



Sales and Use Tax Collection Report – May 2025

Issued June 10, 2025

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

MAY SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	-3.7%	3.1%
Net Use Tax Collected:	11.3%	37.5%
Net Sales and Use Tax Collected:	-2.0%	7.2%

Year to date, sales and use tax collections excluding rebates are up 7.2% and total \$88.2M.

MAY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	-1.1%	-1.0%
Net Use Tax Collected:	-0.9%	29.6%
Net Sales and Use Tax Collected:	-1.0%	2.7%

Year to date, the City has collected 2.7% more sales and use tax revenue, totaling \$2.3M over budget.

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

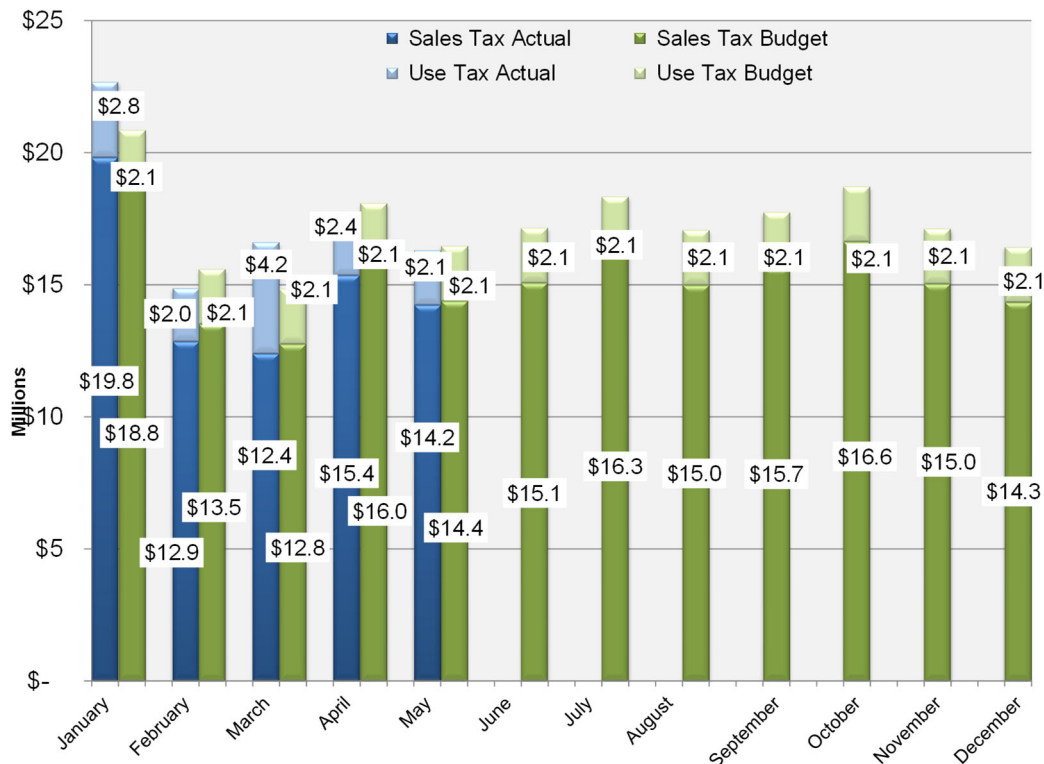


Figure 2. Sales and Use Tax Collected

	May			Year to Date		
	Actual 2024	Actual 2025	% Change	Actual 2024	Actual 2025	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,623,048	\$1,727,883	6.5%	\$9,007,165	\$8,924,876	-0.9%
Restaurants, Caterers and Bars	2,247,557	2,364,791	5.2%	10,827,924	11,326,578	4.6%
General Merchandise	2,276,801	1,106,331	-51.4%	7,318,868	6,238,208	-14.8%
Vehicle Sales, Parts and Repairs	995,981	1,060,019	6.4%	4,721,923	4,911,255	4.0%
Building Materials, Garden Equipment & Supplies	1,378,327	1,150,976	-16.5%	4,849,512	5,168,513	6.6%
Sporting, Hobby, Book, Music	405,357	409,331	1.0%	2,360,587	2,529,411	7.2%
Broadcasting and Telecommunications	316,710	305,389	-3.6%	1,558,675	1,695,136	8.8%
Electronics and Appliances	360,292	392,127	8.8%	2,230,079	2,481,216	11.3%
Miscellaneous Retailers	2,017,799	2,368,294	17.4%	11,689,491	12,774,891	9.3%
Utilities	561,331	574,962	2.4%	3,257,134	3,512,904	7.9%
Clothing and Accessories	456,335	428,892	-6.0%	2,421,215	2,526,526	4.3%
Pharmacy, Salon and Laundry	526,645	466,787	-11.4%	2,469,284	2,478,714	0.4%
Other	354,220	433,758	22.5%	2,781,132	3,502,653	25.9%
Rental and Leasing Services	213,021	220,974	3.7%	1,163,560	1,202,076	3.3%
Furniture and Home Furnishings	233,576	218,232	-6.6%	1,206,946	1,234,892	2.3%
