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Sales and Use Tax Report – September 2012

Issued October 10, 2012

August 2012 transactions are the basis for the September report. Please note that payments received in September are predominately from August sales but also include delinquent collections from prior periods.

Due to the .85% tax increase, tax collections are not a meaningful comparison for year to year business activity. To allow for analysis of activity, the monthly sales and use tax report now includes additional information on net taxable amounts, which are the amount of goods sold or purchased that are subject to sales or use tax.

SEPTEMBER SUMMARY

	September	Year to Date
Net Taxable Subject to Sales Tax:	4.3%	5.9%
Net Taxable Subject to Use Tax:	42.7%	51.5%
Total Net Taxable:	9.1%	11.6%

Year to date, net taxable sales are up 5.9% and all but two of the eighteen categories are up.

The collections related to the 2B election are tracked in Figure 5 - Sales and Use Tax under the distribution section and labeled as Keep Fort Collins Great. The amount received in September was \$1.9 million.

September Net Taxable Subject to Sales Tax. In September 2012, net taxable sales in Fort Collins increased 4.3% over September 2011. Net taxable sales totaled \$217.3 million compared to \$208.3 million in 2011.

September Net Taxable Subject to Use Tax. The net taxable amount reported of \$43.1 million increased 42.7% compared to last September. The net taxable amount subject to use tax on vehicles increased 16.6%. The amount subject to use tax related to building permits increased 0.6%. The net taxable amount reported on tax returns for use tax increased 80.0% from 2011.

Total Net Taxable. Total net taxable (based on the 3.85% tax rate) of \$260.3 million was 9.1% higher than last September.

Retail Sales in the City's Downtown Area. The net taxable sales reported in September in the downtown area increased 3.0% from the same period in 2011.

Lodging Tax Collections. The City collected \$116,968 in lodging taxes in September. This was a decrease of 8.0% from September 2011.

Sales Tax Licenses. The City received 74 applications for sales tax licenses for new businesses and 23 businesses terminated their license in September. There were 10,956 active sales tax licenses at the end of September.

Figure 1. Net Taxable

\$ in millions	September			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2011	2012	Change	2011	2012	Change
SALES TAX						
Grocery, Convenience, Liquor	\$35.7	\$36.9	3.3%	\$292.1	\$320.3	9.7%
Restaurants, Caterers and Bars	27.6	29.6	7.3%	235.9	252.8	7.2%
General Merchandise	26.7	27.0	1.2%	226.5	228.1	0.7%
Vehicle Sales, Parts and Repairs	15.5	17.2	11.1%	121.1	134.8	11.3%
Building Materials, Garden Equipment & Supplies	14.2	13.7	-3.5%	113.4	124.6	9.9%
Sporting, Hobby, Book, Music	17.7	18.0	1.8%	104.5	104.6	0.1%
Broadcasting and Telecommunications	9.9	9.0	-8.9%	87.4	90.1	3.1%
Electronics and Appliances	9.1	10.2	11.5%	90.7	91.6	1.0%
Miscellaneous Retailers	9.0	9.5	5.2%	88.3	89.0	0.8%
Utilities	8.5	10.1	19.7%	82.8	86.9	4.9%
Clothing and Accessories	7.3	7.7	5.3%	61.4	65.8	7.2%
Pharmacy, Salon and Laundry	4.9	4.2	-14.5%	46.0	41.5	-9.7%
Other	3.1	3.2	4.3%	34.5	39.3	13.8%
Rental and Leasing Services	3.8	3.5	-9.8%	32.1	31.2	-2.8%
Furniture and Home Furnishings	4.6	5.7	24.2%	31.9	36.2	13.5%
Wholesale Trade	2.9	3.4	15.4%	28.1	31.3	11.2%
Lodging	4.8	4.4	-9.7%	26.6	30.4	14.3%
Manufacturing	2.9	4.0	36.0%	25.9	33.2	27.9%
NET TAXABLE SUBJECT TO SALES TAX	208.3	217.3	4.3%	1,729.2	1,831.7	5.9%
USE TAX						
Building Permits	7.9	8.0	0.6%	61.3	80.8	31.8%
Car Tax	7.8	9.1	16.6%	60.6	71.3	17.7%
Return Tax	14.4	26.0	80.0%	121.7	217.1	78.3%
NET TAXABLE SUBJECT TO USE TAX	30.2	43.1	42.7%	243.6	369.2	51.5%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$238.5	\$260.3	9.1%	\$1,972.8	\$2,200.9	11.6%

Figure 2. Local Retail Compared to National Retail

Retail Sales Category	% Change from August 2011 United States	% Change from August 2011 Fort Collins
Grocery, Convenience, Liquor	2.3	3.3
Restaurants, Caterers & Bars	6.7	7.3
General Merchandise	-0.8	1.2
Vehicle Sales, Parts & Repairs	10.7	11.1
Building Materials, Garden Equipment & Supplies	1.4	-3.5
Clothing & Accessories	5.8	5.3
Furniture & Home Furnishings	8.4	24.2

At the national level, August retail sales (as reported on September 14th) increased 4.7% compared to the increase in Fort Collins' sales of 4.3%. August sales are the basis for the City's September sales tax collections and net taxable amounts (which are included in this report).

