,437,025	177,961	5.2%	
Community Capital Improvement Program (.25%)	3,614,986	3,437,025	177,961	5.2%	
Natural Areas and Parks (.25%)	3,614,986	3,437,025	177,961	5.2%	
General Fund Renewable (.25%)*	3,614,986	3,437,025	177,961	5.2%	
General Fund (2.85%) (net of rebates)	45,021,602	44,038,477	983,125	2.2%	
General Fund Economic Rebates	807,962	400,000	407,962		
Total Collections	\$ 60,289,508	\$ 58,186,577	\$ 2,102,931		

\*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

**April Sales Tax Budget to Actual.** In April 2023, sales tax collected in Fort Collins was \$197K more than budget.

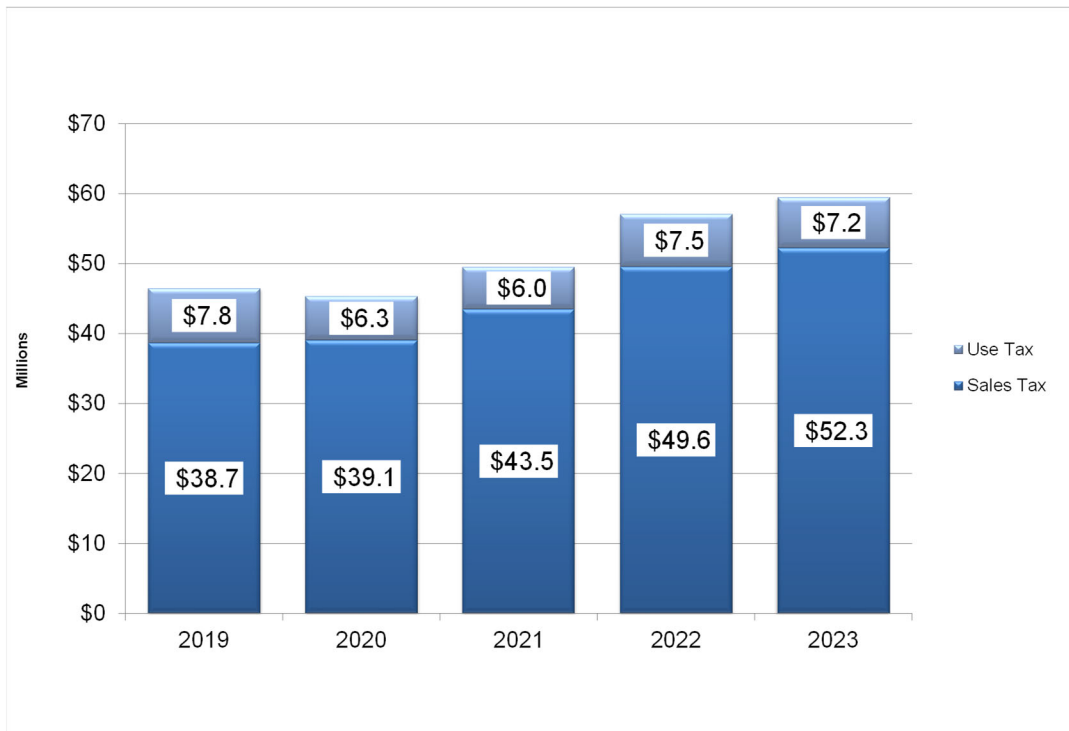
**April Use Tax Budget to Actual Excluding Rebates.** In April 2023, use tax collected in Fort Collins was \$540K more than budget.

**Figure 6. April Collections\***



\*Total collections after rebates.

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



\*Total collections after rebates.