Wholesale Trade	219,908	237,195	7.9%	1,308,307	1,431,424	9.4%
Lodging	297,891	273,258	-8.3%	1,232,813	1,236,478	0.3%
Manufacturing	293,250	495,234	68.9%	2,478,317	1,996,849	-19.4%
TOTAL SALES TAX	14,778,049	14,234,433	-3.7%	72,882,932	75,172,600	3.1%
Less Mall Sales Tax Remittance*	0	0	0.0%	(479,363)	(505,849)	5.5%
NET SALES TAX	14,778,049	14,234,433	-3.7%	72,403,569	74,666,751	3.1%
USE TAX COLLECTIONS						
Building Permits	502,128	0	-100.0%	3,022,175	4,715,176	56.0%
Car Tax	805,617	809,659	0.5%	3,828,420	4,029,541	5.3%
Return Tax	547,550	1,255,398	129.3%	2,967,787	4,758,305	60.3%
TOTAL USE TAX	1,855,295	2,065,057	11.3%	9,818,382	13,503,022	37.5%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	1,855,295	2,065,057	11.3%	9,818,382	13,503,022	37.5%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	16,633,344	16,299,490	-2.0%	82,701,314	88,675,622	7.2%
Less Mall Sales Tax Remittance*	0	0	0.0%	(479,363)	(505,849)	5.5%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	16,633,344	16,299,490	-2.0%	82,221,951	88,169,773	7.2%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	894,209	867,881	-2.9%	4,526,298	4,726,446	4.4%
Community Capital Improvement Program (.25%)	894,209	867,881	-2.9%	4,526,298	4,726,446	4.4%
Natural Areas (.25%)	894,209	867,881	-2.9%	4,526,298	4,726,446	4.4%
General Fund Renewable (.25%)	893,610	867,311	-2.9%	4,521,363	4,722,017	4.4%
2050 Tax (.50%)**	1,787,221	1,734,622	-2.9%	6,815,683	9,444,034	38.6%
General Fund (2.85%)	11,269,886	11,093,914	-1.6%	57,785,374	60,330,233	4.4%
Less Mall Sales Tax Remittance*	0	0	0.0%	(479,363)	(505,849)	5.5%
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	\$16,633,344	\$16,299,490	-2.0%	\$82,221,951	\$88,169,773	7.2%

* 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

May Sales Tax Collected. In May 2025, sales tax collected in Fort Collins decreased 3.7% compared to May 2024. Sales tax collected totaled \$14.2M compared to \$14.8M in 2024.

May Use Tax Collected. The total use tax collected in May was \$2.1M, an increase of 11.3% compared to May 2024.

