



Sales and Use Tax Collection Report – March 2025

Issued April 10, 2025

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

MARCH SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	5.2%	7.9%
Net Use Tax Collected:	150.6%	53.5%
Net Sales and Use Tax Collected:	23.4%	13.5%

Year to date, sales and use tax collections excluding rebates are up 13.5% and total \$54.2M.

MARCH SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	-2.8%	0.1%
Net Use Tax Collected:	102.5%	45.3%
Net Sales and Use Tax Collected:	12.0%	5.6%

Year to date, the City has collected 5.6% more sales and use tax revenue, totaling \$2.9M over budget.

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

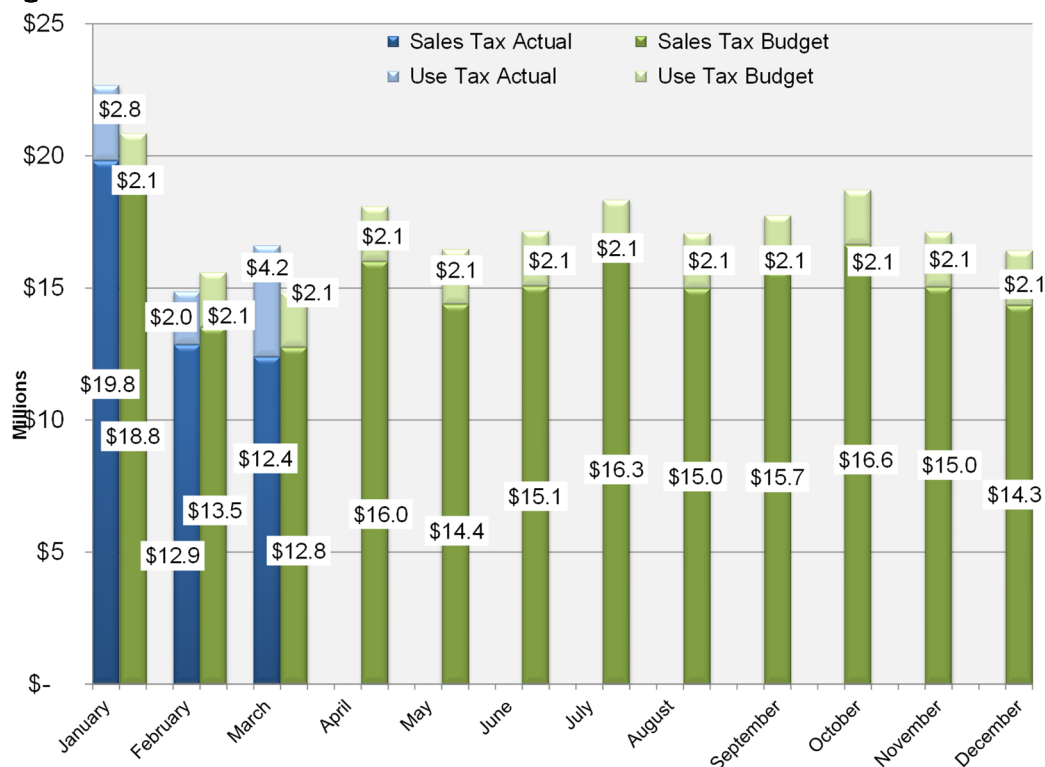


Figure 2. Sales and Use Tax Collected

	March			Year to Date		
	Actual 2024	Actual 2025	% Change	Actual 2024	Actual 2025	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,637,066	\$1,576,790	-3.7%	\$5,720,765	\$5,560,961	-2.8%
Restaurants, Caterers and Bars	2,051,076	2,068,761	0.9%	6,125,461	6,481,205	5.8%
General Merchandise	1,080,832	1,152,689	6.6%	3,759,896	3,896,398	3.6%
Vehicle Sales, Parts and Repairs	900,733	957,026	6.2%	2,713,445	2,774,185	2.2%
Building Materials, Garden Equipment & Supplies	702,044	652,568	-7.0%	2,545,004	2,524,495	-0.8%
Sporting, Hobby, Book, Music	343,600	372,267	8.3%	1,483,479	1,596,544	7.6%
Broadcasting and Telecommunications	251,841	270,348	7.3%	903,871	1,034,739	14.5%
Electronics and Appliances	391,614	381,252	-2.6%	1,376,061	1,539,866	11.9%
Miscellaneous Retailers	1,812,491	2,014,195	11.1%	6,556,708	8,004,992	22.1%
Utilities	767,495	791,893	3.2%	2,070,014	2,243,985	8.4%
Clothing and Accessories	349,339	344,848	-1.3%	1,455,240	1,594,689	9.6%
Pharmacy, Salon and Laundry	216,537	434,827	100.8%	1,367,765	1,534,052	12.2%
Other	293,011	422,878	44.3%	1,809,664	2,459,391	35.9%
Rental and Leasing Services	205,360	183,289	-10.7%	695,115	729,125	4.9%
Furniture and Home Furnishings	238,156	208,975	-12.3%	720,606	730,689	1.4%
Wholesale Trade	193,075	221,131	14.5%	779,989	883,574	13.3%
Lodging	231,278	244,018	5.5%	647,966	682,998	5.4%