**Figure 8. Net Taxable**

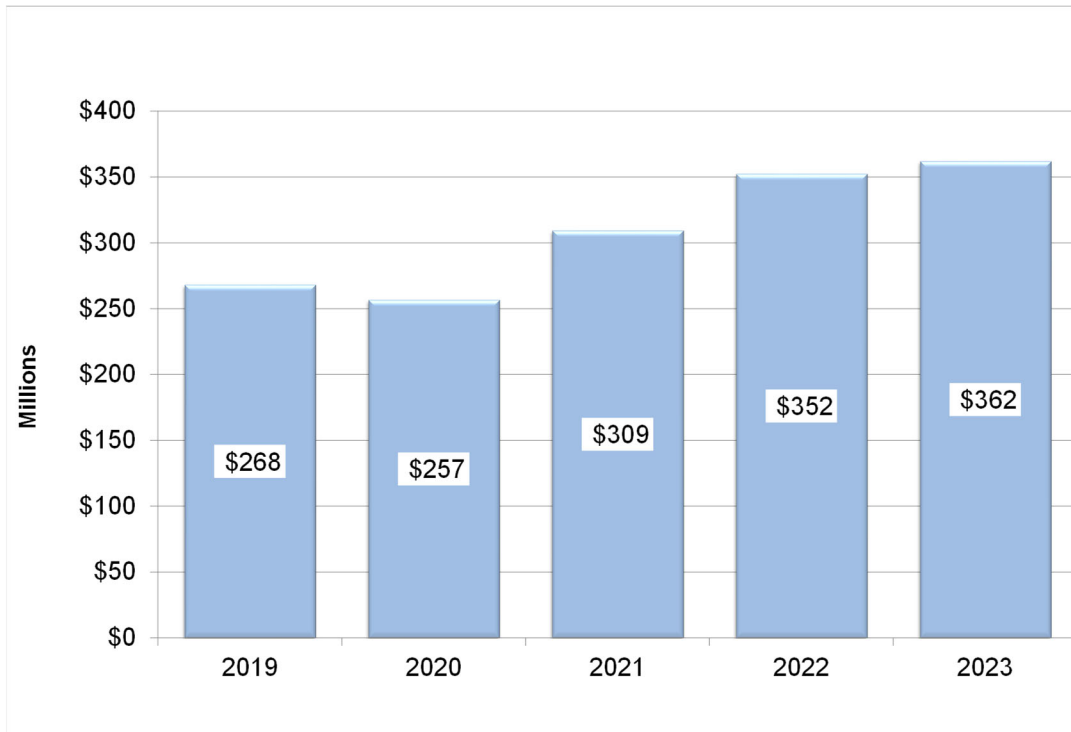
\$ in Millions	April			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2022	2023	Change	2022	2023	Change
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$48.5	\$54.1	11.5%	\$216.1	\$233.3	8.0%
Restaurants, Caterers and Bars	49.8	52.9	6.2%	179.1	197.0	10.0%
General Merchandise	31.5	36.2	14.9%	123.6	140.0	13.3%
Vehicle Sales, Parts and Repairs	23.5	25.7	9.3%	84.0	94.2	12.1%
Building Materials, Garden Equipment & Supplies	23.8	24.1	1.4%	88.7	92.5	4.4%
Sporting, Hobby, Book, Music	12.5	11.8	-6.0%	51.8	54.8	5.9%
Broadcasting and Telecommunications	13.7	8.6	-37.2%	37.9	33.7	-11.0%
Electronics and Appliances	12.6	11.1	-12.1%	49.0	49.0	-0.2%
Miscellaneous Retailers	43.4	45.9	5.9%	179.4	191.3	6.7%
Utilities	15.5	17.2	11.2%	60.2	78.7	30.8%
Clothing and Accessories	10.7	10.9	1.4%	41.5	43.2	4.0%
Pharmacy, Salon and Laundry	15.0	12.9	-14.1%	58.4	52.3	-10.4%
Other	11.4	12.1	6.2%	45.8	50.6	10.6%
Rental and Leasing Services	5.8	5.5	-5.7%	19.5	20.9	7.2%
Furniture and Home Furnishings	6.5	6.7	2.2%	24.6	23.5	-4.6%
Wholesale Trade	8.3	7.9	-5.3%	26.3	28.9	9.8%
Lodging	5.2	5.7	8.8%	17.3	22.5	30.1%
Manufacturing	14.5	12.7	-12.8%	39.9	42.8	7.4%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>352.3</b>	<b>361.8</b>	<b>2.7%</b>	<b>1,343.1</b>	<b>1,449.3</b>	<b>7.9%</b>
<b>USE TAX</b>						
Building Permits	12.8	23.4	82.4%	44.9	48.9	8.9%
Car Tax	19.3	19.7	2.5%	75.0	75.1	0.2%
Return Tax	14.5	14.2	-2.5%	75.3	63.3	-15.9%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>46.6</b>	<b>57.3</b>	<b>22.9%</b>	<b>195.2</b>	<b>187.4</b>	<b>-4.0%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$398.9</b>	<b>\$419.1</b>	<b>5.1%</b>	<b>\$1,538.3</b>	<b>\$1,636.7</b>	<b>6.4%</b>