Figure 3. September 2012 - Net Taxable Sales Subject to Sales Tax

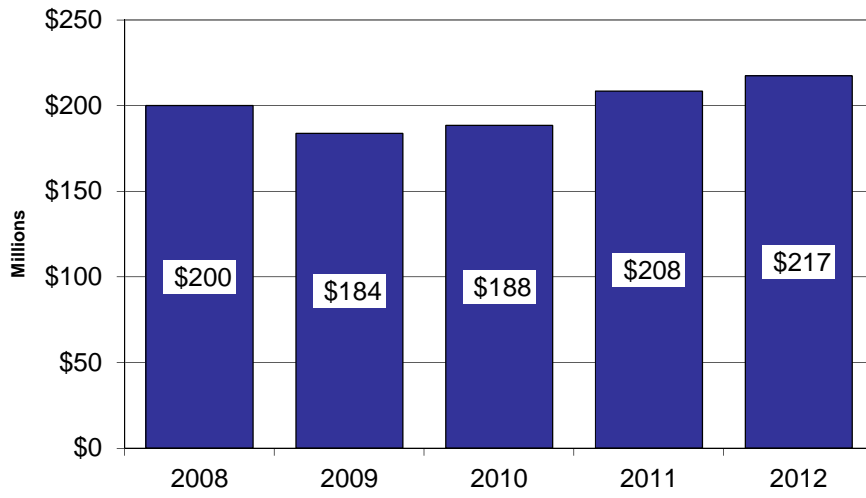


Figure 4. Year to Date - Net Taxable Sales Subject to Sales Tax

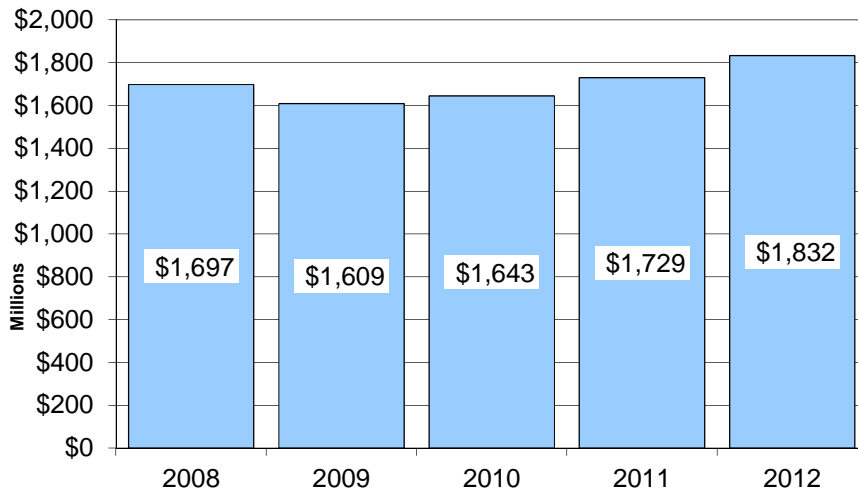
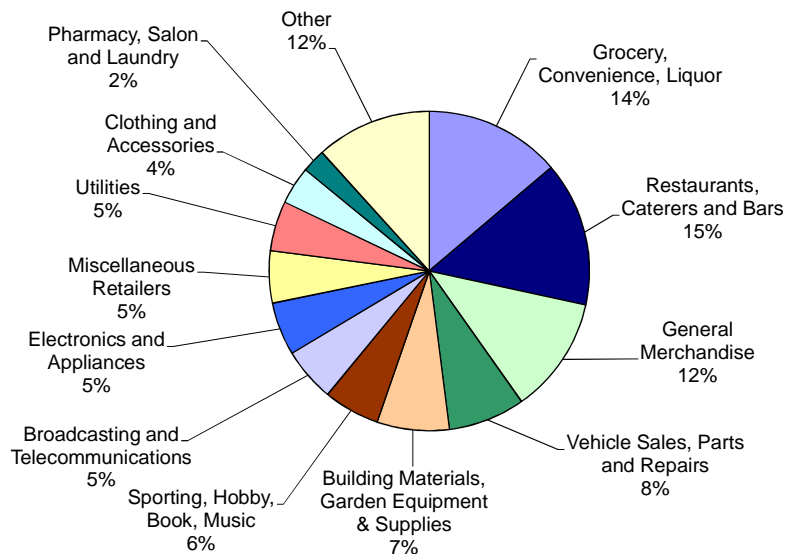