Manufacturing	266,425	240,930	-9.6%	1,327,017	1,113,873	-16.1%
TOTAL SALES TAX	11,931,973	12,538,685	5.1%	42,058,066	45,385,761	7.9%
Less Mall Sales Tax Remittance*	(149,007)	(146,824)	-1.5%	(276,945)	(311,789)	12.6%
NET SALES TAX	11,782,966	12,391,861	5.2%	41,781,121	45,073,972	7.9%
USE TAX COLLECTIONS						
Building Permits	504,822	1,959,043	288.1%	1,947,366	3,743,247	92.2%
Car Tax	758,103	715,554	-5.6%	2,261,432	2,478,549	9.6%
Return Tax	420,866	1,544,877	267.1%	1,706,581	2,858,185	67.5%
TOTAL USE TAX	1,683,791	4,219,474	150.6%	5,915,379	9,079,981	53.5%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,683,791	4,219,474	150.6%	5,915,379	9,079,981	53.5%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	13,615,764	16,758,159	23.1%	47,973,445	54,465,742	13.5%
Less Mall Sales Tax Remittance*	(149,007)	(146,824)	-1.5%	(276,945)	(311,789)	12.6%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	13,466,757	16,611,335	23.4%	47,696,500	54,153,953	13.5%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	721,490	897,530	24.4%	2,663,410	2,896,588	8.8%
Community Capital Improvement Program (.25%)	721,490	897,530	24.4%	2,663,410	2,896,588	8.8%
Natural Areas (.25%)	721,490	897,530	24.4%	2,663,410	2,896,588	8.8%
General Fund Renewable (.25%)	720,892	896,403	24.3%	2,662,029	2,893,626	8.7%
General Fund (2.85%)	9,288,619	11,376,361	22.5%	34,224,172	37,095,100	8.4%
2050 Tax (.50%)**	1,441,783	1,792,805	24.3%	3,097,014	5,787,252	86.9%
Less Mall Sales Tax Remittance*	(149,007)	(146,824)	-1.5%	(276,945)	(311,789)	12.6%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	\$13,466,757	\$16,611,335	23.4%	\$47,696,500	\$54,153,953	13.5%

* 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

** Voter approved 0.5% tax effective January 2024 through 2050

March Sales Tax Collected. In March 2025, sales tax collected in Fort Collins increased 5.2% compared to March 2024. Sales tax collected totaled \$12.4M compared to \$11.8M in 2024.

March Use Tax Collected. The total use tax collected in March was \$4.2M, an increase of 150.6% compared to March 2024.

Net Sales and Use Tax Collected. Total tax collected of \$16.6M was 23.4% higher than March 2024.