Net Sales and Use Tax Collected. Total tax collected of \$16.3M was 2.0% lower than May 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	15,358,346	16,001,034	(642,688)	-4.0%	60,432,318	61,034,455	-1.0%
May	14,234,433	14,387,749	(153,316)	-1.1%	74,666,751	75,422,204	-1.0%
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	74,666,751	75,422,204	(755,453)	-1.0%			
YTD Rebates	505,849	450,000	55,849			-	
Total Collections	\$ 75,172,600	\$ 75,872,204	\$ (699,604)	-0.9%		\$ 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	2,357,984	2,083,330	274,654	13.2%	11,437,965	8,333,320	37.3%
May	2,065,057	2,083,330	(18,273)	-0.9%	13,503,022	10,416,650	29.6%
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	13,503,022	10,416,650	3,086,372	29.6%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 13,503,022	\$ 10,416,650	\$ 3,086,372	29.6%		\$ 24,999,999	

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

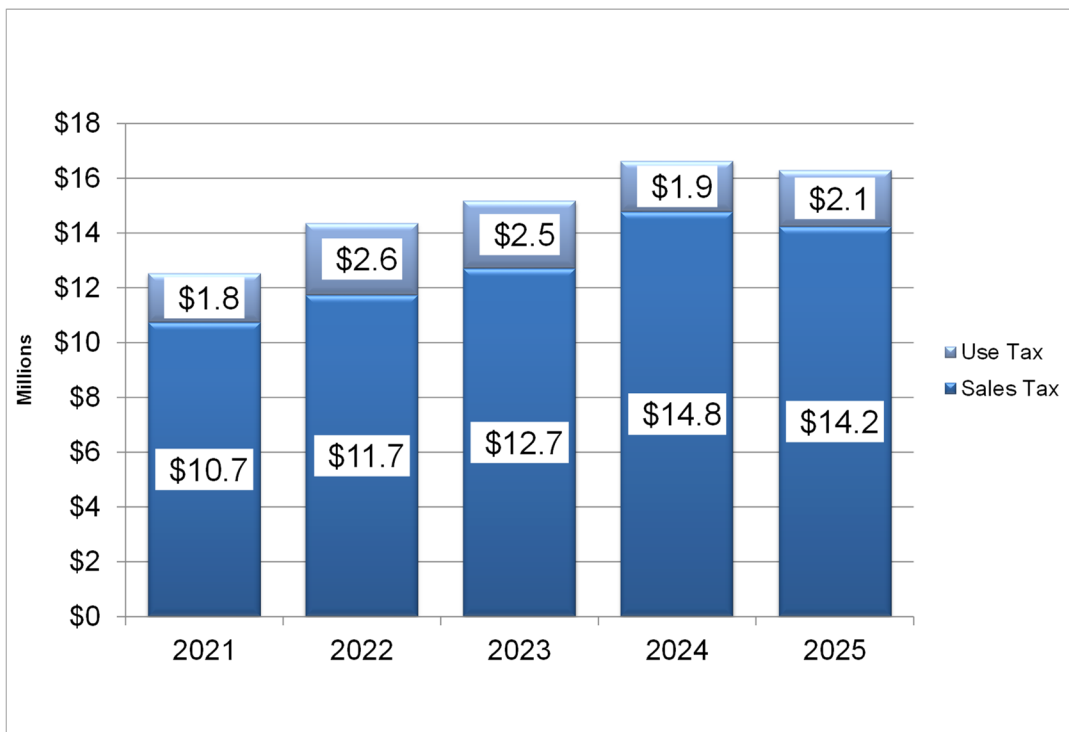
Fund	Actual May YTD	Budget May YTD	Over/(Under) Budget May YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	4,726,446	4,543,150	183,296	4.0%
Community Capital Improvement Program (.25%)	4,726,446	4,543,150	183,296	4.0%
Natural Areas and Parks (.25%)	4,726,446	4,543,150	183,296	4.0%
General Fund Renewable (.25%)	4,722,017	4,543,150	178,867	3.9%
2050 Tax (.50%)*	9,444,034	9,086,311	357,723	3.9%
General Fund (2.85%) (net of rebates)	59,824,384	58,579,943	1,244,441	2.1%
General Fund Economic Rebates	505,849	450,000	55,849	12.4%
Total Collections	\$ 88,675,622	\$ 86,288,854	\$ 2,386,768	2.8%

*Voter approved 0.5% tax effective January 2024 through 2050

May Sales Tax Budget to Actual. In May 2025, sales tax collected in Fort Collins was \$153K less than budget.