Figure 5. Sales and Use Tax

	September			Year to Date		
	Actual 2011	Actual 2012	% Change	Actual 2011	Actual 2012	% Change
SALES TAX RECEIPTS						
Grocery, Convenience, Liquor	\$1,013,347	\$1,049,634	3.6%	\$8,168,238	\$9,095,601	11.4%
Restaurants, Caterers and Bars	1,064,617	1,142,517	7.3%	8,808,274	9,708,522	10.2%
General Merchandise	910,877	920,558	1.1%	7,471,389	7,826,884	4.8%
Vehicle Sales, Parts and Repairs	596,337	663,253	11.2%	4,550,930	5,195,972	14.2%
Building Materials, Garden Equipment & Supplies	546,036	525,924	-3.7%	4,336,221	4,788,660	10.4%
Sporting, Hobby, Book, Music	680,988	693,643	1.9%	3,873,493	4,012,906	3.6%
Broadcasting and Telecommunications	382,196	347,985	-9.0%	3,265,305	3,532,908	8.2%
Electronics and Appliances	351,558	392,504	11.6%	3,344,460	3,532,151	5.6%
Miscellaneous Retailers	344,250	364,273	5.8%	3,257,637	3,447,463	5.8%
Utilities	378,364	389,665	3.0%	3,156,717	3,345,993	6.0%
Clothing and Accessories	279,911	294,642	5.3%	2,271,483	2,534,115	11.6%
Pharmacy, Salon and Laundry	190,704	155,388	-18.5%	1,711,366	1,555,731	-9.1%
Other	117,053	118,167	1.0%	1,273,484	1,519,925	19.4%
Rental and Leasing Services	147,994	132,907	-10.2%	1,201,954	1,200,658	-0.1%
Furniture and Home Furnishings	172,465	217,839	26.3%	1,227,000	1,388,307	13.1%
Wholesale Trade	112,183	126,489	12.8%	1,035,091	1,221,172	18.0%
Lodging	186,300	167,998	-9.8%	1,007,764	1,170,780	16.2%
Manufacturing	108,275	139,512	28.8%	1,007,325	1,225,335	21.6%
TOTAL SALES TAX	7,583,455	7,842,898	3.4%	60,968,131	66,303,083	8.8%
USE TAX RECEIPTS						
Building Permits	305,516	307,330	0.6%	2,343,591	3,110,433	32.7%
Car Tax	301,413	351,421	16.6%	2,284,613	2,745,934	20.2%
Return Tax	555,429	999,880	80.0%	4,534,085	8,358,752	84.4%
TOTAL USE TAX	1,162,358	1,658,631	42.7%	9,162,289	14,215,119	55.1%
SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	522,293	570,490	9.2%	4,302,038	4,820,739	12.1%
Building on Basics Projects (.25%)	522,293	570,490	9.2%	4,302,038	4,820,739	12.1%
Natural Areas and Parks (.25%)	522,293	570,490	9.2%	4,302,038	4,820,739	12.1%
Keep Fort Collins Great (.85%)	1,775,795	1,939,667	9.2%	12,671,775	16,390,506	29.3%
General Fund (2.25%)	5,403,139	5,850,392	8.3%	44,552,531	49,665,479	11.5%
TOTAL SALES & USE TAX	\$8,745,813	\$9,501,529	8.6%	\$70,130,420	\$80,518,202	14.8%

Figure 6. Year to Date Sales Tax by Business Type



Information on the various business type categories can be found at www.fcgov.com/salestax/salesreport.php.