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	\$ 19,826,037	18,767,510	\$ 1,058,527	5.6%	\$ 19,826,037	\$ 18,767,510	5.6%
February	12,856,074	13,513,488	(657,414)	-4.9%	32,682,111	32,280,998	1.2%
March	12,391,861	12,752,423	(360,562)	-2.8%	45,073,972	45,033,421	0.1%
April	-	-	-	0.0%	-	61,034,455	0.0%
May	-	-	-	0.0%	-	75,422,204	0.0%
June	-	-	-	0.0%	-	90,494,599	0.0%
July	-	-	-	0.0%	-	106,745,126	0.0%
August	-	-	-	0.0%	-	121,728,040	0.0%
September	-	-	-	0.0%	-	137,389,571	0.0%
October	-	-	-	0.0%	-	154,020,874	0.0%
November	-	-	-	0.0%	-	169,054,125	0.0%
December	-	-	-	0.0%	-	183,392,523	0.0%
Net Collections	45,073,972	45,033,421	40,551	0.1%			
YTD Rebates	311,789	450,000	(138,211)			-	
Total Collections	\$ 45,385,761	\$ 45,483,421	\$ (97,660)	-0.2%		\$ 183,392,523	

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	\$ 2,848,873	\$ 2,083,330	\$ 765,543	36.7%	\$ 2,848,873	\$ 2,083,330	36.7%
February	2,011,634	2,083,330	(71,696)	-3.4%	4,860,507	4,166,660	16.7%
March	4,219,474	2,083,330	2,136,144	102.5%	9,079,981	6,249,990	45.3%
April	-	-	-	0.0%	-	8,333,320	0.0%
May	-	-	-	0.0%	-	10,416,650	0.0%
June	-	-	-	0.0%	-	12,499,980	0.0%
July	-	-	-	0.0%	-	14,583,310	0.0%
August	-	-	-	0.0%	-	16,666,640	0.0%
September	-	-	-	0.0%	-	18,749,970	0.0%
October	-	-	-	0.0%	-	20,833,300	0.0%
November	-	-	-	0.0%	-	22,916,630	0.0%
December	-	-	-	0.0%	-	24,999,999	0.0%
Net Collections	9,079,981	6,249,990	2,829,991	45.3%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 9,079,981	\$ 6,249,990	\$ 2,829,991	45.3%		\$ 24,999,999	

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

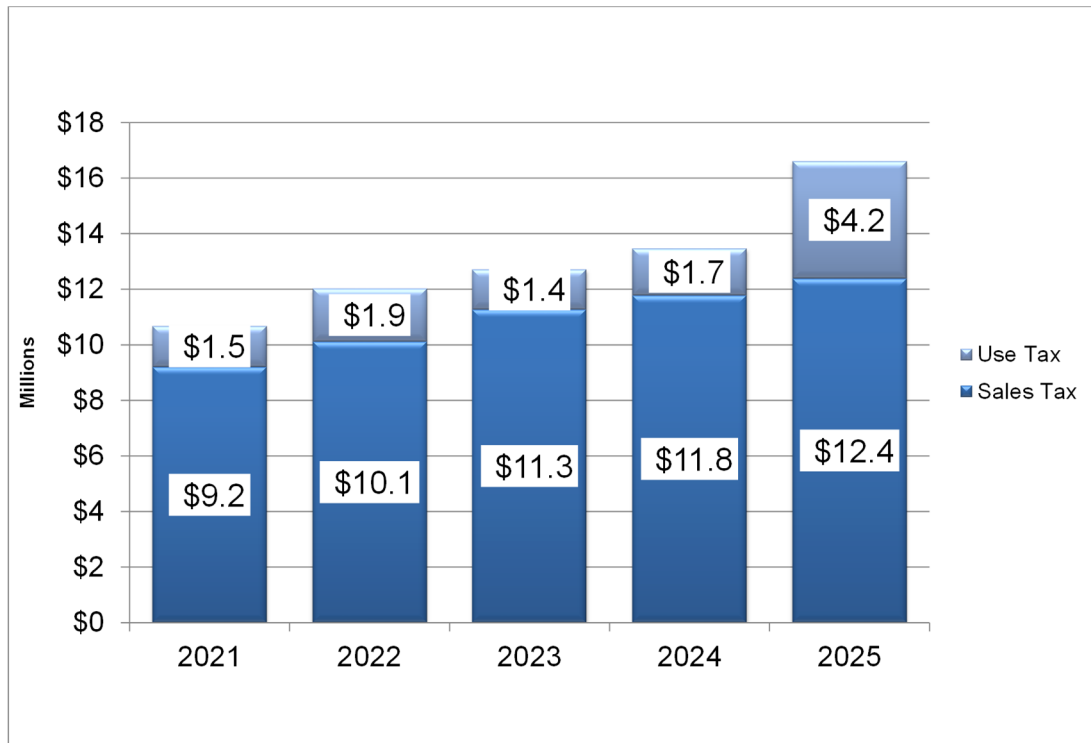
Fund	Actual Mar YTD	Budget Mar YTD	Over/(Under) Budget Mar YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	2,896,588	2,714,389	182,199	6.7%
Community Capital Improvement Program (.25%)	2,896,588	2,714,389	182,199	6.7%
Natural Areas and Parks (.25%)	2,896,588	2,714,389	182,199	6.7%
General Fund Renewable (.25%)	2,893,626	2,714,389	179,237	6.6%
2050 Tax (.50%)*	5,787,252	5,428,786	358,466	6.6%
General Fund (2.85%) (net of rebates)	36,783,311	34,997,069	1,786,242	5.1%
General Fund Economic Rebates	311,789	450,000	(138,211)	
Total Collections	\$ 54,465,742	\$ 51,733,411	\$ 2,732,331	