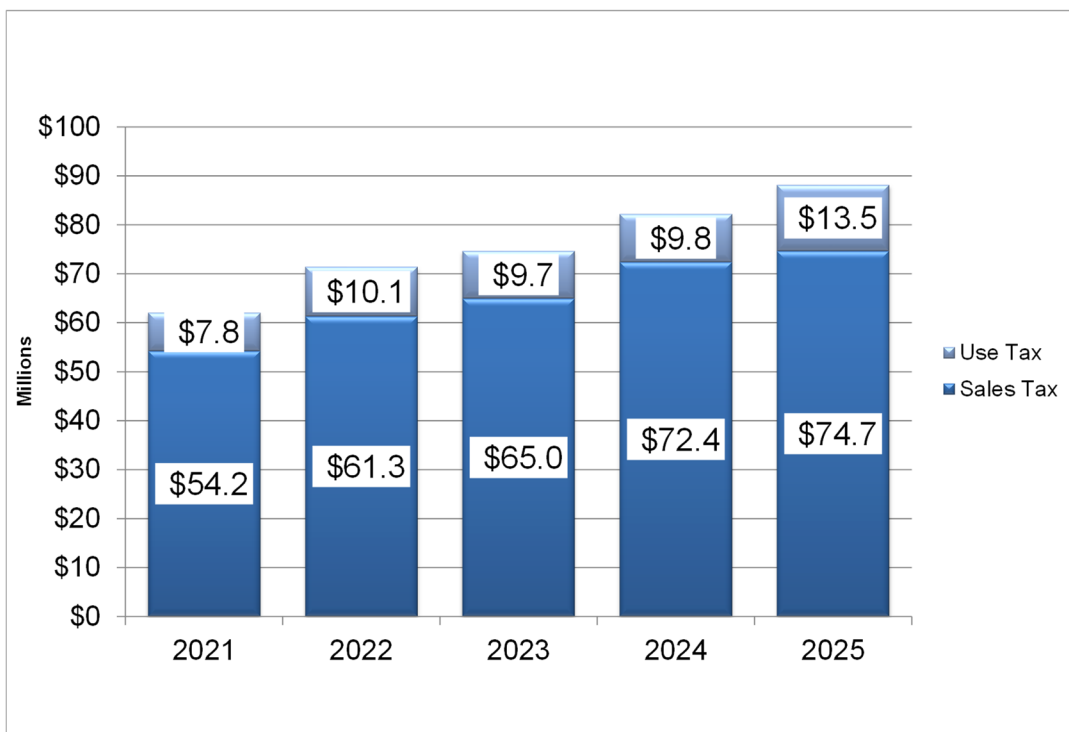
May Use Tax Budget to Actual Excluding Rebates. In May 2025, use tax collected in Fort Collins was \$18K less than budget.