Figure 7. Budget to Actual - Sales and Use Tax Collections

Month	Actual	Budget	Over/(Under)	%	Year to Date Actual	Year to Date Budget	Year to Date %
			Budget	Over/(Under) Budget			Over/(Under) Budget
January	\$ 10,413,723	\$ 10,696,555	\$ (282,832)	-2.6%	\$ 10,413,723	\$ 10,696,555	-2.6%
February	7,468,813	7,995,074	(526,261)	-6.6%	17,882,536	18,691,629	-4.3%
March	7,978,448	7,599,974	378,473	5.0%	25,860,984	26,291,604	-1.6%
April	9,025,853	8,555,152	470,701	5.5%	34,886,837	34,846,756	0.1%
May	8,650,151	8,291,489	358,662	4.3%	43,536,988	43,138,245	0.9%
June	9,046,851	8,333,838	713,013	8.6%	52,583,839	51,472,083	2.2%
July	9,449,920	9,034,166	415,754	4.6%	62,033,759	60,506,248	2.5%
August	8,982,914	8,535,790	447,124	5.2%	71,016,673	69,042,038	2.9%
September	9,501,529	8,970,199	531,330	5.9%	80,518,202	78,012,238	3.2%
October	-	9,177,550	-	0.0%	-	87,189,788	0.0%
November	-	8,444,368	-	0.0%	-	95,634,156	0.0%
December	-	8,342,367	-	0.0%	-	103,976,524	0.0%
	\$ 80,518,202	\$ 103,976,524	\$ 2,505,964				

Figure 8. Historical Collections

September Monthly Year	Sales Tax Collections		Use Tax Collections		Combined Tax Collections	
	Month	Compared to Prior Year	Month	Compared to Prior Year	Month	Compared to Prior Year
2012	\$7,842,898	3.4%	\$1,658,631	42.7%	\$9,501,529	8.6%
2011	7,583,455	38.4%	1,162,358	58.4%	8,745,813	40.8%
2010	5,479,341	2.9%	733,721	38.2%	6,213,062	6.1%
2009	5,327,070	-8.4%	530,958	-28.6%	5,858,028	-10.7%
2008	5,818,530	5.2%	743,821	-11.3%	6,562,351	3.0%
2007	5,532,711	6.5%	838,336	-16.3%	6,371,046	2.8%
2006	5,194,408	0.5%	1,001,182	-36.0%	6,195,590	-8.0%
2005	5,170,471	3.3%	1,563,509	44.4%	6,733,980	10.6%
2004	5,007,229	-1.8%	1,082,899	14.1%	6,090,128	0.7%
2003	5,098,720		948,837		6,047,557	

September Year to Date Year	Sales Tax Collections		Use Tax Collections		Combined Tax Collections	
	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year	Year to Date	Compared to Prior Year
2012	\$66,303,083	8.8%	\$14,215,119	55.1%	\$80,518,202	14.8%
2011	60,968,131	27.6%	9,162,289	23.2%	70,130,420	27.0%
2010	47,769,257	2.3%	7,437,194	14.2%	55,206,451	3.7%
2009	46,712,014	-4.7%	6,513,493	-22.7%	53,225,507	-7.4%
2008	49,033,903	0.9%	8,428,101	-16.9%	57,462,004	-2.2%
2007	48,588,067	0.3%	10,138,805	29.4%	58,726,872	4.4%
2006	48,443,775	7.3%	7,834,292	-23.6%	56,278,066	1.6%
2005	45,140,041	2.6%	10,248,979	6.7%	55,389,021	3.3%
2004	44,011,309	4.0%	9,604,120	6.7%	53,615,429	4.4%
2003	42,330,641		9,003,416		51,334,056	

Figure 9. September Collections

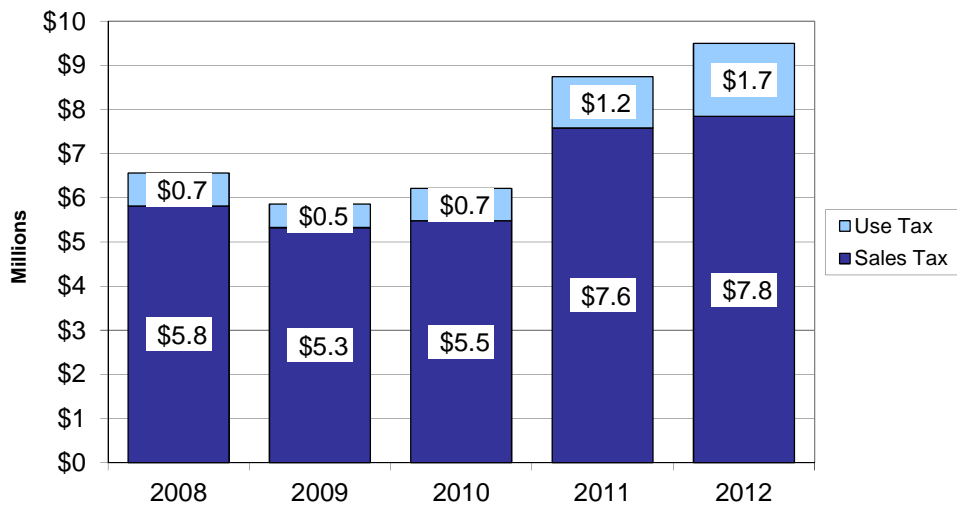


Figure 10. Year to Date Collections