*Voter approved 0.5% tax effective January 2024 through 2050

March Sales Tax Budget to Actual. In March 2025, sales tax collected in Fort Collins was \$361K less than budget.

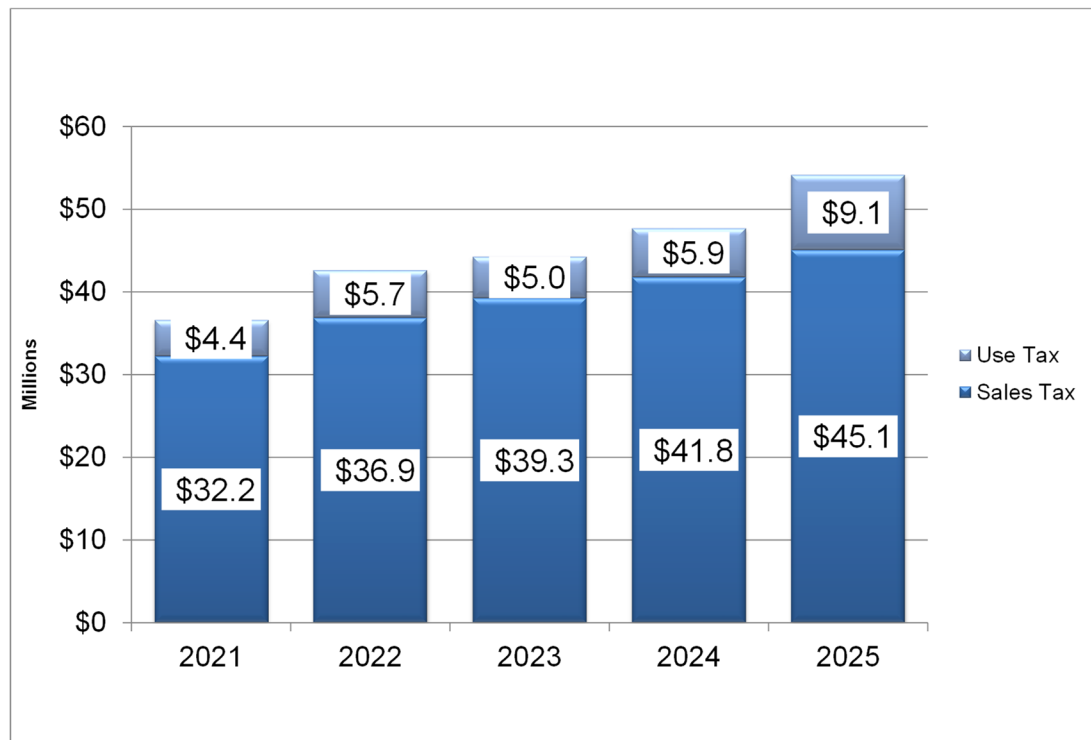
March Use Tax Budget to Actual Excluding Rebates. In March 2025, use tax collected in Fort Collins was \$2.1M more than budget.