Figure 6. May Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

	May			Year to Date		
	Actual 2024	Actual 2025	% Change	Actual 2024	Actual 2025	% Change
\$ in Millions						
SALES TAX						
Grocery, Convenience, Liquor	\$53.5	\$57.9	8.2%	\$301.9	\$301.4	-0.1%
Restaurants, Caterers and Bars	51.6	54.1	4.8%	255.7	259.9	1.7%
General Merchandise	51.9	31.1	-40.0%	194.4	170.2	-12.4%
Vehicle Sales, Parts and Repairs	22.9	24.3	6.2%	111.4	112.7	1.2%
Building Materials, Garden Equipment & Supplies	30.4	26.4	-13.2%	113.1	117.1	3.5%
Sporting, Hobby, Book, Music	9.3	9.4	0.9%	56.2	54.9	-2.3%
Broadcasting and Telecommunications	7.3	7.0	-3.6%	36.8	39.0	5.9%
Electronics and Appliances	8.3	9.0	8.7%	53.0	56.7	7.0%
Miscellaneous Retailers	46.7	54.5	16.7%	280.1	294.9	5.3%
Utilities	12.9	13.2	2.4%	76.6	80.8	5.5%
Clothing and Accessories	10.4	9.9	-5.4%	58.0	57.8	-0.4%
Pharmacy, Salon and Laundry	12.2	10.7	-12.2%	59.2	56.7	-4.2%
Other	8.2	9.9	20.7%	67.3	76.2	13.3%
Rental and Leasing Services	4.8	5.1	5.8%	26.9	27.5	2.3%
Furniture and Home Furnishings	5.3	5.0	-4.1%	28.4	28.5	0.6%
Wholesale Trade	5.3	5.7	8.0%	32.5	34.7	6.7%
Lodging	6.8	6.2	-8.7%	28.7	28.3	-1.4%
Manufacturing	7.6	11.0	44.6%	60.4	45.9	-24.0%
NET TAXABLE SUBJECT TO SALES TAX	355.3	350.5	-1.4%	1,840.5	1,843.3	0.2%
USE TAX						
Building Permits	11.5	0.0	-100.0%	70.7	108.4	53.3%
Car Tax	18.5	18.6	0.5%	90.0	92.6	2.9%
Return Tax	12.6	28.9	129.3%	70.3	109.4	55.7%
NET TAXABLE SUBJECT TO USE TAX	42.7	47.5	11.3%	231.0	310.4	34.4%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$398.0	\$397.9	0.0%	\$2,071.5	\$2,153.7	4.0%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from April 2024 United States	% Change from April 2024 Fort Collins
Grocery, Convenience, Liquor	2.7	8.2
Restaurants, Caterers & Bars	7.8	4.8
General Merchandise	2.8	-40.0
Vehicle Sales, Parts & Repairs	9.4	6.2
Building Materials, Garden Equipment & Supplies	3.2	-13.2
Clothing & Accessories	3.5	-5.4
Furniture & Home Furnishings	7.8	-4.1
Total	5.2	-1.4

At the national level, April 2025 retail sales (as reported on May 15, 2025) increased by 5.2% compared to a decrease in Fort Collins' sales of 1.4%. April 2025 sales are the basis for the City's May 2025 sales tax collections and net taxable amounts (which are included in this report).