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

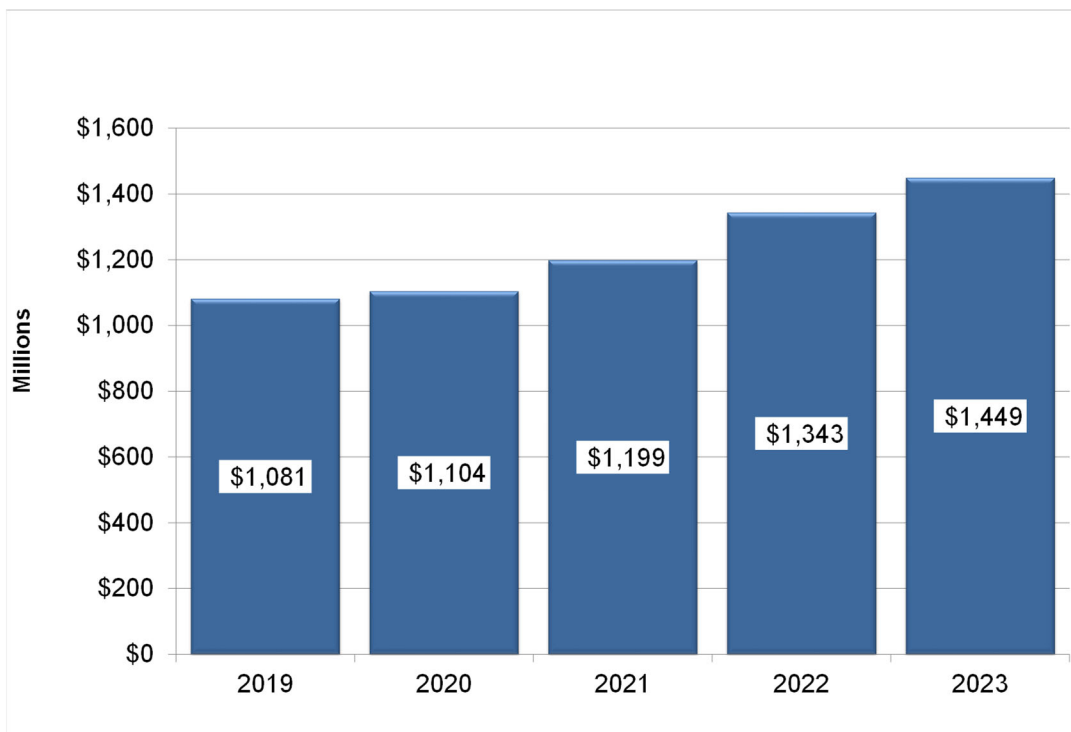
Retail Sales Category	% Change from March 2022 United States	% Change from March 2022 Fort Collins
Grocery, Convenience, Liquor	5.0	11.5
Restaurants, Caterers & Bars	13.0	6.2
General Merchandise	2.4	14.9
Vehicle Sales, Parts & Repairs	0.1	9.3
Building Materials, Garden Equipment & Supplies	-3.5	1.4
Clothing & Accessories	-1.8	1.4
Furniture & Home Furnishings	-2.4	2.2
<b>Total</b>	<b>2.9</b>	<b>2.7</b>

At the national level, March 2023 retail sales (as reported on April 14, 2023) increased by 2.9% compared to an increase in Fort Collins' sales of 2.7%. March 2023 sales are the basis for the City's April 2023 sales tax collections and net taxable amounts (which are included in this report).