Figure 6. March Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

	March			Year to Date		
	Actual 2024	Actual 2025	% Change	Actual 2024	Actual 2025	% Change
\$ in Millions						
SALES TAX						
Grocery, Convenience, Liquor	\$53.3	\$53.1	-0.4%	\$193.5	\$188.8	-2.4%
Restaurants, Caterers and Bars	47.2	47.4	0.4%	148.1	149.1	0.7%
General Merchandise	30.4	28.9	-5.0%	106.8	104.7	-2.0%
Vehicle Sales, Parts and Repairs	20.7	22.0	6.2%	65.2	63.7	-2.3%
Building Materials, Garden Equipment & Supplies	16.1	15.0	-6.9%	61.4	58.2	-5.3%
Sporting, Hobby, Book, Music	7.9	8.5	8.5%	36.0	33.5	-7.1%
Broadcasting and Telecommunications	5.8	6.2	7.3%	21.7	23.8	9.4%
Electronics and Appliances	9.0	8.5	-5.6%	33.4	35.1	5.1%
Miscellaneous Retailers	42.0	46.7	11.2%	159.7	184.7	15.7%
Utilities	17.6	18.2	3.2%	49.3	51.6	4.7%
Clothing and Accessories	8.0	7.9	-1.4%	35.9	36.4	1.3%
Pharmacy, Salon and Laundry	5.1	10.0	96.7%	33.2	35.1	5.7%
Other	6.7	9.2	37.2%	44.9	52.3	16.6%
Rental and Leasing Services	4.2	4.2	-0.7%	16.3	16.8	2.9%
Furniture and Home Furnishings	5.5	4.8	-12.3%	17.3	16.8	-2.6%
Wholesale Trade	4.7	5.3	13.1%	19.8	21.8	9.7%
Lodging	5.3	5.6	4.7%	15.5	15.6	0.7%
Manufacturing	7.0	5.6	-20.4%	33.1	25.9	-21.9%
NET TAXABLE SUBJECT TO SALES TAX	296.5	307.0	3.6%	1,091.4	1,113.9	2.1%
USE TAX						
Building Permits	11.6	45.0	288.1%	46.0	86.1	87.0%
Car Tax	17.4	16.4	-5.6%	54.0	57.0	5.5%
Return Tax	9.7	35.5	267.1%	41.3	65.7	59.2%
NET TAXABLE SUBJECT TO USE TAX	38.7	97.0	150.6%	141.3	208.7	47.7%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$335.2	\$404.0	20.5%	1,232.7	1,322.6	7.3%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from February 2024 United States	% Change from February 2024 Fort Collins
Grocery, Convenience, Liquor	3.9	-0.4
Restaurants, Caterers & Bars	1.5	0.4
General Merchandise	3.4	-5.0
Vehicle Sales, Parts & Repairs	3.1	6.2
Building Materials, Garden Equipment & Supplies	-0.7	-6.9
Clothing & Accessories	1.0	-1.4
Furniture & Home Furnishings	5.5	-12.3
Total	3.1	3.6

At the national level, February 2025 retail sales (as reported on March 17, 2025) increased by 3.1% compared to an increase in Fort Collins' sales of 3.6%. February 2025 sales are the basis for the City's March 2025 sales tax collections and net taxable amounts (which are included in this report).