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

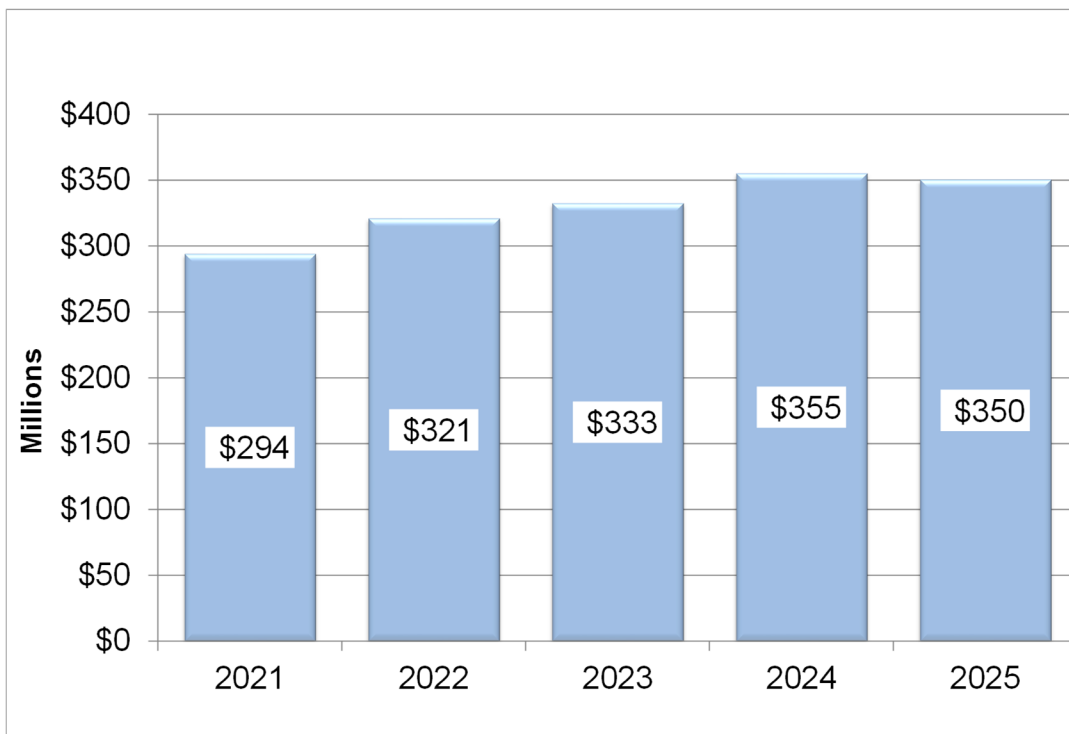


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

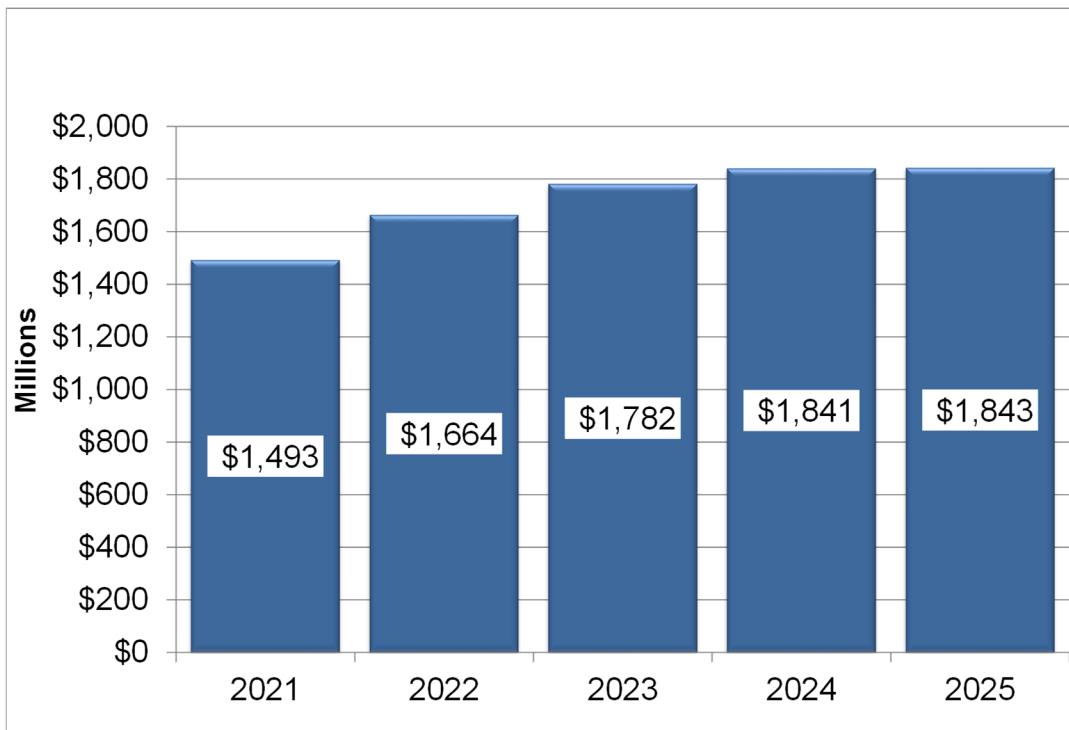
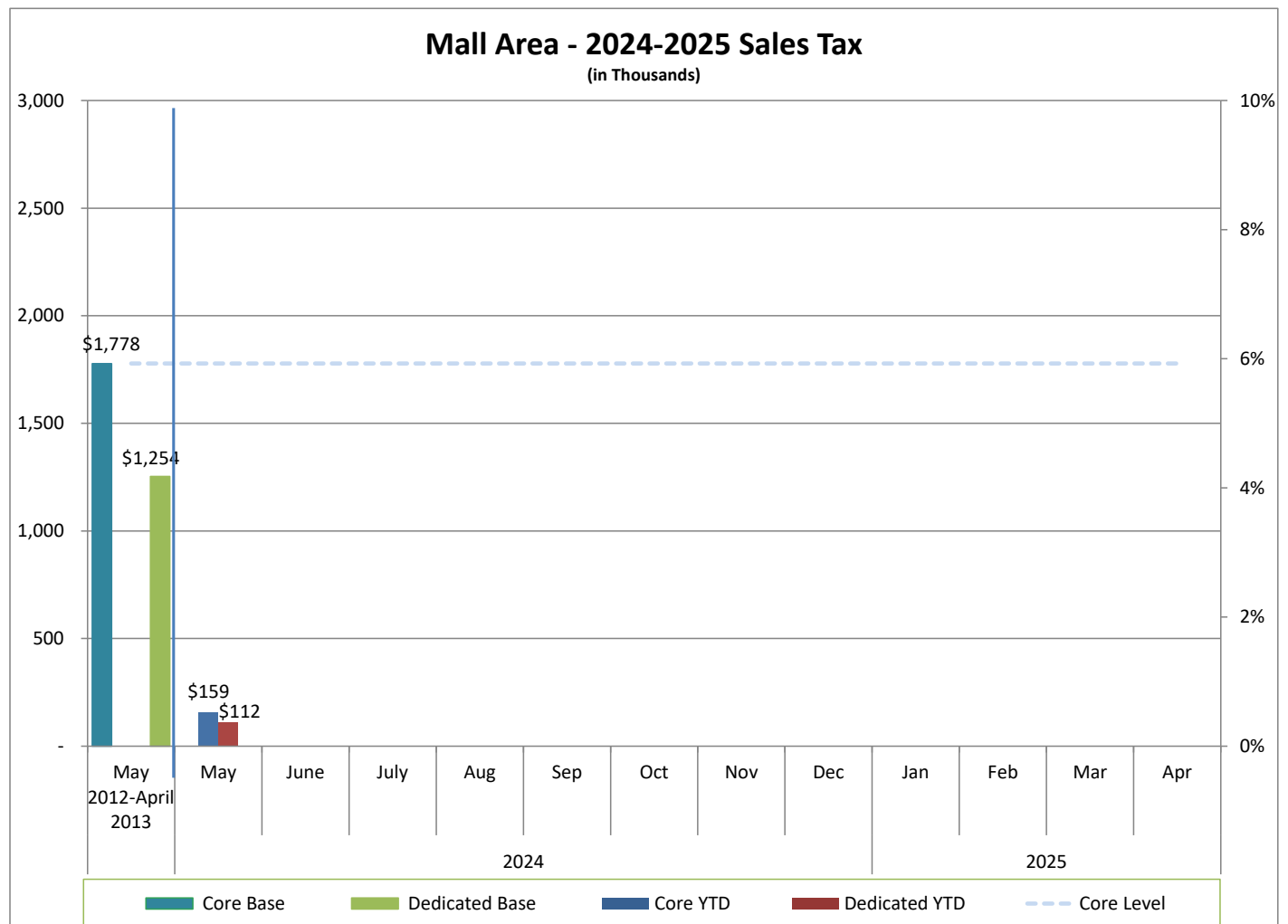


Figure 12. Metro District Reporting



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 May 2025, the year to date core amount collected is \$159K resulting in no tax due to the Metro District.

Sales Tax in the City's Downtown Area. The sales tax collected in May for the downtown area increased 2.8% from the same period in 2024.

Lodging Tax Collections. The City collected \$157K in lodging tax in May 2025. This was a decrease of 4.7% from May 2024.

Sales Tax Licenses. There were 13,843 active sales tax licenses at the end of May.