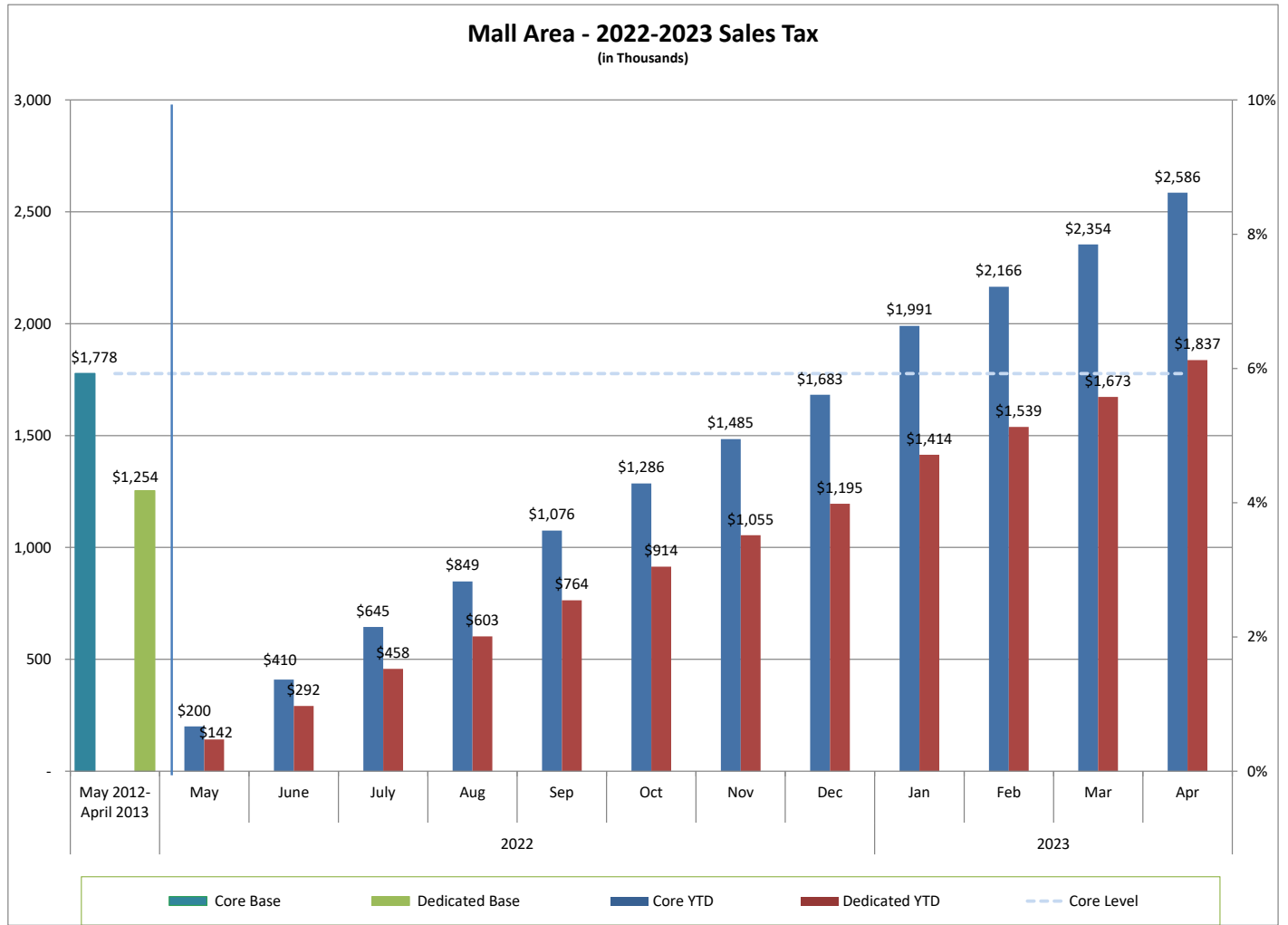
**Figure 10. April - Net Taxable Sales Subject to Sales Tax**



**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 April 2023, the year to date core amount collected is \$2.6M resulting in \$808K tax due to the Metro District.

**Sales Tax in the City’s Downtown Area.** The sales tax collected in April for the downtown area increased 1.1% from the same period in 2022.

**Lodging Tax Collections.** The City collected \$146K in lodging tax in April 2023. This was an increase of 10.1% from April 2022.

**Sales Tax Licenses.** There were 13,173 active sales tax licenses at the end of April.