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

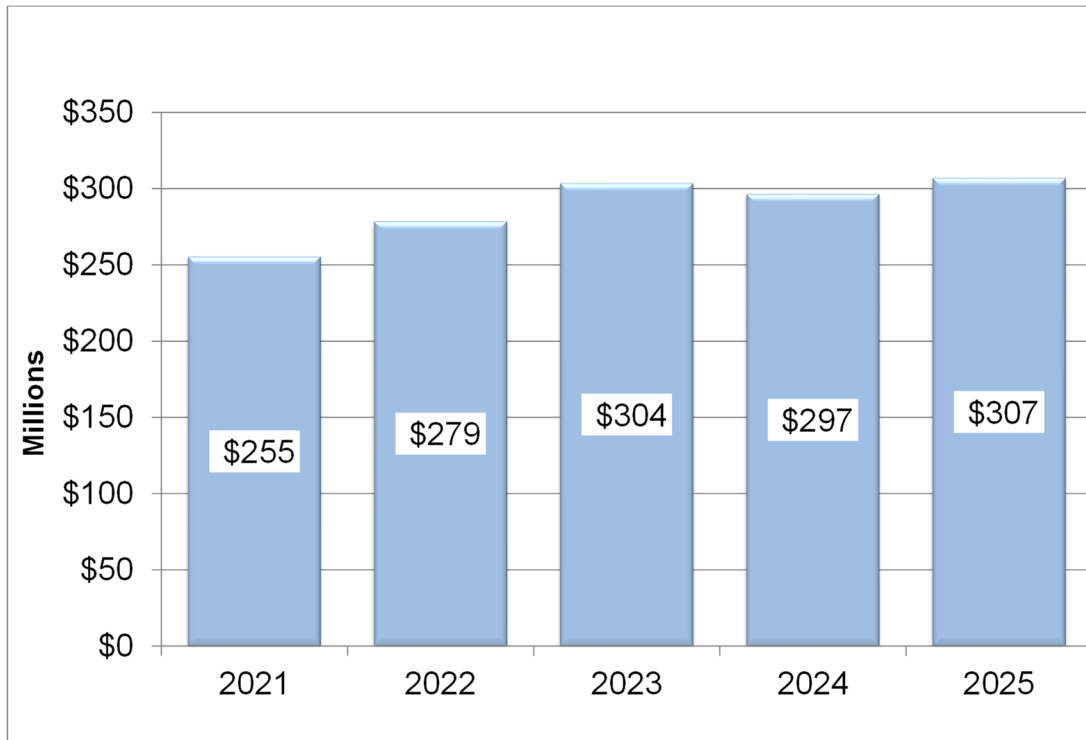


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

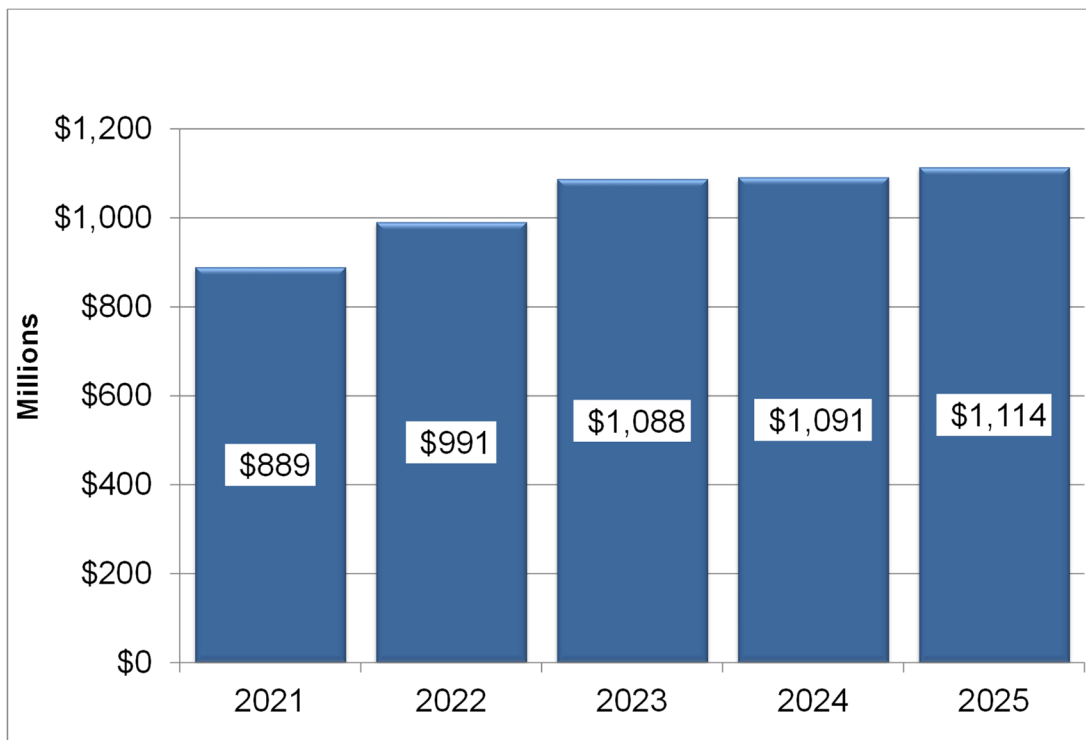
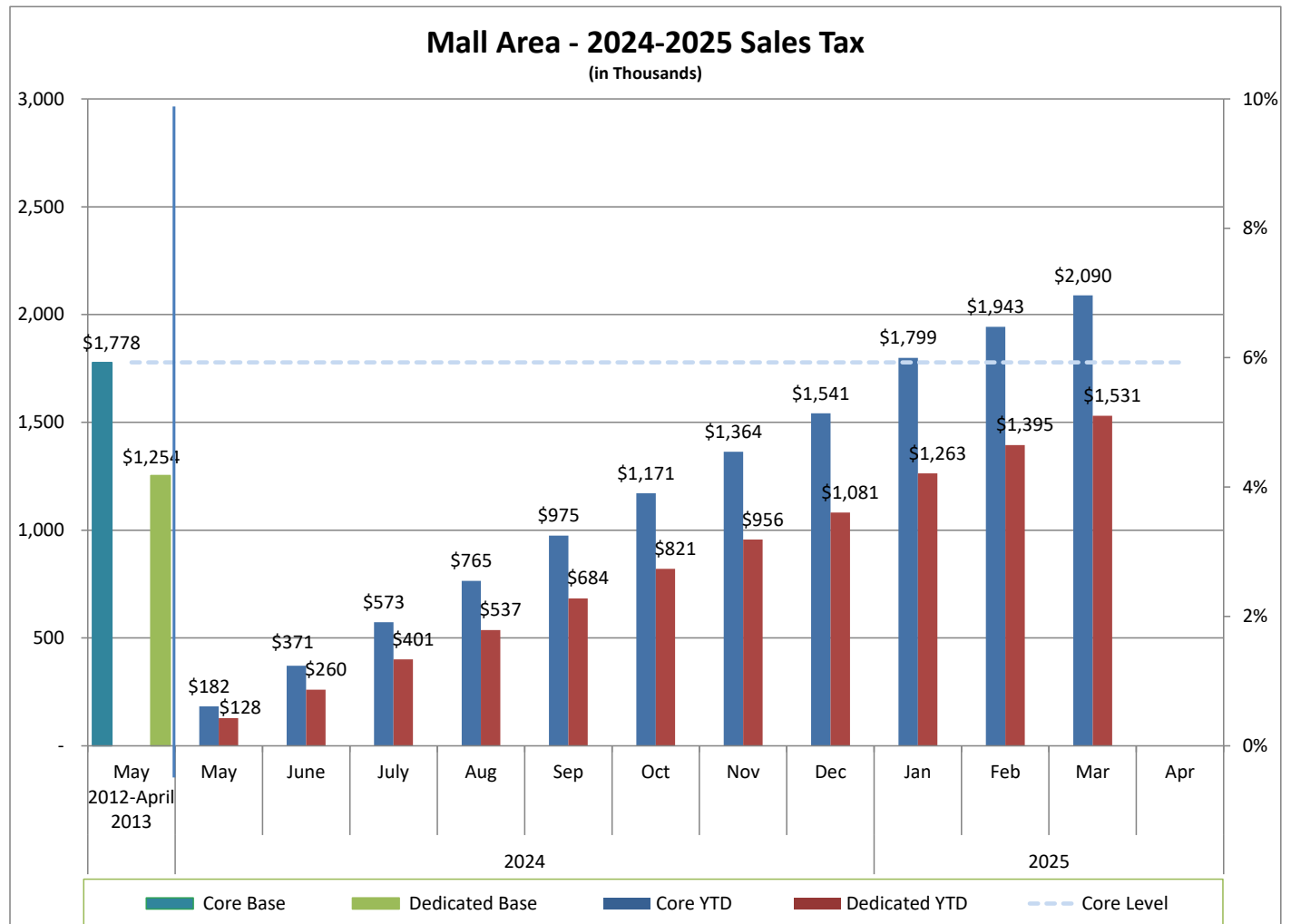


Figure 12. Metro District Reporting



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 March 2025, the year to date core amount collected is \$2.1M resulting in \$312K tax due to the Metro District.

Sales Tax in the City's Downtown Area. The sales tax collected in March for the downtown area decreased 8.8% from the same period in 2024.

Lodging Tax Collections. The City collected \$140K in lodging tax in March 2025. This was an increase of 9.7% from March 2024.

Sales Tax Licenses. There were 14,073 active sales tax licenses at the end of March.